



SUPPLEMENTAL INFORMATION (UNAUDITED)

September 30, 2017

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Forward-Looking Statements

Certain information in this Supplemental Information, other than historical information or information about current conditions, constitutes "forward-looking information" and/or "financial outlook" within the meaning of applicable Canadian securities legislation or constitute "forward-looking statements" within the meaning of applicable U.S. securities legislation (collectively, "FLS"). For events or circumstances that could cause actual results to differ materially from these FLS, refer to "Key Assumptions and Risks in Respect of Forward-looking Statements" in the "Accompanying Notes to Supplemental Information", "Enterprise Risk Management" and "Key Assumptions and Risks in Respect of Forward-looking Statements" in Agrium's most recent available annual Management's Discussion & Analysis, and "Risk Factors" in Agrium's most recent available Annual Information Form.

Non-IFRS Financial Measures

Historical financial information in this Supplemental Information is prepared in accordance with International Financial Reporting Standards (IFRS) as issued by the International Accounting Standards Board. Financial measures that are not specified, defined or determined under IFRS are non-IFRS measures unless they are presented in our Consolidated Financial Statements. Accordingly, we have identified such measures as non-IFRS financial measures. We consider these non-IFRS financial measures to provide useful information to both management and investors in measuring our financial performance and financial condition. Our method of calculation of non-IFRS financial measures may not be directly comparable to that of other companies. Readers should not consider these non-IFRS financial measures as a substitute for, or superior to, measures of financial performance prepared in accordance with IFRS. Readers should refer to the applicable Supplemental Information disclosure, "Accompanying Notes to Supplemental Information" and "Reconciliation of Selected Non-IFRS Financial Measures" for further details.

We consider the following to be non-IFRS financial measures: free cash flow and related free cash flow metrics including dividends paid as a percent of free cash flow, free cash flow yield and business unit free cash flow; cash cost of product sold; cash gross profit; cash selling expense; cash general and administrative expense; consolidated and business unit net earnings (loss) before finance costs, income taxes, depreciation and amortization, and net earnings (loss) from discontinued operations (EBITDA) and related EBITDA metrics including EBITDA to sales and net-debt to EBITDA; adjusted net-debt; adjusted equity; adjusted-net-debt to adjusted-net-debt-plus-adjusted-equity; cash operating coverage ratio; comparable store sales and normalized comparable store sales; and Wholesale cash cost of product manufactured.

AGRIUM INC.
Supplemental Information 1
Shareholder Information
(Unaudited)

Common share data	Closing share price		Shares outstanding
	New York Stock Exchange (NYSE) (USD)	Toronto Stock Exchange (CAD)	
September 30, 2017	107.21	133.72	138,164,264
June 30, 2017	90.49	117.53	138,176,418
March 31, 2017	95.55	126.92	138,176,418
December 31, 2016	100.55	134.96	138,175,525
September 30, 2016	90.69	118.85	138,175,400

Common share repurchases	Commencement date	Duration	Average purchase price	Number of shares repurchased
Normal course issuer bid	February 19, 2016	12 months	N/A	-
Normal course issuer bid	January 26, 2015	12 months	USD 100.25	5,574,331
Normal course issuer bid	May 21, 2013	12 months	USD 86.10	5,770,182
Substantial issuer bid	October 22, 2012	N/A	CAD 103.00	8,740,000

Current dividend	Rolling four quarters ended September 30,	
	2017	2016^(a)
Quarterly dividend of \$0.875 U.S. per common share	89	68
Annualized dividend of \$3.50 U.S. per common share ^(b)	45	72
Record dates are the last day of:	7	5
March		
June		
September		
December		

Dividend history	2013	2014	2015	2016	2017^(b)
Dividends paid per share (USD)	2.25	3.00	3.31	3.50	3.50

Earnings release dates	
First quarter	May 1, 2017
Second quarter	August 9, 2017
Third quarter	November 7, 2017

- (a) Certain amounts have been restated as a result of discontinued operations.
(b) Annualized based on the most recent dividend announcement

AGRIUM INC.
Supplemental Information 2
Cash Results by Business Unit
(Millions of U.S. dollars, except share amounts, Unaudited)

	Rolling four quarters ended September 30, 2017			Total
	Retail	Wholesale	Corporate & Other ^(a)	
Sales	11,842	2,419	(707)	13,554
Cash cost of product sold ^{(b)(c)}	8,961	1,682	(705)	9,938
Cash gross profit ^(c)	2,881	737	(2)	3,616
Cash selling ^(c)	1,695	27	(18)	1,704
Cash general and administrative ^(c)	95	21	97	213
Share-based payments	-	-	73	73
(Earnings) loss from associates and joint ventures	(9)	(59)	1	(67)
Other (income) expenses	(33)	35	110	112
EBITDA ^(d)	1,133	713	(265)	1,581
EBIT ^(e)	850	492	(284)	1,058
Free cash flow				
EBITDA	1,133	713	(265)	
Sustaining capital expenditures	(130)	(202)	(4)	
Business unit free cash flow	1,003	511	(269)	
Cash provided by operating activities				1,160
Net changes in non-cash working capital				251
Sustaining capital expenditures				(336)
Free cash flow				1,075
Diluted weighted average number of shares outstanding				138,243,535

(a) Includes inter-segment eliminations

(b) Includes cash cost of product manufactured, price volume variances and direct freight for Wholesale

(c) Excludes depreciation and amortization

(d) Net earnings (loss) before finance costs, income taxes, depreciation and amortization, and net earnings (loss) from discontinued operations

(e) Net earnings (loss) before finance costs, income taxes, and net earnings (loss) from discontinued operations

AGRIUM INC.
Supplemental Information 3
Retail Cash Results by Geography
(Millions of U.S. dollars, Unaudited)

Three months ended September 30, 2017

	North America	International	Retail
Sales	1,583	484	2,067
Cash cost of product sold ^(a)	1,193	353	1,546
Cash gross profit ^(a)	390	131	521
Cash selling ^(a)	316	83	399
Cash general and administrative ^(a)	14	6	20
Loss from associates and joint ventures	2	-	2
Other (income) expenses	(12)	2	(10)
EBITDA	70	40	110
Depreciation and amortization	70	3	73
EBIT	-	37	37

Nine months ended September 30, 2017

	North America	International	Retail
Sales	8,398	1,616	10,014
Cash cost of product sold ^(a)	6,517	1,240	7,757
Cash gross profit ^(a)	1,881	376	2,257
Cash selling ^(a)	1,038	247	1,285
Cash general and administrative ^(a)	51	19	70
Earnings from associates and joint ventures	(7)	(1)	(8)
Other income	(8)	(13)	(21)
EBITDA	807	124	931
Depreciation and amortization	203	12	215
EBIT	604	112	716

Rolling four quarters ended September 30, 2017

	North America	International	Retail
Sales	9,742	2,100	11,842
Cash cost of product sold ^(a)	7,376	1,585	8,961
Cash gross profit ^(a)	2,366	515	2,881
Cash selling ^(a)	1,355	340	1,695
Cash general and administrative ^(a)	69	26	95
Earnings from associates and joint ventures	(7)	(2)	(9)
Other income	(13)	(20)	(33)
EBITDA	962	171	1,133
Depreciation and amortization	263	20	283
EBIT	699	151	850

(a) Excludes depreciation and amortization

AGRIUM INC.
Supplemental Information 4
Wholesale Cash Results by Product Line
(Millions of U.S. dollars, Unaudited)

	Three months ended September 30, 2017				Total
	Nitrogen	Potash	Phosphate	Wholesale Other ^(a)	
Sales	181	100	60	102	443
Cash cost of product sold ^{(b)(c)}	137	69	61	87	354
Cash gross profit ^(c)	44	31	(1)	15	89
Cash selling ^(c)	3	1	-	2	6
Cash general and administrative ^(c)	2	1	-	2	5
Earnings from associates and joint ventures	-	-	-	(6)	(6)
Other expenses	3	3	-	1	7
EBITDA	36	26	(1)	16	77
Depreciation and amortization	17	21	3	3	44
EBIT	19	5	(4)	13	33

	Nine months ended September 30, 2017				Total
	Nitrogen	Potash	Phosphate	Wholesale Other ^(a)	
Sales	789	382	190	464	1,825
Cash cost of product sold ^{(b)(c)}	513	211	167	388	1,279
Cash gross profit ^(c)	276	171	23	76	546
Cash selling ^(c)	9	4	1	4	18
Cash general and administrative ^(c)	7	3	1	5	16
Earnings from associates and joint ventures	-	-	-	(25)	(25)
Other expenses	18	10	4	-	32
EBITDA	242	154	17	92	505
Depreciation and amortization	59	82	12	11	164
EBIT	183	72	5	81	341

	Rolling four quarters ended September 30, 2017				Total
	Nitrogen	Potash	Phosphate	Wholesale Other ^(a)	
Sales	1,074	487	271	587	2,419
Cash cost of product sold ^{(b)(c)}	689	270	235	488	1,682
Cash gross profit ^(c)	385	217	36	99	737
Cash selling ^(c)	13	6	2	6	27
Cash general and administrative ^(c)	10	5	1	5	21
Earnings from associates and joint ventures	-	-	-	(59)	(59)
Other expenses (income)	19	14	4	(2)	35
EBITDA	343	192	29	149	713
Depreciation and amortization	82	108	17	14	221
EBIT	261	84	12	135	492

- (a) Includes ammonium sulfate, ESN and other products
(b) Includes cash cost of product manufactured, price volume variances and direct freight
(c) Excludes depreciation and amortization

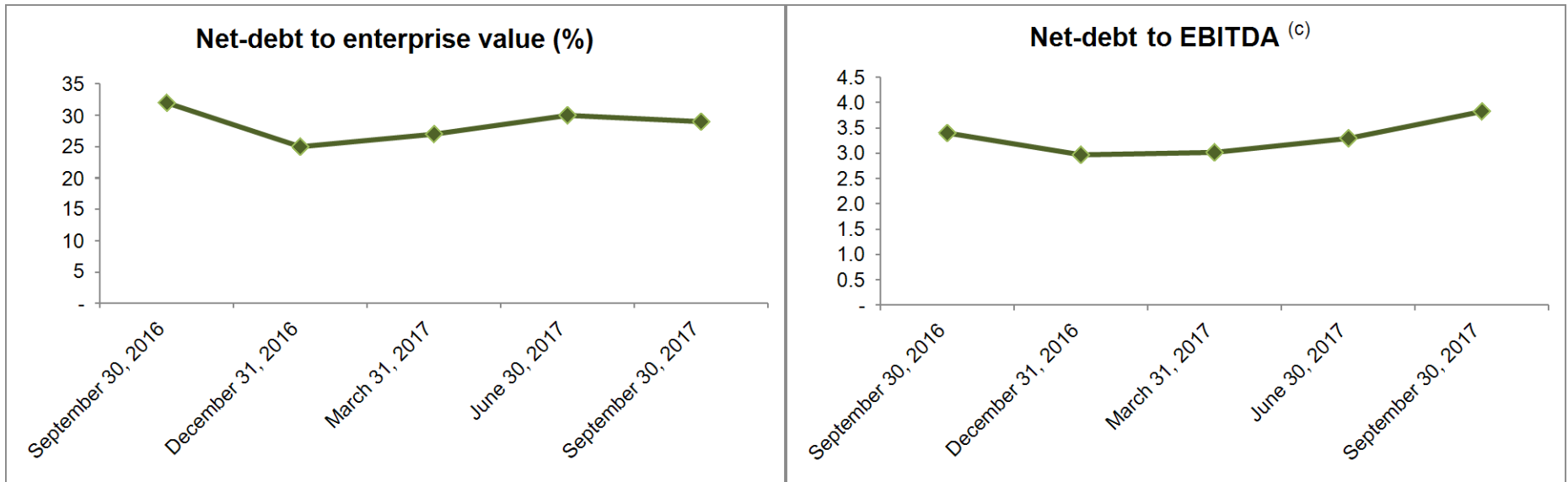
AGRIUM INC.
Supplemental Information 5
Condensed Balance Sheets by Business Unit
(Millions of U.S. dollars, Unaudited)

	September 30,							
	2017				2016			
	Retail	Wholesale	Corporate & Other ^(a)	Total	Retail	Wholesale	Corporate & Other ^(a)	Total
Net current assets and current liabilities								
Cash and cash equivalents	-	-	246	246	-	-	311	311
Non-cash working capital	2,841	415	(369)	2,887	2,543	597	(335)	2,805
Other current assets	2	-	120	122	1	-	131	132
Short-term and current portion of long-term debt	(1)	(8)	(1,884)	(1,893)	-	(8)	(1,842)	(1,850)
Assets held for sale	-	-	126	126	-	-	-	-
	2,842	407	(1,761)	1,488	2,544	589	(1,735)	1,398
Property, plant and equipment	1,211	5,564	58	6,833	1,147	5,733	55	6,935
Intangibles and goodwill	2,728	3	-	2,731	2,669	2	-	2,671
Investments in associates and joint ventures	107	411	(2)	516	115	511	(2)	624
Other assets, provisions and liabilities	(37)	(248)	(64)	(349)	(38)	(252)	(50)	(340)
Deferred income tax assets and liabilities	-	-	(431)	(431)	-	-	(396)	(396)
Long-term debt	-	(23)	(4,376)	(4,399)	-	(25)	(4,375)	(4,400)
Post-employment benefits	(5)	-	(135)	(140)	(11)	-	(152)	(163)
Net assets (liabilities)	6,846	6,114	(6,711)	6,249	6,426	6,558	(6,655)	6,329

(a) Includes inter-segment eliminations

AGRIUM INC.
Supplemental Information 6
Balance Sheet Metrics
(Millions of U.S. dollars, unless otherwise stated, Unaudited)

	September 30,	
	2017	2016 ^(a)
Net-debt		
Short-term debt	1,882	1,740
Long-term debt	4,410	4,510
Cash and cash equivalents	(246)	(311)
	6,046	5,939
Market capitalization ^(b)	14,813	12,531
Enterprise value	20,859	18,470
Net-debt to enterprise value (%)	29	32
EBITDA (rolling four quarters)	1,581	1,747
Net-debt to EBITDA (rolling four quarters)	3.8	3.4

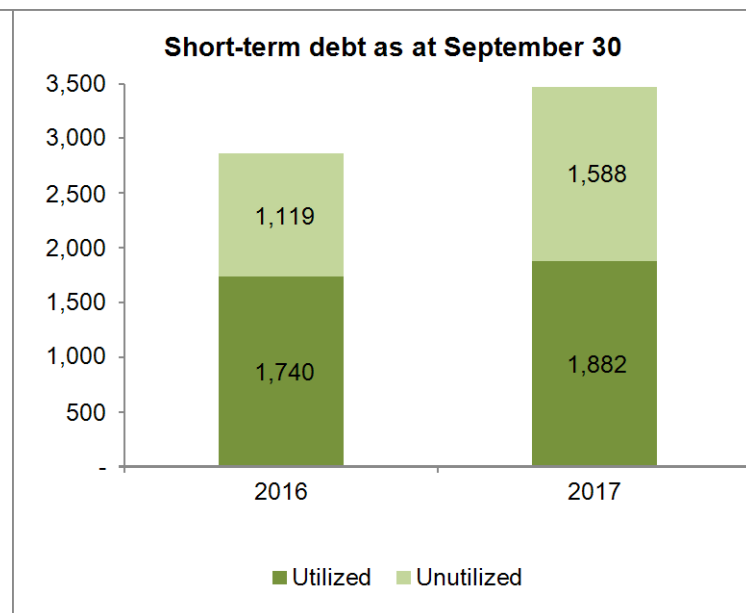
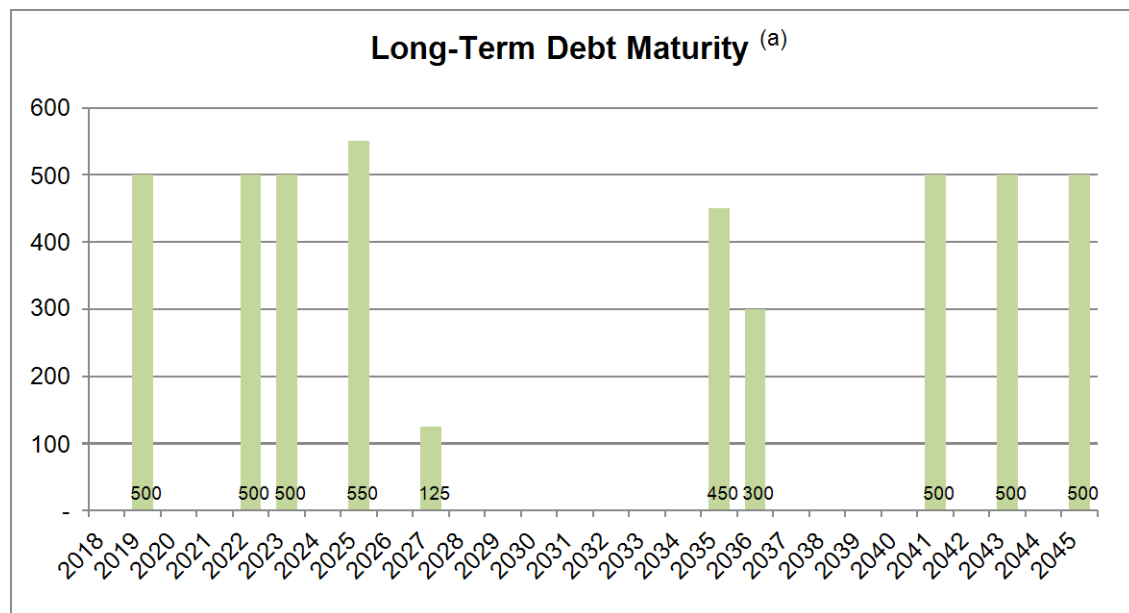


- (a) Certain amounts have been restated as a result of discontinued operations.
(b) Period end common shares outstanding multiplied by share price in U.S. dollars on the NYSE on the last trading day of the period
(c) Rolling four quarters

AGRIUM INC.
Supplemental Information 7
Debt Metrics and Horizon

(Millions of U.S. dollars, unless otherwise stated, Unaudited)

	Weighted average interest rate (%)	September 30,	
		2017	2016
Net-debt			
Short-term debt	2.14	1,882	1,740
Long-term debt	4.90	4,410	4,510
Cash and cash equivalents		(246)	(311)
		6,046	5,939
Adjustments to net-debt			
Operating lease expense		609	618
Other incremental debt		65	57
Adjusted net-debt		6,720	6,614
Equity		6,249	6,329
Adjustments to equity			
Deferred income tax liabilities		455	434
Adjusted equity		6,704	6,763
Adjusted-net-debt to adjusted-net-debt-plus-adjusted-equity (%)		50	49



(a) Based on the contractual terms of outstanding debentures

AGRIUM INC.
Supplemental Information 8
Retail and Total Agrium Operational Excellence Financial Measures
(Unaudited)

Retail and total Agrium measures (%)	Rolling four quarters ended September 30,					
	2017			2016		
	Retail Target ^(a)	Retail	Total	Retail	Total ^(b)	
Average non-cash working capital to sales	16	18	16	18	16	
Cash operating coverage ratio ^(c)	59	61	56	61	53	
EBITDA to sales	10	10	12	9	13	
Return on operating capital employed	N/A	18	8	18	9	
Return on capital employed	N/A	10	6	10	7	

Retail North America measures (%)	Rolling four quarters ended September 30,	
	2017	2016
EBITDA to sales	10	10
Return on operating capital employed	19	18
Return on capital employed	10	10

Retail measures	Three months ended September 30,		Nine months ended September 30,	
	2017	2016	2017	2016
Proprietary product sales as a percent of product line sales ^(d)				
Crop nutrients	14	14	10	9
Crop protection products	25	24	26	25
Seed	24	12	26	23
All products	18	17	18	17

(a) Annual December 31, 2017 targets

(b) Certain amounts have been restated as a result of discontinued operations.

(c) Excludes depreciation and amortization

(d) Includes products under the brands Loveland Products, Dyna-Gro and Proven

AGRIUM INC.
Supplemental Information 9
Wholesale Operational Excellence Financial Measures
(U.S. dollars, unless otherwise stated, Unaudited)

	Three months ended September 30,				Nine months ended September 30,			
	2017		2016		2017		2016	
	Cash cost of product manufactured (\$/tonne) ^(a)	Production tonnes (000's)	Cash cost of product manufactured (\$/tonne) ^(a)	Production tonnes (000's)	Cash cost of product manufactured (\$/tonne) ^(a)	Production tonnes (000's)	Cash cost of product manufactured (\$/tonne) ^(a)	Production tonnes (000's)
Ammonia (gross)	162	515	136	662	149	1,782	129	2,005
Urea (gross)	153	392	111	462	133	1,330	112	1,405
Potash (gross)	106	418	111	378	77	1,766	87	1,526

Cash cost of product manufactured (\$/tonne) ^(a)	Rolling four quarters ended September 30, 2017	
	Target ^(b)	Actual
Urea (gross) ^(c)	72	71
Potash (gross)	71	73

Capacity utilization (%)	Three months ended September 30,			Rolling four quarters ended September 30,		
	2017		2016	2017		2016
	Target ^(b)	Actual	Actual ^(f)	Target ^(b)	Actual	Actual ^(f)
Ammonia ^(d)	98	77	93	98	91	93
Potash ^(e)	91	55	66	91	81	89
Phosphoric acid	88	66	89	88	80	92

(a) Excludes depreciation and amortization

(b) Annual December 31, 2017 targets. Certain amounts have been restated to exclude Conda phosphate operations.

(c) Using calculated ammonia cash cost and excludes natural gas and steam costs

(d) Excludes results from Joffre nitrogen facility. Ammonia capacity is adjusted for normal outages and planned maintenance.

(e) The capacity utilization target reflects post-expansion capacity.

(f) Certain amounts have been restated as a result of discontinued operations.

AGRIUM INC.
Supplemental Information 10
Accompanying Notes to Supplemental Information

Key Assumptions and Risks in Respect of Forward-looking Statements

All of the FLS contained in this Supplemental Information are qualified by the cautionary statements included herein and by stated or inherent assumptions and apply only as of November 7, 2017, the date of this Supplemental Information. Except as required by law, Agrium disclaims any intention or obligation to update or revise any FLS as a result of new information or future events.

FLS in this Supplemental Information include statements as to our anticipated annualized dividends for 2017 and our expected earnings release dates for our 2017 results. We do not intend estimates to be projections or forecasts of operations or liquidity. For our anticipated annualized dividends for 2017, we have estimated cash available for distribution for the sole purpose of determining our initial annual distribution rate. The methodology upon which we make the determination is not necessarily intended to be a basis for future dividends or other distributions. The key assumptions that we have made include, among other things, assumptions about Agrium's ability to successfully integrate and realize the anticipated benefits of its already completed and future acquisitions; that future business, regulatory and industry conditions will be within normal parameters, including assumptions about prices, margins, product availability and supplier agreements; the completion of our expansion projects on schedule, as planned and on budget; assumptions about global economic conditions; the market outlook for our key products; and our ability to access our credit facilities or capital markets for additional sources of financing. Readers should not place undue reliance on these assumptions and FLS. FLS are subject to various risks and uncertainties which could cause actual results to differ materially from the FLS. The purpose of these FLS is to assist users in understanding our expected financial results. Readers are cautioned that these assumptions and FLS may not be appropriate for other purposes.

Definitions and Explanations of Non-IFRS Financial Measures (As defined in *Canadian Securities Administrators' Staff Notice 52-306 (Revised)*)

Non-IFRS Financial Measure	Definition	Why We Use the Measure and Why it is Useful to Investors
Free cash flow	Cash provided by operating activities excluding the impact of net changes in non-cash working capital less sustaining capital expenditures	Used to assess the quality of our earnings, as it measures our ability to generate cash from our businesses to repay debt, fund business acquisitions, repurchase our shares and pay dividends. Free cash flow is also a component in determining annual incentive compensation for certain management employees and in calculating the value of Performance Share Units awarded as part of management compensation.
Dividends paid as a percent of free cash flow	Dividends paid divided by free cash flow	Provides an analysis of the dividends we pay against free cash flow generated
Free cash flow yield	Free cash flow divided by period end market capitalization	Provides an alternative to earnings per share as a performance measure and valuation metric
Business unit and consolidated EBITDA	Net earnings (loss) before finance costs, income taxes, depreciation and amortization, and net earnings (loss) from discontinued operations	EBITDA is frequently used by investors and analysts for valuation purposes when multiplied by a factor to estimate the enterprise value of a company. EBITDA is also used in determining annual incentive compensation for certain management employees and in calculating certain of our debt covenants.
Business unit free cash flow	EBITDA less sustaining capital expenditures	Used to assess the quality of our earnings, as it measures our ability to generate cash from each business unit.
Cash cost of product sold; cash gross profit; cash selling expense; cash general and administrative expense; cash operating coverage ratio	Selected financial measures excluding depreciation and amortization	Assists management and investors in understanding the costs and underlying economics of our operations and in assessing our operating performance and our ability to generate free cash flow from our business units and overall as a company.

AGRIUM INC.
Supplemental Information 10 continued
Accompanying Notes to Supplemental Information

Net-debt to EBITDA	Net-debt divided by EBITDA	A metric used to evaluate our leverage
Adjusted net-debt; adjusted equity; adjusted net-debt to adjusted-net-debt-plus-adjusted-equity	Adjusted net-debt: net-debt plus operating lease expenses and other incremental debt (unfunded portion of our defined benefit plans), operating lease expenses are calculated as annual operating lease expense multiplied by a rent multiple of 3 Adjusted equity: equity plus deferred income tax liabilities	A metric used to evaluate our leverage
EBITDA to sales	EBITDA divided by sales	Used to measure earnings generated from each dollar of sales, which is useful to evaluate operating profitability on a basis that is comparable from period to period.
Comparable store sales ^(a)	Change in current period Retail location sales compared to the prior period. We retain sales of closed locations in the comparable base if the closed location is in close proximity to an existing location, unless we plan to exit the market area or are unable to economically or logistically serve it. We do not adjust for temporary closures, expansions or renovations of stores.	Used by investors, analysts and management to evaluate performance of farm centers by measuring our ability to achieve sales increases from locations we have owned for more than 12 months.
Normalized comparable store sales ^(a)	Comparable store sales normalized using published NPK benchmark prices and foreign exchange rates, adjusting prior year results to reflect nutrient pricing and foreign exchange rates from the current year.	Allows users of the comparable store sales metric to evaluate sales growth by adjusting for fluctuations in commodity prices and foreign exchange rates.
Wholesale cash cost of product manufactured ("Cash COPM")	All fixed and variable costs are accumulated in COPM excluding depreciation and amortization expense and direct freight. Direct freight is a transportation cost to move the product from an Agrium location to the point of sale.	Enables investors to better understand the performance of our manufacturing operations compared to other crop nutrient producers. When COPM costs are divided by the production tonnes for the period, the result is actual COPM per tonne, which is compared to the standard COPM per tonne – a calculation of fixed and variable costs for a standard or typical period of production. The standard COPM per tonne is multiplied by the production tonnes for the period, and the resulting dollar amount is transferred to inventory. Any remaining costs are recorded directly to cost of product sold as production volume or cost efficiency variances. There is no directly comparable IFRS measure for cash cost of product manufactured.

(a) Presented for the six months ended June 30 and twelve months ended December 31 only

AGRIUM INC.
Supplemental Information 11
Reconciliation of Selected Non-IFRS Financial Measures
(Millions of U.S. dollars, Unaudited)

Three months ended September 30, 2017	North			Retail	Nitrogen	Potash	Phosphate	Wholesale		
	America	International						Other	Wholesale	
Cost of product sold	1,196	353	1,549	153	90	64	90	397		
Depreciation and amortization in cost of product sold	3	-	3	16	21	3	3	43		
Cash cost of product sold	1,193	353	1,546	137	69	61	87	354		
Gross profit	387	131	518	28	10	(4)	12	46		
Depreciation and amortization in cost of product sold	3	-	3	16	21	3	3	43		
Cash gross profit	390	131	521	44	31	(1)	15	89		
Selling	383	85	468	3	1	-	2	6		
Depreciation and amortization in selling	67	2	69	-	-	-	-	-		
Cash selling	316	83	399	3	1	-	2	6		
General and administrative	14	7	21	3	1	-	2	6		
Depreciation and amortization in general and administrative	-	1	1	1	-	-	-	1		
Cash general and administrative	14	6	20	2	1	-	2	5		

Nine months ended September 30, 2017	North			Retail	Nitrogen	Potash	Phosphate	Wholesale		
	America	International						Other	Wholesale	
Cost of product sold	6,523	1,240	7,763	571	293	179	398	1,441		
Depreciation and amortization in cost of product sold	6	-	6	58	82	12	10	162		
Cash cost of product sold	6,517	1,240	7,757	513	211	167	388	1,279		
Gross profit	1,875	376	2,251	218	89	11	66	384		
Depreciation and amortization in cost of product sold	6	-	6	58	82	12	10	162		
Cash gross profit	1,881	376	2,257	276	171	23	76	546		
Selling	1,233	257	1,490	9	4	1	4	18		
Depreciation and amortization in selling	195	10	205	-	-	-	-	-		
Cash selling	1,038	247	1,285	9	4	1	4	18		
General and administrative	53	21	74	8	3	1	6	18		
Depreciation and amortization in general and administrative	2	2	4	1	-	-	1	2		
Cash general and administrative	51	19	70	7	3	1	5	16		

Rolling four quarters ended September 30, 2017	North			Retail	Nitrogen	Potash	Phosphate	Wholesale		Corp. & Other	Consolidated
	America	International						Other	Wholesale		
Cost of product sold	7,383	1,585	8,968	769	378	252	501	1,900	(705)	10,163	
Depreciation and amortization in cost of product sold	7	-	7	80	108	17	13	218	-	225	
Cash cost of product sold	7,376	1,585	8,961	689	270	235	488	1,682	(705)	9,938	
Gross profit	2,359	515	2,874	305	109	19	86	519	(2)	3,391	
Depreciation and amortization in cost of product sold	7	-	7	80	108	17	13	218	-	225	
Cash gross profit	2,366	515	2,881	385	217	36	99	737	(2)	3,616	
Selling	1,609	357	1,966	13	6	2	6	27	(18)	1,975	
Depreciation and amortization in selling	254	17	271	-	-	-	-	-	-	271	
Cash selling	1,355	340	1,695	13	6	2	6	27	(18)	1,704	
General and administrative	71	29	100	12	5	1	6	24	116	240	
Depreciation and amortization in general and administrative	2	3	5	2	-	-	1	3	19	27	
Cash general and administrative	69	26	95	10	5	1	5	21	97	213	

AGRIUM INC.
Supplemental Information 11 continued
Reconciliation of Selected Non-IFRS Financial Measures
(Millions of U.S. dollars, Unaudited)

Three months ended September 30, 2017	Retail	Wholesale	Corporate & Other	Consolidated
Net loss				(251)
Finance costs related to long-term debt				56
Other finance costs				24
Income taxes				(32)
Net loss from discontinued operations				182
EBIT	37	33	(91)	(21)
Depreciation and amortization	73	44	4	121
EBITDA	110	77	(87)	100

Nine months ended September 30, 2017	Retail	Wholesale	Corporate & Other	Consolidated
Net earnings				297
Finance costs related to long-term debt				155
Other finance costs				71
Income taxes				193
Net loss from discontinued operations				178
EBIT	716	341	(163)	894
Depreciation and amortization	215	164	13	392
EBITDA	931	505	(150)	1,286

Rolling four quarters ended September 30, 2017	Retail	Wholesale	Corporate & Other	Consolidated
Net earnings				364
Finance costs related to long-term debt				206
Other finance costs				92
Income taxes				216
Net loss from discontinued operations				180
EBIT	850	492	(284)	1,058
Depreciation and amortization	283	221	19	523
EBITDA	1,133	713	(265)	1,581

AGRIUM INC.
Supplemental Information 11 continued
Reconciliation of Selected Non-IFRS Financial Measures
(Millions of U.S. dollars, unless otherwise stated, Unaudited)

	Rolling four quarters ended September 30,			
	2017		2016	
	Retail	Total	Retail	Total ^(a)
Cash operating coverage ratio				
Gross profit	2,874	3,391	2,762	3,530
Depreciation and amortization in cost of product sold	7	225	6	215
Gross profit excluding depreciation and amortization	2,881	3,616	2,768	3,745
EBITDA	1,133	1,581	1,088	1,747
Operating expenses excluding depreciation and amortization	1,748	2,035	1,680	1,998
Cash operating coverage ratio (%)	61	56	61	53

(a) Certain amounts have been restated as a result of discontinued operations.

AGRIUM INC.
Supplemental Information 12
Reconciliation of Other Financial Measures
(Millions of U.S. dollars, unless otherwise stated, Unaudited)

Rolling four quarters ended September 30,

	2017			2016		
	Retail North America	Retail	Total	Retail North America	Retail	Total ^(a)
EBIT less income taxes						
EBIT	699	850	1,058	689	816	1,250
Income taxes at rate of 28 percent (2016 - 28 percent)	196	238	296	193	228	350
	503	612	762	496	588	900
Average operating capital employed						
Average non-cash working capital	1,491	2,074	2,149	1,656	2,123	2,215
Average property, plant and equipment	1,080	1,168	6,900	997	1,081	6,703
Average investments in associates and joint ventures	86	104	526	73	106	633
Average other assets	3	9	53	3	9	54
	2,660	3,355	9,628	2,729	3,319	9,605
Return on operating capital employed (%)	19	18	8	18	18	9
Average capital employed						
Average operating capital employed	2,660	3,355	9,628	2,729	3,319	9,605
Average intangibles	512	552	555	597	636	638
Average goodwill	2,000	2,129	2,129	1,879	2,006	2,006
	5,172	6,036	12,312	5,205	5,961	12,249
Return on capital employed (%)	10	10	6	10	10	7
Additional information						
	2017			2016		
	Retail	Wholesale	Corporate & Other	Retail	Wholesale	Corporate & Other
Total assets	9,614	6,801	454	8,894	7,245	441
Total liabilities	(2,768)	(687)	(7,165)	(2,468)	(687)	(7,096)
Net assets (liabilities)	6,846	6,114	(6,711)	6,426	6,558	(6,655)
	16,869		(10,620)	16,580		(10,251)
	6,249		6,329	6,426		6,329

(a) Certain amounts have been restated as a result of discontinued operations.