



Third quarter 2011 sales

October 14, 2011

Safe harbor

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Third quarter 2011 highlights

- Strong performance; crop price and currency volatility
- Crop supply tight, grain demand resilient
- US harvest yield variability
- Enhanced opportunity for Latin America
- High farm profitability supports investment

Third quarter and nine months sales

Third quarter sales

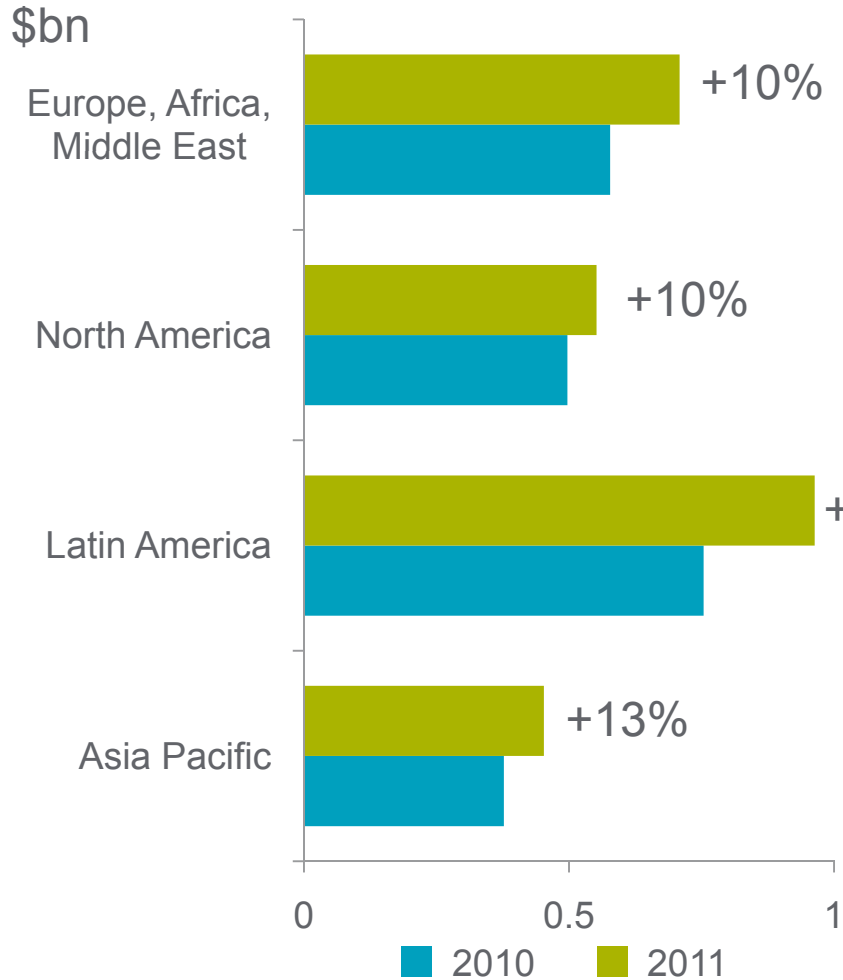
- Sales 16% higher* at \$2.7bn
- Crop Protection up 19%*
- Seeds up 8%*
- Reported sales 21% higher

Nine months sales

- Sales 13% higher* at \$10.4bn
- Crop Protection up 12%*
- Seeds up 15%*
- Reported sales 16% higher

* At constant exchange rates

Third quarter 2011: integrated sales performance



- Continued CIS growth
- France: herbicide, seed care gains
- Weed management solutions
- Disease control, crop enhancement
- Seeds expansion, all crops
- Acceleration of integrated offers
- Vegetables, India
- AMISTAR extended reach

Growth at constant exchange rates

Crop Protection: robust volumes, improved pricing



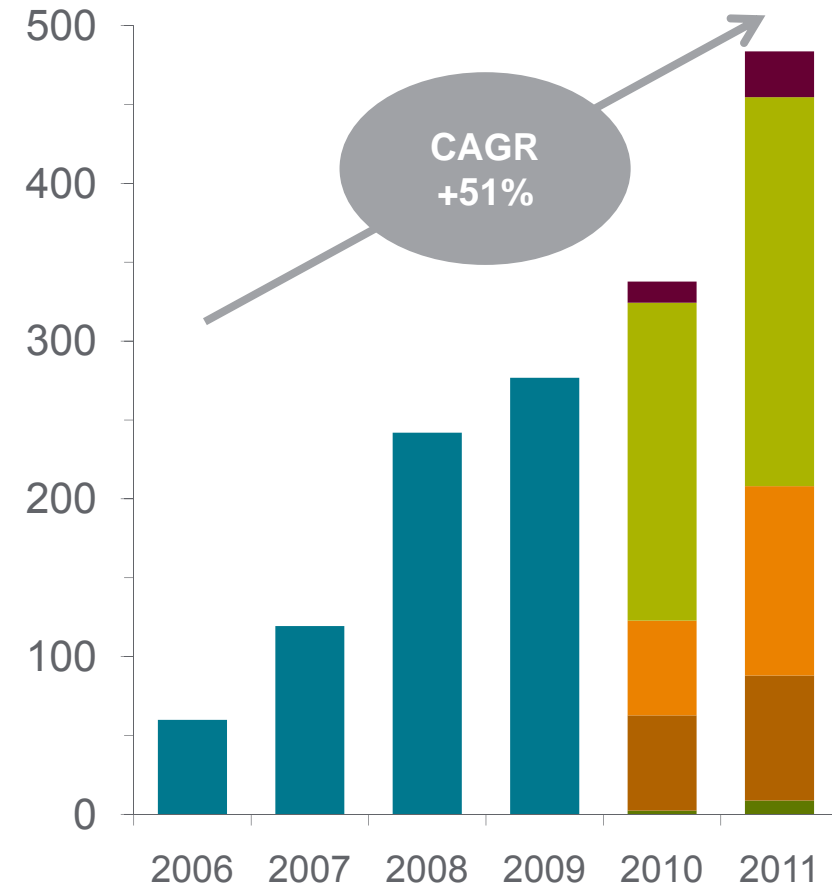
- Continued volume growth across all regions, product lines
- Positive pricing in Q3
- On track for full year price stability
- Further price increases for next season






* At constant exchange rates

New products: strong global growth

9 months sales

\$m



-  **Avicta**[®] Use on corn and soybean in Americas, extended use on cotton
-  **Axial**[®] Continued rollout, high adoption rate on cereals in France, Iberia
-  **Durivo**[®] Expansion in Brazil; launch on vegetables in China
-  **Revus**[®] Expanded use on potatoes in Europe
-  **Seguris**[®] Wheat, barley in UK

Growth at constant exchange rates

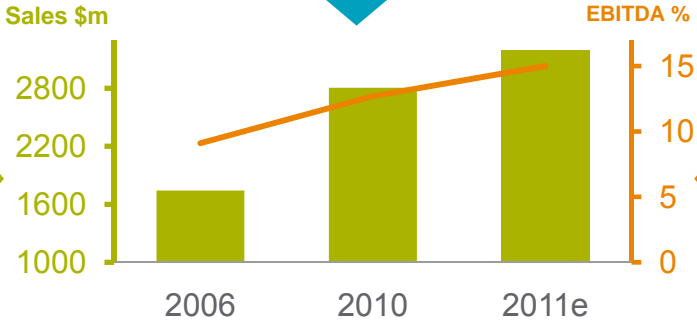
Seeds: growth, portfolio enhancement, efficiency

Corn & soybean: 9 months sales +18%

- US triple stack penetration
- Viptera launch
- Germplasm improvement
- LATAM, APAC trait launches

Scale and efficiency

- Supply chain
- Systems, infrastructure
- Sales force



DFC: 9 months sales +29%

- Successful acquisitions
- R&D expertise
- High value focus

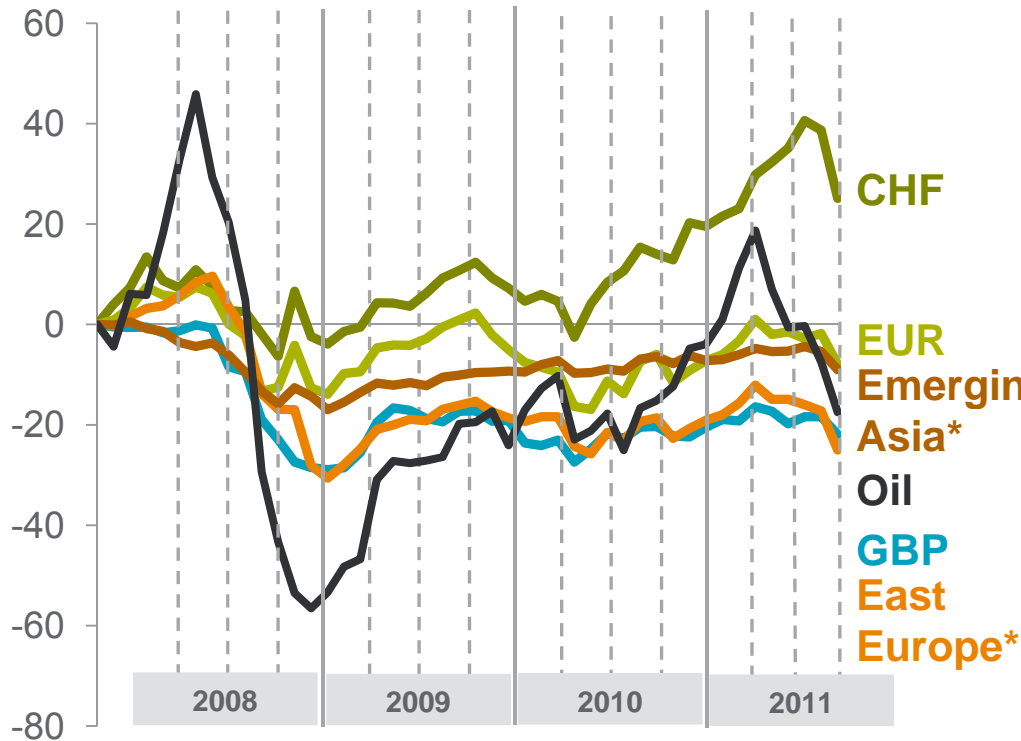
Vegetables: 9 months sales +7%

- Key crop leadership
- Value chain focus
- Emerging market growth

Growth at constant exchange rates

Currency movements: Swiss franc strength

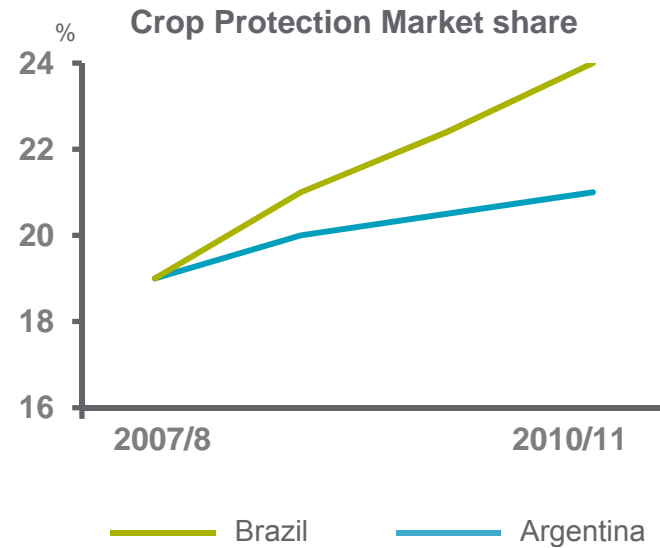
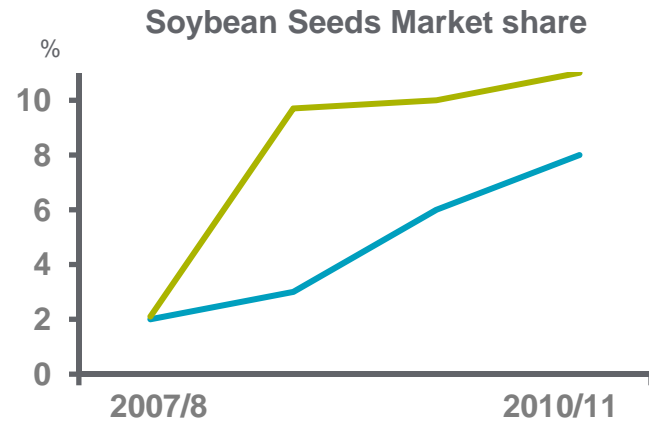
% change vs. dollar
indexed to 31 December 2007



- CHF improvement following peg to Euro
 - up 16% versus 2010 average
- Emerging markets: increasing volatility
- Negative ~\$75m full year EBITDA currency impact

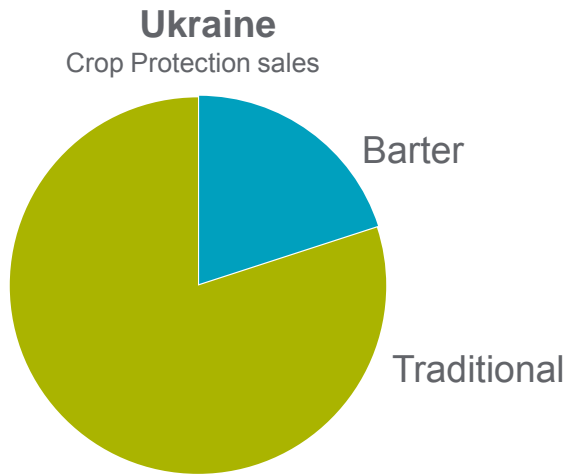
* Basket of currencies

Latin America soybean: integrated offers gaining momentum

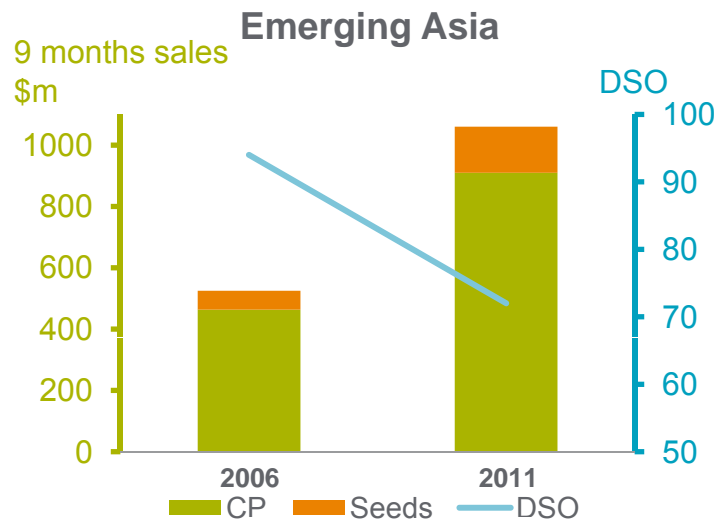


- Soybean price driving acreage, investment
- Combined organization fully operational
- Increased marketing and sales leverage for seeds
- Integrated offers driving market share gains:  **Plenus**
- Pipeline products delivering further growth opportunities
 - New rust solution 2012

Tailored business models supporting growth



- Barter models building on LATAM expertise
- Large creditworthy customers with agriculture focus



- Smallholder focus, outreach programs
- Continuing liquidity and low credit risk
- Government investment

2011 outlook

- Continued volume momentum
- Further price increases underway
- Ongoing investments in our integrated offer
- Crop Protection margin improvement at CER
- Seeds on track for 15% EBITDA margin
- Free cash flow in excess of \$1.3bn

Bringing plant potential to life