



2018 Full Year Results

Update to Media – 15 February 2019

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Classification: PUBLIC

Safe Harbour

Cautionary Statement Regarding Forward-Looking Statements

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Syngenta – a leading agriculture technology company



#2 in Crop Protection and #3 in Seeds

Bringing innovation to farmers everywhere, irrespective of size



Broad, innovative portfolio

Crop Protection, Seedcare, Pest Control, Seeds, Biotechnology Traits, Digital



\$13.5B annual revenue
>50% emerging markets



Sustainability commitment

The Good Growth Plan
Shared vision & collaboration



~28,000 employees
across 90+ countries



Key R&D sites in US, EU, and China

\$1.3B per year R&D spend

Full year results 2018: Financial Performance

- Sales \$13.5 billion: up 7%, 9%* adjusted for divestments
 - Volumes up 9% excluding divestments, \$ pricing maintained
- EBITDA \$2.6 billion: flat vs. adjusted 2017**, up 4% excluding divestments
 - Margin 19.3% (2017: 20.6%): 0.5% lower due to divestments, 0.8% product costs / FX
- Net Income up 15% vs. adjusted 2017*** including divestment gains
- Free cash flow before acquisitions and US litigation settlement \$1.76 billion (2017: \$1.68 billion)



* Sales at reported rates, adjusted for Sugar Beet and anti-trust divestment

** Excluding US litigation settlement provision

*** Excluding US litigation settlement provision and one-off impact of US tax reform

Full year results 2018: regional overview

Regional sales: \$13.3bn, +9%*

Growth rates adjusted for divestments

North America

\$3.5bn, +2%

CP
+3%

Seeds
-1%



EAME[^]

\$3.9bn, +7%

CP
+5%

Seeds
+9%



Asia Pacific

\$1.7bn, +2%

CP
+1%

Seeds
+7%



Latin America

\$3.6bn, +26%

CP
+20%

Seeds
+55%



China

\$0.3bn, +8%

CP
+7%

Seeds
+16%

* Growth at reported rates vs. 2017; [^]Europe Africa & Middle East

Full year results 2018: Crop Protection sales

\$10.4bn, +8%*

North America

\$2.6bn, +3%

New product growth in US
Adoption of digital solutions
Dry weather in Canada

EAME[^]

\$2.9bn, +5%

Difficult spring weather
New fungicide product growth
EU 28 regulatory pressures
Weaker market in Ukraine
H2 recovery

Latin America

\$2.9bn, +20%

Recovery in Brazil from difficult 2017; good inventory management
Significant currency volatility
Challenging markets in Latin America North & Argentina

Asia Pacific

\$1.4bn, +1%

South Asia recovery
Partly offset by currency weakness
Market challenges in Vietnam

China

\$0.3bn, +7%

Strong first half, slowed in Q3
Solid year on year growth helped by currency
Shift to new products

Full year results 2018: Seeds sales

\$3.0bn, +10%*

North America

\$0.9bn, -1%

2018 Change of Control one-off offset 2017 royalty from China
DURACADE™ import approval
Reduced market size & competitive pricing
Increased trait royalty income
Reduced Soy acres in Canada

EAME^

\$1.0bn, +9%

Continued Sunflower momentum
Corn growth in East Europe
Favorable currency impact

Latin America

\$0.7bn, +55%

Nidera acquisition
Reduced corn area
Aggressive price competition
Argentina strong performance
Currency volatility

Asia Pacific

\$0.3bn, +7%

Corn recovery and accelerated growth in ASEAN
Vegetables growth in India

Flowers

\$0.2bn, +7%

Stable sales
Favorable currency impact



2019 Outlook

- Weak farm economics
- EU regulatory challenges
- Market growth low single digit

- Continued investment in innovation
- Strong pipeline
- Sustainability vision
- Focus on customer

- Continued strong free cash flow
- Single digit growth
- Expected market outperformance

