



# First quarter 2014 sales

Basel: April 16, 2014

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First quarter 2014 highlights

Group sales: \$4.7bn ↑2% Integrated sales: \$4.5bn ↑5% at CER Volume +2% | Price +3%



- Strong start to European season
- North America plantings delayed by weather
- Ongoing emerging market growth: +11%
- ELATUS<sup>™</sup> approval in Brazil



### First quarter 2014 integrated sales: up 5 percent



#### Latin America: +9%

- Good growth despite dry conditions in Brazil and LAS
- Lower 2<sup>nd</sup> season corn acreage
- Venezuela business resumed

#### Asia Pacific: +14%

- Broad based sales momentum
- Strong herbicide growth
- AMISTAR<sup>®</sup> technology expansion in China, South Asia



Growth at constant exchange rates

## **Crop Protection: Q1 sales up 6 percent**

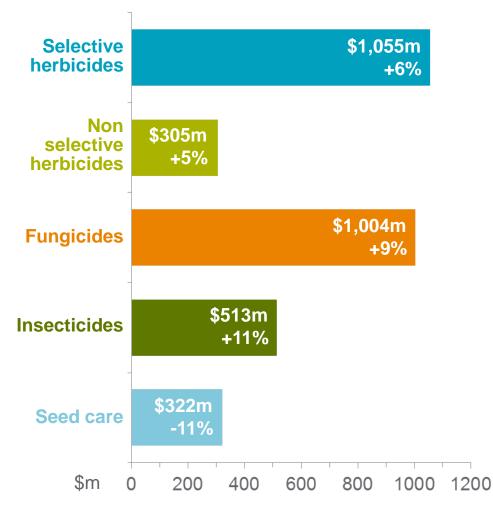
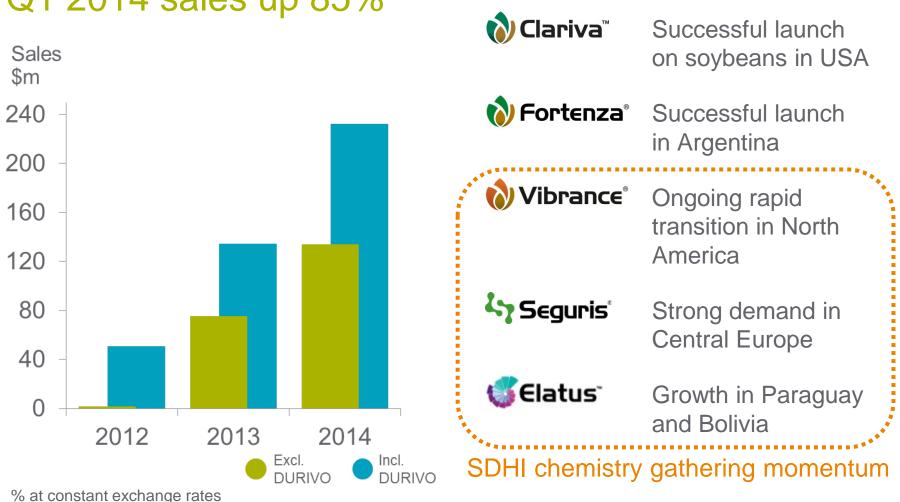


Chart excludes 'Other': \$45m (+70%) Growth at constant exchange rates

- Early season in Europe, strong performance in cereals and corn
- GRAMOXONE<sup>®</sup> growth more than offset lower TOUCHDOWN<sup>®</sup> sales
- Early demand across Europe; double-digit growth in Latin America
- DURIVO<sup>®</sup> expansion in Latin America; drought impacting sales in North America
- EU suspension of neonicotinoids; lower corn sales in Latin America



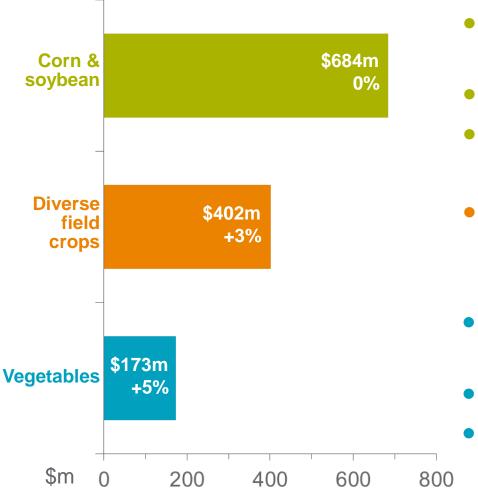
# **Crop Protection portfolio: new product highlights**



# Q1 2014 sales up 85%



#### Seeds: Q1 sales up 2 percent



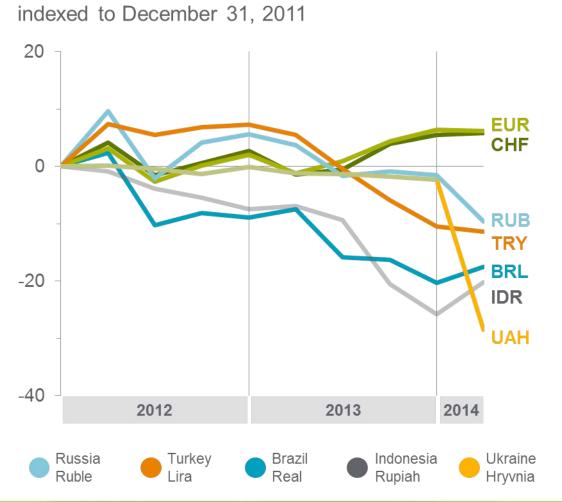
- North America sales unchanged despite delayed season
- Lower corn acreage in Latin America
- Growth in Europe and Asia Pacific
- Ongoing sunflower technification in CIS; lower sales in Europe ex. CIS
- Underlying growth ex. DULCINEA<sup>®</sup> divestment 9%
- Developed market recovery continuing
- Strong emerging market growth



Growth at constant exchange rates

# **Emerging market currency weakness**

End quarter % change vs. dollar

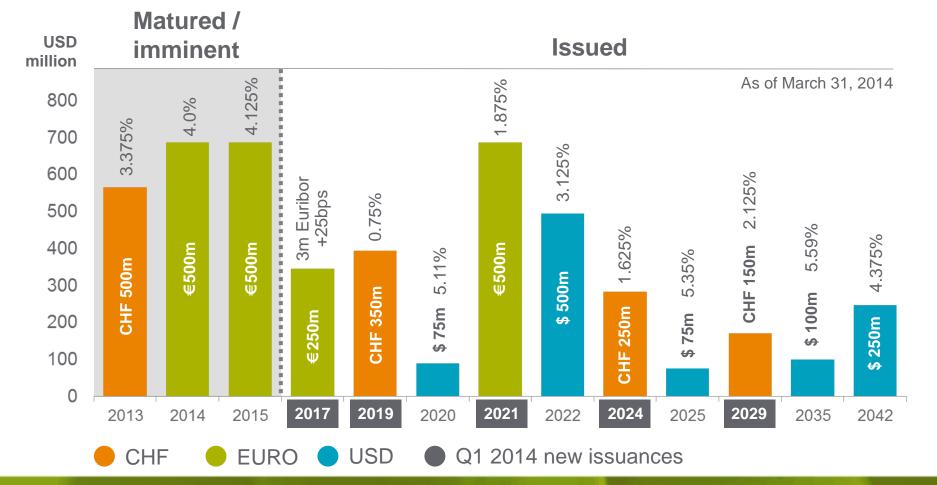


- Depreciation of emerging market currencies, particularly CIS
- Ukraine, Brazil: systematic recovery of currency loss through price increases
- Full year currency impact ~\$100m, net
- Emerging market demand robust
- Active risk management in place



# 2014 bond issues: demonstrate balance sheet strength and credit quality

- Significantly enhanced debt maturity profile
- New bond issues at attractive rates





# **Expanding presence in durum wheat**

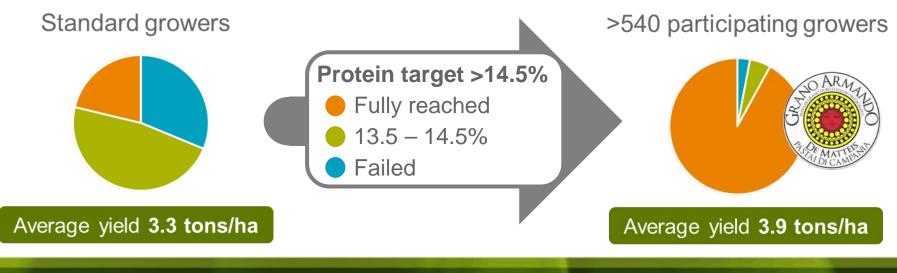
#### Acquisition of PSB complements cereals portfolio



- 30% of Italian durum wheat seed market: prime varieties grown on 330,000 hectares
- Leading breeding and production expertise

- High quality wheat for pasta production in Italy
- Supporting international expansion

#### Syngenta protocols driving yield and protein content





# **US Corn: increasing ethanol plant productivity**



Collaboration to make ethanol from corn kernel fiber

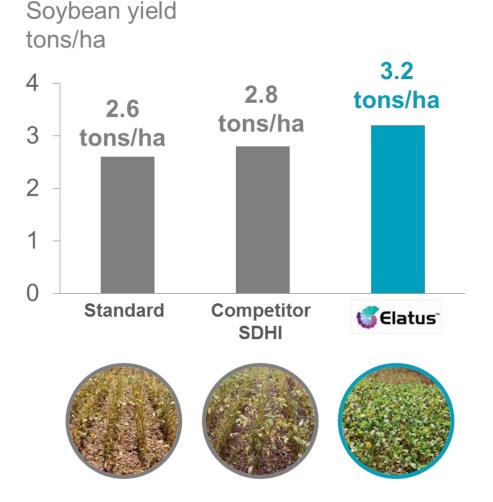


- Licensing Adding Cellulosic Ethanol (ACE) technology: new process for ethanol plants
- ENOGEN<sup>®</sup>: only corn output trait producing ethanol from corn starch
- Combined offer delivers greater cost benefit:
  - 17% increase in ethanol production per plant expected
  - 200% corn oil yield increase
  - Higher protein content in DDGs

Substantial increase in sustainability and profitablility of ethanol plants



# Securing reliably higher yields for soybean growers



Soybean rust: \$20bn in crop losses since 2001



- Intervals between applications are 7-10 days longer
- Greater flexibility and improved efficiency for the grower
- Potential on other crops in the EU and North America



## **Full year outlook**

Integrated sales: 6% at CER



- Gross margin improvement: lower seeds costs
- R&D expense at upper end of 9-10% of sales target

- Currency impact on EBITDA ~\$100m
- Free cash flow before acquisitions \$1.5bn



Bringing plant potential to life