# syngenta

# 2018 Half Year Results

Basel, July 24, 2018 Classification: PUBLIC

# Cautionary statement regarding forward-looking statements

Some of the statements contained in this document are forward-looking statements. These statements are based on current expectations, assumptions, estimates and projections, and involve known and unknown risks, uncertainties and other factors that may cause results, levels of activity, performance or achievements to be materially different from any forward-looking statements. These statements are generally identified by words or phrases such as "believe", "anticipate", "expect", "intend", "plan", "will", "may", "should", "estimate", "predict", "potential", "continue" or the negative of such terms or other similar expressions. If underlying assumptions prove inaccurate or unknown risks or uncertainties materialize, actual results and the timing of events may differ materially from the results and/or timing discussed in the forward-looking statements, and you should not place undue reliance on these statements. Syngenta disclaims any intent or obligation to update any forward-looking statements as a result of developments occurring after the period covered by this document or otherwise.



# **2018 H1 Financial Performance**

- Sales \$7.25 billion: up 5%, 7%\* adjusted for divestments
  - Volumes up 4% excluding divestments, pricing maintained
- EBITDA \$1.7 billion: up 1%, 8% excluding divestments
  - Margin 23.4%: 0.8% lower due to divestments
- Net Income up 32% including divestment gains
- Free cash flow before acquisitions \$178m (2017: \$21m)

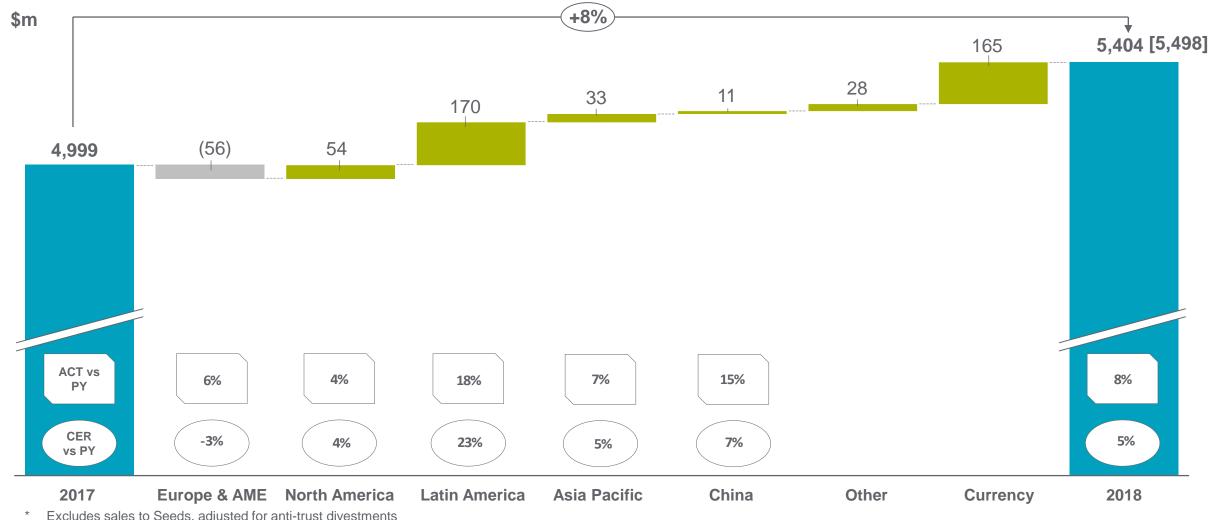






<sup>\*</sup> Sales at reported rates, adjusted for Sugar Beet and anti-trust divestments

# Half 1 2018 Crop Protection sales\* vs. prior year





Excludes sales to Seeds, adjusted for anti-trust divestments

Reported, unadjusted (includes supply agreements for divested products)

# Half 1 2018 Crop Protection sales\*: +8%; +5% at CER

#### North America +4% ACT, +4% CER

Strong channel support

New product momentum

Growth in Seedcare

Competitive market pricing in Canada

#### **EAME** +6% ACT, -3% CER

Unfavorable weather conditions across the region

East impacted by high inventories and low liquidity

#### China +15% ACT, +7% CER

Strong early demand in China for rice insecticides and fungicides

Favorable weather for cereal herbicides

#### Latin America +18% ACT, +23% CER

Robust volume growth in Brazil

Grower economics impact sales in Mexico

Argentina recovering from Q1 drought

Volatile currencies

#### Asia Pacific +7% ACT, +5% CER

Normalized channel inventory in South Asia

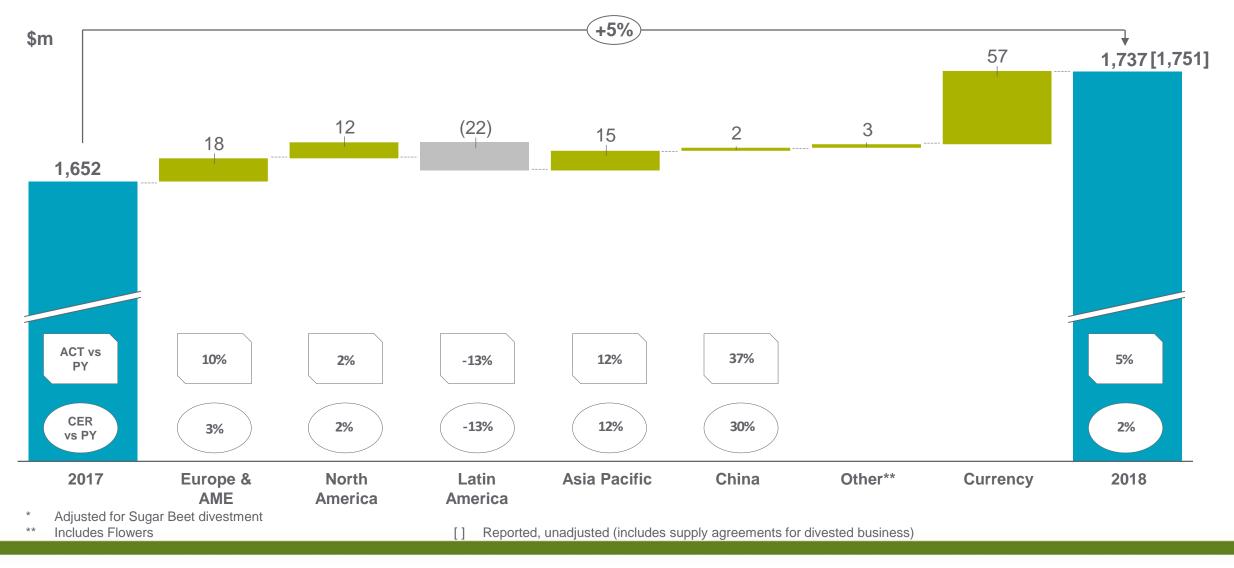
Good pricing in ANZ

Vietnam high channel inventory

<sup>\*</sup> Excludes Sales to Seeds, variance versus prior year All variances adjusted for anti-trust divestments



# Half 1 2018 Seeds\* sales vs. prior year





# Half 1 2018 Seeds sales\*: +5%; +2% at CER

#### North America +2% ACT, +2% CER

Duracade 2017 one-off, offset by Monsanto change of control

Reduced corn and soybean acres

Aggressive market pricing

Canola exit in Canada

# Latin America -13% ACT, -13% CER

Area reduction; 17/18 second corn season

High market inventories; aggressive pricing

Strong sunflower growth in Argentina

#### **EAME** +10% ACT, +3% CER

Sunflower continued momentum

Vegetables slow start driven by adverse weather

Difficult in-season market conditions in Ukraine

#### Asia Pacific +12% ACT, +12% CER

Corn recovery in ASEAN and accelerated growth in South Asia

Vegetables strong growth in India

Divestment of non-core assets in India

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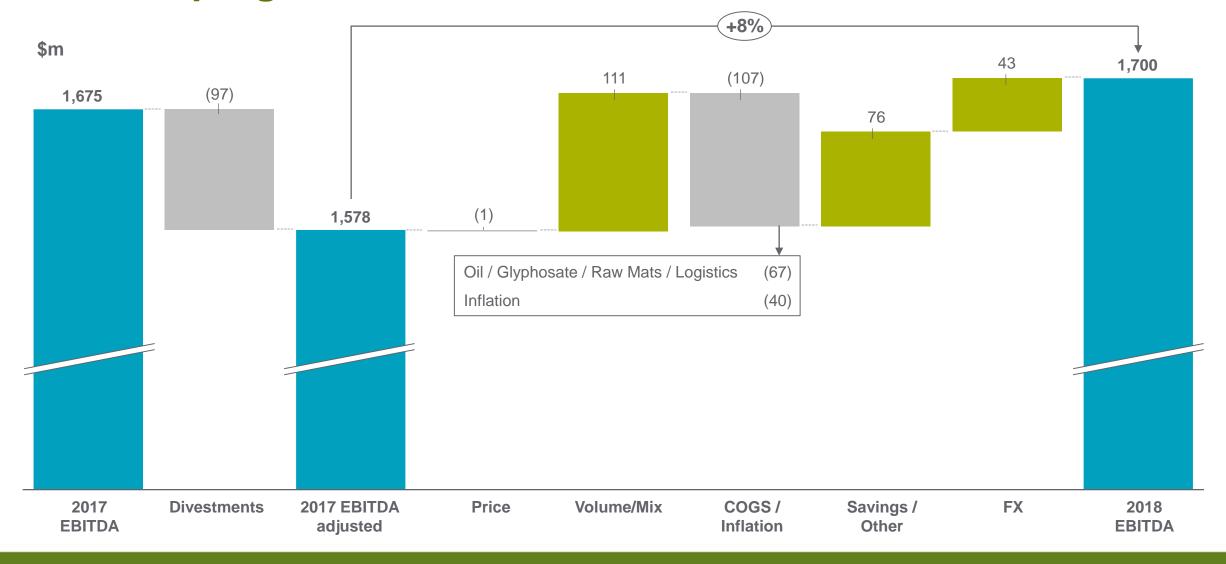
#### China +37% ACT, +30% CER

Relatively low sales base Robust vegetables growth

\* Excluding Flowers, variances vs. prior year All variances adjusted for Sugar Beet divestment



# **EBITDA** progression: H1 2018





### **Net Income**

\$m	2018	2017
Operating Income	1,403	1,416
Net financial expense	(151)	(77)
Taxation	(229)	(204)
Tax rate	18%	15%
Restructuring*	206	(210)
Net Income	1,229	928

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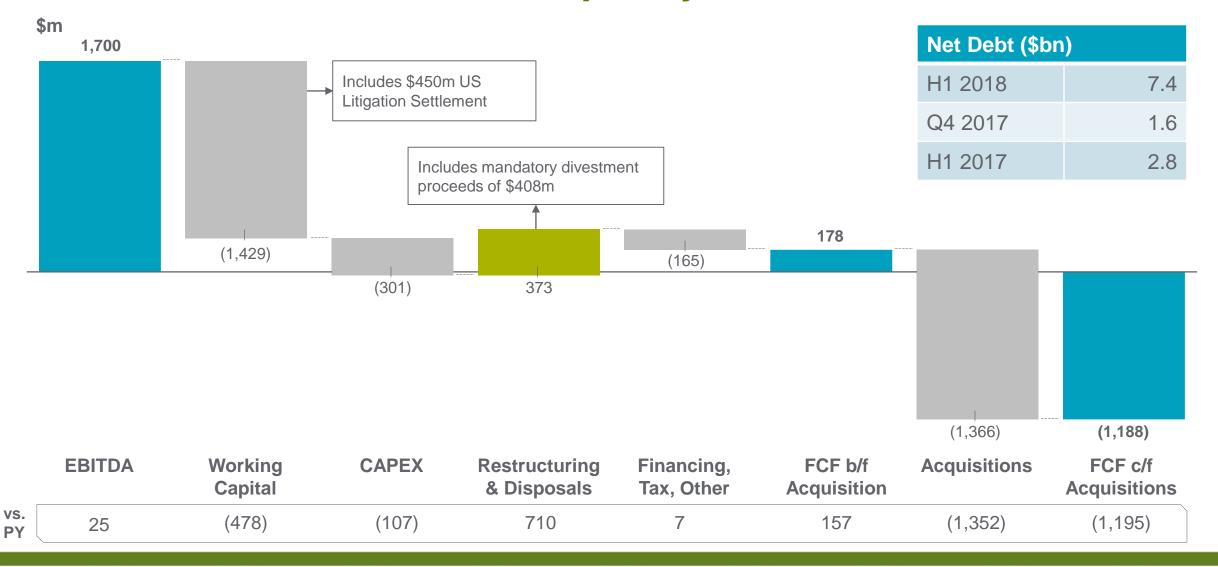
All items except restructuring and net income exclude restructuring and impairment.

Net income as attributable to Syngenta shareholders; includes income from associates of \$1m (2017: \$2m) and net of non-controlling interests of \$1m (2017: -\$1m)



<sup>\*</sup> Net of tax

# Half 1 2018 free cash flow vs. prior year

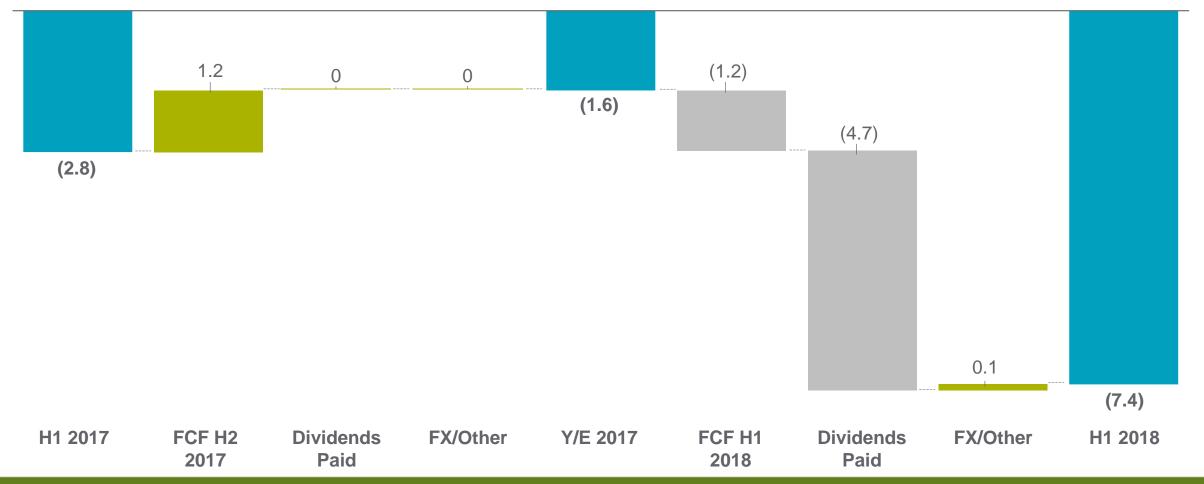




# **Change in Net Debt**

Net debt on track for April road show indication

\$bn





# **ADEPIDYN**<sup>TM</sup>: delivering unprecedented benefits to growers

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# Crops Diseases White the control of the control of

# The soybean story Significant improvement in seed quality Significant improvement in yield (kg/ha) 501 278 UNTREATED MIRAVIS Duo MIRAVIS Duo Competitor

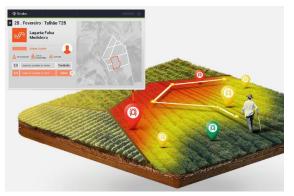
- Best in class broad spectrum
   SDHI fungicide
- Step change in efficacy against leaf spots and difficult to control diseases (i.e. Fusarium Head Blight, Botrytis)
- Successfully launched in Argentina, Australasia, North America
- Peak sales >\$500m
- IP protection to 2034



# Meeting grower needs through digital innovation

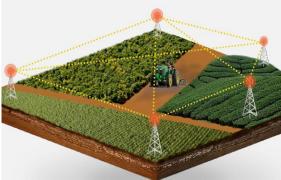
#### Strider: an integrated farm management system





- Flagship product: tablet based field scouting tool for growers
- Monitors pest outbreaks
- Reduces spraying costs
- Manages & schedules farm operations





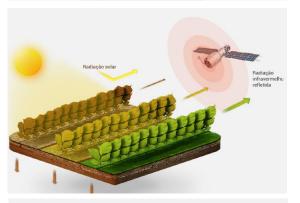
- Real- time data to field workers i.e. machinery performance, fuel use
- Strong early adoption





- Tracks all activities in field
- Oversees activities on dashboard
- Monitors financial performance of the farm





- Crop by crop history analysis
- Integrates satellite data, drones
- Crop health assessment
- Knows where to scout



# Bringing plant potential to life

