



2016 THIRD QUARTER SALES

BASEL, 25 OCTOBER 2016

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ERIK FYRWALD

CHIEF EXECUTIVE OFFICER

THIRD QUARTER 2016 HIGHLIGHTS

Third quarter highlights

Group sales up 2% ex. change in sales terms

Currency impact neutral in Q3

Solid growth in Northern hemisphere

Recovery in APAC on track

LATAM: change in terms and weak sales in Brazil



Third quarter \$2.5bn

Group sales -3% CER

Reported sales -3%

Regional sales -4% CER

Volume: -7% | Price: +3%

First nine months \$9.6bn

Group sales -3% CER | Unchanged ex sales terms

Reported sales -6%

Regional sales -3% CER

Volume: -5% | Price: +2%

THIRD QUARTER 2016 OVERVIEW

Regional sales: \$2.4bn

NORTH AMERICA

+11%

Record corn production but farm incomes remain under pressure

Reduction in solo glyphosate sales

Success of weed management solutions

EAME

+8%

Strong speciality crop performance

Late season fungicides demand

Very difficult cereals season in W. Europe

CP volume growth and price gains in the CIS

LATIN AMERICA

-21% -10% ex sales terms

Brazil: price increases to compensate for prior year currency depreciation

Lower insecticides sales; drought impact on fungicides

Strong corn seeds performance

ASIA PACIFIC

+22%

Strong rebound post El Niño, as anticipated

Crop protection: broad-based volume growth

Good demand for corn seeds in ASEAN and South Asia

Growth at constant exchange rates

LATIN AMERICA PERFORMANCE AND OUTLOOK



LATIN AMERICA NORTH

Mexico: strong growth in export crops, good grower profitability

Venezuela: sales suspended; existing exposure largely provisioned

BRAZIL

Tight credit and drought in the Cerrados

No further impact from sales terms change or glyphosate going forward

Q4: benefit of stable currency, low base of comparison

LATIN AMERICA SOUTH

Lifting of export taxes: acreage expansion in field crops

Launching of ADEPIDYN™ in November

EAME PERFORMANCE AND OUTLOOK

Nine months regional sales: +3%

H1: adverse weather in W. Europe; continued success in CIS

- Applications delayed: contraction of crop protection market estimated at 5-7%
- EU Cereals area up 1% but production down 8%

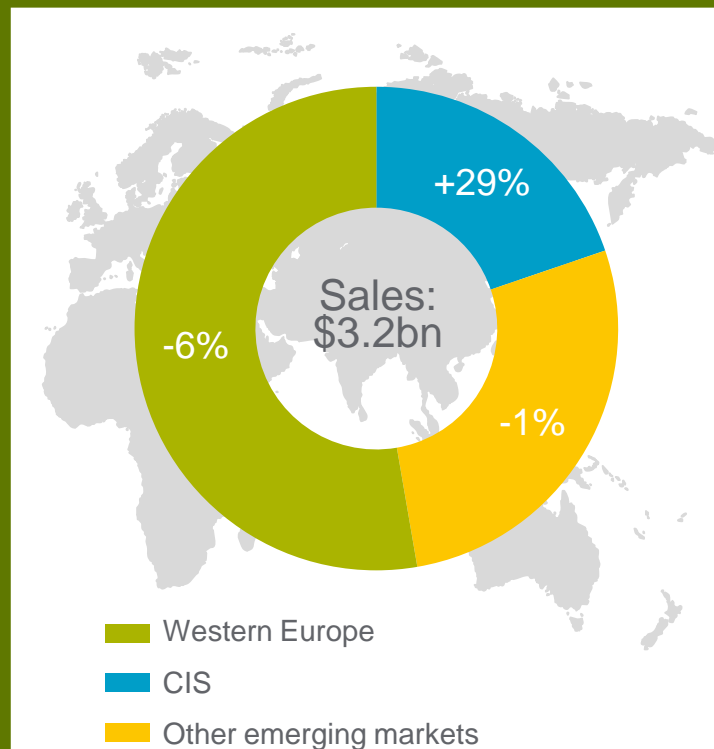
Robust Q3 performance across emerging and developed Europe

- High summer disease pressure triggered late stage spraying
- Success of fungicides and seedcare
- Superior genetic offer in sunflower seeds

Strong growth expected in Q4

- Improved market conditions in W. Europe, new products
- Continuing momentum in CIS

Nine months sales growth



Growth at constant exchange rates

Size of segments denotes proportion of total regional sales



MARK PATRICK

CHIEF FINANCIAL OFFICER

GLOBAL CROP PROTECTION

THIRD QUARTER SALES -6% CER: UNCHANGED EX SALES TERMS

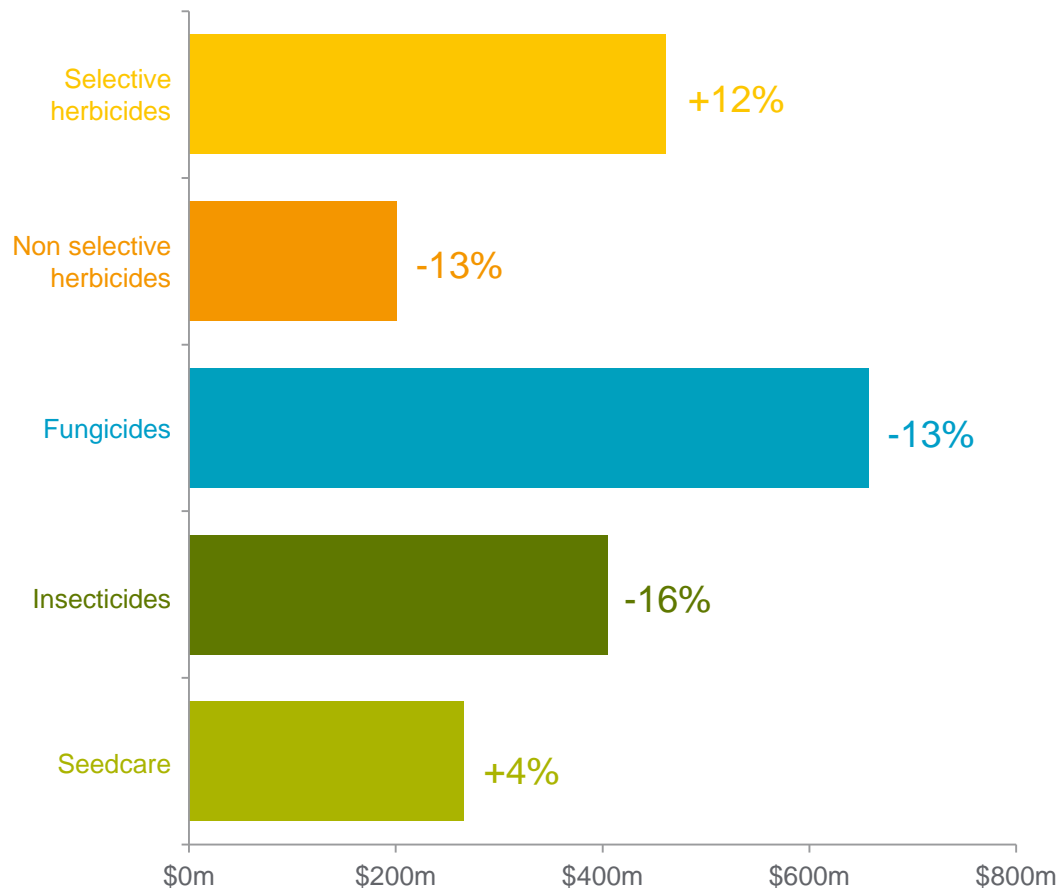


Chart excludes 'Other': \$46m
Growth at constant exchange rates

Strong growth in Northern hemisphere
Continued success of ACURON™

Final reduction of solo glyphosate volumes in the USA
GRAMOXONE® up in LATAM, APAC

Higher disease pressure in ASEAN, late season applications in EAME
Brazil: sales terms change, carryover from previous season drought

Brazil: low insect pressure, soybean trait adoption
Recovery in demand in South Asia

Growth against a strong Q3 2015
Technology adoption in APAC and South East Europe

LEADING INNOVATION: HERBICIDES

ACURON™ : STEP CHANGE IN WEED MANAGEMENT

Grower challenges



Increased weed resistance



Rotate modes of action



Manage residual control

Benefits from technology



Soil and water preservation



Crop safety



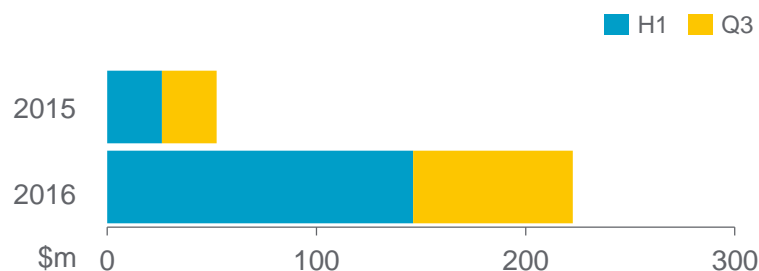
Three modes of action for effective control of most glyphosate-resistant weeds

Spectrum of 70+ weed species

Broad window of application from preplant to post emergence

Excellent no-till burndown control and residual activity

ACURON™ 9 months sales



LEADING INNOVATION: FUNGICIDES

ELATUS™ PLUS LAUNCH UNDERWAY IN FRANCE

Key claims

Delivers complete leaf protection against all key foliar diseases

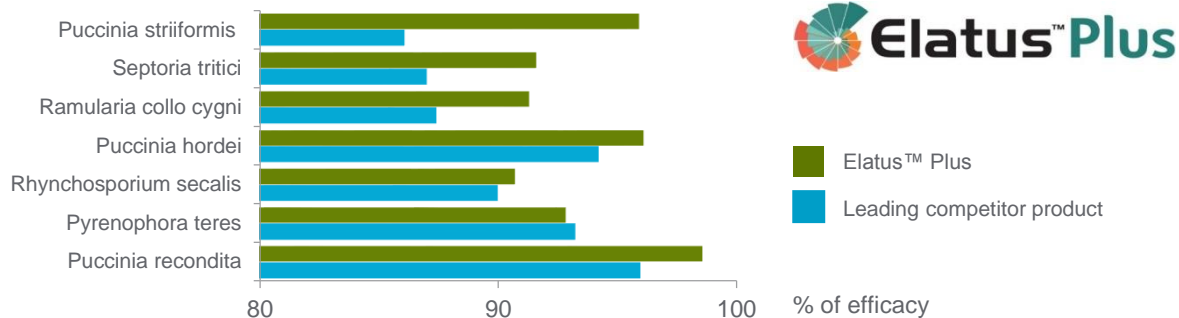
Most potent solo carboxamide product in the market

Premium product delivers superior yields compared with existing standards

Strong fit with existing portfolio, provides effective resistance management

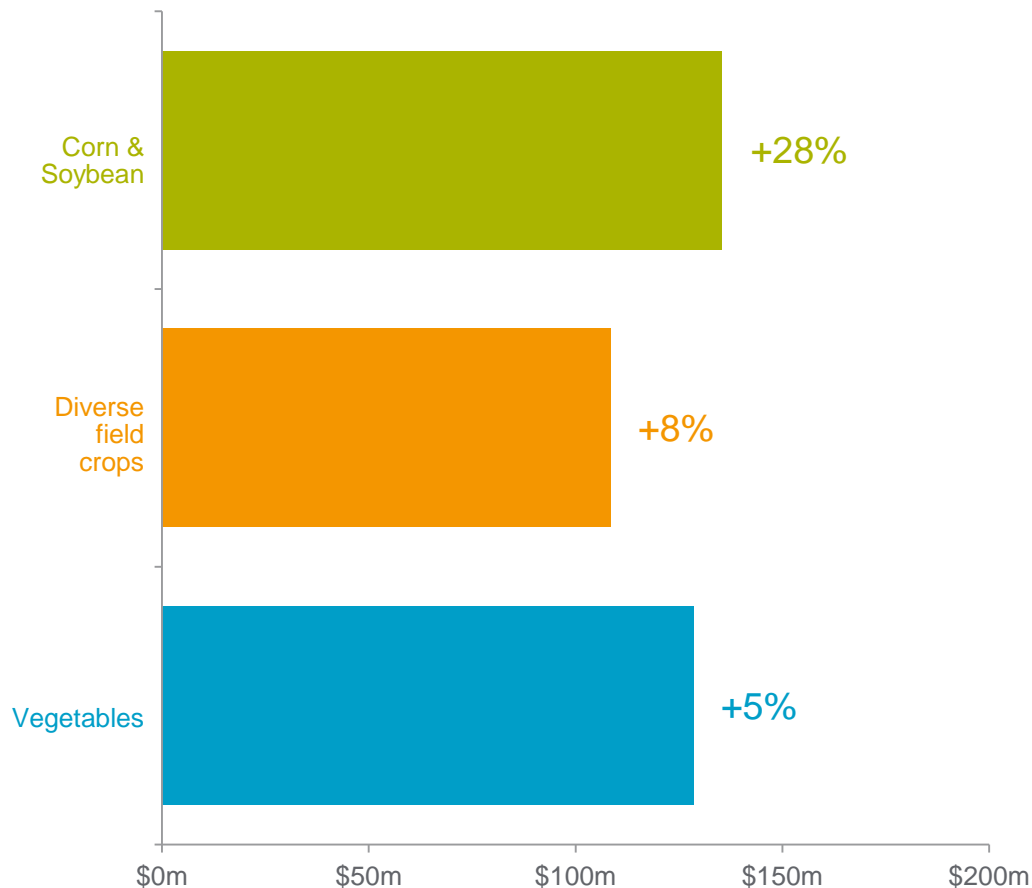


Proven efficacy against key diseases



GLOBAL SEEDS

THIRD QUARTER SALES +13% CER



Latin America corn seeds sales up 67%

Increased corn acreage in Argentina

Success of GM corn in Philippines

Continued success of sunflower genetics in South East Europe

Solid start to season in Argentina

Growth in LATAM and APAC: Mexico and China

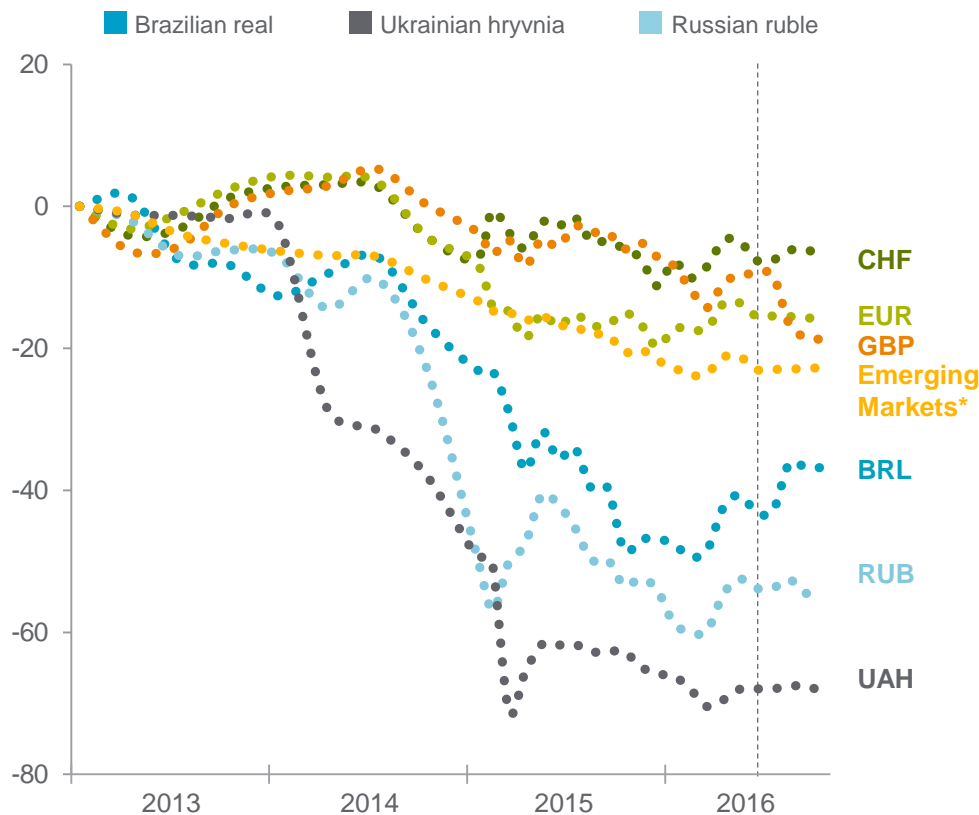
USA: strong performance in sweetcorn

Growth at constant exchange rates

CURRENCY

End quarter % change vs. dollar

(2015, 2016 end month % change vs. dollar) Indexed to December 31, 2012



USD stable vs. major currencies on the quarter

Continued weakening of the GBP: small favorable impact in 2016

Positive impact of stronger BRL

CHF, EUR and GBP largely hedged

2016 full year outlook

— Estimated EBITDA headwind after CIS prices: ~\$(75)m-\$(100)m

* Sales-weighted basket of emerging market currencies excl. BRL, UAH, RUB

FULL YEAR FINANCIAL GUIDANCE

Sales

Slightly lower at CER

Mid-single digit decline at reported rates

\$239m headwind from Brazil sales terms

Non-recurrence of Q4 2015 \$200m royalty
→ EBITDA impact

Costs

Raw material savings:
~\$100m

Cost inflation slightly below 2015 level

Savings

AOL Savings: ~\$300m

Currency

EBITDA impact after CIS price increases:
~\$(75)m-\$(100)m

Other

Restructuring charge
~\$300m*

EBITDA margin around 2015 level

Free cash flow: >\$1bn*

* Excluding costs associated with the ChemChina transaction



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CHIEF EXECUTIVE OFFICER



syngenta

CHEMCHINA

CHEMCHINA OFFER

SAFE HARBOR

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CHEMCHINA OFFER PROGRESS UPDATE

**Swiss and US Public Tender
Offers extended to 8 November**

Further extension planned

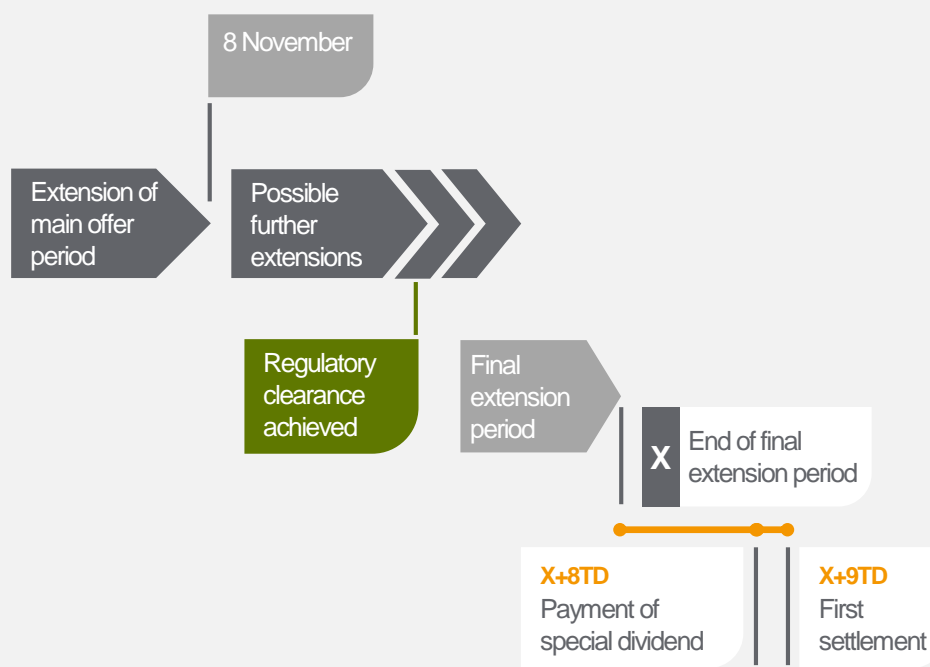
CFIUS clearance received

Anti-trust clearance received:
COMESA¹, Israel, Japan, Kenya,
Macedonia, Pakistan, Russia,
Serbia, S. Africa, S. Korea, Turkey

**Key outstanding anti-trust
approvals: EU and USA**

**Regulatory process expected to
extend into the first quarter of
2017**

Sequence of events



TD: Trading Days

¹ COMESA: Common Market for Eastern and Southern Africa

OUR MANAGEMENT PRIORITIES



Profitably grow market share

Strengthen leading position in Crop Protection

Make our Seeds performance match the quality of our technology

Continue focus on productivity

Maintain grower choice and drive broad-based innovation globally



Customer experience

Simplification

Outperformance

Bringing plant potential to life