



# Third quarter 2011 sales

October 14, 2011

## Safe harbor

This document contains forward-looking statements, which can be identified by terminology such as ‘expect’, ‘would’, ‘will’, ‘potential’, ‘plans’, ‘prospects’, ‘estimated’, ‘aiming’, ‘on track’ and similar expressions. Such statements may be subject to risks and uncertainties that could cause the actual results to differ materially from these statements. We refer you to Syngenta's publicly available filings with the U.S. Securities and Exchange Commission for information about these and other risks and uncertainties. Syngenta assumes no obligation to update forward-looking statements to reflect actual results, changed assumptions or other factors. This document does not constitute, or form part of, any offer or invitation to sell or issue, or any solicitation of any offer, to purchase or subscribe for any ordinary shares in Syngenta AG, or Syngenta ADSs, nor shall it form the basis of, or be relied on in connection with, any contract therefore.

## 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

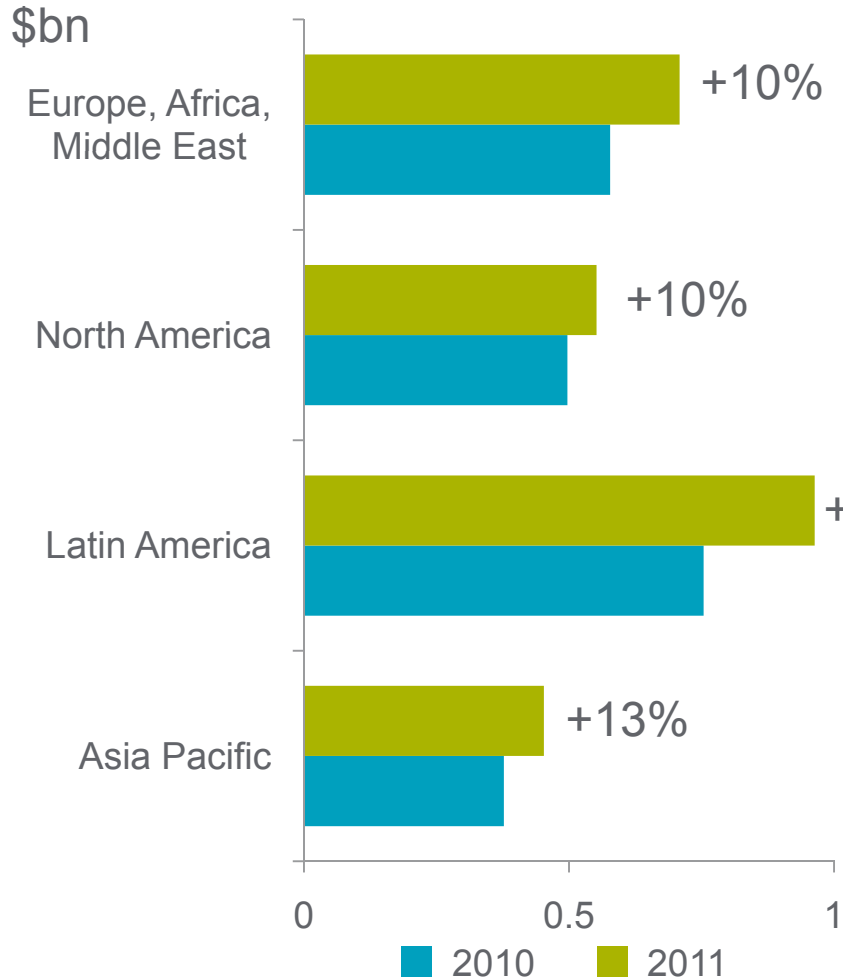
- Sales 16% higher\* at \$2.7bn
- Crop Protection up 19%\*
- Seeds up 8%\*
- Reported sales 21% higher

### Nine months sales

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

\* At constant exchange rates

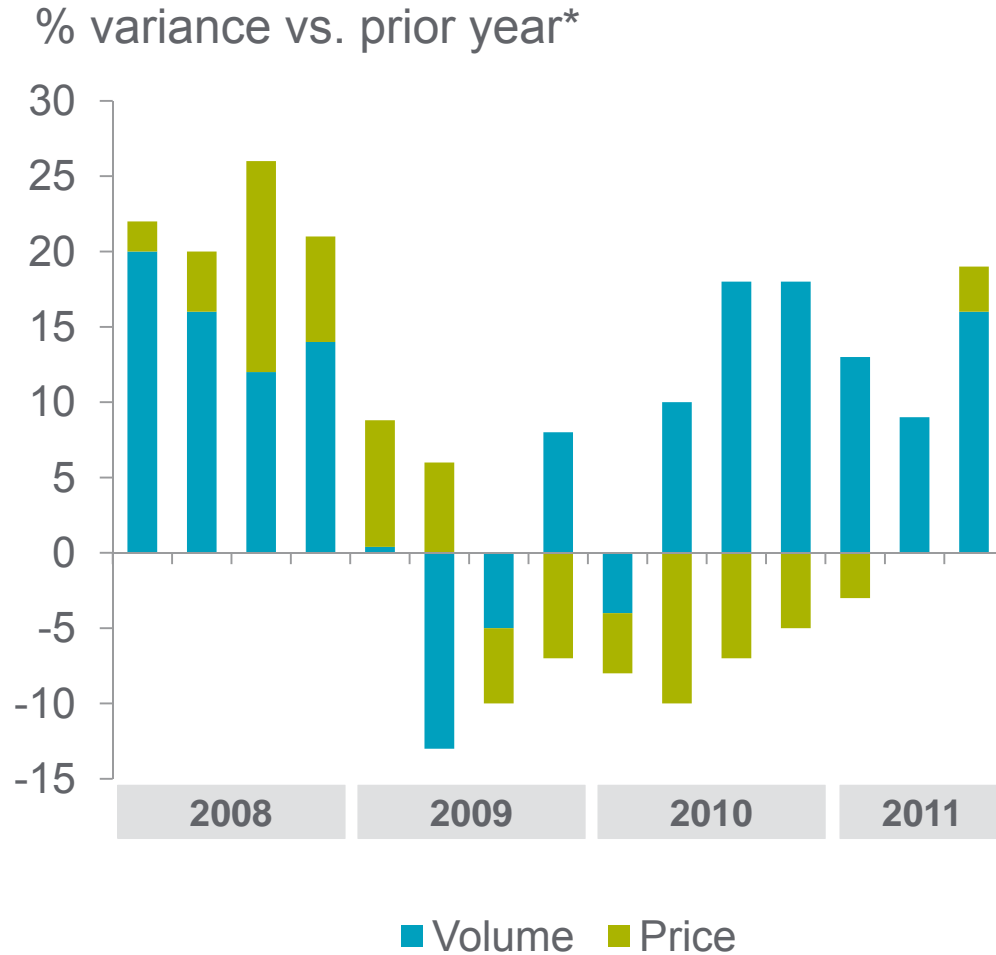
# Third quarter 2011: integrated sales performance



- 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



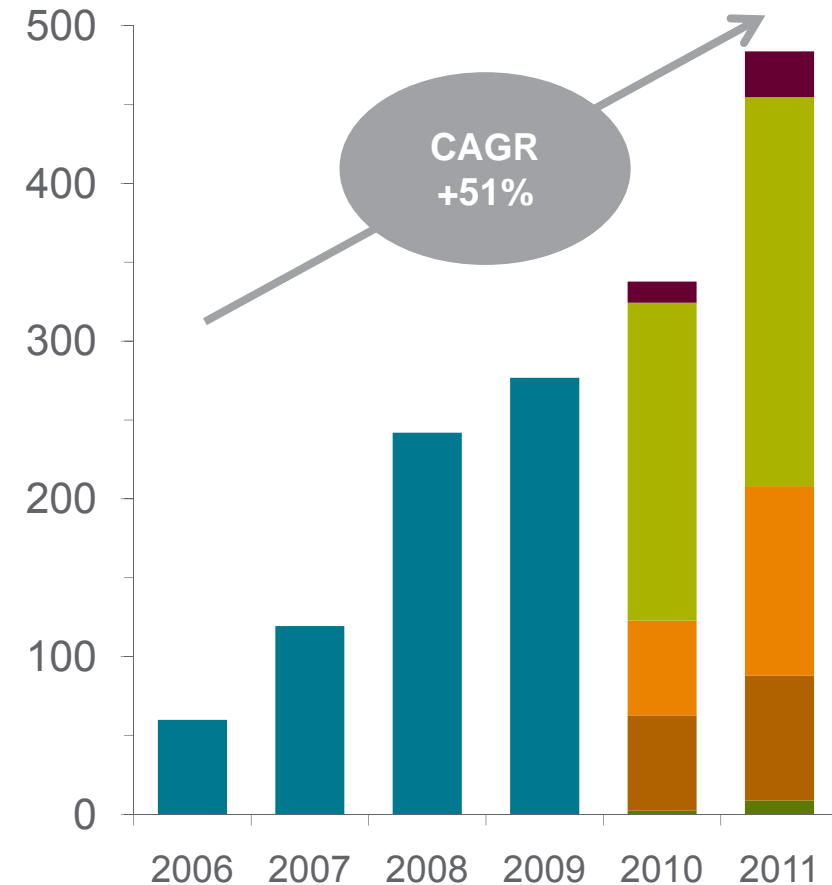
- Continued volume growth across all regions, product lines
- Positive pricing in Q3
- On track for full year price stability
- Further price increases for next season






\* At constant exchange rates

## New products: strong global growth

9 months sales

\$m



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

Growth at constant exchange rates

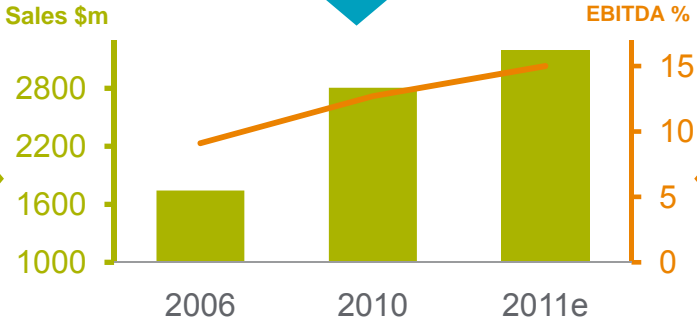
# Seeds: growth, portfolio enhancement, efficiency

**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%**

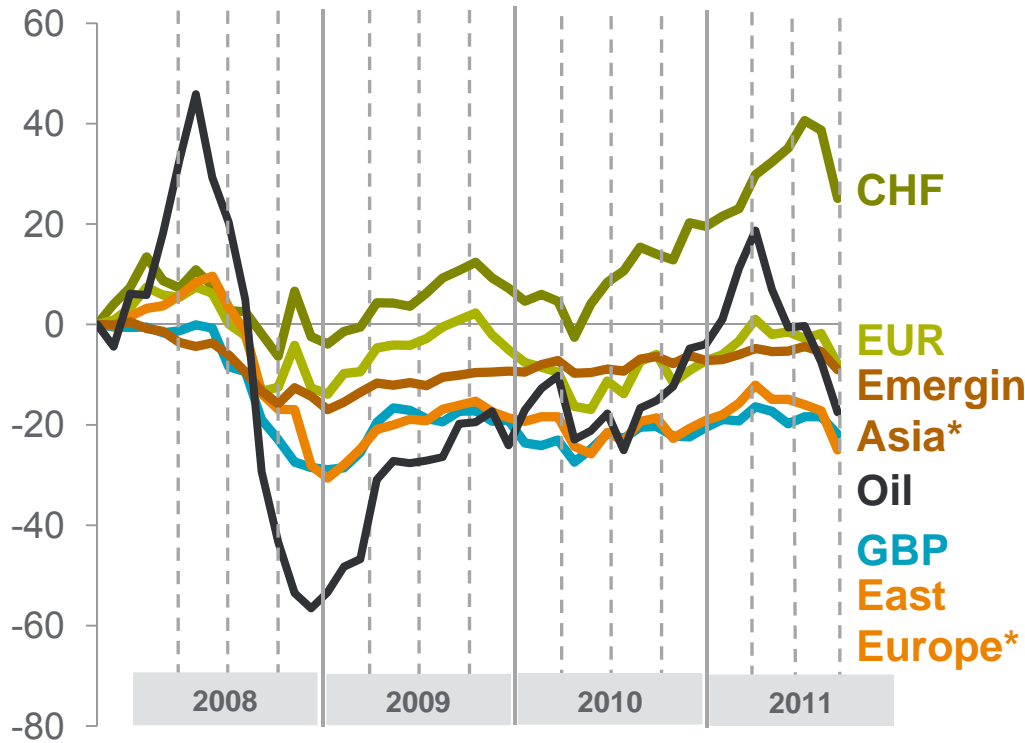
- Key crop leadership
- Value chain focus
- Emerging market growth

Growth at constant exchange rates



# Currency movements: Swiss franc strength

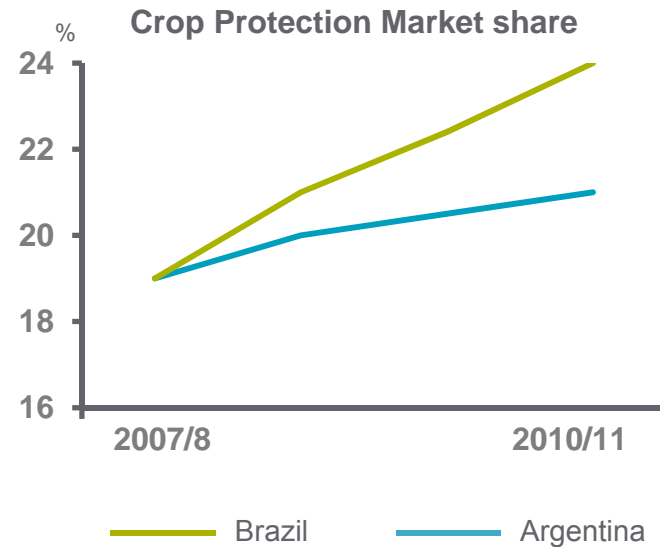
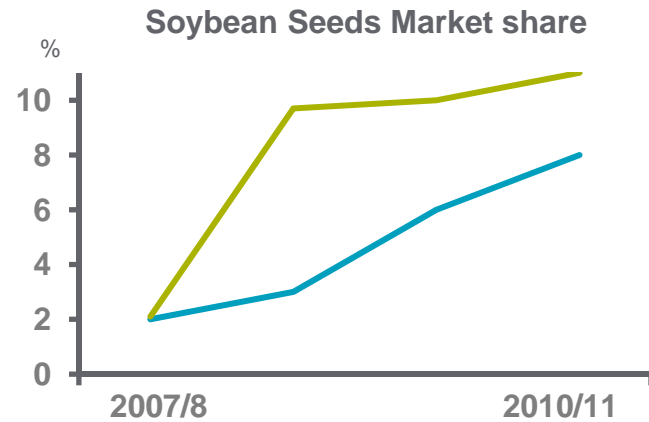
% change vs. dollar  
indexed to 31 December 2007



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

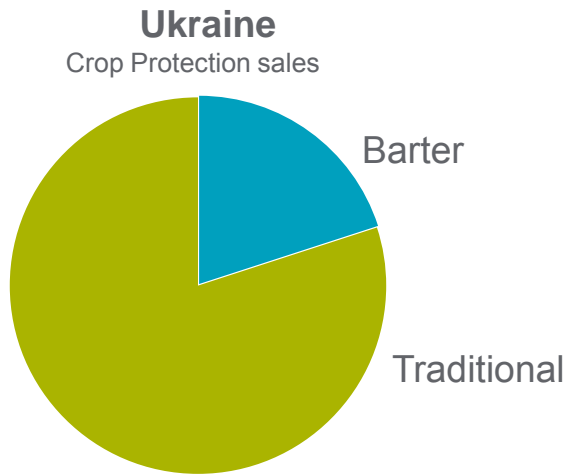
\* Basket of currencies

# Latin America soybean: integrated offers gaining momentum

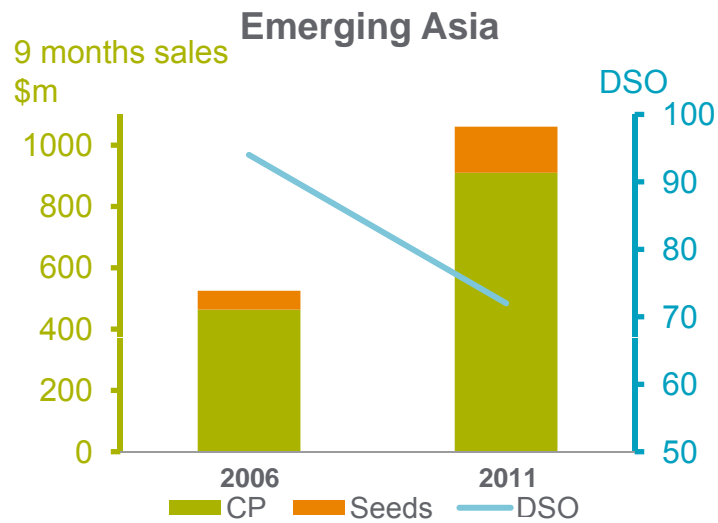


- Soybean price driving acreage, investment
- Combined organization fully operational
- Increased marketing and sales leverage for seeds
- Integrated offers driving market share gains:  **Plenus**
- Pipeline products delivering further growth opportunities
  - New rust solution 2012

# 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*