



Third quarter 2012 sales

October 23, 2012

Safe harbor

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Third quarter 2012 highlights

- Global grain supply tight
- Farm profitability remains high
- Strong start to Latin American season: sales up 18* percent
- Northern hemisphere low season; strong YTD performance
- Integrated strategy gathering momentum

*growth at constant exchange rates

Integrated business update by region: third quarter 2012

North America: -4%

- Worst drought in 50 years – large scale crop destruction
- Impact on grower incomes limited
- Insect resistance management, seed care strength

Europe, Africa & Middle East: +2%

- Lower intensity spring crops
- Acceleration of hybrid barley integrated offer
- Double digit CIS growth

Latin America: +18%

- Soybean acreage increase
- Focus on 2nd season corn
- Increasing investment in sugar cane

Asia Pacific: +3%

- Variable monsoon impacting CP volume
- Integrated corn growth in South East Asia
- Seed care expansion

Growth at constant exchange rates

Third quarter and nine months sales

Third quarter sales

- Sales 6%* higher at \$2.7bn
- Reported sales 1% higher
 - Currency impact -5%
- Integrated sales up 7%*
 - Volume +5%, price +2%

Nine months sales

- Sales 9%* higher at \$11.0bn
- Reported sales 6% higher
 - Currency impact -3%
- Integrated sales up 10%*
 - Volume +6%, price +4%

*At constant exchange rates
Integrated sales exclude Lawn and Garden

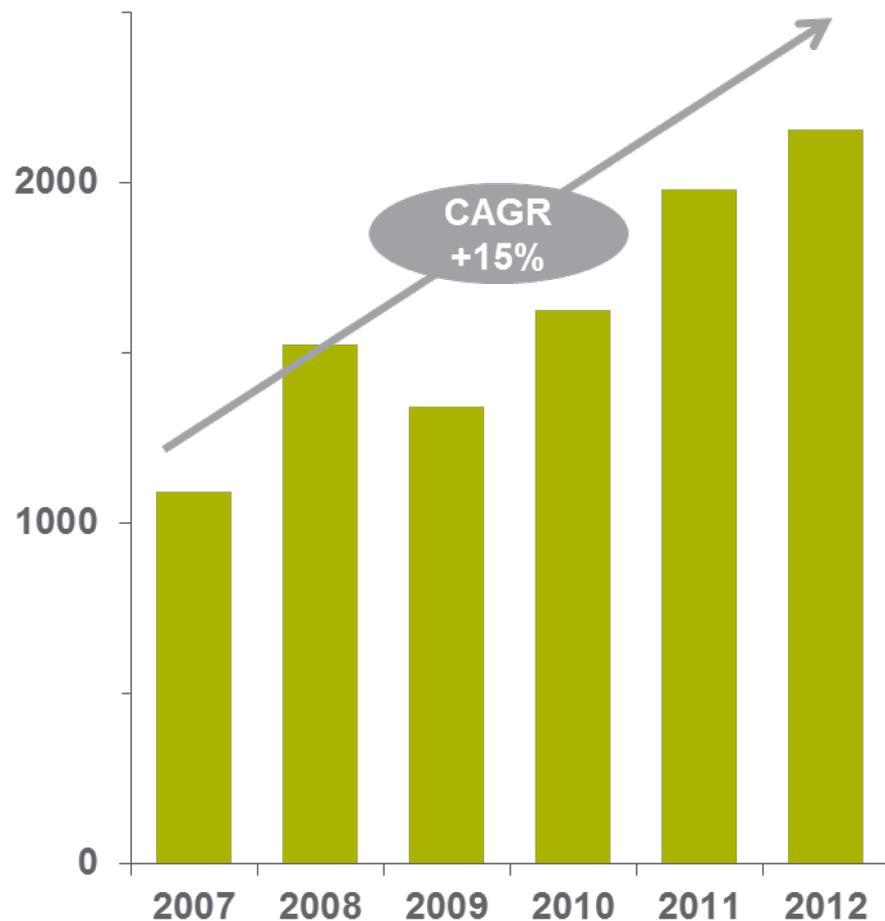
Balance sheet strength

- Balance sheet management includes flexibility for acquisitions
- 2012 acquisition opportunities easily financed
- Free cash flow pre-acquisitions: ~\$1bn
- End-year net gearing ~25%*
- Progressive dividend policy, tactical buybacks

* assuming completion of Devgen transaction

Latin America: integrated sales progression

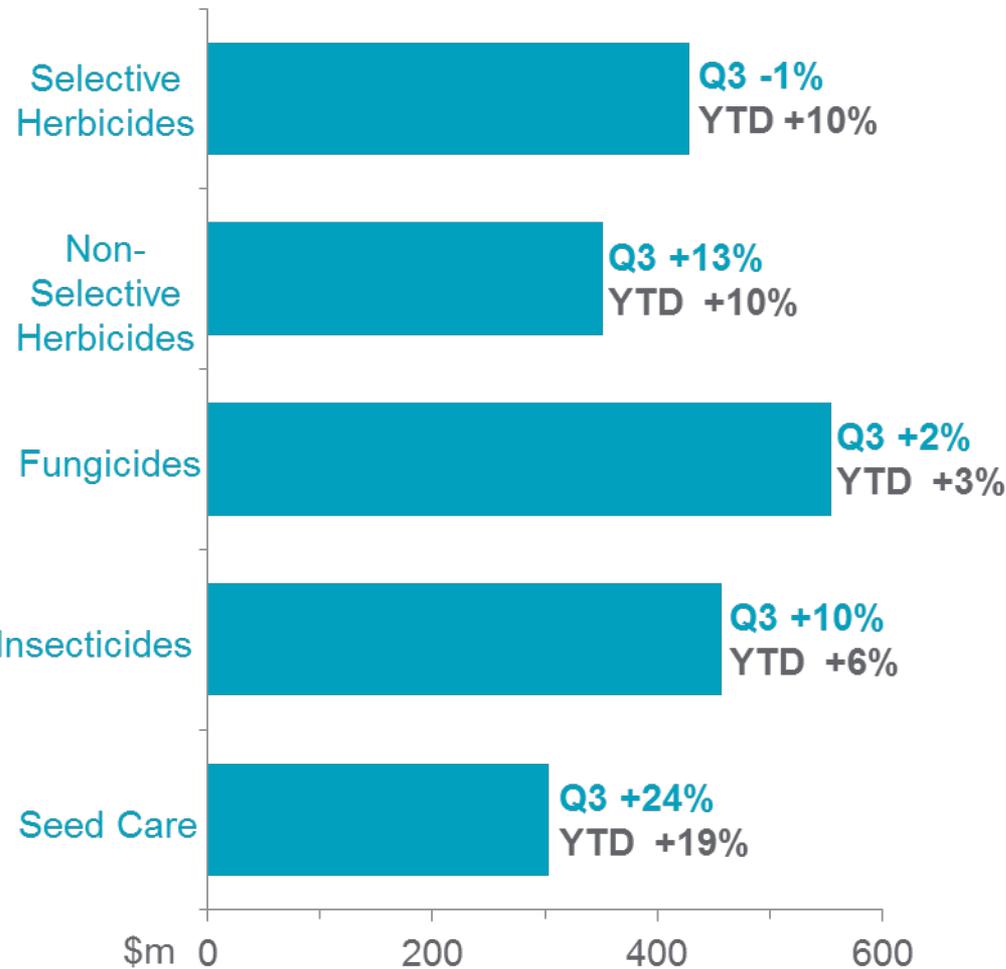
Nine months sales
\$m



% growth at constant exchange rates

- Leader in crop protection: 23% market share
- Solatenol launch planned
- Gaining share in corn and soybean seed
- Integration benefits: Brazil in third year
- ~40% of sales in Q4

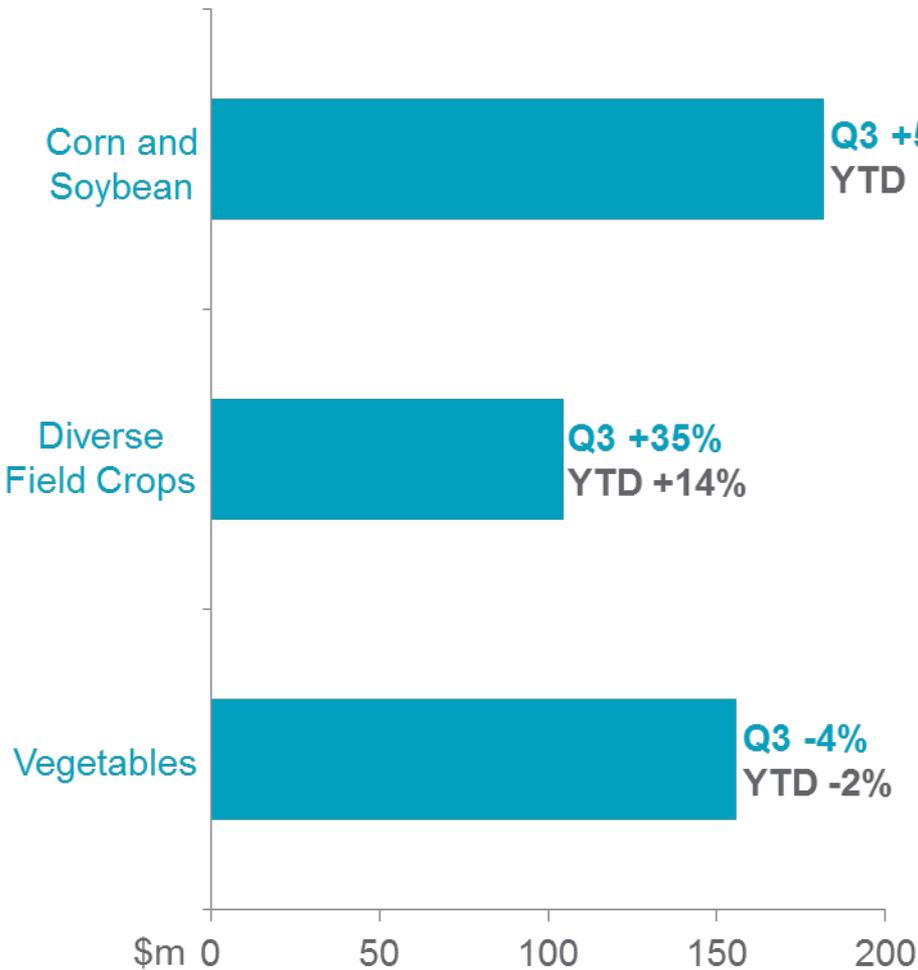
Q3 product line sales: Crop Protection +7 percent



- Increased investment in LATAM
- Northern hemisphere weather effects after strong H1; US phasing
- Growth in all products
- TOUCHDOWN demand in Argentina
- US drought
- Favorable disease conditions in North and Central Europe
- Soybean demand in Brazil
- FORCE in USA; DURIVO worldwide
- CRUISER vigor and yield benefits
- Accelerating adoption of AVICTA

Chart excludes 'Other': \$38m
Growth at constant exchange rates

Q3 product line sales: Seeds +7 percent



- South East Asia: hybrids and traits
- End-of-season adjustments in North America
- Strong Q4 outlook in LATAM

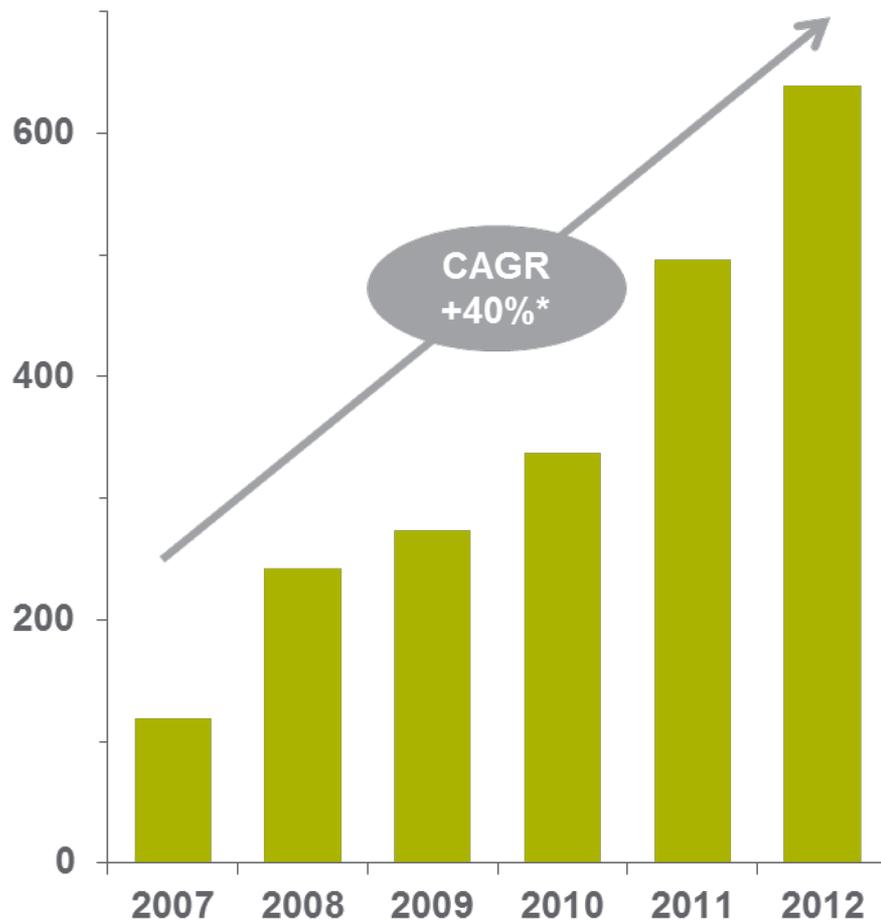
- Hybrid barley success in Europe

- Weak consumer demand in Southern Europe, North America
- Strong growth in LATAM and APAC

Growth at constant exchange rates

Crop protection portfolio: new product highlights

Nine months sales
\$m



* growth at constant exchange rates

- Nine months sales +33%
- Global growth in  **Axial**[®] on cereals; Canada +80%
-  **Avicta**[®] sales in Brazil more than doubled
-  **Durivo**[®] sales +37%: >\$150m
-  **Seguris**[®] +60% in UK/Ireland; first sales in LATAM on wheat
-  **Vibrance**[™] successful launch in France

Corn seed portfolio: new product highlights



- Early harvest data showing performance above expectations
- Targeting 30% of \$500m market



- 3 ethanol plants commercially signed
- 2 new trial agreements
- 8-11 cents/gallon cost advantage



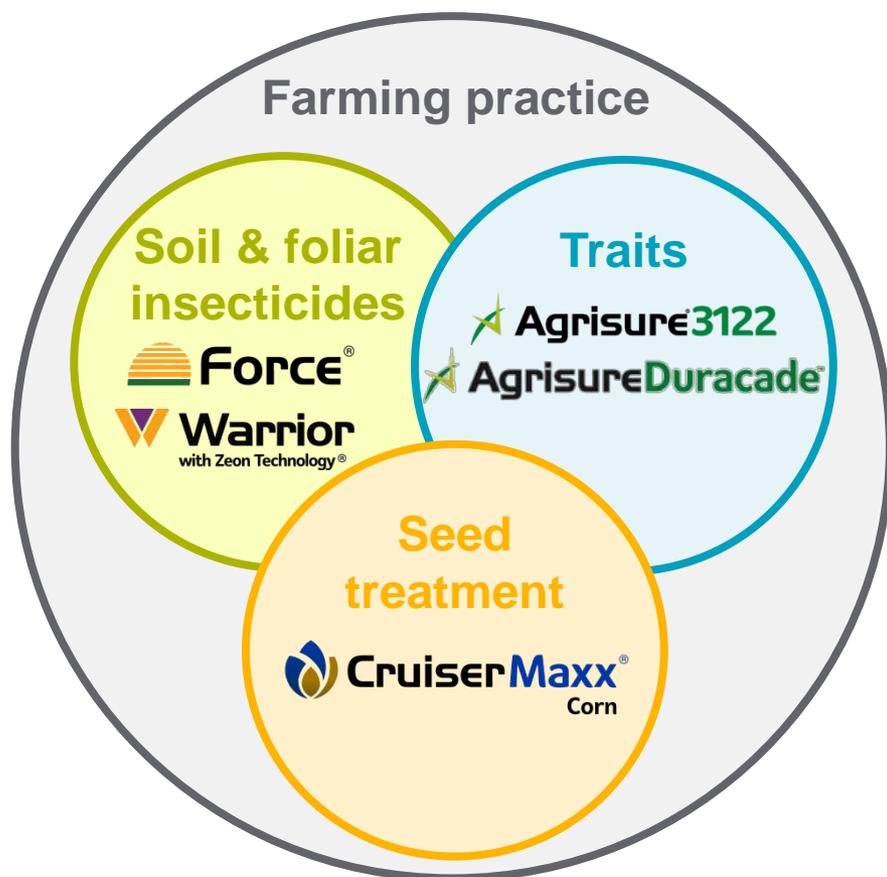
- Brand recognized for superior control
- Up to 42 bu/a yield advantage
- Addressing mycotoxin contamination in LATAM



- EPA registration received: 5% blended refuge
- Further enhances leading corn insect control portfolio



North America: integrated corn rootworm management

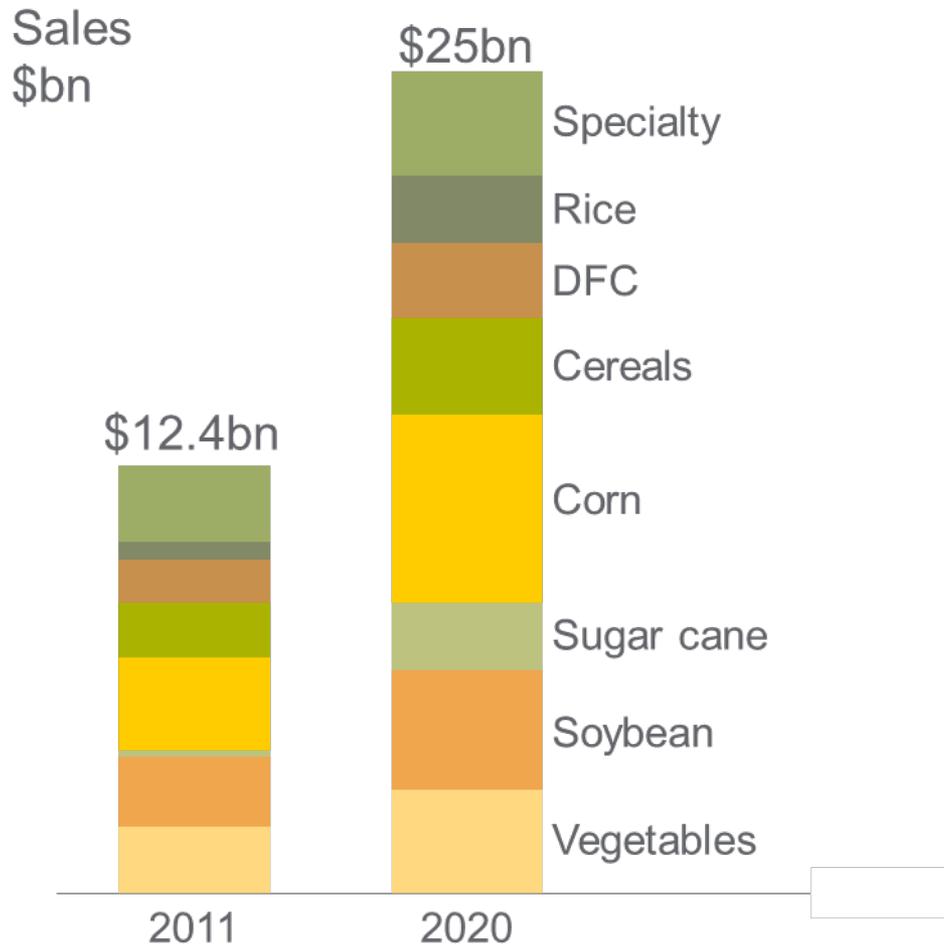


- CRW affects 45% of acreage or \$2bn total loss/yr
- Multi-dimensional approach
 - farming practices: crop rotation
 - comprehensive program
 - Agrisure3122, CruiserMaxx, Force CS
 - ~\$50/acre benefits vs. \$15-20/acre extra cost
- AgrisureDuracade pipeline

Force CS, Force 3G and Warrior II with Zeon Technology are Restricted Use Pesticides

The AgrisureDuracade trait is not yet registered or approved for sale or use in the US and is not being offered for sale

Long term growth objective raised



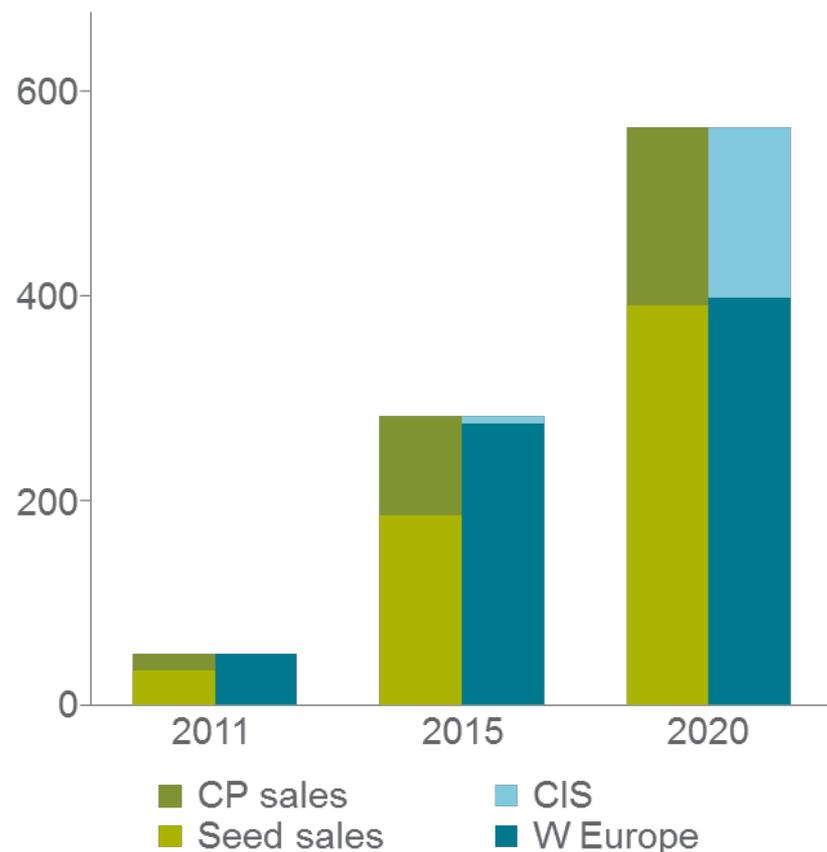
2020 target upgrades

- Corn: from \$4bn to \$5.5bn
- Cereals: from \$2.5bn to \$2.8bn
- Rice: from \$1.5bn to \$2bn

Source: Syngenta estimates

Cereals: hybrid barley contributing >\$500m

Integrated hybrid barley sales
\$m



- Q3 hybrid barley seed sales +75%
- Initial focus: winter barley, Western Europe
- Upside from substituting spring barley, 2nd wheat
- Expansion into CIS and Iberia post 2015

Source: Syngenta

Tegra offers : expanded to serve all customer segments

Tegra™
paddy

Certified,
ready to grow
rice seedlings



plus e-agronomy

Tegra™
full service

Certified,
transplanted
rice seedlings



**plus transplanting and
agronomy service**

Tegra™
nursery

Certified,
rice seedlings
ready to transplant



plus e-agronomy

 **GroMore™ last 60 days**

Proposed acquisition of Devgen reinforces leading rice position



Seeds market under-developed

- No clear market leader
- Hybrids <5% planted acres _{ex} China
- Significant growth projected



Devgen hybrid footprint

- Established presence in key Asian markets
- Near term pipeline of leading hybrids
- Breeding program to deliver market-shaping portfolio

Strategic fit

- Expanded toolbox: complements crop protection
- Accelerated implementation of integrated strategy
- Enhanced contribution to rice productivity

Investing in technology and growth



- Biological platform for nematode control
- Unique proprietary production process
- Soybean cyst nematode control: US launch 2014



- Corn and sunflower seed plant in Argentina
- Crop protection and hybrid seed plant in Russia



- Acquisition of DuPont Professional Products insecticide business
- Reflect strategic focus on high value chemistry and genetics

2012 full year outlook

- Continued sales momentum
- Positive expectations in Q4
- Increase in EBITDA margin at constant exchange rates
- Strong growth in earnings per share

Bringing plant potential to life