



Third quarter 2013 sales

October 17, 2013

Safe harbor

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Third quarter 2013 overview

- Sales growth accelerating
- Good start to Latin American season: sales up 17 percent
- Currency volatility; lower crop prices
- Exceptional US corn seed production yields: inventory write-down
- Longer term targets maintained

Growth at constant exchange rates

Third quarter and nine months sales

Third quarter sales

- Sales 11%* higher at \$2.9bn
- Reported sales 8% higher
 - Currency impact -3%
- Integrated sales up 11%*
 - Volume +8%, price +3%

Nine months sales

- Sales 5%* higher at \$11.3bn
- Reported sales 3% higher
 - Currency impact -2%
- Integrated sales up 5%*;
 - Volume +2%, price +3%
 - Underlying up 8%*

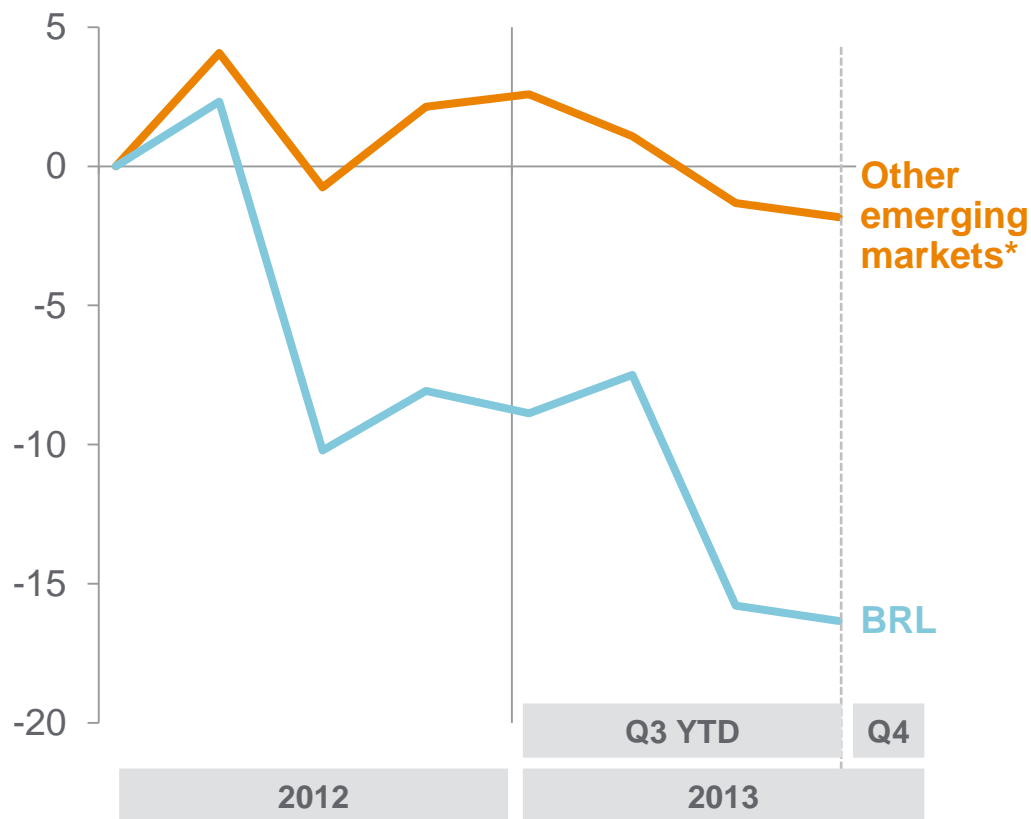
Integrated sales exclude Lawn and Garden

Underlying: excludes \$256 million corn rootworm trait royalty income in 2012

* At constant exchange rates

Emerging market currency volatility

End quarter % change vs. dollar indexed to December 31, 2012



- Brazilian Real depreciation last 6 months: 11 percent
- FX volatility: order to invoice
- Expected full year EBITDA currency benefit reduced from ~\$100m to ~\$50m
- Currency effect on net financial expense: -\$25m

* Sales-weighted basket of currencies excluding Brazilian Real

Third quarter 2013: integrated business update by region

North America: +9%

- Pre-season demand for Selective herbicides
- Increased awareness of weed resistance
- Wet conditions: fewer insects, higher disease pressure

Europe, Africa & Middle East: +4%

- Italy recovery
- SE Europe growth across portfolio
- Low disease pressure in northern Europe

Latin America: +17%

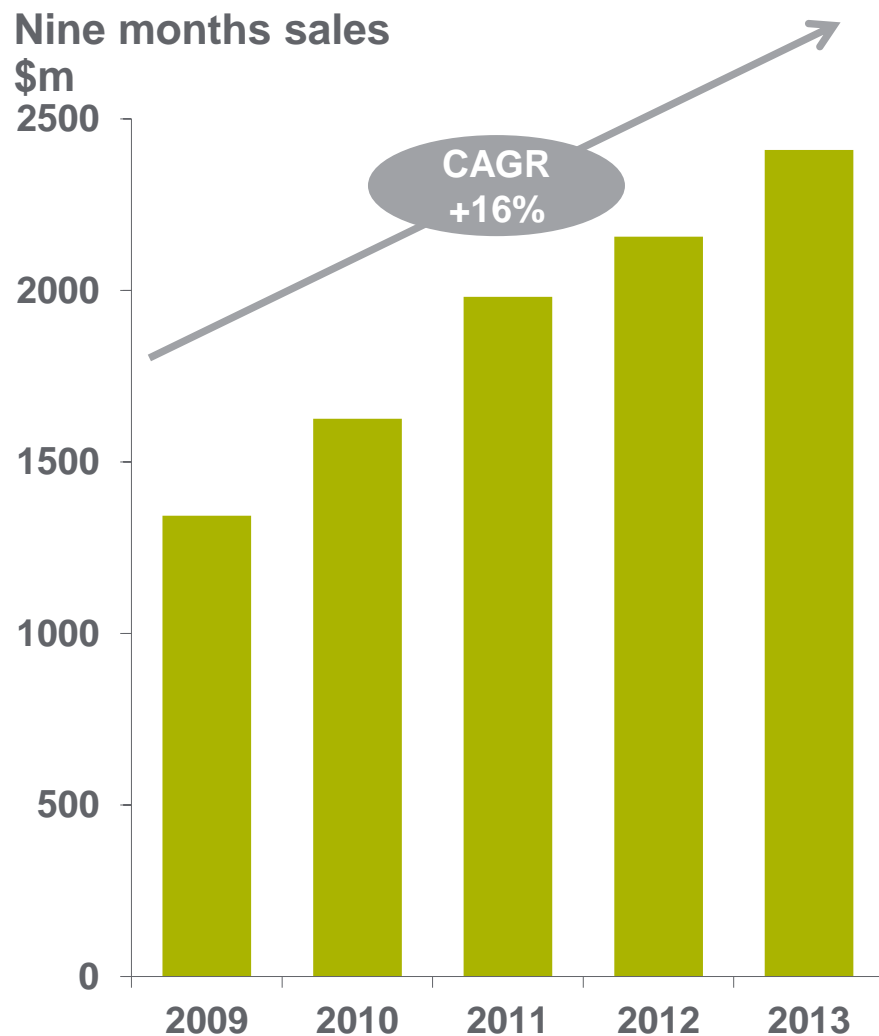
- Record Brazilian soybean acreage expected
- Strong seeds performance
- Herbicide growth: selective and non-selective

Asia Pacific: +9%

- Technology adoption continues: fungicides, insecticides
- ASEAN, China momentum
- Good monsoon in South Asia

Growth at constant exchange rates

Latin America: building on leadership position

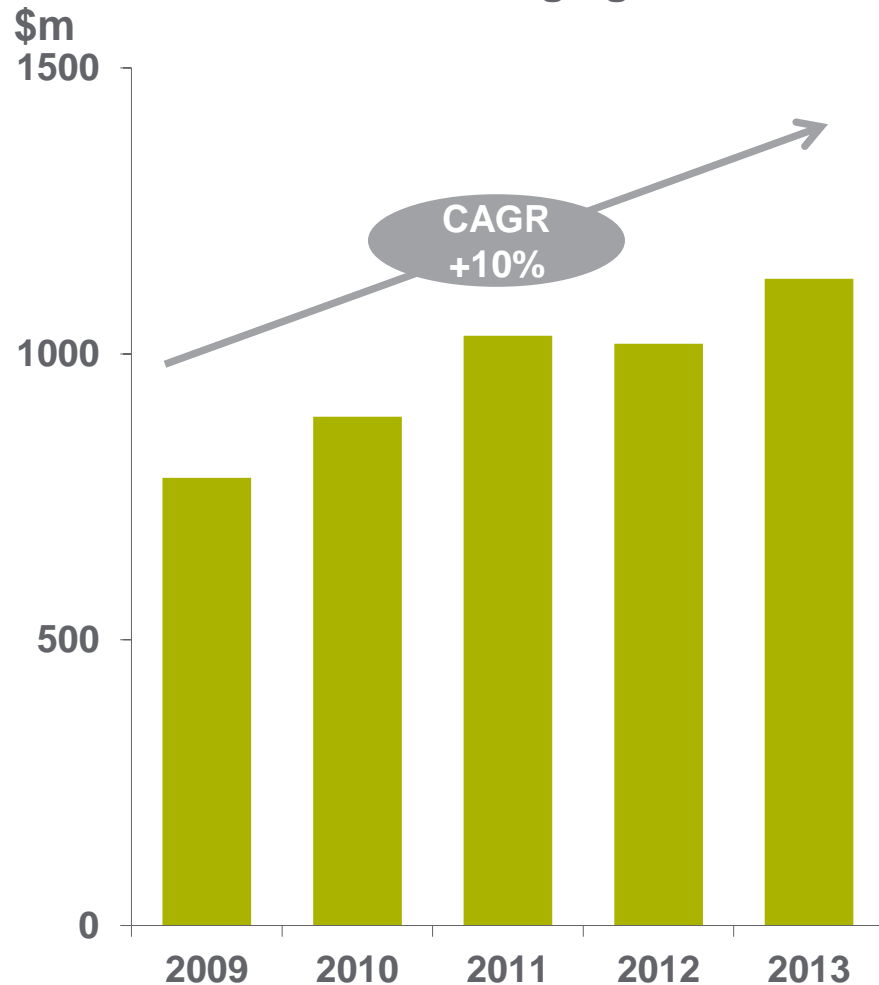


CAGR at actual rates

- Soybean, corn: complete portfolio
 - Seeds share gain
- Broadest crop base in the industry
 - Sugar cane innovation
 - Specialty crop platform
- Sales invoiced to consumption
- Rigorous credit management

Asia Pacific: driving modernization of agriculture

Nine months sales – emerging markets



CAGR at actual rates

- Rapid technology adoption
- Fully integrated corn portfolio
- Building leading rice franchise

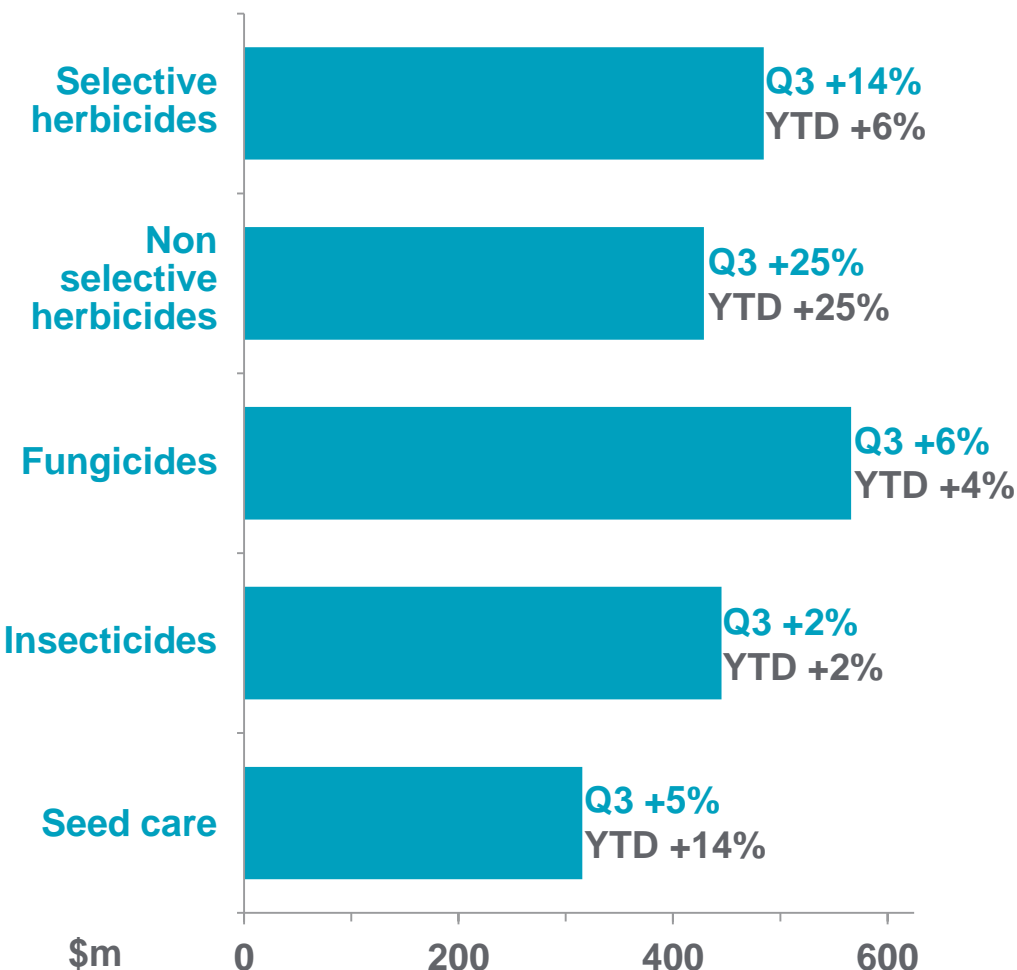
- innovative offers



- integration of Devgen

- Vegetables intensification opportunity

Crop protection: third quarter sales up 11 percent



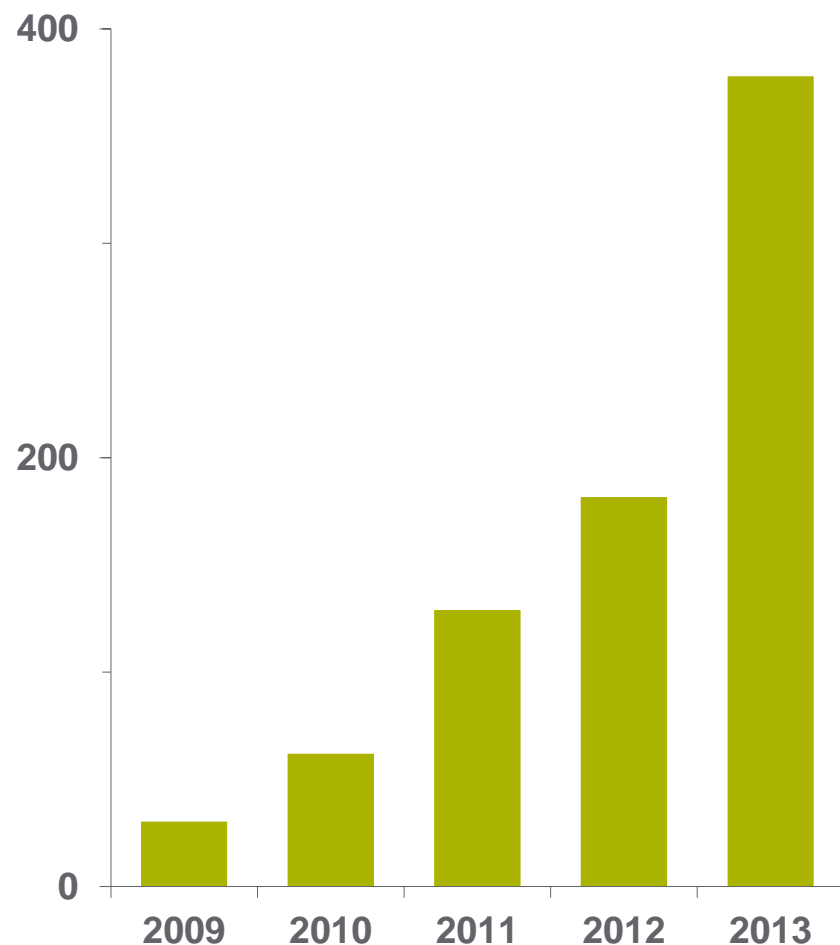
- CALLISTO on US corn; FLEX on soybean
- TOUCHDOWN in Brazil; GRAMOXONE in APAC/LATAM
- AMISTAR TECHNOLOGY in USA; main LATAM season Q4
- Global demand for DURIVO; low US insect pressure
- VIBRANCE expansion USA, France

Chart excludes 'Other': Q3 \$67m (+80%); YTD \$117m (+12%)
Growth at constant exchange rates

Crop protection portfolio: new product sales doubled

Nine months sales

\$m



-  **Durivo**[®] : Sales tripled in USA; up 70% in Brazil
-  **Seguris**[®] : Strong momentum: sales tripled
-  **Vibrance**[®] : New registrations on 30 crops in USA, including corn; Annex 1 approval in EU
-  **Elatus**[™] : Approval in Bolivia

SDHI chemistry: significant future potential

Isopyrazam



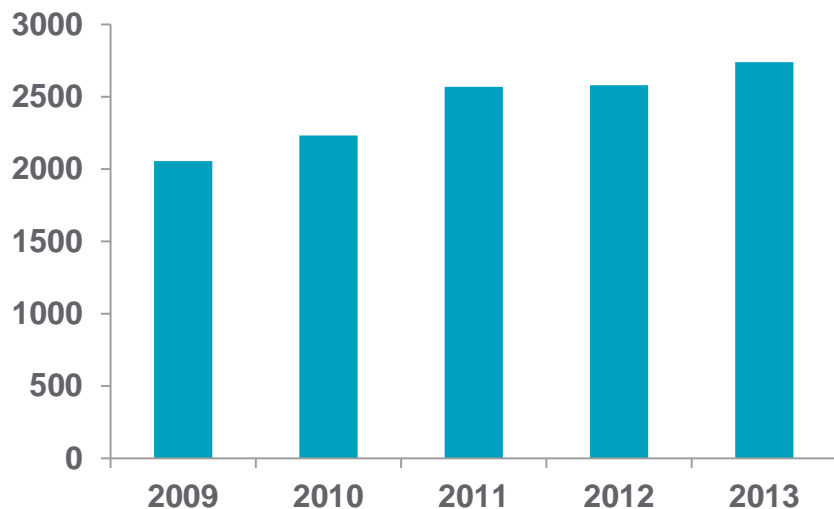
Sedaxane



Solatenol™

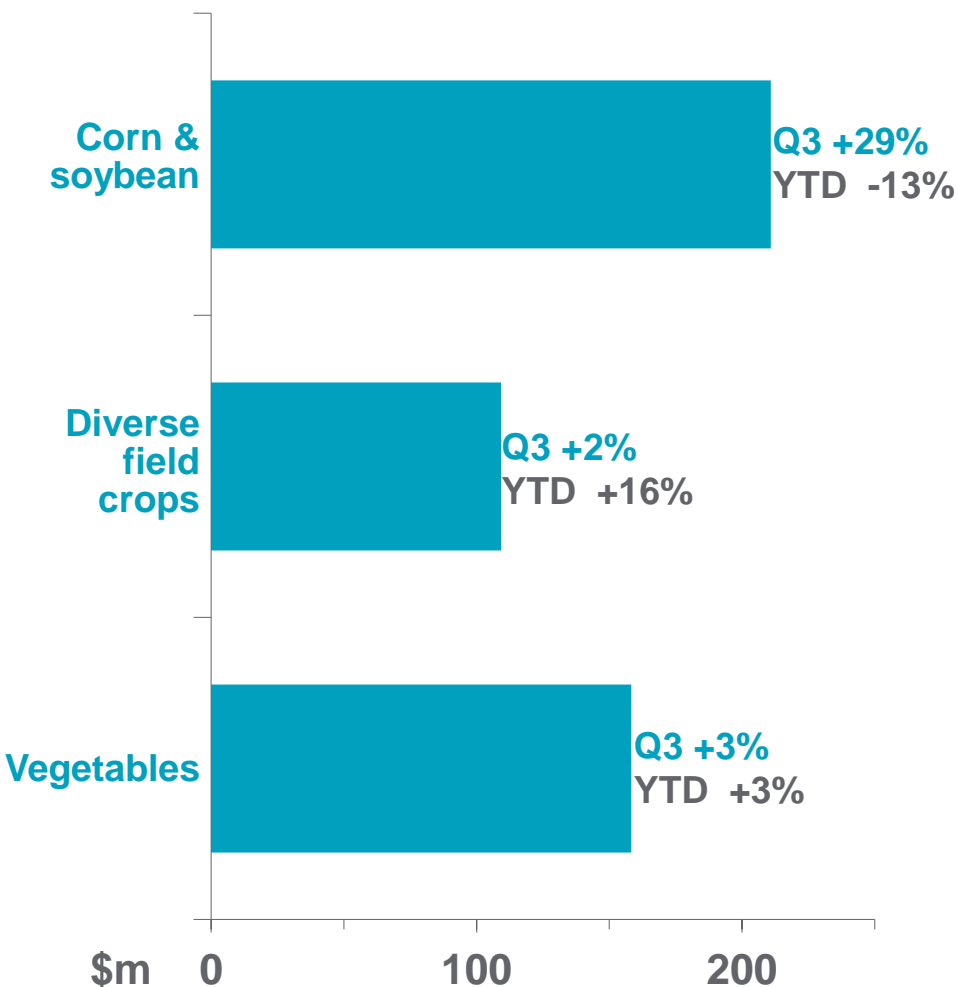


Nine months CP and SC Fungicide sales
\$m



- Fastest growing area of chemistry
- Later to market but superior potential
- Broadest portfolio covering all key crops and territories by 2016
- VIBRANCE: Best in class seed care
- ELATUS: new blockbuster
 - Step change in soybean rust control
- Strong portfolio of mixture partners and leading IP position
- SDHI peak sales potential >\$850m

Seeds: third quarter sales up 14 percent



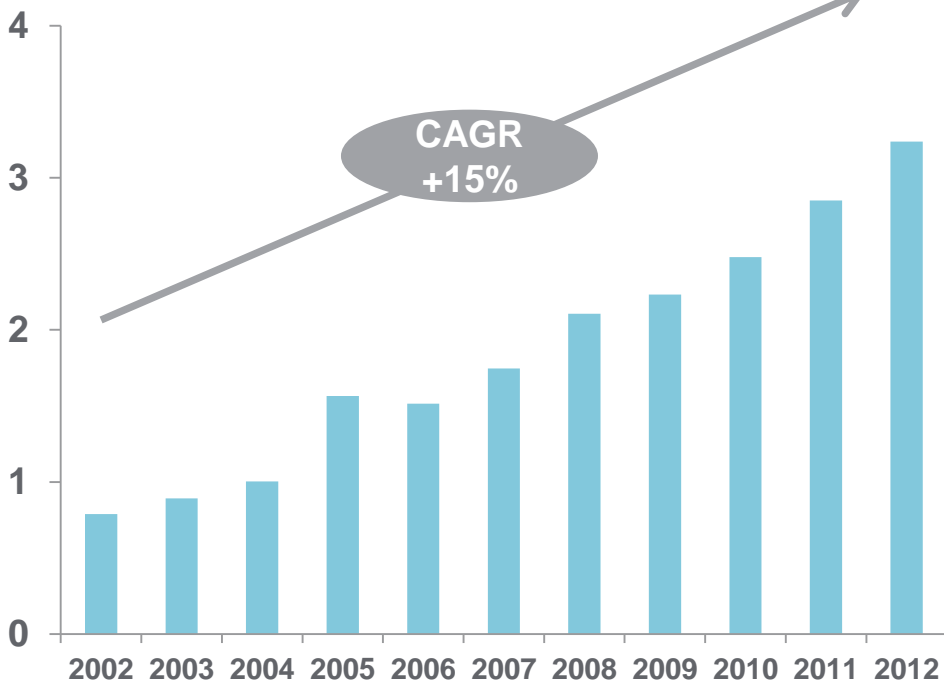
- Soybean demand in Brazil
- Underlying sales up 5% ytd
- Oilseed rape demand in Europe
- Reduced sunflower area in Argentina
- Growth in Brazil; volume, price
- Watermelon demand in USA

Growth at constant exchange rates

Seeds maintaining growth trajectory

Full year Seeds sales

\$bn



CAGR at constant exchange rates

- Rapid portfolio expansion: leading technology
- US drought affected corn seed production in 2012: \$175m cost increase
- Exceptional season in 2013: \$170m write-down
- Positive business outlook: focus on leading traits and RIB

Outlook

- Q4 momentum: Latin American season
- Targeting full year sales growth in line with longer term objective: EPS* close to 2012 underlying level (\$19.70)
- Improved profitability in 2014
- CFROI above 12 percent
- 2015 EBITDA margin target of 22 to 24 percent maintained

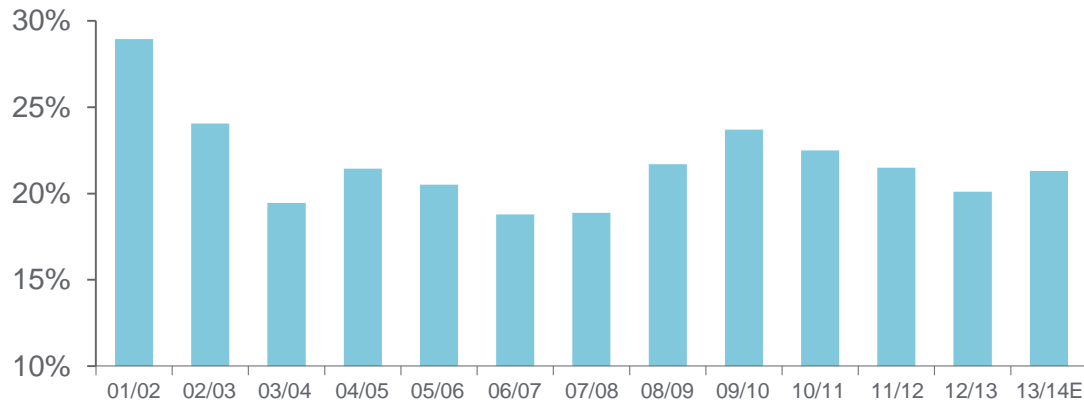
* Excluding restructuring and impairment; on a fully diluted basis
Underlying: excludes \$256 million corn rootworm trait royalty income in 2012

Industry dynamics: robust farm economics

Farmer profitability*
US Corn



Stocks-to-use ratio**



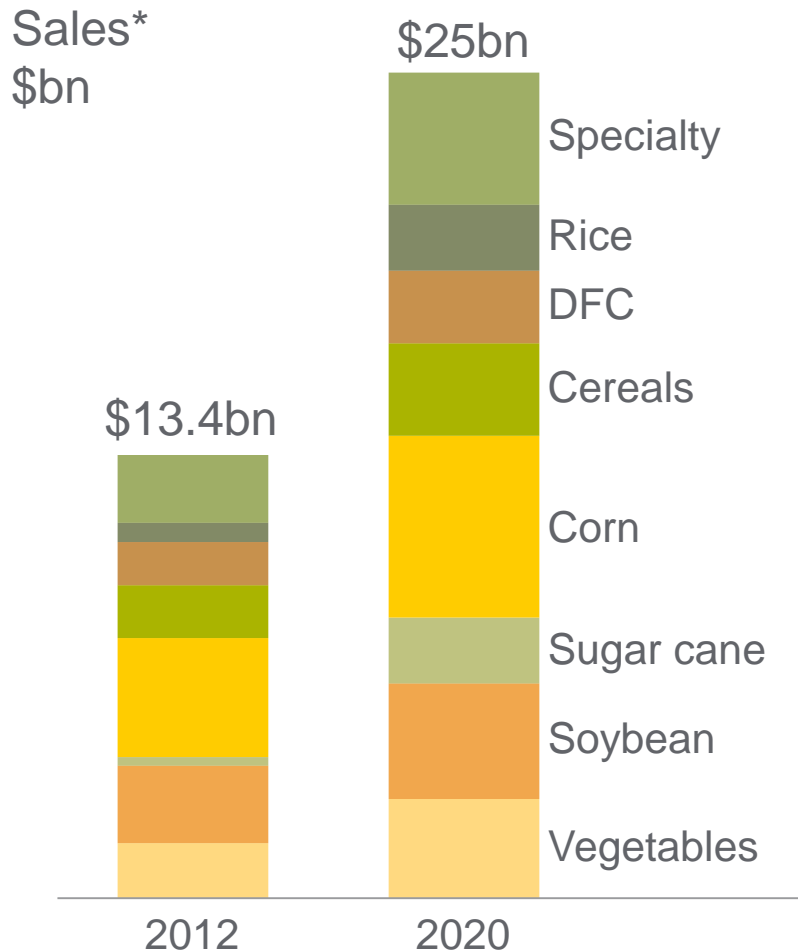
* Net income margin excluding government payments

** Corn, soybean, rice, wheat

Source: USDA, Bloomberg, Syngenta

- Global grain supply rebound from 2012 drought
- Farm profitability remains high
- Ongoing supply variability, growth in demand
- Technology adoption in emerging markets
- Global need for greater resource efficiency; development of new technologies

On track for 2020 target



* Excluding Lawn and Garden
Source: Syngenta estimates

- Global offers, new business models and collaborations
- Integrated sales growth at 8 percent CAGR
- Lawn and Garden sales >\$1bn by 2020
- Share gain in an expanding market
- Margin expansion
- Cash return to shareholders

Bringing plant potential to life