

Syngenta Group

syngenta
Crop Protection

syngenta
Seeds



Syngenta Group
China

Half Year Results 2020

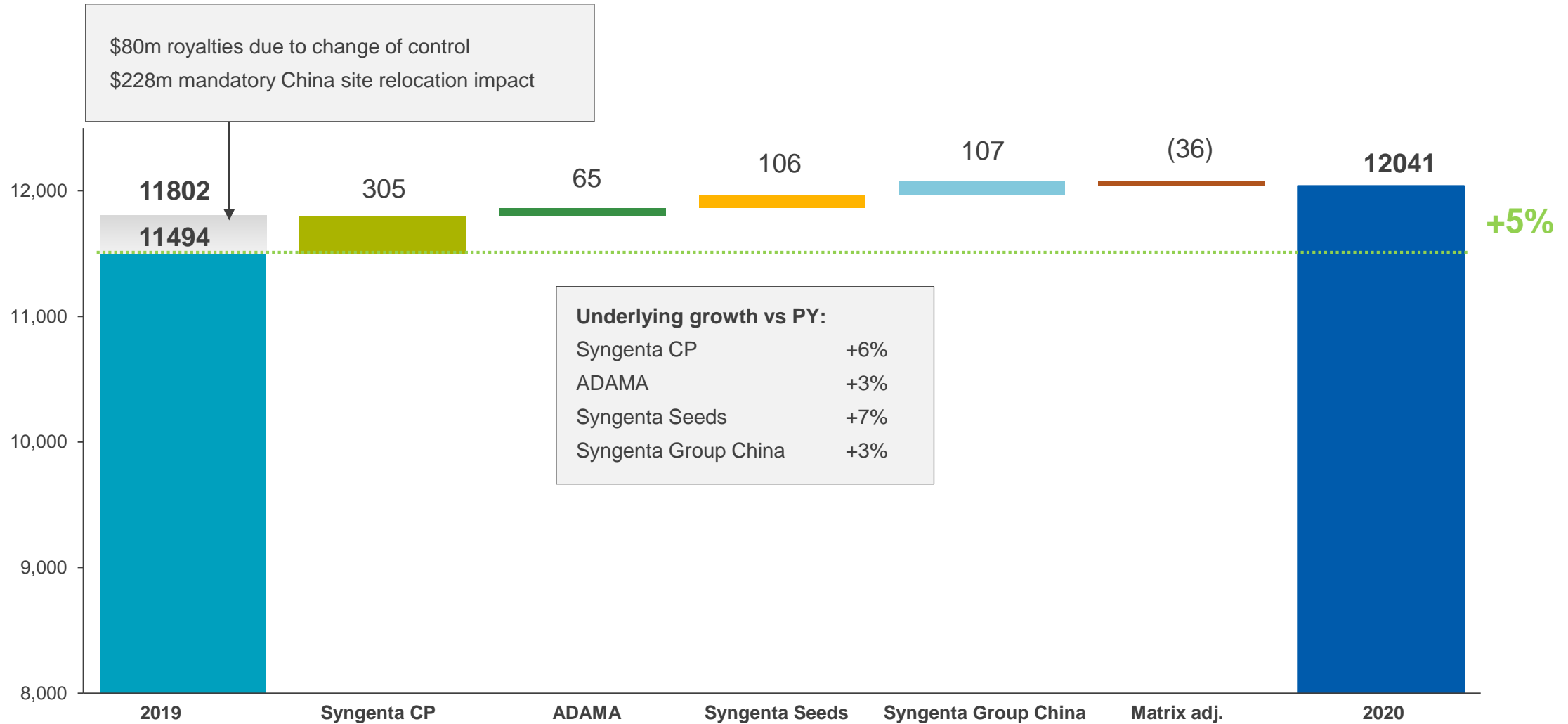
August 27, 2020

Summary

- Strong first half year for the Syngenta Group
- First half sales of \$12bn; 5% underlying growth despite more than \$0.5bn currency headwinds
- All business units recorded higher underlying sales
- Strong sales growth in China in crop protection and rapid expansion of the Modern Agricultural Platform (MAP) network
- First half EBITDA \$2.2bn; 9% underlying growth in USD
- Covid impact contained well; industry resilience intact
- Function cost constraint more than offset the impact of lower US\$ sales prices due to exchange rate volatility
- Low grain prices, impacting on farm profitability, and FX volatility will continue to constrain market growth in the second half
- Group remains committed to achieving underlying growth in 2020

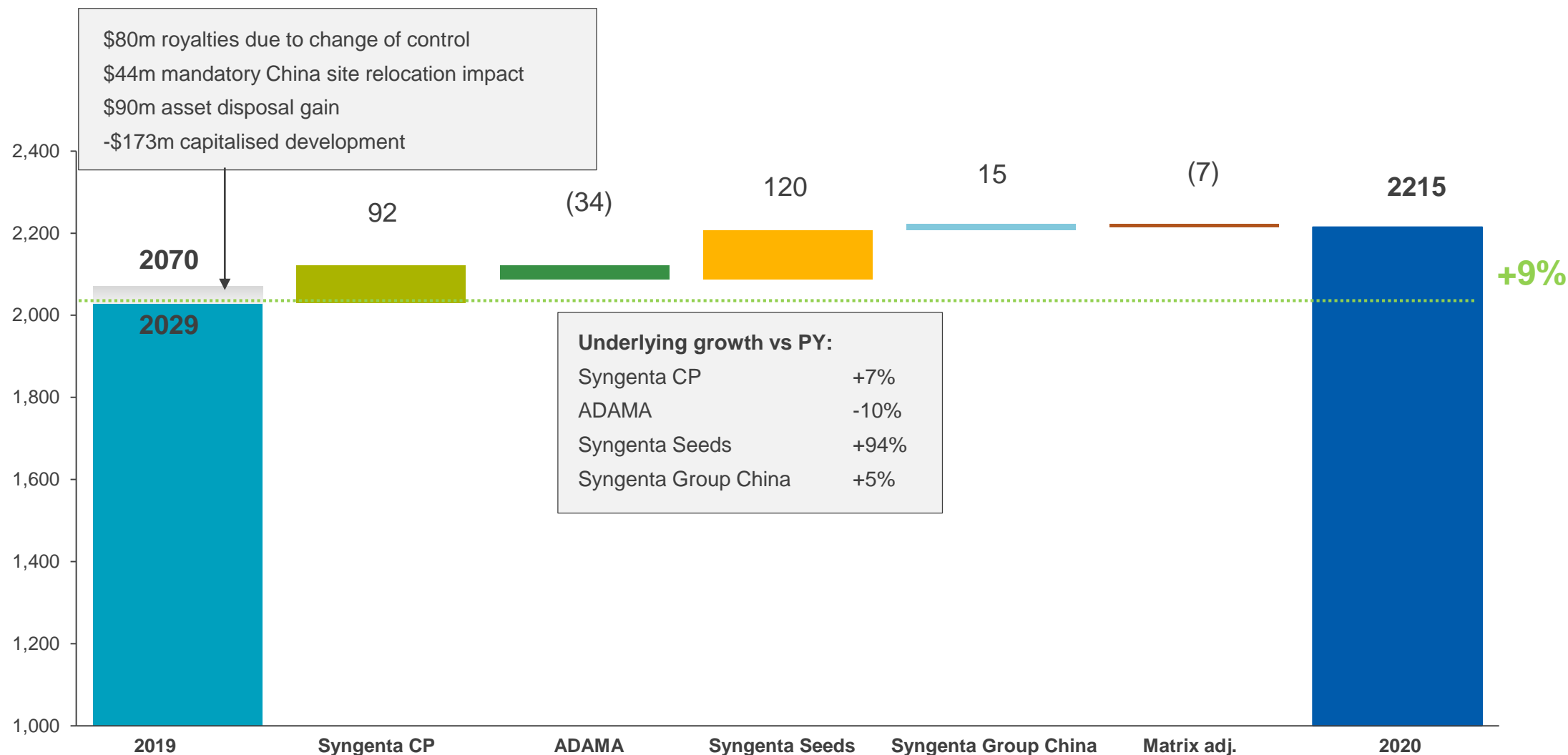
Note: Group sales based on a pro-forma sum of the business units in the Syngenta Group including Yangnong Chemical and after eliminating the double count of sales in China reported in Syngenta Crop Protection, ADAMA, Syngenta Seeds and also in Syngenta Group China. The sales are not consolidated sales reported in accordance with IFRS. Underlying sales growth is adjusted for royalty income triggered by change of control clauses in Syngenta Seeds and the impacts of mandatory production site relocations in China on ADAMA and Sinofert. Underlying EBITDA growth is also adjusted for the gains and losses from significant asset disposals and the impact of capitalizing certain development costs in Syngenta Crop Protection and Syngenta Seeds for the first time from the second half of 2019.

H1 2020 sales: +2% vs PY, +5% underlying despite >\$0.5bn currency headwind



Note: Group sales based on a pro-forma sum of the business units in the Syngenta Group including Yangnong Chemical, eliminating via the “Matrix adjustment” the double count of sales in China reported in Syngenta Crop Protection, ADAMA, Syngenta Seeds and also in Syngenta Group China. The sales are not consolidated sales reported in accordance with IFRS. Underlying sales growth is adjusted for royalty income triggered by change of control clauses in Syngenta Seeds and the impacts of mandatory production site relocations in China on ADAMA and Sinofert.

H1 2020 EBITDA: +7% vs PY, +9% underlying



Note: Group EBITDA based on a pro-forma sum of the business units in the Syngenta Group including Yangnong Chemical, eliminating via the "Matrix adjustment" the double count of sales in China reported in Syngenta Crop Protection, ADAMA, Syngenta Seeds and also in Syngenta Group China. Results are not consolidated Syngenta Group results reported in accordance with IFRS. Underlying EBITDA growth is adjusted for royalty income triggered by change of control clauses in Syngenta Seeds, the impacts of mandatory production site relocations in China on ADAMA and Sinofert, gains and losses from significant asset disposals and the impact of capitalizing certain development costs in Syngenta Crop Protection and Syngenta Seeds for the first time from the second half of 2019.

Syngenta Crop Protection: H1 2020 sales: +6% vs. PY; +12% at CER

North America

+4% (+4% CER)

Limited recovery in the US due to delayed planting as a result of cold weather and excessive rain in Q2

Europe & AME

+2% (+5% CER)

Significant unfavorable currency impact

Strong performance in South despite Covid-19

Soft demand in North West Europe cereals due to dry weather

Favorable business conditions in Russia

Latin America

+10% (+32% CER)

Brazil: strong pest pressure; estimated share gain

Significant currency volatility / weakness; some dollar price erosion

Argentina higher volumes despite difficult economic conditions

Asia Pacific

+8% (+12% CER)

Strong performance in Australia; improved weather conditions

Continued momentum from last year in India

Significant unfavorable currency impact

China

+13% (+18% CER)

Strong demand for newly launched ADEPIDYN™

Accelerated collaboration with MAP/Sinofert

Note: includes sales to Seeds

ADAMA: H1 2020 sales in line with PY; +7% at CER

North America

-7% (-6% CER)

US: Challenging weather conditions, particularly in South delaying planting and reducing cotton acreage

Covid-19 reducing demand for cotton portfolio

Canada: robust growth supported by new product launches

Strong consumer sales, recovery in demand led by home and garden

Europe

-3% (+1% CER)

High channel inventories and Covid-19 related demand constraints pressuring volumes & pricing

Steady growth in Northern and Western Europe, offsetting weather and credit challenges in Ukraine

Volatile weather hampered application in key crops in the South

China

-7% (-3% CER)

Strong Q2 performance almost fully overcoming loss of Q1 sales due largely to temporary COVID-related suspension of Hubei operations

Branded, formulated sales growth of 15%

Latin America

+7% (+28% CER)

Growth lead mainly by Brazil, Argentina and Paraguay

Impacted by widespread currency weakness and Covid-19 challenges

Strong business growth in Brazil supported by favorable weather and increased soybean, corn acreage

Good contribution from Peru following acquisition in 2019

IMA

+12% (+18% CER)

Strong growth throughout region

Favorable weather (India Monsoon, South Africa rains)

Strong performance in India, despite Covid-19 disruptions

INR, ZAR weakness partially offset by price increases

Challenging cotton season in Turkey

APAC

+1% (+9% CER)

Positive seasonal conditions in Australia, offset by poor conditions in SE Asia

Macro credit issues in SE Asia

Significant impact of depreciation of regional currencies

Syngenta Seeds: H1 2020 sales: +2% vs. PY; +7% underlying, +9% at CER

North America

+13% (+13% CER)

Corn and Soy area recovery from 2019 flooding

Estimated soy share gain; strong portfolio and E3 opportunity

Corn pricing and mix improvement

Europe & AME

Flat (Flat CER)

Strong seasonal growth limited by Corn supply challenges

Fiscal year performance impacted by strong Q4 2019

Currency headwinds

Latin America

+19% (+27% CER)

Royalty income upside

LAS Sunflower area recovery and expected share gain

Strong order position for upcoming season

Unfavorable currency impact (BRL)

Asia Pacific

+5% (+8% CER)

Continued growth momentum across key geographies

Strong growth in Indonesia

Unfavorable currency impact

China

Corn growth from integration of Sanbei

Significant enhancement of base

Acquisition of new corn hybrid

Global Vegetables

+5% (+9% CER)

Strong growth across all regions; early phasing (Covid-19 mitigation)

Note: Total includes Flowers; Regional Sales exclude Vegetables & Flowers; Variances vs. PY adjusted for change of control

Syngenta Group China: H1 2020 sales: -2% vs. PY, +3% underlying

Yangnong CP

+8% (+12% CER)

China business branded sales and Pyrethroid products sales growth

Volume growth in formulation

Shenyang SCC expansion

Syngenta CP

+13% (+18% CER)

Strong demand for newly launched ADEPIDYN™

Accelerated collaboration with MAP/Sinofert

ADAMA CP*

+1% (+5% CER)

Channel expansion, early phasing, and new product launches

Branded, formulated sales growth of 16%

Covid-19 impact; Hubei base supply disruptions

* * Excludes non-Ag and Taiwan

Seeds

+3% (+4% CER)

Corn growth from integration of Sanbei

Corn sales team re-organized

Acquisition of new corn hybrid

Crop Nutrition

-15% (-14% CER)

Fuling relocation impact(-6% impact)

Volume/price trade off (volume +5%)

Improved product mix: more specialty product sales

MAP & Digital

+163% (+174% CER)

Strategic cooperation with Alibaba and Wilmar

Digital: total service area 2.72 million hectares, +180%; total users 265k, +230%

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ADAMA

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China