



CONNECTING SCIENCE WITH NATURE

Advances in Crop Biocontrol
(Lincoln, 22 April)

Biologicals: Products derived or inspired by nature for protecting & strengthening plants ... with two key classifications

2



Biocontrols

Products based on naturally occurring materials that are used for controlling fungal and bacterial diseases, arthropod pests, nematodes and weeds.



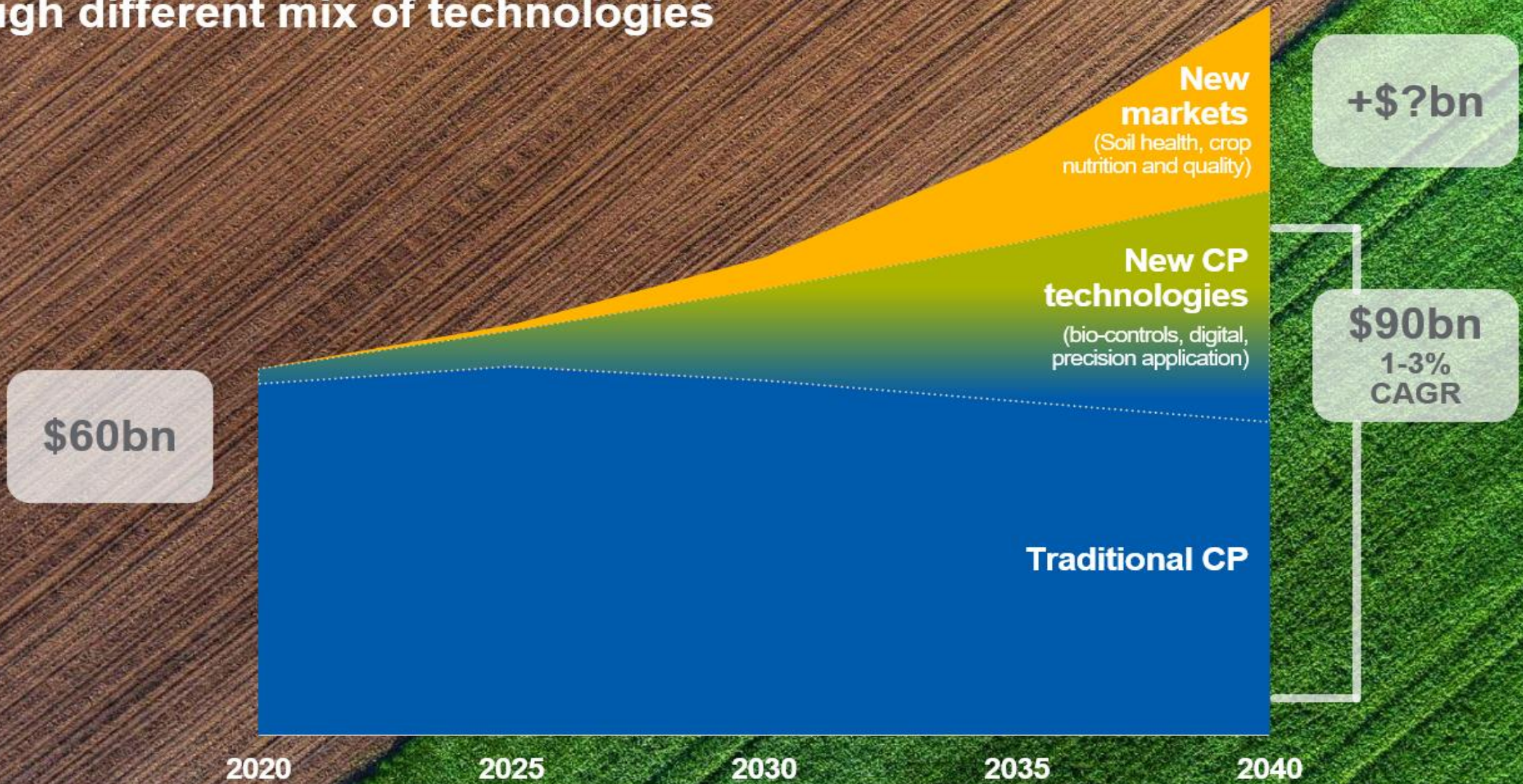
Biostimulants

Any substance, that is applied to plants, seeds or the root environment with the intention to stimulate natural processes of plants benefiting nutrient use efficiency, tolerance to abiotic stress or crop quality.

SYNGENTA'S BACKGROUND WITH BIOLOGICALS

*WHERE WE'VE COME FROM, WHERE WE
ARE AT AND WHERE WE'RE GOING*

Market value to increase long term, through different mix of technologies



Syngenta Biologicals Ambition

To be the global leader in Biological plant & soil health technologies, helping growers improve farm productivity and creating a sustainable future for **people** and **nature**

Our Biologicals goals together



- Secure #1 position in the global Biologicals market by 2028
- Sustainability at the core of everything we do
- Build the most innovative, science driven, pipeline focused on grower needs to deliver differentiated technologies
- Be recognized as a trusted, agile collaborator of choice
- Create customer value and increase profitability by becoming the trusted advisor of choice, leveraging easy to use, customizable and sustainable Integrated Crop Management

Biologicals Leadership Team

Corey Huck
Head Global Biologicals

Jacqui Campbell
Global Head Technology and Operations, Biologicals

Matt Bray
Global Finance Head, Biologicals

Matthias Brandl
Head R&D Biologicals, CP Research

Arne Pingel
Global Product Management Lead, Biostimulants

Laszlo Laczko
Global Head Commercial and Business Development, Biologicals

Giuseppe Natale
Valagro CEO

George Stavrides
Global Product Management Lead, Biocontrols

Alexander Modrow
Global Strategy and Integration Lead – Biologicals

Param Sreekanth
Global Third-Party Relations Lead, Biologicals

Biologicals Community

~250*



* Touching biologicals, ~50-60 fully dedicated, rest w/ different % engagement

Expansive approach to innovation to complement and enhance internal R&D capabilities

Open innovation & in licensing



- Broad portfolio today mostly consists of in-licensed products
- Open innovation platform screens 100s new opportunities annually

Strategic partnerships



- Strategic partnership with DSM to discover, develop and commercialize new biocontrols

Corporate venture capital



- Syngenta CVC team actively scout and invest in companies with breakthrough potential

Mergers & acquisitions



- Acquisition of companies with R&D platforms to build an industry leading pipeline

Valagro: company snapshot



Giuseppe Natale, CEO Valagro:
“Now that we are part of a company with the resources and ambition of Syngenta Crop Protection, we have exciting new opportunities for our innovation to better deliver even more options for farmers and to invest even more effectively in the sustainable future of agriculture.”



Founded in **1980** and based in **Italy**



Business units
Farm, Industrials



Develops sustainable solutions to enhance food production and improve nutritional quality



Sales in 80 countries
2019 Net Sales:
€ 150 million

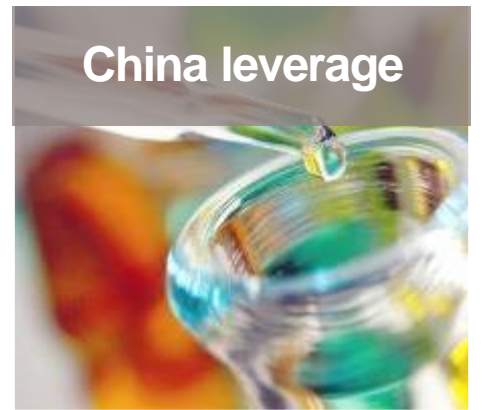
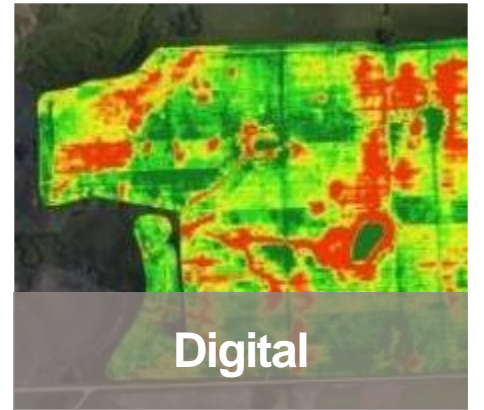


5+ Product Families
(Biostimulants, Biocontrol, Micronutrients, Water-Soluble Nutrients and other).



728 employees
(includes 19 Ph.D's)

Strategic bold moves position Syngenta CP to meet future market demands



THANK YOU