

# Syngenta in North America

## BRINGING PLANT POTENTIAL TO LIFE

Syngenta is a world-leading agribusiness committed to sustainable agriculture through research, innovation, technology and solutions that help farmers increase crop productivity, protect the environment and improve health and quality of life. The company is a leader in crop protection and in the high-value commercial seeds market. Sales in 2018 were approximately \$13.5 billion. Syngenta employs 28,000 people in over 90 countries, including about 4,200 in North America.

Syngenta is dedicated to unlocking the potential of plants to improve agriculture productivity worldwide. Our work is essential to overcoming many critical global challenges. These include feeding a steadily growing population with limited land and water resources, meeting environmental challenges and raising living standards for the 31 percent of world population that makes its living from agriculture<sup>1</sup>.

Syngenta offers a comprehensive, high quality product portfolio, strong pipeline of innovation, as well as expertise with depth and breadth across a range of agricultural technologies, science and approaches. This, combined with our global reach and enterprising people, enables Syngenta to help farmers **grow more from less**, increasing crop productivity while conserving scarce resources including land and water. The Good Growth Plan from Syngenta focuses on these challenges with specific, ambitious and measurable targets.



## ADVANCING SUSTAINABILITY WITH THE GOOD GROWTH PLAN



The Good Growth Plan is part of our business strategy, designed to focus our skills and resources on understanding and meeting the most pressing needs of our customers and stakeholders. It demands innovation and enterprise from every part of our organization. Our six Good Growth Plan commitments help us quantify how we contribute to the Sustainable Development Goals set out in the United Nations Agenda 2030.

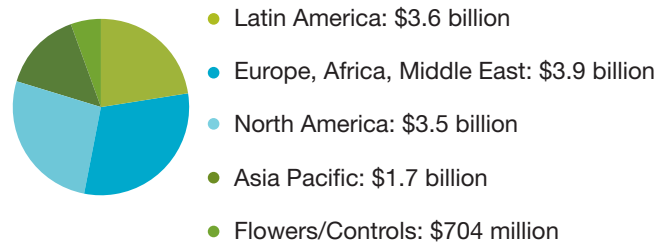
North America has a sophisticated agricultural industry achieving high levels of productivity through technology. But there is still potential to increase productivity while also ensuring that performance is sustainable. We recently expanded our North America network of reference farms to more than 150, including the first Canadian reference farms, to capture additional sustainable productivity data for canola, wheat, peas and barley production. For more information visit [www.GoodGrowthPlan.com](http://www.GoodGrowthPlan.com).

### NORTH AMERICAN PRESENCE

- The U.S. and Canada accounted for 26 percent of Syngenta's global sales, or \$3.5 billion, in 2018.
  - › 4,200 employees in all major areas of crop protection, seeds and plant science
  - › 33 Research & Development Sites
  - › 31 Production & Supply Sites
  - › 9,500 Retailers across the U.S.
- The U.S. is the world's largest seeds and traits market, and the second largest for crop and seed protection after Brazil.
- 70 percent of the region's cultivated area is planted with corn, soybean and wheat, 30 percent of world production for each
- In Canada, key crops include cereals, canola, corn, soybean and pulses.

### DELIVERING VALUE AND INNOVATION GLOBALLY

#### GLOBAL SALES BY REGION



**TOTAL 2018 SALES: \$13.5 BILLION**

**(INCLUDES FLOWERS/CONTROLS - \$704 MILLION)**

## MAKING A POSITIVE IMPACT

Syngenta is committed to the U.S. market and providing choice for U.S. farmers who are the most competitive in the world. They provide for our own needs and produce an agriculture surplus available for export.

Syngenta's positive economic impact in the United States is significant. We provide competitive pay and benefits for thousands of career employees, as well as opportunities for hundreds of contract and seasonal workers. Our employment spans the nation, with full-time jobs in 44 states, the District of Columbia and Puerto Rico. We have facilities in 23 states, with capital improvements underway every year.

In recent years, we completed a \$160 million expansion of our biotechnology facility in North Carolina; opened our \$20 million Seedcare Institute in Stanton, Minnesota; completed a \$6 million expansion in Puerto Rico; and commenced a \$3 million capital investment plan at a key research site in Iowa.

### OUR ECONOMIC IMPACT IN THE U.S.

- Payroll: \$505 million
- Goods and services purchased: \$1.9 billion
- Federal and state tax liability: \$36.5 million

### OUR U.S. FOOTPRINT

- 4,000 U.S. employees in 44 states
- Capital investments in the U.S., recently completing:
  - \$160 million expansion of biotech facility in NC
  - \$20 million expansion in Stanton, MN
  - \$6 million expansion in Puerto Rico
  - \$3 million expansion at an Iowa R&D facility

### OUR U.S. PRODUCT PORTFOLIO AND PLATFORMS

#### CROP PROTECTION

- 145 products in the U.S.
- Used in more than 200 crops
- New active ingredients and mixtures season after season
- Fighting resistance

#### SEEDS

- Dozens of new hybrids and varieties each year
- Top-performing Agrisure® corn traits
- Enogen® corn for ethanol production
- Enogen® feed corn for more available energy to feedlot or dairy cattle
- Corn, soybeans, wheat, vegetables, alfalfa, sunflowers and ornamental flowers

#### KEY PROGRAMS

- AgriEdge Excelsior® whole-farm management, part of our Digital Agriculture solutions
- Operation Pollinator
- The Good Growth Plan

## RESEARCH AND DEVELOPMENT



Syngenta commits extensive resources to innovation through science. In 2018 the company invested \$1.3 billion, or \$3.5 million every day, in research and development efforts. The world-class science at Syngenta generates a continual flow of innovations. The company has a global network of research centers, including major sites in North America and Europe.

More than 5,000 Syngenta employees, many of whom are based in North America, are engaged in research and development and focus on:

- Plant breeding and biotechnology
- Plant protection-synthesis of novel chemical active ingredients, new formulations, new applications
- Plant and pest biology

<sup>1</sup>International Labor Organization (ILO), Agriculture; plantations; other rural sectors; 2013 global employment figure  
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