

3Q 2020 Earnings Media Club

Jean-Philippe Riffat, Central Europe Commercial Unit Leader

Focused Execution to Deliver Continued Growth

2020 Financial Results Measure Highlights Q3 2020 2020 YTD Net sales decline in the quarter driven by ~\$200 million in currency headwinds (3)% **Net Sales** Volume and price improvement offsetting ~\$470 million currency impact year-to-date Double digit organic⁽¹⁾ growth on volume and price in Crop Protection in the quarter Organic⁽¹⁾ Sales 9% 6% Year-to-date organic⁽¹⁾ growth in every region and both segments Strong volume and price growth in Crop Operating Protection, offset the currency headwind for the 14% 5% **EBITDA**(1), (2) quarter, partially reversing first half headwind Seed driving year-to-date improvement Delivered margin expansion on higher sales Operating EBITDA **122** bps **58** bps and continued realization of merger-related Margin⁽¹⁾ synergies and productivity

Overcoming COVID-related headwinds to drive margin expansion

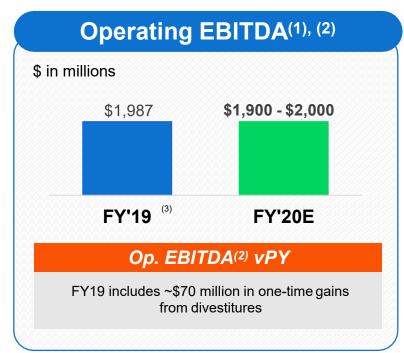
(1) Organic sales, Operating EBITDA and Operating EBITDA Margin are non-GAAP measures. See slide 3 for further discussion.

⁽⁷⁾ Gas from Continuing Ops after income taxes was \$(390) million and \$(527) million for the three months ended September 30, 2020 and 2019, respectively, on net sales of \$1,863 million, respectively. Income from Continuing Ops after income taxes was \$(527) million and \$(527) million for the nine months ended September 30, 2020 and 2019, respectively, on net sales of \$1,863 million, respectively. Income from Continuing Ops after income taxes was \$(527) million and \$(527) million for the nine months ended September 30, 2020 and 2019, respectively, on net sales of \$1,010 million and \$10,863 million, respectively.



Affirming Full Year 2020 Guidance







Full-Year Expectations

Currency

~\$400 million Operating EBITDA headwind, predominately BRL, partially offset by >\$120 million pricing for currency

New Crop Protection Products

\$250 million in organic⁽²⁾ sales growth; \$75 million of earnings, net of ~\$60 million in currency

Costs

Synergies/Productivity on track to deliver \$230 million earnings improvement Expect SG&A and R&D to be relatively flat

YTD performance underscores operational momentum to deliver on full year guidance

(1) Guidance does not contemplate any further operational disruptions, significant changes in customers' demand or ability to pay, or further acceleration of currency impacts resulting from the COVID-19 pandemic or political instability. (2) Organic Sales, Operating EBITDA and Operating EPS are non-GAAP measures. See slide 3 for further discussion.

(3) Full year 2019 information is on a pro forma basis and was determined in accordance with Article 11 of Regulation S-X.



3Q YTD 2020 Regional Net Sales Highlights

Europe, Middle North America⁽¹⁾ **Latin America Asia Pacific** East, Africa **Net Sales** \$5.82B \$5.80B Reported Reported Reported \$2.43B \$2.34B \$1.78B 4% Flat \$1.75B **1%** \$0.95B \$1.01B Organic(2) Organic (2) Organic⁽²⁾ **8% 17% 1%**

3Q YTD 19 3Q YTD 20

	Volume	Price	Currency	Portfolio
į	1%	-%	(1)%	-%

3Q YTD 19 3Q YTD 20

Volume Price Currency Portfolio
6% 2% (4)% -%



3Q YTD 20

3Q YTD 19



Reported

7%

Organic⁽²⁾

13%

Regional Highlights

Seed growth

- New products, including Qrome®, proprietary seed treatment, and strong pricing discipline in soybeans
- Successful launch of Enlist E3^{™3}on up to 20% of US soybean acres drove growth in Enlist[™] herbicides sales
- Soybean volume growth driven by area recovery

Above market growth

- New route-to-market in Russia and Ukraine and share gains in Southern Europe drove volume and price gains in Seed
- Strong demand for new products such as Arylex[™] and Rinskor[™] herbicides
- Headwinds as a result of phase out of regulatory challenged products suppressing growth

Currency volatility

- Share gains in Brazil safrinha and summer seasons driving seed volume growth
- Unfavorable currency impact from Brazilian Real partially offset by pricing actions and favorable mix
- Strong demand for new products driving volume and price

New product demand

- Double digit organic growth on volume and price improvements
- Strong demand for corn and rice in India
- Insecticide growth led by spinosyns and Pyraxalt™

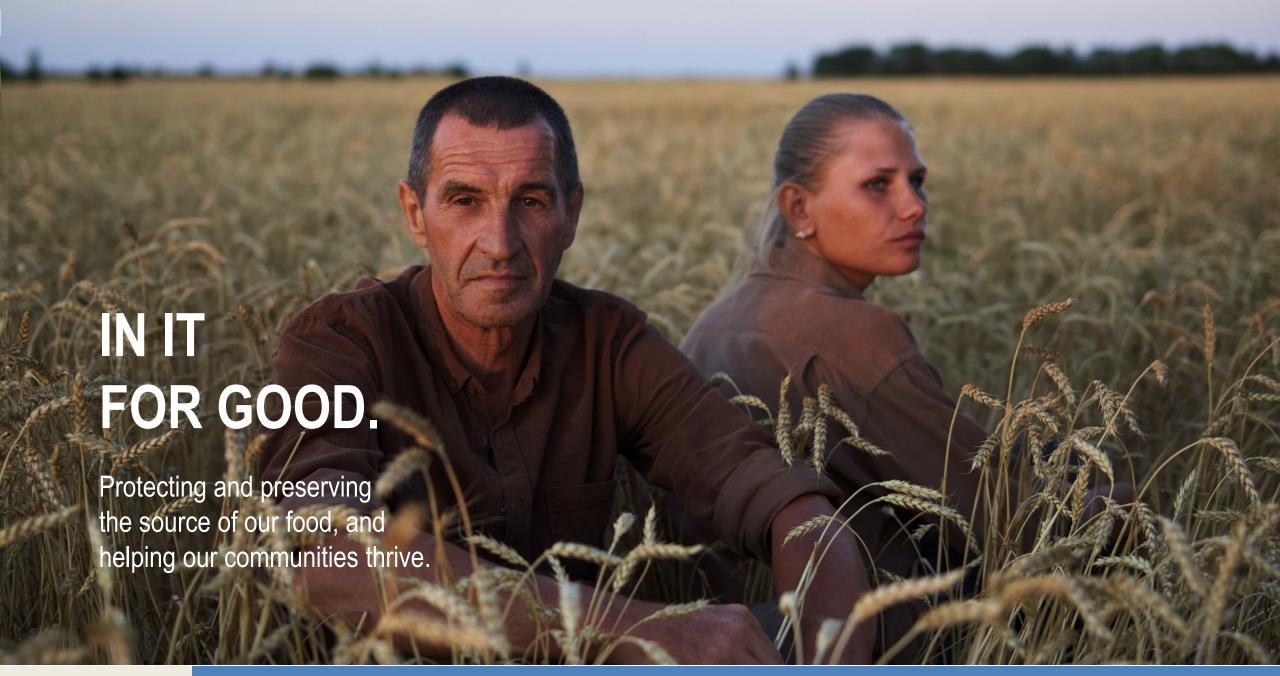


- North America is defined as U.S. and Canada.
- 2) Organic sales growth is a non-GAAP measure. See slide 3 for further discussion.
 - The transgenic soybean event in Enlist E3® soybeans is jointly developed and owned by Dow AgroSciences LLC and M.S. Technologies, L.L.C. Royalty income for Enlist E3® is shared with MS Technologies.



Our Commitment To Sustainability Media Club

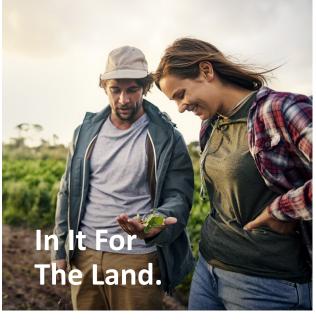
Jean-Philippe Riffat, Central Europe Commercial Unit Leader





OUR 2030 COMMITMENTS TO SUSTAINABILITY Learn more at sustainability.corteva.com









Provide training to 25 million farmers

Enrich the lives of 500 million smallholder farmers

Decrease greenhouse gas emissions while increasing yields

- Improve soil health on 30 million hectares
- Advance water stewardship
- Enhance biodiversity on 10 million hectares

- · Keep employees safe
- Empower women, enable youth, and engage communities
- Volunteer 1 million hours
- Increase supply chain transparency

- Require sustainability criteria for new products
- Manage our greenhouse gas emissions
- · Use only sustainable packaging
- Increase our sites' sustainability efforts





EXAMPLES IN Hungary

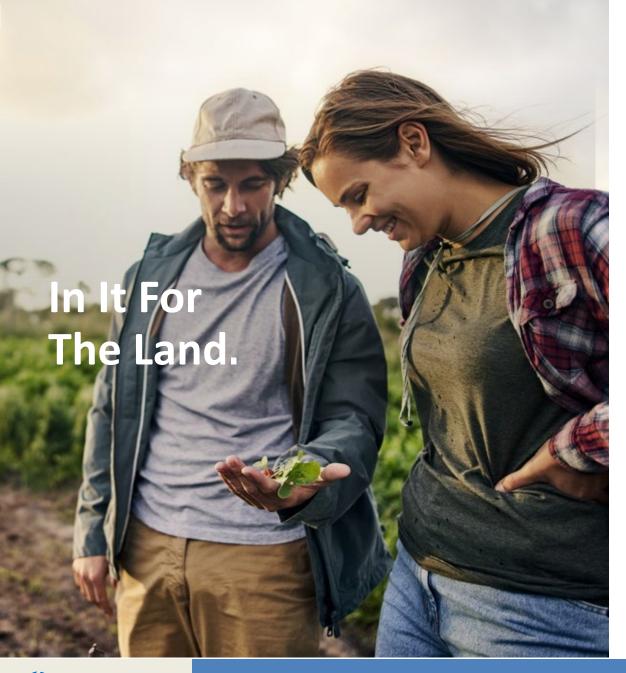
Systematic trainings for farmers regrading the application of the advanced seed breeding and innovative crop protection products – around 10.000 farmers every year.

Agronomic support for seeds, CP throughout Hungary for agricultural producers to obtain the highest income by them.

The complex approach to seeds and CP sales.

Localization of the seed production.





EXAMPLES IN HUNGARY

The rapid moisture loss of our hybrids allows farmer to reduce the costs of the non-renewable natural resources - gas for drying grain in the fall.

Optimum® AQUAmax® maize hybrids that maximize the moisture in the soil and provide high yields in the very drying area.

Launching the LumiGEN® seed treatment technology, which provides targeted protection for each seed and reduces the need of CPs at early stages which reduces the environmental impact.

All products with the Arylex[™] active molecule have improved ecotoxicological profile and rapid half-life in soil. (Belkar, Korvetto)





EXAMPLES IN HUNGARY

Consideration of sustainable criteria when introducing any new products – a new Szeged R&D center.

Each product that Corteva offers to the market complies with government regulations and has appropriate quality certificates.

Many Corteva's products are already applicable to sustainable agriculture practices. For example, Laser™ Duplo is an insecticide with natural origin (Spinosad). Spinosad is a winner of the US EPA Green Chemistry Award.

Seed complex in Szarvas meets the highest international standards and all requirements of Hungarian legislation on working conditions, safety and environmental regulations.





EXAMPLES IN HUNGARY

Live Safely is one of our core values. To support farmers and communities, we should protect the health of our employees, partners and their families at first.

Arylex[™]-based products allow farmers to protect the population from the effects of such a strong allergen like ragweed

Empowering women by drawing industry attention to the gender issue through media projects and events (Women in Ag Corteva event in November 2019).

Enabling youth through collaboration with influencers.





THANK YOU!

www.sustainability.corteva.com

https://www.corteva.hu/mediakozpont/a-corteva-fenntarthatosagicelkitzesei---corteva-agriscience.html

