

# BANK OF AMERICA MERRILL LYNCH GLOBAL AGRICULTURE & CHEMICALS

CONFERENCE

Chief Operating Officer, Agriculture Division of DowDuPont

March 1, 2018





#### **FORWARD-LOOKING STATEMENTS**

This communication contains "forward-looking statements" within the meaning of the federal securities laws, including Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended. In this context, forward-looking statements often address expected future business and financial performance and financial condition, and often contain words such as "expect," "anticipate," "intend," "plan," "believe," "seek," "see," "will," "would," "target," and similar expressions and variations or negatives of these words.

On December 11, 2015, The Dow Chemical Company ("Dow") and E. I. du Pont de Nemours and Company ("DuPont") entered into an Agreement and Plan of Merger, as amended on March 31, 2017, (the "Merger Agreement") under which the companies would combine in an all-stock merger of equals transaction (the "Merger"). Effective August 31, 2017, the Merger was completed and each of Dow and DuPont became subsidiaries of DowDuPont (Dow and DuPont, and their respective subsidiaries, collectively referred to as the "Subsidiaries"). Forward-looking statements by their nature address matters that are, to varying degrees, uncertain, including the intended separation, subject to approval of the Company's Board of Directors, of DowDuPont's agriculture, materials science and specialty products businesses in one or more tax efficient transactions on anticipated terms (the "Intended Business Separations"). Forward-looking statements are not guarantees of future performance and are based on certain assumptions and expectations of future events which may not be realized. Forward-looking statements also involve risks and uncertainties, many of which are beyond the Company's control. Some of the important factors that could cause DowDuPont's, Dow's or DuPont's actual results to differ materially from those projected in any such forward-looking statements include, but are not limited to: (i) costs to achieve and achieving the successful integration of the respective agriculture. materials science and specialty products businesses of Dow and DuPont, anticipated tax treatment, unforeseen liabilities, future capital expenditures, revenues, expenses, earnings, productivity actions, economic performance, indebtedness, financial condition, losses, future prospects, business and management strategies for the management, expansion and growth of the combined operations; (ii) costs to achieve and achievement of the anticipated synergies by the combined agriculture, materials science and specialty products businesses; (iii) risks associated with the Intended Business Separations, including conditions which could delay, prevent or otherwise adversely affect the proposed transactions, including possible issues or delays in obtaining required regulatory approvals or clearances related to the Intended Business Separations, associated costs, disruptions in the financial markets or other potential barriers; (iv) disruptions or business uncertainty, including from the Intended Business Separations, could adversely impact DowDuPont's business (either directly or as conducted by and through Dow or DuPont), or financial performance and its ability to retain and hire key personnel: (v) uncertainty as to the long-term value of DowDuPont common stock; and (vi) risks to DowDuPont's. Dow's and DuPont's business, operations and results of operations from: the availability of and fluctuations in the cost of energy and feedstocks: balance of supply and demand and the impact of balance on prices; failure to develop and market new products and optimally manage product life cycles; ability, cost and impact on business operations, including the supply chain, of responding to changes in market acceptance, rules, regulations and policies and failure to respond to such changes; outcome of significant litigation, environmental matters and other commitments and contingencies; failure to appropriately manage process safety and product stewardship issues: global economic and capital market conditions, including the continued availability of capital and financing, as well as inflation, interest and currency exchange rates; changes in political conditions, business or supply disruptions; security threats, such as acts of sabotage, terrorism or war, natural disasters and weather events and patterns which could result in a significant operational event for the Company, adversely impact demand or production; ability to discover, develop and protect new technologies and to protect and enforce the Company's intellectual property rights; failure to effectively manage acquisitions, divestitures, alliances, joint ventures and other portfolio changes; unpredictability and severity of catastrophic events, including, but not limited to, acts of terrorism or outbreak of war or hostilities, as well as management's response to any of the aforementioned factors. These risks are and will be more fully discussed in the current, quarterly and annual reports filed with the U.S. Securities and Exchange Commission by DowDuPont. While the list of factors presented here is, considered representative, no such list should be considered to be a complete statement of all potential risks and uncertainties. Unlisted factors may present significant additional obstacles to the realization of forwardlooking statements. Consequences of material differences in results as compared with those anticipated in the forward-looking statements could include, among other things, business disruption, operational problems, financial loss, legal liability to third parties and similar risks, any of which could have a material adverse effect on DowDuPont's, Dow's or DuPont's consolidated financial condition, results of operations, credit rating or liquidity. None of DowDuPont, Dow or DuPont assumes any obligation to publicly provide revisions or updates to any forward-looking statements whether as a result of new information, future developments or otherwise, should circumstances change, except as otherwise required by securities and other applicable laws. A detailed discussion of some of the significant risks and uncertainties which may cause results and events to differ materially from such forward-looking statements is included in the section titled "Risk Factors" (Part I, Item 1A) of DowDuPont's 2017 annual report on Form 10-K.

# ENABLING THE INDUSTRY TO MEET RECORD DEMAND

## LEADING THE WAY TO THE FUTURE OF AGRICULTURE

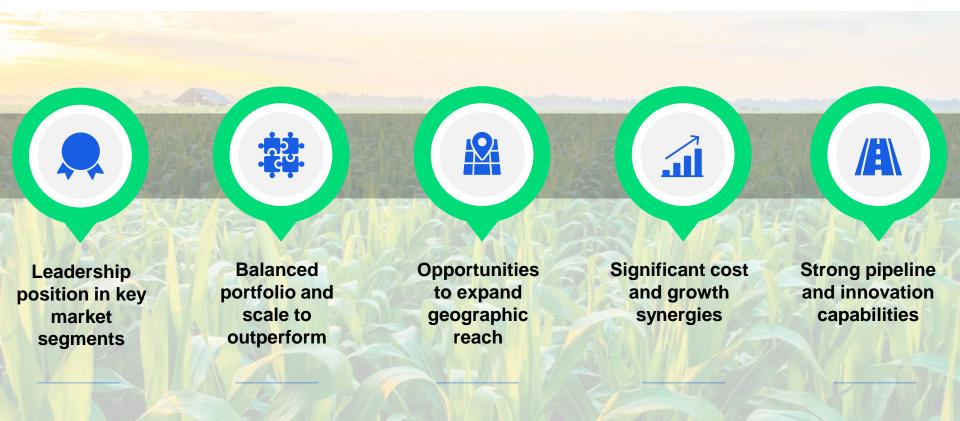


Connecting the dots across the value chain, collaborating with all participants Providing innovative and comprehensive solutions enabling farmers to meet their productivity and profit goals Contributing to responsible agriculture that promotes stewardship and food security and safety

Unified company positioned to deliver what farmers need most



# STRONG FUNDAMENTALS, UNIQUE OPPORTUNITY





# A COMPLETE SOLUTION FOR THE FARMER

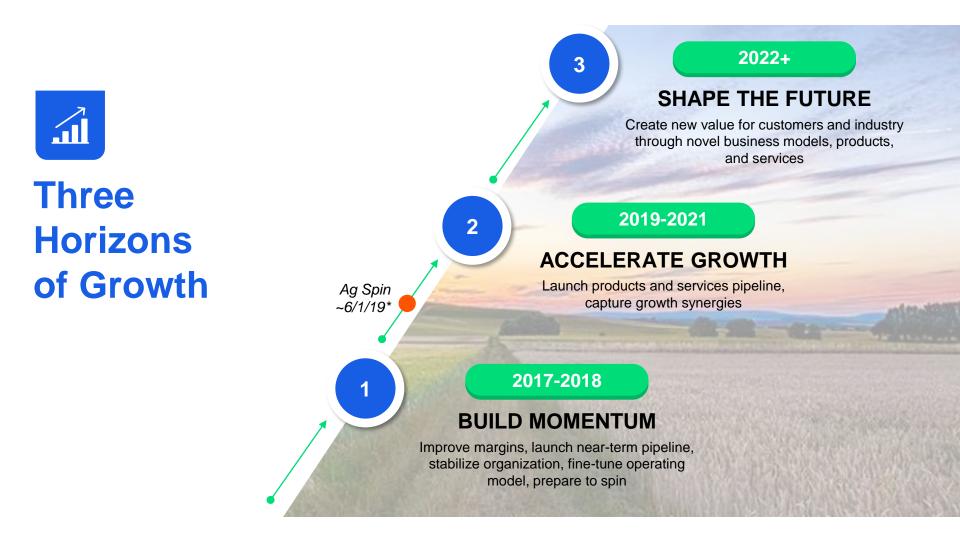
Industry-leading capability to enable highest-performing company in production agriculture



### Offering farmers superior solutions, expanded choice and greater value

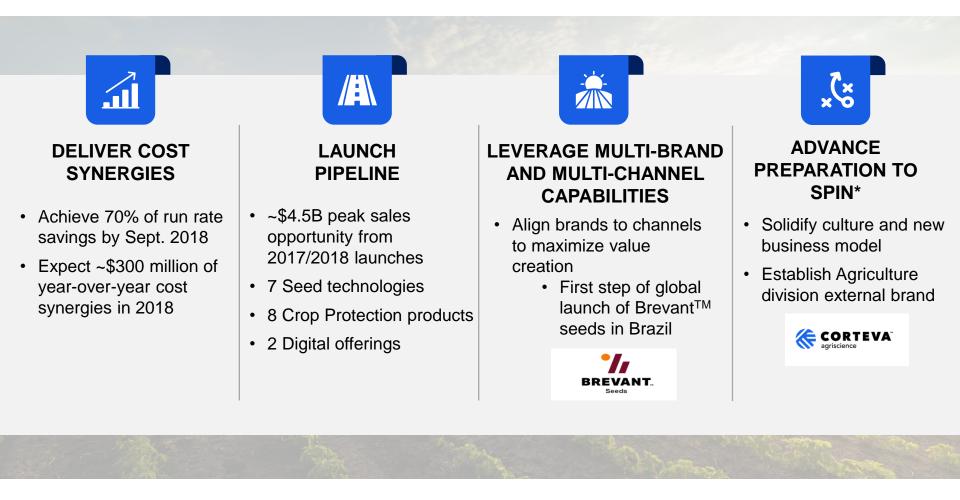


# **OUR PATH TO INDUSTRY-LEADING VALUE CREATION**





## **BUILD MOMENTUM (2017-2018)** IMPROVE MARGINS, LAUNCH NEAR-TERM PIPELINE, SPIN PREPARATION





\* Subject to approval of the DowDuPont board of directors and customary regulatory approvals Launches pending applicable regulatory approvals

## ACCELERATE GROWTH (2019-2021) LAUNCH PIPELINE, ADVANCE GROWTH SYNERGIES



## LAUNCH PIPELINE

- ~\$4.5B peak sales opportunity from 2019-2021 launches; in addition to ~\$4.5B from launches in 2017-2018
- 9 Seed technologies
- 2 novel Crop Protection actives with multiple product launches
- Integrated farm software suite

### ADVANCE GROWTH SYNERGIES

- Enhanced focus on retail channel
- Optimize market access to ramp up product launches
- Introgress proprietary and other advantaged traits into germplasm



## SHAPE THE FUTURE (2022+) CREATE NEW VALUE THROUGH NOVEL PRODUCTS AND SERVICES

	RECENT LAUNCHES	2018	2019-2021	BEYOND
SEEDS & TRAITS	<ul> <li>WideStrike® 3 insect protection x Enlist™ cotton</li> <li>Roundup Ready 2 Xtend® technology soybean</li> <li>PowerCore® corn</li> </ul>	<ul> <li>Unified<sup>™</sup> corn silage</li> <li>Intacta RR2 PRO® technology soybean</li> <li>Plenish® soybean</li> <li>Enlist<sup>™</sup> corn</li> </ul>	<ul> <li>Conkesta E3<sup>™</sup> soybean</li> <li>Next gen waxy corn</li> <li>Optimum® GLY canola</li> <li>ProPound® advanced canola meal</li> <li>Omega-9 reduced saturate sunflower</li> <li>SmartStax® PRO Corn</li> <li>PowerCore® ULTRA corn</li> <li>Enlist E3<sup>™</sup> soybeans</li> <li>Qrome® corn products</li> </ul>	<ul> <li>Corn &amp; soybean insect control</li> <li>Corn &amp; soybean next generation multiple mode herbicide tolerance</li> <li>Next gen soybeans</li> </ul>
	<ul> <li>Arylex® herbicide active</li> <li>Enlist Duo® herbicide</li> <li>Zorvec® fungicide</li> <li>Vessarya<sup>™</sup> disease control</li> <li>Lumisena<sup>™</sup> seed treatment</li> </ul>	<ul> <li>Pinskor™ herbicide active</li> <li>Pyraxalt™ insect control</li> <li>Lumiposa™ seed treatment</li> </ul>	<ul> <li>Inatreq™ fungicide active</li> <li>Vellozine™ nematicide active</li> </ul>	• New MOAs - disease, weed, and insect control
DIGITAL	Granular® Farm Management Software (FMS) AcreValue™	<ul> <li>Advanced satellite imagery applications</li> <li>Combined FMS and Encirca® offering</li> </ul>	<ul> <li>AcreValue<sup>™</sup> marketplace</li> <li>International expansions</li> </ul>	<ul> <li>Advanced business and agronomy recommendations</li> <li>Enable online marketplaces</li> </ul>

### AGGREGATE ESTIMATED PEAK SALES TARGET OF PIPELINE PROGRAMS >\$22B\*

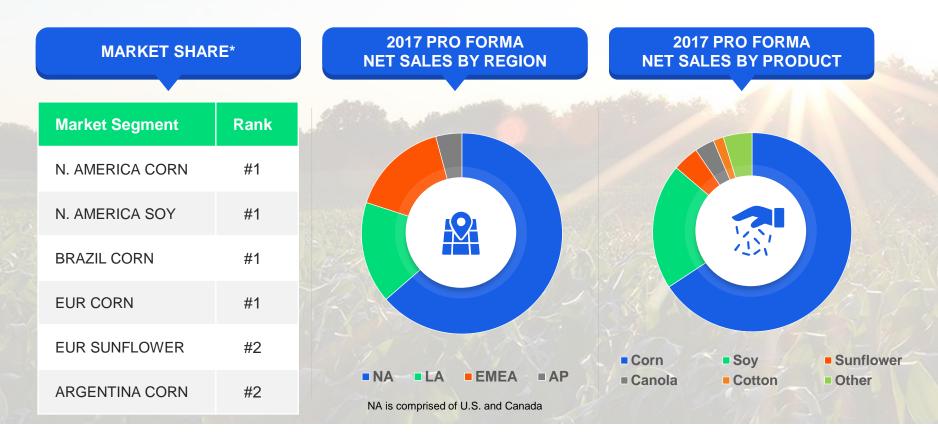


Launches pending applicable regulatory approvals

\* Represents the aggregate estimated peak sales of programs represented on slide; not inclusive of all pipeline programs

# SEED PLATFORM BY THE NUMBERS

LEADING SEED POSITION ACROSS LARGEST CROPS AND GEOGRAPHIES



\*Based on internal estimates



### STRONGEST AND MOST DIVERSE ADVANCED BREEDING ENGINE GLOBAL SYSTEMS WITH LOCAL DELIVERY TO ENHANCE PRODUCT PERFORMANCE

### **Digital Breeding**

- Enhanced breeding capabilities including infrastructure, germplasm, and talent
- Next generation tools to enable higher R&D pipeline throughput and increased genetic gain
  - 5.7 bu/A advantage vs.
     competition for N. America corn\*
  - 2.0 bu/A advantage vs. competition for A-series soybeans\*\*
  - Performance of European sunflower drove volume growth and market share gains

\* 3-year average of leader package versus competitors
 \*\* A-series line-up versus competitors; based on 42,000+ comparisons
 Launches pending applicable regulatory approvals



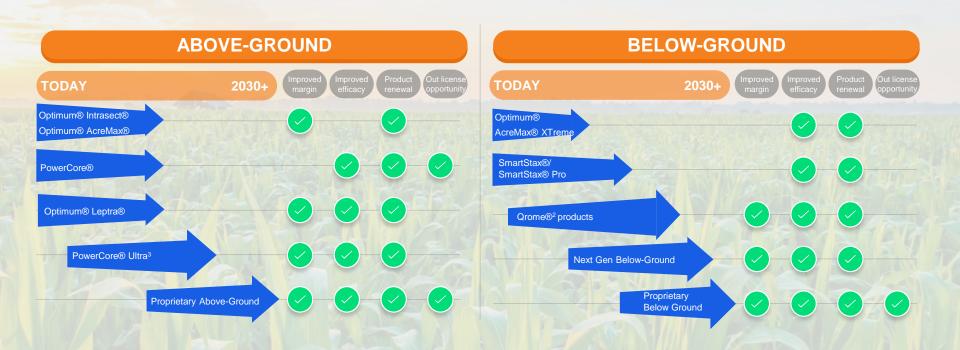
### **Targeted Breeding**

- Broadest CRISPR patent estate in industry
- Accelerated launch of next gen waxy corn hybrids; first commercial plantings expected to occur in 2019
- Leading dialogue globally on use of targeted breeding technology



# MAXIMIZING VALUE OF TRAIT LAUNCHES: CORN<sup>1</sup>

BALANCING USE OF PROPRIETARY AND LICENSED TECHNOLOGY



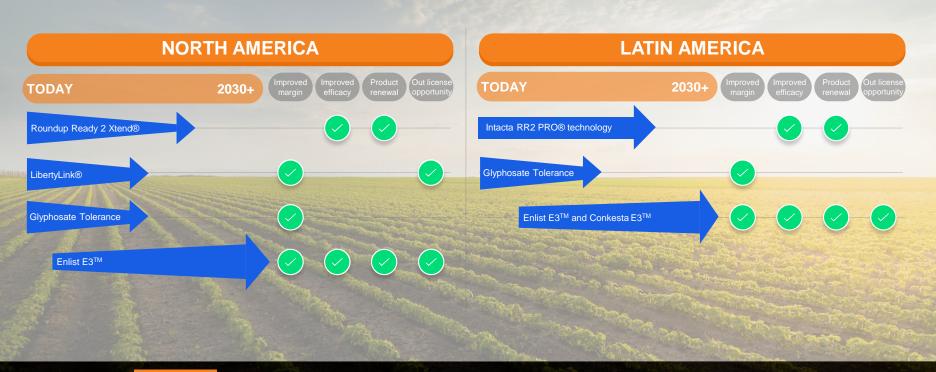
- Delivers compelling solutions
  - Integrates germplasm, traits and seed treatments
- Maximizes proprietary stack options

<sup>1</sup>Current estimated project plans <sup>2</sup>Limited stewarded commercial introduction <sup>3</sup>Launch introduction in Argentina Enlist<sup>™</sup> is part of the Enlist<sup>™</sup> weed control system which is sold in combination with other biotech stacked traits

**OVERALL** 



### **MAXIMIZING VALUE OF TRAIT LAUNCHES: SOYBEAN<sup>1</sup>** TRANSITIONING TO MORE PROPRIETARY TECHNOLOGY



- OVERALL
- Delivers compelling solutions
- Integrates germplasm, traits and seed treatments; enables Crop Protection
- Maximizes proprietary stack options and out-licensing opportunities

#### <sup>1</sup>Current estimated project plans



## **ENLIST<sup>™</sup> WEED CONTROL SYSTEM** TARGETING ~\$2B OF PEAK SALES FROM FULL SYSTEM





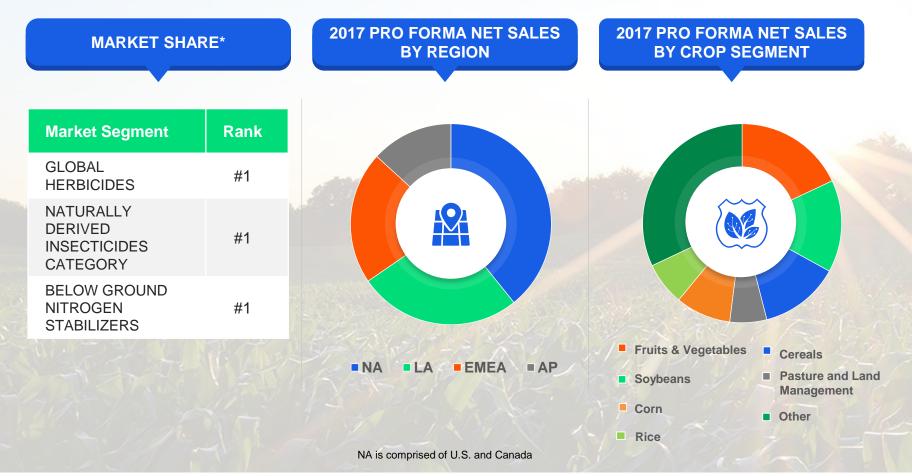
- Integrated system of novel traits and innovative and highly effective herbicides with a comprehensive management and stewardship program in corn, soybeans and cotton, across the Americas
- > Limited stewarded Enlist E3<sup>™</sup> soybean\* launch in North America
- > Enlist Duo® herbicides enable excellent weed control
- > Colex-D® technology delivers on-target application



14

# **CROP PROTECTION PLATFORM BY THE NUMBERS**

BALANCED GEOGRAPHIC MIX; STRONG ALIGNMENT WITH SEED OFFERING



\*Based on internal estimates



# SHAPING THE CROP PROTECTION PLATFORM TOWARD DIFFERENTIATED & COST ADVANTAGED OFFERINGS

### **DELIVER THE PIPELINE**

# Rapidly launch and ramp up new technology:

- Realize >\$3.5B of estimated peak sales from pipeline\*
- Dramatically expand disease control portfolio

### ENABLE COST ADVANTAGE

# Build competitive cost advantages:

- Deliver cost synergies
- Enable margin improvement of costadvantaged products

### **DRIVE DISCIPLINE**

# Disciplined portfolio management:

- Targeted acquisitions to enrich product offering
- Portfolio pruning through divestment







Targeting above-market growth rate





# **CROP PROTECTION PIPELINE HIGHLIGHTS**

LEADING DISEASE CONTROL AND EXPANDING RICE PROTECTION PORTFOLIOS

### **Robust Disease Control Portfolio**

### **Broadest pipeline in industry:**

- Inatreq<sup>™</sup> active ~\$350 million peak sales target
  - Naturally derived; targeting EUR cereals
- Vessarya<sup>™</sup> fungicide ~\$200 million peak sales target
  - Broadest solution set for ASR\*
- Zorvec® disease control >\$200 million peak sales target
  - Launched in >10 countries
- 4 additional disease control pipeline programs
- 2 additional seed treatment pipeline programs

### **Novel Rice Protection Offerings**

# Rinskor™ active rice herbicide >\$400 million peak sales target

- Expands leadership position in global rice herbicide market
- Targeting usage beyond rice protection
- Favorable environmental profile

# Pyraxalt™ rice insecticide ~\$150 million peak sales target

- Establishes leadership position in Asia Pacific brown plant hopper market
- Favorable environmental profile



ASR = Asian Soybean Rust



# **STRONG INSECT CONTROL PORTFOLIO**

DRIVING GROWTH IN 2018 AND BEYOND; WELL POSITIONED TO CAPTURE SHARE

### **Novel New Technologies**

# Continued growth from Isoclast<sup>™</sup>

~\$350 million peak sales target

# Launch of Pyraxalt<sup>™</sup> rice insecticide

~\$150 million peak sales target

### Sustained growth of Seed Applied Technologies

- Dermacor<sup>®</sup>
- Lumiderm<sup>™</sup>
- Lumiposa<sup>™</sup>
- Lumivia<sup>®</sup>



### **Growth from Existing Products**

# Significant growth from Spinetoram and Spinosad actives

- Increased supply with improved cost position
- Well positioned to compete with products divested from remedy

### Return to full supply of Vydate®

Enabling leading position in nematicides

Projecting double-digit revenue growth in 2018 for chewing and SAPfeeding markets



## **EXPANDING SEED APPLIED TECHNOLOGY ENTERPRISE** AN INTERSECTION OF THE CROP PROTECTION AND SEED PLATFORMS

Leading capability to deliver advanced seed applied technologies to improve grower productivity

## Robust Portfolio of Offerings

- Disease Protection
  - Lumisena<sup>™</sup>
- Insect Protection
  - Dermacor<sup>®</sup>
  - Lumiderm<sup>™</sup>
  - Lumiposa<sup>™</sup>
  - Lumivia®



Merger enables expansion of seed applied technology



# **DRIVING CUSTOMER VALUE THROUGH DIGITIZATION**

Agriculture's Digital Transformation Starts with the Farm



Digitize the farm

Connect the farm

Enable online marketplaces



## **Most Advanced Digital Solutions Offering**

### Granular®

- Silicon Valley-based company acquired in September 2017
- Leading Farm Management Software company
- Advanced vision to shape
   the future of farming



### Encirca®

- Advanced analyticdriven agronomic software
- Combined with Granular® and AcreValue<sup>™</sup> delivers broadest software offering to farmers



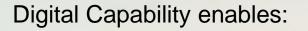
### AcreValue™

- Leading digital technology for valuing farmland real estate
- Potential to enable digital farmland marketplace
- Acquired as part of Granular® transaction





## DEPLOYING DIGITAL CAPABILITIES INTERNALLY TO DRIVE BUSINESS VALUE



- Data analytics generation leading to new insights and opportunities
- More effective and efficient demand creation
- Increased R&D productivity and improved product advancement
- Enhanced seed production





# INTEGRATED PORTFOLIO WITH FOCUS ON SUSTAINABILITY



WE MAKE AGRICULTURE AND THE FOOD SYSTEM HEALTHIER, SAFER, MORE PRODUCTIVE, AND MORE SUSTAINABLE



## **DOWDUPONT AGRICULTURE** ROBUST BUSINESS MODEL FOR CONSISTENT GROWTH



Award-winning innovation portfolio to drive top-line growth

Margin improvement enabled by pipeline trait strategy, and synergy delivery

\$

Sustainable competitive advantage

\*

Expanding digital capabilities



# **APPENDIX**



# **KEY SEED LAUNCHES THROUGH 2021**

TRAIT	CROPS	GEOGRAPHIES	TRAIT	CROPS	GEOGRAPHIES
	Corn	North America	ProPound <sup>®</sup>	Canola	Canada
	Cotton, Corn, Soy	U.S., Latin America	SmartStax PRO	Corn	North America
ConkestaE3 Soja enlist	Soy	Latin America	POWERCORE	Corn	Latin America
BLY HERBICIDE TOLERANCE	Canola	Canada	Next Gen Waxy	Corn	U.S.
2 Omega-9 Oils Healthier Olls. Healthier Business*	Sunflower	Canada, Europe		Canola	Canada



# **KEY CROP PROTECTION LAUNCHES THROUGH 2021**

Product	CROPS	GEOGRAPHIES					
<b>ARYLEX</b> ACTIVE	Cereal, Oilseed Rape, Sunflower	North America Latin America China					
	Cotton, Corn, Soy	U.S. Latin America					
INATREQ <sup>®</sup> ACTIVE	Cereal, Banana	Europe Latin America Africa					
<b>ISOCLAST</b> Active	Soy, Fruit, Vegetables	All Regions					
RINSKOR <sup>®</sup> Active	Rice, Pasture, Corn	U.S. Asia Pacific Latin America Europe					

Product	CROPS	GEOGRAPHIES
Vessarya™	Soy	Brazil
DuPont <sup>TM</sup> Pexalon <sup>TM</sup> INSECT CONTROL powred by PYRAXALT <sup>TM</sup>	Rice	Asia Pacific
Vellozine™	Soy, Fruit, Vegetables, Sugarcane	All Regions
DuPont <sup>™</sup> Zorvec <sup>™</sup>	Vegetables, Grapes	U.S.



# SEED PIPELINE

CORN		F	R&D	) PH	ASI	≣				<b>RKE</b> PRIMA			l OPI	Est. Peak Sales		
	0	1	2	3	4	5	6	NA	EUR	LA	AP	AF	<50	50-100	>100	H/M/L
KEY HIGHLIGHTED PRODUCT CONCEPTS																
PowerCore®								•								М
Qrome® products						LIMITE		•								Н
Enlist™								•		•						*
PowerCore® ULTRA					LIM	ITED				•						Н
SmartStax® Pro								•								Μ
NEXT GENERATION BIOTECH SOLUTIONS																
Yield & Yield Stability								•								М
Multiple Mode Herbicide Tolerance								•		•						
New MOA Lepidopteran Protection III								•		•	•	•				
New MOA Lepidopteran Protection IV								•		•	•	•				
New MOA Coleopteran Protection III								•								
New MOA Coleopteran Protection IV (new)								•								
DIGITAL & TARGETED BREEDING TECHNOLO	GIES															
Unified <sup>™</sup> Corn silage (new)								•								L
Next Gen Waxy (new)								•								L
<b>R&amp;D Phases</b> 0 = Discovery, 1 = Proof of Concept, 2 = Early Development, 3 = Advance <b>Market Opportunity</b> Market Opportunity reflects total acres in Primary Markets in million <u>Estimated Peak Sales Range</u> provided for projects Phase 3 or later in pipeline: L = \$0- Arrow indicates advancement or addition (2/17,2/18)	ns of acre	S				,		l sale or	use), 6 =	Ramp L	Jp					

Arrow indicates advancement or addition (2/17-2/18)

Products, concepts, or benefits described herein will not be offered for sale or distribution until completion of field testing and applicable regulatory reviews. Each Phase represents only the lead event for each program. Discovery and market evaluation is an ongoing process for all programs in the pipeline.

\*Enlist<sup>™</sup> corn is part of the Enlist<sup>™</sup> weed control system which is sold in combination with other biotech stacked traits; MOA = Mode of Action

# SEED PIPELINE

SOYBEAN	R&D PHASE							MARKETS					N OPP	Est. Peak Sales		
	0	1	2	3	4	5	6	NA	EU	LA	AP	AF	<50	50-100	>100	H/M/L
KEY HIGHLIGHTED PRODUCT CONCEPTS																
Roundup Ready 2 Xtend® technology								•								Н
Intacta RR2 PRO® technology										•						М
Plenish <sup>®</sup> High Oleic Soybean								•								М
Enlist E3™					LIM	TED		•		•						Н
Conkesta E3™										•						Н
Plenish <sup>®</sup> High Oleic Soybean with MMHT (new)								•								М
NEXT GENERATION BIOTECH SOLUTIONS																
Increased Soybean Oil & Improved Meal Value								•		•						
Multiple Mode Herbicide Tolerance II (new)								•		•						
New MOA Lepidopteran Protection*										•						
Asian Soybean Rust Resistance										•						
DIGITAL & TARGETED BREEDING TECHNOL	OGIE	ËS														
Next Generation High Oleic Soybean Oil (new)								•								

R&D Phases 0 = Discovery, 1 = Proof of Concept, 2 = Early Development, 3 = Advanced Development, 4 = Pre-Launch, 5 = Launch (Commercial sale or use), 6 = Ramp Up

Market Opportunity Market Opportunity reflects total acres in Primary Markets in millions of acres

Estimated Peak Sales Range provided for projects Phase 3 or later in pipeline: L = \$0-100 million, M = \$100-500 million, H = \$500+ million

Arrow indicates advancement or addition (2/17-2/18)

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MOA = Mode of Action, \*New MOA Lepidopteran Protection was renamed from Lepidopteran Protection on the 2017 DuPont Pipeline

## SEED PIPELINE

COMPLEMENTARY CROPS	R & D PHASE							MARK (•) PRIM		5	I OPF	Est. Peak Sales		
	0	1	2 3	3 4	5	6	NA	EULA	AP	AF	<50	50-100	>100	H/M/L
COTTON														
KEY HIGHLIGHTED PRODUCT CONCEPTS												-		
WideStrike® 3 insect protection x Enlist™ cotton							•							L
CANOLA														
KEY HIGHLIGHTED PRODUCT CONCEPTS														
Optimum <sup>®</sup> GLY Herbicide Tolerance							•		•					М
Herbicide Tolerant Canola with the LibertyLink <sup>®</sup> trait							•							L
TARGETED & ADVANCED BREEDING TECHNOLOGIES														
ProPound® Advanced Canola Meal							•	•	•					L
SUNFLOWER														
DIGITAL & TARGETED BREEDING TECHNOLOGIES														
Omega-9 Reduced Saturate Sunflower							•	• •						L

R&D Phases 0 = Discovery, 1 = Proof of Concept, 2 = Early Development, 3 = Advanced Development, 4 = Pre-Launch, 5 = Launch (Commercial sale or use), 6 = Ramp Up

Market Opportunity Market Opportunity reflects total acres in Primary Markets in millions in acres

Estimated Peak Sales Range provided for projects Phase 3 or later in pipeline: L = \$0-100 million, M = \$100-500 million, H = \$500+ million

Arrow indicates advancement or addition (2/17-2/18)

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# **CROP PROTECTION PIPELINE**

CROP PROTECTION			Rð	D Ph	ase <sup>1</sup>			Targ	et M	ided)	Estimated Peak		
CRUP PROTECTION	0	1	2	3	4	5	6	F&V	R&P	Rice	Corn	Oil Seed	Peak Sales <sup>2</sup>
WEED CONTROL													
Rinskor™ new mode of action broad spectrum weed control													М
Enlist™													М
Three "new" classes weed control leads													
"New" class of broad leaf weed control													
INSECT and NEMATODE CONTROL													
Lumivia® Seed Treatment													М
Lumiposa™ Seed Treatment													L
Pyraxalt™, new class of insect control for piercing pests													М
Vellozine <sup>™</sup> , new mode of action nematicide													М
Two "new" insect or nematode control leads													
"New" class of insect control													
"New" mode of action of insect control													
Two "new" classes of insect control for piercing pests													

1. R&D Phases 0 = Discovery, 1 = Proof of Concept, 2 = Pre Development, 3 = Development, 4 = Pre-Launch, 5=Launch, 6=Ramp Up

<sup>2.</sup> Estimated Peak Sales Range provided for projects Phase 3 or later in pipeline: L = \$0-100 million, M = \$100-500 million, H = \$500 million+

Arrow indicates advancement or addition (2/17-2/18)

Products, concepts, or benefits described herein will not be offered for sale or distribution until completion of field testing and applicable regulatory reviews. Each Phase represents only the lead event for each program. Discovery and market evaluation is an ongoing process for all programs in the pipeline.

# **CROP PROTECTION PIPELINE**

CROP PROTECTION			R&	D Pha	Ise <sup>1</sup>		Farget (Sha	Estimated Peak				
CROP PROTECTION	0	1	2	3	4	5	6	F&V	Cereals	Corn	Oil Seed	2
DISEASE CONTROL												
Inatreq™, novel mode of action and naturally derived												М
Vessarya™ unique disease control for Brazilian crops												М
Zorvec® oomycete control, new mode of action												М
Lumisena™ Seed Treatment												L
Broad-spectrum disease control I												н
Fungicide – Seed Treatment												L
Broad spectrum disease control II												М
"New" mode of action for control of soybean rust												
Three "new" disease control leads												

1. R&D Phases 0 = Discovery, 1 = Proof of Concept, 2 = Pre Development, 3 = Development, 4 = Pre-Launch, 5 = Launch, 6 = Ramp Up

2. Estimated Peak Sales Range provided for projects Phase 3 or later in pipeline: L = \$0-100 million, M = \$100-500 million, H = \$500 million+

Arrow indicates advancement or addition (2/17-2/18)

Products, concepts, or benefits described herein will not be offered for sale or distribution until completion of field testing and applicable regulatory reviews. Each Phase represents only the lead event for each program. Discovery and market evaluation is an ongoing process for all programs in the pipeline.



DO NOT APPLY DICAMBA HERBICIDE IN-CROP TO SOYBEANS WITH Roundup Ready 2 Xtend\* technology unless you use a dicamba herbicide product that is specifically labeled for that use in the location where you intend to make the application. IT IS A VIOLATION OF FEDERAL AND STATE LAW TO MAKE AN IN-CROP APPLICATION OF ANY DICAMBA HERBICIDE PRODUCT ON SOYBEANS WITH Roundup Ready 2 Xtend\* technology, OR ANY OTHER PESTICIDE APPLICATION, UNLESS THE PRODUCT LABELING SPECIFICALLY AUTHORIZES THE USE. Contact the U.S. EPA and your state pesticide regulatory agency with any questions about the approval status of dicamba herbicide products for in-crop use with soybeans with Roundup Ready 2 Xtend\* technology.

ALWAYS READ AND FOLLOW PESTICIDE LABEL DIRECTIONS. Soybeans with Roundup Ready 2 Xtend\* technology contain genes that confer tolerance to glyphosate and dicamba. Glyphosate herbicides will kill crops that are not tolerant to glyphosate. Dicamba will kill crops that are not tolerant to dicamba.

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DuPont<sup>TM</sup> Lumisena<sup>TM</sup> fungicide seed treatment will be available commercially on Pioneer<sup>®</sup> brand soybeans in the United States for the 2018 crop year. See your local Pioneer sales representative for details.

SmartStax®multi-event technology developed by Dow AgroSciences and Monsanto. ®SmartStax and the SmartStax Logo are registered trademarks of Monsanto Technology LLC.

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Enlist E3<sup>™</sup> soybeans jointly developed by Dow AgroSciences and MS Technologies

Slide 11 - Pioneer corn products vs competitor products – On Farm. Comparisons are against all competitors, unless otherwise stated, and within +/- 3 CRM of the competitive brand. Product responses are variable and subject to any number of environmental, disease and pest pressures. Individual results may vary.

Slide 11 – A-series data based on an average of 2016-2017 comparisons made in the U.S. through November 29, 2017. Comparisons are against all competitors, unless otherwise stated, and within +/- 3 RM of the competitive brand. Product responses are variable and subject to a number of environmental, disease, and pest pressures. Individual results may vary. Multi-year and multi-location data are a better predictor of future performance. DO NOT USE THIS OR ANY OTHER DATA FROM A LIMITED NUMBER OF TRIALS AS A SIGNIFICANT FACTOR IN PRODUCT SELECTION. Refer to www.pioneer.com/products or contact a Pioneer sales representative or authorized dealer for the latest and complete listing of traits and scores for each Pioneer<sup>®</sup> brand product.

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Supplemental unaudited pro forma information for DowDuPont is presented to illustrate the estimated effects of the Merger, assuming that the Merger had been consummated on January 1, 2016. For 2017, activity prior to August 31, 2017 (the "Merger Date") was prepared on a pro forma basis and activity after the Merger Date was prepared on a combined U.S. GAAP basis. The unaudited pro forma information was prepared in accordance with Article 11 of Regulation S-X. Pro forma adjustments have been made (1) accounting policy alignment, (2) eliminate the impact of transactions between Dow and DuPont, and (3) eliminate the effect of consummated or probable and identifiable divestitures agreed to with certain regulatory agencies as a condition of approval for the Merger.

