

## Let's start where it all began: The June 2016 NSM...



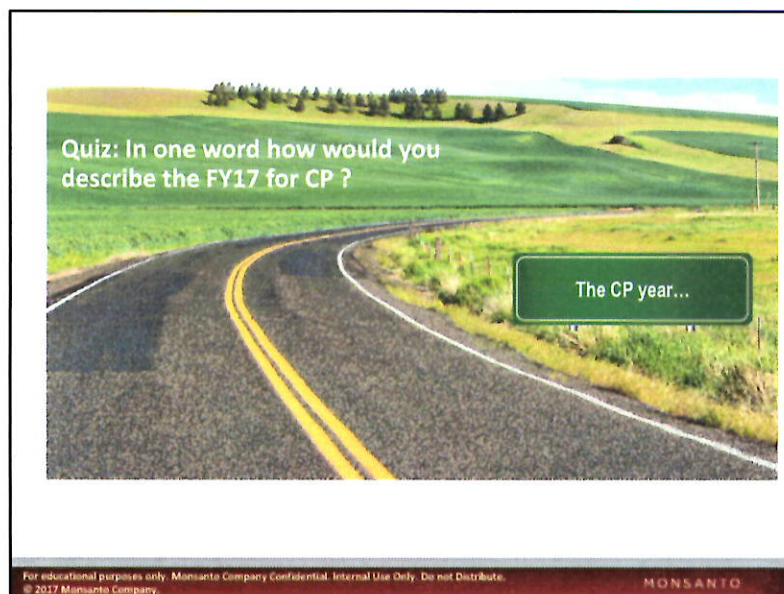
### Summary of Key Takeaways

- 1 We need to take full advantage of the new organisational structure **leveraging relationships** and programs.
- 2 Although we are going to face some price headwinds in the short term, we are living a very **exciting moment for crop protection**.
- 3 A critical success factor in the short term is to keep **driving discipline and efficiency** in the chemistry business with current products.
- 4 For the medium term we will **drive innovation** in current products through premises aligned to new traits.



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**In one word how would you describe the  
FY17 for CP ?**



\* Based on an email quiz to all the CP sales field

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## My word for it... Outstanding !!!



- Record fill volume with over **40M Regs in Glyphosate**;
- Strong selective fill volume with **31M Tech#s** reaching **77% of total budget**;
- EPA approved **XtendiMax®** herbicide with VaporGrip® Technology for in-crop use in November, 2016.
- Business plan volume reached **100% in Selectives** and **91% in Glyphosate**
- Three consecutive Glyphosate price increases after a long period...
- **Glyphosate products approved as a tank-mix partner** for XtendiMax™ herbicide with VaporGrip® Technology

GLY

DIC

SEL

70M REGs  
87% of the budget

8.2M Tech#s  
77% of the forecast

42M Tech#s  
106% of the budget

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**... those outstanding achievements helped us to  
build a great year together !**

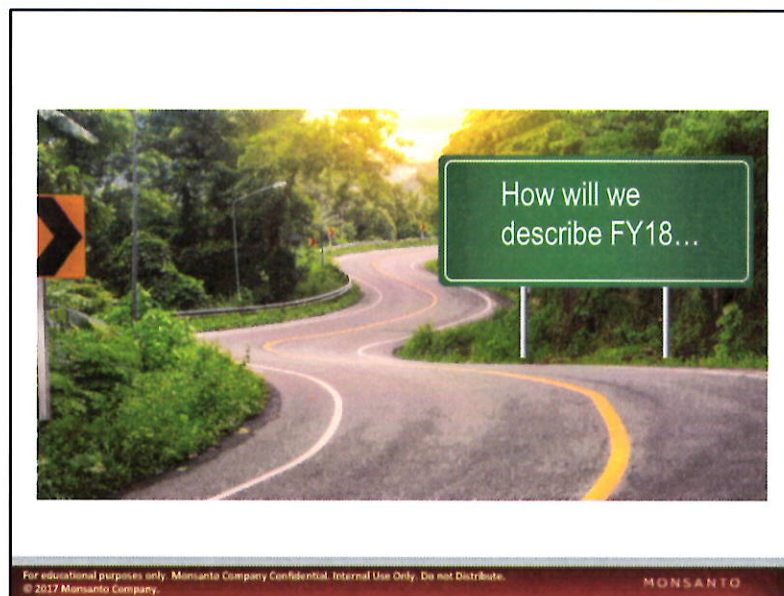


**Latest forecast +50% more than budget.**

**57% price and mix improvements and  
43% on operational efficiency**

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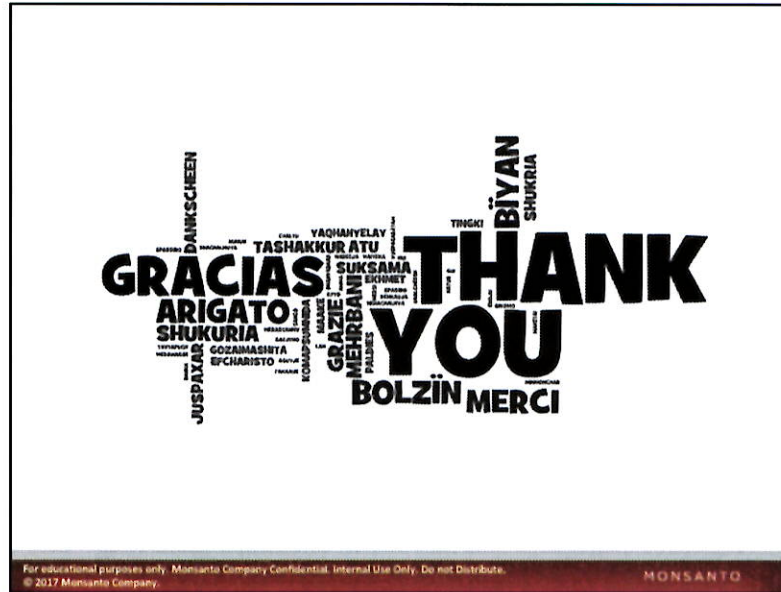
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## **Agenda**

- **Recognition**
- Product Launches
- Communication Plan
- Break
- Dealer Programs
- Roundup Ready Plus Crop Management Solutions
- Business Plans
- Q&A Brian Adams & Brian Naber

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Julio did a great describing this year. Think of this year like a jig saw puzzle. We just looked at the puzzle completed.

It is a great looking year and the CP Team wants to thank you for all of your hard work.

Everyone had to do their part to accomplish such a great year.

**Great Year!!**  
**Warrant® Herbicides and Warrant® Ultra**

**100% Of Target**

Dan Anderson	Keith Krobath	Tyler Schwertner
Lynn Angell	Ryan Lammers	Gene Sedivy
Bruce Bishop	Ken Lampkin	Addison Spolyar
Kevin Brown	Dan Lindgren	Mike Steinlage
Brad Davis	Terry Little	Dale Stouffer
Reed Froseth	Darryl Loggains	Jammy Turner
Dean Getting	Debbie Morehead	Robert Vaughn
Miller Greenlee	Kim Nikkel	Shawn Vis
Brittany Hanson	Skylar Paul	Eric Weaver
Mike Heins	Stephanie Rush	Kerry Yates
Travis Hohn	Dale Scheffler	Deanna Zwilling

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**Great Year!!**  
**Roundup® Agricultural Herbicide**  
100% Of Target

Nick Urish	Darryl Loaggains
Robert Vaughn	Brad Davis
Reed Froseth	Travis Hohn
Dean Gettings	Brian Tremel
Stephanie Rush	Denny Lawrence

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We ask for all of you to help us with pictures and testimonials. The creativity of the pictures have been great.

This effort is an extremely important part of our Marketing effort. I think all of you would like to see us be louder in market next year.

Farmers are telling us they want to hear about successes. For them to hear about it in your area – We need your help.

Many of you have stepped up and helped us out. Lynn Angel kicked it off with a few great shots with a drone.

And Miller Greenlee send the pictures on the screen in – I think you have a potential career in photography.



We held Social Media Contest to help promote this effort.  
Congratulations to the winners. Because of you and others that participated we received **more than 1.9 MILLION impressions for tweets with the hash tag [#XtendiMax](#) or [#XtendYourYield](#)** across all branded twitter accounts

Please continue to participate now with the upcoming social media contest that will kick off from the [@RRPLUS twitter](#) account beginning June 26. There will more chances to win and promote the system.

Congratulations to all of the people we have recognized on the slides and from the Crop Protection Marketing Team- I want to THANK each and every one of you a GREAT YEAR.

Because of the success and momentum we have ending the 2017 season with, we should all be very excited about the outlook for the 2018 season. When I think of 2018 the first thing I think of is the 2 Launches we will all be a part of.

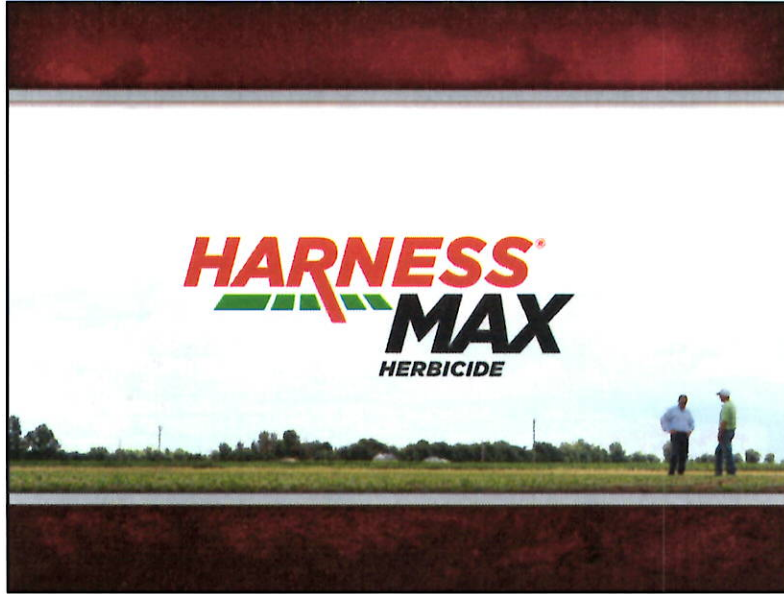
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## **Harness® MAX LAUNCH**

Launch Summer 17' for fall fill for the use in field corn, popcorn and production seed corn.  
• POG 2018

First HPPD containing product in Monsanto portfolio

### **POSITIONING POINTS:**

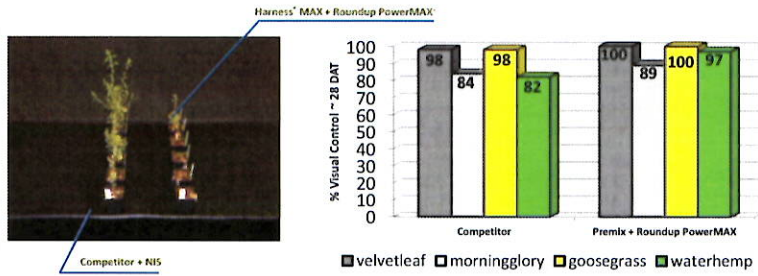
- **PREMIX** - Mesotrione + Acetochlor
- **EFFECTIVE** Residual & excellent Post- Emergence control
- **EXCELLENT** crop safety
- **COMPATIBLE** tank mix partner with Roundup® brand glyphosate-only agriculture herbicides
- Greater **EFFICACY** on pigweed species when used in conjunction with Roundup® brand glyphosate-only agricultural herbicides

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## How are we better?

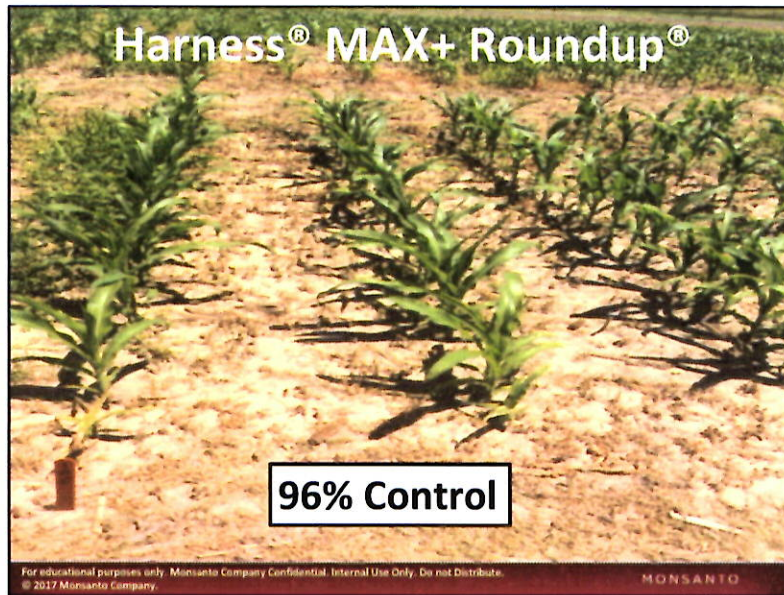
Evaluation of Harness<sup>®</sup> MAX + Roundup PowerMAX<sup>®</sup> vs. leading competitor  
Common Waterhemp (4")-28 DAT



Monsanto Greenhouse trial(s) 2017

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## How does Harness® MAX Stack up?

### **Harness® MAX (1.25 qt/A)**

Acetochlor - 1.25 pts/A

Mesotrione - 3.3 fl oz/A

**PLUS-** Roundup PowerMAX® 32 fl oz/A

### **Leading 3 way Competitor (3.6pts/A)**

S- Metolachlor - 1 pt/A

Mesotrione - 3 fl oz/A

Glyphosate acid- 27 fl oz/A

### **REASONS TO BELIEVE:**

- **Harness® MAX herbicide increased active ingredient vs. leading 3 way competitor at labeled rates**
- **Increased post emergence weed efficacy over leading 3 way competitor when tank mixed with Roundup® brand glyphosate-only agricultural herbicides**
- **Flexible application**



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## Expanded opportunity on the SAME ACRE

### 2 Pass Program

#### PRE-EMERGENT HERBICIDE

1.5-2.0 pt/A TripleFLEX® II Herbicide or  
1.5-1.75 pt/A Harness® or  
1.2-1.5 qt/A Harness® Xtra

#### POST EMERGENT HERBICIDE

1.25 qt/A (40 fl oz) Harness® MAX +  
32 fl oz/A Roundup PowerMAX®  
or Roundup WeatherMAX® +  
Atrazine + 2% V/V AMS

11" CORN MAXIMUM HEIGHT  
RESTRICTION TO APPLY  
POST EMERGE

### Current Tech # opportunity/Acre

Product	Rate	Tech #
TripleFLEX® II	2 pts	1.51
Harness® Xtra	1.8 qt	3.1257

### Same Acre...Bigger opportunity

Product	Rate	Pre Application	Post/Harness® MAX	Acre Opportunity
TripleFLEX® II	1.5 pt	1.137	1.765	2.902
Harness® Xtra	1.2 qt	2.08	1.765	3.845

\*To avoid exceeding the 3 lb/A limit on acetochlor per season, do not apply 64 fl oz/A Harness® MAX POST following 1.5 to 1.75 pt/A Harness® PRE.

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**ELMORE**

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## **Harness® MAX Herbicide Formulation Properties/Storing**

- Capsule Suspension (CS)
- Color – off-white / yellow tinted
  - Compared to Warrant® Herbicide it is a little yellowish
- Slightly more odor than Warrant® Herbicide
- Viscosity – similar to Harness Xtra? Herbicide
- Not Encapsulated
- Aging study – one year
  - Slight clear phase on top
  - No color change noted over time
  - Easy to return to homogeneous condition after mixing the suspend in all test runs

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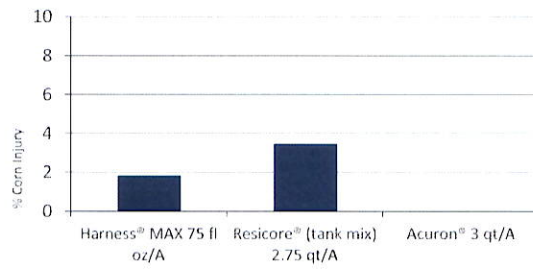
## **Harness® MAX Herbicide Adjuvant Recommendations**

- Adjuvant recommendations, especially POST
- Maximum rate limits
  - PRE – 55 to 95 fl oz/A – Standard rate 75 fl oz/A
  - POST – 40 to 75 fl oz/A – Standard rate 40 fl oz/A
- Total per season
- Tank mix recommendations (especially for large seeded broadleaves)
  - PRE
  - POST

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## Pre-emergence Corn Safety 6 to 10 DAT

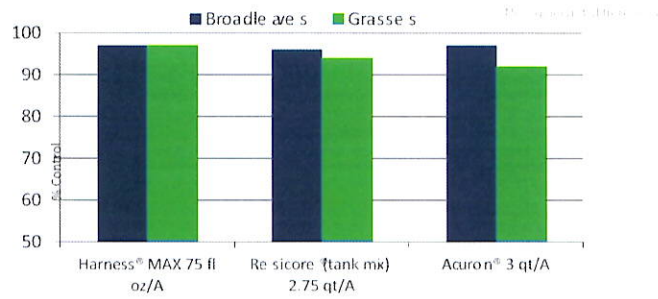


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## Weed Control 24 to 35 DAT (10 Mon and 10 field trials)



**Broadleaves:** Pigweed, velvetleaf, lambsquarters, morningglories, c. ragweed

**Grasses:** Foxtail, panicum, crabgrass, barnyardgrass

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## Harness® MAX Tank Mix Order

- Fill sprayer tank one half full with appropriate carrier
  - Pre-emergence- may use liquid fertilizer or clean water
  - Post-emergence- use clean water only
- Begin agitation and keep agitation going until content of tank are sprayed
- Add AMS
- Add Harness® MAX slowly (continue agitation)
- Add appropriate Adjuvant and UAN if needed and allowed.
- Continue filling tank sprayer until almost full
- If using a labeled tank mixture product, add the required amount at the end
- Fill Sprayer until completely full

Continue to agitate tank throughout the whole process

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## Reasons to Believe in FY18:

### 2017 Recap:

- Captured 80% of Corn Acetanilide and Warrant® herbicide budget during fill.
- Currently at 115% of Warrant® Herbicide budget and growing
- Tracking towards 100% Corn Acetanilide goal

2018	Preliminary Goal
Corn Acetanilide	32.5M
Warrant® Herbicide	16.3M

### *How are we going to accomplish 2018?*

- New product launch
  - New acre opportunities
- Anticipated corn acre increase 3% YOY
- Competitive Pricing
  - TripleFLEX® II Herbicide & Harness® Herbicide Adjusted
- Roundup Ready® Xtend Crop System paired with Warrant®

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# Thank you!

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