

# **Agenda**

Agenda Item	Speaker
Accelerating Performance and Growth	Chuck Magro – CEO
Seed Business	Tim Glenn – EVP, Seed
<b>Crop Protection Business</b>	Robert King – EVP, Crop Protection
Technology and Innovation	Sam Eathington – EVP, CTO, Digital
Financial Review	Dave Anderson – EVP, CFO
Q&A Panel	Kim Booth – VP, IR (Moderator)
R&D Showcase	R&D Leadership



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### Safe Harbor Regarding Forward-Looking Statements

#### **Forward-Looking Statements**

This presentation contains certain estimates and forward-looking statements within the meaning of Section 21E of the Securities Exchange Act of 1934, as amended, and Section 27A of the Securities Act of 1933, as amended, which are intended to be covered by the safe harbor provisions for forward-looking statements contained in the Private Securities Litigation Reform Act of 1995, and may be identified by their use of words like "plans," "expects," "will," "anticipates," "believes," "intends," "projects," "estimates," "outlook," or other words of similar meaning. All statements that address expectations or projections about the future, including statements about Corteva's financial results or outlook; strategy for growth; product development; regulatory approvals; market position; capital allocation strategy; liquidity; environmental, social and governance ("ESG") targets and initiatives; the anticipated benefits of acquisitions, restructuring actions, or cost savings initiatives; and the outcome of contingencies, such as litigation and environmental matters are forward-looking statements.

Forward-looking statements and other estimates are based on certain assumptions and expectations of future events which may not be accurate or realized. Forward-looking statements and other estimates also involve risks and uncertainties, many of which are beyond Corteva's control. While the list of factors presented below 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 forward-looking 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 Corteva's business, results of operations and financial condition. Some of the important factors that could cause Corteva's actual results to differ materially from those projected in any such forward-looking statements include: (i) failure to successfully develop and commercialize Corteva's pipeline; (ii) failure to obtain or maintain the necessary regulatory approvals for some of Corteva's products; (iii) effect of the degree of public understanding and acceptance or perceived public acceptance of Corteva's biotechnology and other agricultural products; (iv) effect of changes in agricultural and related policies of governments and international organizations; (v) effect of competition and consolidation in Corteva's industry; (vi) effect of competition from manufacturers of generic products; (vii) costs of complying with evolving regulatory requirements and the effect of actual or alleged violations of environmental laws or permit requirements; (viii) effect of climate change and unpredictable seasonal and weather factors; (ix) failure to comply with competition and anti-trust laws; (x) competitor's establishment of an intermediary platform for distribution of Corteva's products; (xi) impact of Corteva's dependence on third parties with respect to certain of its raw materials or licenses and commercialization; (xii) effect of industrial espionage and other disruptions to Corteva's supply chain, information technology or network systems; (xiii) effect of volatility in Corteva's input costs; (xiv) failure to raise capital through the capital markets or short-term borrowings on terms acceptable to Corteva; (xv) failure of Corteva's customers to pay their debts to Corteva, including customer financing programs; (xvi) increases in pension and other post-employment benefit plan funding obligations; (xvii) risks related to environmental litigation and the indemnification obligations of legacy EID liabilities in connection with the separation of Corteva: (xviii) risks related to Corteva's global operations: (xix) failure to effectively manage acquisitions, divestitures, alliances, restructurings, cost savings initiatives, and other portfolio actions; (xx) capital markets sentiment towards ESG matters; (xxi) risks related to COVID-19; (xxii) Corteva's ability to recruit and retain key personnel; (xxiii) Corteva's intellectual property rights or defend against intellectual property claims asserted by others; (xxiv) effect of counterfeit products; (xxv) Corteva's dependence on intellectual property cross-license agreements; (xxvi) other risks related to the Separation from DowDuPont; and (xxvii) risks related to the Russia and Ukraine military conflict.

Additionally, there may be other risks and uncertainties that Corteva is unable to currently identify or that Corteva does not currently expect to have a material impact on its business. Where, in any forward-looking statement or other estimate, an expectation or belief as to future results or events is expressed, such expectation or belief is based on the current plans and expectations of Corteva's management and expressed in good faith and believed to have a reasonable basis, but there can be no assurance that the expectation or belief will result or be achieved or accomplished. Corteva disclaims and does not undertake any obligation to update or revise any forward-looking statement, except as required by applicable law. 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 "Risk Factors" section of Corteva's Annual Report on Form 10-K, as modified by subsequent Quarterly Reports on Forms 10-Q and Current Reports on Form 8-K. All statements regarding the sustainability of our products, or their environmental and health impacts, assume the product is used in accordance with the label and all regulatory restrictions.



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### A Reminder About Non-GAAP Statements and Pro Forma Financial Information

#### **Corteva Unaudited Pro Forma Financial Information**

In order to provide the most meaningful comparison of results of operations and results by segment, supplemental unaudited pro forma financial information has been included in this presentation for the year ended December 31, 2019. This presentation presents the pro forma results of Corteva, after giving effect to events that are (1) directly attributable to the Merger of DuPont and Dow, the receipt of Dow AgroSciences, debt retirement transactions related to paying off or retiring portions of Historical DuPont's existing debt liabilities, and the separation and distribution to DowDuPont stockholders of all the outstanding shares of Corteva common stock; (2) factually supportable and (3) with respect to the pro-forma statements of income, expected to have a continuing impact on the consolidated results. Refer to Corteva's Form 10 registration statement filed on May 6, 2019, which can be found on the investors section of the Corteva website, for further details on the above transactions. The pro-forma financial statements were prepared in accordance with Article 11 of Regulation S-X that was in effect prior to recent amendments, and are presented for informational purposes only, and do not purport to represent what the results of operations would have been had the above actually occurred on the dates indicated, nor do they purport to project the results of operations for any future period or as of any future date.

#### Regulation G (Non-GAAP Financial Measures)

This presentation includes information that does not conform to U.S. GAAP and are considered non-GAAP measures. These measures may include operating EBITDA, pro forma operating EBITDA margin, pro forma operating earnings (loss) per share, pro forma operating earnings (loss) per share, and net debt. Management uses these measures internally for planning and forecasting, including allocating resources and evaluating incentive compensation.

Management believes that these non-GAAP measures best reflect the ongoing performance of the Company during the periods presented and provide more relevant and meaningful information to investors as they provide insight with respect to ongoing operating results of the Company and a more useful comparison of year over year results.

These non-GAAP measures supplement the Company's U.S. GAAP disclosures and should not be viewed as an alternative to U.S. GAAP measures of performance. Furthermore, such non-GAAP measures may not be consistent with similar measures provided or used by other companies. For full year 2019, these non-GAAP measures are being reconciled to a pro forma GAAP financial measure prepared and presented in accordance with Article 11 of Regulation S-X that was in effect prior to recent amendments. Reconciliations for these non-GAAP measures to U.S. GAAP are provided at the end of this presentation.

Corteva is not able to reconcile its forward-looking non-GAAP financial measures to its most comparable U.S. GAAP financial measures, as it is unable to predict with reasonable certainty items outside of the company's control, such as Significant Items, without unreasonable effort. For Significant Items reported in the periods presented, refer to the non-GAAP reconciliations at the end of this presentation. Beginning January 1, 2020, the Company presents accelerated prepaid royalty amortization expense as a significant item. Accelerated prepaid royalty amortization represents the noncash charge associated with the recognition of upfront payments made to Monsanto in connection with the Company's non-exclusive license in the United States and Canada for Monsanto's Genuity® Roundup Ready 2 Yield® and Roundup Ready 2 Xtend® herbicide tolerance traits. During the five-year ramp-up period of Enlist E3®, Corteva is expected to significantly reduce the volume of products with the Roundup Ready 2 Yield® and Roundup Ready 2 Xtend® herbicide tolerance traits beginning in 2021, with expected minimal use of the trait platform after the completion of the ramp-up. Additionally, in connection with the Company's shift to a global business unit model, the Company has assessed its business priorities and operational structure to maximize the customer experience and deliver on growth and earnings potential. As a result of this assessment, the company has committed to restructuring actions that, combined with the impact of the company's separate announcement to withdraw from Russia and stop production and business activities ("Russia Exit") (collectively the "2022 Restructuring Actions"), have resulted in expected total pre-tax restructuring and other charges of approximately \$350 million to \$420 million. The restructuring actions associated with these charges are expected to be substantially complete in 2023.

Organic sales is defined as price and volume and excludes currency and portfolio impacts. Operating EBITDA is defined as earnings (loss) from continuing operations before income taxes) before interest, depreciation, amortization, non-operating benefits (costs), foreign exchange gains (losses), and net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting, excluding the impact of significant items. Non-operating benefits (costs) consists of non-operating pension and other post-employment benefit (OPEB) benefits (costs), tax indemnification adjustments, environmental remediation and legacy businesses and the 2021 officer indemnification payment. Tax indemnification adjustments relate to changes in indemnification balances, as a result of the application of the terms of the Tax Matters Agreement, between Corteva and Dow and/or DuPont that are recorded by the Company as pre-tax income or expense. Operating EBITDA margin is defined as Operating EBITDA as a percentage of net sales. Operating earnings (loss) per share are defined as "earnings (loss) per common share from continuing operations - diluted" excluding the after-tax impact of significant items, the after tax impact of non-operating benefits (costs), the after-tax impact of amortization expense associated with intangible assets existing as of the Separation from DowDuPont, and the after-tax impact of net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting. Although amortization of the Company's intangible assets is excluded from these non-GAAP measures, management believes it is important for investors to understand that such intangible assets contribute to revenue generation. Amortization of intangible assets that relate to past acquisitions will recur in future periods until such intangible assets have been fully amortized. Any future acquisitions may result in amortization

The Company also uses Free Cash Flow Conversion as a non-GAAP measure to evaluate and discuss its liquidity position and ability to generate cash. Free Cash Flow Conversion is defined as free cash flow, which is cash provided by operating activities less capital expenditures, divided by Operating EBITDA. We believe that Free Cash Flow Conversion provides investors with meaningful information regarding the Company's ongoing ability to generate cash through core operations, and our ability to service our indebtedness, pay dividends (when declared), make share repurchases, and meet our ongoing cash needs for our operations. Corteva is not able to reconcile its forward-looking Free Cash Flow Conversion non-GAAP financial measure to its most comparable U.S. GAAP financial measure, as it is unable to predict with reasonable effort.



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# **Accelerating Performance and Growth**

# **Chuck Magro**

**Chief Executive Officer** 

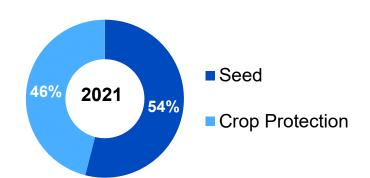




### **Our Purpose**

To enrich the lives of those who produce and those who consume, ensuring progress for generations to come.

# **Two Segments, One Integrated Technology Company**



### **Our Winning Aspiration**

To be the leader of innovative sustainable solutions for farmers worldwide, today and tomorrow ... to become the world's most valuable Agriculture Solutions company

#### **Our Values**

Enrich Lives Stand Tall

Be Upstanding Build Together

Be Curious Live Safely





# **Key Messages**

Corteva **Advantage Integrated Pure-Play Ag Company** 

### **Areas of Focus**

**What Will Drive Value** 

- Address global challenges
- BU structure / accountability



Refined strategy, operating model and culture

**New Financial Framework** 

- Accelerating earnings and margin
- Cash flow and capital deployment



Formula for value creation

**Ag Technology** Leader

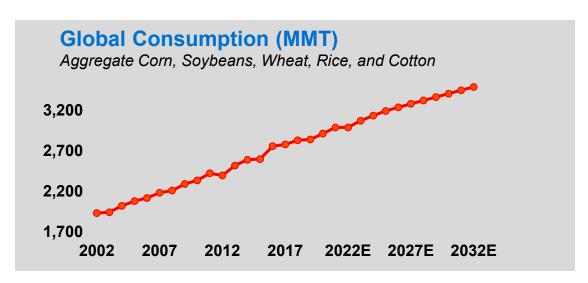
- Investment in innovation / technology
- ESG through sustainable solutions

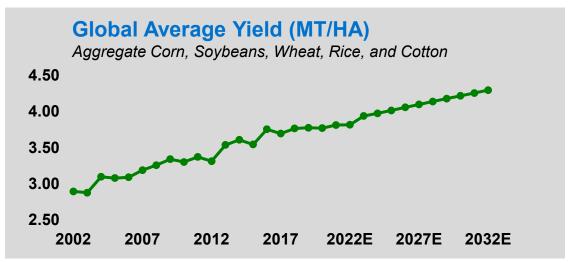


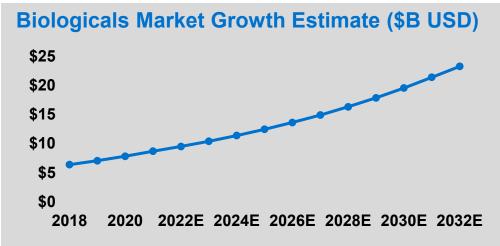
**Attractive long-term** growth profile

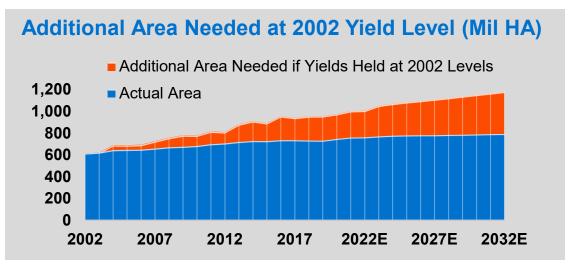


# Continued Positive Outlook for Global Ag Tech Industry











# Streamlined Portfolio Accelerating Performance and Growth

#### **Where to Play Choices**

- 1. ~110 countries, ~20 must-win countries
- 2. Focused investment in select crops
  - ✓ Seed: corn, soy, canola, sunflower, cotton, sorghum
  - ✓ Crop Protection: fruit & vegetables, corn, soy, cereals, rice
- 3. Focus on differentiated, sustainable solutions
- Grow seed licensing business and distribution channel
- 5. Redirect and increase R&D investment



### 2025 Targets

- **~60%** Enlist E3<sup>®1</sup> on U.S. Soybean Acres
- >60% of Crop Protection revenue from differentiated<sup>2</sup> products
- Reduce net royalties by **50%**Path to royalty neutrality by end of decade
- R&D investment ~8% of net sales
- 100 150 bps margin³ improvement per year

## Delivering Greater Value to Farmers While Increasing Margins



# Value Creation Framework Driving Margin Expansion

Yield-

advantaged

technology

driving mix

improvement

>60% of Crop

revenue from

differentiated<sup>2</sup>

**Protection** 

products

Royalty **Neutrality** 

**Portfolio Simplification** 

Focus on core markets EBITDA Margin<sup>1</sup> and crops

>\$250M lower

net royalties driven by Enlist

Increased licensing income from proprietary traits

**Operational** Excellence

Improvement in SG&A as percent of sales

Focused cost actions translate to ~\$400M in savings

**Investing for Growth and Profitability** 

Increased R&D investment

**Cost inflation** on inputs

21 – 23% EBITDA Margin<sup>1</sup> FY 2025E

Multiple Margin Expansion Opportunities Within Our Control

**Product Mix** 



17.4%

**FY 2022E** 

# Innovation and Technology Fueling Growth

\$24B of Estimated Peak Net Trade Revenue<sup>1</sup> to be Generated by 2035

Increasing Investment in Talent, Capabilities, and Collaborations to Add Opportunities and Growth



- Germplasm yield advantage
- Sustainable Crop Protection

# **Building Strength**

- Proprietary biotech pipeline
- Differentiated Crop Protection

# Investing for Growth

- · New breeding techniques
- Digital enablement
- Biologicals and Seed Applied Technology
- Energy and specialty protein/oil

### \$15B Seed Pipeline<sup>1</sup>

Corn next-gen traits will deliver increased margin

8 bushel per acre yield advantage<sup>2</sup> in U.S. corn

Enlist E3<sup>®3</sup> penetration through proprietary germplasm

35% Brazil Conkesta E3 soybean share by end of decade

### \$9B Crop Protection Pipeline<sup>1</sup>

>10 new Als to be launched between 2022 - 2035

~\$1B franchises in natural and naturally – inspired insecticides and fungicides

Sustainably-advantaged and differentiated products

### Industry Leading Return on R&D Investment



# **Frontier** Markets

Corteva will redirect and increase R&D in:

- Emerging technologies
- New opportunities that could translate into new business models over the next decade
- Consistent with sustainability goals

#### **Biologicals**



#### **Bio-Based Fuels**



#### **Specialty Protein / Oils**



### Mid - to - Next Decade Growth Opportunities

2021 addressable market ~\$9B

2035 addressable market ~\$30B (~20-25% of CP market)

Complementary to traditional crop chemistries with favorable environmental profile

8 billion gallons of renewable oils from oilseeds by 20301

Increased demand for corn ethanol and sustainable aviation fuels

Double cropping system reduces carbon intensity of oil production by ~2.6x<sup>2</sup>

Specialty protein and oils for human consumption

Expanded our leadership in healthy oils through biotechnology, including Plenish® and ProPound<sup>TM</sup>

Modified protein composition in soybean for animal feed

### **Competitive Strengths to Enable Growth**

Industry-leading gene editing

Out-licensing and unique stacking opportunities

**Expanding native** diversity to drive yields

Transforming our digital program to product enablement

### Significant Additional Upside Potential from Frontier Markets



### A More Sustainable Future

### **Sustainable Innovation**

Allowing farmers to increase productivity and profitability potential, provide climate solutions and improve resilience to mounting pressures

- √ ~90% of newly launched Crop Protection solutions meet our sustainability criteria
- ✓ Over 1 million acres enrolled in Corteva Carbon Initiative

### **Biodiversity**

Agronomic best practices and investment in preventing future land-use change to support ecological balance, productivity, and climate resilience

√ 7-year registration for Enlist® herbicides are the first herbicides to complete assessment under EPA's new Endangered Species Act policy









# **Greenhouse Gas Emissions**

Committed to taking steps to reduce our GHG footprint

- √ 7% improvement in Scope 1 and Scope 2 emissions intensity ratio from 2020 to 2021
- ✓ Energy-efficient research center expansion designed to achieve zero emissions under construction in Esbach, Germany

# Inclusion, Diversity & Equity

Attract and retain the best talent from a variety of backgrounds and enable a culture of belonging

✓ On track to increase global female and U.S. minority representation by 10% and 20%, respectively, from 2020 to 2026



## Strategy to Achieve Long-Term Value Creation

### **Unique Market Position**

95+ years of best-in-class germplasm

Advantaged route-to-market strategy

Unparalleled farmer relationships

~60% Enlist E3<sup>®1</sup> on U.S. Soybean Acres

# Sustainable Technology Portfolio

Market-leading sustainablyadvantaged solutions

Differentiated technologies

Out-licensing opportunities on cross-business technologies

>60%
Differentiated<sup>2</sup>
CP Revenue

# Value Creation Catalysts

Price-for-value strategy

Cost actions to support operating leverage

Simplified, fit-for-purpose support model

100 – 150 bps Margin<sup>3</sup> Growth per Year

# Strategic Capital Deployment

Investment-grade balance sheet

Capacity for growth investments

Impressive track record of shareholder returns

New **\$2B** Share Repurchase Program

### Accountability, Simplicity and Speed to Accelerate Performance



# Seed

# **Tim Glenn**

Executive Vice President, Seed Business Unit



## **Seed Business Summary**

### Broad Based Revenue

2021 Financial
Performance

Net Sales \$8.4B

Operating EBITDA \$1.5B

EBITDA Margin 18.0%

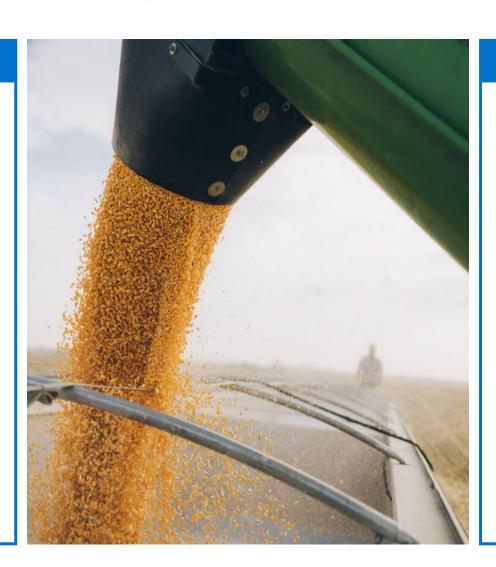
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North America 60%

EMEA 19%

Latin America 17%

Asia Pacific 4%



### **Business Highlights**



Leading positions in key markets



Best-in-class germplasm



Proven record of capturing value for innovation

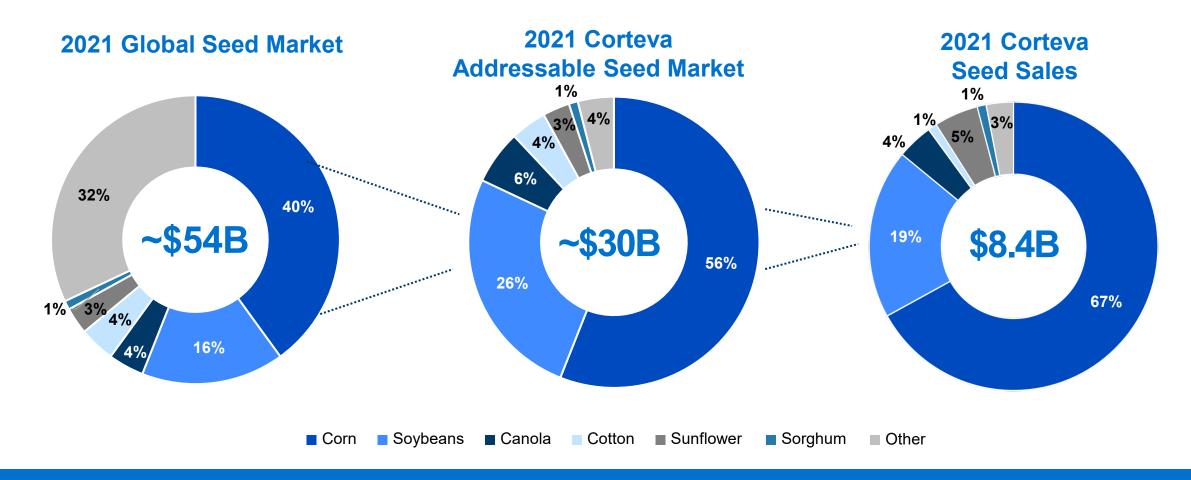


Pathway to royalty neutrality



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# Profitable Global Seed Business in Growing Market



Addressable Market Expected to Grow to ~\$40B by 2035



# **Leading Positions Across All Regions**

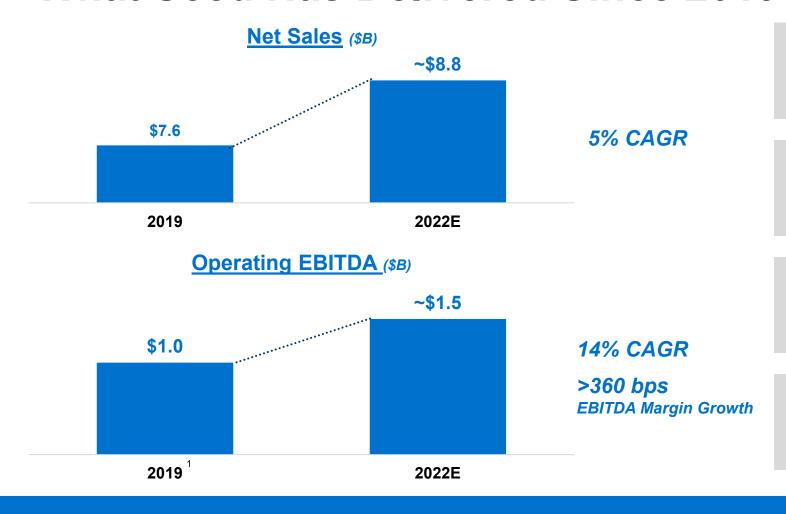
2021 Corteva Seed Sales and Rank by Region



### Focused on Most Valuable Market Segments



### What Seed Has Delivered Since 2019



Share gains in key markets; Completed brand consolidation globally

Price-for-value strategy in multiple routes-to-market

Best-in-class germplasm; Advancing traits and technology

Continued cost and productivity gains through consolidation of production footprint and strong execution

Setting Stage for Continued Operating EBITDA Growth 2022 - 2025



# Simplification and Focus to Accelerate Performance

Seed Business Unit Will Focus on Two Core and Four Regionally Relevant Crops

#### Where to Play

#### **Increased Crop Focus**

Shift investment to corn and soybean, four regionally relevant crops - canola, cotton, sorghum and sunflower

**Strengthened Core Geographic Focus**Core markets of the Americas and Europe



#### **How to Win**

#### Innovation

Concentrate R&D spend on corn and soybean germplasm, traits and expansion of emerging capabilities

#### **Advantaged Route to Market**

Differentiated customer relationships through deep customer intimacy

#### Licensing

Enhance out-licensing for both traits and germplasm



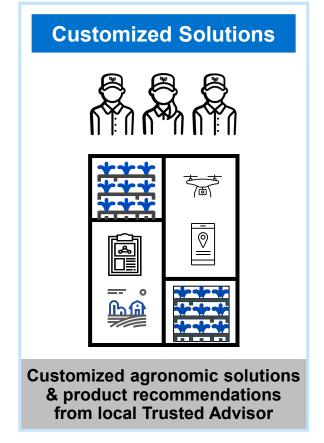
INVESTOR DAY 2022 | SEED

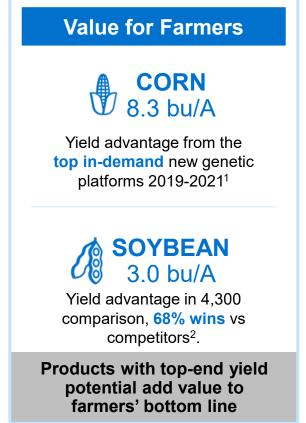
# Innovations Built on Advantaged Germplasm

**Driving New Opportunities for Future Growth** 









# **Comprehensive Seed Route-To-Market**

Focused Deployment Based On Local Market Needs

### Flagship Pioneer® **Brand Globally**

High-touch experience with premium products and services



#### **Full-Service Retail Brand** ~10 countries

Full-service retail, broad selection of high-quality inputs and services



### **Regional Brands** ~5 countries

Local professional with local knowledge, local experience

















**Trait &** Germplasm Licensing

Buy from Non-Corteva Agriscience Source













## **Advantaged Pioneer Route-to-Market**

Fastest Discovery of Customer Needs and Servicing



#### **Trusted Flagship Brand**

Unique, leading positions in all major corn markets

#1 North America soybean brand since 1989

>50% of NA Pioneer customers have been with us for **7+ years** 



### **Exclusive Agency Model**

Advantaged route-to-market strategy with iconic Pioneer® brand

Premium customer experience meets the evolving needs of farmers

Ability to **quickly respond** to customer needs and competitive challenges

Pioneer Represents >75% of Corteva Corn and Soy Sold Globally



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# Brevant® Seeds: Promising Runway for Further Growth

Differentiated Customer Offering for Retail Channel



# High-Value Brand focused on Full-Service Retail

#### **High-performance products**

Access to the one-third of NA corn and soybean purchased through retail

Unique Corteva genetics, proven performance and improved agronomics

Class of 2022 new corn hybrids won 72% of comparisons vs. competitors<sup>1</sup>



### **Significant Opportunity**

#### **Driving product expansion**

Previously underserved market for Corteva in U.S. Corn Belt

Low-level overlap with Pioneer customers

Mid-single digit U.S. retail market share, with gains achieved in 2021 and 2022

>40% Of NA Corn Volume Growth Between 2021-2025



## **Optimized Global Seed Operations**

#### **Fit for Purpose Footprint**

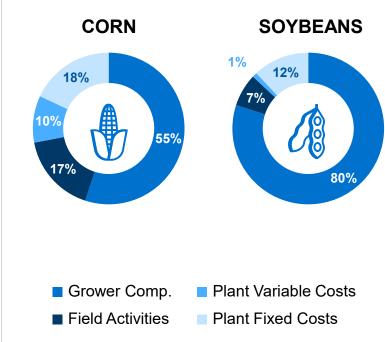


Global network producing for all brands

**80%-90%** of seed produced internally with strategic use of 3<sup>rd</sup> parties supporting internal network

Presence in 30 countries

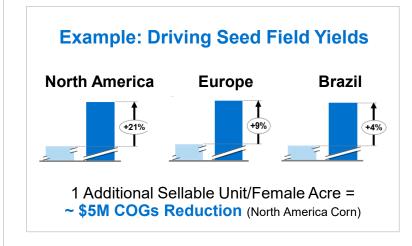
#### **Seed Production Costs**



#### **Productivity**

Teams focused on continuous improvement

Grower and Field costs are the largest opportunities to drive productivity



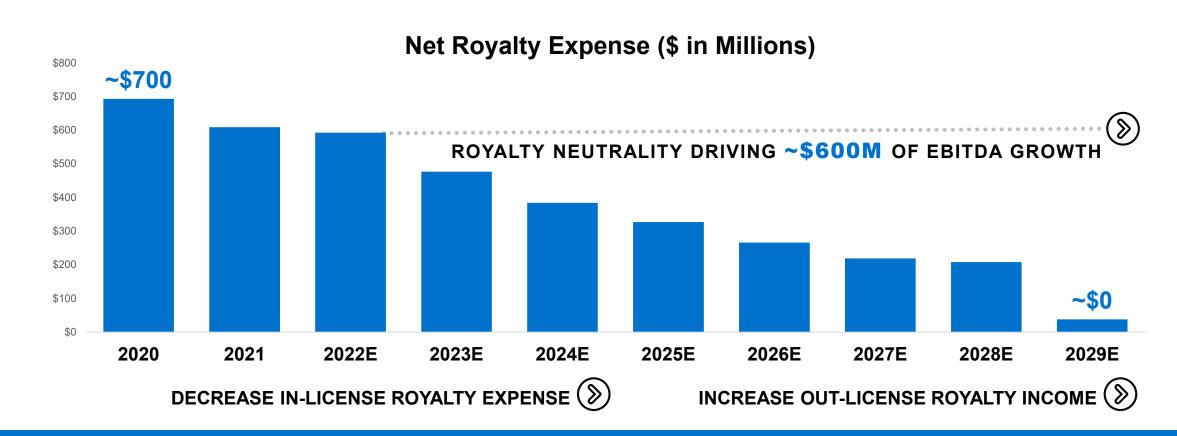
### Strategic Global Footprint Driving Margin Enhancement



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## Path to Royalty Neutrality by End of Decade

Shift from Reliance on 3rd Party to Corteva Proprietary Traits



△ Royalty Will Deliver >120 bps of Margin Expansion 2022 - 2025



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# **Brazil Soybean Market Offers Significant Opportunities**

# Significant & Growing Market Opportunity

Largest soybean market area in world – **42 M ha** 

Insect-protected soybeans ~80% of market\*

Glyphosate resistant weeds are growing concern – emerging herbicide tolerance opportunity

#### **Leading Technology**

Conkesta E3 <sup>®</sup> and Enlist E3 <sup>®</sup> soybeans launched in 2021/2022 crop year





In-field comparison of insect damage







Control

#### **Setting the Foundation**

Conkesta E3® and Enlist E3® soybeans anticipated 10X revenue growth by 2026

Growth driven by multiplier networks

**Strengthening collaborations** with industry-leading regional breeding collaborators

**Broad licensing** to leading genetic suppliers

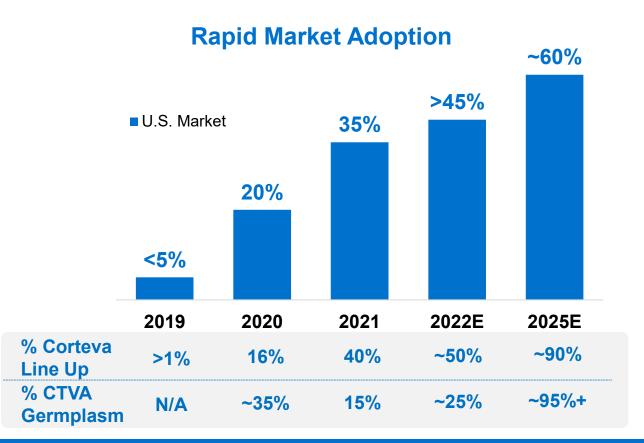


Trait penetration at maturity ~35% share by end of decade

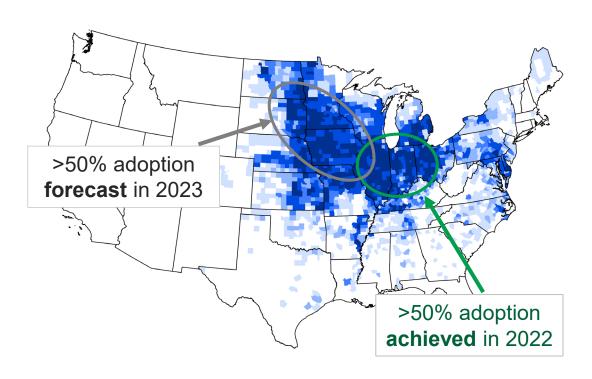


# Rapid Enlist E3<sup>®</sup> Soybean Adoption in U.S. Market

Fastest Growing Multi-mode Herbicide Trait System in Soybeans



### **2022** Enlist E3<sup>®1</sup> Soybean Industry Adoption



3x Margin Improvement<sup>2</sup> with Proprietary Corteva Genetics for Enlist E3<sup>®1</sup> Soybeans vs. Roundup Ready 2 Xtend<sup>®</sup> Soybean Technology



### **Seed Priorities**



#### **Grow the Business**

Global leadership in corn and soybeans; strong positions in select regionally important crops



#### **Product Excellence**

**Innovative solutions** that drive productivity and create value for farmers



#### **Differentiated Customer Experience**

Deliver globally through the Pioneer® brand; expand market reach through Brevant® seeds or other brands and channels



### **₩ W** Margin Expansion



Grow EBITDA margins through proprietary technology, efficient operations, and price-value capture





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# **Crop Protection**

# **Robert King**

Executive Vice President, Crop Protection Business Unit



## **Crop Protection Business Summary**

#### **Broad Based Revenue**

2021 Financial Performance			
Net Sales	\$7.3B		
Operating EBITDA	\$1.2B		
EBITDA Margin	16.6%		

% of 2021	Net Sales
North America	35%
EMEA	21%
Latin America	29%
Asia Pacific	15%



### **Highlights**



Competitive Positions in key markets and across core crops with attractive growth outlook



Advantaged Offerings with ~50% of 2021 Net Sales from differentiated products<sup>1</sup> and opportunity to grow through 2025

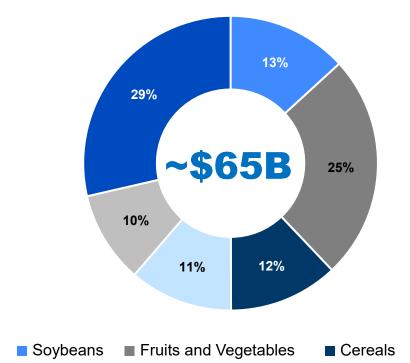


Track Record in launching New Products, with \$1.5B of New Product sales in 2021, across 8 products that meet our sustainable innovation criteria<sup>2</sup>



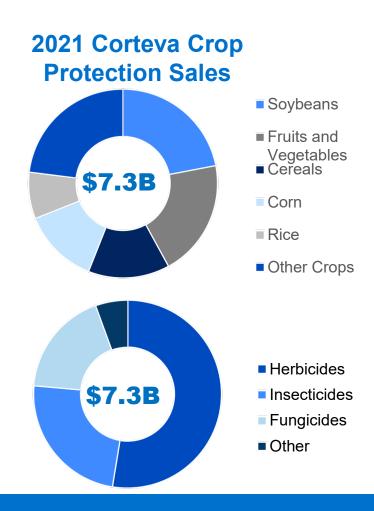
## **Global Crop Protection Market**

**2021 Global Crop Protection Addressable Market** 



Rice

Crop Protection
Addressable Market
Expected to Grow
to >\$100B by 2035



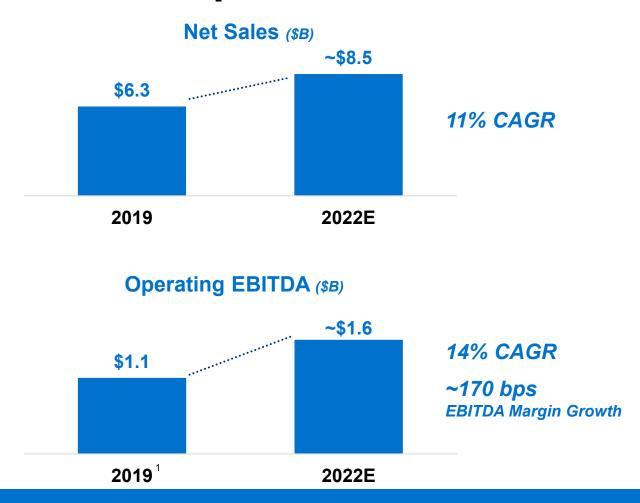
Attractive Market Position and Strength in Core Crops



Corn

Other Crops

# What Crop Protection Has Delivered Since 2019



~\$4.5B of sales from differentiated<sup>2</sup> Crop Protection products expected in 2022

Execution on price for value strategy and productivity in the face of significant inflationary headwinds

Resilient global supply chain with multi-sourcing capabilities to deliver for our customers

Advancing manufacturing strategy to balance IP protection and overall cost-competitiveness

### Continued Operating EBITDA Growth 2022 - 2025



# Simplification and Focus to Accelerate Performance

Providing the most differentiated and sustainability-advantaged solutions in the market, through alignment of our innovation pipeline with focused crop and geographic participation

### Where to Play

**Differentiated and Sustainably** advantaged portfolio

**Strengthen focus on core geographies** of U.S., Canada, Brazil, India, and Western Europe

**Focus on 5 core crop groups**: Fruit & Vegetables, Soy, Cereals, Corn and Rice

**Reduce under-performing molecules** and focus on growing products with potential to improve



#### **How to Win**

**Innovation** to enhance a robust pipeline

Competitive operating model that is flexible, capital light, and has lower operating costs from improved external manufacturing partnerships

**Strategic partnerships** focused on Biologicals and Seed Applied Technologies

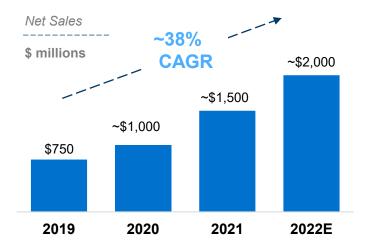


## **New Products on Core Crops**

		Region	Corn	Soybeans	Cereals	Fruit & Vegetables <sup>1</sup>	Rice	Others
Weed Control	Arylex™ active	NA, LA, EMEA, AP		~	~			<b>✓</b>
	Enlist™ weed control system	NA, LA	<b>✓</b>	<b>~</b>				<b>✓</b>
	Rinksor™ active	NA, LA, EMEA, AP	<b>~</b>				<b>✓</b>	<b>✓</b>
Disease Management	Inatreq™ active	LA, EMEA, AP			<b>✓</b>			~
	Onmira™ active	NA, LA, EMEA, AP	<b>✓</b>	~	<b>✓</b>		<b>~</b>	<b>✓</b>
	Zorvec™ active	LA, EMEA, AP				~		
	Adavelt™ active²	NA, LA, EMEA, AP			<b>✓</b>	~		~
Insect and Nematode Management	Isoclast™ active	NA, LA, EMEA, AP		<b>✓</b>	<b>✓</b>	~	<b>✓</b>	<b>✓</b>
	Pyraxalt™ active	AP				~	<b>~</b>	<b>✓</b>
	Reklemel™ active	NA, LA, EMEA, AP				~		<b>~</b>



#### New Crop Protection Product Sales

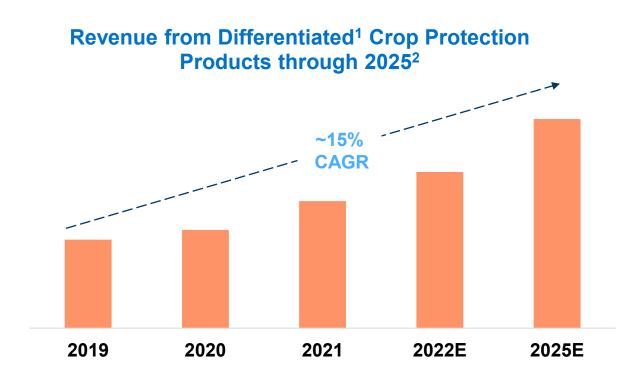


### Demonstrated Success in Launches of New Products



### Portfolio Transformation to More Differentiation





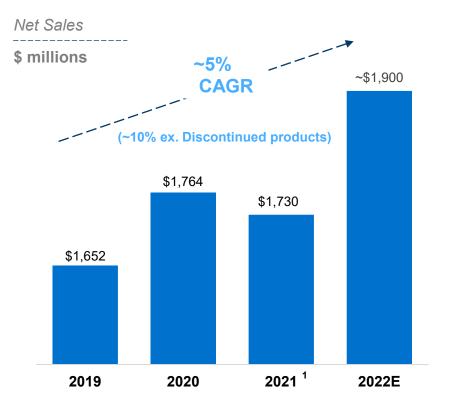
Significant margin opportunity through transition to greater concentration of differentiated<sup>1</sup> products

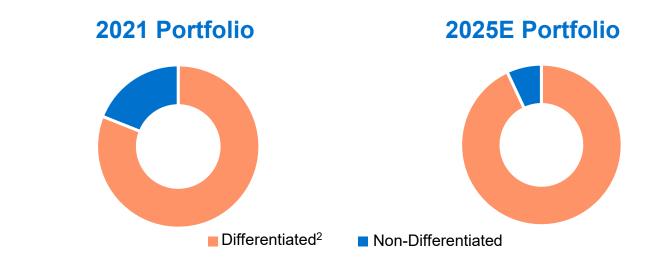
### Advantaged Portfolio Position to Fuel Growth



## Portfolio Showcase – Global Insecticides

## **Crop Protection Insecticide Sales**





#### Spinosyns

**Jemvelva**<sup>™</sup> active

**Qalcova** active

Naturally derived insecticides developed and manufactured through proprietary process

Provides farmers with highly effective and broad spectrum offering in key crops such as fruits, vegetables, soybeans, corn, rice and others, including organics

Capital investment to expand overall capacity by ~50% between 2021 and 2025 with attractive return on investment



Forecast to reach \$1B in sales by 2023

## **Biologicals Growth Opportunity**

#### **Fast Growing Market**

Biologicals market is growing with CAGR of 8 - 10% from 2021 to 2035

2021 addressable market size is estimated to be ~\$9B, growing to ~\$30B by 2035

Biologicals will represent 20 - 25% of the total Crop Protection market by 2035

Relatively fragmented end-markets with diverse competition based on geography



#### Why Corteva Can Win

#### **Innovation and Commercial Capabilities**

Excellence in natural products discovery

Formulation expertise to develop effective combinations with current sustainable portfolio

Complementary to synthetic technology to develop leading solutions for growers

#### **Inorganic Opportunities**

Attractive growth opportunities to expand portfolio and geographic market presence

High-margin profitability and accelerated payback profiles

## Attractive Opportunity to Expand Position in Biologicals



## Competitive Advantage from Operations Transformation

Transition from strong internal manufacturing bias to a focus on delivering competitive cost with supply resiliency, strong IP protection and external manufacturing (EM) partnerships

Internal manufacturing focus on new products and to protect / sustain competitive cost advantage

Partner with **trusted strategic EM partners for key molecules** to drive cost competitiveness and reliable supply

Source from low-cost suppliers that meet standards

Design and build **flexible**, **modular facilities** for multi-product



## Rationalizing Footprint to Align with Strategic Direction



## **End-to-End Supply Chain Operations Shift**



#### Results



✓ Increased Reliability

Capital Efficiency

Reduced Risk

Improved Cost Competitiveness

## Delivering E2E Value to Customers



## **Crop Protection Priorities**



#### **Increase Grower Value**

Through Differentiated, Sustainably-Advantaged Technology



#### **Transforming the Business**

by Accelerating the Pipeline, Enhancing Focus



#### **Creating a Competitive Advantage**

End-to-End Supply Chain Strategic Shift and Optimization



#### **Protect the Bottom Line**

Through Continuous Improvement





# **Technology and Innovation**

## Sam Eathington, Ph.D.

Executive Vice President, Chief Technology and Digital Officer



## **Innovation and Technology Driving Growth**

Increasing Investment in Talent, Capabilities, and Collaborations to Add Opportunities and Growth

Continued

Germplasm

Crop Protection

# BuildingStrengthProprietary biotech

- Leadership pipeline Differentiated
  - Differentiated crop protection

## Investing for Growth

- New breeding techniques
- Digital enablement
- Biologics and Seed Applied Technology
- Energy and specialty protein/oil

#### **How We Win**

Seed

#### **Crop Protection**





Increase yield

neutrality

techniques

Biotech trait royalty



Growth from new breeding













- Increase yield protection
- Differentiated, sustainable crop protection
- Growth from enhanced biologicals

## Where We Focus

#### **Increased Productivity and Yield**

#### **Differentiated Products**

#### Sustainable Innovation

100% of innovations from our pipeline will meet our sustainable innovation criteria by 2025<sup>1</sup>

INVESTOR DAY 2022 | TECHNOLOGY AND INNOVATION

#### **Crop Protection Pipeline Positioned for Global Regulatory Pressure**



Reduced use rates

- EU Farm to Fork: reduce crop protection use and risk by >50% by 2030
- Arylex<sup>™</sup>, Inatreq<sup>™</sup>, Adavelt<sup>™</sup>, & Reklemel<sup>™</sup>
  actives contribute to meeting reduction
  targets

Less environmental persistence and reduced risk to non-target organisms

- EPA: "50+ pesticide ingredients have courtenforceable deadlines to comply with the Endangered Species Act (ESA)"<sup>2</sup>
- Enlist® Weed Control System is ESA compliant



## Leading Pipeline of Innovation Creates Future Value

#### **Industry Leading Return on R&D Investment**

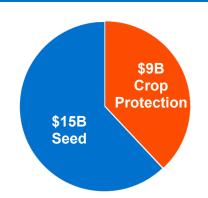
# Pipeline value of up to \$24B Peak Net Trade Revenue (NTR) to 2035<sup>1,2,3</sup>

~45% incremental

Broad Pipeline

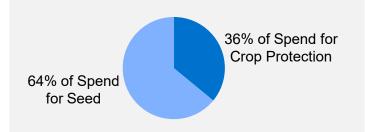
>3,000 R&D projects evaluated annually Plus Higher Margins

- Biotech trait royalty transition
- Differentiated crop protection



## **R&D Investment Aligned to Business Opportunities**

2022 R&D Expected Spend: \$1.2B (~7% of Total Sales)



#### **2021 Pipeline Achievements**

Robust Annual Innovation Management Process

#### **SEED**

3 New traits launched

5 Traits advanced

~300 New hybrids/varieties

#### **CROP PROTECTION**

2 actives advanced

>125 New products launched

~90% of CP pipeline meet our sustainability criteria

#### REGULATORY

>220 Registrations of new CP products

50 Trait/stack approvals





## Plant Breeding Program Delivers Annual Value Increase

#### **Industry Leader**

#### **World-Class Products**

Releasing ~300 new products annually¹ with improved yield performance

8.3 bushel/acre yield advantage<sup>2</sup> in top in-demand corn genetic platforms in United States 2019-2021

#### **Premier Breeding Program**

**100 years** of continuous corn breeding has developed the most evolved germplasm pool

Expanded annually by creating **12M new** genetic recombinants

**Selected** by 16B genetic and 40M phenotypic data points

#### **Delivering Yield Advantages** Pioneer® is the #1 Seed Brand Globally<sup>3</sup> DIONEER. P1197 YHI World record: 616 bu/acre NCGA Corn Yield Contest<sup>4</sup> Flagship Pioneer® **Full-Service Retail Brand Regional Brands Brand Globally** ~10 countries ~5 countries PhytoGen (1997) H HOEGEMEYER **NuTech** DAIRYLAND SEED AGVENTURE DIII O PIONEER seeds PANNAR.

#### **Transforming Markets**



More Silage Yield, More Energy and More Milk



Named one of the "20 Most Innovative Plant Varieties of 2020" by europeanseed

#### Increased

20% volume growth by 2025 25% ruminal starch degradability 1-2 tons/ha total silage 2-5% starch content

#### **Decreased**

2.5% CO<sub>2</sub><sup>5</sup> emissions





## Double Cropping System Creates New Value in Energy

An Innovative Solution for the North America Region

#### **Significant Opportunity**

#### 8 billion gallons<sup>1</sup>

of renewable oils from oilseeds projected by 2030

~2.6x reduction in carbon intensity score of oil produced from our winter oilseed/soybean double cropping system compared to electricity from the grid

~1.8x price premium over oil produced from single soybean cropping system

W

Winter oilseed crop is eligible for cover crop carbon credits

#### **Viable Solution**

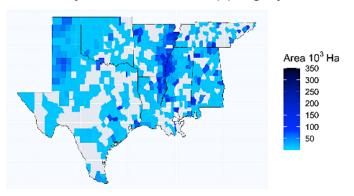




Location: Mississippi

#### **Demonstrated Success**

10-14 MM potential acres of winter oilseed/soybean double cropping system



#### **2020-22 Field Trials Demonstrate:**

- Agronomically viable
- Target yield levels can be achieved
- Crops mature within double cropping timelines

Strategy includes collaborating in the downstream oil value chain





## **New Breeding Techniques Expand Value Creation**

#### **Industry Leader**

#### **Deep Genome Knowledge**

**100+ years** of elite corn germplasm

Plant breeding at scale

>700 reference genomes annually

>500 terabases of sequence

>200 candidate genes with positive field performance



#### **Industry-leading Gene Editing**

Industry-leading Intellectual Property position

Elite germplasm transformation

Proprietary novel nucleases

>35 technology licenses

>950 CRISPR edits

#### **Optimizing Native Genes to Improve Yield Performance**

#### **Reduced Stature Corn**



#### Yield equivalent with added benefits:

- · Climate resilient
- Higher plant density system
- Reduced lodging
- All season equipment access



Native genetics with a decade of breeding



Platform using new breeding techniques, germplasm, traits & digital

#### **Yield Enhancement**





## Target genes and pathways improved with gene editing and biotech

Proof of concept experiment results:

- Climate resilient
- 4-6 bu/acre yield advantage across multiple years and germplasm
- Improvement in late plant integrity

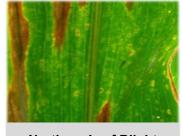




## **Accelerating Native Genetics for Disease Control**

#### **Plant Disease is a Major Challenge for Growers**

In 2021, North American corn growers lost more than 318 MM bu<sup>1</sup> due to:



**Northern Leaf Blight** 

Southern Rust

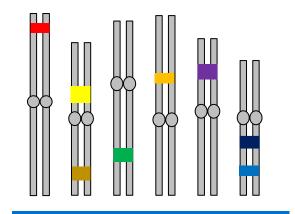


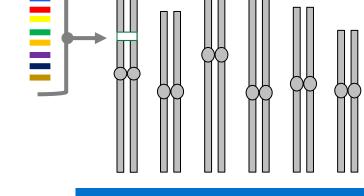




**Anthracnose Stalk Rot** 

#### **Our Patent-Pending Approach**





Many Genes, Many Locations, Imprecise Gene Information



Many Genes, Single Location, Precise Gene Information

- Builds off germplasm advantages and improves genetic gain
- New breeding techniques unlock additional power of native genetics
- Multiple disease targets

- Multiple native genes for each disease target improves resistance and adds durability
- Simplified genetics assembled through gene editing accelerates plant breeding LATE



**DECADE** 

## Improving Quality and Composition in Food and Feed

## Industry Leader in Value-Added Oil and Protein

Consumer-driven demand for high-quality oil and protein in a sustainable way

#### Oil







Sunflower High Oleic

#### **Protein**

ProPound®
ADVANCED CANOLA MEAL



#### **New Breeding Techniques Expand Scope and Value**

#### **Improved Protein Meal**

- Animal feed segment
- Elevated soy protein content
- Improved soy nutritional value
- Secured collaboration for value share





#### **Specialty Protein Meal**

- Plant-based protein for human consumption
- Expanded where native soy leghemoglobin is expressed
- 1-2% of total soy seed protein







## **Yield Protecting Insect Control for Generations**

#### **QROME® CORN PRODUCTS**



- 6.2 bu/acre advantage against competitors<sup>1</sup>
- Molecular stack enables greater integration into Corteva Agriscience germplasm
- Highly optimized corn rootworm event



#### VORCEED™ ENLIST® CORN



Enhanced yield potential and superior agronomics of Qrome® products:

- With Enlist® weed control system
- New RNAi Mode of Action (MoA) for additional corn rootworm control durability



#### **3RD GEN CORN ROOTWORM**





- New non-Bt (Bacillus thuringiensis) insecticidal proteins to control corn rootworm
- Contains <u>no</u> current rootworm
   MoAs on the market today driving trait durability and pest spectrum
- New MoAs balance plant protection and yield performance



Trait Transitions Offer Premier Insect Control to Growers and Double-Digit Gross Margin
Improvements to Corteva



## Conkesta<sup>™</sup> Enlist is Choice for Latin American Farmers

#### **CONKESTA E3® SOYBEANS**



In-field comparison of insect damage







- Broad-spectrum insect control
- Enlist<sup>®</sup> weed control system enables use of three herbicide MoAs
- Soybean varieties launched in 2021 have industry level yield performance<sup>1</sup>
- Expected trait penetration of 35% by end of decade



#### SOY 2<sup>ND</sup> GEN LEP CONTROL

Excellent performance against southern armyworm





- Expanded control of Lepidopteran soybean pests
- Multiple new MoAs for enhanced trait durability
- New Bt and non-Bt sources diversify pipeline of proprietary traits
- Improved agronomics





## Digital Unlocks Additional Product Performance

## Internal R&D and Agronomic Trial Data



#### **Farm-Specific Data**



#### **Leading Agronomic Models**



**Unmatched Agency Sales Model** 



#### **Increased Customer Value**

74%

win rate

Ability to predict the best seed for a field<sup>1</sup>

+4.7

bu/ac

Advantage from better seed selection<sup>2</sup>

+1.6

bu/ac

From optimizing seeding rates based on subfield variability<sup>3</sup>





## Enlist® is the Preferred Soybean Weed Control Platform

#### **Industry Leading Enlist® Platform** Technology in the seed and in the formulation to virtually eliminate drift & volatility Expanding grower Enlist E3 choice: ~60% of Enlist Enlist soybean acres at peak 3.0 bu/ac soybean germplasm advantage<sup>2</sup> vs competitor products in like weed control Enlist Duo platforms Enlist Enlist® registration sets standard for Endangered Species Act compliance to secure future Enlist® herbicides allow growers more flexibility for over the top use compared to dicamba **LAUNCHED**

#### Enlist® Herbicide With Next Generation PPOi<sup>1</sup>



- New trait and PPOi Mode of Action (MoA)
- 4 MoAs with full commercial tolerance
- 3 different PPOi herbicides
- Expands growers' weed control system
- Expands weed control options





## Rinskor™ is Environmentally Favorable and Differentiated

Novel broad spectrum post-emergence weed control solution





#### **Sustainability Benefits**

- Low use rate
- Formulation with high proportion of green solvents
- Best-in-class regulatory profile
- Exempted from tolerances due to favorable environmental and toxicological profile
- Designated Reduced Risk Pesticide in rice and aquatics









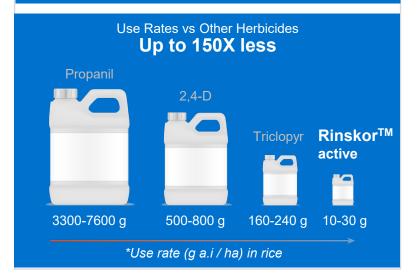
2022-2026

~ \$1.6B REVENUE

#### **DECREASED**

CO2-Equivalency ~ 1.5B kg

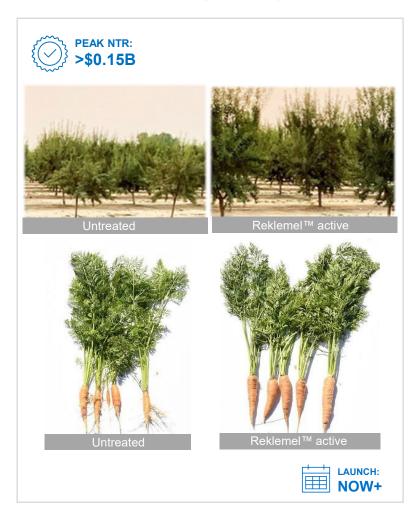
Environmental Load > 100M kg





## Reklemel™ is Environmentally Friendly and Differentiated

Selective new plant-parasitic nematode control product





#### **Sustainability Benefits**

- Unique Mode of Action
- Compatible with soil health management programs
- Low impact on beneficial soil organisms
- Designated Reduced Risk Pesticide\*

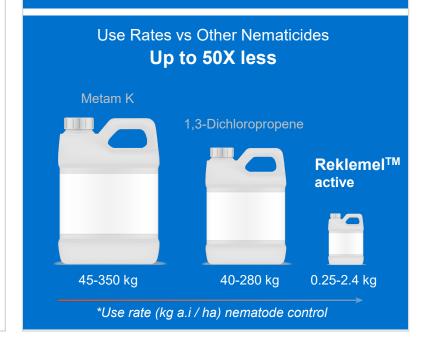
Manufacturers
Sustainability and the
Circular Economy Award

2022-2026

#### **DECREASED**

CO2-Equivalency
> 500M kg

Environmental Load > 200M kg





## Multiple Naturally-Inspired and Differentiated Fungicides

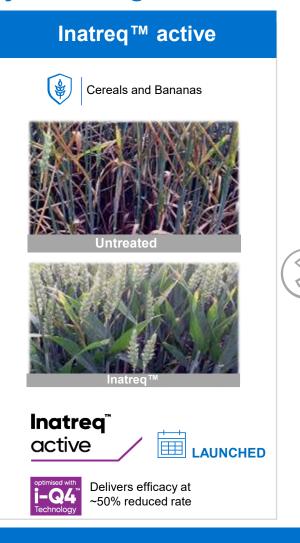
Three sustainably-advantaged actives and innovative formulations for disease control

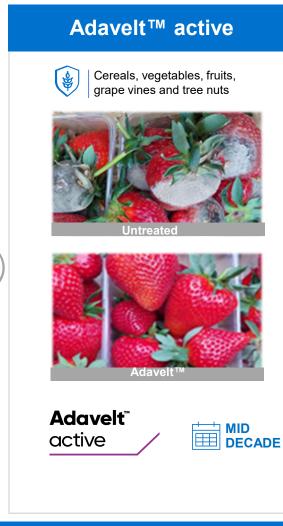




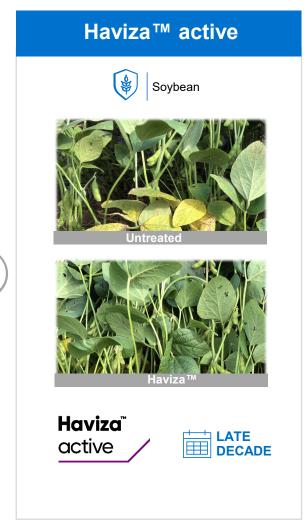
Sustainability Benefits

- New MoA
- Low use rates
- Low environmental persistence
- Low risk to groundwater\*



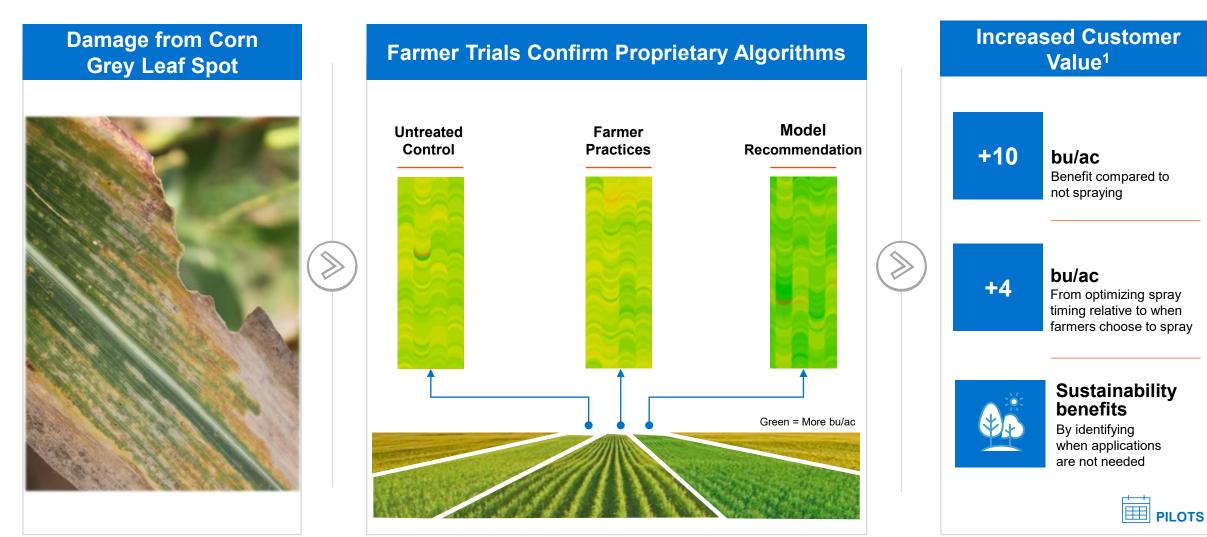








## Digital Drives Optimal Fungicide Usage



## Winning Innovation Delivers Future Value



- Continued Proprietary biotech pipeline pipeline
  - Differentiated crop protection

## Investing for Growth

- New breeding techniques
- · Digital enablement
- Biologics and Seed Applied Technology
- Energy and specialty protein/oil

# **R&D Engine is Key Differentiator** for Future Growth



**Increasing and Protecting Yield** 



**Complete Sustainable Solution** 



Future Peak NTR of up to \$24B









Germplasm

Crop Protection

# **Financial Review**

## **Dave Anderson**

Executive Vice President, Chief Financial Officer



## **Checklist for Performance through 2025**

**Revenue Growth** 



World-class innovation, leading brand and customer loyalty

**Cost Actions** 



Operating leverage increased by focused cost actions

**Earnings Growth** 



Multiple opportunities within our control to expand margins

**Capital Deployment** 



Strong cash flow, investment-grade balance sheet, and disciplined capital allocation

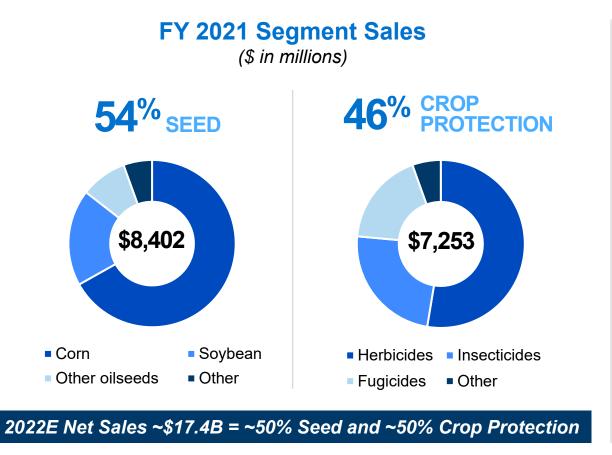
**M&A Strategy** 



Targeted technology-based acquisitions to accelerate speed to market



## Strong Portfolio and Market Presence to Build On



#### FY 2021 Net Sales by Region

(\$ in millions)

	Seed	<b>Crop Protection</b>	Total
North America	\$5,004	\$2,532	\$7,536
Latin America	\$1,420	\$2,125	\$3,545
EMEA	\$1,599	\$1,524	\$3,123
Asia Pacific	\$379	\$1,072	\$1,451
Corteva	\$8,402	\$7,253	\$15,655

Balanced and Diversified Portfolio

Attractive and Growing Markets

Strong Integrated Position

## Balanced Portfolio Backed by Integrated Technologies



## What We've Delivered Since 2019



Launch of Enlist E3® Soybeans³ and Brevant® seeds in North America

~\$4.5B of sales from differentiated<sup>4</sup> Crop Protection products expected in 2022

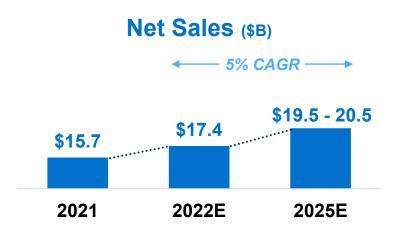
Disciplined focus on cost and productivity to support ~50% EBITDA¹ increase

>\$3.6B of cash returned to shareholders via dividends and share repurchases 2019 – 2022E

## Building Track Record and Setting Stage for 2022 - 2025



## 2021 - 2025: Accelerating Financial Performance



Broad-based organic<sup>1</sup> growth partially offset by products exits





Differentiated<sup>2</sup> Crop Protection Products Share Gains in Key Markets

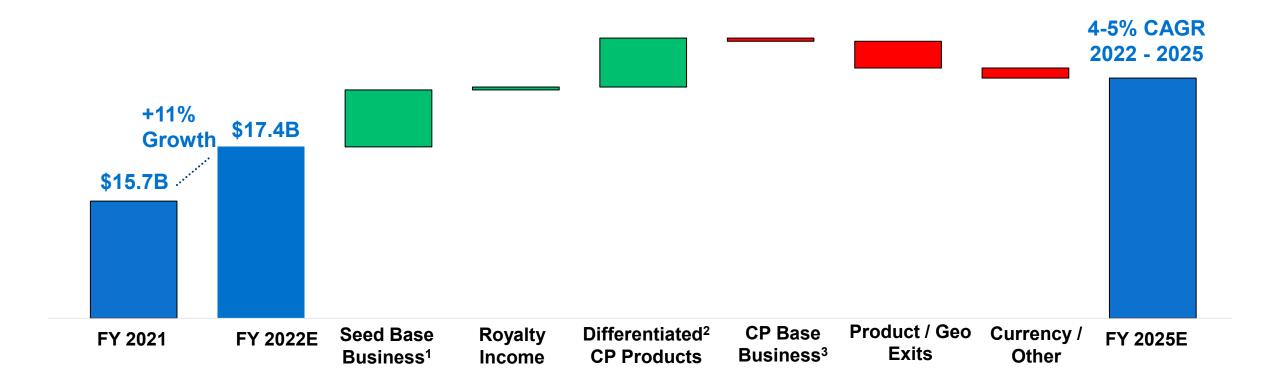
Price-for-value Strategy Progress Toward Royalty Neutrality

Continued Cost and Productivity Actions

## Positive Outlook for Sales, Margin and EPS



## Revenue Growth Outlook: 2021 - 2025



## Mid-Single Digit Top-Line Growth Through 2025



## **Shift from Revenue Focus to Economic Profit**

#### Where We've Been

- 140 countries and territories
- Broad based crop participation
- In-licensing of 3<sup>rd</sup> party traits
- Primarily internal manufacturing
- ~50% of 2021 Crop Protection sales from differentiated<sup>2</sup> products
- 2021 Operating EBITDA margin<sup>1</sup>: 16.5%



### Where We're Going

- ~110 countries, including ~20 core countries
- Focus on select crops for each segment
- Decrease in-licensing, Grow out-licensing
- Balancing cost, resiliency, IP protection
- >60% of 2025 Crop Protection sales from differentiated<sup>2</sup> products
- 2025 Operating EBITDA margin<sup>1</sup>: 21% 23%

## Accelerating Delivery of Value-Capture Initiatives



## **Products and Geography Optimization**

Action Driven Segmentation – Focus on Profitable / Growth Opportunities



## Strategic Decisions Translate to Growth and Margin Expansion



## **Cost Actions to Support Operating Leverage**

#### **Seed Productivity**

- Field productivity and sterility to maximize yield
- Reductions in inventory and quality write-downs
- Logistics / Freight and warehouse improvements

#### **Crop Protection Productivity**

- Sourcing analytics and optimization for cost and resiliency
- Right-sizing footprint and optimizing supply chain
- Logistics / Freight and warehouse improvements

#### **Restructuring Actions**

- Headcount and facilities to align with portfolio decisions
- Best-in-class functional support costs, increased operating leverage
- ~\$200M cash costs through 2Q23,
   >\$200M run-rate savings in 2025



#### **Enabled by Data Analytics / ERP Deployments through 2025**

CP regional deployments completed by 2025

Common data architecture and analytic tools



#### **Driving Improvements in SG&A Spend as % of Sales**

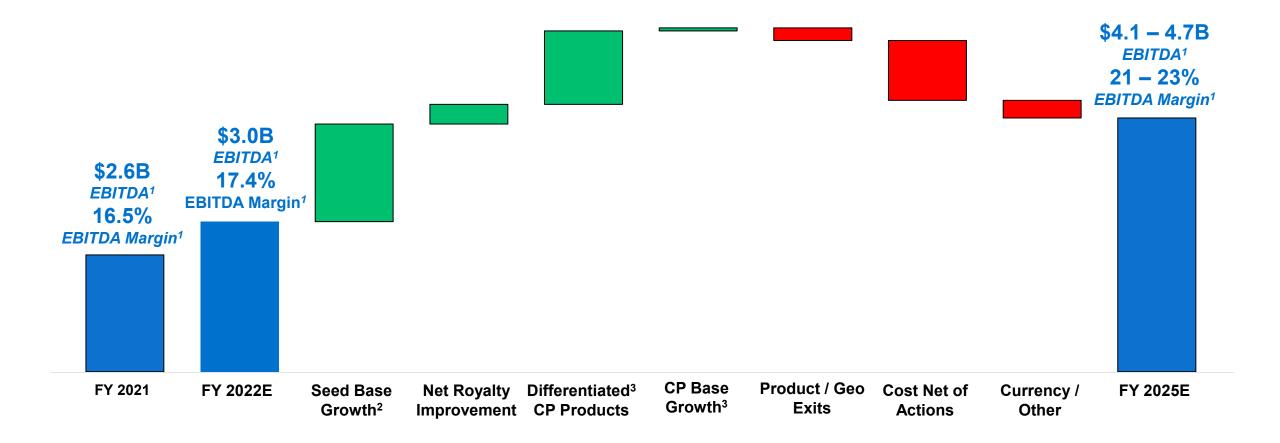
Positioning for best-in-class performance

~200 basis points reduction 2022 - 2025

## Delivering Additional ~\$400M Savings 2023 - 2025



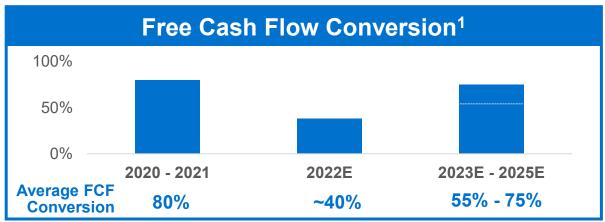
## EBITDA Growth Outlook: 2021 - 2025

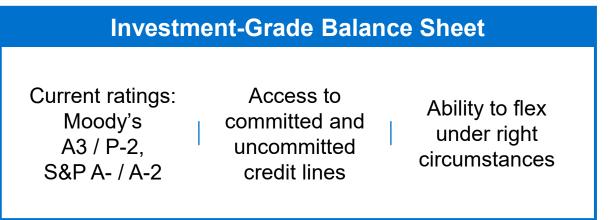


## Multiple Margin Expansion Opportunities Within Our Control

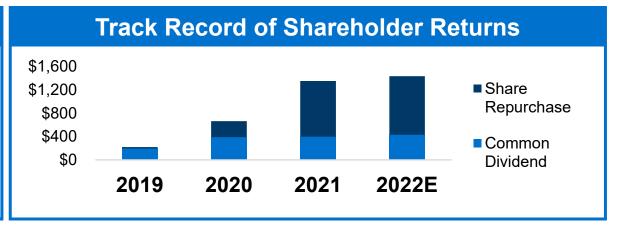


## **Strong Cash Flow and Balance Sheet**





# 90%+ funded Status through August 2022 Contained Pension Liability De-risking Strategy to reduce funded Status volatility



Average Cash / EBITDA Conversion ~65% 2023 - 2025



## **Balanced Capital Allocation Strategy**

#### **Capital Investment**

- Fund High ROI Projects
- Support Organic Growth in Attractive End Markets

#### M&A

- Focus on Adjacencies / Build from Core
- Disciplined Financial Return Criteria



## Sustainable and Growing <u>Dividend</u>

- Continued Positive Outlook
- Growth With Earnings

#### **Share Repurchases**

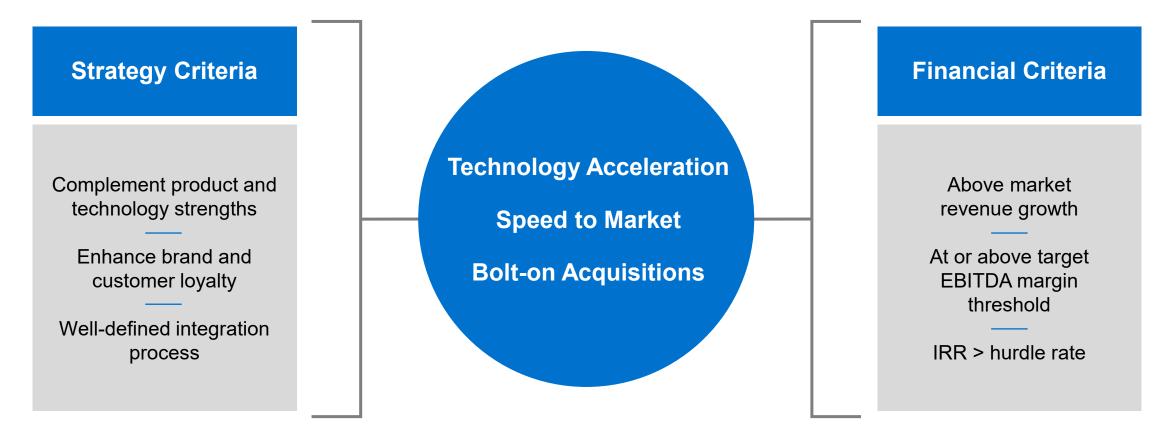
- Accelerating SBB's
- New \$2B Share
   Repurchase Program

Deployment Strategy: 50% for Growth and 50% to Shareholders



## **M&A** to Supplement Organic Growth

Utilize Strategic Lens and Consistent Financial Criteria



Disciplined M&A = Another Lever for Valuation Enhancement



## **Incentives Aligned With Strategic Priorities**



## Compensation Programs Support Profitable Growth



## **Checklist for Performance through 2025**

**Revenue Growth** 



World-class innovation, leading brand and customer loyalty

**Cost Actions** 



Operating leverage increased by focused cost actions

**Earnings Growth** 



Multiple opportunities within our control to expand margins

**Capital Deployment** 



Strong cash flow, investment-grade balance sheet, and disciplined capital allocation

**M&A Strategy** 



Targeted technology-based acquisitions to accelerate speed to market



# Wrap-Up



## **Key Messages**

Corteva **Advantage** 

#### **Areas of Focus**

**What Will Drive Value** 

**Integrated Pure-Play Ag Company** 

- Address global challenges
- BU structure / accountability



Refined strategy, operating model and culture

**New Financial Framework** 

- Accelerating earnings and margin
- Cash flow and capital deployment



Formula for value creation

**Ag Technology** Leader

- Investment in innovation / technology
- ESG through sustainable solutions



**Attractive long-term** growth profile



# Appendix



#### Corteva

#### Non-GAAP Calculation of Corteva Operating EBITDA

	Twelve Months Ended December 31,						
	2021		20	20	2019		
In millions	As Repor	rted	Margin %	As Reported	Margin %	Pro Forma	Margin %
Income (loss) from continuing operations, net of tax (GAAP)	\$	1,822	11.6%	\$ 756	5.3%	\$ 26	0.2%
Provision for (benefit from) income taxes on continuing operations		524	3.3%	(81)	-0.6%	1	0.0%
Income (loss) from continuing operations before income taxes (GAAP)	\$	2,346	15.0%	\$ 675	4.7%	\$ 27	0.2%
+ Depreciation and Amortization		1,243	7.9%	1,177	8.3%	1,000	7.2%
- Interest income		(77)	-0.5%	(56)	-0.4%	(59)	-0.4%
+ Interest expense		30	0.2%	45	0.3%	91	0.7%
+/- Exchange (gains) losses, net <sup>1</sup>		54	0.3%	174	1.2%	66	0.5%
+ / - Non-operating (benefits) costs		(1,256)	-8.0%	(316)	-2.2%	(129)	-0.9%
+/- Mark-to-market (gains) losses on certain foreign currency contracts not designated as hedges <sup>2</sup>		-	0.0%				
+ / - Significant items (benefit) charge		236	1.5%	388	2.7%	991	7.2%
Corteva Operating EBITDA / EBITDA Margin (Non-GAAP) 3,4	\$	2,576	16.5%	\$ 2,087	14.7%	\$ 1,987	14.4%

- 1. The twelve months ended December 31, 2019, on an operating basis (Non-GAAP), excludes a \$(33) million exchange loss associated with the devaluation of the Argentine peso, as it is included within significant items.
- 2. Effective January 1, 2021, on a prospective basis, the company excludes net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting. There were no unrealized mark-to-market (gains) losses for the years ended December 31, 2020 and 2019.
- 3. Corteva Operating EBITDA is defined as earnings (loss) (i.e., income (loss) from continuing operations before income taxes) before interest, depreciation, amortization, non-operating benefits (costs), foreign exchange gains (losses), and net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting, excluding the impact of significant items. Non-operating benefits (costs) consists of non-operating pension and other post-employment benefit (OPEB) benefits (costs), tax indemnification adjustments, environmental remediation and legal costs associated with Historical DuPont businesses and the 2021 officer indemnification payment. Tax indemnification adjustments relate to changes in indemnification balances, as a result of the application of the terms of the Tax Matters Agreement, between Corteva and Dow and/or DuPont that are recorded by the company as pre-tax income or expense.
- 4. The EBITDA margin percentages are determined by dividing amounts in the table above for the twelve months ended December 31, 2021, 2020 and 2019 by net sales of \$15,655 million, \$14,217 million and \$13,846, respectively. Margin percentages may not foot, due to rounding.



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#### Corteva Segment Information Net sales by segment

	Twelve Months Ended December 31,					
In millions	2021	2019				
Seed	\$ 8,402	\$ 7,756	\$ 7,590			
Crop Protection	7,253	6,461	6,256			
Total net sales	\$ 15,655	\$ 14,217	\$ 13,846			

#### Net Margin (GAAP)

	Twelve Months Ended December 31,					
\$ In millions		2021		2020		2019
Income from continuing operations after income taxes	\$	1,822	\$	756	\$	26
Net Margin (GAAP) <sup>1</sup>		11.6%		5.3%		0.2%

1. Net Margin is defined as income from continuing operations after income taxes, as a percentage of net sales.

#### Corteva Operating EBITDA

	Twelve Months Ended December 31,					
In millions	2021 2020		2019			
Seed	\$ 1,512	\$ 1,208	\$ 1,040			
Crop Protection	1,202	1,004	1,066			
Corporate	(138)	(125)	(119)			
Corteva Operating EBITDA (Non-GAAP) <sup>2</sup>	\$ 2,576	\$ 2,087	\$ 1,987			

2. Corteva Operating EBITDA is defined as earnings (loss) (i.e., income (loss) from continuing operations before income taxes) before interest, depreciation, amortization, non-operating benefits (costs), foreign exchange gains (losses), and net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting, excluding the impact of significant items. Non-operating benefits (costs) consists of non-operating pension and other post-employment benefit (OPEB) benefits (costs), tax indemnification adjustments, environmental remediation and legal costs associated with Historical DuPont businesses and sites and the 2021 officer indemnification payment. Tax indemnification adjustments relate to changes in indemnification balances, as a result of the application of the terms of the Tax Matters Agreement, between Corteva and Dow and/or DuPont that are recorded by the company as pretax income or expense.

#### Operating EBITDA margin

	Twelve Months Ended December 31,				
	2021	2021 2020 2019			
	As Reported	As Reported	Pro Forma		
Seed	18.0%	15.6%	13.7%		
Crop Protection	16.6%	15.5%	17.0%		
Total Operating EBITDA margin (Non-GAAP) <sup>3,4</sup>	16.5%	14.7%	14.4%		

<sup>3.</sup> Operating EBITDA margin is Operating EBITDA as a percentage of net sales.

<sup>4.</sup> Operating EBITDA margin %'s for Corporate are not presented separately above as they are not meaningful; however, the results are included in the Total margin %'s above.



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	Twelve Months Ended December 31,						
In millions	2	021	2020	2019			
	As Reported		As Reported	Pro Forma			
Seed							
Restructuring and asset-related charges - net		(152)	(165)	(21)			
Equity securities mark-to-market gain		47	-	-			
Contract termination		(30)	-	-			
Employee retention credit		37	-	-			
Loss on divestiture		=	-	(24			
Amortization of inventory step up		-	-	(6'			
Total Seed	\$	(98)	\$ (165)	\$ (30-			
Crop Protection							
Restructuring and asset-related charges - net	\$	(59)	\$ (109)	\$ (2.			
Contract termination		(24)	<del>-</del>	· -			
Employee retention credit		23	-	-			
Loss on divestiture		-	(53)	-			
Total Crop Protection	\$	(60)	\$ (162)	\$ (2.			
Corporate							
Integration and separation costs	\$	=	\$ -	\$ (632			
Loss on early extinguishment of debt		=	-	(1.			
Restructuring and asset-related charges - net		(78)	(61)	14			
Argentina devaluation		=	-	(3.			
Total Corporate	\$	(78)	\$ (61)	\$ (664			
Total significant items by segment (Pretax)	\$	(236)	\$ (388)	\$ (99)			
Total tax impact of significant items <sup>1</sup>		51	86	13:			
Tax only significant items		9	192	72			
Total significant items charge, net of tax	\$	(176)					

<sup>1.</sup> Unless specifically addressed above, the income tax effect on significant items was calculated based upon the enacted tax laws and statutory income tax rates applicable in the tax jurisdiction(s) of the underlying non-GAAP adjustment.



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#### Corteva

#### Non-GAAP Calculation of Corteva Operating EPS

	Twelve Months Ended December 31,								
	2021	2020	2019	2021	2020	2019			
	\$ (millions) \$ (millions)		\$ (millions)	EPS (diluted)	EPS (diluted)	EPS (diluted)			
	As Reported	As Reported	Pro Forma	As Reported	As Reported	Pro Forma			
Income (loss) from continuing operations attributable to Corteva (GAAP)	\$ 1,812	\$ 736	\$ 13	\$ 2.44	\$ 0.98	\$ 0.02			
Less: Non-operating benefits (costs), after tax <sup>1</sup>	955	237	100	1.29	0.32	0.13			
Less: Amortization of intangibles (existing as of Separation), after tax	(562)	(518)	(376)	(0.76)	(0.69)	(0.50)			
Less: Mark-to-market gains (losses) on certain foreign currency contracts not designated as hedges, after tax <sup>2</sup>	-			-					
Less: Significant items benefit (charge), after tax	(176)	(110)	(784)	(0.24)	(0.15)	(1.04)			
Operating Earnings (Loss) (Non-GAAP) <sup>3</sup>	\$ 1,595	\$ 1,127	\$ 1,073	\$ 2.15	\$ 1.50	\$ 1.43			

- 1. Non-operating benefits (costs) consists of non-operating pension and other post-employment benefit (OPEB) benefits (costs), tax indemnification adjustments, environmental remediation and legal costs associated with legacy businesses and sites of Historical DuPont, and the 2021 officer indemnification payment. Tax indemnification adjustments relate to changes in indemnification balances, as a result of the application of the terms of the Tax Matters Agreement, between Corteva and Dow and/or DuPont that are recorded by the Company as pretax income or expense.
- 2. Effective January 1, 2021, on a prospective basis, the company excludes net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting. There were no unrealized mark-to-market (gains) losses for the years ended December 31, 2020 and 2019.
- 3. Operating earnings (loss) is defined as income (loss) from continuing operations attributable to Corteva excluding the after-tax impact of significant items, non-operating benefits (costs), amortization of intangible assets (existing as of Separation), and net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting. Although amortization of intangible assets (existing as of Separation) is excluded from these non-GAAP measures, management believes it is important for investors to understand that such intangible assets contribute to revenue generation. Amortization of intangible assets that relate to past acquisitions will recur in future periods until such intangible assets have been fully amortized. Any future acquisitions may result in amortization of additional intangible assets. Net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting represents the non-cash net gain (loss) from charges in fair value of certain undesignated foreign currency derivative contracts. Upon settlement, which is within the same calendar year of execution of the contract, the realized gain (loss) from the changes in fair value of the non-qualified foreign currency derivative contracts will be reported in the relevant non-GAAP financial measures, allowing quarterly results to reflect the economic effects of the foreign currency derivative contracts without the resulting unrealized mark to fair value volatility.



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#### Corteva

Non-GAAP Calculation of Free Cash Flow Conversion

	Twelve Months Ended December 31,					
In millions		2021		2020		
Cash provided by (used for) operating activities (GAAP)	\$	2,727	\$	2,064		
Less: Capital expenditures		(573)		(475)		
Free Cash Flow (Non-GAAP) 1	\$	2,154	\$	1,589		
Corteva Operating EBITDA (Non-GAAP) <sup>2</sup>	\$	2,576	\$	2,087		
Free Cash Flow Conversion (Non-GAAP) <sup>3</sup>		84%		76%		
Average Free Cash Flow Conversion (Non-GAAP) 4		80	%			

- 1. Free cash flow is defined as cash provided by operating activities less capital expenditures.
- 2. Refer to the "Non-GAAP Calculation of Corteva Operating EBITDA" reconciliation for further discussion on Operating EBITDA.
- 3. Free Cash Flow Conversion represents Free Cash Flow divided by Operating EBITDA.
- 4. Average Free Cash Flow Conversion for 2021 and 2020 represents the average Free Cash Flow Conversion for the years ended December 31, 2021 and 2020.



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