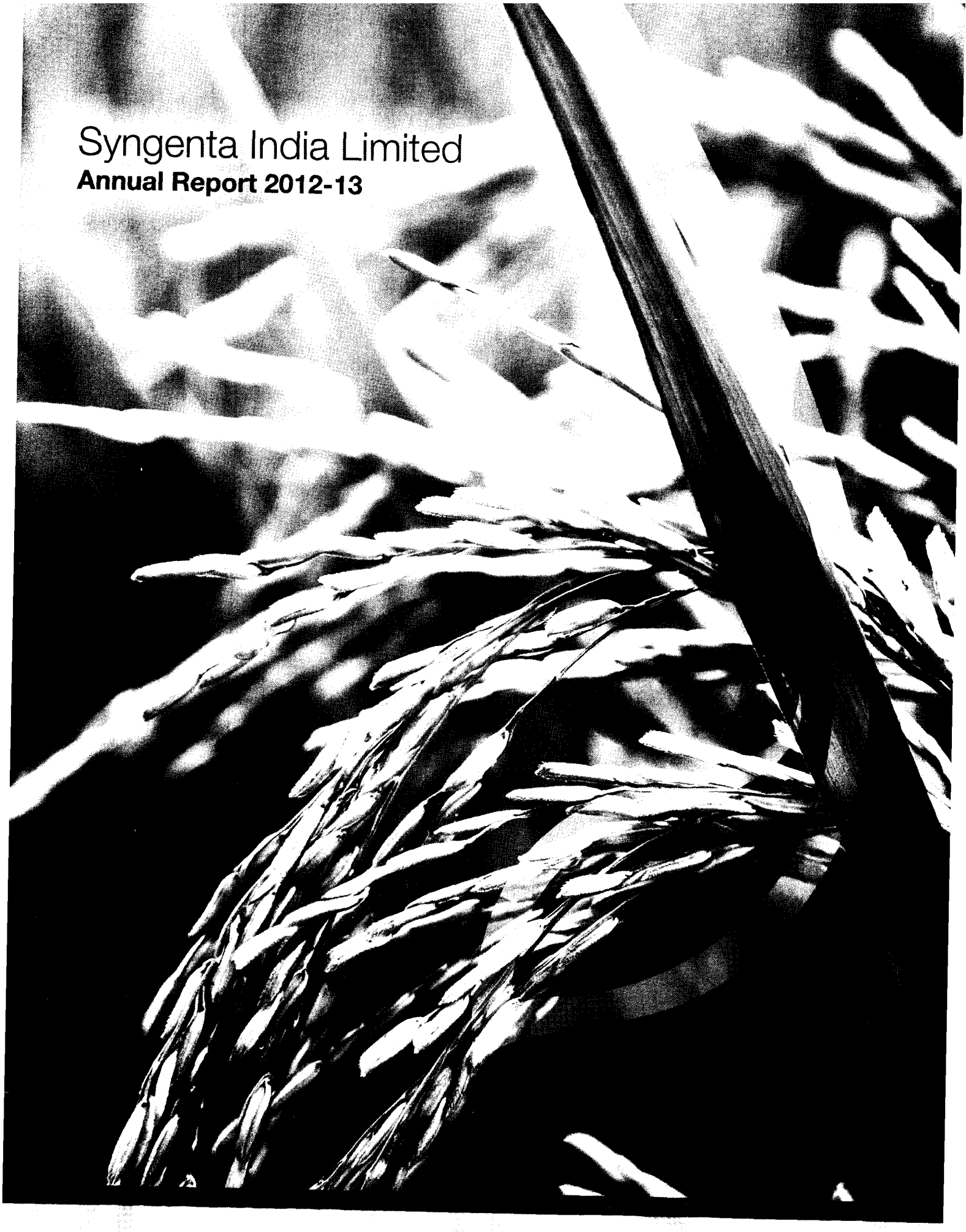
Syngenta India Limited

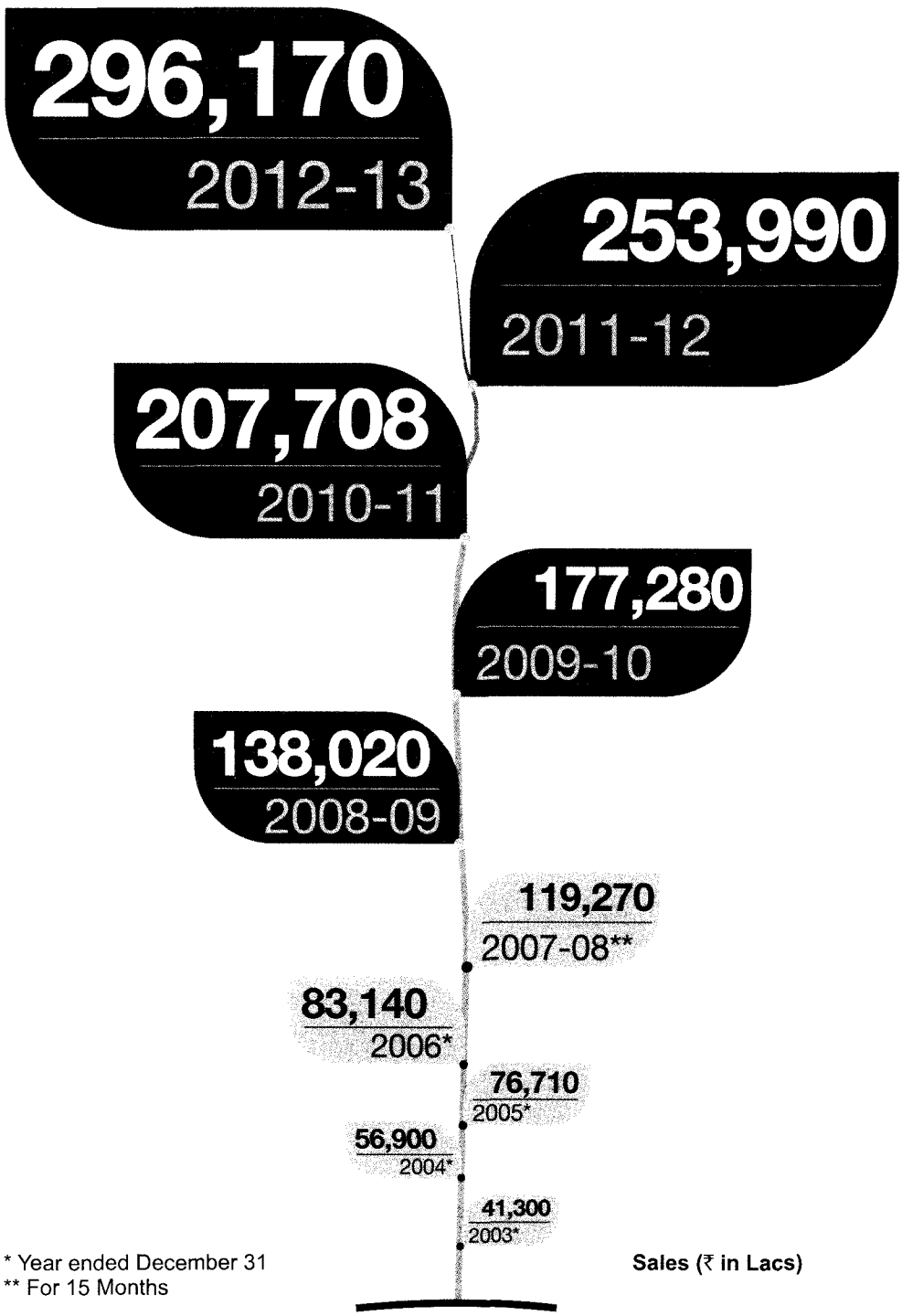
Annual Report 2012-13



syngenta

Financial Performance

In its present form, Syngenta is a young company. But it stems from an industrial tradition going back almost 250 years. We are proud of that heritage and of the many milestones en route to today's leading position worldwide.



* Year ended December 31
** For 15 Months

Sales (₹ in Lacs)

Challenges and our contribution

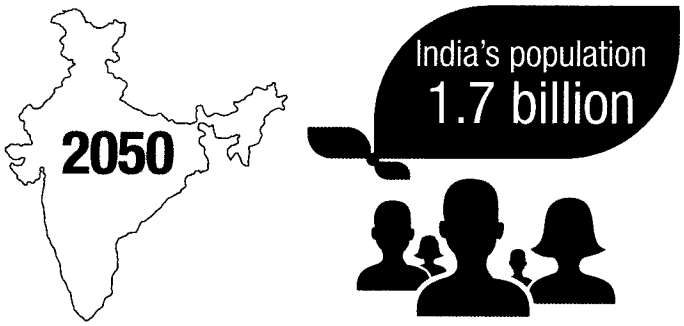
21st century's greatest challenge: How to feed more people sustainably

By 2050 India's population will have increased to 1.7 billion and food requirements will have changed significantly.

To meet the expected increase in demand for food and improved nutrition, farmers will have to increase yield per hectare and 'Grow More from Less' with finite resources. Indian agriculture is dominated by small farmers. 86 percent have landholdings of less than two hectares but cultivate 44 percent of the farmland and their contribution to farm output exceeds 50 percent. Thus they present a huge potential for productivity enhancement.

Syngenta focuses on developing sustainable models to address the needs of smallholders with better seeds, chemistry and integrated solutions that help them grow more food while ensuring optimal use of natural resources. For more than a decade Syngenta has been contributing to agricultural productivity and the well-being of growers and other stakeholders in Agriculture. We are committed to helping India meet its food and nutrition needs of the present and the future.

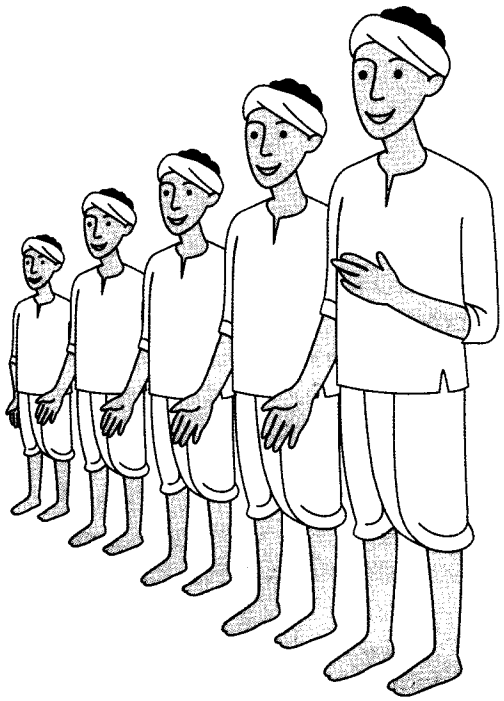
KEY FACTS



86% land holding of less than 2 hectares by small farmers

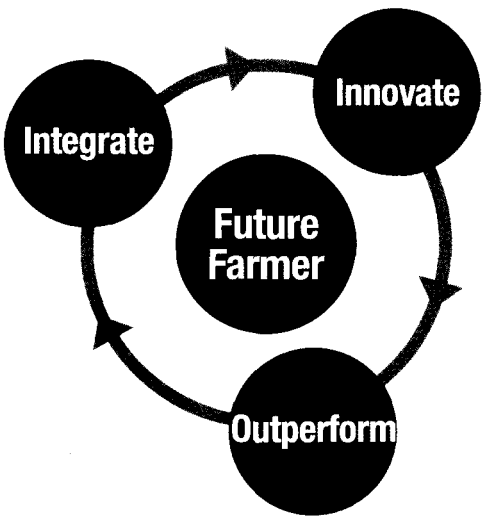
but they cultivate **44%** of the country's farmland

and their contribution to total farm output exceeds **50%**



Syngenta's Integrated Strategy

Our firm belief is that by **'thinking like a grower'**, we can provide the farmers a solution to all his problems whether it is related to inputs, agronomy or technology.



In 2011 we launched our strategy focused on delivering integrated solutions. We built on our record of innovation in crop protection and seeds to develop new solutions that combine biology and chemistry, while incorporating adjacent technologies. We are creating integrated offers across eight key crops: Vegetables, Rice, Cereals, Diverse Field Crops (Sunflower), Specialty Crops (Grape, Potato, Cotton, Pulses, Plantation and fruit crops), Soybean, Sugar Cane and Corn.

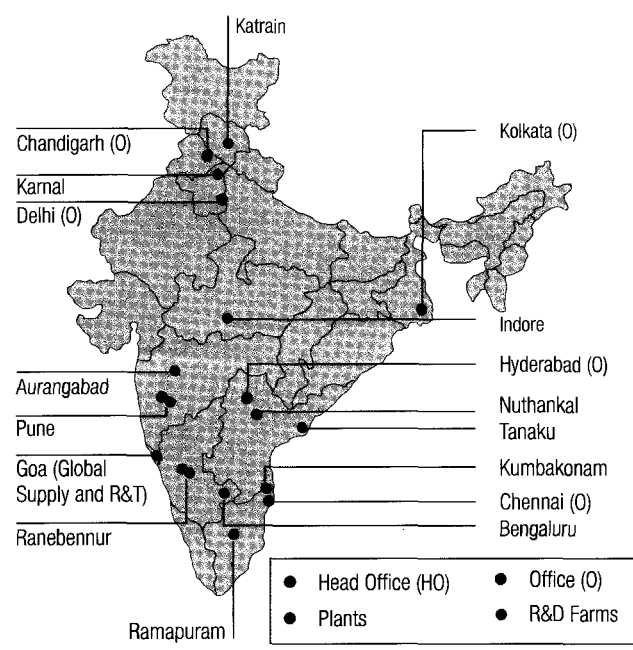
The first integrated solution introduced in India was TEGRA™, an innovative product and service delivery concept for rice farmers endeavoring to intensify rice production systems. This comprehensive end-to-end solution is helping farmers in Tamil Nadu and Andhra Pradesh in increasing economic gains and effectively utilizing available resources.

With our strategy well entrenched, Syngenta is now consolidating the offers for innovating at scale. Going forward we will leverage our strengths of **C**rop, **A**ssets and **T**erritory (**CAT**). We will utilize our combined field force and integrate the existing assets for enhancing our offers for the farming community.

Our stewardship and extension programs support and train growers to use our products safely and effectively to maximize benefits while reducing the risk of harm to themselves or the environment. In 2012 nearly 300 of our personnel held more than 17,000 face-to-face meetings in India and reached out to more than 1 million growers through our initiatives.

Syngenta Facilities in India

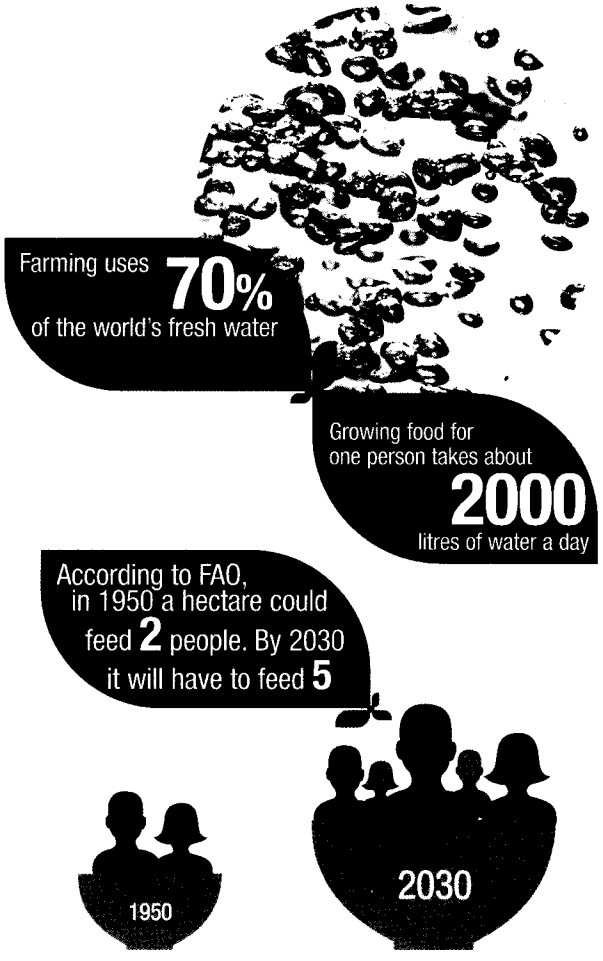
Syngenta's South Asia operation has a significant presence in India and is headquartered in Pune. Our research station, Mulani Wadgaon farm in Maharashtra, is a key center for R&D activities and the hybrids developed here have significantly contributed to the Indian vegetable business. Our Field R&D farms are spread across India and consist of breeding, trial and support centers. The main research farms are located in Hyderabad, Aurangabad, Pune and Karnal. Our TEGRA™ research station is located at Ramapuram. Seed processing plants in Nuthankal and Eluru in Andhra Pradesh and Ranebennur in Karnataka cater to conditioning and packaging seeds. Our global supply base Santa Monica Works in Goa manufactures high quality and safe crop protection agents and is one of Syngenta's six global R&D Capability centers. Our Research and Technology Center in Goa is a world class facility and an integral part of Syngenta's Global crop protection research.



Map is for representation purpose only.

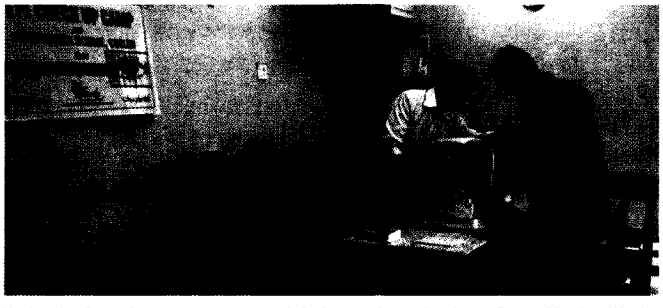
Sustainable Technologies

Our pipeline of **sustainable** technologies protect the long-term economic and environmental viability of farming. From the earliest phases of our research processes we include measures for efficacy, economic benefit, and human and environmental safety. For every crop protection product that reaches the farmer's field, almost 100,000 are tested but discarded because they do not meet efficacy or safety standards. We are focused more than ever in developing new **metrics** that assess the full impact of products and technologies, so that we can ensure they deliver benefit without harm. This has entailed that we look at farming practices holistically, rather than focusing narrowly on the properties of a single product, to assess their overall resource efficiency. We do realize that poor farming practices are leaving soil vulnerable to erosion by wind and rain. We strive to help farmers increase soil fertility and improve the productivity on their land in sustainable ways through advice on crop rotations, restoration of degraded land, planting vegetation around fields to prevent erosion and techniques to avoid unnecessary tilling. We have invested significantly to develop innovative water-efficient technologies, drought-tolerant seeds, crop protection products, and optimized irrigation systems. We have also introduced Herbicides that reduce the need for plowing, improve soil's ability to absorb water protecting it against erosion and water run-off.



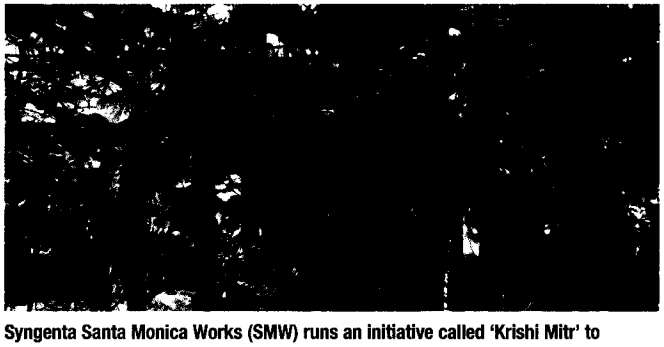
Benefiting communities we operate in

Syngenta aims to benefit the communities in which we operate.



Under the Sparsh programme, our global manufacturing base Santa Monica Works in Goa contributes in areas of education, skill development, waste management, health and hygiene and women empowerment in the local Goan community

Syngenta Foundation India (SFI) established as an independent organization in 2005 helps resource–poor farmers apply improved farming technologies for enhancing productivity and leads them from subsistence to wealth creation.



Syngenta Santa Monica Works (SMW) runs an initiative called 'Krishi Mitr' to support Goan agricultural community through the use of innovative crop solutions and good agronomy

Our flagship program 'Syngenta Me and Mine' aims to eradicate child labor and unjust working conditions in seed production farms in Gujarat, Maharashtra, Andhra Pradesh and Karnataka in collaboration with Fair Labor Association (FLA).

Some major collaborations

MoU with Punjab Agricultural University

Syngenta jointly undertakes projects with Punjab Agricultural University (PAU) to enhance productivity and quality of farm produce by adopting latest technology in key crops like Rice, Wheat, Corn and Potato.

Green Revolution in Eastern States

In an effort to become 'partners in progress' in India's agricultural growth, Syngenta is participating in the Government of West Bengal initiative to bring the Second Green Revolution in Eastern States.

MoU with MARKFED

Syngenta has joined hands with one of Asia's biggest cooperatives, MARKFED, to offer its solutions and services to smallholders from nearly 3064 cooperative societies.

MoU with CIMMYT

The CIMMYT (International Maize and Wheat Improvement Center) in India and Syngenta work together to increase cereal productivity through accelerating adoption of new genotypes, improved seed system and crop management technologies including conservation agriculture.

Food Security Agenda

We are working with Farmer Producer Companies under the District Poverty Initiative in Madhya Pradesh. The objective is to create an enabling environment for smallholders to gain access to technology, thereby enhancing productivity and improving livelihood. Syngenta's Food Security Agenda focuses on sustainable business models to address needs of smallholders. One such business model being piloted in Odisha's Rice growing areas comprises of Village Entrepreneurs who are 24x7 partners to growers and provide them handholding and advisory services.

Syngenta Research with NRCG

Syngenta India Limited in collaboration with National Research Centre for Grapes (NRCG) conducted a 2-year research project to demonstrate effective pest and disease management in grape cultivation. The crop protection schedule we developed through the research was endorsed by NRCG and it helped produce quality grapes with less than acceptable pesticide residue thus making the fruit 'Export ready'.

GroMore

The GroMore Project in Northern India is a coliaborative approach between Punjab Agricultural University and Syngenta India Limited to enhance Rice cultivation. Through the project we demonstrated the GroMore approach to Rice growers. We selected farmers from five major rice growing districts; Ludhiana, Jalandhar, Kapurthala, Amritsar and Gurdaspur and divided them into three categories; Developed, Developing and Mixed depending on the yield and agronomy awareness factors. All the plots were grown as per GroMore approach right from land preparation, nutrition management and irrigation management to specially developed crop protection protocols.

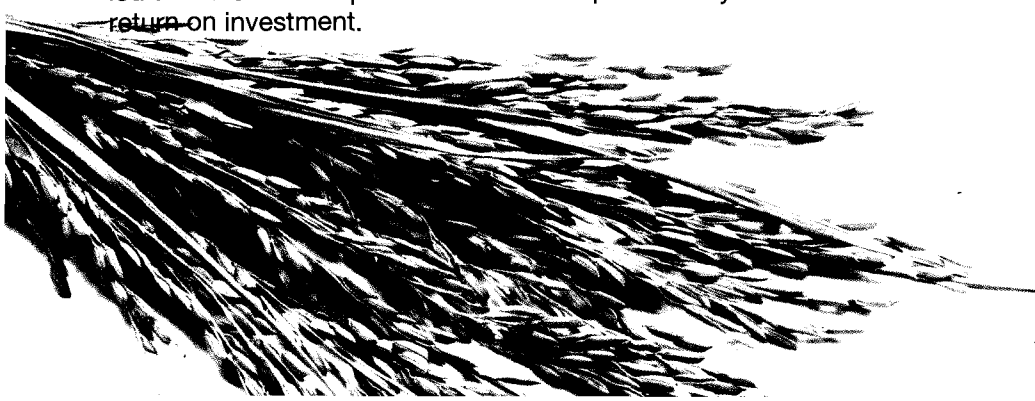
The team conducted field days at the completion of every phase (Seedling, Vegetative, Reproductive and Ripening Phases) to show the growers the difference between GroMore and the traditional growers practice. The superiority of Syngenta's GroMore approach was clearly established as the timely and judicious applications of agricultural inputs led to more than 30 per cent increase in productivity and hence better return on investment.

Farmer Testimonial

"I used Syngenta's GroMore approach in the last rice season. The best part about GroMore is that it gives equal importance to both agronomy and crop inputs.

We used chemicals at the right time instead of our earlier practice of applying them after the pest had done damage.

This resulted in higher number of tillers and in the end I got 8 quintal/acre of additional yield which is 35 percent more as compared to traditional practice."



S.Sukhjit Singh

Village Ladhra,
Block: Bhogpur
Dist. Jalandhar
(Punjab)

Board of Directors	Prakash K. Apte	Non - Executive Chairman
	Akshaya M. Kamath	Managing Director
	Steven B. Hawkins	Director (w.e.f. 01.10.2012)
	Govind P.S. Bene	Whole-time Director
	Ramesh Cheruku	Whole-time Director
	Martin S. Ghosh	Whole-time Director
	Peter T. Pickering	(Till 30.09.2012)
Company Secretary	Tapan K. Parida	
Statutory Auditors	M/s. S. R. Batliboi & Co. LLP.	
Internal Auditors	M/s. S. K. Parekh & Co.	
Bankers	Citibank N. A. HSBC Bank	
Registered Office	Amar Paradigm, S. No. 110/11/3 Baner Road, Pune - 411 045.	
Works / Plants	Santa Monica Works Corlim, Ilhas, Goa - 403 110.	
	Ranebennur Plant Survey No. 39-1A/1B/2B, Kajjari-Asundi Road, Ranebennur – 581 115 Karnataka.	
	Nuthankal Plant Survey No. 660, Nuthankal Village 501 401 Medchal Mandal, Rangareddy District, Andhra Pradesh.	
Registrar & Transfer Agents	M/s. Sharepro Services (India) Private Limited 13 AB Samhita Warehousing Complex, 2nd Floor Near Sakinaka Telephone Exchange Lane, off Andheri-Kurla Road, Sakinaka, Andheri (E), Mumbai 400 072. Tel: 022- 67720330, 67720400 Fax: 022- 28591568 Email: sharepro@shareproservices.com	

Fourteenth Annual General Meeting

Monday, 30th September, 2013 at 3.30 p.m.

Syngenta India Limited, Mula Mutha Hall, Amar Paradigm,

S. No. 110/11/3, Baner Road, Pune 411 045

Members are requested to bring their copy of the Annual Report to the meeting. Members are also requested to direct all correspondence relating to shares to the Company's Registrar and Transfer agents, M/s. Sharepro Services (India) Private Limited, at the address above, quoting their folio numbers and in case their shares are held in dematerialized form, quoting the Client ID Number and the DP ID Number.

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NOTICE :

NOTICE is hereby given that the Fourteenth Annual General Meeting of the Members of Syngenta India Limited will be held at the registered office of the Company at Mula Mutha Hall, Amar Paradigm, S. No. 110/11/3, Baner Road, Pune 411 045 on Monday, September 30, 2013 at 3.30 p. m. to transact the following business:

ORDINARY BUSINESS

1. To receive, consider and adopt the Statement of Profit and Loss for the year ended March 31, 2013 and the Balance Sheet as at that date together with the reports of the Board of Directors and the Auditors thereon.
2. To declare a dividend for the year ended March 31, 2013.
3. To appoint a Director in place of Mr. Martin S. Ghosh, who retires by rotation and is eligible for re-appointment.
4. To appoint a Director in place of Mr. Ramesh Cheruku who retires by rotation and is eligible for re-appointment.
5. To re-appoint M/s. S. R. Batliboi & Co. LLP, Chartered Accountants, as the Statutory Auditors of the Company and fix their remuneration.

SPECIAL BUSINESS

6. To consider and if thought fit, to pass with or without modification(s) the following resolution as an Ordinary Resolution:

   "RESOLVED THAT in accordance with the provisions of Section 257 and other applicable provisions, if any, of the Companies Act, 1956 read with the provisions of Articles of Association of the Company, Mr. Steven B. Hawkins, who was appointed as an Additional Director of the Company with effect from October 1, 2012 and holds the office until the date of the ensuing Annual General Meeting, be and is hereby appointed as a Director of the Company liable to retire by rotation."

By order of the Board of Directors
SYNGENTA INDIA LIMITED

Date : August 13, 2013
Place : Pune

Tapan K. Parida
Head - Compliance and Company Secretary

Registered Office:
Amar Paradigm, S. No. 110/11/3,
Baner Road, Pune-411 045

NOTES :

1) An Explanatory Statement pursuant to Section 173(2) of the Companies Act, 1956 pertaining to the business at item no. 6 set out in the Notice above are annexed hereto.

2) A MEMBER ENTITLED TO ATTEND AND VOTE AT THE MEETING IS ENTITLED TO APPOINT A PROXY TO ATTEND AND VOTE INSTEAD OF HIMSELF AND A PROXY NEED NOT BE A MEMBER OF THE COMPANY. A PROXY IN ORDER TO BE EFFECTIVE MUST BE RECEIVED AT THE REGISTERED OFFICE OF THE COMPANY NOT LESS THAN 48 (FORTY–EIGHT HOURS) BEFORE THE COMMENCEMENT OF MEETING.

3) Members/Proxies should fill in the Attendance Slip for attending the Meeting.

4) The Register of Members and the Share Transfer Books of the Company will remain closed from Saturday, September 21, 2013 to Friday, September 27, 2013 (both days inclusive).

5) Dividend, if declared at the Annual General Meeting will be paid on and from October 6, 2013 to those members whose names appear on the Register of Members of the Company, after giving effect to valid transfers in respect of the shares lodged with the Company on or before the close of business hours on September 20, 2013 or to their mandates. The dividend in respect of shares held in electronic form would be payable to the beneficial owners of shares recorded with the Depositories as of the end of September 20, 2013 as per details furnished by the Depositories for the purpose.

6) Pursuant to Section 205A read with Section 205C of the Companies Act, 1956, the unclaimed/unpaid dividend till the financial year ended December 31, 2005 has been transferred to the Investor Education and Protection Fund of the Central Government ("the Fund"). Shareholders are requested to note that once unpaid/unclaimed amounts are transferred to the Fund, no claim shall lie against the Fund or the Company. Shareholders who have not yet encashed their dividend warrants are requested to do so sufficiently in advance before the said transfers take place.

7) With a view to provide protection against fraudulent encashment of Dividend Warrants, Members holding shares in physical form are requested to furnish to the Company's Registrar and Transfer Agents, M/s. Sharepro Services (India) Private Limited, at 13 AB, Samhita Warehousing Complex, 2nd Floor, near Sakinaka Telephone Exchange Lane, off Andheri-Kurla Road, Sakinaka, Andheri (E), Mumbai 400072, under the signature of the Sole/First joint holder, the name and address of their Bank, Branch, Pin code number and particulars of Bank account quoting their folio number to enable the Company to incorporate the said details in the Dividend Warrant. Members holding shares in electronic form are advised that address/bank details as furnished to the Company by the respective Depositories viz. NSDL and CDSL, will be printed on the Dividend Warrant. Members will appreciate that the Company will not be responsible for any loss arising out of fraudulent encashment of Dividend Warrants.

8) Members holding shares in physical form are requested to notify immediately any change in their address/Bank mandate/Bank Account particulars to the Company's Registrar and Transfer Agents, M/s. Sharepro Services (India) Private Limited, at 13 AB, Samhita Warehousing Complex, 2nd Floor, near Sakinaka Telephone Exchange Lane, off Andheri- Kurla Road, Sakinaka, Andheri (E), Mumbai 400072, and in case their shares are held in electronic form, this information should be sent to the Depository Participant with whom they have their account.

9) Members are entitled to make nomination in respect of shares held by them. Members desirous of making nominations are requested to write to the Company's Registrars and Share Transfer Agents in case the shares are held in physical form and to the concerned Depository Participant in case the shares are held in electronic form.

10) As you are aware, as part of the Green Initiative in the Corporate Governance, the Ministry of Corporate Affairs (MCA) vide its circular nos 17/2011 and 18/2011 dated 21. 04.2011 and 29.04.2011 respectively, had permitted the Companies to serve documents to the shareholders through electronic mode.

    In order to support this "Green Initiative", we have already served certain documents i.e. Annual Report and other communications etc. to the shareholders through electronic mode at their email addresses on request. We wish to continue this initiative as a step forward towards protecting environment for all of us. This initiative will help in prompt receipt of communications from the shareholders and responding to them quickly from our end.

    We expect your absolute participation in the initiative and therefore, request you to register your e -mail address and/ or changes there in from time to time:

    - In case your shares are in demat mode – with the concerned depository participant (DP), by following the related procedure as laid down by the concerned DP.