

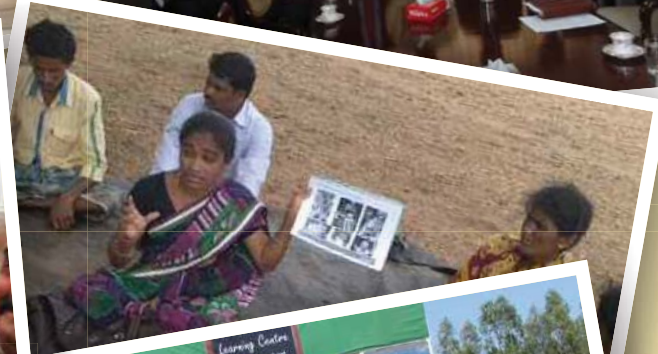
Syngenta India Limited
Annual Report 2016-17

Harvesting Happiness



syngenta

Some Glimpses



Your Trusted Company: Syngenta

Syngenta has a rich legacy stemming from a tradition that goes back several decades in India. The track record starting from CIBA, Sandoz, ICI to its present form has been one of exemplary corporate citizenship and partnership in India.

As Syngenta we have been operating in India since the year 2000.

Our philosophy and priorities have consistently been on addressing the challenges facing India and Indian agriculture. India continues to hold great promise for the parent company and we have embarked on many new initiatives in the last few years.

Syngenta strives to make farming profitable and sustainable so that farmers are motivated to pursue agriculture as it is not only becoming more complex but also the return on investment is not attractive. Syngenta as an R&D company providing technology to the farming community focusses on not only increasing the productivity but also on reducing input costs and increasing the return on investment.

Syngenta has a significant presence in India and is headquartered in Pune with research stations spread across the length and breadth of the country. Driving the steady growth in India are Syngenta's people. Syngenta employs more than 1700 permanent employees dedicated and committed to the Indian farmer and agriculture.



Our latest product offerings



NK 6702



S8001



S9001



S4001



SW 23



SW 26



Fusiflex



Capcadis



VoliamFlexi



Virtako



Meghdoot



OH-940



Message from the Non-Executive Chairman



The history of India's development has been interlinked to that of its farmers and the nation's growth with its agriculture. For India, the potential for agriculture today is enormous. India is the only country in the world capable of growing almost any grain, fruit and vegetable in abundance.

India has the capability to feed the world!

A growing population, economic development, and rising prosperity are leading to an increase in demand for food, feed and fiber. Whereas decreasing farm land, changing climate makes it essential to improve agricultural productivity sustainably.

We at Syngenta are dedicated to bring greater food security in an environmentally sustainable way to an increasingly populous world.

Our presence in agriculture that engages over 50% of our population is also central to making a positive difference to our communities, our people, and our growers.

We at Syngenta are also aligned to the Hon'ble Prime Minister's commitment to double the farmers' income by 2022 which has been reinforced in this year's budget pronouncement.

We have the broadest portfolio in the industry to achieve the critical goals of sustainable agriculture. Amidst the framework of unique challenges, we see great opportunities in India to contribute to this vision.

We remain committed to the millions of small and marginal farmers doing what we can, to help them lead healthier, safer and more productive lives.

We also believe that the success of Indian IT can be mirrored in Indian agriculture and with the Indian farmer at the core of this vision we have launched Anantham – a web-based tool which will help digitalise Indian agriculture.

We are working towards a future for India that is significantly different from today - where the farmers are an important part of our nation's economic growth. Our efforts are directed towards it. I am grateful for your partnership and support and seek its continuance to help us play our part in putting Indian agriculture on the global map.

Our CSR efforts aim to bridge the gap between needs and resources of our communities. Our key CSR projects - Syngenta I-CLEAN and Syngenta Irrigation Project are aimed at powering rural prosperity and ensuring more crop per drop of water.

I would like to conclude by saying that we, at Syngenta, are committed to helping India meet its food and nutrition needs of the present and the future.

Let us help to nurture the small and marginal farmers' dreams and empower them for a better tomorrow.

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India has the
capability to
feed the world!

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Prakash K. Apte
Non-Executive Chairman





Message from the Managing Director



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Syngenta has constructively helped farmers increase their productivity and have created a positive momentum.

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I am pleased to present to you Syngenta's annual report for the fiscal 2017. It has been a very exciting and intensive year for the company.

India over the decades has continued to show resilience in the agriculture sector and today is not only self-sufficient but also a net exporter in respect of many agriculture products.

In 2016-17, we saw some very tough but necessary economic measures in the country that will serve the country well in the future. Although a challenging year, we at Syngenta, have continued to do what we do best – hand-holding and reaching out to as many farmers as possible to increase their productivity and profitability through our innovative and integrated solutions.

The Prime Minister had recently summarized the key challenges that Indian Agriculture faces as “Less Time, Less Land, More Productivity”. Climate change is indeed having a major impact on agriculture and to combat the changing weather patterns, the farmers need to grow crops in less time but at the same time increase productivity with the lesser land available. Syngenta with its latest technologies in crop protection and seeds can help address the challenges of vagaries of weather. Syngenta has herbicides that optimises water usage in rice and other newly launched crop protection products like Virtako, Capcadis, VoliamFlexi that can help in combating the various biotic and abiotic stresses for various crops.

We have a good assortments of seeds in rice hybrids that can reduce the harvesting cycle; our vegetable hybrids can withstand climate changes and grow throughout the year in subtropical or temperate conditions; corn hybrids that use moisture more efficiently to give higher yields on drought - stressed land. Advances in research have enabled a fruit like watermelon to be grown in all seasons.

Our stage-wise integrated solutions like MaxVeg for vegetables, GroMore for rice and wheat, StartRight for corn and FastStart for cotton have helped farmers increase their productivity and profitability.

The country is now focused on sustainability of agricultural production, re-strengthening of extension services and recognizing agriculture as an enterprise. The Good Growth Plan (GGP) is Syngenta's commitment to make a measurable contribution to sustainable agriculture by 2020. This shows the underlying strength of our Company, our commitment to the small and marginal farmers and our robust business model.

We at Syngenta will continue to evaluate new opportunities to deliver more value to our growers. Our business will remain focused on returning a high value through continued investments.

We take pride in the work that we do and the difference that we make to the lives of millions of growers. We remain totally engaged and committed to the Indian farmer and are excited about the future we see.

Bipinchandra C. Solanki
Managing Director



Success Story

Grape grower now
earns enough to
send his children
for higher studies

Grape farmer Dipak Baburao Patil from Savlaj village in Sangli, Maharashtra has 6 acres of land. His average yield, using conventional farmer practices used to be 9 MT per acre.

Grape is a tough crop and is highly susceptible to diseases like Downy and Powdery Mildew. Climate change makes it further vulnerable to the vagaries of nature.

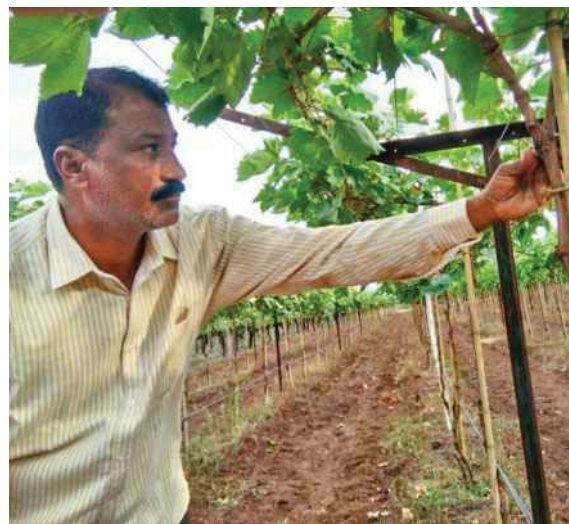
Dipak Baburao Patil joined Syngenta's April to April schedule with four acres of the total six acres of his land hoping to increase his income. Being enthusiastic and a fast learner, he swiftly picked up Syngenta's protocols for better crop management.

The team stood with him right from pruning to harvesting and helped him cut down unwanted expenses on

spray rounds. He adhered to our protocol and by using Amistar, Score and Kavach was able to increase his yields to 12MT/acre, which is 25% higher than the average yields in the region. He was further able to save Rs. 10000/acre on sprays by following our protocols.

This increase in income has helped Dipak realize his dream of sending his children to the city to pursue higher education.

We at Syngenta helped Dipak turn his dream in to reality.



Syngenta brands used



Amistar



Score



Kavach



“

I was wanting to send my children for higher studies to a neighbouring city.

The dream came true when I started making more return on investments, adopting Syngenta Protocols.

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Success Story

Syngenta enables a grower reap twenty six quintals of corn per acre in a rain-fed area of Karnataka.



S Madivalappa a farmer from Karnataka has always been fascinated by latest technologies in agriculture.

Corn is a crop which is difficult to grow in rain-fed conditions. Madivalappa a progressive farmer from Neelagund Village has a long association with Syngenta. He owns 20 acres of land and cultivates corn on 18 acres every year.

In June 2016, he cultivated NK-6240 PLUS. By using Syngenta protocol StartRight he was able to take better care of his crop. As part of the integrated solutions, he also used products like Isabion and Alika.

This approach resulted in a yield of 28 quintals per acre vis-à-vis 20 quintals per acre which he used to get earlier while using traditional agriculture practices.

Being a brand ambassador of

Syngenta, he promoted NK-6240 PLUS in Harapanahalli Taluka of Davangere district. He showcased the fields to farmers from his village. Fellow farmers immediately adopted the new corn hybrid when they saw the uniform emergence of seeds, an increased plant population and the stay green capability of the crop under water stress conditions.

The standing crop of NK-6240 PLUS under drought condition inspired and converted around 40-50 farmers from the neighbouring villages.

Madivalappa gained an additional income of Rs. 11000 per acre by using NK-6240 PLUS and the StartRight Protocol of Syngenta.



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I am extremely happy to be the Brand Ambassador of Syngenta and am educating farmers of my neighbouring villages to adopt Syngenta Protocols, which give a higher return on investments.

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Syngenta brands used



Alika



Isabion



Gramaxone



Success Story

MaxVeg Protocol for Watermelon brings prosperity to West Bengal grower



Manik Kazi, a farmer from West Bengal shifted from potato cultivation to Syngenta's Watermelon Hybrid "Sugar Queen" and gets a bumper yield.

Manik Kazi is a small landholding farmer from North 24 Parganas District, West Bengal.

Over the years he has been cultivating potato in Rabi and jute in Kharif on his 0.7 acre of land using traditional agriculture practices. For the past two years both the crops have not been yielding good returns to this marginal farmer.

With an intention to change his socio economic condition, he attended a Syngenta Farmer Training program in his village. Our team gave him details of MaxVeg protocol for "Sugar Queen" a watermelon hybrid.

Earlier, he used to leave his land fallow after growing Potato. This year he planted Syngenta's Sugar Queen in his 0.2 acre land. By adopting Syngenta's MaxVeg protocol, he got a bumper yield of 2.9 MT from his 0.2 acre of land fetching him Rs. 26000.

Within a short period, news of his bumper gain spread across to the surrounding villages.

Now, Manik is completely motivated and has fulfilled his dream to educate his son in a good school of a nearby town.

Syngenta brands used



Amistar

Alika

Isabion



“

Syngenta's Training Programme helped me to try new hybrids. It also made me knowledgeable about the new application technologies and protocols.

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Success Story

A young entrepreneurial farmer celebrates his success with GroMore



Satinder Singh Gill a farmer from Punjab uses Syngenta's GroMore protocol for rice and wheat, resulting in a yield gain of 20%

Satinder Singh Gill of village Barewal Awana, Ludhiana District, Punjab, a progressive farmer has always been keen to use new and better technologies.

Four years back he started by growing rice and wheat on rotation in his four acres of land. He used

quality seeds and Syngenta's GroMore protocol and achieved a 20% increase in yields.

This spurt in yields and his confidence in Syngenta's protocols and products encouraged him to lease another 30 acres of land. Our team helped him through all crop phases from seedling to ripening. For better management of crops, he used products like Rifit Plus, Capcadis, Virtako, Amistar Top and Dividend.

Both rice and wheat gave him an additional 3 quintals per acre which resulted in a gain of Rs. 9000 per acre during the year. He made an additional income of Rs 3 lacs from his 34 acres of leased land. This helped him purchase new implements including a Tractor.

Syngenta's stage-wise solution in Rice and Wheat has helped farmers like Satinder Singh Gill raise their economic status.

Syngenta brands used



Rifit Plus



Capcadis



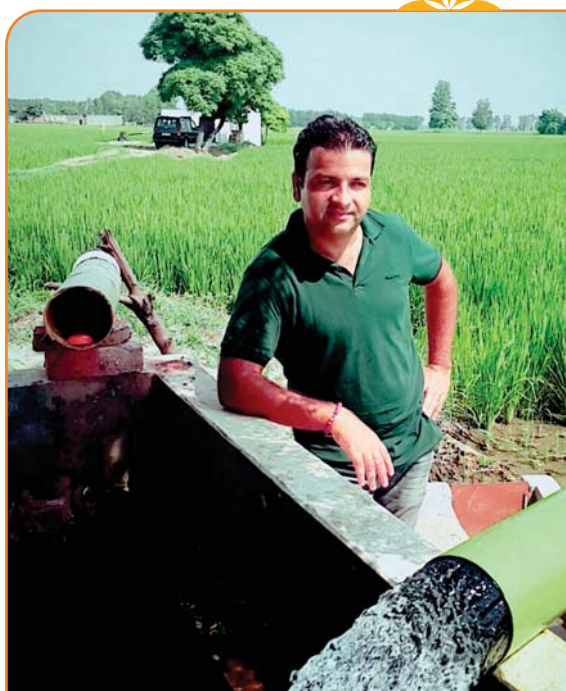
Virtako



Amistar Top



Dividend



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I believe the best practices offered by Syngenta helped me in crop management, risk mitigation and has improved my socio economic condition.

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the
good
growth
plan

The Good Growth Plan

Securing a Sustainable Future – Six Commitments

- Make crops more efficient
- Empower smallholders
- Rescue more farmland
- Help people stay safe
- Help biodiversity flourish
- Look after every worker

Cotton farmer Manohar Mohan Rathod from Akolabazar Village, District Yavatmal, Maharashtra has 30 acres of land. He has showcased a better sustainable farming practices over his fellow farmers using Syngenta's FastStart Protocol, Soil health analysis and stewardship practices.

Manohar Rathod has been using Syngenta solutions for farming for the past five years. He grows major crops like cotton, Soybean, Tur, Green gram and Jowar.

Earlier, under conventional method Manohar used to get 8-9 quintals of cotton per acre. In 2014, Manohar became the Good Growth Plan reference farmer. He got trained on best crop solution practices – FastStart Protocol, Soil health analysis and Stewardship practices by Syngenta Officials. His yields increased from 9 qt to 14 qt per acre over the last three years and he could reduce his operating cost to the tune of 20-25%.

Since the time he got associated with Syngenta he has been able to save two rounds of preventive spray

resulting in cost optimization while giving better control to the crop. He is now using his experience and knowledge to take care of other crops as well.

This year he got an additional income of Rs 72,000/- by applying Syngenta's FastStart Protocol on three acres of his cotton field.

He is a Proud Syngenta GGP Reference farmer having earned a high social respect in the society. He is not only a farmer now but also a fellow guide to his farmer friends in the neighbouring villages.

Syngenta brands used



Rifit Plus



Capcadis



Amistar Top



Virtako



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I am grateful to Syngenta staff for updating me regularly about the latest technologies in agriculture, hybrids as well as crop protection products – the credit goes to them for contributing to a substantial increase in return on investments.

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