

agriscience

# 1Q 2021 Earnings Conference Call

May 5, 2021

## 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", "guidance", or other words of similar meaning. All statements that address expectations or projections about the future, including statements about Corteva's strategy for growth, product development, regulatory approval, market position, anticipated benefits of recent acquisitions, timing of anticipated benefits from restructuring actions, outcome of contingencies, such as litigation and environmental matters, expenditures, and financial results, as well as expected benefits from, the separation of Corteva from DowDuPont, are forward-looking statements.

Forward-looking statements are based on certain assumptions and expectations of future events which may not be accurate or realized. Forward-looking statements 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 obtain or maintain the necessary regulatory approvals for some Corteva's products; (ii) failure to successfully develop and commercialize Corteva's pipeline; (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 regulatory regulatory regulatory regulatory regulatory control and the effect of actual or alleged violations of environmental laws or permit regulatory regulat and unpredictable seasonal and weather factors; (ix) risks related to oil and commodity markets; (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 realize the anticipated benefits of the internal reorganizations taken by DowDuPont in connection with the spin-off of Corteva and other cost savings initiatives; (xv) failure to raise capital through the capital markets or short-term borrowings on terms acceptable to Corteva; (xvi) failure of Corteva's customers to pay their debts to Corteva, including customer financing programs; (xvii) increases in pension and other post-employment benefit plan funding obligations; (xviii) risks related to the indemnification obligations of legacy EID liabilities in connection with the separation of Corteva; (xix) effect of compliance with laws and requirements and adverse judgments on litigation; (xx) risks related to Corteva's global operations; (xxi) failure to effectively manage acquisitions, divestitures, alliances and other portfolio actions; failure to enforce; (xxii) risks related to COVID-19; (xxiii) risks related to activist stockholders; (xxiv) Corteva's intellectual property rights or defend against intellectual property claims asserted by others; (xxv) effect of counterfeit products; (xxvi) Corteva's dependence on intellectual property cross-license agreements; and (xxvii) other risks related to the Separation from DowDuPont.

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 or other estimate, 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 or other estimates 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.



## **A Reminder About Non-GAAP Financial Measures**

#### **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 organic sales, organic growth (including by segment and region), operating EBITDA, operating EBITDA margin, operating earnings per share, and base tax rate. Management uses these measures internally for planning and forecasting, including allocating resources and evaluating incentive compensation. Management believes that these non-GAAP measures reflect the ongoing performance of the Company during the periods presented and provide relevant and meaningful information to investors as they provide insight with respect to ongoing operating results of the Company and a helpful 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. Reconciliations for these non-GAAP measures to their most directly attributable U.S. GAAP measure are provided on slides 19 - 25 of this presentation.

Corteva is not able to reconcile its forward-looking non-GAAP financial measures to their 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 slide 21. 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® Roundup Ready 2 Xtend® herbicide tolerance traits. During the five-year ramp-up period of Enlist E3<sup>TM</sup>, 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, on February 1, 2021, Corteva approved restructuring actions designed to right-size and optimize footprint and organizational structure according to the business needs in each region with the focus on driving continued cost improvement and productivity. Corteva expects to record total pre-tax restructuring and asset-related charges of approximately \$130 million to \$170 million. The restructuring actions associated with this charge are expected to be substantially complete in 2021.

Organic sales is defined as price and volume and excludes currency and portfolio impacts. Operating EBITDA is defined as earnings (i.e., income from continuing operations before income taxes) before interest, depreciation, amortization, non-operating benefits, net, foreign exchange gains (losses), net, 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 (including goodwill impairment charges). Non-operating benefits, net consists of non-operating pension and other post-employment benefit (OPEB) credits, tax indemnification adjustments relate to changes in indemnification benefit (oPEB) credits, tax indemnification adjustments relate to changes in indemnification adjustment related 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 per share are defined as "Earnings per common share from continuing operations - diluted" excluding the after-tax impact of significant items (including goodwill impairment charges), 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. Net unrealized gain or loss from mark-to-market activity for certain foreign currency derivative instruments that do not qualify for hedge accounting of intangible assets that relate to past acquisitions will recur in future periods until such intangible assets have been fully amortization and recurs 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 fa



## **CEO Perspectives – 1Q 2021**

	Maintaining Momentum	Accelerating Pipeline	Driving Productivity	Organizational Resiliency	Enhancing Governance
٢	Building on strong 2020 finish	<ul> <li>Launching and rapidly scaling new technology</li> </ul>	Robust framework of programs	Managing pandemic challenges	<ul> <li>Overall Board acumen and engagement</li> </ul>
0	Expanding margins across both segments	Creating demand for higher margin products	Delivering on productivity commitments	Agility of supply chain	Capital allocation and return to shareholders

## Capitalizing on Market Fundamentals and Competitive Strengths



## Strong Start to 2021

Metric	Q1 2	.021	Highlights	
Net Sales	\$4.18B	<b>₯</b> 6%	Net sales growth led by EMEA partially offset by North America timing	
Organic <sup>(1)</sup> Sales	\$4.20B	<b>☆</b> 6%	<ul> <li>Organic<sup>(1)</sup> growth in both segments led by strong</li> <li>price execution, with double-digit organic<sup>(1)</sup> growth in Crop Protection</li> </ul>	
Operating EBITDA <sup>(1)</sup>	\$904M	<b>☆</b> 14%	<ul> <li>Operating EBITDA<sup>(1)</sup> increase led by new technology, lower SG&amp;A, and cost and productivity actions, partially offset by market-driven cost headwinds</li> </ul>	
Operating EBITDA Margin <sup>(1)</sup>	21.6%	🕜 157 bps	Delivered margin <sup>(1)</sup> expansion on organic <sup>(1)</sup> growth in both segments	

## Strong Volume and Price Contributing to Margin Expansion

(1) Organic sales growth, Operating EBITDA and Operating EBITDA Margin are non-GAAP measures. See slide 3 for further discussion and reconciliations starting on slide 19.



# **Global Agriculture Recovery, Improving Outlook**

#### 8.50 8.50 7.50 7.50 6.50 6.50 5.50 5.50 4.50 4.50 3.50 3.50 2.50 2.50 Jan-09 Jan-12 Jan-24 an-2( Jan-2 Jan-2 an-2; an-1 an-1 Jan-1 an-1 an-1 an-1 an-1 18 18 16 16 14 14 12 12 10 10 8 8 6 Current Frontier Feb-1, 2021 Frontier History

CBOT Futures Prices (\$/Bu)

### Monitoring market conditions amidst improving fundamentals

### **Economic Fundamentals**

- Global Ending stocks underpinning the strong fundamentals
- Global planted area increasing on strong economics
- Foundational to continued expansion

### **Farm Income**

- Government payments in 2020 boosted U.S. farm income, expected to ease in 2021
- Global market revenue driving strong farm income in 2021, highest level expected in U.S. since 2013 records

### Trade

- Recovery in China consumption is driving record global demand
- Strong China purchases of ag commodities
- Strength in Brazil corn driven by reduced yield and strong demand

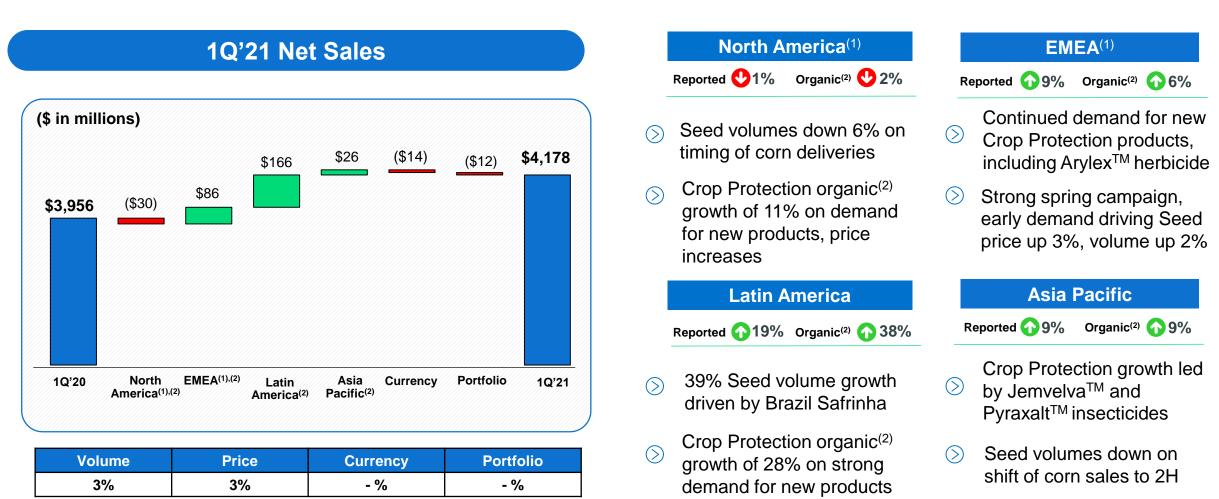
### Currency

- Monitoring Brazilian Real and European currencies
- Exchange rate dynamics, notably in Brazil, will impact ag commodity trade flows

## **Current Futures Markets Suggest Solid Fundamentals**



# **1Q 2021 Regional Highlights**



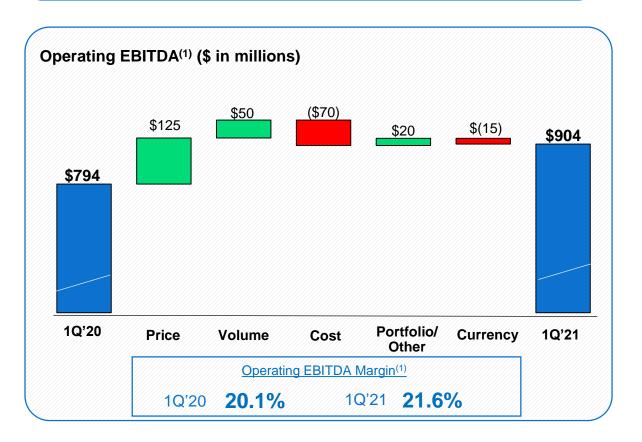
Strong Demand for New Products and Pricing Momentum



- 1) North America is defined as U.S. and Canada. EMEA is defined as Europe, Middle East and Africa.
- 2) Organic sales growth is a non-GAAP measure. See slide 3 for further discussion and reconciliations starting on slide 19.

# **1Q 2021 Operating EBITDA**<sup>(1)</sup> Key Performance Drivers

## 1Q'21 Bridge



### **Key Drivers**

### Price

- Price benefit of ~\$125M on continued penetration of new technology and pricing execution
- Global corn price +2%

#### Volume

- Record volumes in Europe, strong sales in Latin America drove Seed gains
  - Partially offset by timing of deliveries in North America
- Earnings growth from over \$120M of incremental new Crop Protection product sales
- Headwind from product phase-out in Crop Protection

### Cost

- ~\$50M in savings from productivity actions
- ~(\$120M) of headwinds, primarily market-driven, including higher raw material costs in Crop Protection and unfavorable yield and logistical costs in Seed

### Portfolio/Other

 Primarily related to gain on remeasurement of an equity investment

### Margin Improvement

 150+ bps EBITDA margin<sup>(1)</sup> improvement

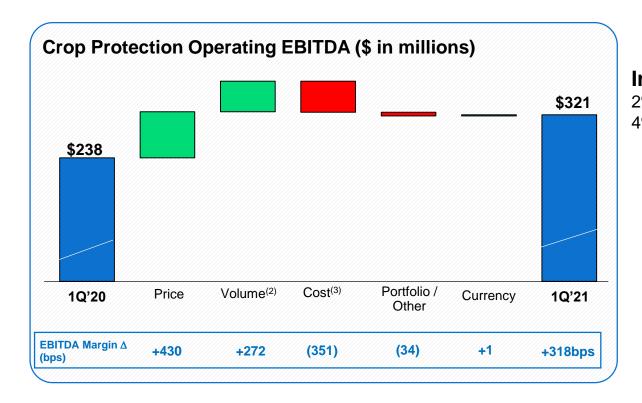
## Driving Margin Expansion Despite Market-Driven Cost Headwinds

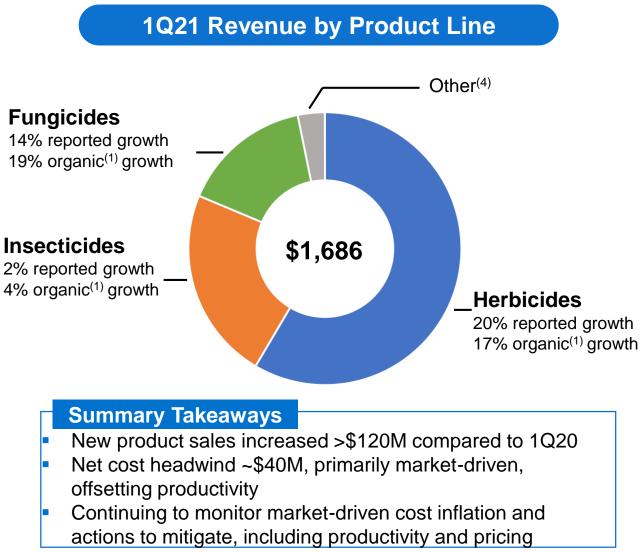
(1) Operating EBITDA and Operating EBITDA margin are non-GAAP measures. See slide 3 for further discussion and reconciliations starting on slide 19.



# **1Q 2021 Crop Protection Highlights**

(\$ in millions)	1Q 2021	vPY
Net Sales	\$1,686	+12%
Organic <sup>(1)</sup> Sales Growth		+12%
Operating EBITDA	\$321	+35%
Operating EBITDA Margin	19.0%	+318 bps



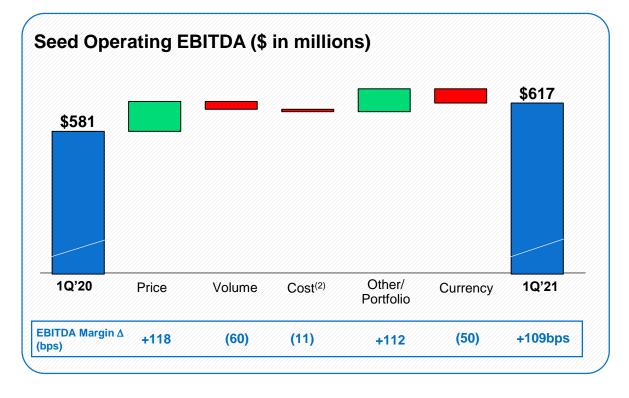




Organic sales growth is a non-GAAP measure. See slide 3 for further discussion and reconciliations starting on slide 19. Volume is net of strategic decisions to phase out of Chlorpyrifos and ramp down certain low-margin, third-party products. Cost is net of productivity actions. Other product line primarily includes seed applied technology.

# **1Q 2021 Seed Performance Highlights**

(\$ in millions)	1Q 2021	vPY
Net Sales	\$2,492	+2%
Organic <sup>(1)</sup> Sales Growth		+3%
Operating EBITDA	\$617	+6%
Operating EBITDA Margin	24.8%	+109 bps



### **1Q21 Revenue by Product Line** Other<sup>(4)</sup> Other oilseeds<sup>(3)</sup> 19% reported growth 22% organic<sup>(1)</sup> growth \$2,492 Corn Soybean 1% reported growth (2)% reported growth 2% organic<sup>(1)</sup> growth (4)% organic<sup>(1)</sup> growth **Summary Takeaways** Early demand in Europe, LatAm offset by N.A. timing Price increases for yield-advantaged technology Net cost headwind ~\$30M, primarily market-driven, offsetting productivity Other includes gain on remeasurement of equity investment Enlist E3<sup>TM(5)</sup> ramp on track



Organic sales growth is a non-GAAP measure. See slide 3 for further discussion and reconciliations starting on slide 19.
 Cost is not of productivity actions.

Other oilseeds includes sunflower and canola

- Other product line primarily includes cotton, alfalfa, sorghum, wheat, rice, inoculants, millet, and Digital.
  - e transgenic soybean event in Enlist E3® soybeans is jointly developed and owned by Corteva Agriscience, LLC and M.S. Technologies, L.L.C. Royalty income for Enlist E3® is shared with MS Technologies

# 1H Outlook and Full Year 2021 Guidance<sup>(1)</sup>

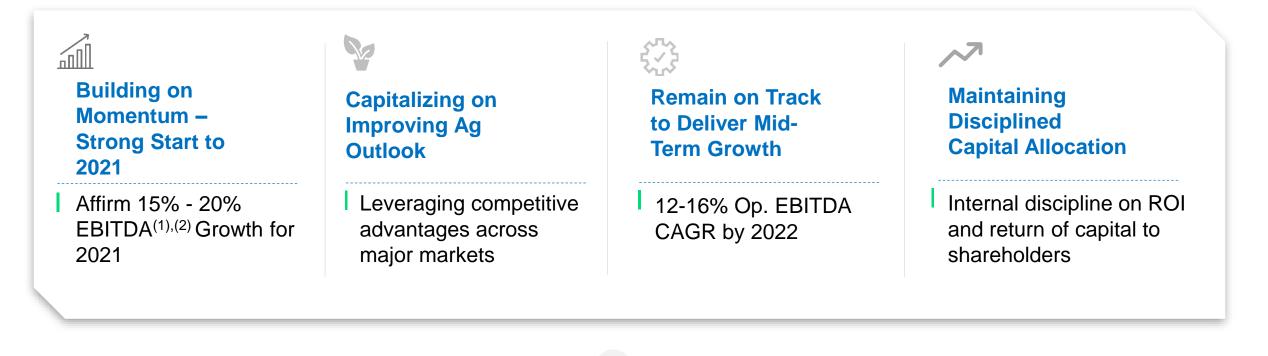
	1H 2021	FY 2021	FY Key Assumptions
Net Sales	<b>\$9.35 – 9.45B</b> At Mid-Point • ~ 3%	<b>\$14.6 – 14.8B</b> (Previously \$14.4 - \$14.6B) At Mid-Point <b>3.5%</b>	<ul> <li>Revenue</li> <li>Increasing revenue guidance to 3-4% reported growth</li> <li>Crop Protection accelerated growth</li> <li>Continued price momentum in key markets,</li> </ul>
Operating EBITDA <sup>(2)</sup>	<b>\$2.15 – 2.25B</b> At Mid-Point <b>?~8%</b>	<b>\$2.4 – 2.5B</b> At Mid-Point <b>^ 17%</b>	<ul> <li>Continued price momental in key markets, including pricing for higher input costs</li> <li>Costs and Productivity</li> <li>Net cost headwind (\$50M) on higher input and</li> </ul>
Op. EBITDA margin <sup>(2)</sup> ∆	~120 bps	~200 bps	logistical costs, primarily market-driven, offsetting productivity <b>Operating EBITDA</b> <sup>(2)</sup>
			Affirming 2021 guidance <sup>(1)</sup> of \$2.4 – 2.5B

## Confident in Full Year Outlook, Aligned With Mid-Term Targets



Guidance does not contemplate any extreme weather events, operational or supply disruptions, significant changes in customers' demand or ability to pay, or further acceleration of currency impacts resulting from the COVID-19 pandemic.
 Operating EBITDA and operating EBITDA margin are non-GAAP measures. Corteva is not able to reconcile its forward-looking non-GAAP financial measures to their 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. See slide 3 for further discussion.

## **Commitment to Delivering Value**



Foundation: Accountable, Performance-Driven Culture

## Strong First Quarter, Executing on Strategy

Guidance does not contemplate any extreme weather events, operational or supply disruptions, significant changes in customers' demand or ability to pay, or further acceleration of currency impacts resulting from the COVID-19 pandemic.
 Operating EBITDA is a non-GAAP measure. Corteva is not able to reconcile its forward-looking non-GAAP financial measures to their 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. See slide 3 for further discussion.

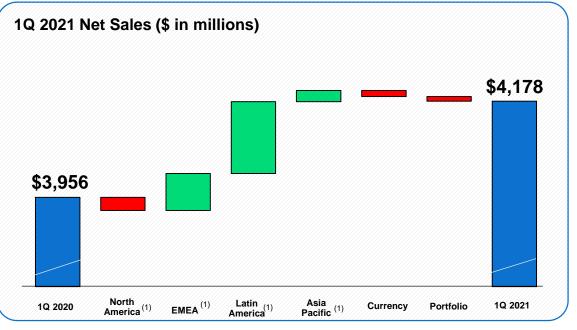


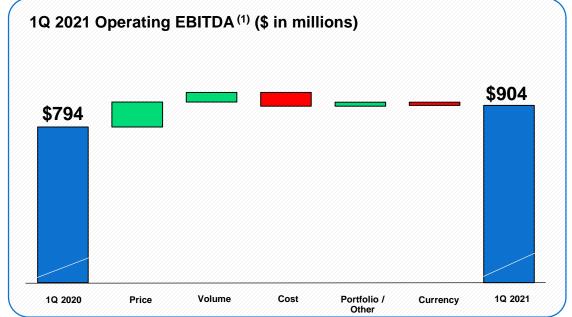




# 1Q 2021 Highlights

(\$ in millions, except EPS)	1Q 2020	1Q 2021	Change
Net Sales	\$3,956	\$4,178	+6%
GAAP Income from Continuing Operations After Income Taxes	\$281	\$613	+118%
Operating EBITDA <sup>(1)</sup>	\$794	\$904	+14%
Operating EBITDA Margin <sup>(1)</sup>	20.1%	21.6%	+157 bps
GAAP EPS from Continuing Operations	\$0.36	\$0.81	+125%
Operating EPS <sup>(1)</sup>	\$0.59	\$0.79	+34%

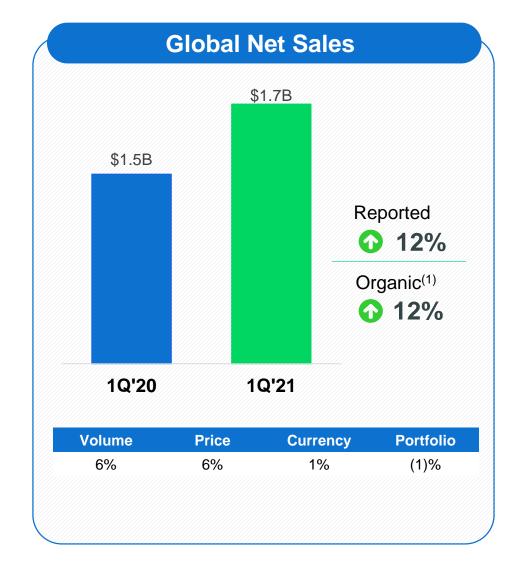




(1) Organic sales growth, Operating EBITDA, Operating EBITDA margin and Operating earnings per share are non-GAAP measures. See slide 3 for further discussion and reconciliations starting on slide 19.



# 1Q 2021 Regional Net Sales Highlights – Crop Protection



Organic sales growth is a non-GAAP measure. See slide 3 for further discussion and reconciliations starting on slide 19.
 North America is defined as U.S. and Canada.

(3) EMEA Is defined as Europe, Middle East and Africa.

_	North America <sup>(2)</sup>		Reported Organic <sup>(1)</sup>	
			1Q 2020	1Q 2021
	Net Sales (\$MM)		\$475	\$533
	Volume	Price	Currency	Portfolio
	5%	6%	1%	- %
(			anic growth ir mand for Enli	
(	<ul> <li>Pricing gains driven by favorable mix and strategic price increases</li> </ul>			ble mix and

EMEA<sup>(3)</sup>

Reported	Organic <sup>(1)</sup>
12%	<b>7%</b>

1Q 2020	1Q 2021
\$586	\$655
ce Currency	/ Portfolio
% 5%	- %
netration of new by phase out c oducts	•
	\$586 ce Currency % 5% netration of new by phase out c

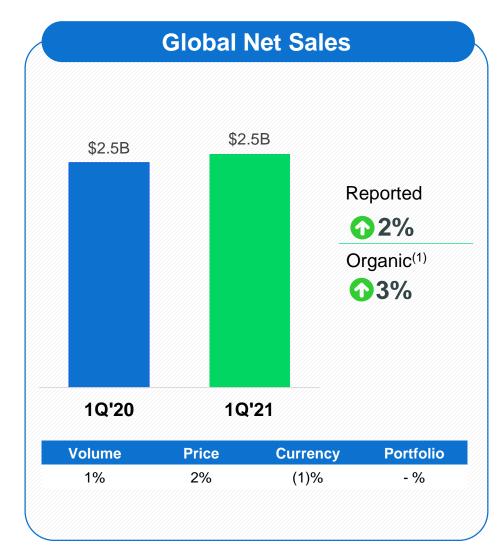
Favorable currency impacts driven by Euro, partially offset by Turkish lira

LatinReportedOrganic(1)America12%28%				
		1Q 2020	1Q 2021	
Net Sales (\$	SMM)	\$218	\$244	
Volume	Price	Currency	/ Portfolio	
10%	18%	(16)%	- %	
<ul> <li>products, Jemvelva</li> <li>Currency</li> </ul>	<ul> <li>Strong demand for new and differentiated products, including Isoclast<sup>TM</sup> and Jemvelva<sup>TM</sup> insecticides, Enlist<sup>TM</sup> herbicide</li> <li>Currency impact from Brazilian Real partially offset by pricing actions</li> <li>Asia Reported Organic<sup>(1)</sup></li> </ul>			
Pacific	Û	14% 01	4%	
		1Q 2020	1Q 2021	
Net Sales (\$	MM)	\$222	\$254	
Volume	Price	Currency	Portfolio	
12%	2%	5%	(5)%	
Volume growth driven by continued ⊘ demand for insecticides, including Jemvelva <sup>™</sup> and Pyraxalt <sup>™</sup>				

Favorable currency impacts driven by Chinese Yuan and Australian Dollar



# 1Q 2021 Regional Net Sales Highlights – Seed



(1) Organic sales growth is a non-GAAP measure. See slide 3 for further discussion and reconciliations starting on slide 19.
 (2) North America is defined as U.S. and Canada.

(3) EMEA Is defined as Europe, Middle East and Africa.

North America	(2)		Organic <sup>(1)</sup>
		1Q 2020	1Q 2021
Net Sales (	\$MM)	\$1,290	\$1,210
Volume	Price	Currency	Portfolio
(6)%	(1)%	1%	- %
Lower of the second	corn volu	mes given se	easonal

 Lower corn volumes given seasonal timing of seed deliveries

Unfavorable pricing driven by timing of customer credits, competitive pressures

EMEA <sup>(3)</sup>		Reported	Organic <sup>(1)</sup>
		1Q 2020	1Q 2021
Net Sales (\$MM)		\$881	\$947
Volume	Price	Currency	Portfolio
2%	3%	2%	- %

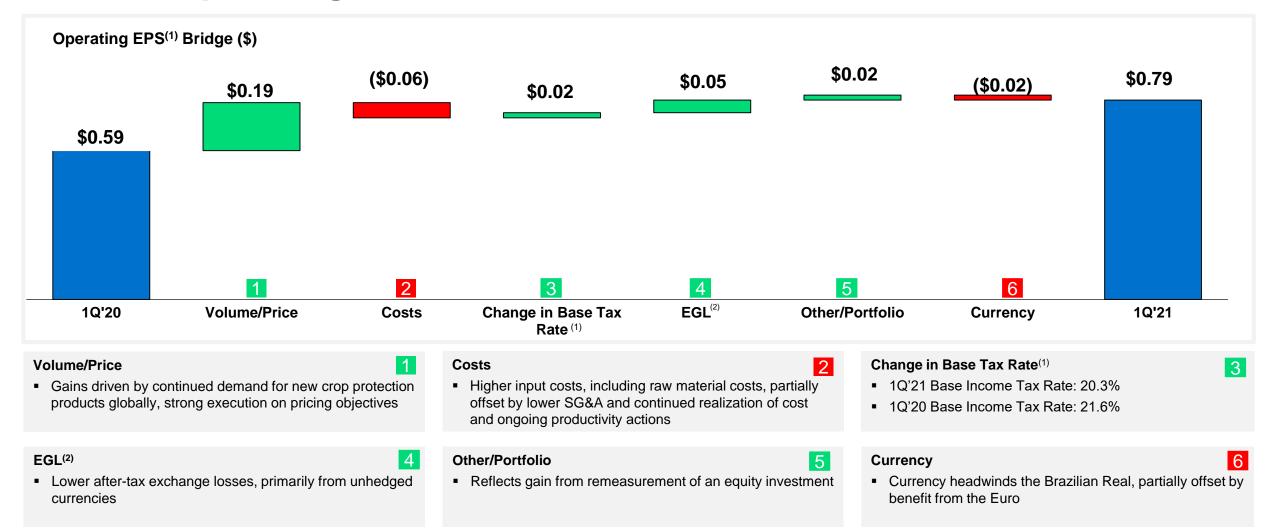
Record corn and sunflower volumes due to supply concerns, early start to spring

 $\bigcirc$  Strong execution driving pricing gains

Latin America		ported Orga	
		1Q 2020	1Q 2021
Net Sales (	\$MM)	\$216	\$274
Volume	Price	Currenc	y Portfolio
39%	9%	(21)%	- %
sales, ear countries	rly start to impact fr	o season ir rom Brazilia	an Real
Asia Pacific	Re	pricing action ported Orga 10%	anic <sup>(1)</sup>
		1Q 2020	1Q 2021
Net Sales (\$	MM)	\$68	\$61
Volume	Price	Currency	Portfolio
(12)%	5%	(3)%	- %
Strong st	art to spr	ing corn se	ason in India,

 Strong start to spring corn season in India,
 Pakistan offset by delayed start in Indonesia

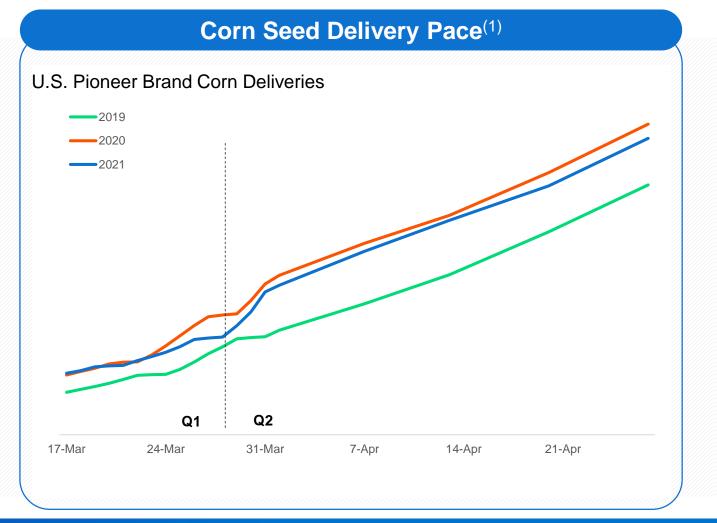
# **1Q 2021 Operating EPS<sup>(1)</sup> Variance**



Operating earnings per share and base tax rate are non-GAAP measures. See slide 3 for further discussion and reconciliations starting on slide 19.
 EGL is defined as Exchange Gain / (Loss)



## **U.S. Historical Delivery Pace**



## Year to Date Seed Deliveries Are Just Below Prior Year

(1) Represents year-to-date seed deliveries recognized in the Pioneer corn brand in the United States.



# Corteva Non-GAAP Calculation of Corteva Operating EBITDA

		Three Months Ended March 31,					
		202	1		202	0	
In millions	As I	As Reported Margin % As Reported				Margin %	
Income from continuing operations, net of tax (GAAP)	\$	613	14.7%	\$	281	7.1%	
Provision for income taxes on continuing operations		178	4.3%		127	3.2%	
Income from continuing operations before income taxes (GAAP)	\$	791	18.9%	\$	408	10.3%	
+ Depreciation and Amortization		304	7.3%		283	7.2%	
- Interest income		(21)	-0.5%		(18)	-0.5%	
+ Interest expense		7	0.2%		10	0.3%	
+ / - Exchange losses, net		35	0.8%		61	1.5%	
+ / - Non-operating benefits, net		(311)	-7.4%		(73)	-1.8%	
+ / - Mark-to-market gains on certain foreign currency contracts not designated as hedges <sup>1</sup>		(1)	0.0%				
+ Significant items charge		100	2.4%		123	3.1%	
Corteva Operating EBITDA / EBITDA Margin (Non-GAAP) <sup>2,3</sup>	\$	904	21.6%	\$	794	20.1%	

1. 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 was no activity in the three months ended March 31, 2020.

2. Corteva Operating EBITDA is defined as earnings (i.e., income from continuing operations before income taxes) before interest, depreciation, amortization, non-operating (benefits) costs - net, foreign exchange losses, net 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 - net consists of non-operating pension and other post-employment benefit (OPEB) credits (costs), tax indemnification adjustments, environmental remediation and legal costs associated with Historical DuPont businesses and sites. 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.

3. The margin percentages are determined by dividing amounts in the table above for the three months ended March 31, 2021 and 2020 by net sales of \$4,178 million and \$3,956 million, respectively. Margin percentages may not foot, due to rounding.



#### Corteva

Segment Information

#### Net sales by segment

	Thr	ee Months H	Ende d	March 31,
In millions		2021		2020
Seed	\$	2,492	\$	2,455
Crop Protection		1,686		1,501
Total net sales	\$	4,178	\$	3,956

#### Net Margin (GAAP)

Three Months Ended March 31,				
2021		2020		
\$ 613	\$	281		
14.7%		7.1%		
\$	<b>2021</b> \$ 613 14.7%	\$ 613 \$		

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

#### **Corteva Operating EBITDA**

	Three Months Ended March 31				
In millions	2021	2020			
Seed	\$ 617	\$ 581			
Crop Protection	321	238			
Corporate	(34)	(25)			
Corteva Operating EBITDA (Non-GAAP) <sup>2</sup>	\$ 904	\$ 794			

2. Corteva Operating EBITDA is defined as earnings (i.e., income from continuing operations before income taxes) before interest, depreciation, amortization, non-operating (benefits) costs - net, foreign exchange losses, net 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 - net consists of non-operating pension and other post-employment benefit (OPEB) credits (costs), tax indemnification adjustments, environmental remediation and legal costs associated with Historical DuPont businesses and sites. 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**

	Three Months E	Inded March 31,
	2021	2020
Seed	24.8%	23.7%
Crop Protection	19.0%	15.9%
Total Operating EBITDA margin (Non-GAAP) <sup>3,4</sup>	21.6%	20.1%

3. Operating EBITDA margin is Operating EBITDA as a percentage of net sales.

4. 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.



	Thre	e Months E	nded Ma	arch 31,
In millions	2	2021	2	020
Seed				
Restructuring and asset-related charges - net	\$	(21)	\$	(10)
Total Seed	\$	(21)	\$	(10)
Crop Protection				
Loss on divestiture	\$	-	\$	(53)
Restructuring and asset-related charges - net		(32)		(18)
Total Crop Protection	\$	(32)	\$	(71)
Corporate				
Restructuring and asset-related charges - net	\$	(47)	\$	(42)
Total Corporate	\$	(47)	\$	(42)
Total significant items by segment (Pretax)	\$	(100)	\$	(123)
Total tax impact of significant items <sup>1</sup>		23		23
Tax only significant items		-		(19)
Total significant items charge, net of tax <sup>2</sup>	\$	(77)	\$	(119)

## Corteva significant items (Pretax)



#### Corteva

Segment Information - Price, Volume Currency Analysis

#### Region

		Q1 2021 vs. Q1 2020				Percent Change Due To:				
	Net Sales Ch	ange (GAAP)	Organic Change (Non-GAAP) <sup>2</sup>		Local Price &					
	\$ (millions)	%	\$ (millions)	%	Product Mix	Volume	Currency	Portfolio / Other		
North America <sup>1</sup>	\$ (22)	-1%	\$ (30)	-2%	1%	-3%	1%	0%		
EMEA <sup>1</sup>	135	9%	86	6%	3%	3%	3%	0%		
Latin America	84	19%	166	38%	14%	24%	-19%	0%		
Asia Pacific	25	9%	26	9%	3%	6%	4%	-4%		
Rest of World	244	11%	278	13%	5%	8%	-1%	-1%		
Total	\$ 222	6%	\$ 248	6%	3%	3%	0%	0%		

#### Seed

	Q1 2021 vs. Q1 2020				Percent Change Due To:				
	Net Sales Ch	ange (GAAP)	Organic Chang	e (Non-GAAP) <sup>2</sup>	Local Price &				
	\$ (millions)	%	\$ (millions)	%	Product Mix	Volume	Currency	Portfolio / Other	
North America <sup>1</sup>	\$ (80)	-6%	\$ (84)	-7%	-1%	-6%	1%	0%	
EMEA <sup>1</sup>	66	7%	47	5%	3%	2%	2%	0%	
Latin America	58	27%	104	48%	9%	39%	-21%	0%	
Asia Pacific	(7)	-10%	(5)	-7%	5%	-12%	-3%	0%	
Rest of World	117	10%	146	13%	5%	8%	-3%	0%	
Total	\$ 37	2%	\$ 62	3%	2%	1%	-1%	0%	

#### **Crop Protection**

	Q1 2021 vs. Q1 2020					Percent Cha	nge Due To:	
	Net Sales Ch	ange (GAAP)	Organic Chang	e (Non-GAAP) <sup>2</sup>	Local Price &			
	\$ (millions)	%	\$ (millions)	%	Product Mix	Volume	Currency	Portfolio / Other
North America <sup>1</sup>	\$ 58	12%	\$ 54	11%	6%	5%	1%	0%
EMEA <sup>1</sup>	69	12%	39	7%	3%	4%	5%	0%
Latin America	26	12%	62	28%	18%	10%	-16%	0%
Asia Pacific	32	14%	31	14%	2%	12%	5%	-5%
Rest of World	127	12%	132	13%	6%	7%	0%	-1%
Total	\$ 185	12%	\$ 186	12%	6%	6%	1%	-1%



#### Corteva

#### Segment Information - Price, Volume Currency Analysis

#### Seed Product Line

	Q1 2021 vs. Q1 2020					Percent Cha	nge Due To:	
	Net Sales Ch	ange (GAAP)	Organic Chang	e (Non-GAAP) <sup>2</sup>	Local Price &			
	\$ (millions)	%	\$ (millions)	%	Product Mix	Volume	Currency	Portfolio / Other
Corn	\$ 24	1%	\$ 43	2%	2%	0%	-1%	0%
Soybeans	(4)	-2%	(7)	-4%	-4%	0%	2%	0%
Other oilseeds	48	19%	54	22%	4%	18%	-3%	0%
Other	(31)	-19%	(28)	-17%	-5%	-12%	-2%	0%
Total	\$ 37	2%	\$ 62	3%	2%	1%	-1%	0%

#### **Crop Protection Product Line**

		Q1 2021 vs. Q1 2020				Percent Change Due To:				
	Net Sales Change (GAAP)		<b>Organic Change</b> (Non-GAAP) <sup>2</sup>		Local Price &					
	\$ (millions)	%	\$ (millions)	%	Product Mix	Volume	Currency	Portfolio / Other		
Herbicides	\$ 163	20%	\$ 142	17%	5%	12%	3%	0%		
Insecticides		2%	15	4%	8%	-4%	-2%	0%		
Fungicides	32	14%	43	19%	5%	14%	-1%	-4%		
Other	(17	) -24%	(14)	-20%	-1%	-19%	-4%	0%		
otal	\$ 18	12%	\$ 186	12%	6%	6%	1%	-1%		



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

Three Months Ended March 31,							
	2021		2020	2021		2020	
	\$ (millions)		\$ (millions)	EPS (d	liluted)	Ε	PS (diluted)
\$	610	\$	271	\$	0.81	\$	0.36
	237		57		0.31		0.08
	(143)		(114)		(0.19)		(0.15)
	1		(119)		- (0.10)		(0.16)
\$				\$	× ,	\$	0.59
	\$	\$ (millions) \$ 610 237 (143) 1 (77)	\$ (millions)           \$         610         \$	2021         2020           \$ (millions)         \$ (millions)           \$ 610         \$ 271           237         57           (143)         (114)           1         (119)	2021         2020         20           \$ (millions)         \$ (millions)         EPS (d)           \$         610         \$ 271         \$           \$         610         \$ 271         \$           (143)         (114)         \$         \$           1         (114)         (114)         \$           (177)         (119)         \$         \$	2021         2020         2021           \$ (millions)         \$ (millions)         EPS (diluted)           \$         610         \$ 271         \$ 0.81           237         57         0.31           (143)         (114)         (0.19)           1         -         -           (77)         (119)         (0.10)	2021         2020         2021           \$ (millions)         \$ (millions)         EPS (diluted)         E           \$ 610         \$ 271         \$ 0.81         \$           237         57         0.31         \$           (143)         (114)         (0.19)         -           1         -         -         -           (77)         (119)         (0.10)         -

1. Non-operating benefits - net consists of non-operating pension and other post-employment benefit (OPEB) benefits (costs), tax indemnification adjustments, environmental remediation and legal costs associated with legacy EID businesses and sites. 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.

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 was no activity in the three months ended March 31, 2020.

3. Operating earnings is defined as income (loss) from continuing operations attributable to Corteva excluding the after-tax impact of significant items, non-operating benefits - net, 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.



Corteva						
Non-GAAP	<b>Calculation</b>	of	Corteva	Base	Tax .	Rate

	Three Months I		Ended March 31,	
	2	021		2020
Income from continuing operations before income taxes (GAAP)	\$	791	\$	408
Add: Significant items - charge		100		123
Non-operating benefits - net		(311)		(73
Amortization of intangibles (existing as of Separation)		183		163
Mark-to-market gain on certain foreign currency contracts not designated as hedges <sup>2</sup>		(1)		
Less: Exchange losses, net <sup>3</sup>		(35)		(61
Income from continuing operations before income taxes, significant items, non-operating benefits - net, amortization of intangibles (existing as of Separation), mark-to-market gains on certain foreign currency contracts not designated as hedges, and exchange losses, net (Non-				
GAAP)	\$	797	\$	682
Provision for income taxes on continuing operations (GAAP)	\$	178	\$	127
Add: Tax benefits on significant items charge		23		4
Tax expenses on non-operating benefits - net		(74)		(16
Tax benefits on amortization of intangibles (existing as of Separation)		40		49
Tax benefits on mark-to-market gains on certain foreign currency contracts not designated as hedges <sup>2</sup>		-		
Tax benefits on exchange losses, $net^3$		(5)		(17
Provision for income taxes on continuing operations before significant items, non-operating benefits - net, amortization of intangibles (existing as of Separation), mark-to-market gains on certain foreign currency contracts not designated as hedges, and exchange losses, net (Non- GAAP)	\$	162	\$	147
Effective income tax rate (GAAP)		22.5%		31.1%
Significant items, non-operating benefits, amortization of intangibles (existing as of Separation), and mark-to-		22.370		51.17
market gains on certain foreign currency contracts not designated as hedges effect		-0.6%		-4.7%
Tax rate from continuing operations before significant items, non-operating benefits - net, amortization of intangibles (existing as of Separation), and mark-to-market gains on certain foreign currency contracts not				
designated as hedges		21.9%		26.4%
Exchange losses, net effect		-1.6%		-4.8%
Base income tax rate from continuing operations (Non-GAAP) <sup>1</sup>		20.3%		21.6%
1. Base income tax rate is defined as the effective income tax rate less the effect of exchange (losses) gains, significant is intangibles (existing as of Separation), mark-to-market gains on certain foreign currency contracts not designated as he benefits - net.				
2. Effective January 1, 2021, on a prospective basis, the company excludes net unrealized gain or loss from mark-to-mark instruments that do not qualify for hedge accounting. There was no activity in the three months ended March 31, 2020.	et activity	for certain for	eign cun	rency derivativ
3. Refer to page A-12 of the Financial Statement Schedules for further information on exchange gains (losses).				





#### **Product Disclosures**

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