

## **Financial Translation**

Pierre Courduroux Senior Vice President and Chief Financial Officer

## Forward-Looking Statements

Certain statements contained in this presentation are "forward-looking statements," such as statements concerning the company's anticipated financial results, current and future product performance, regulatory approvals, business and financial plans and other nonhistorical facts. These statements are based on current expectations and currently available information. However, since these statements are based on factors that involve risks and uncertainties, the company's actual performance and results may differ materially from those described or implied by such forward-looking statements. Factors that could cause or contribute to such differences include, among others: continued competition in seeds, traits and agricultural chemicals; the company's exposure to various contingencies, including those related to intellectual property protection, regulatory compliance and the speed with which approvals are received, and public understanding and acceptance of our biotechnology and other agricultural products; the success of the company's research and development activities; the outcomes of major lawsuits and the previously-announced SEC investigation; developments related to foreign currencies and economies; pursuit of acquisitions or other transactions; fluctuations in commodity prices; compliance with regulations affecting our manufacturing; the accuracy of the company's estimates related to distribution inventory levels; the recent increases in and expected higher levels of indebtedness; the company's ability to fund its short-term financing needs and to obtain payment for the products that it sells; the effect of weather conditions, natural disasters, accidents, and security breaches, including cybersecurity incidents, on the agriculture business or the company's facilities; and other risks and factors detailed in the company's most recent periodic report to the SEC. Undue reliance should not be placed on these forward-looking statements, which are current only as of the date of this presentation. The company disclaims any current intention or obligation to update any forward-looking statements or any of the factors that may affect actual results.

#### **Trademarks**

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#### Fiscal Year

References to year, or to fiscal year, are on a fiscal year basis and refer to the 12-month period ending August 31.

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## **Three Financial Pillars**

Return on Innovation Enhanced by Financial Discipline and Balanced Allocation of Capital





Return on Innovation

- Expect consistent pricing to value for new germplasm launches
- Appropriate value sharing expected for Roundup Ready Xtend Crop System, Intacta RR2 PRO, SmartStax PRO Traits and Climate Fieldview
- Supply Chain transformation expected to deliver COGS efficiencies

Financial Discipline

- Successful implementation of restructuring plans and disciplined spend management expected to improve operating expense as a percent of gross profit by 5-to-8 points by FY19, as compared to FY15 on an ongoing basis<sup>1</sup>
- Planning for continued effective conversion of earnings to operating cash
  - Focused on disciplined management of working capital and capex

Balanced Capital Allocation

- Plan to continue to target 1.5x net debt to ongoing EBITDA ratio
  - Expect balanced allocation of capital and continued strong operating cash flows to fund capital investment and M&A and to return value to shareowners through share repurchases and dividends

~\$3.5B Gross Profit Growth Planned FY16-FY19

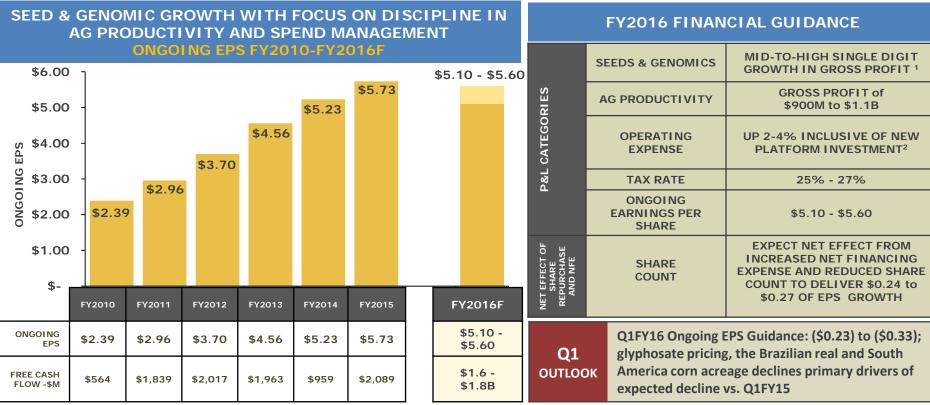
Operating
Expense
Expected to
be 41- 44% of
Gross Profit
by FY19

1.5X Net Debt to Ongoing EBITDA Leverage Ratio Target

### Foundation Established for Rapid Growth

FY16 Outlook Considers Current Market Realities with Focus on Continued Strategic Advancement and Operational Discipline





<sup>1.</sup> Before estimated restructuring charges of \$45 to \$55M. 2. Before estimated restructuring charges of \$520M to \$600M. Supplemental phase restructuring expenses are expected to be operating expenses, with potential for portion to shift to gross profit as estimates refined.

### Confidence in Long-Term Growth

Strong Core Business and Expanding Growth Drivers Expected to More Than Double FY14 Ongoing EPS By FY19





### **5-YEAR GROWTH PROFILE:**

ONGOING EPS FY2014-FY2019F



**FY17:** >20% growth anticipated as reduced corn COGS and *Roundup Ready Xtend* launch costs expected to drive ~1/4 of growth in ongoing EPS; remainder primarily from corn & soybean growth drivers and capital structure. Global currencies assumed relatively stable with end of FY15 rates and corn price recovery to \$4.50+.

#### KEY DRIVERS OF >20% CAGR FY16-FY19

#### **BUSINESS DRIVER ASSUMPTIONS**

### EXPECTED TO DELIVER ~\$3.5B GROSS PROFIT GROWTH FROM FY16 TO FY19

#### CORN:

- Annual mid-single digit global germplasm mix lift with modest commodity corn price recovery to \$4.50+/BU
- Consistent annual global brand share gains
- Launch and license of SmartStax PRO

#### **SOYBEANS:**

- Intacta RR2PRO penetrates ~3/4 of the 100M acre market by 2019
- Roundup Ready Xtend reaches ~2/3 of U.S. acres by 2019

#### COMPLEMENTARY CROPS (Cotton, Vegetable & Other)

Gross profit grows mid-to-high single digits



#### **NEW PLATFORMS**

• Climate Fieldview meaningful contributor to gross profit by FY19



#### AG PRODUCTIVITY

Ag Productivity grows to \$1.3-to-\$1.4B of gross profit by FY19

#### FINANCIAL DISCIPLINE

Execute cost saving and restructuring plans; potential of up to \$500M of annual savings from FY15 base by end of FY18

#### CAPITAL ALLOCATION ASSUMPTIONS

Strong cash generation and capital structure compound growth

## **Strategic Growth Drivers Clear to FY19**

Innovation from Leading Global Portfolio, Coupled with Financial Discipline and Capital Allocation, Drives Growth

KEY DRIVERS OF >20% COMPOUNDED ANNUAL GROWTH RATE IN ONGOING EARNINGS PER SHARE FY16-FY19



Expected to deliver ~\$3.5B gross profit growth from FY16 to FY19

■ 20% macro related

80% innovation driven

\$3.5B Gross Profit Growth FY16-FY19

20%

80%



ALIGNED WITH THREE FINANCIAL PILLARS

Innovation Value Capture

Expected Operating
Expense as Percent
of Gross Profit by
FY'19:

41-to-44%

### **OPERATING LEVERAGE**

Expect to deliver a 5-to-8 point improvement in operating expense as a % of gross profit by FY19<sup>1</sup>

### **3** CAPITAL ALLOCATION STRATEGY

Strong cash generation and capital structure compound growth

Net Debt/Ongoing EBITDA target ratio of 1.5

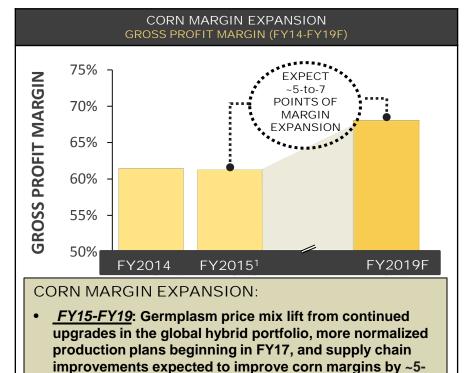
Financial Discipline

Balanced Capital Allocation

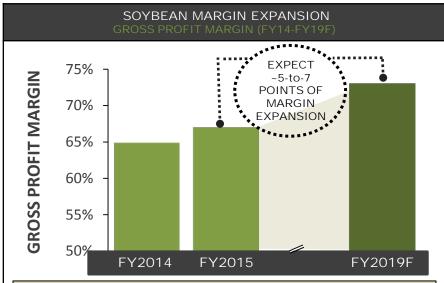
**Corn and Soybean Margin Expansion**Product Upgrades and Supply Chain Transformation Drive Margin Expansion Potential in Corn and Soybeans







to-7 points



#### SOYBEAN MARGIN EXPANSION:

FY15-FY19: Launch and penetration of Roundup Ready 2 Xtend and continued rapid penetration of Intacta RR2 PRO expected to improve sovbean margins by ~5-to-7 points

FY15 corn gross profit margin is based on ongoing gross profit, as included in the reconciliation of Non-GAAP financial measures at the end of this presentation. No reconciling items expected in FY19F.

## Restructuring and Cost Savings Initiatives Expected to Generate Savings of \$500M

Restructuring and Cost Discipline Drive Savings vs. FY15, Partially







FIRST PHASE	2015	2016	2017	2018+
EXPECTED SAVINGS <sup>1</sup>		\$125-150 Million	\$275–300 Million	\$300 Million
RESTRUCTURING	\$850	0-\$900 Million		
EXPENSE	<u>Q4′15</u> \$493 Million	~\$360-400 Million <sup>2</sup>		
SUPPLEMENTAL I	PHASE & CO	ST SAVINGS INITIA	ATIVES	
EXPECTED SAVINGS		/Estimated Savings by Ye	ear & Category in Developmer	t/ \$200 Million
				** \$500M **
RESTRUCTURING EXPENSE		\$210-\$270 Million <sup>2</sup>		TOTAL EXPECTED ANNUAL SAVINGS

1. Expected savings allocated relatively evenly across gross profit, SG&A and R&D Expenses.

2. Amounts are estimates. Expect 50-60% of FY16 Phase 1 restructuring expense in Q1 and ~100% of the FY16 supplemental phase restructuring expense in Q1.

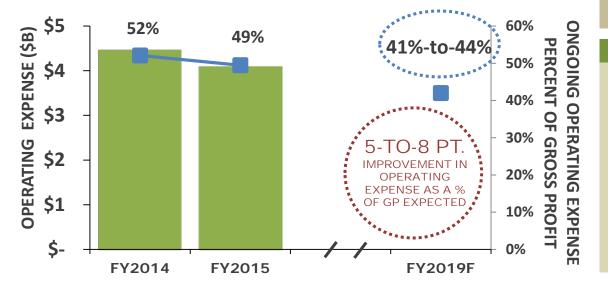
### **Operating Expense Leverage Planned**

Spending Discipline, Restructuring and Innovation Value Capture Expected to Create 5-to-8 points of Operating Leverage by FY19F





# OPERATING EXPENSE AS A PERCENT OF GROSS PROFIT<sup>1</sup>



#### FORWARD TREND

Disciplined Cost Management Allows More of Every Dollar of Innovation Value Capture to Accrue to the Bottom Line

#### **KEY DRIVERS:**

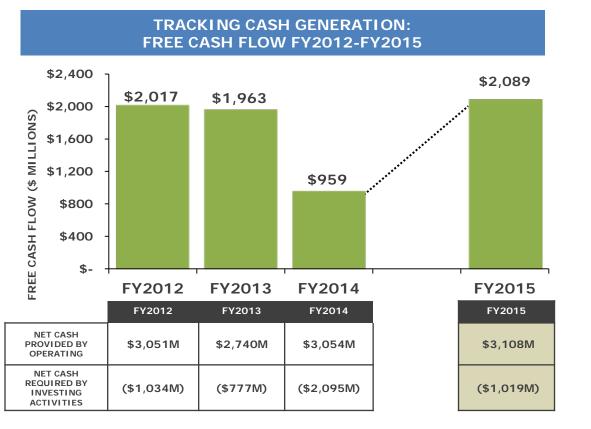
#### S, G & A and R & D

- Expect annual savings of \$500M by the end of FY18, as compared to FY15 ongoing operating expenses, from restructuring and cost savings initiatives:
  - Commercial hubs
  - Span of control
  - IT managed services and spending policies
  - Global R&D Center of Excellence
  - Crop focus: Exit of sugarcane and streamlining of wheat and vegetables
  - Refinement of approach to Yield & Stress

<sup>1.</sup> FY14 and FY15 are ongoing operating expenses and ongoing gross profit, to remove adjustments for restructuring and other items, as included in the reconciliation of Non-GAAP financial measures at the end of this presentation. No reconciling items expected in FY19F.

### **Cash Generation and Deployment**

Strong Cash Generation Reflects Earnings Growth and Effective Working Capital Management







#### **FORWARD TREND**

Disciplined Working Capital and Strategic Capex
Management Expected to Continue

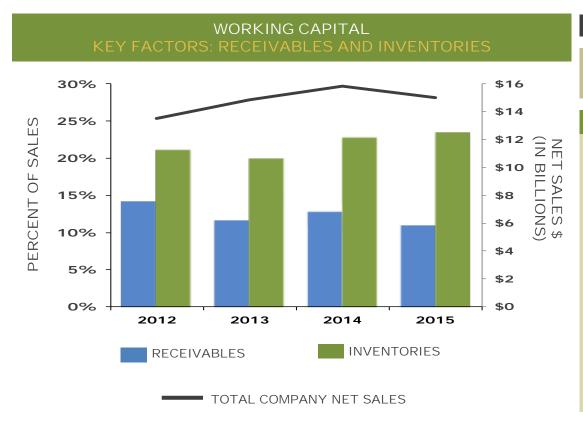
#### **KEY DRIVERS:**

- Working Capital Management
  - Expect to continue to manage receivables and inventories within similar percent of net sales as past 3 years
- Capex Discipline
  - Focused on reinvesting to support business growth drivers, with emphasis on dicamba plant expansion<sup>1</sup> for the next 3-to-5 years; planning stage currently approved

1. Pending Board of Directors approval.

## **Working Capital Management**

Maintain Disciplined Focus on Working Capital While Supporting Strong Expected Business Growth







#### **FORWARD TREND**

Disciplined increases in working capital: converting earnings to cash remains priority

#### **KEY DRIVERS:**

- Inventories
  - Continue to maintain inventory as a percentage of sales in the high-teens to low 20s through disciplined inventory management
    - Global corn inventory decline in FY16 with drop in production plans in FY15
    - Dicamba expected to create increment of inventory by 2020 as crop protection portfolio expands
- Receivables

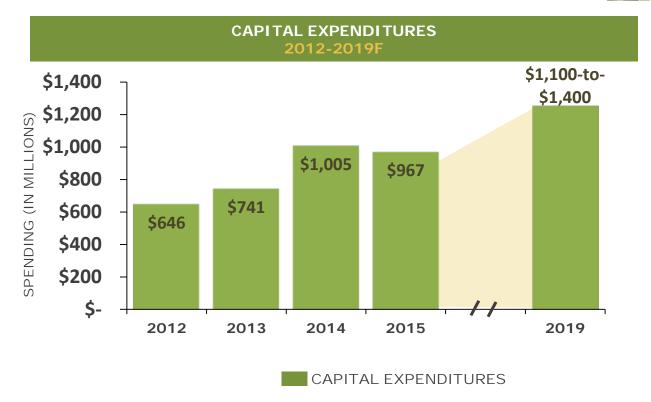
Expect receivables to remain in range of 10to-15 percent of sales driven by disciplined risk management

### Disciplined Capex Anticipates Growth Trends

Increases in Capital Expenditures Expected to Fund Emerging Growth Opportunities; Dicamba Plant<sup>1</sup> Key Investment







#### **FORWARD TREND**

Disciplined increases in capex: focused on reinvesting to support business growth drivers

#### KEY DRIVERS:

- Historical Capex Expansion
   Build out of seed production
   capability to support volume-growth
   trends in U.S. and in emerging
   markets like Latin America and
   Eastern Europe
- Expected Expansion
   Dicamba plant investment¹ of
   greater than \$1B expected over next
   5 years; would drive annual capex
   trend to \$1.0 to \$1.4B annually for
   next 3-to-5 years

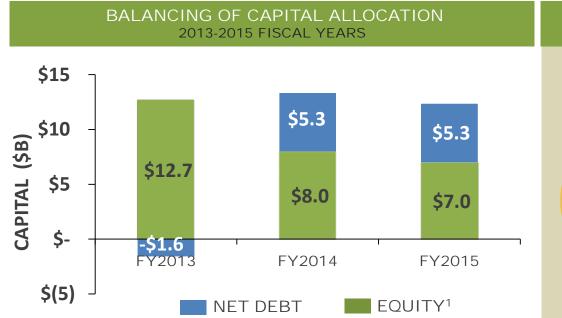
## **Capital Allocation Strategy**

Free Cash Flows and Appropriate Leverage Funded Growth Investments and Return of Significant Cash to Shareowners

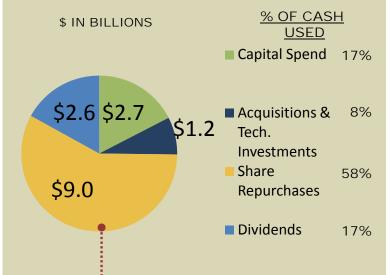












\$11.6B returned to owners through dividends and buybacks in the last 3 years; free cash flows and appropriate leverage fund return

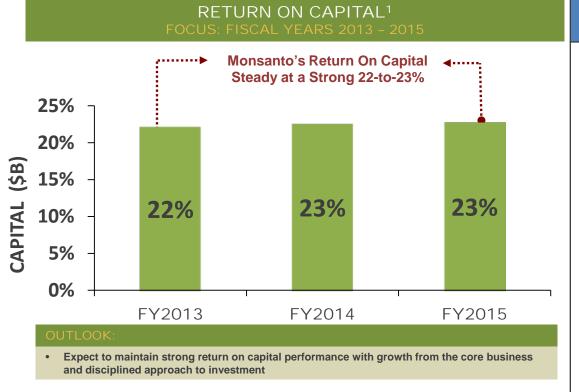
Repurchased nearly 80M shares from FY13-FY15; 15% of the shares outstanding

### Return On Capital 22%+ for Past 3 Years

Strong Cash Generation Reflects Earnings Growth and Financial Discipline; Invested to Provide Strong Return on Capital







### CAPITAL ALLOCATION TARGET<sup>1</sup> **NET DEBT / ONGOING EBITDA** 2.0 1.5 1.5 1.0 0.5 (0.4)(0.5)**FY13 FY14 FY15 TARGET BALANCED CAPITAL ALLOCATION Capital Expenditures and Technology** Investments to enable expanding seed footprint and new platforms Share Repurchases continue to reduce share count and emphasize confidence in growth

**Dividends** with growth that aligns with

earnings profile

 Components of calculation and related reconciliations provided in the non-GAAP financial measures reconciliations at the end of the presentation.

## **Three Financial Pillars**

Return on Innovation Enhanced by Financial Discipline and Balanced Allocation of Capital





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~\$3.5B Gross **Profit Growth** Planned FY16-FY19

Gross Profit by FY19

1.5X Net Debt to Ongoing **FBITDA** Leverage Ratio Target



# Closing Comments

Hugh Grant Chairman and Chief Executive Officer

### Non-GAAP Financial Information

This presentation may use the non-GAAP financial measures of "free cash flow," earnings per share (EPS) on an ongoing basis, EPS growth on an ongoing basis, EBITDA on an ongoing basis, EBITDA on an as reported basis, gross profit on an ongoing basis, operating expenses on an ongoing basis, net income (loss) attributable to Monsanto Company on an ongoing basis, and net debt. We define free cash flow as the total of cash flows from operating activities and investing activities. A non-GAAP EPS financial measure, which we refer to as ongoing EPS, excludes certain after-tax items that we do not consider part of ongoing operations, which are identified in the reconciliation. EBIT is defined as earnings (loss) before interest and taxes, ongoing EBITDA is defined as earnings (loss) before interest at the we do not consider part of ongoing operations, as defined in the reconciliation, and as reported EBITDA is defined as earnings (loss) before interest, taxes, depreciation and amortization. Earnings (loss) is intended to mean net income (loss) attributable to Monsanto Company as presented in the Statements of Consolidated Operations under GAAP. Net debt is defined as the sum of both short-term debt and long-term debt, less cash and cash equivalents. Ongoing gross profit, ongoing operating expenses, and ongoing other expense, net, exclude certain pretax items that we do not consider part of ongoing operations, which are identified in the reconciliations. Ongoing net income (loss) attributable to Monsanto Company is defined as net income (loss) attributable to Monsanto Company excluding the cumulative after-tax impact of certain items we do not consider part of ongoing operations.

Our presentation of non-GAAP financial measures is intended to supplement investors' understanding of our operating performance, not replace net income (loss) attributable to Monsanto Company, cash flows, financial position, or comprehensive income (loss), as determined in accordance with GAAP. Furthermore, these non-GAAP financial measures may not be comparable to similar measures used by other companies. The non-GAAP financial measures used in this presentation are reconciled to the most directly comparable financial measures calculated and presented in accordance with GAAP.

#### RECONCILIATION OF FREE CASH FLOW

\$ Millions	2016 Target	2015	2014	2013	2012	2011	2010
Net Cash Provided by Operating Activities	\$2,700-\$3,100	\$3,108	\$3,054	\$2,740	\$3,051	\$2,814	\$1,398
Net Cash Required by Investing Activities	(\$1,100-\$1,300)	\$(1,019)	\$(2,095)	\$(777)	\$(1,034)	\$(975)	\$(834)
Free Cash Flow	\$1,600-\$1,800	\$2,089	\$959	\$1,963	\$2,017	\$1,839	\$564
Net Cash Required by Financing Activities	N/A	\$(430)	\$(2,259)	\$(1,485)	\$(1,165)	\$(864)	\$(1,038)
Cash Assumed from Initial Consolidation of Variable Interest Entities	N/A					\$77	
Effect of Exchange Rate Changes on Cash and Cash Equivalents	N/A	\$(325)	\$(1)	\$(93)	\$(141)	\$35	\$3
Net Increase/(Decrease) in Cash and Cash Equivalents	N/A	\$1,334	\$(1,301)	\$385	\$711	\$1,087	\$(471)

### RECONCILIATION OF ONGOING EPS

_					Fisca	l Year		
\$ Per share	2016 Guidance	Q1 2016 Guidance	2015	2014	2013	2012	2011	2010
Diluted Earnings per Share	\$4.00-4.66	(\$0.86)-(\$1.13)	\$4.81	\$5.22	\$4.60	\$3.79	\$2.96	\$1.99
Restructuring Charges, Net	\$0.94-\$1.10	\$0.63-\$0.80	\$0.70			\$(0.02)		\$0.41
Income on Discontinued Operations			\$(0.06)	\$(0.03)	\$(0.02)	\$(0.01)		\$(0.01)
Environmental & Litigation Settlements			\$0.11	\$0.04		\$0.05		
Resolution of Tax Matters					\$(0.02)	\$(0.11)		
Potential SEC Settlement			\$0.17					
Diluted Earnings per Share from Ongoing Business	\$5.10-\$5.60	(\$0.23)-(\$0.33)	\$5.73	\$5.23	\$4.56	\$3.70	\$2.96	\$2.39

Figaal Vaar

#### RECONCILIATION OF ONGOING EBITDA

		Fiscal Year		
\$ Millions	2015	2014	2013	
As Reported Net Income Attributable to Monsanto Company	\$2,314	\$2,740	\$2,482	
Restructuring Charges, Net	\$338			
Income on Discontinued Operations	\$(28)	\$(13)	\$(11)	
Environmental and Litigation Settlements	\$54	\$20		
Potential SEC Settlement	\$80			
Resolution of Legacy Tax Matters			\$(11)	

\$2,758	\$2,747	\$2,460
		. ,
\$328	\$146	\$80
\$1,053	\$1,088	\$926
\$(24)	\$(19)	\$(22)
\$4,115	\$3,962	\$3,444
\$716	\$691	\$615
	\$1,053 \$(24) <b>\$4,115</b>	\$1,053 \$1,088 \$(24) \$(19) \$4,115 \$3,962

#### **RECONCILIATION OF EBITDA**

	Fiscal Year				
\$ Millions	2015	2014	2013		
As Reported Net Income Attributable to Monsanto Company	\$2,314	\$2,740	\$2,482		
Interest Expense – Net	\$328	\$146	\$80		
Income Tax Provision <sup>1</sup>	\$858	\$1,066	\$898		
Depreciation and Amortization	\$716	\$691	\$615		
As Reported EBITDA	\$4,216	\$4,643	\$4,075		

#### **RECONCILIATION OF NET DEBT**

	Fiscal Year End				
\$ Millions	2015	2014 <sup>2</sup>	2013 <sup>2</sup>		
Short-Term Debt	\$615	\$233	\$51		
Long-Term Debt	\$8,429	\$7,465	\$2,048		
Less: Cash and Cash Equivalents	\$3,701	\$2,367	\$3,668		
Total Net Debt	\$5,343	\$5,331	\$(1,569)		

<sup>1.</sup> Includes the income tax provision attributable to Monsanto. 2. Recast to reflect change in accounting for debt issuance costs, formerly included in other assets.

#### RECONCILIATION OF ONGOING GROSS PROFIT

\$ Millions	FY 15	FY 14	
Gross Profit (GAAP)	\$8,182	\$8,574	
Restructuring Charges	\$100	-	(a)
Ongoing Gross Profit	\$8,282	\$8,574	

## RECONCILIATION OF ONGOING OPERATING EXPENSES

\$ Millions	FY 15	FY 14	
Operating Expenses (GAAP)	\$4,659	\$4,499	
Restructuring Charges	\$(393)	-	(a)
Environmental & Litigation Settlements	\$(87)	\$(32)	(b)
Potential SEC Settlement	\$(80)	-	(c)
Ongoing Operating Expenses	\$4,099	\$4,467	

## ONGOING OPERATING EXPENSES AS PERCENT OF ONGOING GROSS PROFIT

\$ Millions	FY 15	FY14
Gross Profit (GAAP)	\$8,182	\$8,574
Restructuring Charges	\$100	-
Ongoing Gross Profit	\$8,282	\$8,574
Operating Expenses (GAAP)	\$4,659	\$4,499
Restructuring Charges	\$(393)	
Environmental & Litigation Settlements	\$(87)	\$(32)
Potential SEC Settlement	\$(80)	
Ongoing Operating Expenses	\$4,099	\$4,467
Ongoing Operating Expenses/ Ongoing Gross Profit	49%	52%

## RECONCILIATION OF ONGOING CORN GROSS PROFIT AS PERCENT OF CORN NET SALES

\$ Millions	FY 15	FY 14	
Corn Gross Profit (GAAP)	\$3,557	\$3,932	
Restructuring Charges	\$65	-	(a)
Ongoing Gross Profit	\$3,622	\$3,932	
Corn Net Sales (GAAP)	\$5,953	\$6,401	
Ongoing Gross Profit as a Percent of GAAP Net Sales:	61%	61%	

#### RECONCILIATION OF RETURN ON CAPITAL

Total Monsanto Company and Subsidiaries:	12 Months Ended Aug. 31, 2015	12 Months Ended Aug. 31, 2014	12 Months Ended Aug. 31, 2013
Operating Profit After-tax (excluding certain items)	\$2,996	\$2,841	\$2,519
Average Capital	\$13,197	\$12,602	\$11,393
Return on Capital	22.7%	22.5%	22.1%
Operating Profit After-tax (excluding certain items):			
Net Income(Loss) Attributable to Monsanto Co. (GAAP)	\$2,314	\$2,740	\$2,482
Adjustment for certain items, after-tax:	· /-	* , -	· , -
Resolution of Legacy Tax Matter	-	-	\$(11)
Restructuring Charges	\$338	-	-
Environmental & Litigation Settlement	\$54	\$20	-
Potential SEC Settlement	\$80	-	-
(Income) Loss on Discontinued Operations	\$(28)	\$(13)	\$(11)
Ongoing Net Income	\$2,758	\$2,747	2,460
Interest (income) Expense – Net of taxes	\$238	\$94	59
Operating Profit After-tax (excluding certain items)	\$2,996	\$2,841	\$2,519

Average Capital Calculation	As of Aug. 31, 2015	As of Aug. 31, 2014	As of Aug. 31, 2013
Short-Term and Long-Term Debt	\$9,044	\$7,698	\$2,099
Shareowners' Equity	\$7,005	\$7,914	\$12,728
Cash and Cash Equivalents	\$(3,701)	\$(2,367)	\$(3,668)
Cash for Operations	\$400	\$400	\$400
Total Capital	\$12,748	\$13,645	\$11,559
Prior Period Capital	\$13,645	\$11,559	\$11,227
Average Capital:	\$13,197	\$12,602	\$11,393

#### **DEFINITION OF ONGOING ADJUSTMENTS**

- (a) Fiscal fourth quarter 2015 included a pretax restructuring charge totaling \$493 million, of which \$100 million related to certain asset impairment charges, primarily in our corn (\$65M) and vegetable (\$28M) businesses, and is included in cost of goods sold, and \$393 million related to various other operating charges including severance and is included in restructuring expenses.
- (b) Fiscal fourth quarter 2015 included pretax charges of \$34 million and \$14 million for a legacy environmental liability and settlement of litigation matters, respectively, both arising under indemnities from the 2000 Pharmacia Separation Agreement. Total pretax charges incurred during fiscal year 2015 are \$34 million and \$53 million for the legacy environmental liability and settlement of legacy litigation matters, respectively. Fiscal fourth quarter 2014 included pretax charges of \$32 million for a legacy environmental liability arising under an indemnity from the 2000 Pharmacia Separation Agreement.
- (c) Fiscal fourth quarter 2015 included a charge for the SEC investigation of \$45 million. The total accrual for fiscal year 2015 is \$80 million.