



MAY 11, 2011 - HOTEL RADISSON BLU  
BUCHAREST

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ANNUAL BUSINESS FORUM ON  
AGRIBUSINESS OPPORTUNITIES IN  
ROMANIA



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Monsanto Company

MONSANTO



# Notes

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 non-historical 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 acceptance of biotechnology products; the success of the company’s research and development activities; the outcomes of major lawsuits; developments related to foreign currencies and economies; successful operation of recent acquisitions; fluctuations in commodity prices; compliance with regulations affecting our manufacturing; the accuracy of the company’s estimates related to distribution inventory levels; 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 and accidents on the agriculture business or the company’s facilities; and other risks and factors detailed in the company’s most recent reports on Forms 10-Q and 10-K. 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.

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RR = Roundup Ready; YGCB = YieldGard Corn Borer; RR2 = Roundup Ready Corn 2; YGVT = YieldGard VT; YGRW = YieldGard Rootworm; RR2Y = Roundup Ready 2 Yield; RRF = Roundup Ready Flex

# **santo is 100% focused on agriculture**

*Monsanto Company is a leading global provider of technology-based tools and agricultural products that improve farm productivity and food quality.*



## *Our Mission*

*We work to deliver agricultural products and solutions to:*

- *Meet the world's growing food needs*
- *Conserve natural resources*
- *Protect the environment*

*"We succeed when farmers succeed."*

*-Hugh Grant, Monsanto CEO*



# Monsanto at a Glance

## A leader in the field of agriculture

### Monsanto Company's Vital Statistics

- A leader in seeds, crop protection, biotechnology
- Headquartered in St. Louis, MO
- More than 320 locations worldwide in 4 primary regions — Europe/Africa, Asia Pacific, Latin America and North America
- Employs more than 20,000 people worldwide

### Crop Research Focus Areas

Corn



Cotton



Soybeans



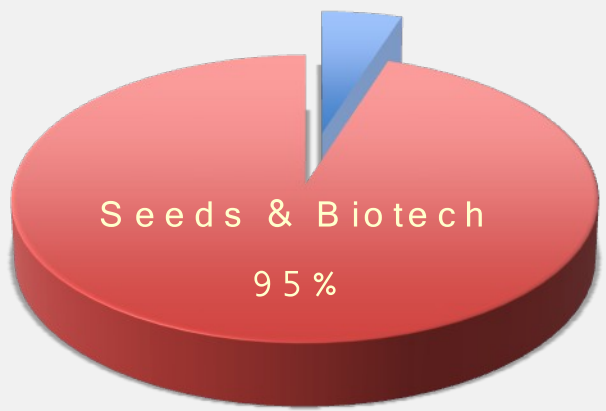
### Fruits & Vegetables



# Monsanto - Focused On the Future

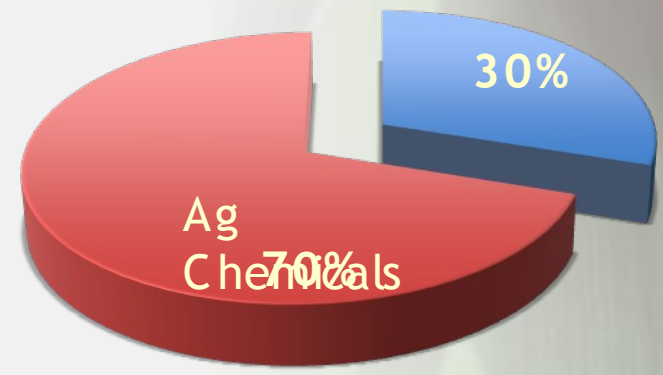
## R&D Investment

Ag Chemicals  
5 %



*Monsanto*

Seeds & Biotech



*Rest of Industry Average*

\* Source: Phillips McDougall

# Trends Shaping Agriculture Today

## Increasing World Population

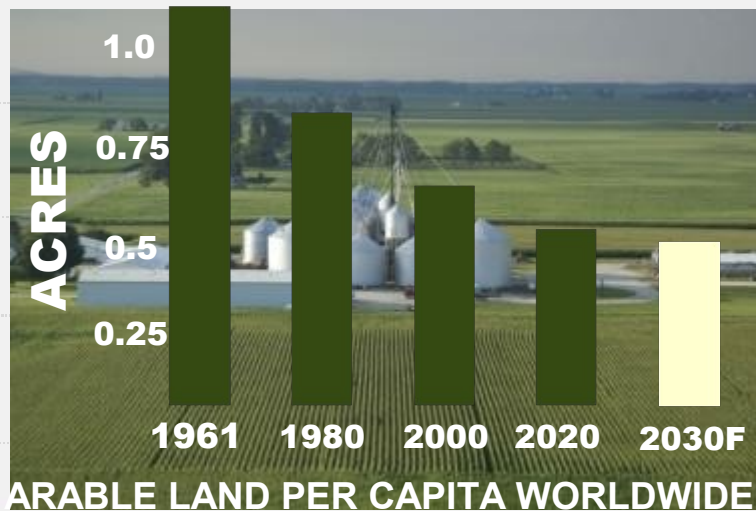


Over 9  
billion  
people by  
2050

## Increasing Protein Demand



## Shrinking Arable Land Per Capita



## Increasing Grain Demand



# Monsanto's Commitment to Sustainable Agriculture

- **Producing more**
- **Conserving more**
- **Improving lives**



# Monsanto contribution to deliver solutions

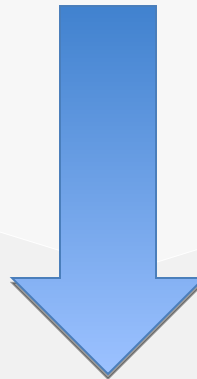
GERMPLASM



ADVANCED  
BREEDING



BIOTECHNOLOGY





# What Does it Mean to Double Yields by 2030?



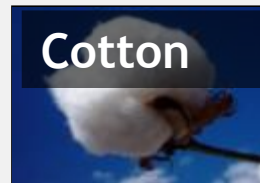
**Corn**

2000 Baseline: 137 bu/ac  
2030 Goal: 300 bu/ac



**Soybean**

2000 Baseline: 37 bu/ac  
2030 Goal: 80 bu/ac



**Cotton**

2000 Baseline: 632 lbs/ac  
2030 Goal: 1,300 lbs/ac

## How Are We Going to Reach These Goals?



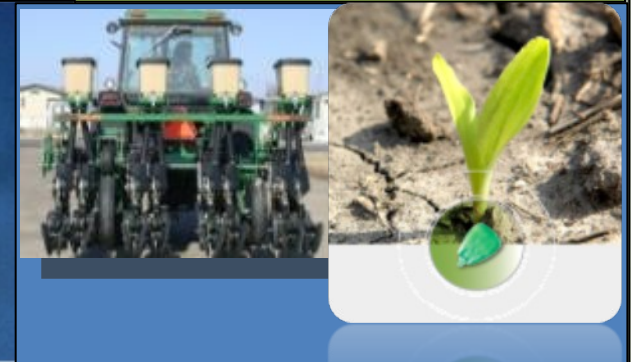
### Breeding

Creates new, more robust varieties that perform better in the field.



### Biotech

Adds special beneficial genes to the plant.



### Agronomics

Agronomic practice improvements make acres more productive.

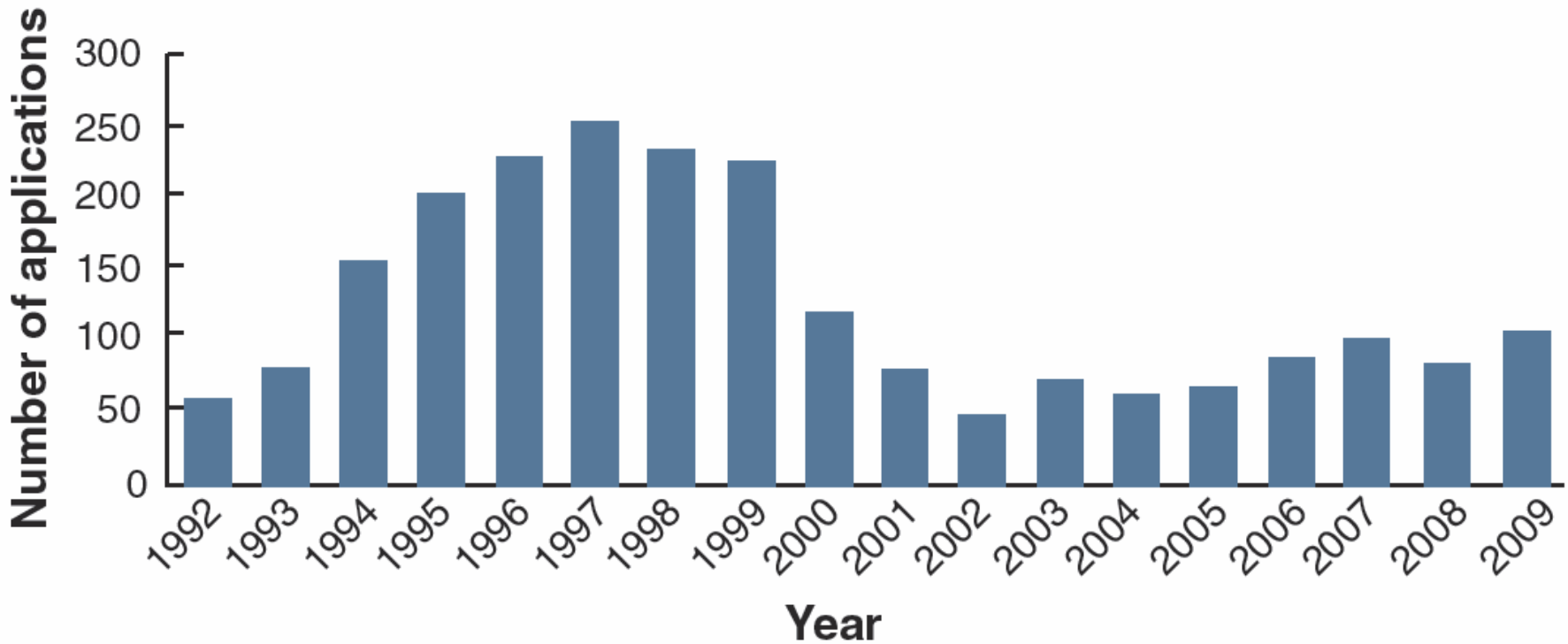
# Monsanto & Technology Cooperation

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Since 1991, we have been working in partnership with scientists around the world to share:

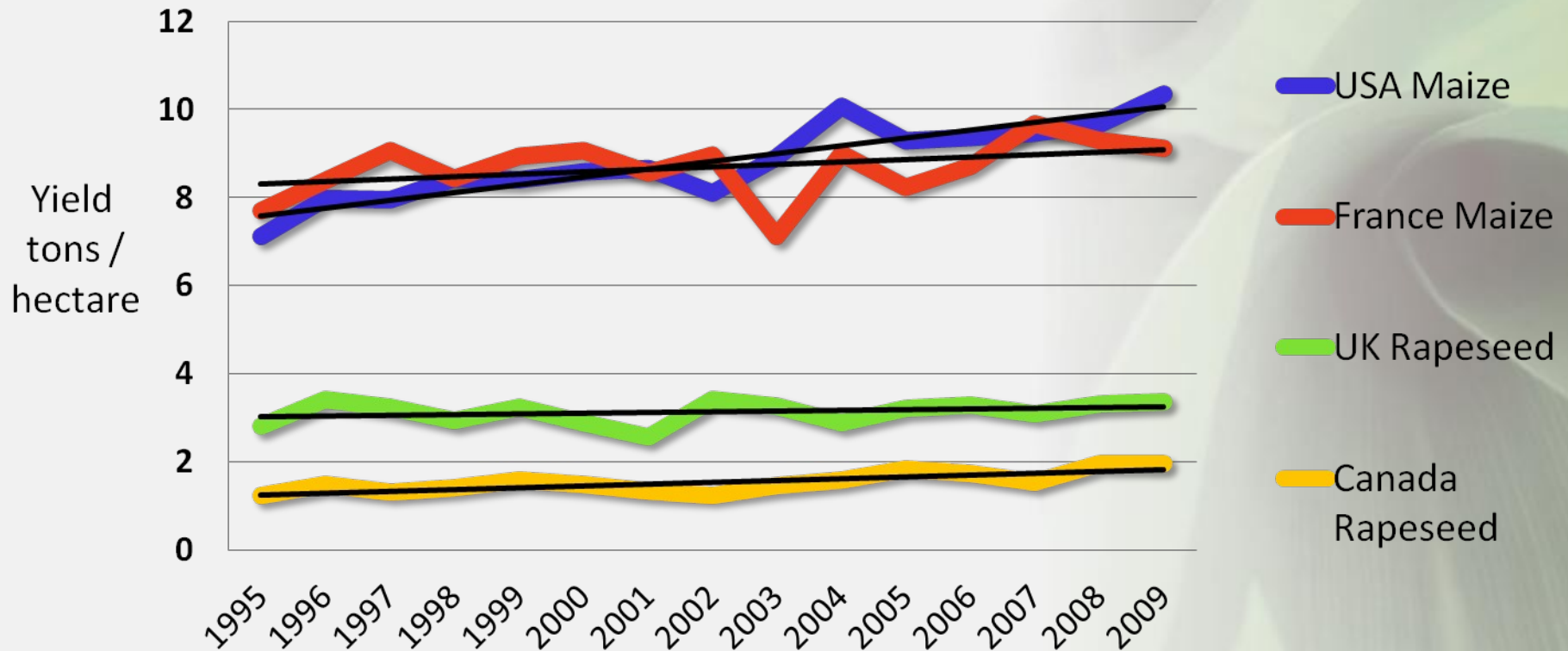
- Fundamental scientific data.
- Technology, including genes and traits.
- Know-how to move technology into crops important for food security.
- Advice on environmental stewardship and information on food safety.
- Licenses to patented technologies.

# EU biotech crop field trials



EU Member States

# Investment and Innovation Deliver Yield Gains



Average yield increase per year 1995-2009			
USA Maize	2.4%	France Maize	0.7%
Canada Rapeseed	3%	UK Rapeseed	0.5%



# Providing Our Customers with the Tools to Sustainably Double Yields by 2030

