

## FY 2023 GUIDANCE

### INDUSTRIAL ACTIVITIES

Net Sales<sup>(1)</sup>

+6% to +10% vs. 2022

SG&A

up <5% vs. 2022

Free Cash Flow<sup>(2)</sup>

\$1.3bn to \$1.5bn

R&D

~ \$1.6bn

CapEx

(1) Net Sales outlook reflecting full-year €/€ exchange rate average of 1.05

(2) Non-GAAP measures (definition in appendix)

Q4 & FY 2022 Results Review | February 2, 2023





## AGRICULTURE

Q4 22			
<b>\$5.4B</b>	<b>+29%</b>	<b>\$701M</b>	<b>13.1%</b>
Net Sales	Δ YoY	adj. EBIT	adj. EBIT margin

Net sales up with double-digit increases in volume and pricing

Q4 Gross margin +280 bps YoY to 23.1%

Q4 Adj. EBIT margin +310 bps YoY

Net promoter score (NPS) improved +5% vs 2021

FY 22			
<b>\$18.0B</b>	<b>+22%</b>	<b>\$2.5B</b>	<b>13.7%</b>
Net Sales	Δ YoY	adj. EBIT	adj. EBIT margin

