

FMC Corporation is a leading provider of innovative crop protection solutions for growers around the world. We have a broad portfolio of proprietary crop protection products and a robust pipeline fueled by innovative discovery and development capabilities in crop protection, plant health and professional pest and turf maintenance solutions. FMC employs approximately 6,400 employees around the globe. To learn more, please visit [FMC.com](https://www.fmc.com).

**2020 FINANCIAL PERFORMANCE SUMMARY**

For the year ending December 31, 2020, FMC Corporation recorded the following results:

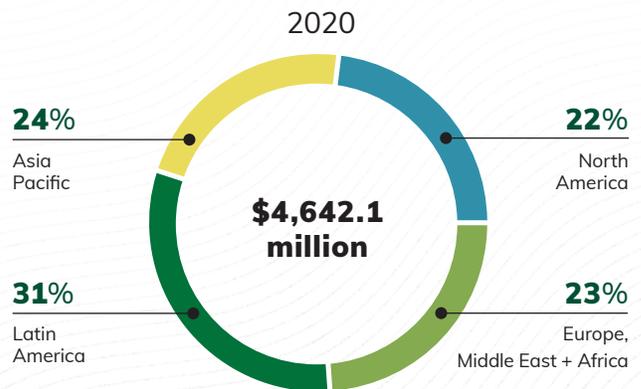


\*Represents a non-GAAP financial term. Refer to our website for reconciliations of non-GAAP terms to the most directly comparable GAAP term.

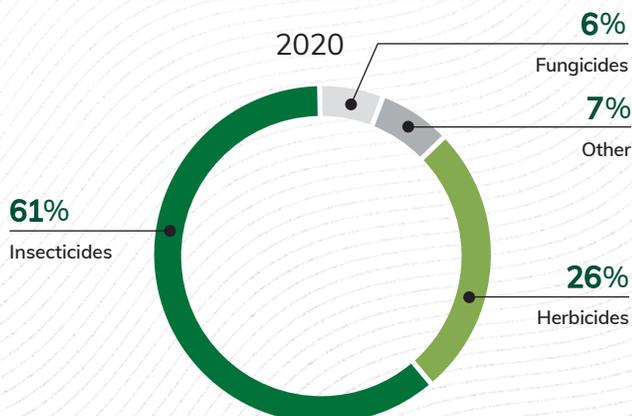
**MAIN PRODUCT LINES**

- Insecticides
- Herbicides
- Fungicides
- Biologicals
- Seed Treatments
- Micronutrients

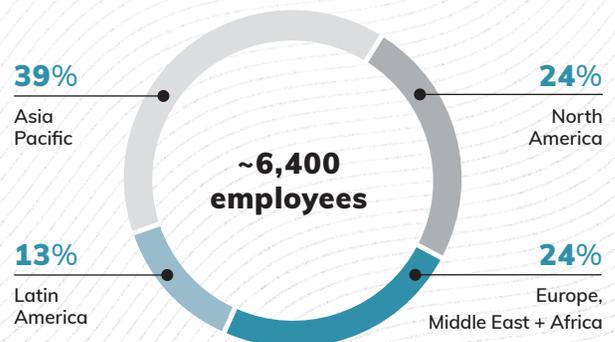
**REVENUE by Region**



**REVENUE by Product**



**A GLOBAL WORKFORCE**



# STEWARDING A PIPELINE OF NEW TECHNOLOGIES

Farmers around the world depend on advanced technologies to protect their crops from disease, weeds and insects. Without new crop protection products, pests build resistance to existing technologies, rendering them less effective and leading to dramatic yield losses.

FMC's research organization screens more than 60,000 compounds every year to find the right molecules the world has never seen to control destructive pests. During a two-to four-year Discovery phase, we conduct extensive tests on compounds to measure the activity and attributes required for a successful commercial product. Compounds that pass these tests advance to our Development Pipeline, where

additional data are generated for regulatory compliance and sustainability assessments. They also undergo further analysis and reviews for crop and formulation assessments, as well as preparations for commercial launch. Research companies like FMC will invest about \$260 million over 10 to 13 years\* to discover, develop and prepare to commercialize one new synthetic crop protection technology.

FMC sets a high bar in sustainability, with targets that further reduce our environmental footprint, improve our industry-leading safety performance and commit more R&D spending—100 percent—on developing technologies that meet farmers' needs and are better for the planet.

\*Phillips McDougall estimates

## GLOBAL FOOTPRINT



**5**  
MAJOR  
INNOVATION  
CENTERS



**25**  
MANUFACTURING  
SITES



**~7%**  
OF REVENUES  
IN R&D SPEND



**~6,400**  
EMPLOYEES

## OUR AWARD-WINNING DEVELOPMENT PIPELINE

Crop Science  
Forum & Awards 2020  
Online

Best R&D Pipeline  
WINNER

## SYNTHETICS AND BIOLOGICALS

Name	Launch Year <sup>1</sup>	Market Area	New Mode of Action <sup>2</sup>	F&V	Rice	Cereals	Corn	Soy	North America	Latin America	Asia	EMEA	Current Development Gate <sup>3</sup>
<b>WEED CONTROL</b>													
Isoflex™ Active	2021	Selective (grasses)	✓		■	■	■	■		●	●	●	Launch & Realization
Herbicide 1 (Tetflupyrolimet)	2023	Selective (grasses)	✓		■				●	●	●	●	Development
Herbicide 2	2027	Selective (broad spectrum)	✓		■	■	■	■				●	Validation
Herbicide 3	2028	Selective (broadleaf)	✓				■	■	●	●	●	●	Validation
Herbicide 4	2031	Selective (broad spectrum)	✓		■	■	■	■	●	●	●		Definition
<b>INSECT &amp; NEMATODE CONTROL</b>													
Insecticide 1	2028	Piercing insects		■	■	■	■	■	●	●	●	●	Validation
Avodigen™	2021	Bionematicide	✓	■		■	■	■	●		●	●	Launch & Realization
Bioinsecticide 1	2023	Bioinsecticide (soil pests)	✓	■			■	■	●	●		●	Development
<b>DISEASE CONTROL</b>													
Fluindapyr	2021	Broad spectrum		■	■	■	■	■	●	●	●	●	Development
Biofungicide 1	2021	Biofungicide	✓	■	■	■	■	■	●	●	●	●	Launch & Realization
Biofungicide 2	2024	Biofungicide (foliar)	✓	■					●	●	●	●	Definition

<sup>1</sup> Launch is dependent upon obtaining regulatory approvals <sup>2</sup> New Modes of Action include new chemistries and new applications on specific crops <sup>3</sup> Gate current as of Nov. 2020