



Digital Enterprise Perspective

*...for realizing
Commercial Value*



- November 6, 2019





Digital Transformation = Business Transformation

'If you digitally transform, but without business outcomes in mind, what's the point?'

-Analog Bob



Crop Science Digital Enterprise Perspective

WE HAVE AS MANY REASONS, AS WE HAVE

-CUSTOMERS
-EMPLOYEES,
-PARTNERS

TO DRIVE DIGITAL TRANSFORMATION

Objective: *maximize value* by leveraging legacy Bayer and and legacy Monsanto's inherent strengths to drive a balanced Digital Enterprise approach

Employee Experience

Provide a safe, secure, and performant environment to enable our 40K Crop Science employees to co-create, drive strategy & innovation, and support our customers

Business Operations

Ensure effective Business Operations both internally and externally. De-complex and free-up resources for innovation, shift towards a data-driven company

Customer Engagement

Create a compelling customer and partner experience by leveraging our market position and combined company assets (product and digital)

Tailored Solutions

Drive new value propositions via tailored solutions which address customer needs in the form of win/win scenarios and which create new value pools

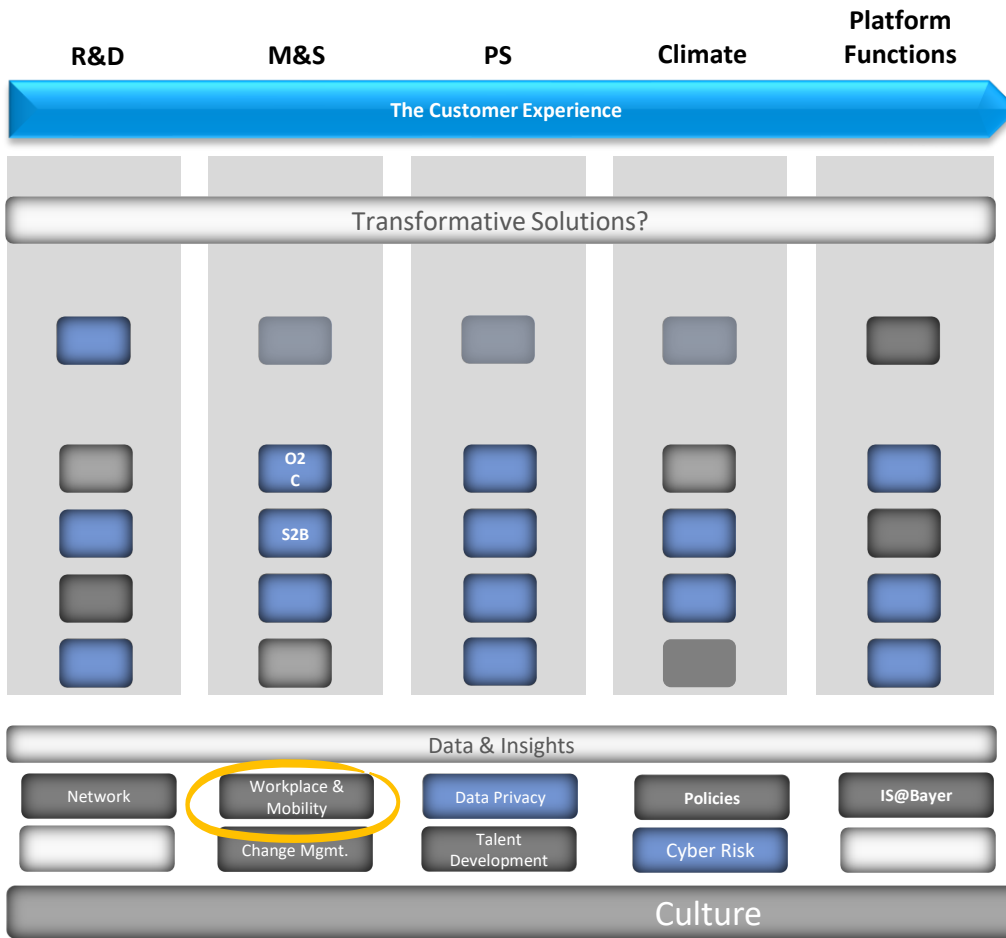


1. Where are you in your **Digital Transformation**?
2. Where should you be in your **Digital Transformation**?
3. How does that compare to your **Competition**?



Crop Science Digital Enterprise

- High maturity
- Medium maturity
- Low maturity



Digital Disruption

(‘big Ag industry ideas which lead to new value pools for CS’)

New Digital Value

(‘Test & learn - drive Tailored solutions and select new Business models’)

Digital Business

(‘Deliver our daily and seasonal business’ via engaging our Core Customers better and transforming our core Operations’)

Digital Foundations

(‘ensure an engaged workforce; supported by a reliable, performant, and secure, business environment’)