

2012 Global Agriculture Conference

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Chief Executive

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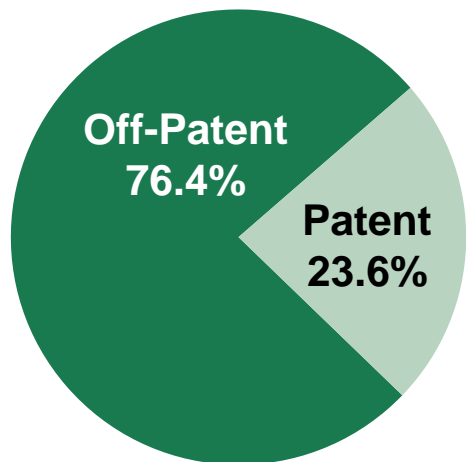
Nufarm is the leading listed off-patent focused crop protection company

- Annual revenues: \$2 billion
- Broad product portfolio
- Sales in approximately 100 countries
- Growing seeds platform



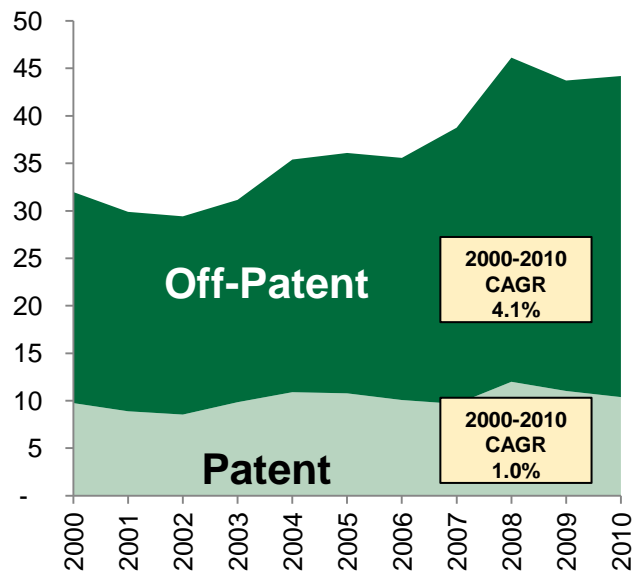
The off-patent segment is the largest segment in the industry, and is growing....

2010 total industry sales

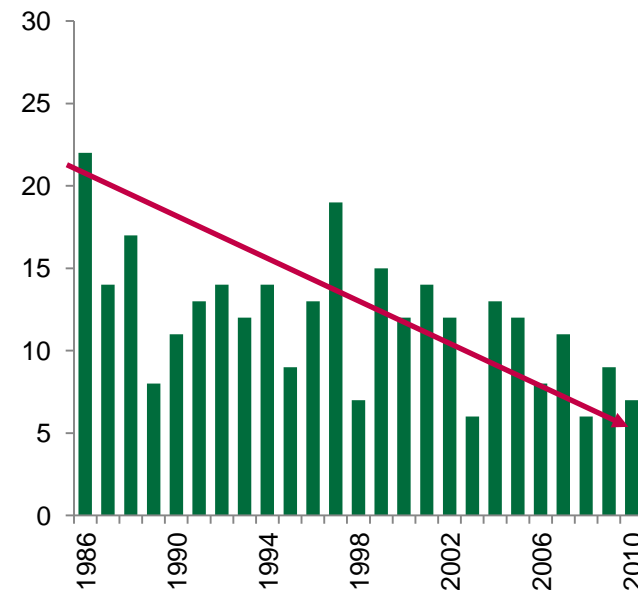


Total \$44.2b

Industry revenue growth patent v off-patent



New product registrations



Active ingredients representing a significant value will lose patent protection over coming years....

Products coming off-patent 2011-2016

Product Category	2010 sales value (US\$m)
Herbicides	2,237
Insecticides	1,858
Fungicides	1,151
Other	10
TOTAL	5,256

Source: Phillips McDougall

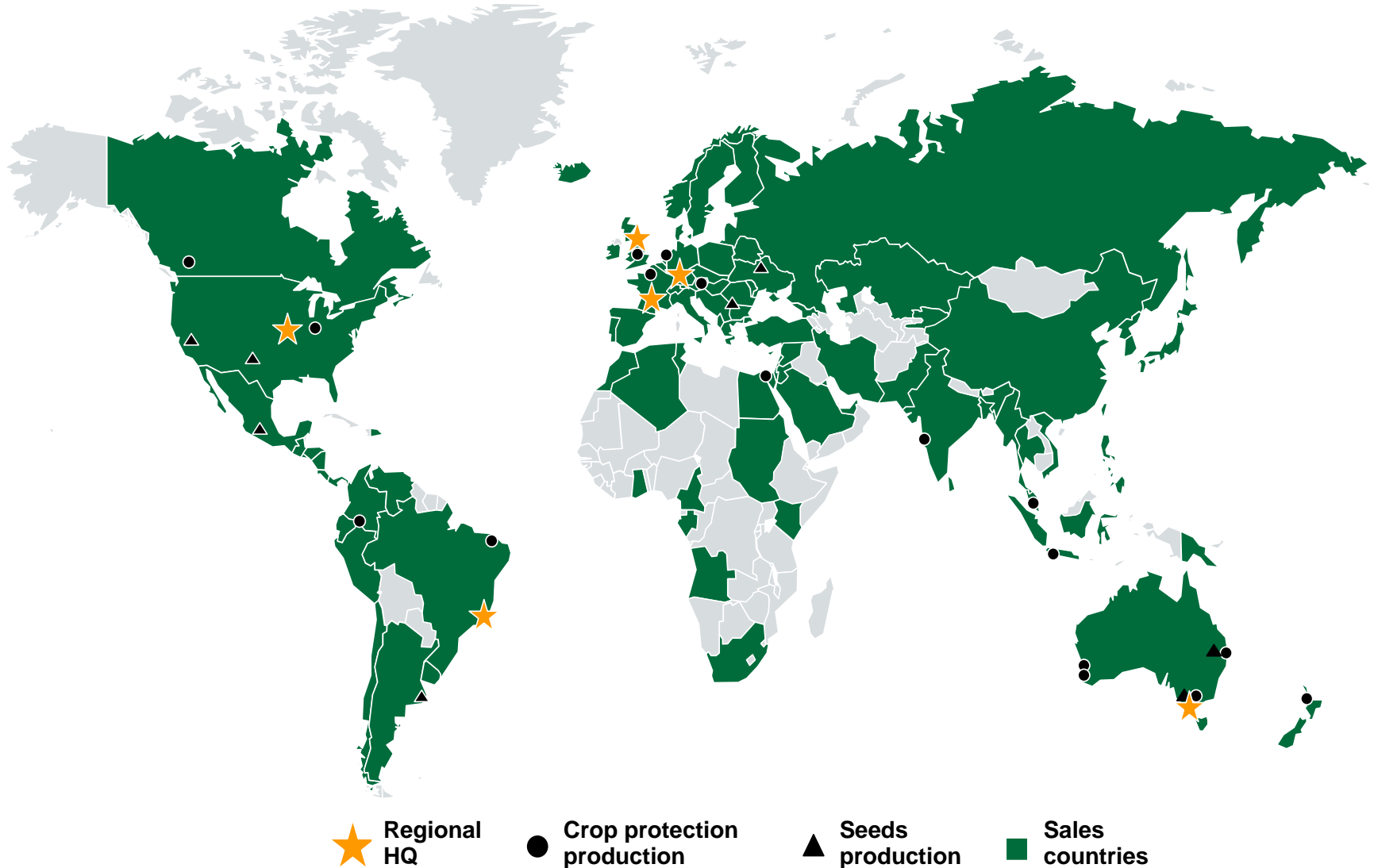
.... and provide an important potential source of growth for Nufarm

Nufarm has developed core capabilities and positions to address the opportunities that accompany a changing industry landscape....

- **Broad distribution base and market access**
- **Diversification across geographies, products and market segments**
- **Strong product development and regulatory skills**
- **Ability to innovate and differentiate**
- **Balance between integrated manufacturing and flexible sourcing**
- **Proven ability to 'partner' and collaborate**

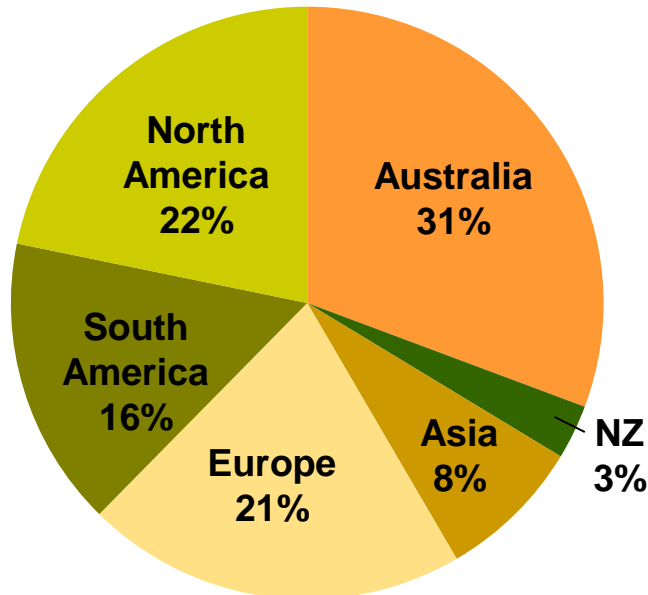


Broad distribution base and market access



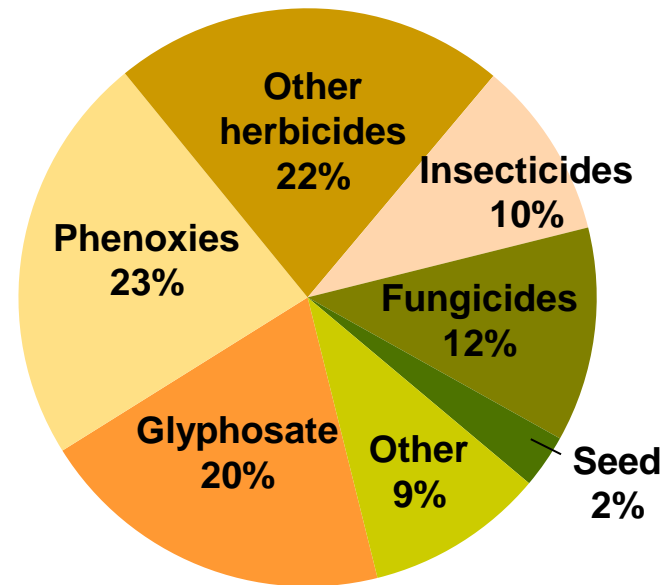
A diversified and balanced geographic and product revenue base

Geographic diversification



2011 revenues by geography

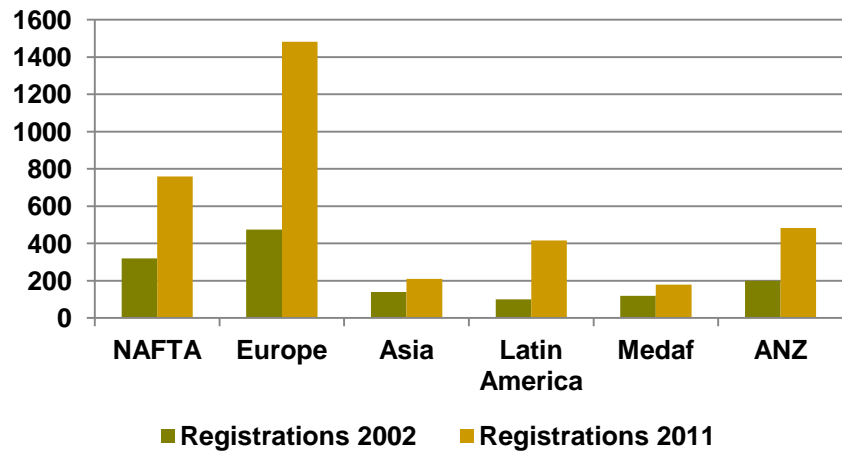
Product diversification



2011 revenues by product segment

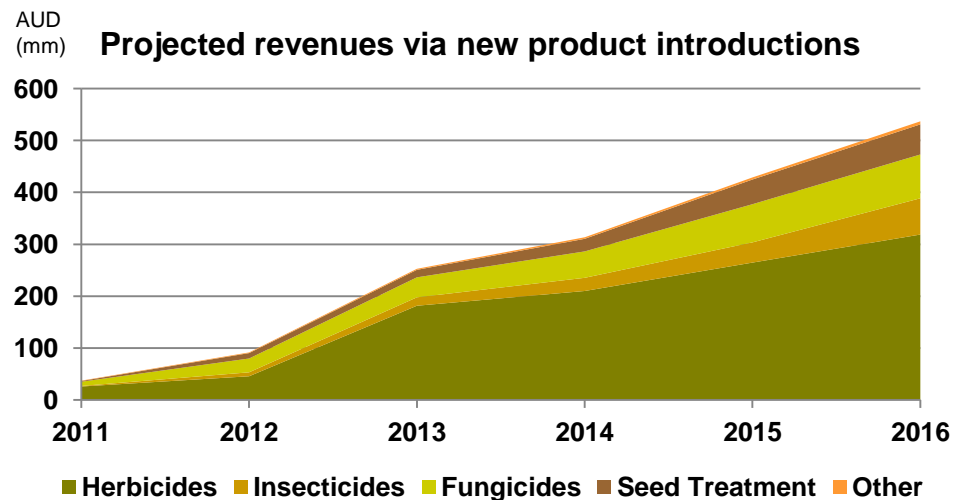
....and selling into a number of market and crop segments

Proven product development and regulatory skills



- Development laboratories in Australia, USA, France & UK
- Extensive global regulatory affairs team

And a pipeline of new product introductions which will fuel future growth



Applying market driven innovation

New formulations



- Proprietary formulation
- Reduced volatility
- Improved efficacy
- Greater tank mix compatibility

Mixtures



- Combines three A.I.'s
- Seed treatment application
- Broad insect/fungus protection in wheat, barley and oats

Packaging



- Patented QuikPour system
- Fully recyclable
- Winner of Australian packaging design award

A balanced manufacturing base and global sourcing capability

- Fully integrated global scale manufacturing assets to support core chemistry positions
- Formulation facilities in 12 countries, providing flexibility
- Established sourcing relationships; supply agreements and global supply chain support



Strong partnering capabilities

Commercial relationships with leading crop protection companies

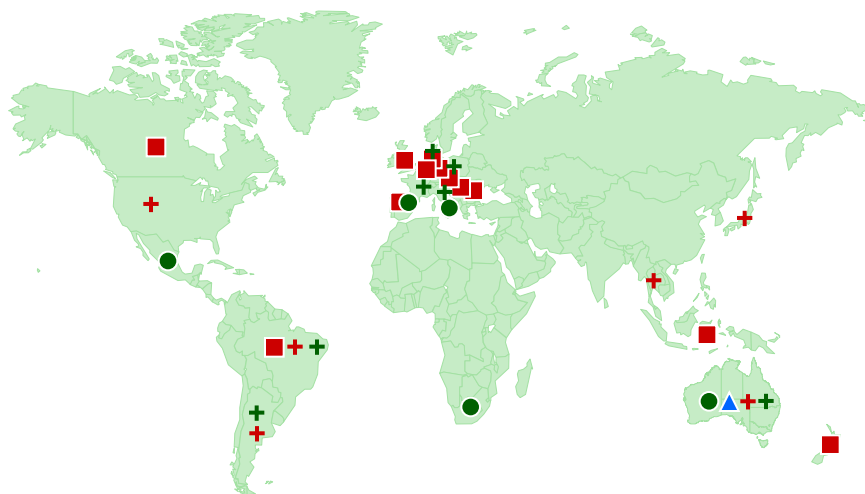
Range of activities including:

- Licensed products / brands
- Product development
- Toll manufacturing
- Distribution



Sumitomo relationship

The Sumitomo relationship is realising significant synergies for Nufarm.
Nufarm's alliance with Sumitomo spans distribution, manufacturing and R&D



■ **Nufarm distribution of Sumitomo chemistry**
Austria, Belgium, Brazil, Canada, Germany, Hungary, Indonesia, Netherlands, New Zealand, Romania, Spain, UK

● **Sumitomo distribution of Nufarm chemistry**
Australia, Italy, Mexico, South Africa, Spain

✚ **Sumitomo development agreements and R&D trial work**
Argentina, Australia, Brazil, Japan, Thailand, USA

✚ **Nufarm development agreements and R&D trial work**
Argentina, Australia, Austria, Brazil, France, Germany, Netherlands

▲ **Manufacturing & logistics agreement**
Australia

Sumitomo	Nufarm
<p>Nufarm products being distributed by Sumitomo</p> <ul style="list-style-type: none"> Over 20 products across Mexico, Italy, Spain, South Africa and Australia 15 herbicides 3 fungicides 2 insecticides 	<p>Sumitomo products being distributed by Nufarm</p> <ul style="list-style-type: none"> 11 insecticides, 1 fungicide and 5 herbicide products across Brazil, Canada, Indonesia, Germany, Netherlands, Spain, Italy and UK
<p>Development projects</p> <ul style="list-style-type: none"> 2 evaluation agreements 10 development agreements Brazil, Argentina, USA, S.E. Asia, Australia, Europe 	<p>Development projects</p> <ul style="list-style-type: none"> 3 evaluation agreements 14 development agreements Australia, Argentina, Brazil, Europe
	<p>Manufacturing and logistics</p> <ul style="list-style-type: none"> Toll manufacturing for Sumitomo Australia 4 insecticides, 1 fungicide, 1 herbicide

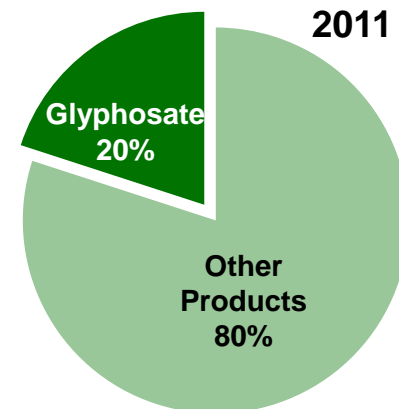
Since the formation of this alliance, Sumitomo has increased its strategic shareholding in Nufarm to 23% of shares on issue

Strategic Direction

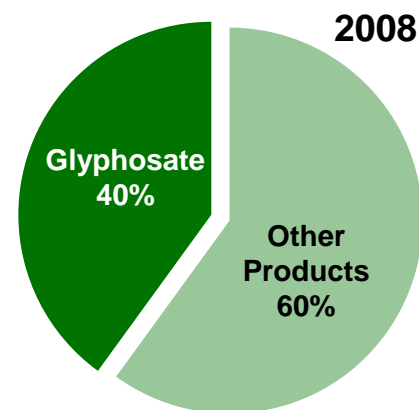
- **Optimising our product mix**
 - Downsizing of glyphosate
 - Expansion into other product segments
- **Focus on higher value, more defensible products and market segments**
 - Differentiation
 - Increased presence in niche markets
- **Supporting growth of our seeds platform**

Sustainable margin expansion

Portfolio transition is well underway



% total revenues \$2.08 billion

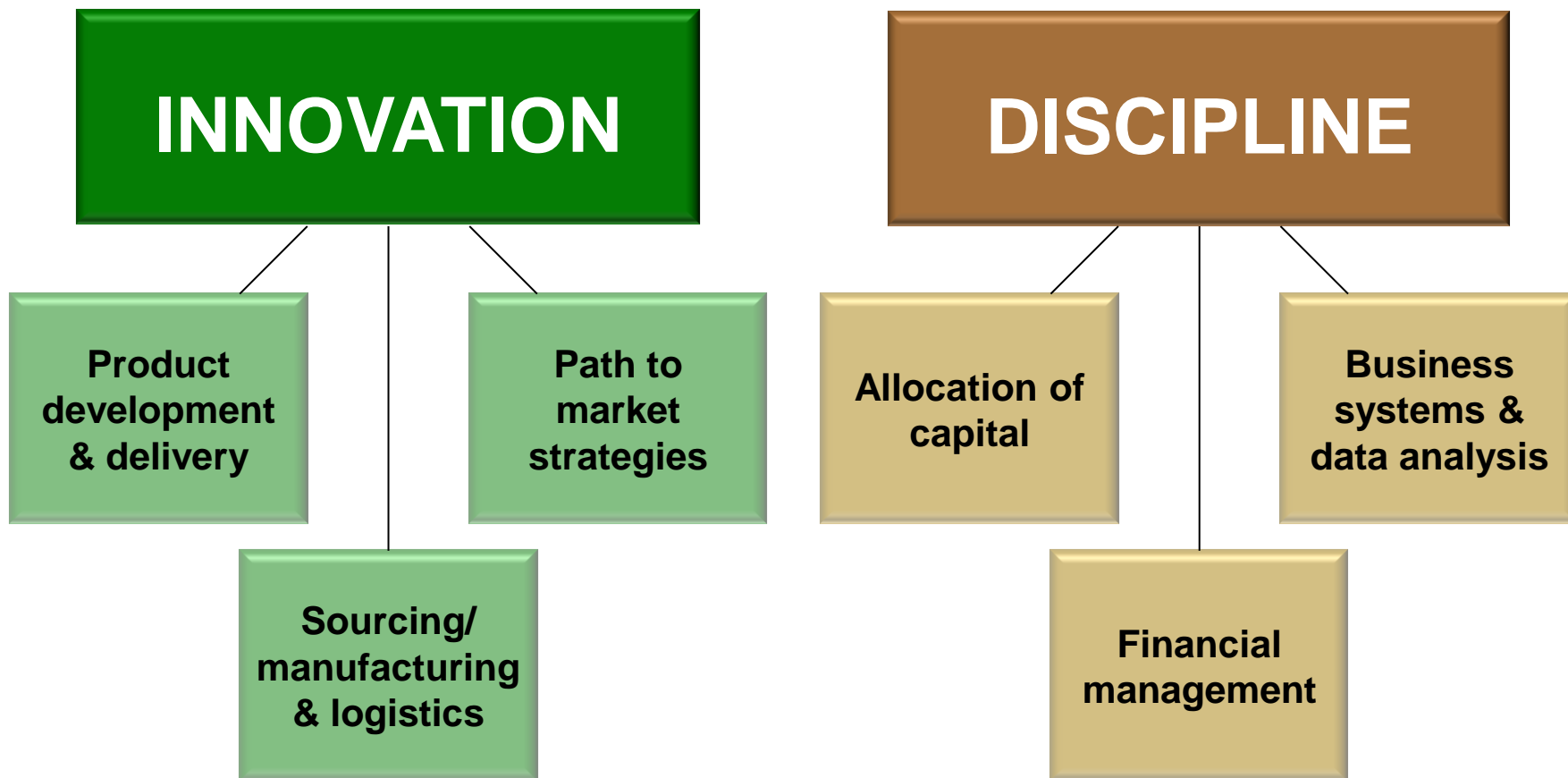


% total revenues \$2.49 billion

Executing the strategy

- **Reallocation of capital to support higher growth / higher earnings business**
- **Structural changes to strengthen management; build our capabilities; and ensure organisation is aligned with strategic objectives**
- **Increased engagement and accountability**
 - **Project ReNu**
 - **Measuring progress and rewarding outcomes**

Two key areas of greater focus for the business



A growing seeds platform

Our core crops



Canola



Sunflower



Sorghum

- **Leading germplasm and market positions in core crop segments**
- **Global breeding, production and marketing hubs**
 - Australia
 - USA
 - Argentina
 - Serbia
- **Marketing to more than 25 countries**
- **Excellent pipeline of genetics plus targeted trait development**
- **Facilitating growth in high value seed treatment segment**

Proprietary position generating strong margins

General outlook

Australia

Excellent seasonal conditions expected to support large crop plantings



Nufarm has clear market leadership position in all crop segments

North America

Very positive sentiment and strong grower terms-of-trade. Season still to unfold



Nufarm operates in ag; turf and specialty; and IVM segments

South America

Brazil season very strong despite dry conditions in South. Expectations of record corn 'Safrinha' planting



Nufarm achieved highest level of growth in CY2011 (38% v market 16%)

Europe

Challenging business conditions in some markets. Late cold snap will result in some re-planting



Nufarm has operating presence in all major Western European markets and an expanding presence in developing markets of Central/Eastern Europe

Interim Results (6 months to January 31) released on March 27

Summary

- **Ideally positioned to address opportunities attached to changing industry dynamics**
- **Increasingly diversified across geographies, products and market segments**
- **Strong growth platforms in both chemistry and seed**
- **A clear strategic growth plan against which good progress is being made**

