

Nufarm Limited

2019 Annual General Meeting

5 December 2019



Grow a better tomorrow

Disclaimer

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Non-IFRS information

Nufarm Limited results are reported under international Financial Reporting Standards (IFRS) including Underlying EBIT and Underlying EBITDA which are used to measure segment performance. The presentation also includes certain non-IFRS measures including Underlying net profit after tax and Gross profit margin. These measures are used internally by management to assess the performance of our business, make decisions on the allocation of our resources and assess operational management. Non-IFRS measures have not been subject to audit or review. Certain figures may be subject to rounding differences. Refer to 'Supplementary information' for the definition and calculation of non-IFRS information. All market share information in this presentation is based on management estimates based on internally available information unless otherwise indicated. All amounts are in Australian dollars unless otherwise stated.

Donald McGauchie AO

Chairman



Safety

Protecting the
safety of our
people and our
communities



Performance

**Reported net
profit after tax**
\$38m

**Underlying net
profit after tax**
\$89m

**Cash from
operations**
\$243m



Proposed sale of South American business

**Upfront value
for Nufarm
shareholders**

**Strengthened
balance sheet**

**Simplified
financing
structure**

**Strengthened
relationship
with Sumitomo**



Donald McGauchie AO

Chairman



Greg Hunt

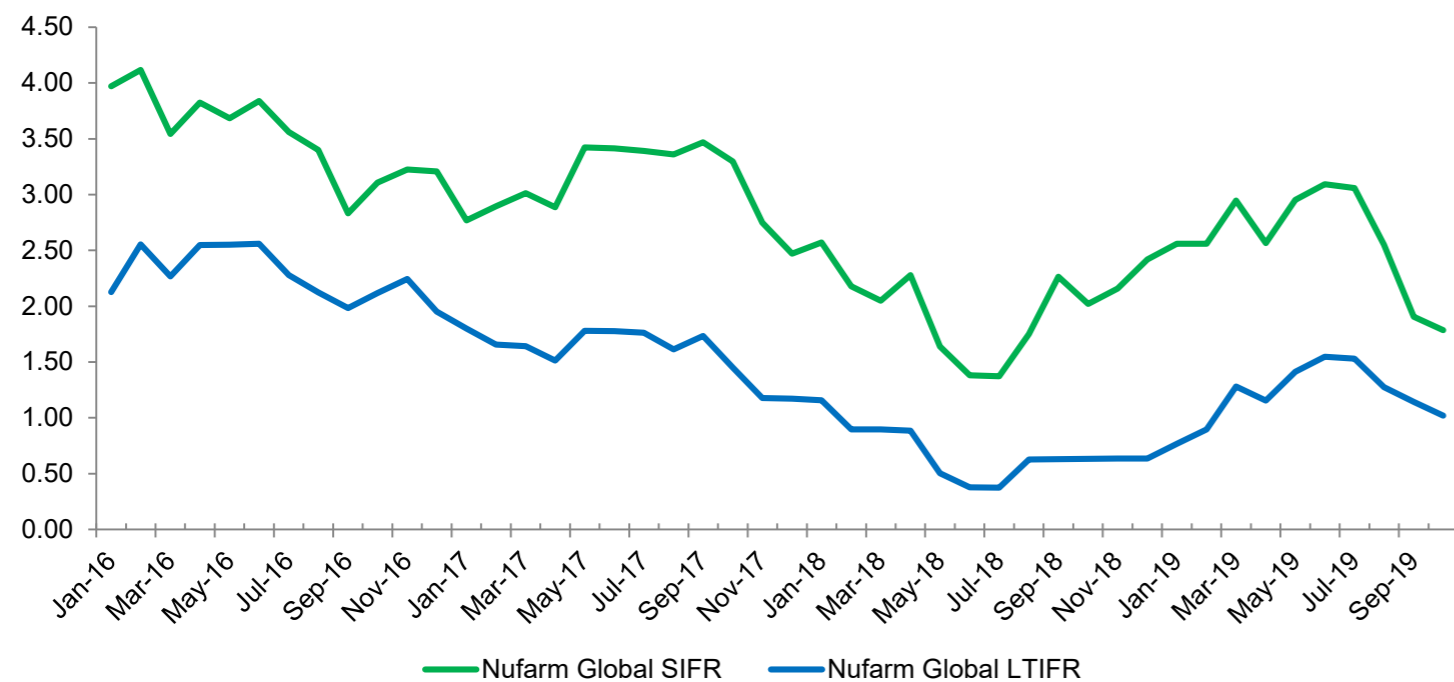
Managing Director &
Chief Executive Officer



Safety



Nufarm Global SIFR & LTIFR
Rolling 12 month averages



Safety above all

At Nufarm, we believe all incidents can be prevented, and everyone who connects with any of our facilities or assets should return home in the same condition as when they arrived.

We embrace this mindset in all that we do.



First quarter update

NORTH AMERICA

High channel inventories, weak demand and competitive pricing as industry normalizes after floods in major cropping regions. Majority of earnings are generated in 2H

LATIN AMERICA

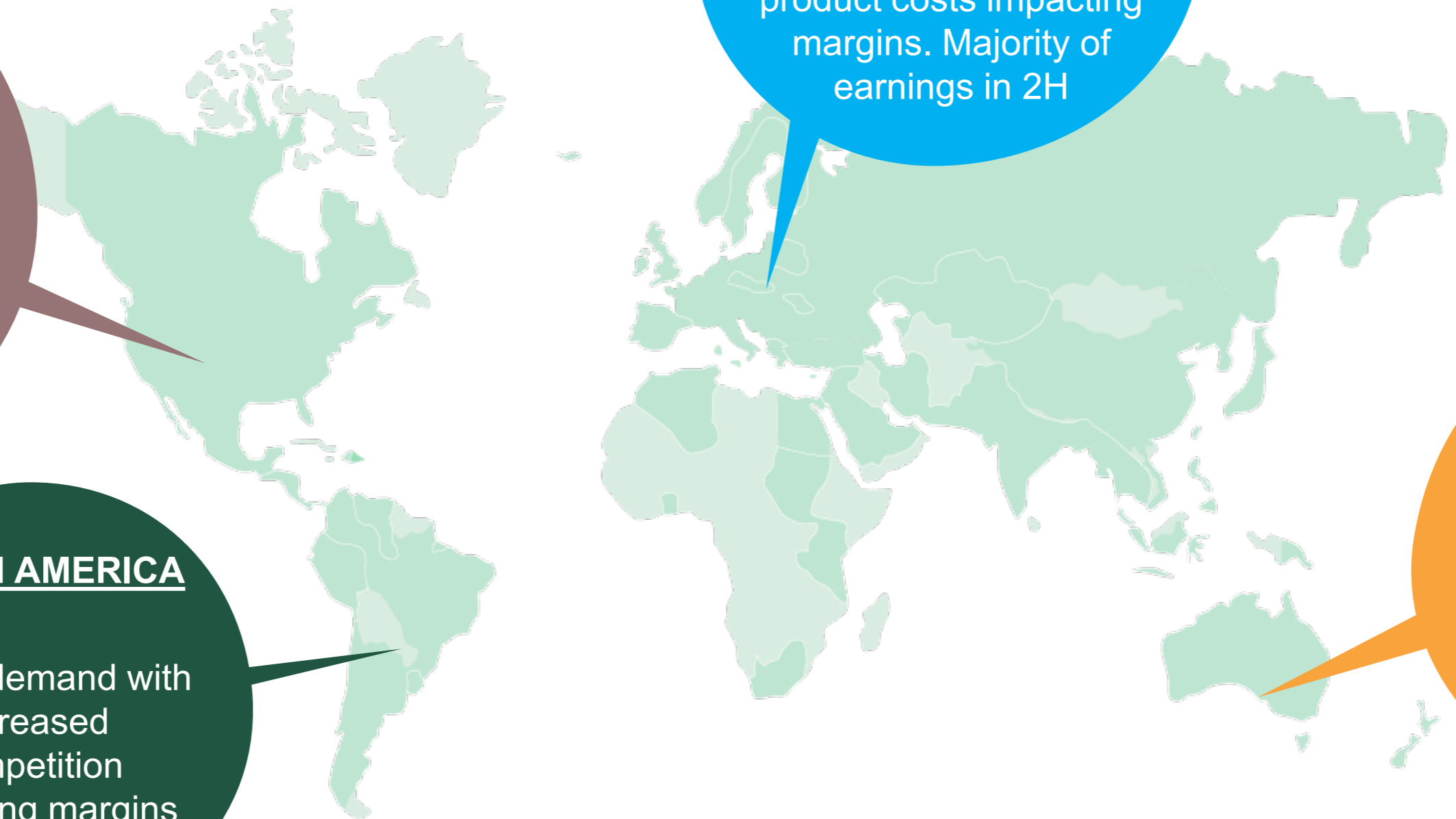
Strong demand with increased competition impacting margins

EUROPE

Increased sales despite mixed weather conditions. Continued supply challenges and higher product costs impacting margins. Majority of earnings in 2H

ANZ

Good progress on performance improvement program offset by weak demand due to continued drought in parts of Australia



2020 focus

Safety

**Improve
margins**

**Generate
cash**



Improving returns

