

Sustainable plant-based solutions

Driving VALUE BEYOND YIELD®



BELL POTTER
HOME GROWN CONFERENCE
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An integral part of the food chain.

We develop and manufacture crop protection solutions and Value Beyond Yield[®] seed technologies



Nufarm at a glance



100+
years of history



2,400+
people



200+
Active ingredients



Sales in ~**100**
countries



11
manufacturing
sites



ASX:NUF
Listed on the Australian
Securities Exchange

The agriculture industry has been built from a commodity and yield mindset.

**INPUT TRAITS
WITH
AGRONOMIC
BENEFITS**

There is exceptional opportunity for agriculture to meet new global challenges.

**NEW SUSTAINABLE
PLANT-BASED
SOLUTIONS**

**NEW
MARKETS
AND VALUE**

aquaterra™

**nuseed
CARINATA**

nutriterra

**VALUE
BEYOND YIELD®**

**OUTPUT TRAITS
WITH NEW
CONSUMER
BENEFITS**



Accelerating MEGA trends

Supportive of Nuseed strategy
and technologies

- **Sustainability:** ocean, air, animal and consumer health
- **Climate change:** low carbon fuel standards & carbon policies
- **Energy transition:** renewable feedstocks
- **Oilseed complex:** fundamental shifts to supply & demand

Global Crop Overview



CANOLA

Market Leader in Australia & Top 4 Positions Globally

- Range of novel oil positions
- Growing into high value Canada, Europe and Latin America markets
- Best in class canola traits capability



CARINATA

Proprietary Global Position

- Novel industrial oil for biofuel feedstocks
- Best in class greenhouse gas reduction
- South American expansion
- High non-GMO protein source



SORGHUM

Top 3 Position Globally

- Strength in food, feed and fuel types
- Recently introduced early sorghum category
- Brazil, USA, Argentina are key target geographies



SUNFLOWER

Top 4 position globally

- Growth in proprietary categories & stacked traits
- Unique offerings enable stronger market entry with broad portfolio
- Strong volume growth trajectory



**Our seeds platform
is the foundation of
our innovation and
farm supply chain
capabilities**

Driving meaningful growth

Resulting from our rich global pipeline

Canola

- Rapid expansion of hybrid technology in Australia, step change in grower yield potential
- Further developing Nuseed leadership position and total size of Australian market
- Leveraging pipeline for expansion in LAS, NA

Sunflower

- New commercial hybrids in all key markets (LAS, NA, EU)
- Advancement of stacked trait technologies (Oro, DM, HT)

Sorghum

- New commercial hybrids in all key markets (LAS, USA)
- Advancement of early maturity advantage



Omega 3 business platform

First mover advantage complemented by strong suite of proprietary positions

- Co-developed proprietary aquaculture research with industry
- Fish performance & sustainability outcomes with unique profile



- Proprietary omega 3 traits combined with elite genetics
- Global regulatory science dossiers



- Proprietary human clinical trial evidence
- Processing techniques & know how



- Extensive global patent estate
- Downstream brand creation

....enabling a capacity to substantially contribute to the doubling of the world's omega 3 supply



Aquaterra®, world's first land-based sustainable source of DHA rich Omega-3 for Aquaculture



- Improved sustainability metrics: FIFO, FFDR
- 2020: first commercial sales
- Sustainability certification by World Sustainability Organization – Friend of the Sea
- Production benefits recognized by customers
- 2021: Strong sales & market adoption in last 6 months
- Achieved market adoption and sales with 8 farm and feed customers that represent large portion of the Chilean salmon and trout industry
- Chile market recovery from Covid impact is well underway; 2022 salmon farm restocking signals
- Resuming production expansion plans



[DOWNLOAD AQUATERRA WHITEPAPER](https://aquaterraomega3.com/whitepaper-landing-page/)

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Nutriterra® is the first plant-based source of Total Omega 3 for human nutrition

Significant milestones, commercial launch planned for FY22

- Product and process development of human grade, encapsulated delivery
- Human Clinical Trial completed
 - Safety and tolerability proven
 - Absorbed readily and incorporated into blood lipids
 - Mid and high doses significantly improved levels of omega-3, measured by OmegaScore™ and the Omega-3 Index, leading to reduced risk of all-cause mortality, total cardiovascular events, cognitive deterioration associated with aging
- Certification by World Sustainability Organization; parent to Friend of the Sea
- Achieved US Food and Drug Association New Dietary Ingredient recognition for nutraceutical application



[DOWNLOAD WHITEPAPER](https://nutriterraomega3.com/whitepaper)

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[FDA NDI Announcement](https://nutriterraomega3.com/2021/08/fda-canola-oil-dietary-ingredient)

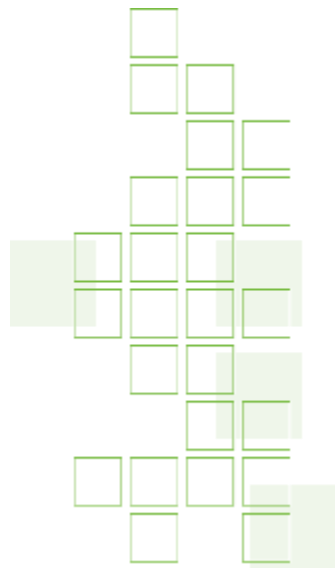
<https://nutriterraomega3.com/2021/08/fda-canola-oil-dietary-ingredient>





How we grow to **CLIMATE POSITIVE**

***"Nuseed Carinata delivers trusted
carbon stewardship from field to fuel."***





HIGH QUALITY OIL

- ✓ Non-food oil
- ✓ High quality, clean oil product
- ✓ Feedstock for Biojet, Renewable Diesel, FAME and co-processing
- ✓ Qualified in large biofuel markets



HIGH PROTEIN NON-GMO MEAL

- ✓ High protein/low fiber offers several feeding options
- ✓ Up to 45% protein content
- ✓ Additional protein source to meet growing market demand



Carinata business platform

First mover advantage complemented by strong suite of proprietary positions

Proprietary elite hybrid
genetics & traits platform

Process patents for
extraction of oil/meal

Proprietary
E-data verification, carbon
modelling and regulatory
dossiers

Brands, stewardship,
& supply chain system



....enabling global expansion and supply of
best-in-class renewable fuel feedstock



GHG reduction credentials confirmed

Yield gains and expansion plans



Independently certified
and globally recognized
as a low carbon renewable
fuel feedstock

- Second year of commercial field expansion and RSB certification; converted to biofuel under EU RED I with proof of sustainability premiums
- Achieved ICAO CORSIA* listing as eligible global feedstock for Sustainable Aviation Fuel (SAF) with default carbon intensity / GHG reduction similar to waste products / used cooking oil (far below rapeseed, soybean oil)
- Hybridization of carinata genetics achieved
 - Field trials demonstrate 125%+ yield potential
 - Intended launch in 2022
- Market development testing and future expansion in Paraguay, Brazil, Australia, USA and Europe

*United Nations based International Civil Aviation Organization (ICAO) framework for Carbon Offsetting and Reduction Scheme for International Aviation (CORSIA)



Next steps

- Meaningful seeds growth through new canola, sunflower and sorghum hybrids & traits
- Carinata geographic expansion; launch of hybrid technology
- Additional carinata feedstock pathways to Renewable Diesel and Sustainable Aviation Fuels
- Aquaterra growth with established customer base, Chile full covid recovery; production expansion
- Nutriterra customer development and launch
- New VALUE BEYOND YIELD® opportunities

Key investment highlights

1

Attractive scaled platform with an established, global footprint and capability

2

Market leading seed positions in key crops; in meaningful growth phase

3

Significant proprietary product pipeline

4

Aquaterra and Nutriterra; significant opportunity to double world supply of omega 3 while improving sustainability and health

5

Carinata best-in-class GHG reduction feedstock, RSB certified, ICAO listed for Sustainable Aviation Fuel

6

VALUE BEYOND YIELD® platform has exceptional growth profile, with multiple drivers

7

Strategy, technology and capabilities aligned with global trends

