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ASX Release – Company Announcement

Bell Potter Home Grown Agriculture Conference 2021

In accordance with the Listing Rules, enclosed for release to the market is the presentation to be delivered by Nuseed Group Executive, Brent Zacharias, at the Virtual Bell Potter Home Grown Agriculture Conference today.

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Sustainable plant-based solutions

Driving VALUE BEYOND YIELD®

BELL POTTER
HOME GROWN CONFERENCE
September 16, 2021
Brent Zacharias



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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**

nuseed
CARINATA

aquaterra™

nutriterra

**VALUE
BEYOND YIELD®**

**OUTPUT TRAITS
WITH NEW
CONSUMER
BENEFITS**

nuseed

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 human clinical trial evidence
- Processing techniques & know how



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

- 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/)

<https://aquaterraomega3.com/whitepaper-landing-page/>

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)

<https://nutriterraomega3.com/whitepaper>

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

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How we grow to **CLIMATE POSITIVE**

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



internal use only



HIGH QUALITY OIL



HIGH PROTEIN NON-GMO MEAL



Non-food oil



High quality, clean oil product



Feedstock for Biojet, Renewable Diesel, FAME and co-processing



Qualified in large biofuel markets



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

Proprietary
E-data verification, carbon
modelling and regulatory
dossiers



Process patents for
extraction of oil/meal

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

