

# Advancing sustainable agriculture

Nuseed Australia GM,  
Rachel Palumbo

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## Non-IFRS information

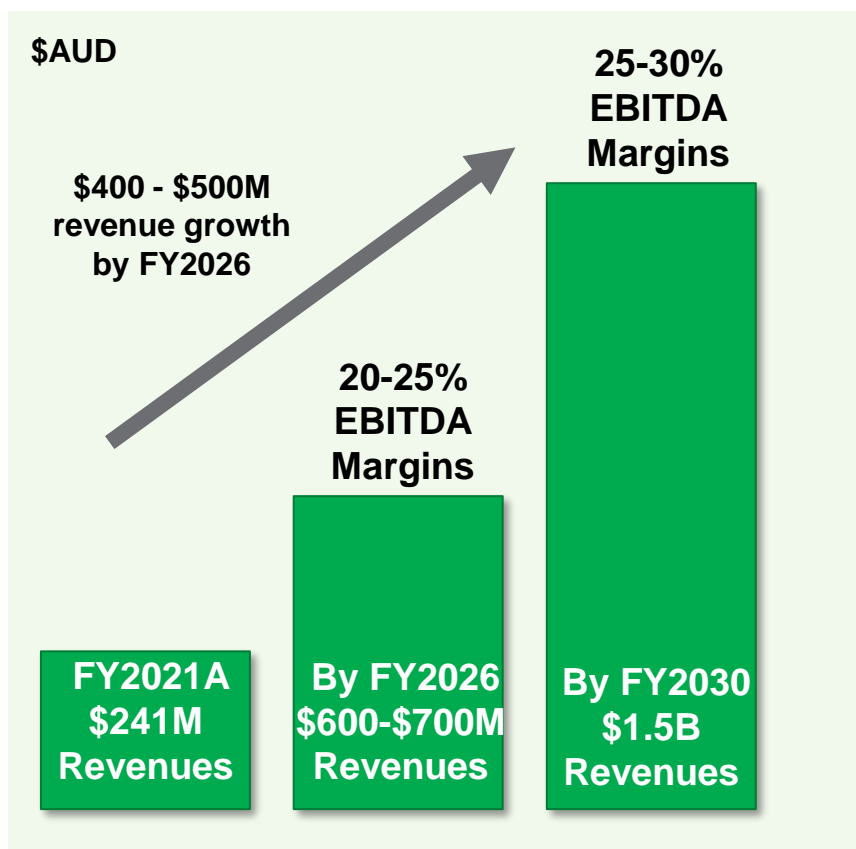
Nufarm Limited results are reported under International Financial Reporting Standards (IFRS) including Underlying EBIT & Underlying EBITDA which are used to measure segment performance. The presentation also includes certain non-IFRS measures including Underlying net profit after tax & Gross profit margin. These measures are used internally by management to assess the performance of our business, make decisions on the allocation of our resources & assess operational management. Non-IFRS measures have not been subject to audit or review. Certain figures may be subject to rounding differences. Refer to Appendices to our FY23 half year results for the definitions of non-IFRS information & a reconciliation of Underlying EBIT & Underlying EBITDA to Operating profit. 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





# Seeds – empowering the future

Our seeds platforms are delivering sustainable plant-based solutions with significant market potential. Our aspirations continue to 2030 where we aspire to revenues of \$1.5b at 25-30% EBITDA margins



## SEED PLATFORMS FOR GROWTH

### Core Seeds (Sorghum, Sunflower, Canola)

Strong growth and demand for Nuseed proprietary hybrid seeds and traits across global markets



Aquaterra

Nutriterra

FDA recognition received for human food

### Bioenergy



10-year strategic offtake and market development agreement with bp

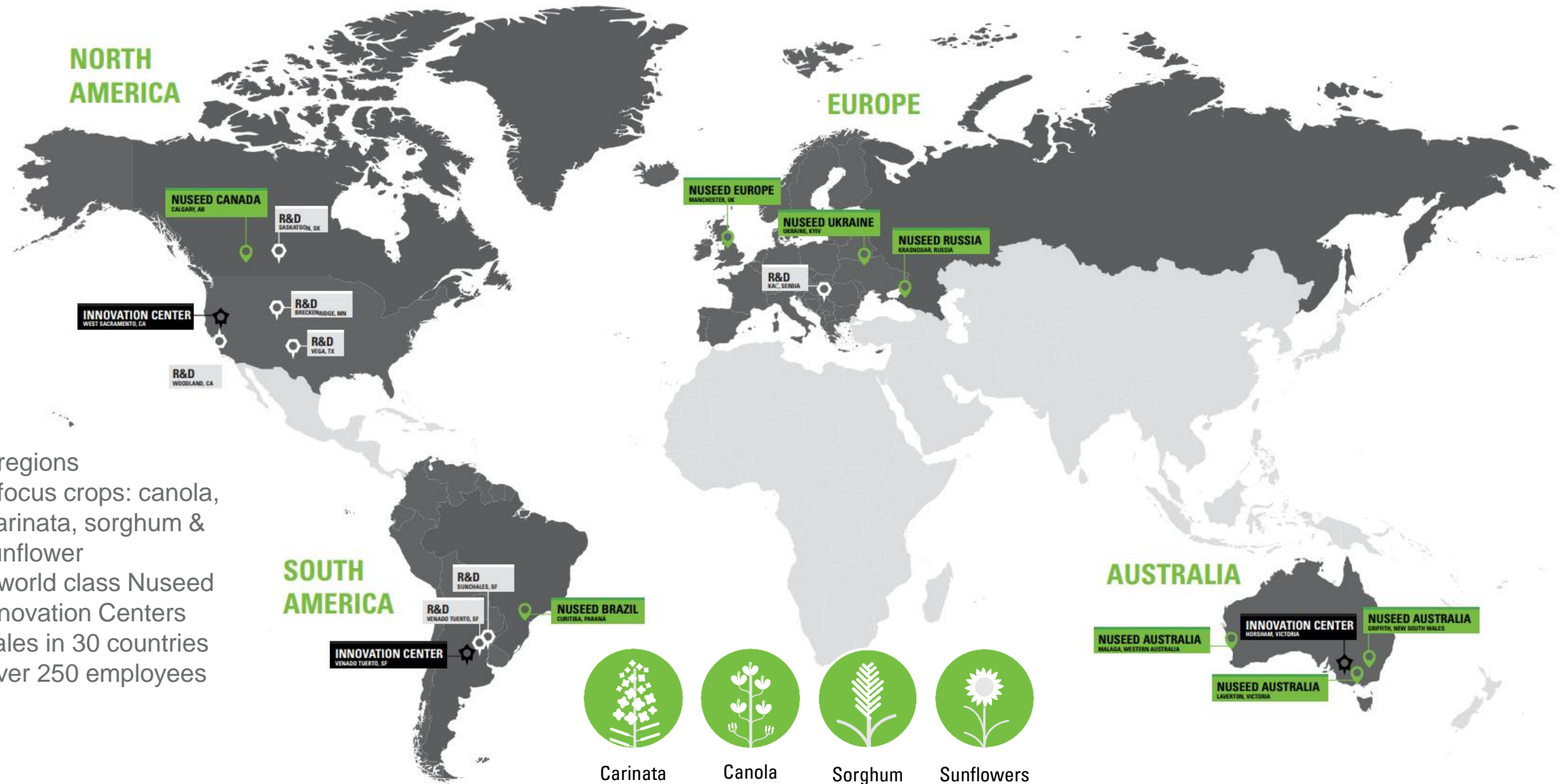
Energy Cane

New Announcement additive to aspirations

NOTE: Based on assumptions including current market drivers, proven sustainability advantages, commercial readiness, technology validation with customers and partners, and forward demand interest from industry. Potential risks & opportunities include evolving biofuel regulatory frameworks and value, pace of grower and end-use customer adoption, and industry trait stewardship requirements.

All statements in relation to future revenue aspirations are based on management estimates & reflect management's internal goals & should not be taken as forecasts or guidance. Full details of Nufarm's growth aspirations announced 3 February 2022 are available at <https://cdn.nufarm.com/wp-content/uploads/2022/02/04091436/220202-Investor-Day-ASX-003-Final2.pdf>, increased 16 November 2022 and affirmed on 18 May 2023

# Nuseed around the world

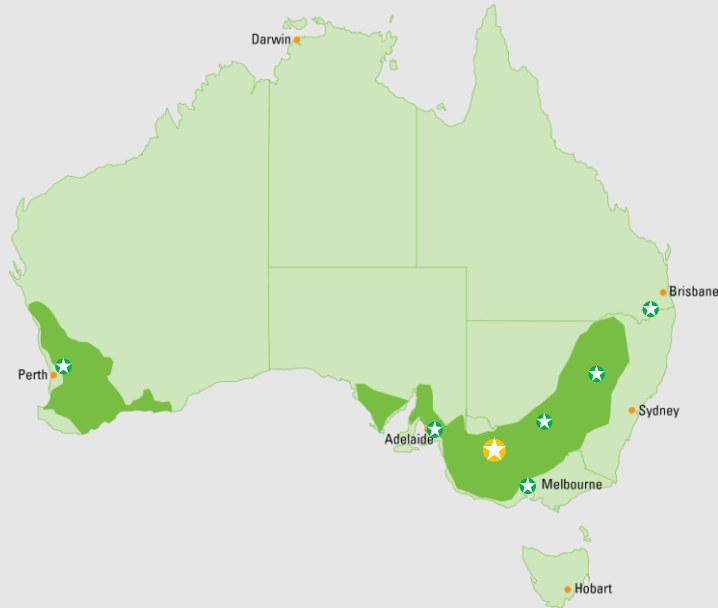


- 4 regions
- 4 focus crops: canola, Carinata, sorghum & sunflower
- 3 world class Nuseed Innovation Centers
- Sales in 30 countries
- Over 250 employees



# Australia focused R&D investments, providing tailored solutions for local growers

## Nuseed Australia footprint



**1 in 2**

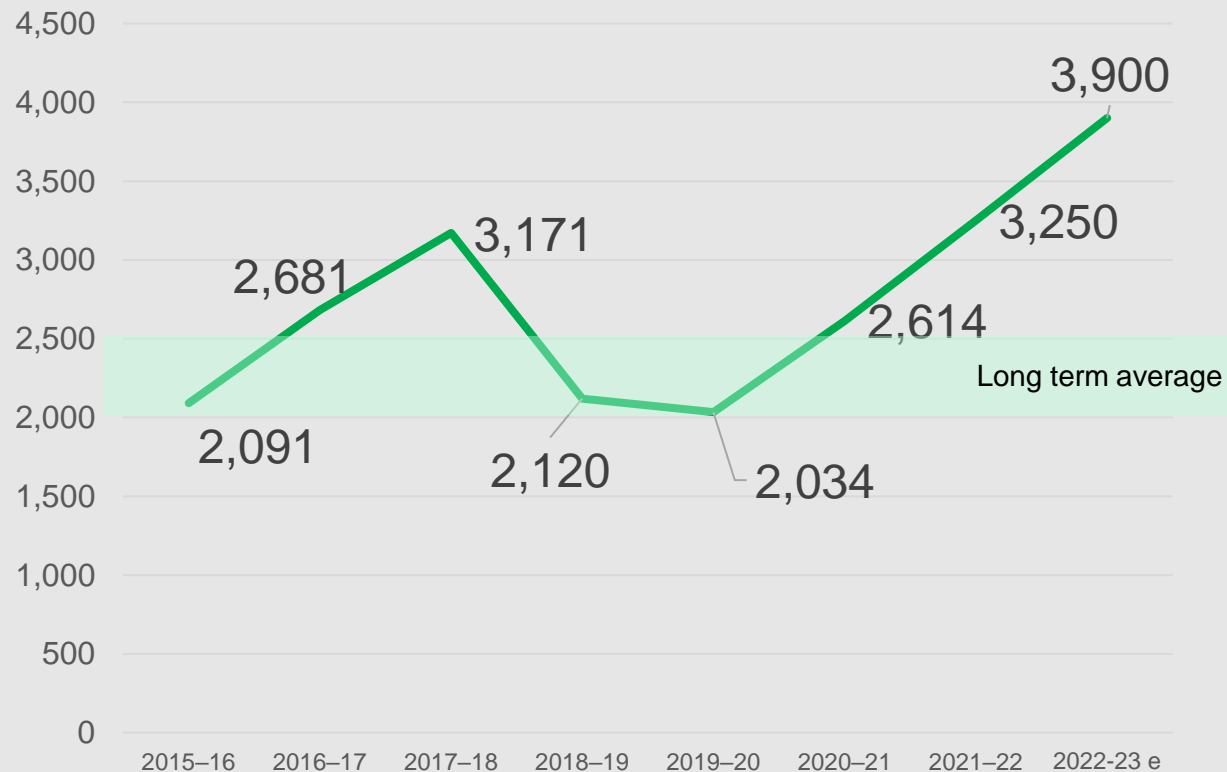
Canola fields in Australia are sown with Nuseed genetics

## Nuseed Innovation Centre, Horsham

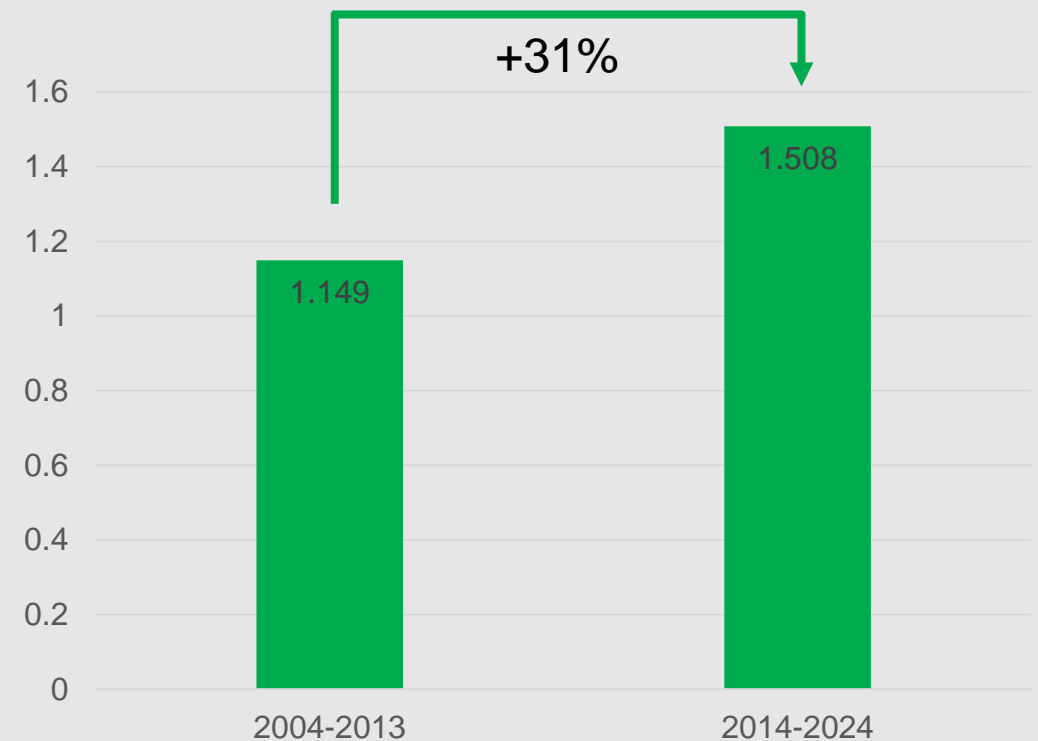


# Increase in planted hectares and productivity drives value in Australian canola market

## Canola hectares planted

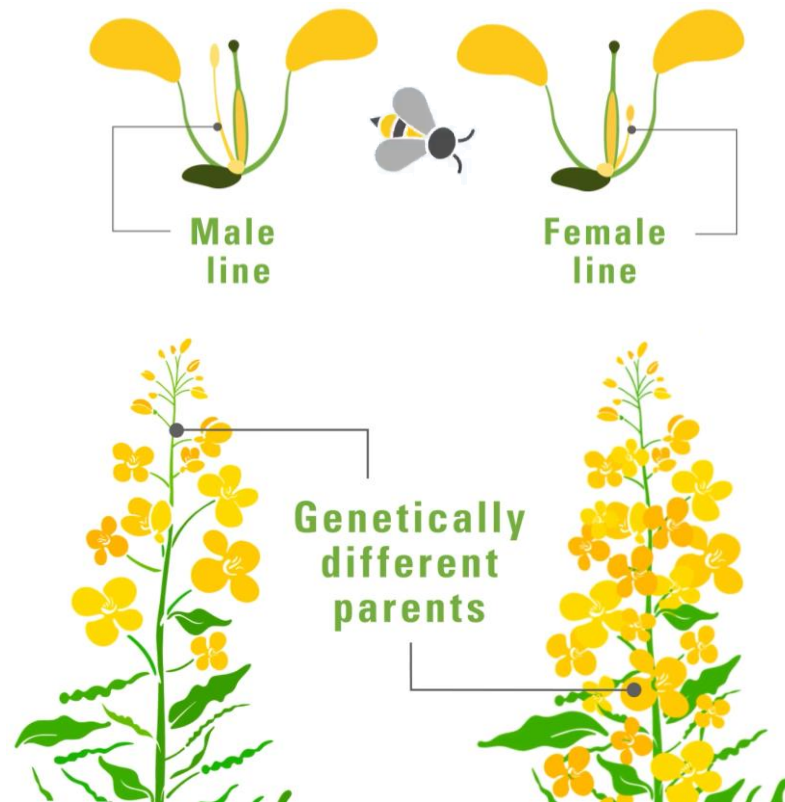


## Productivity per hectare (avg yield per hectare)

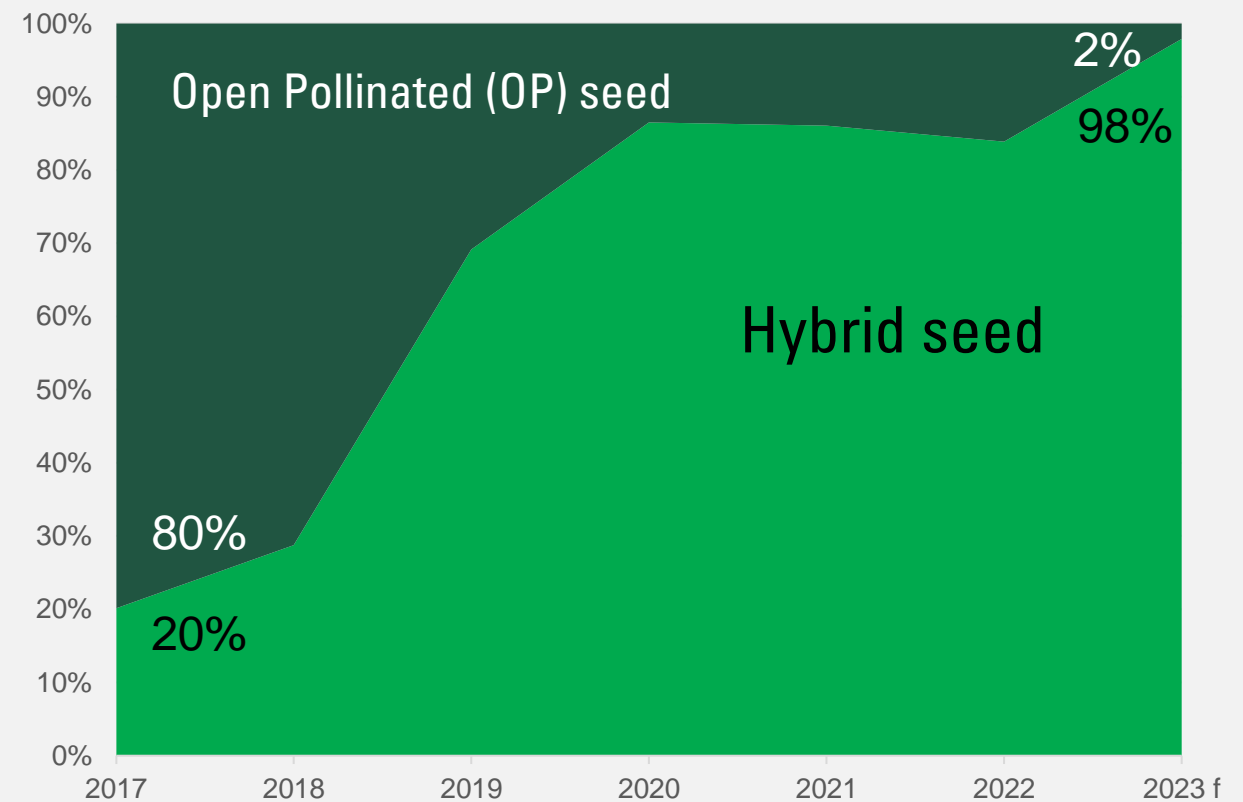


# Shift from OP to Hybrid seed contributes to productivity improvements

## Open Pollinated vs. Hybrid



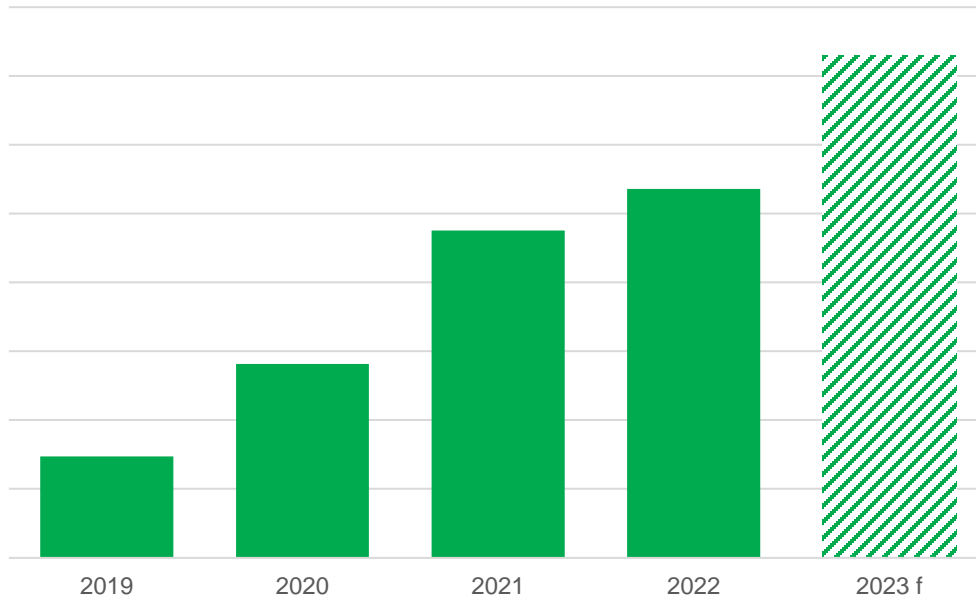
## Nuseed Sales over the years





# Continued growth in core seeds while exploring new platforms

Total volume shipped Nuseed Canola (kgs)



**>50%**

Of revenue in 2023 came from varieties introduced in the last 3 years

## Sustainable growth in AU core seeds

- Market share growth
- Growing addressable market
  - Increase canola rotation (incl. lower rainfall area)
  - OP to Hybrid conversion
  - New product introductions (IMI herbicide system)

Growth driven by world class plant breeding program

New platforms



# Momentum in Australia's bioenergy industry

**Biofuels the 'missing puzzle piece' to hit climate targets**

**Boeing, CSIRO create roadmap for sustainable skies**

**Qantas calls for eco-friendly fuel rules in Australia**

**Ampol and ENEOS sign MoU on SAF and renewable diesel production in Australia**

The companies will explore the feasibility of producing up to 500 million litres of SAF and renewable diesel annually.



[Companies](#) [Energy](#) [Carbon challenge](#)

**Qantas, Airbus back local \$400m sustainable aviation fuel factory**



**“The agricultural industry is evolving to meet global sustainability challenges.**

**Nufarm is uniquely placed at the forefront of agricultural innovation to meet these challenges.”**

**- Greg Hunt, CEO & Managing Director**