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16 September 2021

**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.

- end -

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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<sup>®</sup> 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.

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

**INPUT TRAITS  
WITH  
AGRONOMIC  
BENEFITS**

**OUTPUT TRAITS  
WITH NEW  
CONSUMER  
BENEFITS**

**NEW  
MARKETS  
AND VALUE**

**NEW SUSTAINABLE  
PLANT-BASED  
SOLUTIONS**

**VALUE  
BEYOND YIELD®**

nUSEED  
CARINATA

aquaterra™

nutriterra

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)

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

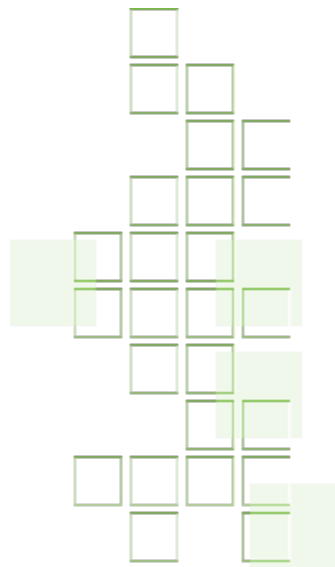
<https://nutriterraomega3.com/2021/08/fda-canola-oil-dietary-ingredient>





# How we grow to **CLIMATE POSITIVE**

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





## HIGH QUALITY OIL



## 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

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