

Segments

The consolidated entity's operating companies are largely organised and managed according to the nature of the products and services they provide, with each business segment offering different products and serving different markets.

- The crop protection segment manufactures and distributes a range of herbicides, fungicides and other products that are sold into the agricultural, turf and specialty markets.
- The industrial chemicals segment manufactures and distributes a range of industrial, fine and performance chemicals which draw on Nufarm's core strengths in chemical synthesis and formulation.
- The other segment includes other minor businesses and investments which are separately managed from the above segments.

Geographically the group operates globally with operations in many countries and sales being made in over 100 countries, which are split into three segments. Australasia covers Australia, New Zealand and Asia. The Americas cover North, South and Latin America. Europe covers United Kingdom, continental Europe and Africa. The geographic sales reflect the domicile of the company's customers. All inter-segment sales are at market prices.

The operating result shown in this note is operating profit before tax, interest and corporate cost allocations.

Segments continued

	Crop protection \$000	Industrial chemicals \$000	Other \$000	Eliminations \$000	Consolidated \$000
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Business segments

2002

Revenue

Sales to outside customers	1,041,719	385,579	1,977	-	1,429,275
Inter segment sales	275	2,102	-	(2,377)	-
Sales revenue	1,041,994	387,681	1,977	(2,377)	1,429,275
Other revenue	4,329	6,728	2,936	-	13,993
Share of net profits of associates	3,651	-	-	-	3,651
Total segment revenue	1,049,974	394,409	4,913	(2,377)	1,446,919
Unallocated revenue					1,011
Total consolidated revenue					1,447,930

Results

Operating result	118,396	31,315	(3,033)	-	146,678
Segment result	118,396	31,315	(3,033)	-	146,678
Unallocated expenses					(64,496)
Profit from ordinary activities before taxation					82,182
Income tax expense					24,405
Net Profit					57,777

Assets

Segment assets	984,778	271,011	37,353	-	1,293,142
Unallocated assets					33,080
Total assets					1,326,222

Liabilities

Segment liabilities	189,029	68,998	28,576	-	286,603
Unallocated liabilities					648,580
Total liabilities					935,183

Other segment information

Equity accounted investments included in segment assets	27,253	752	-	-	28,005
Acquisition of property, plant and equipment, intangible assets and other non-current assets	66,984	13,252	193	-	80,429
Depreciation	30,529	11,064	265	-	41,858
Amortisation	12,014	1,975	872	-	14,861
Other non-cash expenses	3,754	104	26	-	3,884

	Australasia \$000	Europe \$000	Americas \$000	Consolidated \$000
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Geographic segments

Revenue

Sales to outside customers	672,597	372,880	383,798	1,429,275
Interest and other revenue	6,915	5,950	4,779	17,644
Total segment revenue	679,512	378,830	388,577	1,446,919

Assets

Segment assets	504,005	525,763	296,454	1,326,222
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Other segment information

Acquisition of property, plant and equipment, intangible assets and other non-current assets	43,421	26,340	10,668	80,429
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Segments continued

	Crop protection \$000	Industrial chemicals \$000	Other \$000	Eliminations \$000	Consolidated \$000
Business segments					
Revenue					
Sales to outside customers	919,243	403,282	707	-	1,323,232
Inter segment sales	582	963	-	(1,545)	-
Sales revenue	919,825	404,245	707	(1,545)	1,323,232
Other revenue	2,124	1,386	717	-	4,227
Share of net profits of associates	3,907	(460)	-	-	3,447
Total segment revenue	925,856	405,171	1,424	(1,545)	1,330,906
Unallocated revenue					60,652
Total consolidated revenue					1,391,558
Results					
Operating result	103,120	36,098	(6,949)	-	132,269
Non - operating loss	(1,969)	(43,990)	(1,180)	-	(47,139)
Segment result	101,151	(7,892)	(8,129)	-	85,130
Unallocated expenses					(53,424)
Profit from ordinary activities before taxation					31,706
Income tax expense					35,657
Net loss					(3,951)
Assets					
Segment assets	830,136	302,827	23,343	-	1,156,306
Unallocated assets					35,575
Total assets					1,191,881
Liabilities					
Segment liabilities	166,610	71,843	30,445	-	268,898
Unallocated liabilities					570,182
Total liabilities					839,080
Other segment information					
Equity accounted investments included in segment assets	22,679	752	-	-	23,431
Acquisition of property, plant and equipment, intangible assets and other non-current assets	113,141	13,155	246	-	126,542
Depreciation	28,045	49,345	124	-	77,514
Amortisation	9,410	3,010	350	-	12,770
Other non-cash expenses	2,825	1,917	(16)	-	4,726

	Australasia \$000	Europe \$000	Americas \$000	Consolidated \$000
Geographic segments				
Revenue				
Sales to outside customers	612,739	344,697	365,796	1,323,232
Interest and other revenue	1,767	5,447	460	7,674
Total segment revenue	614,506	350,144	366,256	1,330,906
Assets				
Segment assets	443,868	433,363	314,650	1,191,881
Other segment information				
Acquisition of property, plant and equipment, intangible assets and other non-current assets	21,883	70,715	33,944	126,542