



Doug Rathbone
Managing Director

Credit Suisse
Global Agrochemicals Conference
London, March 2006



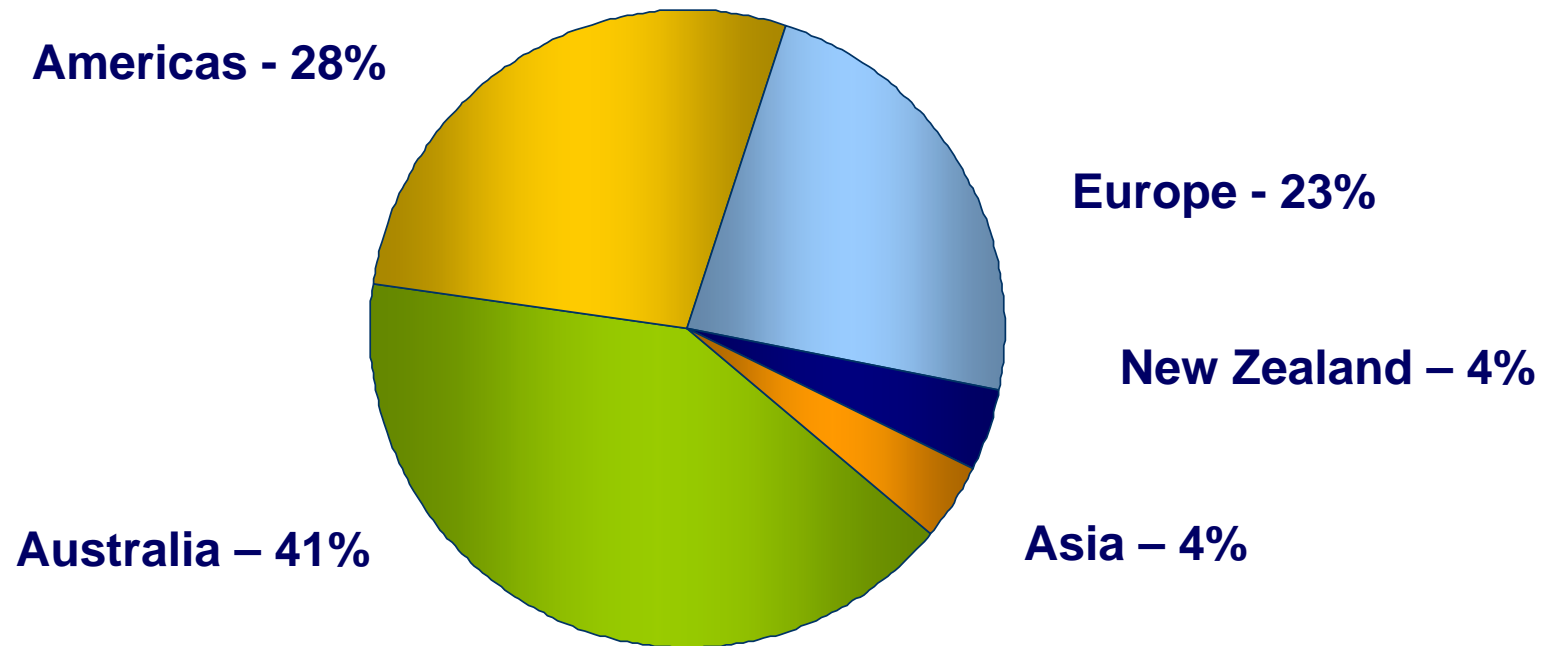
**A development, manufacturing
and marketing company with a
proven capability to manage
brands and grow businesses
in global markets**

Clear leadership position in home market



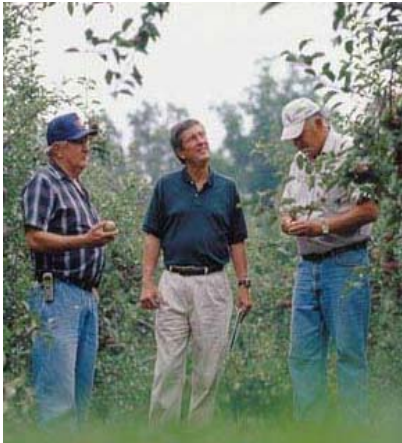
- 45% market share v 12% nearest competitor
- Major manufacturing position
- Leading brands (inc. 'Roundup')
- Strong distribution relationships
- Broad portfolio across all segments
- Growth platform being established in seeds

Nufarm Sales by Geography - 2005



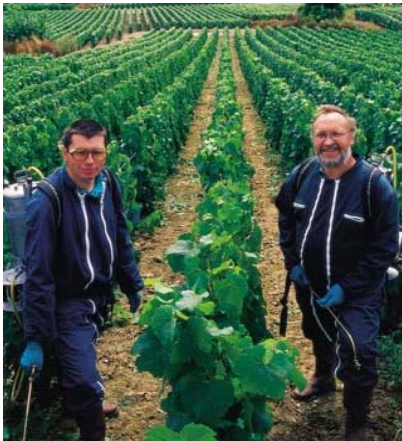
Total sales - \$1,581 million

Expanding global footprint



■ Americas

- Established/growing business in USA; Canada
- Recent expansion into Brazil; Andean region



■ Europe

- Consistent growth in France; Germany, UK; Spain/Portugal
- Pursuing new opportunities in Eastern Europe

Expanding global footprint



■ Asia

- Established positions in Indonesia / Malaysia
- Growing position in Japan
- Consolidation opportunities

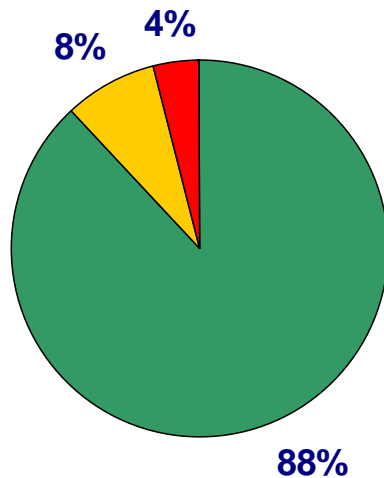
Strong product positions:



- Global # 1 in branded phenoxy herbicides
- Global # 2 in glyphosate
- Strong position in copper fungicides
- Bromoxynil – global JV with Bayer

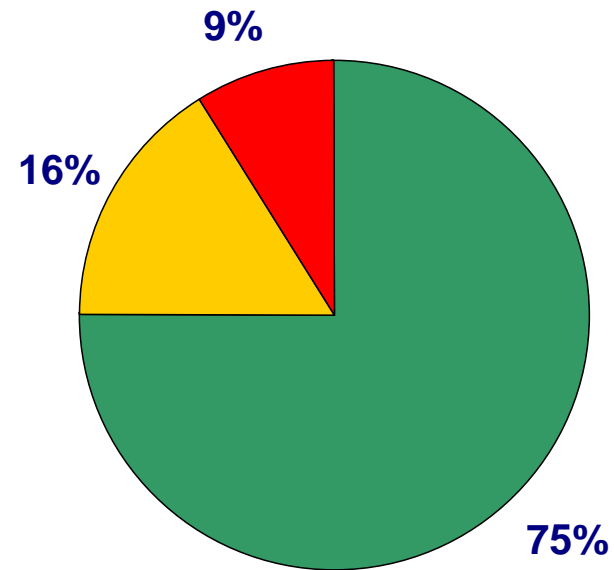
Expanding product portfolio

2005



Sales - \$1.58b

2010 target



 Herbicides

 Insecticides

 Fungicides/PGR's

Expanding product portfolio

- Nufarm will continue to target the substantial number of products coming off patent over the next 5 – 10 years

Products coming off-patent 2006-2012

Product Category	2004 sales value (USD)
Herbicides	1,669m
Insecticides	2,044m
Fungicides	1866m
Other	83m
TOTAL	5,662m

Source - Phillips McDougall

Expanding product portfolio

Product Category	Herbicides	Fungicides	Insecticides
2006 product introductions	5	3	4
% of 'new' sales to 2010	31%	33%	36%

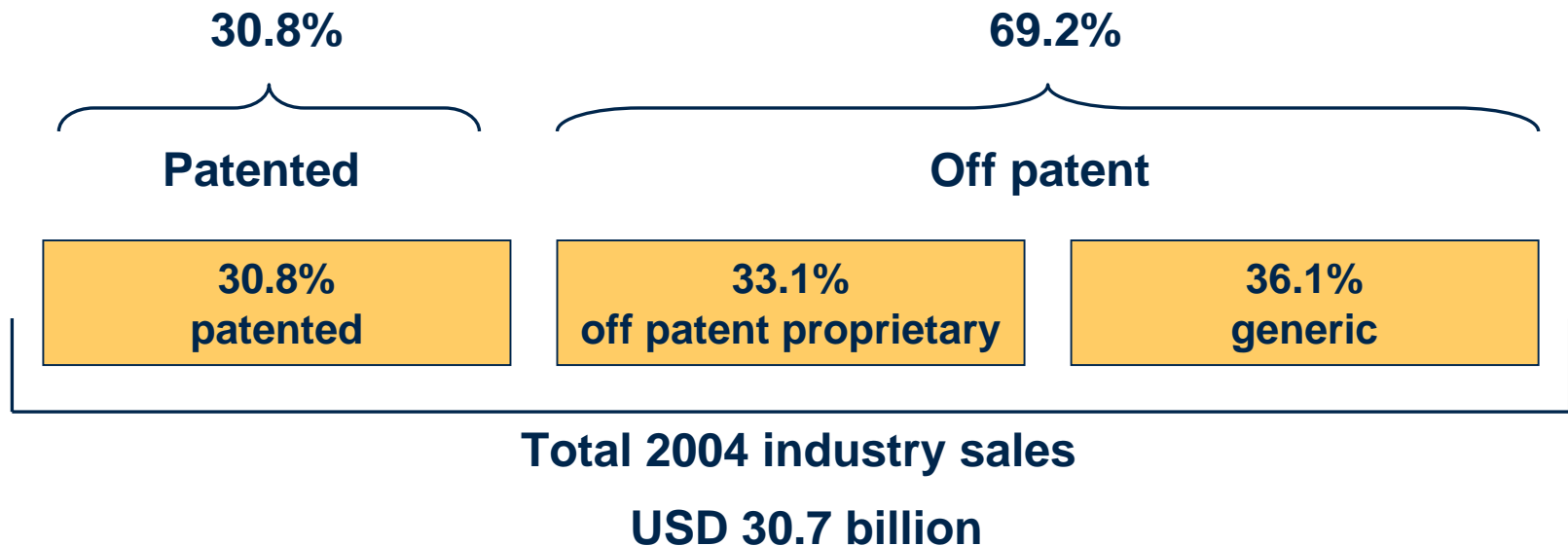
Imidacloprid

- US tech registration and 5 US product registrations submitted
- Australia – submitted 7 end-use product registrations
- Current registrations – Argentina, Ecuador, Paraguay, Uruguay, Indonesia
- Pending registrations (6 months) – ANZ, Colombia, Chile
- Global brand



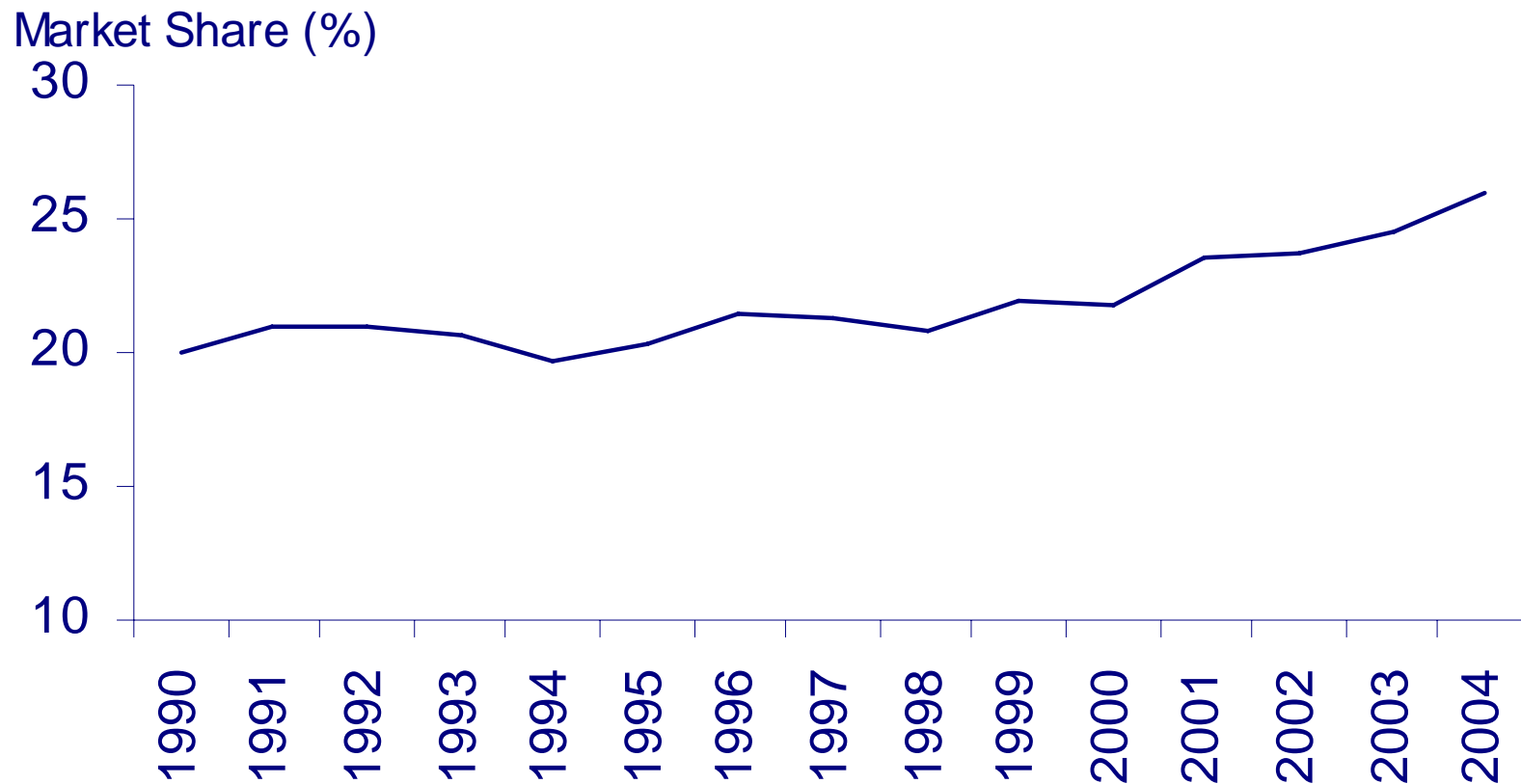
Nufarm competes ...

... in the largest – and fastest growing – segment of the industry





Generic companies share of world market



a **CUSTOMER DRIVEN** marketing company:



- **Innovation (R&D investment) is influenced by; recognised by; and rewarded by end users**
 - **Quicker to market**
 - **Can deliver 'proprietary positions'**
 - **Differentiates and segments brands**
 - **Reinforces customer relationships**



Suscon

**Combines proprietary
controlled release
technology with existing
chemistry**



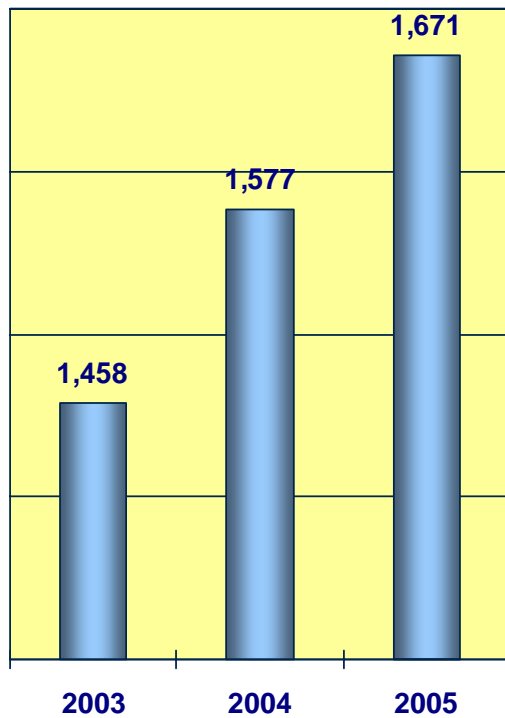
Track record ...

**Sustained growth in sales, profits
and shareholder returns**

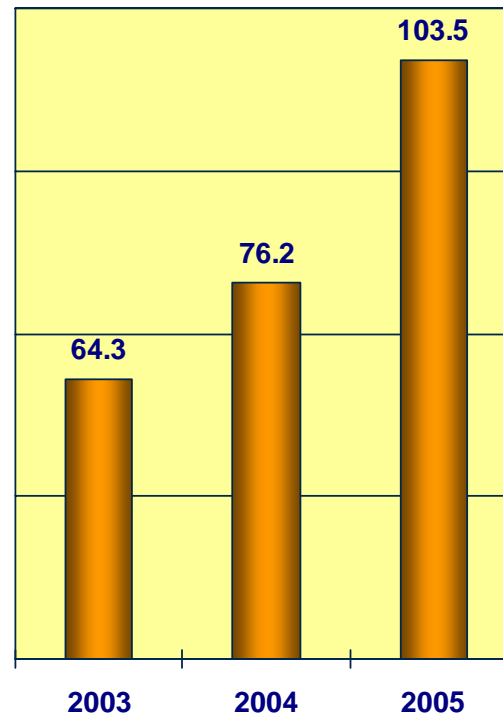
Income



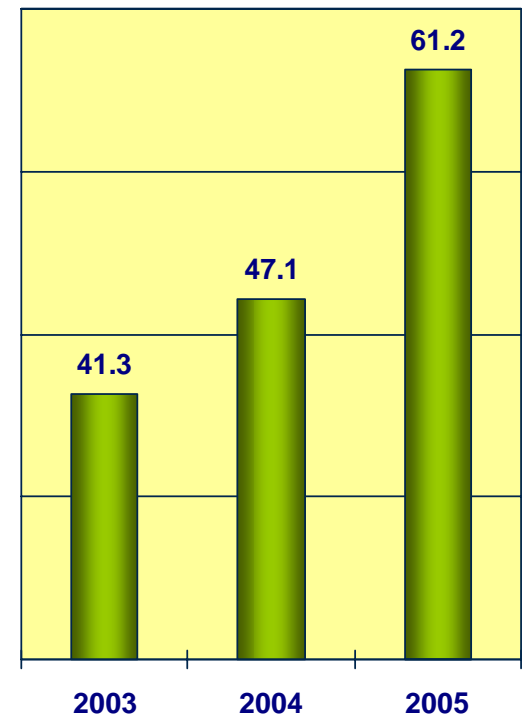
Group Revenues \$m



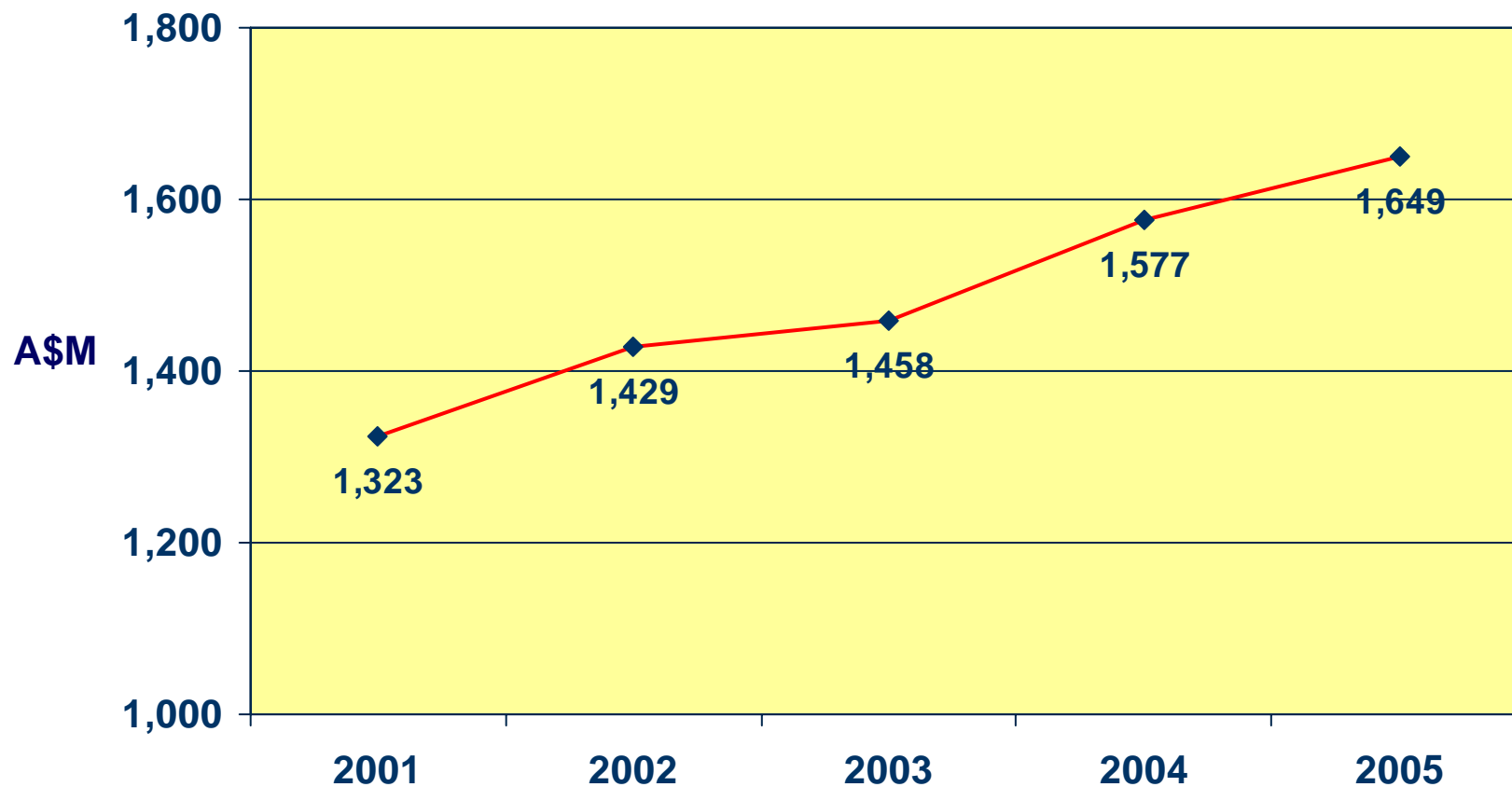
Operating Profit \$m



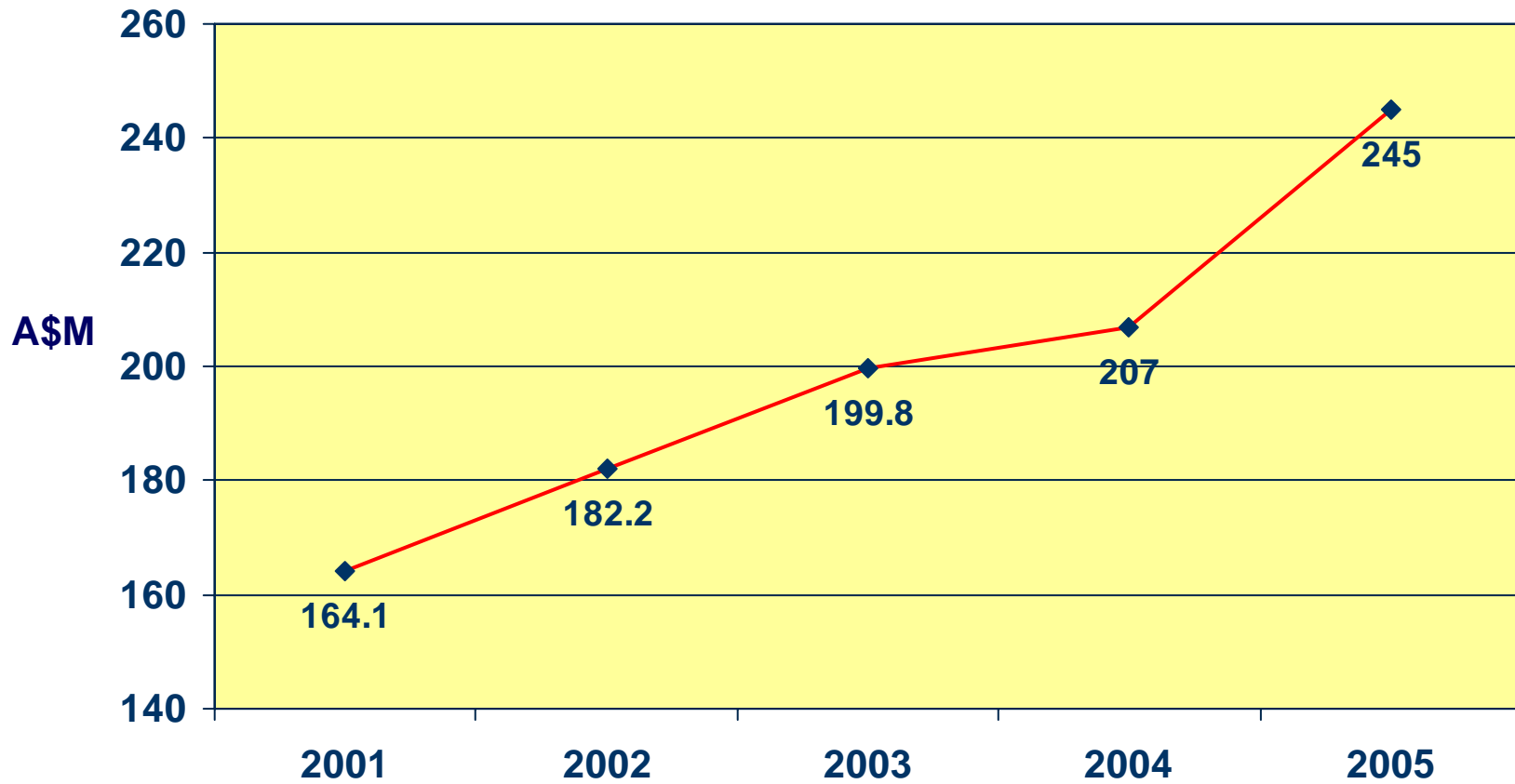
Earnings / Share ¢



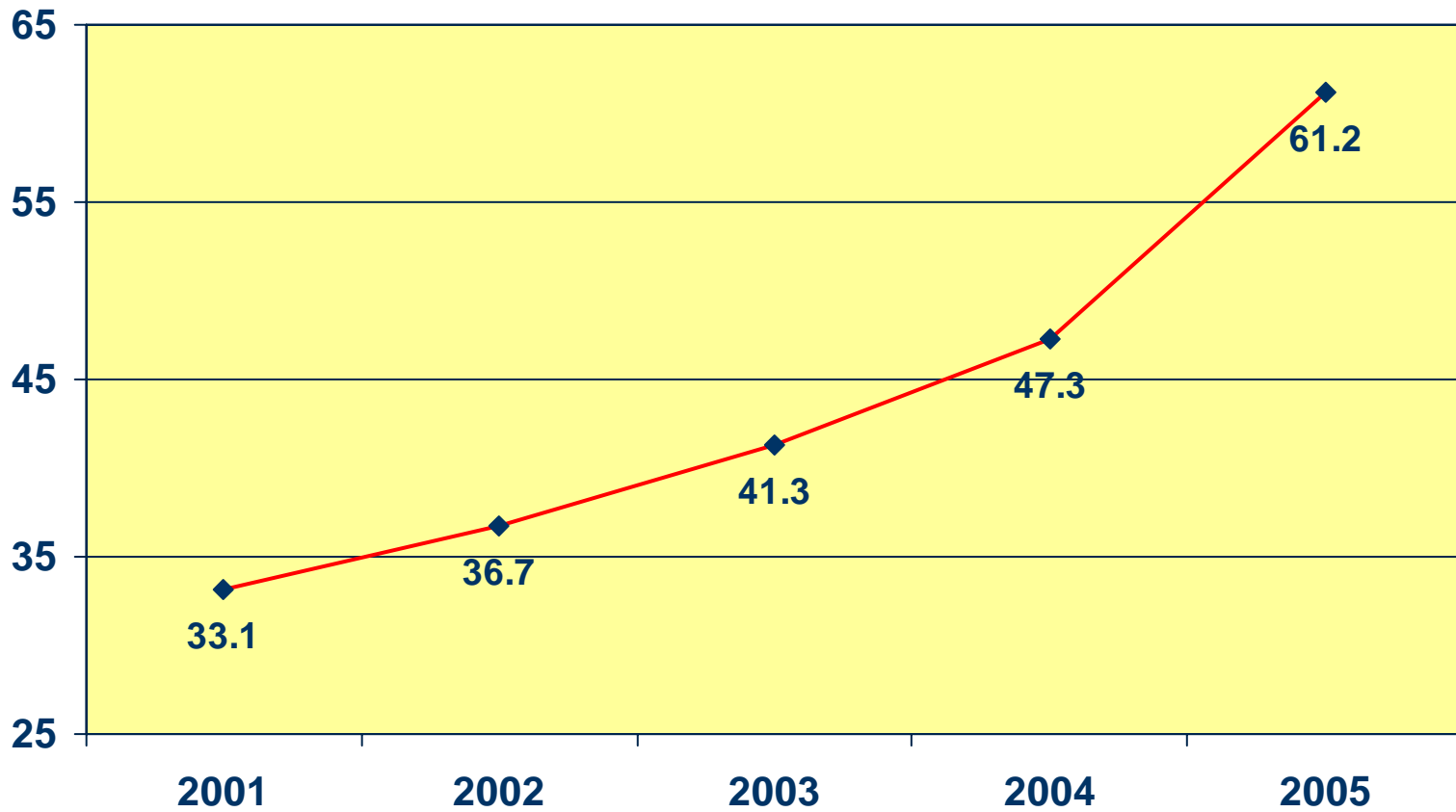
Sales



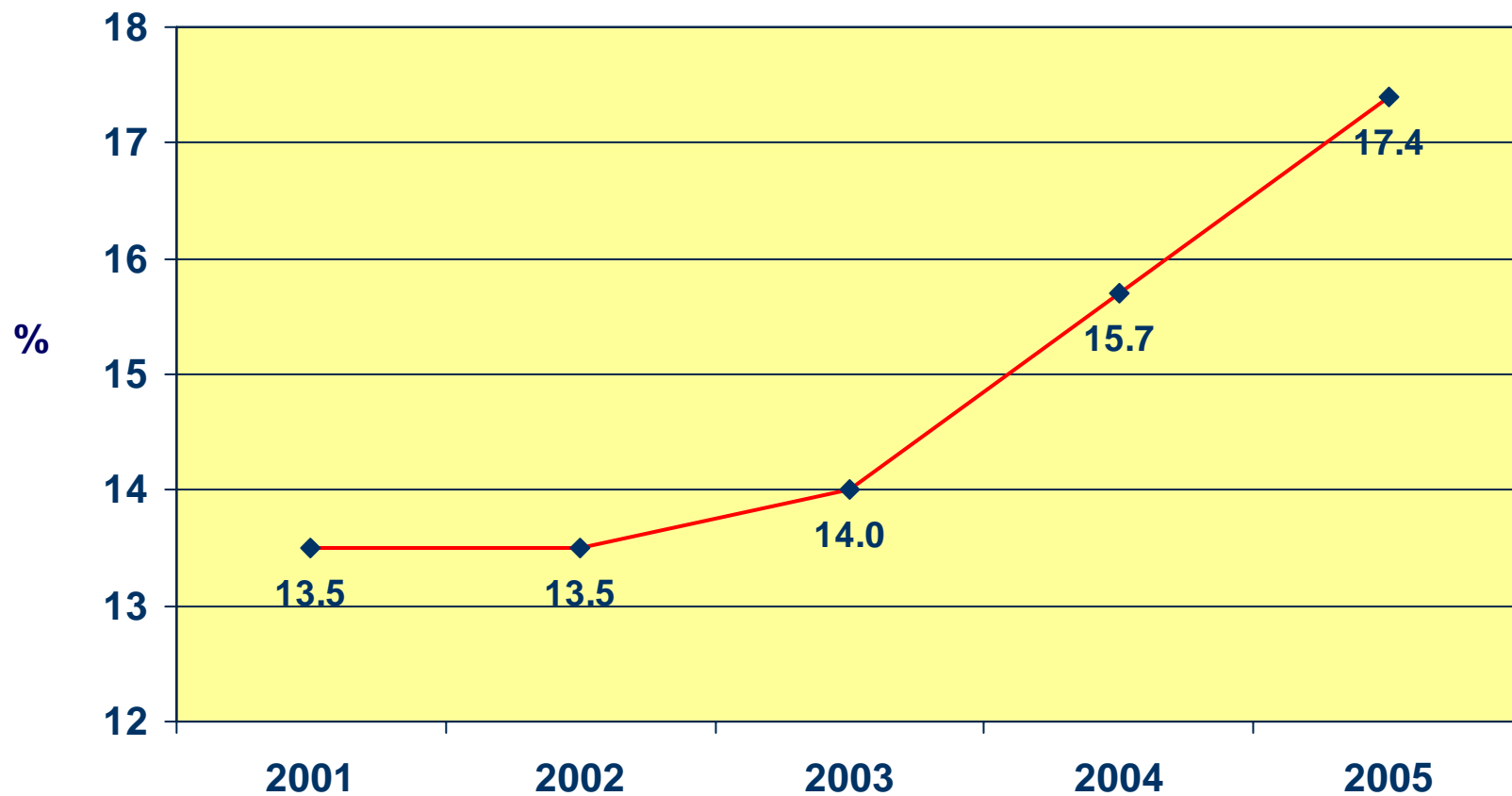
EBITDA



Earnings per Share



Return on Average Funds Employed



Group Gearing

