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ASX Release – Company Announcement

Nufarm announces FY21 results **Strong operational performance delivers 51% growth in underlying earnings** **and substantial cash generation**

Nufarm Limited (ASX: NUF) (Nufarm) today reported its financial results for the twelve months ended 30 September 2021.

Nufarm FY21 results highlights

- Revenues of \$3.2 billion, up 10% vs the previous corresponding period¹ (pcp)
- Underlying earnings before interest, tax, depreciation & amortisation (uEBITDA) of \$370 million², up 51% vs pcp
- Significant uEBITDA growth in all business segments driven by strong demand for our crop protection and seeds products. In local currencies vs pcp:

APAC	AU\$112m	Up 47%
North America	US\$79m	Up 25%
Europe	EUR€108m	Up 80%
Seed Technologies	AU\$46m	Up 57%

- Underlying net profit after tax (uNPAT) was \$61 million³
- Performance improvement program delivered \$20 million in FY21, \$25 million since inception
- Improved net working capital and cash generation, \$257 million in free cash flow at 30 September 2021
- Strong balance sheet with leverage at 0.9 times (net debt:EBITDA)
- Unfranked dividend of 4 cents per share declared

¹ Proforma 12 months to 30 September 2020

² Pre IFRIC accounting policy change

³ Post IFRIC accounting policy change

Nufarm Managing Director and CEO, Greg Hunt, said,

“2021 has been a successful year for Nufarm. We delivered solid financial results and continued to take actions that will positively shape the future of our company.

“Our much-improved financial performance was driven by revenue and underlying EBITDA growth in all regions as well as our seed technologies business.

“Earnings growth and a focus on working capital management is driving strong cash generation. Our balance sheet has been reshaped over the past two years and now provides us with flexibility when faced with seasonal and market challenges and optionality to pursue future growth potential and capital management initiatives, including a return of dividend payments to shareholders.

“Seasonal conditions across APAC were exceptionally positive, particularly in Australia. Early demand and channel restocking delivered a very strong first half result, with seasonal conditions continuing to be favourable in the second half.

“Nufarm experienced very strong growth in Europe as we continued to drive operational performance improvements through our Performance Improvement Program (PIP). Successful execution of the PIP initiatives across the Group has resulted in a \$20 million improvement to earnings for this financial year alone.

“Our North American and Seed Technologies businesses are also delivering good growth with positive momentum continuing in the first six weeks of FY22.

“This year’s results have benefited from both management initiatives that drove earnings growth, as well as favourable agricultural conditions. Early indications from the first six weeks of FY22 are that this positive momentum should continue. The outlook for soft commodity prices remains positive and improved seasonal conditions in key grain producing regions is resulting in continued demand for seeds and crop protection products.

“That said, we continue to monitor ongoing industry-wide supply chain and logistical issues. Increasing cost of raw materials as well as global logistics and supply chain challenges, will continue to pressure margins, however we expect price increases and volume growth will provide an offset. Our geographic and product diversification helps mitigate any potential impacts from these disruptions, or changes in seasonal conditions.

“Our core objective for FY22 is to continue to drive our long-term growth plans whilst at the same time focusing on optimising trading, improving margins and lifting cash generation. This underpins the strength of the business and enables us to pursue additional growth opportunities.”

FY21 results webcast details

CEO, Greg Hunt, CFO, Paul Townsend and Brent Zacharias, Group Executive Nuseed will provide an overview of the full year financial results for analysts and investors via webcast and teleconference at **10:00am AEDT**.

Participants looking to join the teleconference to ask questions must pre-register at <https://s1.c-conf.com/diamondpass/10017755-5hsk4m.html>

Participants will receive a calendar invite, conference call details and a unique code which should be quoted when dialling into the call.

The webcast of the results announcement will also be available live at:
<https://webcast.openbriefing.com/8070/>.

If you wish to view the presentation live via the webcast it is recommended that you log in 10 to 15 minutes prior to start time. An archived version will be available at the same link on demand and on the Nufarm website later that day.

Nufarm 2022 investor strategy day

Nufarm intends to host an investor strategy day on Thursday, 3 February 2022.

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Authorised by

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