



AGM

22 November 2022

**SHAPING
A MORE
SUSTAINABLE
FUTURE**





FORWARD- LOOKING STATEMENTS

This presentation contains forward-looking statements. These statements have been made by the Directors in good faith based on the information available to them up to the time of the preparation of this presentation. Due to the inherent uncertainties, including both economic and business risk factors underlying such forward-looking information, actual results

may differ materially from those expressed or implied by these forward-looking statements.

The Directors undertake no obligation to update any forward-looking statements contained in this presentation, whether as a result of new information, future events or otherwise.

STRONG PERFORMANCE IN EXCEPTIONALLY VOLATILE TRADING ENVIRONMENT

Improved financial returns

€119.7m

96.3% increase in Operating Profit

5.1%

140bps increase in Operating Margin

71.53 cent

Adjusted EPS (2021: 35.50 cent)

€43.4m

Net Cash (2021: €14.4m Net Debt)

16 cent

Total Dividend (2021: 11 cent)

€20m Buyback

€40m share buyback completed in FY2022

Strong operational performance

- Favourable growing conditions through the key planting and application period in all markets, in contrast to previous two years
- Successfully navigated price volatility
- Access to diverse sources of product supply helped mitigate supply chain challenges

IRELAND AND THE UK

+125.8%¹

CONTINENTAL EUROPE

+9.6%¹

LATIN AMERICA

+37.7%¹

¹ Underlying operating profit, excl. currency movements and the impact of acquisitions

Strategic Evolution



Transitioning our product and services portfolio

- Opened a new coated urea facility in Romania
- 30% growth of the Group's biological, adjuvant and micro nutrient portfolio



Embedding Sustainability

- Creation of KPI's to enhance biodiversity, soil health and nitrogen use efficiency.
- Environmental management system progressing to plan



Accelerating participation in Environmental and Ecology markets

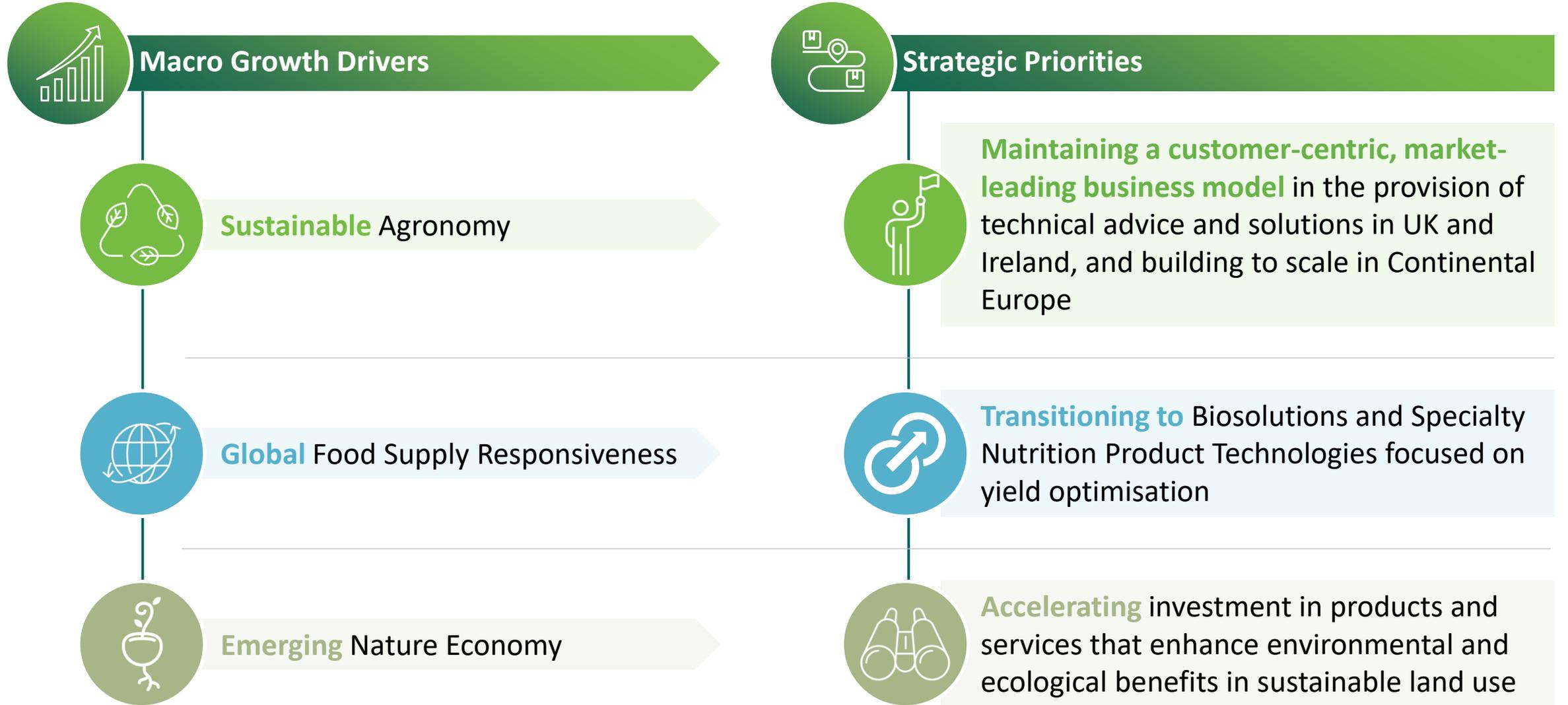
- Acquisition of Keystone Environmental, our first entry into ecology solutions market
- Addition of Envirofield UK



Growth ambitions on track

- Strategic, financial and ESG objectives outlined at Capital Markets Day in May 2022

ORIGIN'S STRATEGIC POSITIONING TO MACRO-GROWTH DRIVERS





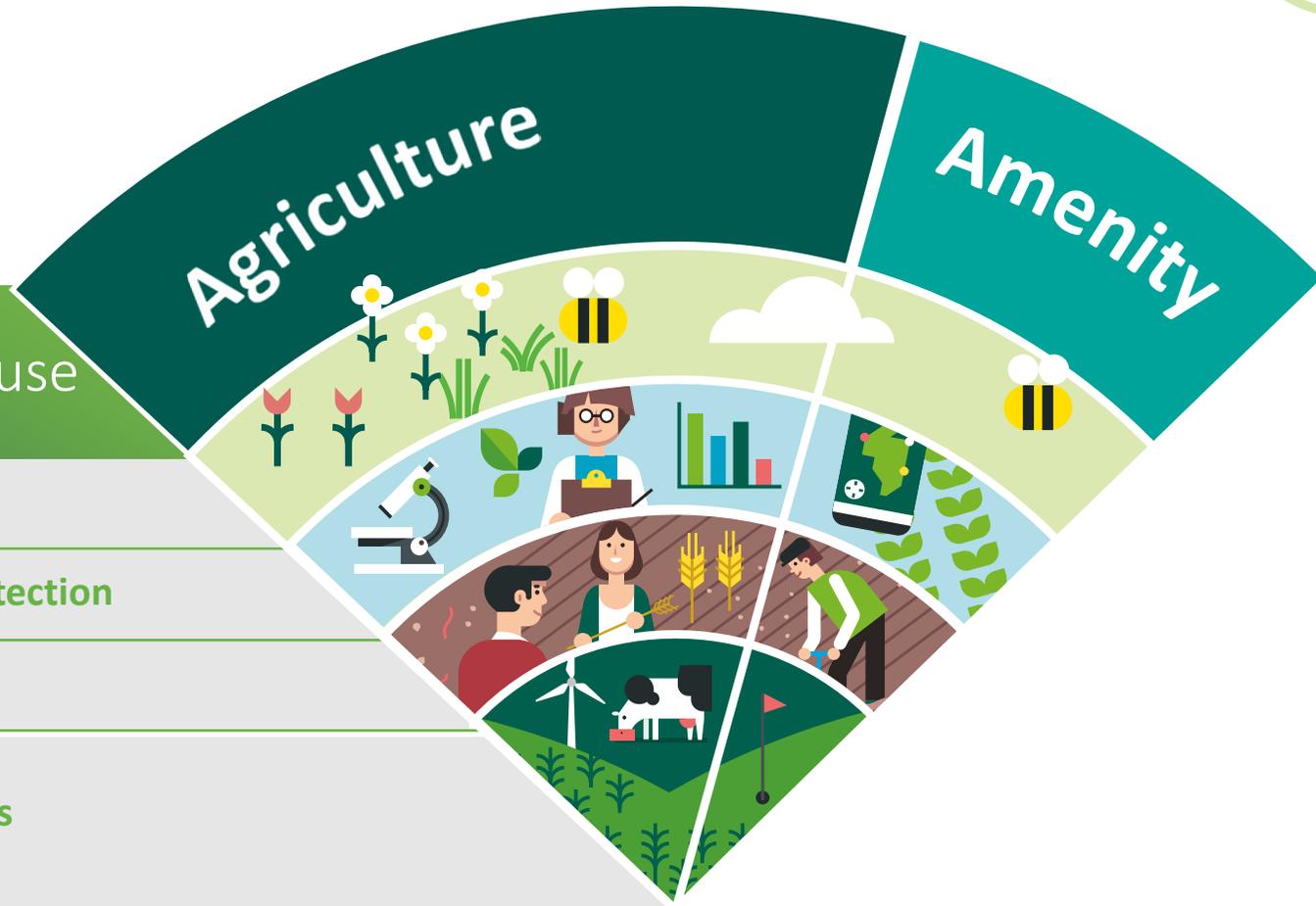
SUSTAINABLE AGRONOMY

Providing customer-centric technical advice and solutions



Optimising sustainable land use

- 1 Balancing Sustainability & Outputs
- 2 Soil Resilience & Plant Nutrition
- 3 Innovative & Integrated Plant Protection
- 4 Enhancing Biodiversity & Protecting Natural Capital





TRANSITIONING OUR PRODUCT AND SERVICES PORTFOLIO

Optimising yields sustainably with specific focus on Biosolutions, Specialty Nutrition and Digital Technologies

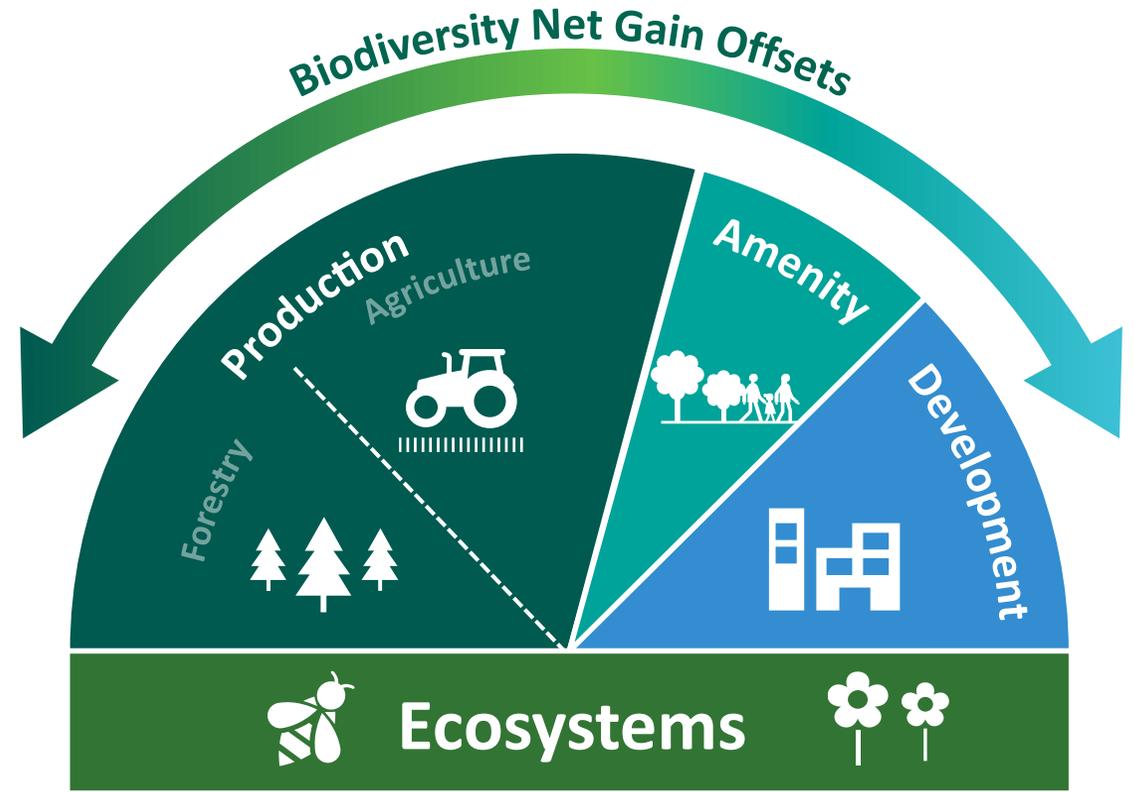
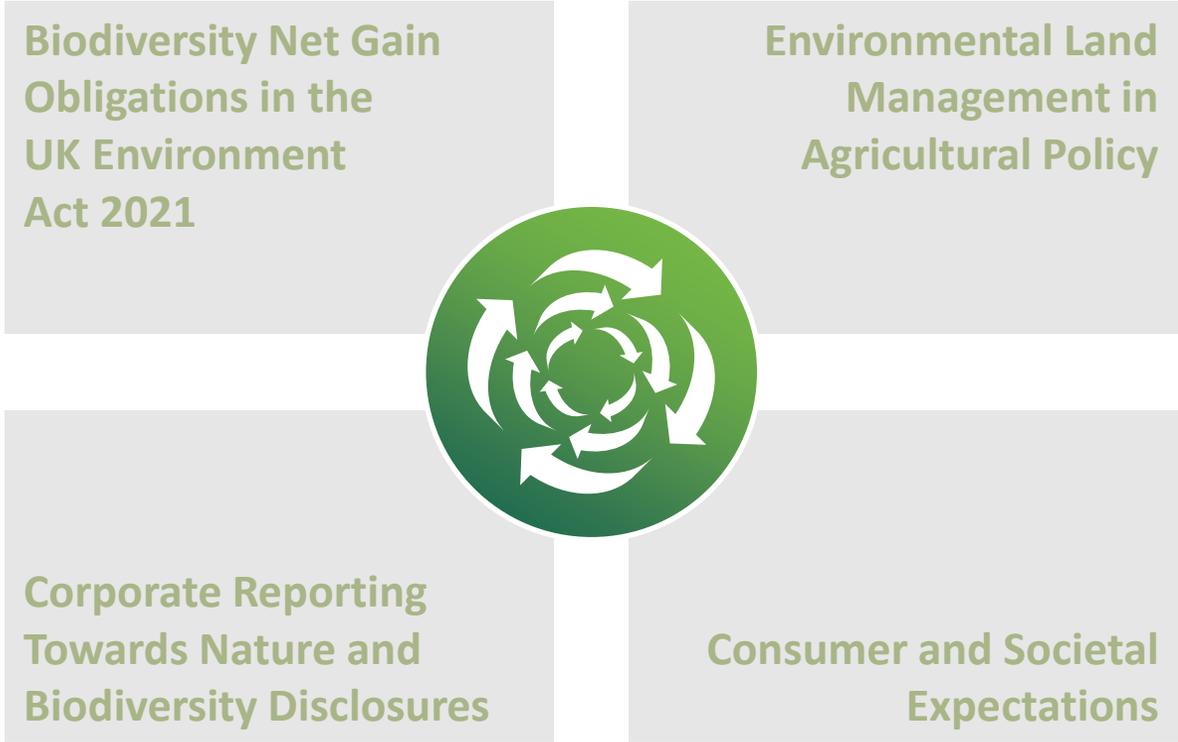
	UK and Ireland	Continental Europe	Latin America
Scope to address global shortfall	Limited, but near market food security now in focus	Scope for both near market supply and yield enhancement	Significant growth
Growth challenge	Maintain yields in face of changing policy and product revocations	Increase yields to full potential	Increase yields to full potential on farmed land
Origin's position	Leading market share position in all agri inputs across UK and Ireland market	B2C distribution of R&D majors and proprietary manufactured micronutrient product range	Manufacture and distribution of Biosolutions, Adjuvants and Controlled Release Fertiliser
Origin's focus areas	Widen Biological, Adjuvant and Micronutrient portfolio	Portfolio expansion including new Foliq plant in Poland in FY23	Further investment in CRF plants and biologicals business



ACCELERATING PARTICIPATION IN ENVIRONMENTAL AND ECOLOGICAL MARKETS

Enhancing environmental and ecological benefits in sustainable land use

DRIVERS OF THE EMERGING NATURE ECONOMY STRENGTHENING



STRATEGIC AMBITION

Cumulative targets
Operating Profit
FY22 to FY26



**FY22 – FY26
Cumulative
Group Operating Profit¹**

€415m



Ireland & UK



Continental Europe



Latin America



M&A impact

¹ Prior to contribution from associates and joint venture

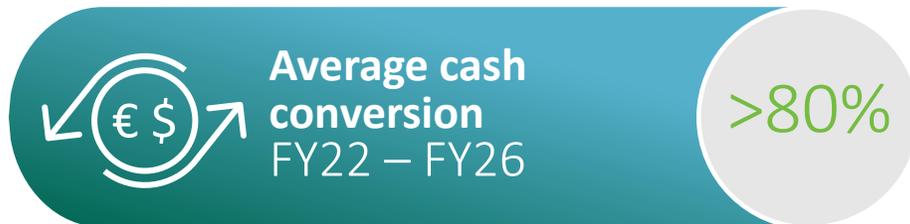
STRATEGIC AMBITION

Cumulative targets
Free Cash Flow
FY22 to FY26



**FY22 – FY26
Free Cash Flow**

€325m



DISCIPLINED APPROACH TO CAPITAL ALLOCATION

FY22 – FY26

M&A



European or LATAM
speciality product businesses

Bolt on Fertiliser and Amenity
opportunities with market share

Environmental & Ecological
products and services

Strategic Capex



Investment in blending plants
and new formulation capability

Digital platform

Product based capability for organic
growth opportunity



Focus on

Returns on investment

Reasonableness of multiple

Opportunity to use existing routes to
market

Product mix change and margin
improvement

New technical capability

€150m

To spend FY23 – FY26



Key Objective

*ROIC of
12% - 15% by year 3*

LEVERAGE RANGE

<2.5x

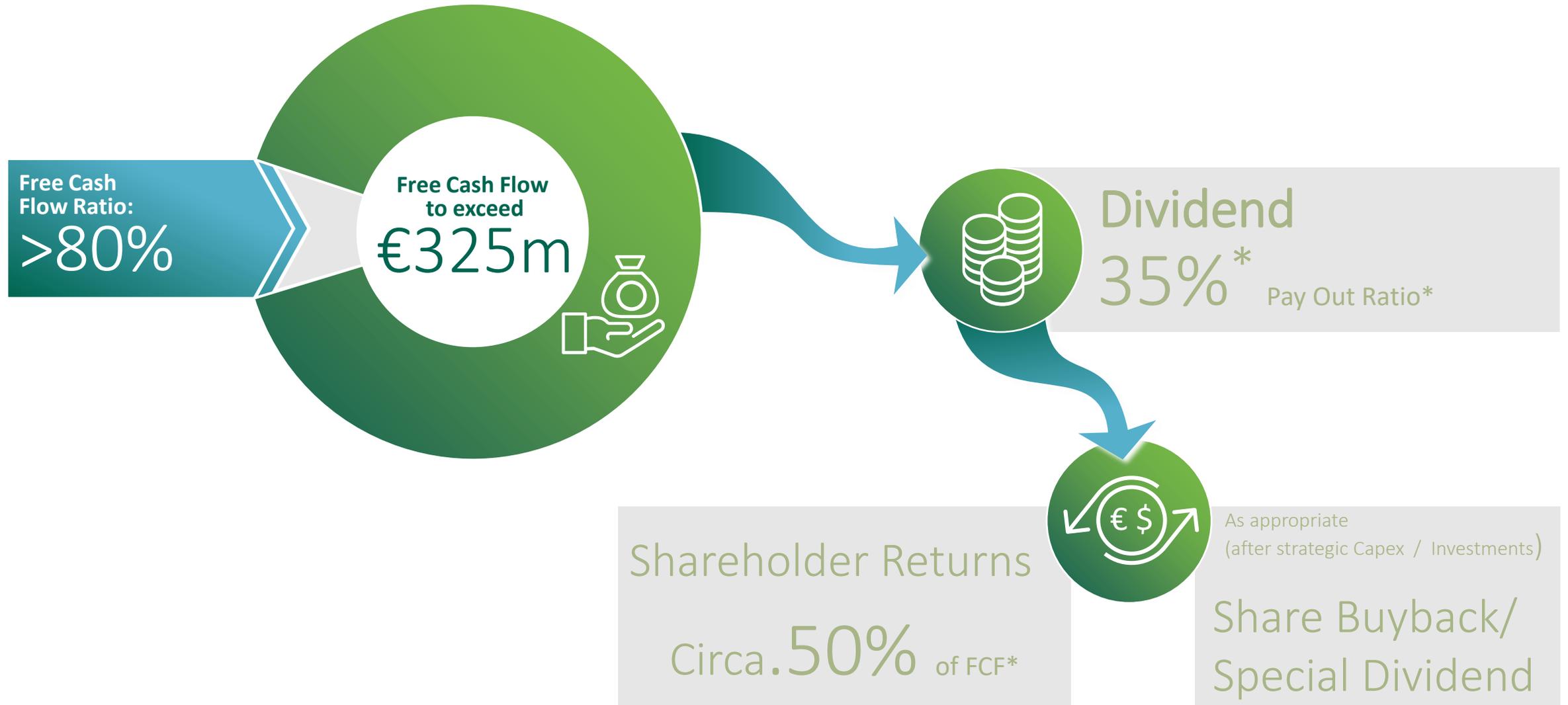
At Half Year

<1.5x

At Full Year

SHAREHOLDER RETURNS

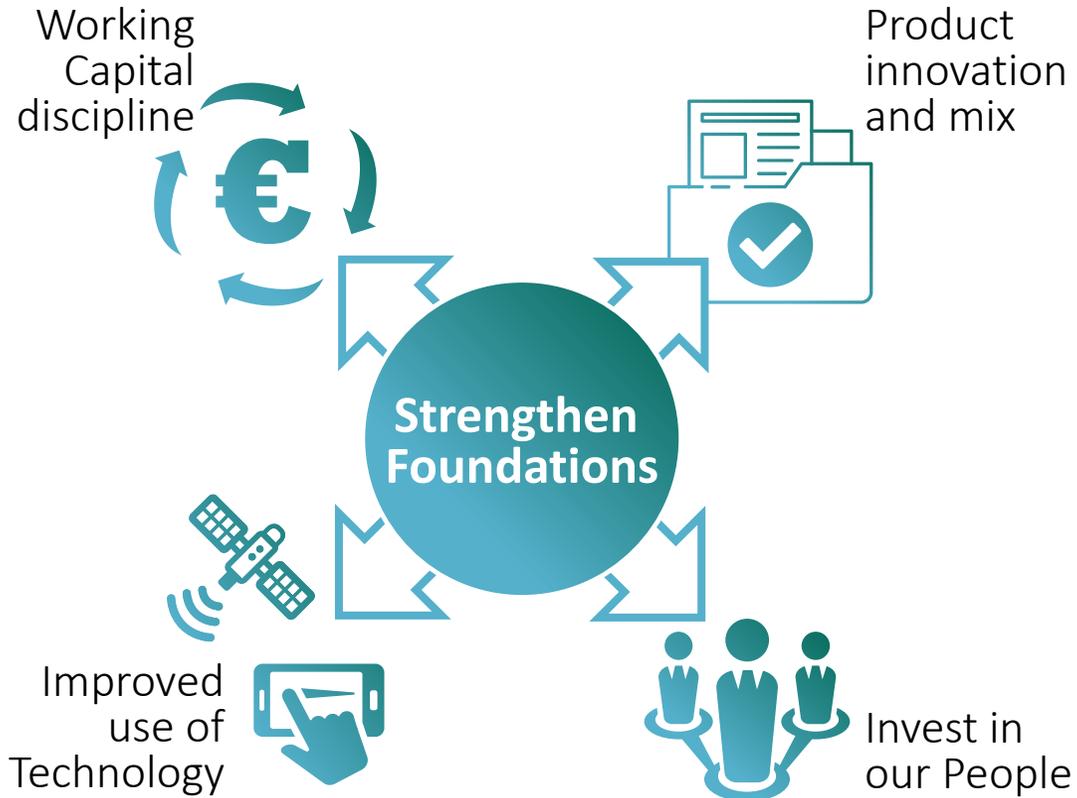
FY22 to FY26



* Profit after tax, assumes normal trading conditions and earnings profile, including FY22 buy back and subject to appropriate consents as required

STRATEGIC ENABLERS

Priority actions in next 12-18 months



SUMMARY & OUTLOOK



SUMMARY & OUTLOOK

- Strong FY22 despite several challenging macro-economic factors, including inflation, increasing energy costs and disrupted supply chains
- Challenging global macro-economic conditions and sourcing challenges are likely to persist but we are proactively managing supply chain and raw material price volatility
- Q1 FY23 delivered a strong start to the year, with favourable autumn/winter planting levels setting a solid foundation for the financial year
- Increase in dividend and €20m FY23 buyback
- Strong trading performance positions the Group to deliver the financial and strategic objectives outlined in the recent Capital Markets Day
 - Significantly improved financial returns
 - Strong cash generation and conversion
 - Well positioned balance sheet, continued de-risking of balance sheet in Ukraine



THANK YOU

**SHAPING
A MORE
SUSTAINABLE
FUTURE**

