Origin
ENTERPRISES PLC
14 June 2017
Capital Markets Day
UK Site Visit

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.

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UK Site Visit
14 June 2017

Welcome

Tom O'Mahony
Group CEO

2017 Capital Markets Day – UK Site Visit

Agenda

- Introductory background and current trading
- Crop Technology Transfer overview
- Fertiliser and Nutrition in focus
- Q&A

Today's Origin Team

Imelda Hurley
Group CFO

Declan Giblin
Head of Corporate
Development

Presentation Leads

Professor Jimmy Burke
Head of Research &
Knowledge Transfer

David Langton
Head of Crop Science

Liam Larkin
Head of
Business-to-Business
Agri-Inputs

Tim Buckley
Head of Digital

Ben Gillingham
Managing Director
Resterra Group

Agenda

Introduction & Overview	Group Research Overview	Tour Briefing	Site Tour	Buffet Lunch	B2B Overview	Role of Digital	Q&A	Coach Departure Time
11.00 – 11.15	11.15 – 11.35	11.35 – 11.45	11.45 – 1.15	1.15 – 2.00	2.00 – 2.20	2.20 – 2.45	2.45 – 3.15	3.30

Our Business
Overview

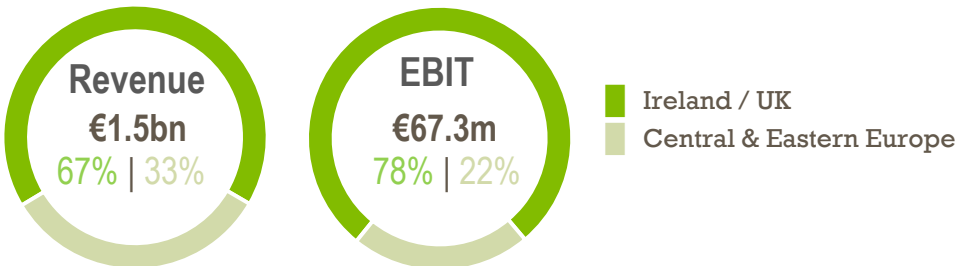
- We support the primary crop production sectors of the food industry
- Leading provider of agronomy services, inputs and crop technologies
- Ireland, UK, Poland, Romania and Ukraine
- Focus on delivery of customised crop management systems
- Address the quality, efficiency and output requirements of primary producers
- Maximise value add through yield technology transfer and the management of supply chain complexity on-farm

Our Business

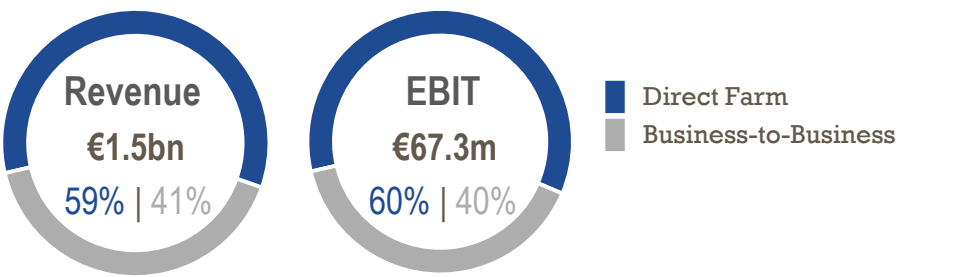
Key Facts, Customer Channel and Geography

42,000	Customers
600	Sales Force
11.8m Ha	Direct Farm Customer Footprint
100	Distribution Points
24	Input Formulation & Processing Facilities
78	Demonstration Farms
59,000	Trial Units

Geography - 2016

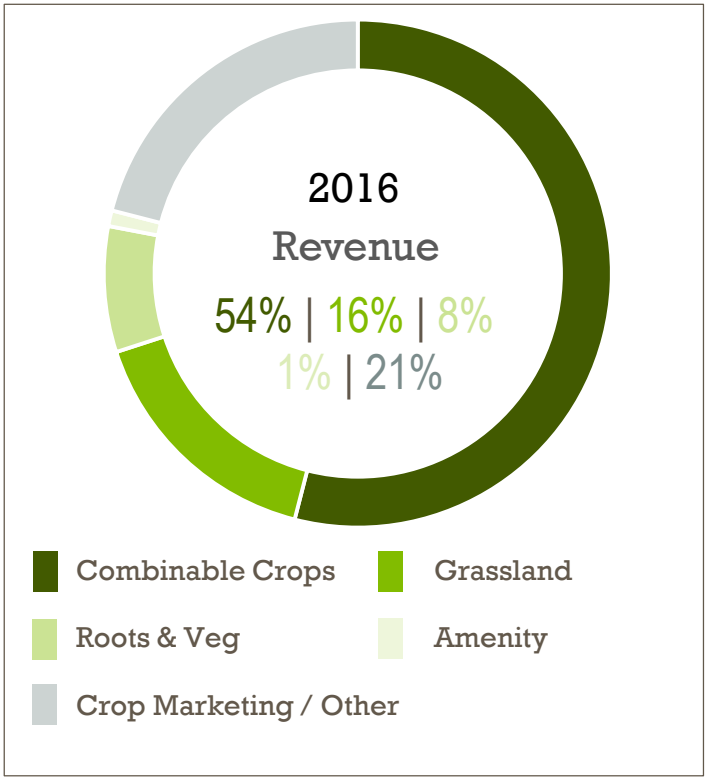


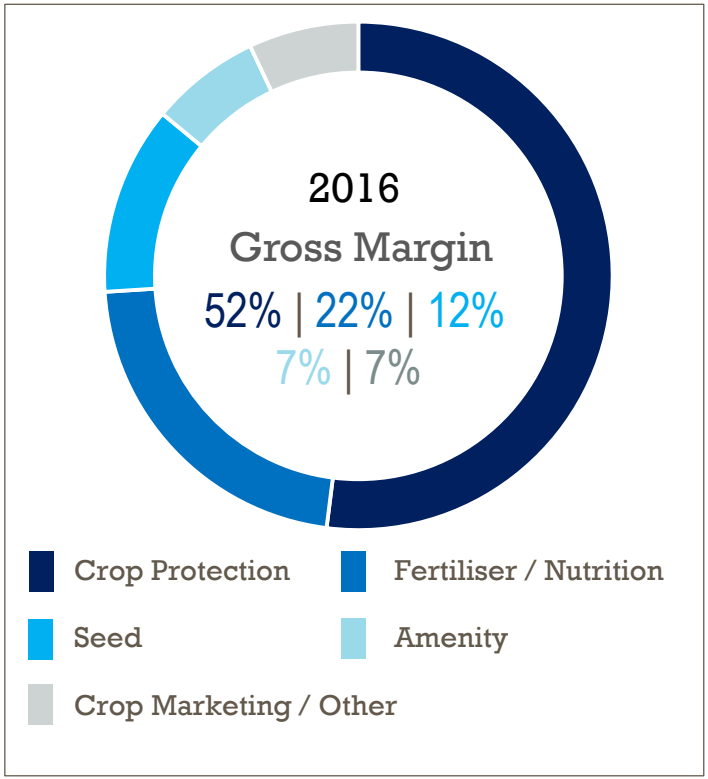
Customer Channel - 2016



Our Business

Service Application and Gross Margin Profile





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Current Trading

Q3 Trading Update

Higher underlying revenues and profits in seasonally important third quarter

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- Settled weather and an improved planning environment for primary producers supports higher demand for agronomy services and crop inputs
- 4.1% increase in underlying revenue for Q3
  - 5.9% underlying revenue growth in agronomy services and crop inputs
- 7.1% increase in underlying revenue for the nine months to 30 April 2017
  - 9.2% underlying volume growth in agronomy services and crop inputs
- Good development momentum in sales of value added technologies against highly competitive market backdrop
- Full year earnings per share guidance of between 44 cent and 46 cent
  - Reflects underlying growth in Group operating profit of 8 - 11% on constant currency basis

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Professor Jimmy Burke
Head of Research &
Knowledge Transfer

Expanded Geographic Scale

A Systematic Approach to Research and Knowledge Transfer

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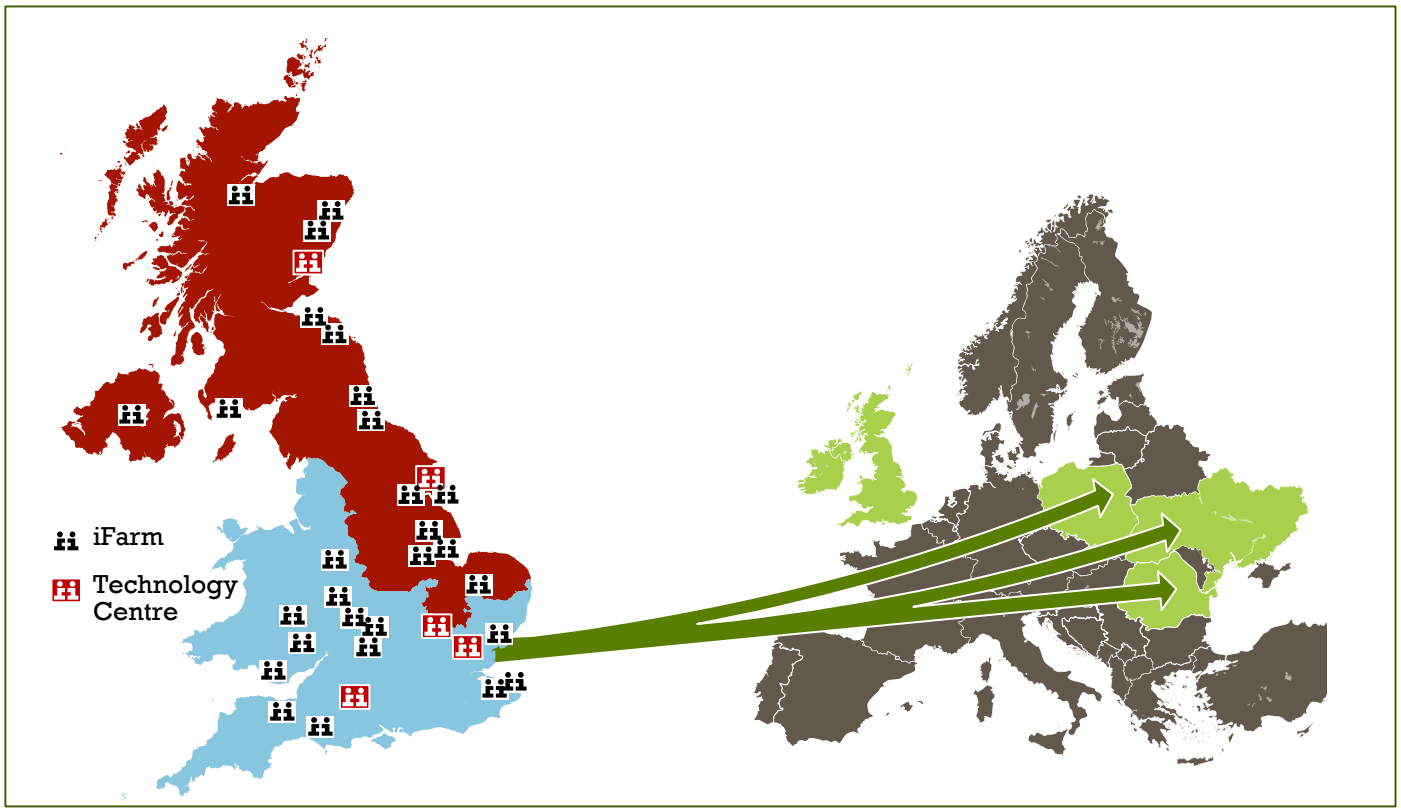
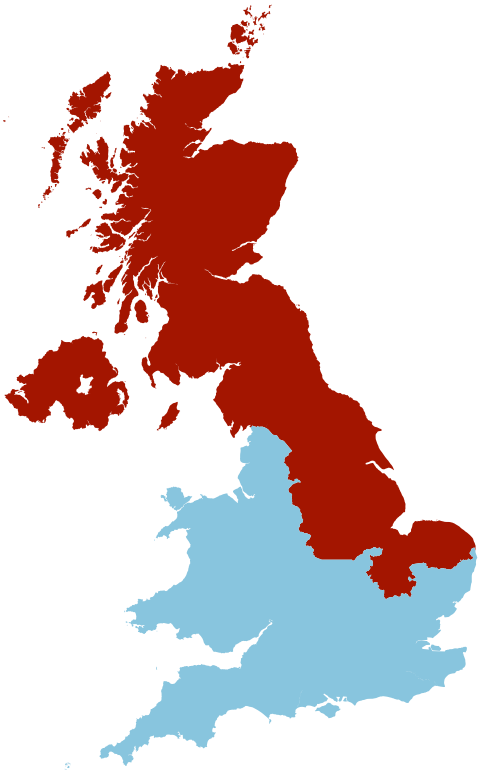


Knowledge Transfer

Take UK as an Example…..



We advise or influence agronomic decisions taken on:

33% of UK Combinable crops

55% of UK Fruit farms

45% of UK Vegetable crops

45% of UK Potato crops

Knowledge Transfer

Infrastructure Scale

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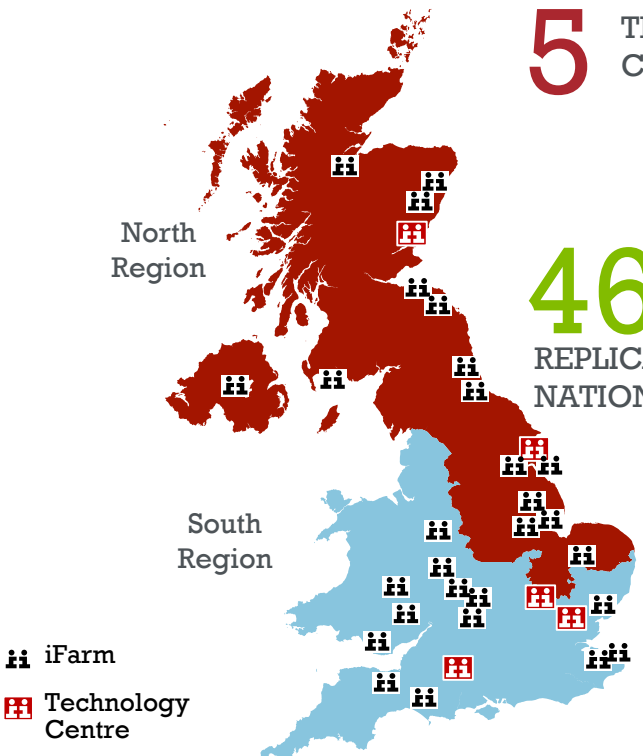

5 TECHNOLOGY CENTRES

55,000 TRIAL PLOTS
across the UK representing all regions and crops

460 REPLICATED TRIALS NATIONALLY

28 DEMONSTRATION iFARMS

53 VARIETY DEVELOPMENT TRIALS OVER 8,332 PLOTS ACROSS 9 CROP TYPES

- Established across all main arable sectors
- R&D experts qualified to the highest ORETO standards
- Collaboration with key industry partners: ADAS, AHDB, plant breeders, crop protection manufacturers, machinery experts, academic bodies

Knowledge Transfer

Technical Messaging Direct to Customers and via Agronomists

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- Regional newsletters
- Business updates
- Biannual magazine
- Monthly eBulletin
- Daily updates on Twitter
- Local team iFarm Facebook pages

Knowledge Transfer

ifarms

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The 'Freedom to Farm'
Challenges Facing Farming

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- Scientific barriers are limiting the development of novel modes of action
- Loss of active ingredients in development due to increasing regulation
- Escalating costs of fundamental research
- Disease resistance and reducing product lifecycles
- Water Framework Directive
- Change in investment direction of technology providers and manufacturers
- Europe less attractive than Rest of World

CONSUS

Crop Optimisation through Sensing, Understanding and Visualisation

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- An Origin-led partnership in connection with
  - Industry recognised academic institution, UCD
  - The Science Foundation Ireland – 50% funding
- CONSUS creates a pipeline for innovation
  - Bolstering vast industry experience with broad and deep academic knowledge
- CONSUS is focused on delivering
  - Improved decision support tools and capabilities
  - New knowledge
  - New software platforms
  - New visualisations of data

Summary

Our commitment to the highest standards of Crop Technology Transfer is central to

- Facilitating the best industry knowledge, dissemination and translational capability
- Positively influencing the profitability, competitiveness and sustainability of crop production systems

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Throws Farm Technology Centre Tour Briefing

David Langton

Head of Crop Science

Throws Farm
HQ for Origin R&D

- R&D at Throws Farm for over 50 yrs
- Buildings and equipment investment in 2014
- Team of R&D staff
- Trials address all aspects of crop agronomy
- 4 other technology centres throughout the UK
- Trials on combinable crops, fruit, vegetables and potatoes

Throws Farm
Trials Tour

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Throws Farm
Trials Tour

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- Varieties & Genetics
- Trials Equipment, Adjuvants & Application
- Crop Protection
- Crop Nutrition, Fertilisers & Precision Farming
- Return to this Conference Room for lunch at 1.15pm

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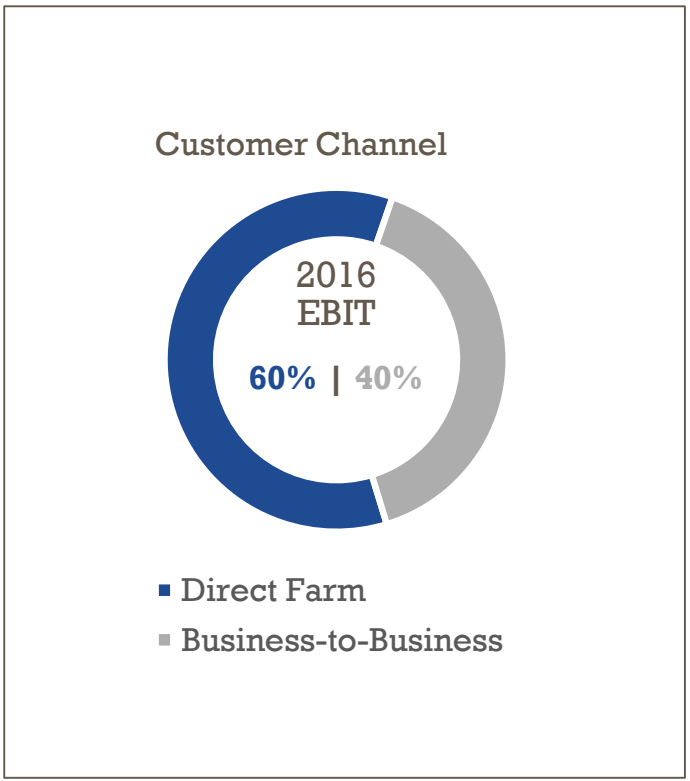
Fertiliser Overview

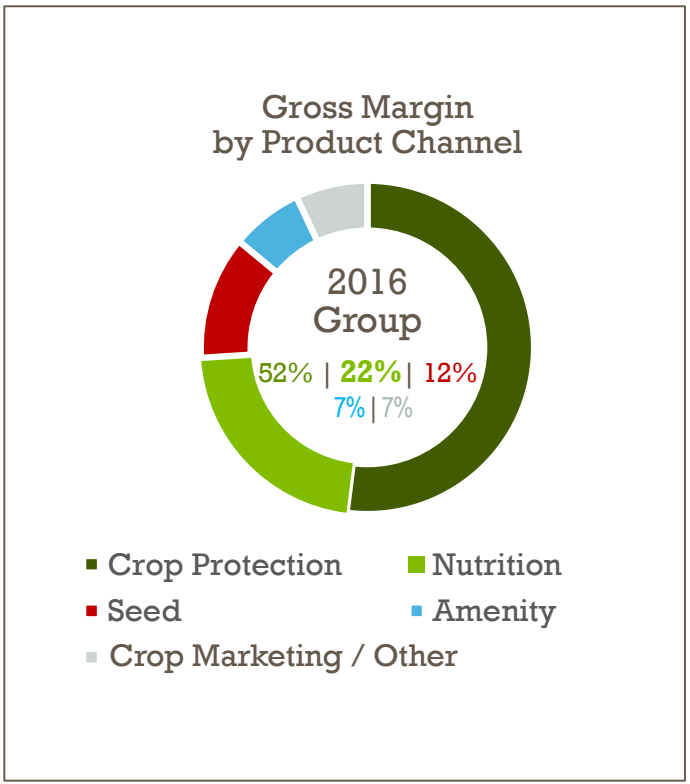
Liam Larkin

Head of
Business-to-Business Agri-Inputs

Fertiliser Overview – Origin Group

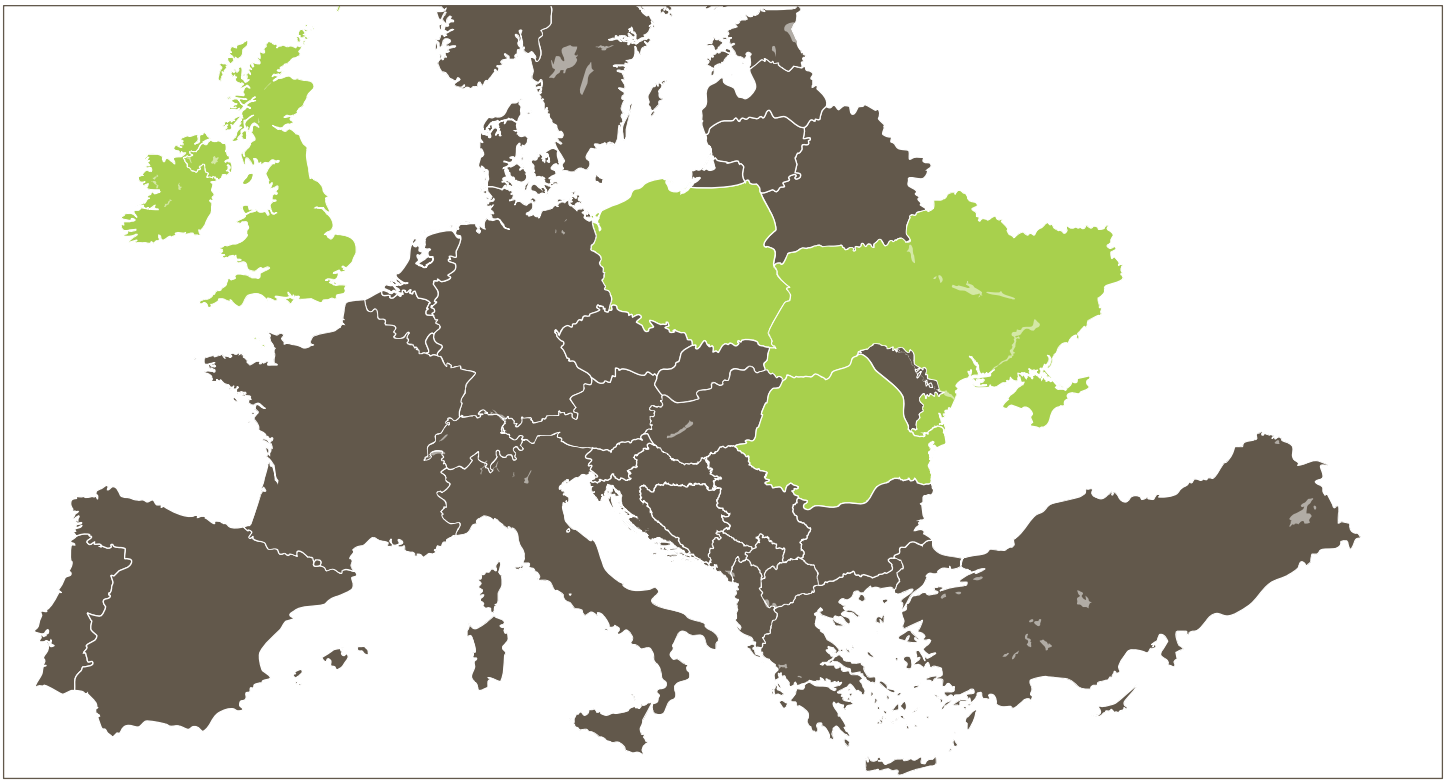
Financial Overview





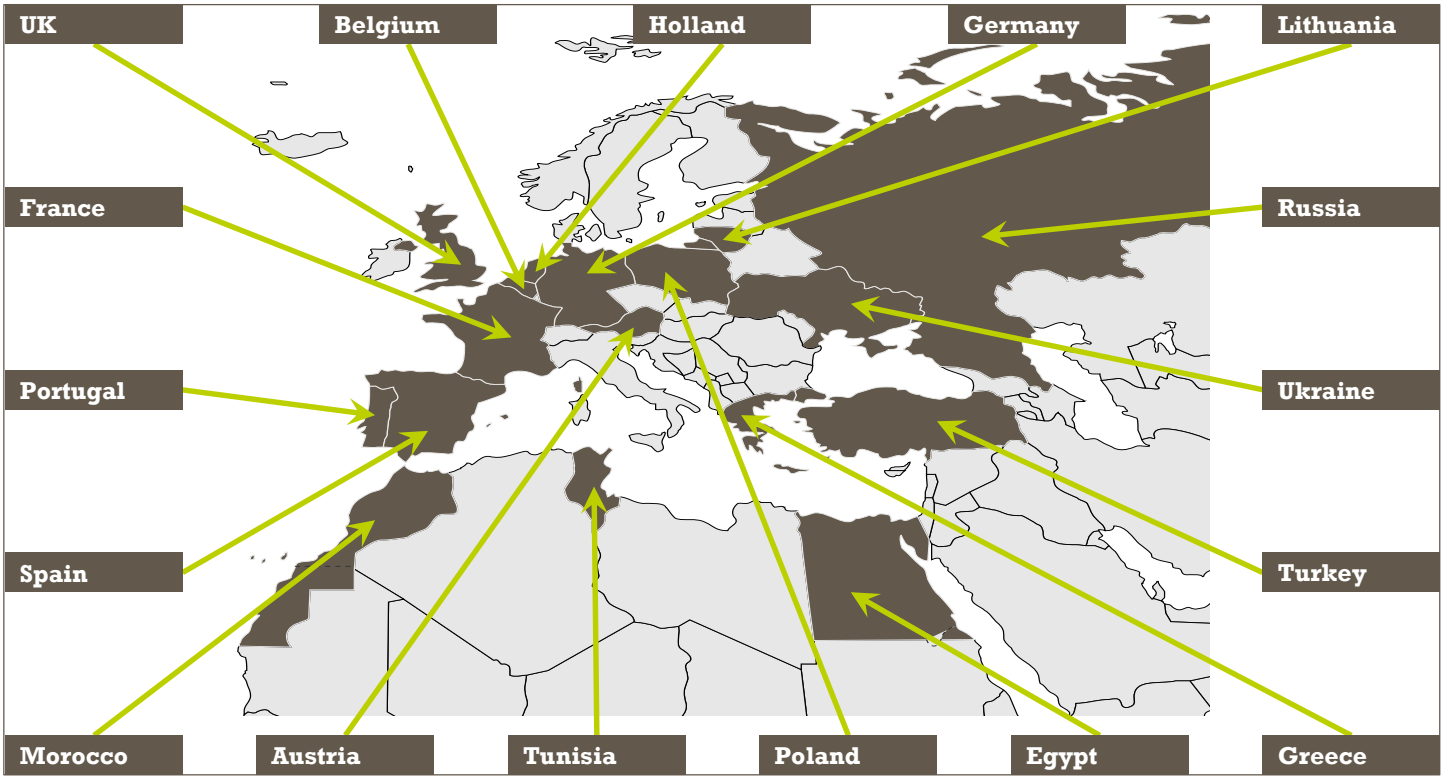
Fertiliser Overview

Where We Operate



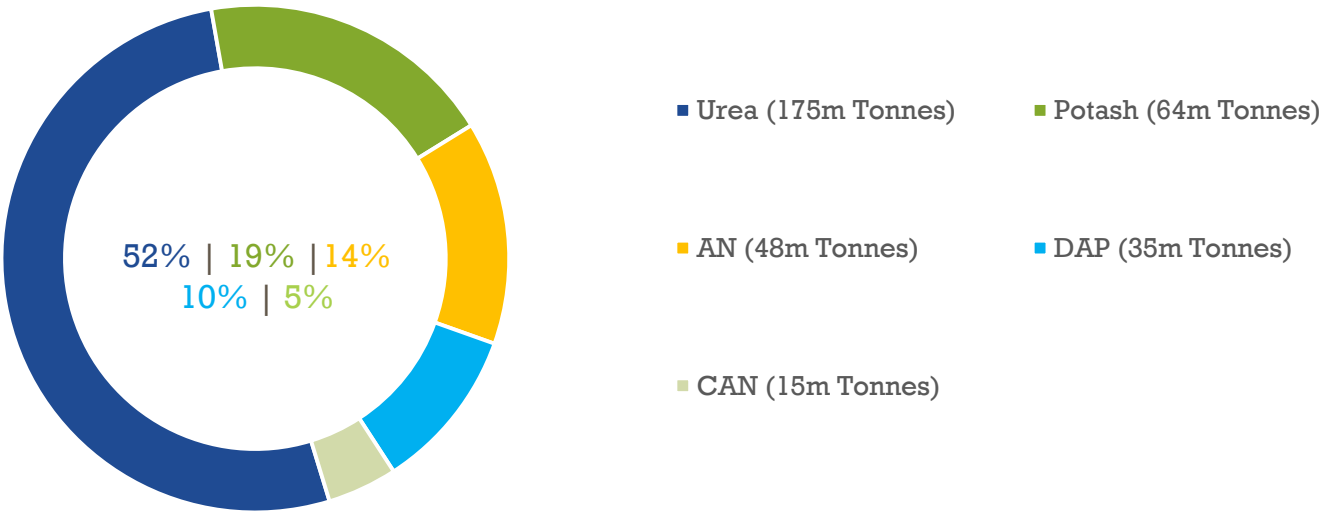
Fertiliser Overview

Product Origins



Fertiliser Overview

Raw Materials - Global Production



» Components blended to required recipes

Speciality Nutrition Development

Driving Relevance to Customer and Farmer

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wolftrax INNOVATIVE NUTRIENTS

AVAIL Phosphorus Fertilizer Enhancer

NutriSphere-N Nitrogen Fertilizer Manager

SELCOTE ULTRA SELENIUM GRANULES

- Provides clear market differentiation
- Opportunity to be relevant to the customer and farmer
- Opportunity to offer branded presence on farm
- Win for farmer, win for customer, win for Origin

OATMASTER with WOLF TRAX MANGANESE

OATMASTER 10N 5P 23K + S + Mn
A balanced NPK fertiliser with added Manganese specifically designed for oat crops.

Noel Hickey, Tillage Farmer, Dunamaggin, Co. Kilkenny.
Food Grade Oat Category Winner and overall Glanbia Quality Grain Award Winner 2014
"In late spring 2014 I used OATMASTER with Wolf Trax Manganese and it gave my crop the perfect start. By using Manganese with the fertiliser my crop never looked back"

Agrii-Start

O.E.N 23.5 - 31 - 0 +

Wolf-Trax Boron + P-Reserve

GOULDING

RICHLAND - THE COMPLETE FERTILISER

wolf trax

NOW MADE WITH WOLF TRAX TRACE ELEMENTS

RICHLAND

Puts Back In What Farming Takes Out!
22.7 : 2½ : 5 + 3% Sulphur
Plus Magnesium Copper
Manganese Zinc

wolf trax

Benefits of Richland

- *Richland enables you to spread a well balanced mix of NPK and trace elements at a cost effective price.*
- *Increases dietary trace element intake to improve animal health and fertility.*
- *Improves quality of silage.*
- *Richland now contains Wolf Trax DDP (Dry Dispersable Powder) technology which provides 100% fertiliser coverage with micronutrients.*
- *When applied as a coating to fertiliser, Wolf Trax DDP Micronutrients are accessed the moment the seedling roots find the Nitrogen, Phosphorus, and Potassium fertiliser in the soil.*

For further details please contact
your local fertiliser stockist
or Goulding Fertilisers on 021 4911611
or www.gouldings.ie

GOULDING

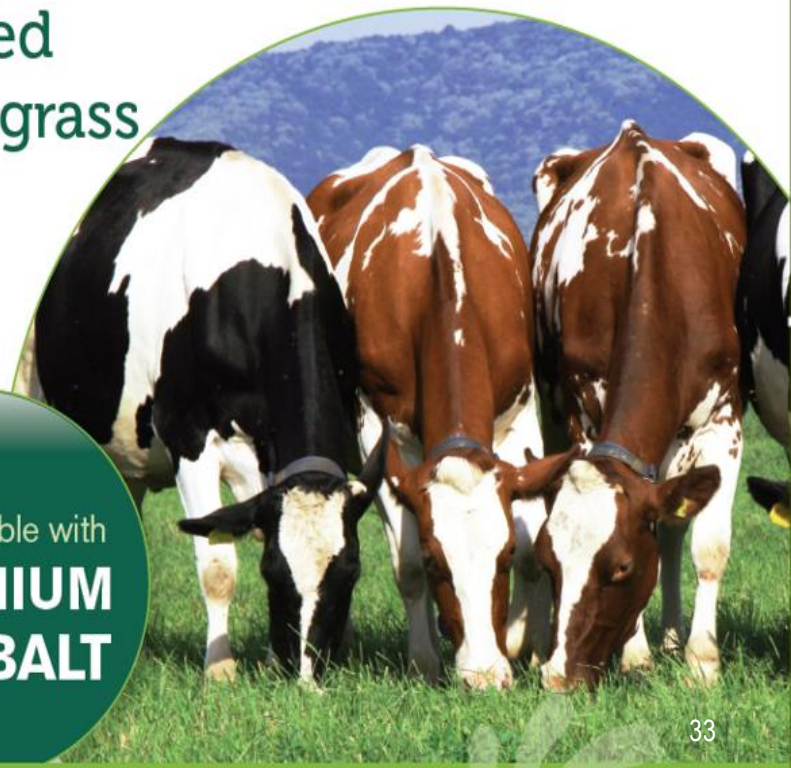
CARING FOR YOUR SOILS FOR OVER 150 YEARS

Origin Sweet-Grass and Sweet-Grass K+

grassland fertiliser enriched with sodium for 'sweeter' grass

- ✓ Sodium improves sward palatability
- ✓ Sodium increases dry matter intake
- ✓ Sodium maximises milk and meat from grass
- ✓ Apply ***Sweet*-Grass** to get the benefits of sodium

Also available with
SELENIUM & COBALT



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Tim Buckley
Head of Digital

The Role of Digital & Agri-Technology

Ben Gillingham
Managing Director Resterra Group

Backdrop

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» Crop technology and digital technology are aligning to drive market penetration and new go-to market opportunities

Context for Digital Agricultural Services

Developments are Transforming how Agronomists Interact with Farmers

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- Digital is supporting the next generation of new products and services to farm
- Agronomists' know-how and crop research are combining with digital data, analytics and decision support capabilities
- Digital enhances our service relevance to an expanding professional farm channel

Adaptive Agronomy

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Models to Optimise Crop Performance

Architecture

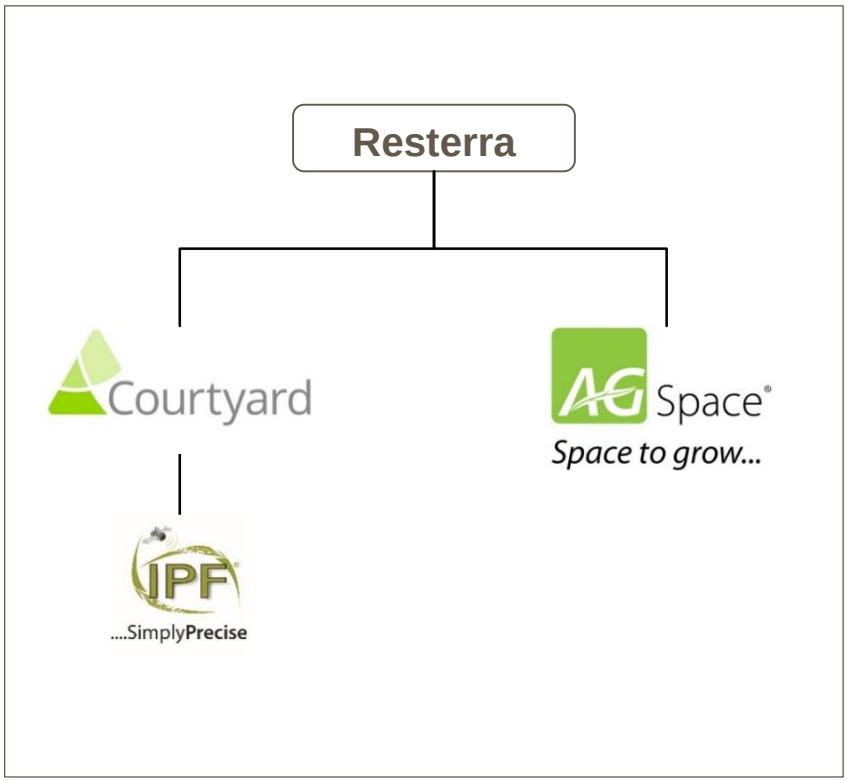
Functionality and Visualisation

Summary

- Understanding digital linkages and engagement for today's Primary Producer
- Establishing a dedicated digital vertical to secure multiple channel access on-farm
  - Our Agronomists
  - Independent Agronomy Sector
  - Agri-Service Providers
  - 3rd Party Software Providers
- Strategic focus points
  - Access proven know-how and do-how capabilities
  - Clear innovation priorities
  - Deliver effective customer commercialisation
  - Combine strong data management capabilities with platforms that are geographically scalable

Resterra Overview

Introduction



Digital Technology

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- Changes in technology and farming practices
- Digital farming has already begun to revolutionise farming
- Increasing interest in soils is changing farming practice
- Growing crop resistance is changing rotations
- Big Data is on the cusp of changing how decisions are made

Summary

- Understanding digital linkages and engagement for today's Primary Producer
- Access proven know-how and do-how capabilities
- Clear innovation priorities
- Deliver effective customer commercialisation

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