

Who we are

No. 1

The world's leading provider of off-patent crop protection products

3x

Long-term historical growth of 3x the global industry's growth

7

The seventh largest agrochemicals company in the world

120

Sales in over 120 countries with direct presence in all key Ag markets

\$3.2bn

In annual sales

>300

Active Ingredients, building blocks for differentiated offering

\$60bn

In the \$60bn global crop protection and non-crop markets

Only

Integrated China-Global value chain



Our history of vision, entrepreneurship and growth

1940/50s
Agan Chemical founded
Makhteshim Chemical founded


1970/80s
Focused on chemistry and technology
Expanded global presence

1990s
Secured distribution in Europe and Latin America
Merged Makhteshim and Agan

2000s
Expanded product portfolio
Expanded market access in key markets
Entered the Non-Crop markets

2010s
Ground-breaking ChemChina transaction
Migrated from products to market orientation
Focus on Differentiation and Innovation

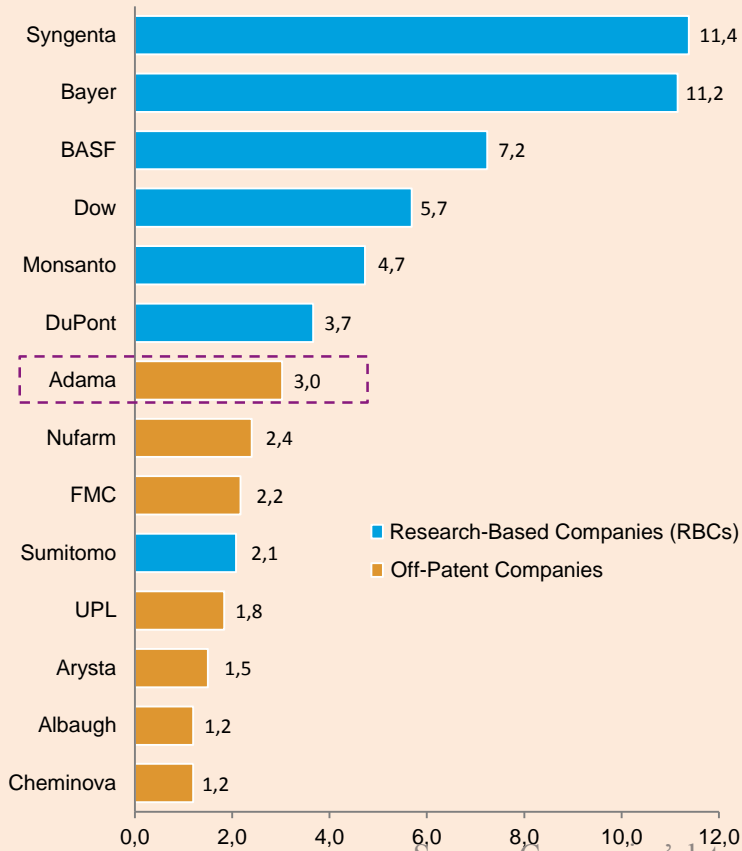
Today
From Vision to Action
New organizational structure
Go-to-market step change
Global brand rollout
Differentiated hybrid portfolio
Joining of China Business



The leading off-patent crop-protection

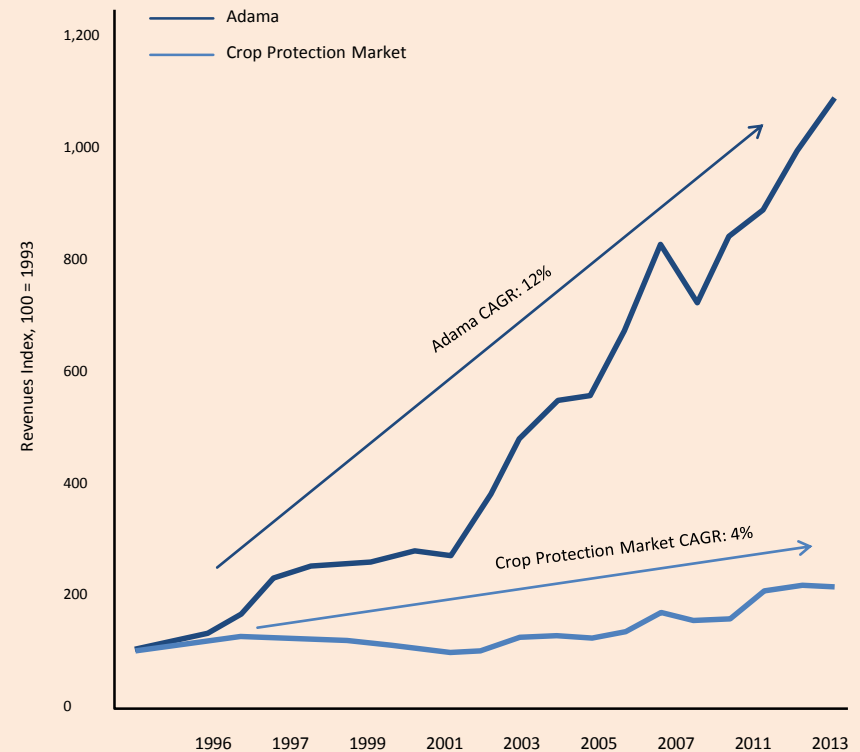
A market leader in the off-patent space...

Crop protection sales (\$bn)



Source: Companies' data, PhillipsMcDougall, FactSet

...delivering consistent, above-industry growth

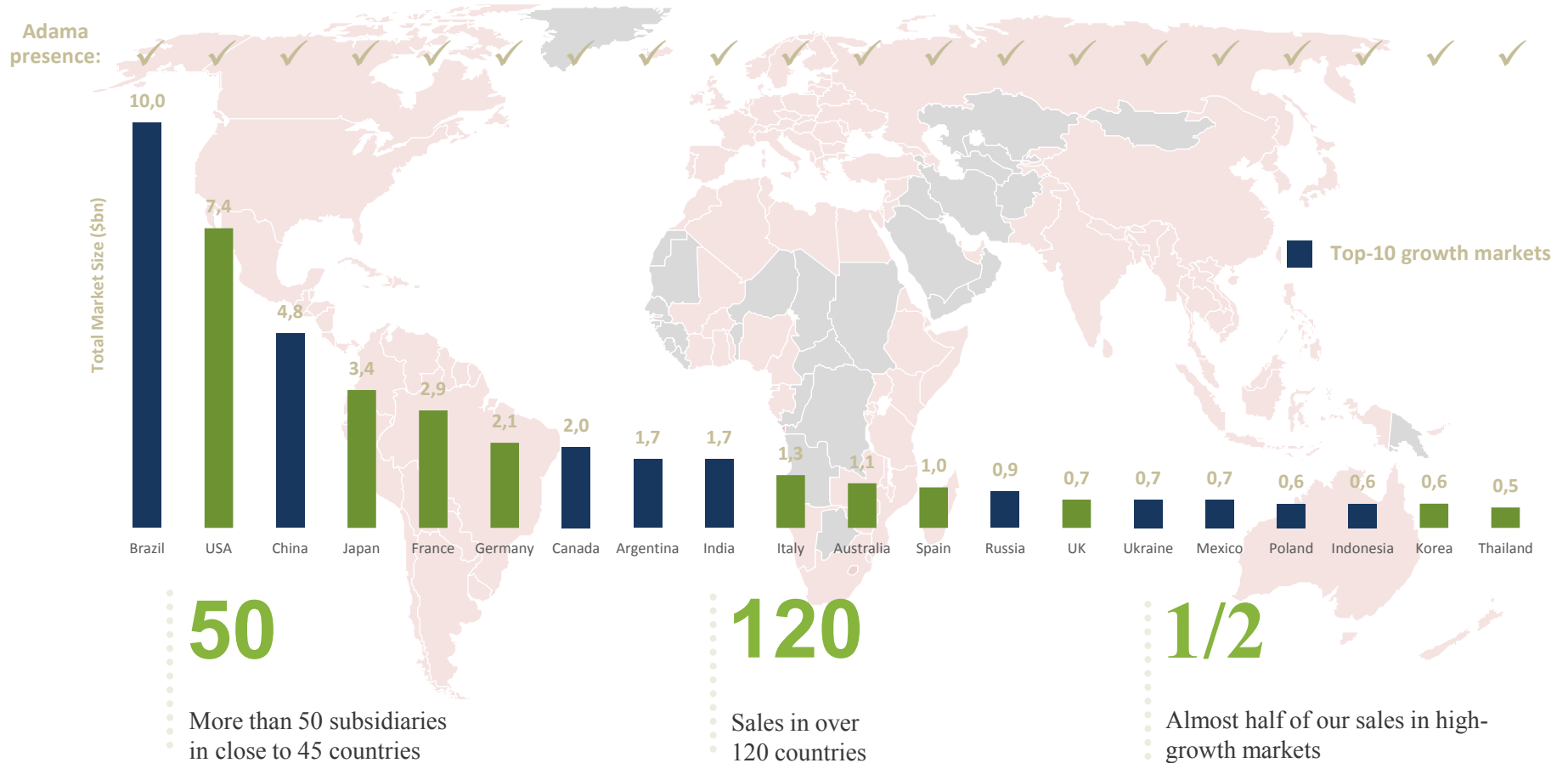


Notes:

- Company sales data for 2014 unless otherwise specified: Monsanto year ended Feb 2015, NuFarm year ended 31-Jan-2015 and Sumitomo year ended 31-Dec-2014. Arysta and Albaugh figures are for 2013 (latest publicly available).
- Represents Adama's crop protection sales only.

Our extensive global presence and direct farmer reach

Direct presence in each of top-20 markets – which constitute 3/4 of the global market



Source: Phillips McDougall
 Note: Adama's direct presence in China following completion of the acquisition of the China Business

Comprehensive product portfolio

Over 300 Active Ingredients and over 1,000 end-use products

For all needs...

Herbicides



Insecticides



Fungicides



Growth regulators



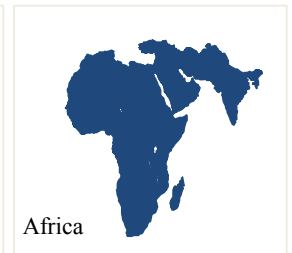
Seed Dressings



For all major crops...

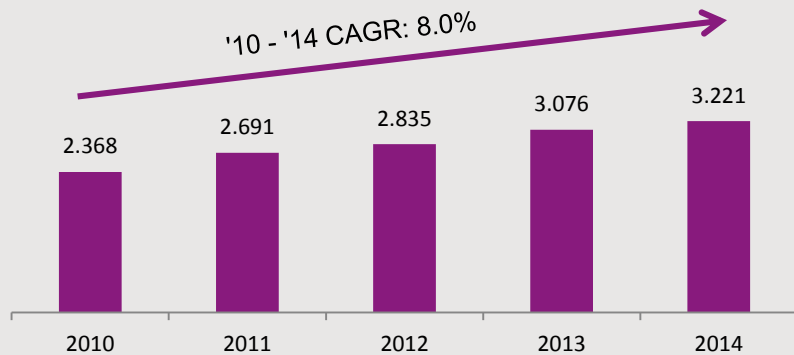


In all markets

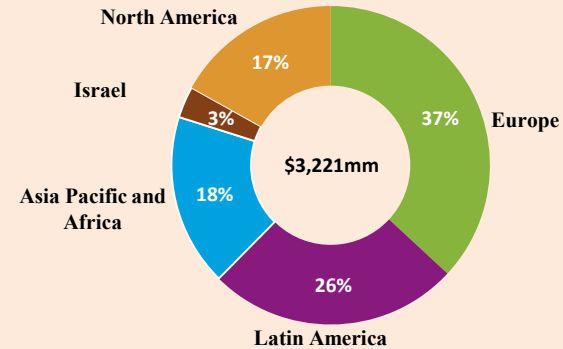


Track record of strong, consistent growth in sales and profits

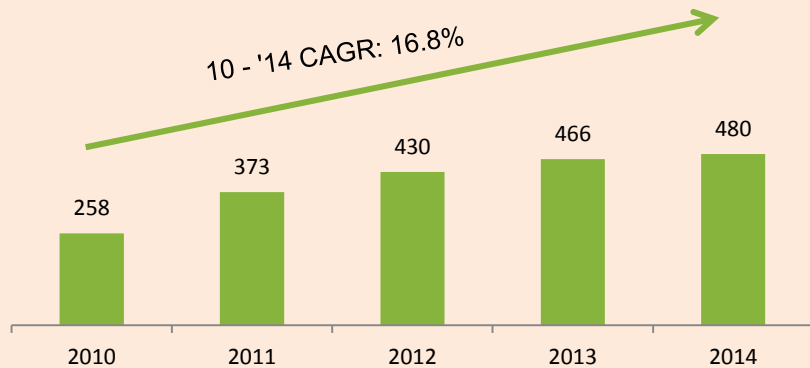
Sales \$mm



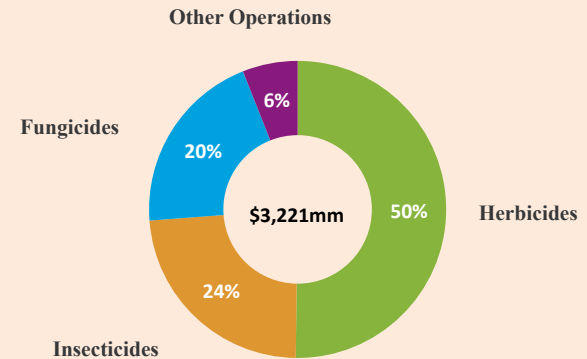
Diversified geographic reach



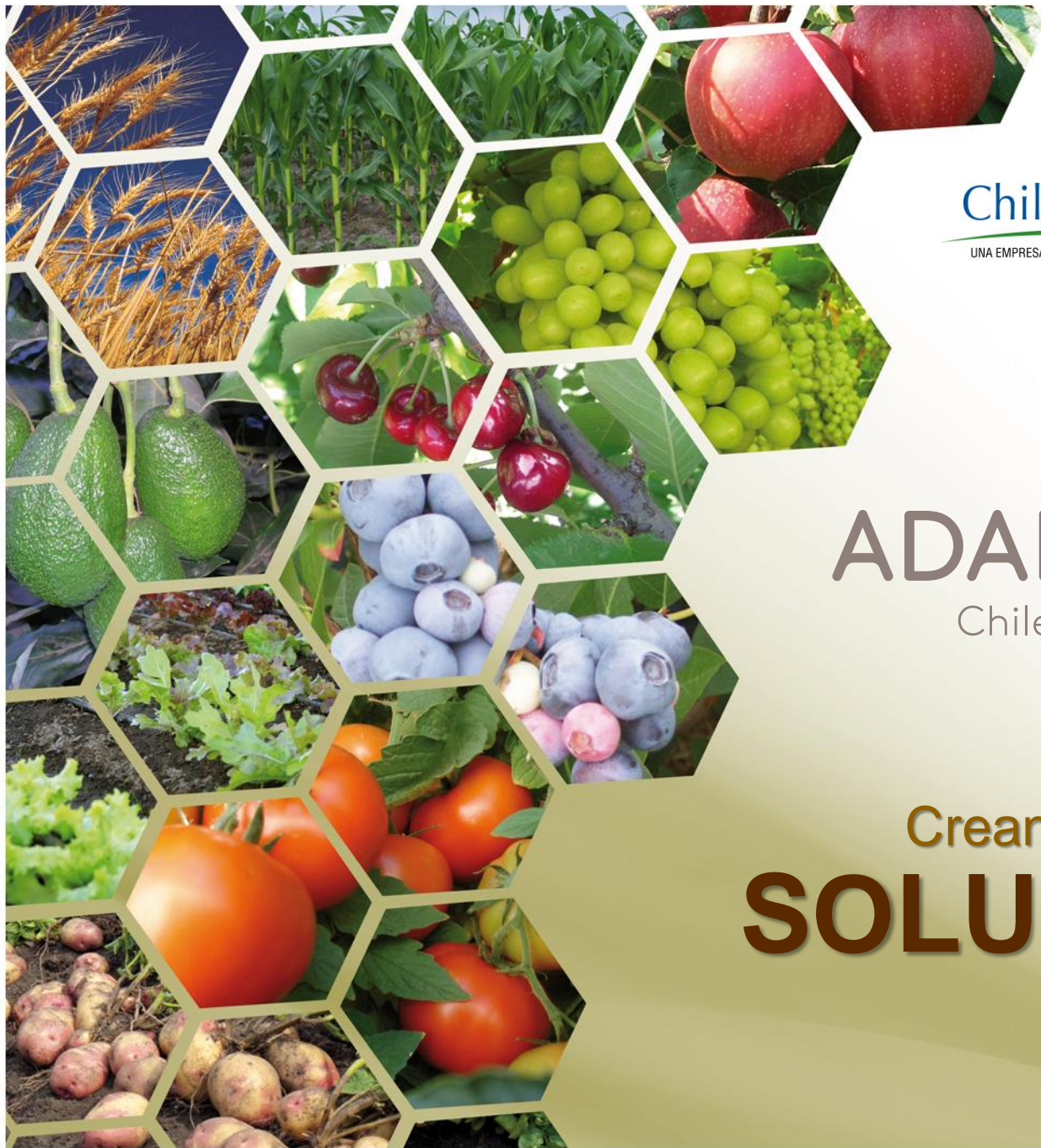
EBITDA



Well balanced product portfolio



2010 figures are adjusted for non-recurring items



ChileAgro 
UNA EMPRESA MAKHTESHIM AGAN INDUSTRIES



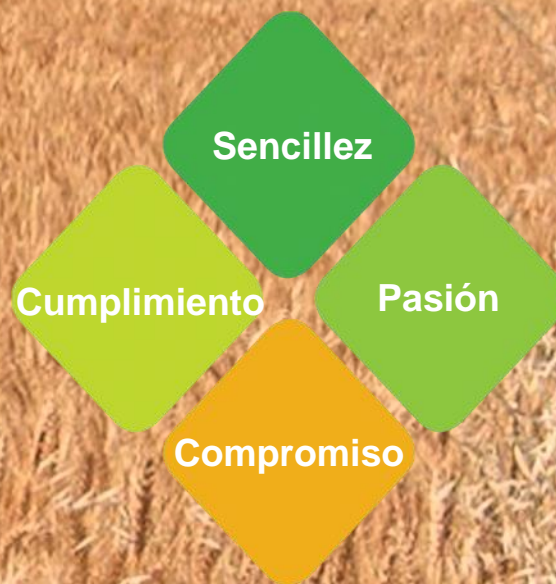
ADAMA
Chile



Juntos
Creando
SOLUCIONES
que simplifiquen



Nuestros Valores

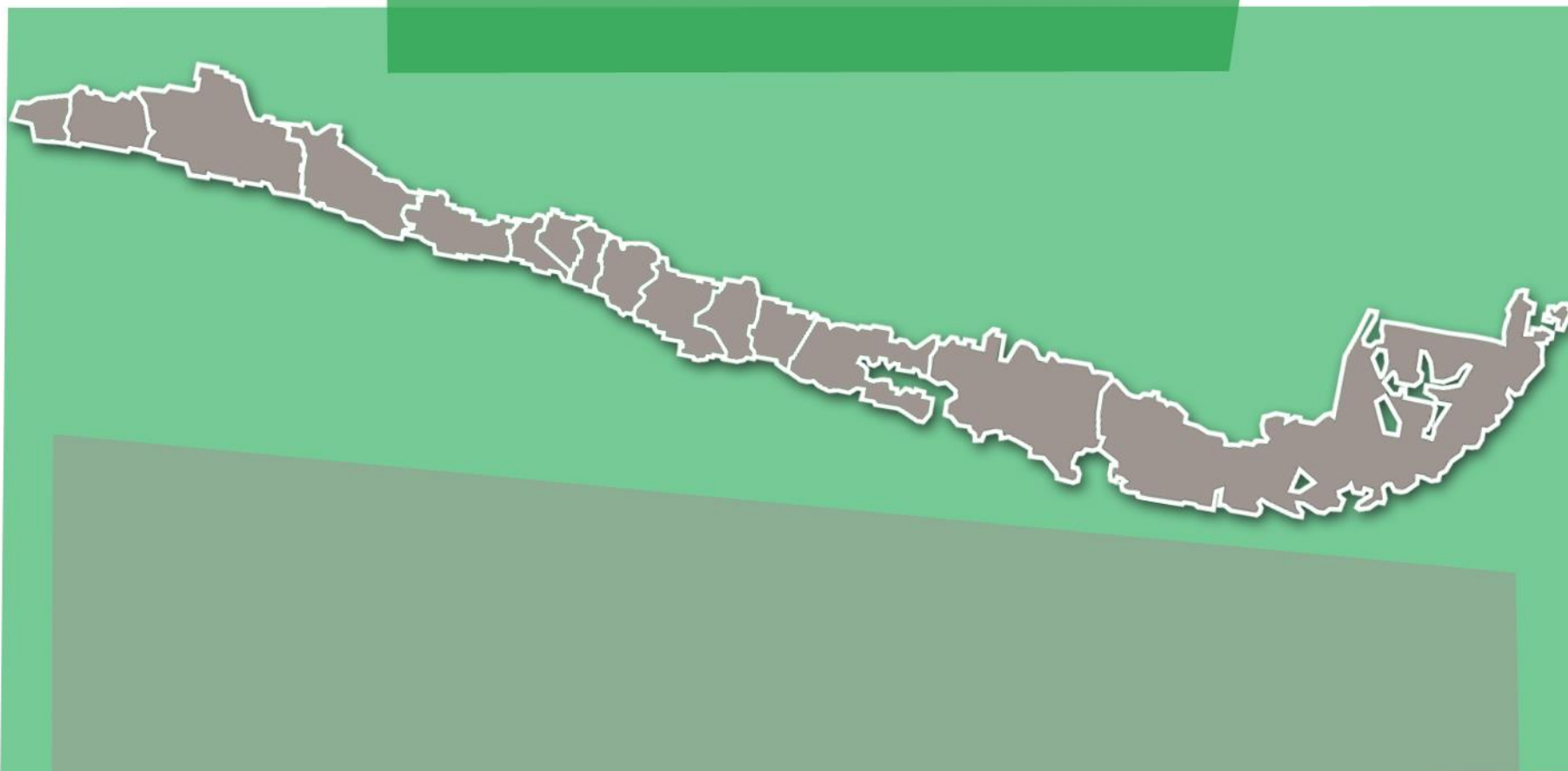


ADAMA
Chile

Productos de reconocida
trayectoria y calidad



Red de Distribuidores





Red de Distribuidores



Nuestro equipo

