



Business Update

Q2 and H1 2018

Adama Agricultural Solutions Ltd., one of the world's leading crop protection companies, and Hubei Sanonda Co., Ltd. have combined, creating the only integrated, publicly traded Global-China crop protection company.

The Combined Company is to be renamed

ADAMA

Legal notice

This presentation is for marketing and information purposes only. By this presentation, Hubei Sanonda Co., Ltd. (the “Company” or “ListCo”) and Adama Agricultural Solutions Ltd (“Adama Solutions”) (together, “ADAMA” or “the Combined Company”) does not intend to give, and the presentation does not constitute, professional or business advice or an offer or recommendation to perform any transaction in the Combined Company’s securities. The accuracy, completeness and/or adequacy of the content of this presentation, as well as any estimation and/or assessment included in this presentation, if at all, is not warranted or guaranteed and the Combined Company disclaims any intention and/or obligation to comply with such content. The Combined Company may make improvements and/or changes in the features or content presented herein at any time. The Combined Company shall not be liable for any loss, claim, liability or damage of any kind resulting from your reliance on, or reference to, any detail, fact or opinion presented herein.

This presentation contains proprietary information of the Combined Company and may not be reproduced, copied, disclosed or utilized in any way, in whole or in part, without the prior written consent of the Combined Company.

The Combined Company’s assessments may not materialize, inter alia, due to factors out of the Combined Company’s control, including the risk factors listed in the Combined Company’s annual report, changes in the industry or potential operations of the Combined Company’s competitors.

All information included in this presentation relates only to the date which it refers to, and the Combined Company does not undertake to update such information afterwards.

Second consecutive quarter of record sales exceeding \$1 billion

Adjusted, (\$ million)	Q2 2018				H1 2018			
	Q2 2018	Q2 2017	% Change	Q2 2018 (ex. '17 EU hedge)	H1 2018	H1 2017	% Change	H1 2018 (ex. '17 EU hedge)
Sales	1,023	937	+9.2%	1,036	2,045	1,859	+10.0%	2,084
Gross Profit	342	333	+2.4%	354	694	663	+4.6%	732
<i>As % of Sales</i>	<i>33.4%</i>	<i>35.6%</i>		<i>34.2%</i>	<i>33.9%</i>	<i>35.7%</i>		<i>35.1%</i>
Operating Income (EBIT)	136	139	-2.2%	149	273	283	-3.5%	311
<i>As % of Sales</i>	<i>13.3%</i>	<i>14.8%</i>		<i>14.4%</i>	<i>13.3%</i>	<i>15.2%</i>		<i>14.9%</i>
Net Income	72	81	-11.2%	85	157	200	-21.3%	195
<i>As % of Sales</i>	<i>7.1%</i>	<i>8.7%</i>		<i>8.2%</i>	<i>7.7%</i>	<i>10.7%</i>		<i>9.4%</i>
EBITDA	188	190	-0.8%	201	379	387	-2.1%	417
<i>As % of Sales</i>	<i>18.4%</i>	<i>20.2%</i>		<i>19.4%</i>	<i>18.5%</i>	<i>20.8%</i>		<i>20.0%</i>
Earnings per Share								
– USD	0.0295	0.0348			0.0642	0.0852		
– RMB	0.1884	0.2384			0.4086	0.5858		

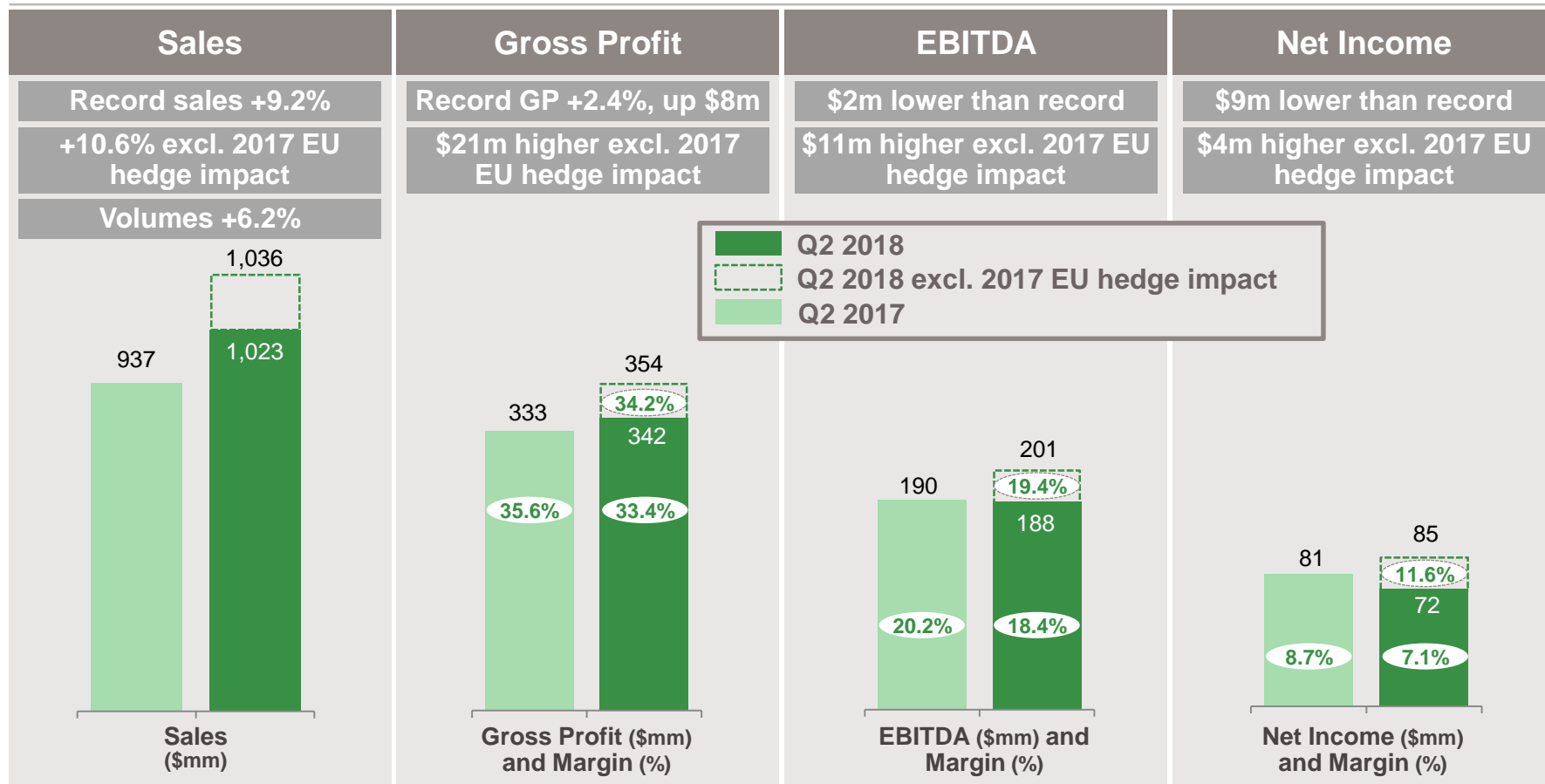
The results of the Combined Company are presented after restatement of prior periods to include the financial position, results of operations and cash flow of Solutions. All income statement items contained in this release are presented on a combined, adjusted basis, reflecting the performance of the Combined Company. For a detailed description and analysis of the differences between the adjusted income statement items and the items as reported in the financial statements, see "Analysis of Gaps between Adjusted Income Statement and Income Statement in Financial Statements" in the appendix to this release.

Revenue growth in constant currencies in the second quarter was 9.4%, and 8.6% in the half-year.

Earnings per share are the same for basic and diluted. The number of shares used to calculate earnings per share in Q2 2017 is 2,341.9 million shares, reflecting the issuance of shares as part of the combination transaction in 2017. The number of shares used to calculate earnings per share in Q2 2018 is 2,446.6 million shares, including also the issuance of shares in the subsequent private placement equity offering.

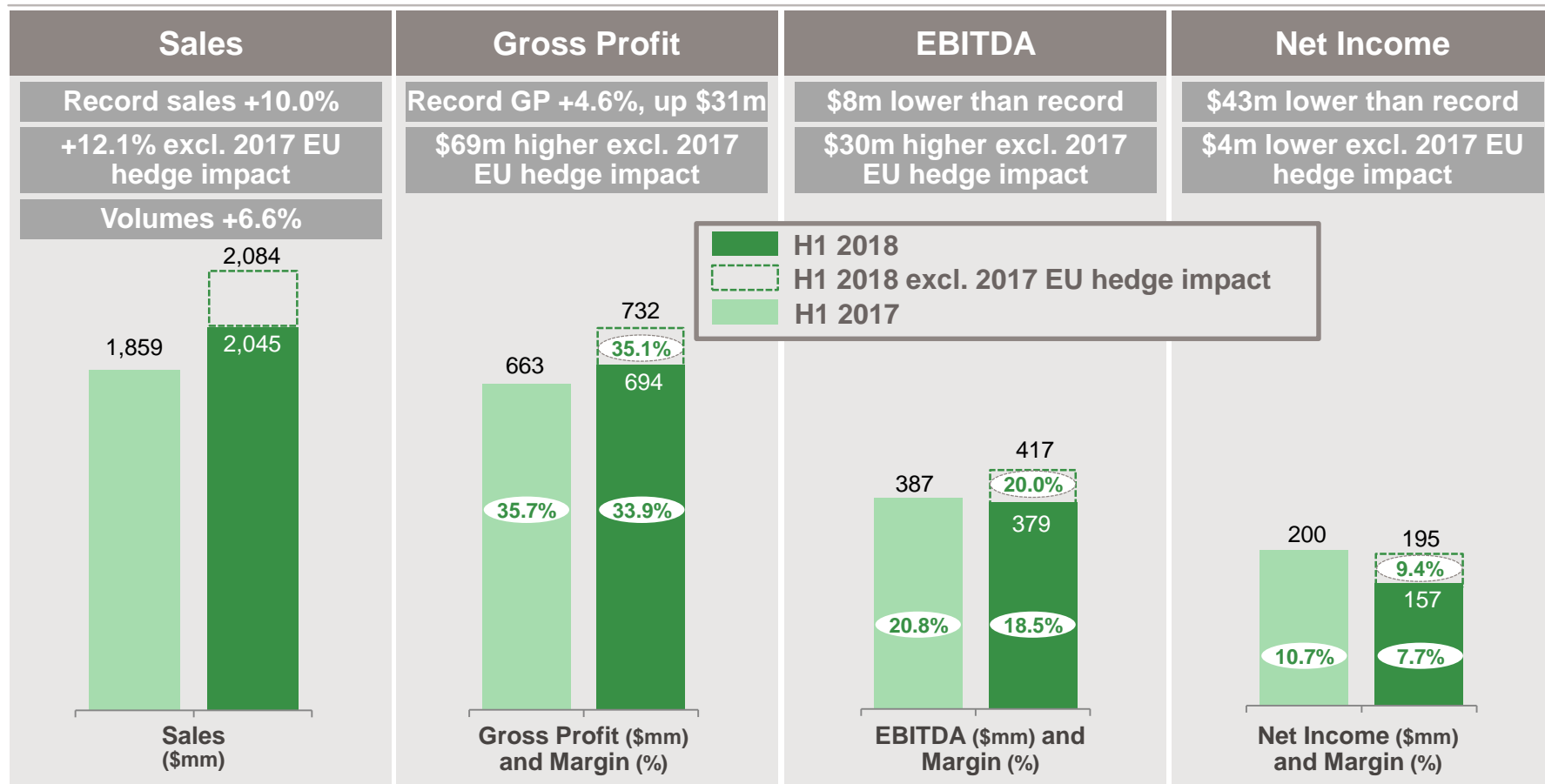
Strong volume growth of improved mix at higher prices

Q2 2018

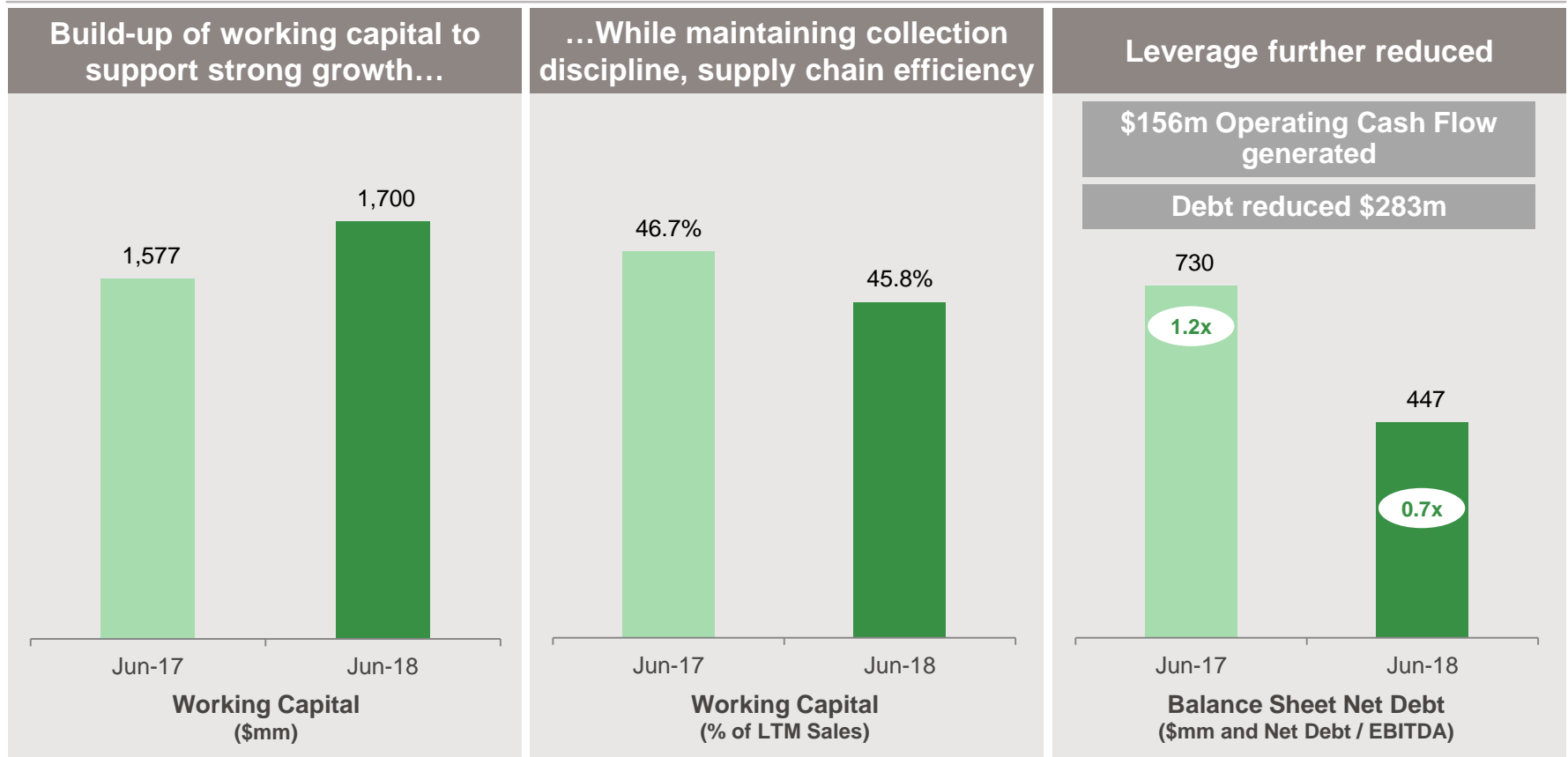


Strong volume growth of improved mix at higher prices

H1 2018



Accommodating growth momentum while containing working capital; Strong cash flow generation driving reduced leverage





Regional Update

ADAMA

Strong regional performance; recovery in Europe

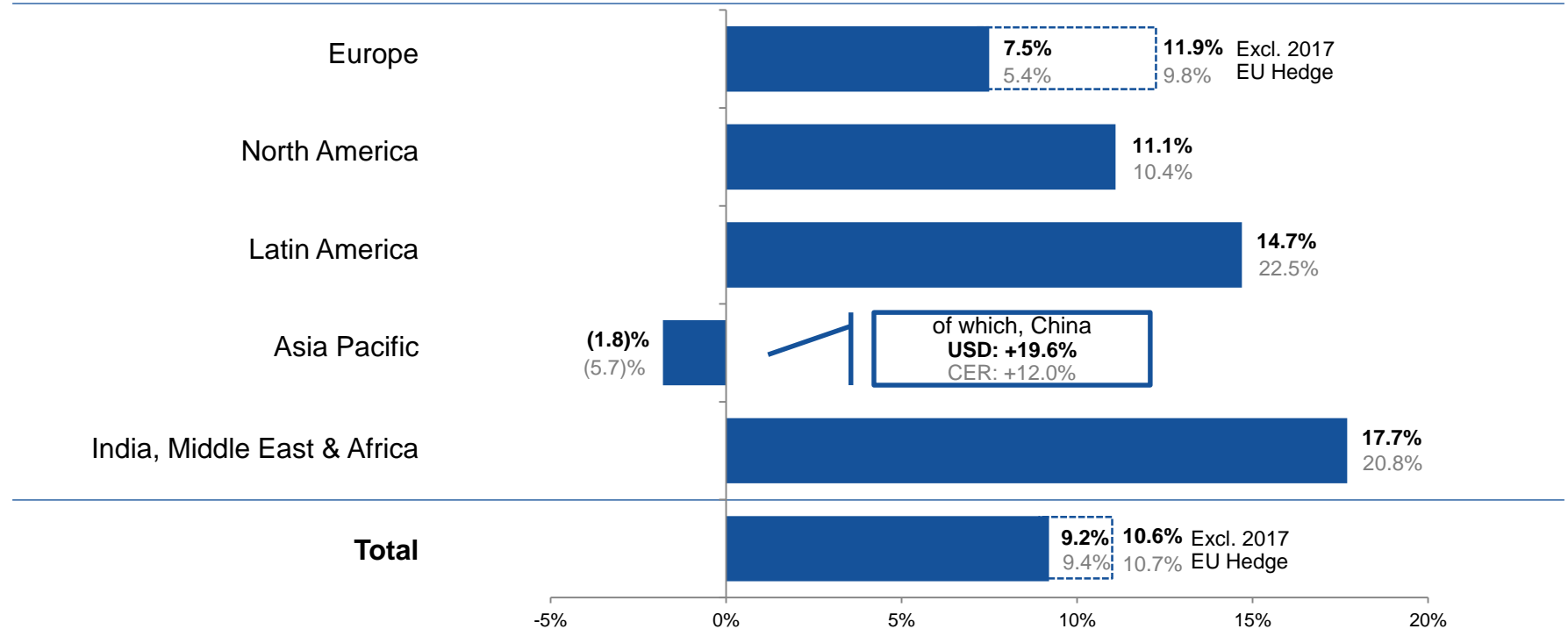
Q2 2018 vs. Q2 2017

Sales change by region

USD terms

Constant currency terms

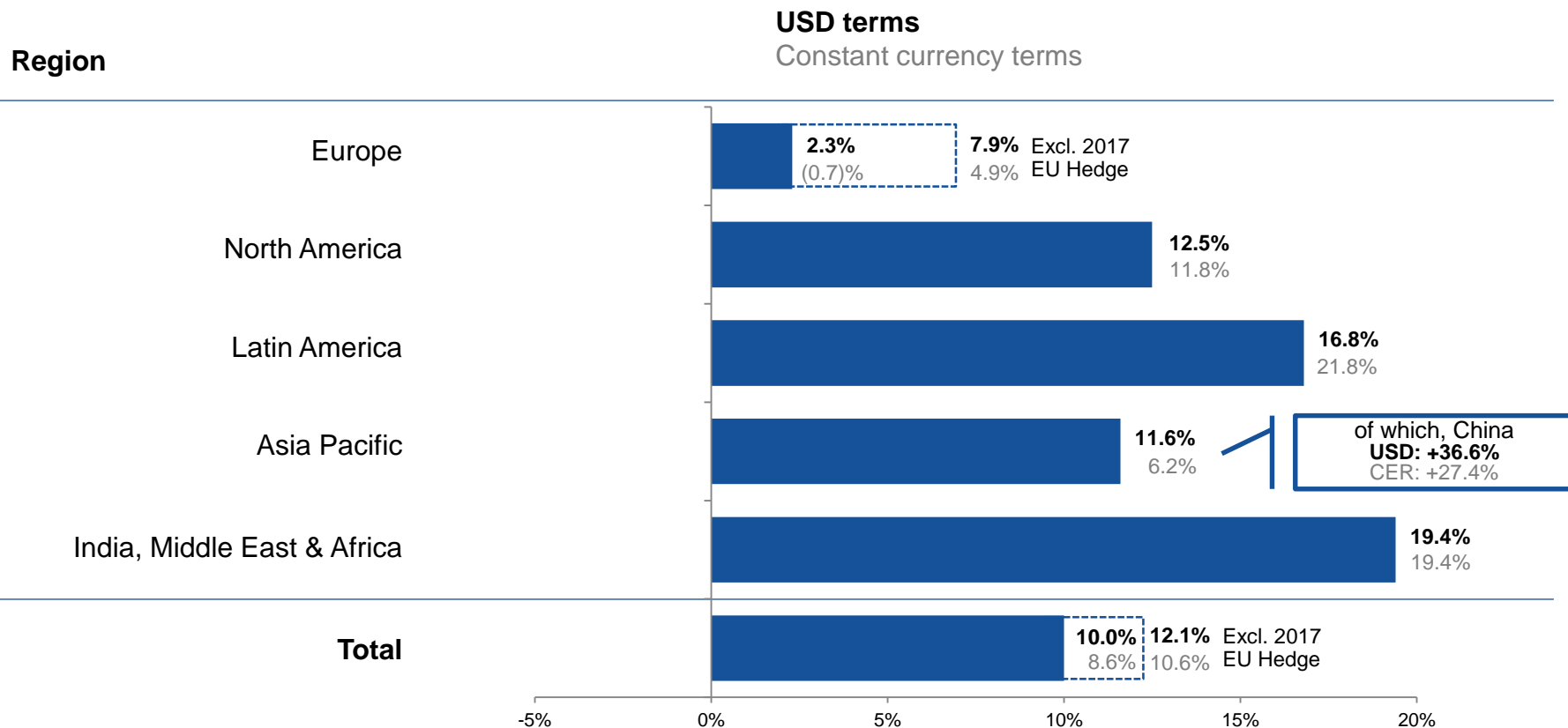
Region



Strong growth on all fronts

H1 2018 vs. H1 2017

Sales change by region



Regional highlights

Europe

- Q2 increase driven by solid volume growth, somewhat offset by softer pricing in local currencies
- H1 revenues in line with last year
 - Recovery in Q2 almost completely made up for late start of the season due to extended winter in Q1
- **Northern Europe:** fast development of the season in the beginning of Q2, followed by drought in the north-east, reducing consumption of fungicides and insecticides
- **Southern Europe:** warm and wet weather in south-west increased insect and disease pressure, driving up consumption and reducing channel inventories
- Key differentiated products registered in Q2:
 - **CAMARO®:** Dual-action cereal herbicide in Russia
 - **SEGURIS® ERA:** Innovative combination fungicide for cereals in Germany
 - **COMPLETTO®:** Plant growth regulator for cereals in UK
 - **TAVAS®:** Potato herbicide in Czech Republic and Portugal
 - **ARKTIS®:** Cereal herbicide in France



CAMARO® launch event for farmers and distributors at a race track in Poland



Adama in the Field: with grape farmers in Sicily

Regional highlights

North America

- Strong demand-driven growth supporting increased volumes of an improving portfolio mix and higher selling prices

US

- Strong demand for differentiated products drove volume growth
- Supported a generally stronger pricing environment, exacerbated by industry-wide supply shortages, compensating for higher procurement costs
- Continued benefits from key backward-integrated products, entrenching strong market positioning and facilitating market share gains

Canada

- Growth across the portfolio despite high channel inventories and dry weather conditions



Regional highlights

Latin America

- Strong performance driven by significant volume growth and new product launches, alongside stronger pricing across most countries in the region
- Key differentiated products launched:
 - **CRONNOS® TOV**: Unique, highly effective three-way mixture fungicide for soybean rust in Brazil and Paraguay
 - **GALIL®**, **CORMORAN®** and **ALBATROSS®**: New insecticides in Mexico
 - **TRITON®** (Growth regulator) and **KADABRA®** (vegetables insecticide): in Colombia, Peru and Ecuador
 - **NIMITZ®**: Innovative nematicide in Brazil, Chile, Central America and Caribbean

Brazil:

- Significant growth led by a robust increase in volumes and higher prices



Launch of NIMITZ® in Chile

CRONNOS® TOV: Superior results now proven in the field

■ - **BASF**

■ - **BASF**

ADAMA



syngenta

CORTEVA™
agriscience

ORKESTRA

ATIVUM

CRONNOS

FOX


ELATUS


VESSARYA



CRONNOS® TOV: Marketing Campaign

A New Era for Rust: Cronnos® Truck

 120 days so far...

 70 cities

 8.000.000ha / 25% planted area



Over 2,500 visitors to ADAMA Training Camp

Massive dealer engagement

Over 120,000 people engaged via social media



Regional highlights

Asia Pacific

- Strong growth in China and other countries; price increases across the region
 - Noteworthy performance in Thailand, Vietnam, Korea, and the Philippines
- Severe drought conditions in Australia and Indonesia
- Registrations obtained for differentiated products, including:
 - **SORCERER**[®]: Fruit and vegetables insecticide in Australia
 - **ALPHASCUD**[®]: Field crops and pastures insecticide in Australia
 - **BOBCAT i-MAXX**[®]: Herbicide for sugarcane in Australia
 - **SEBI-O**[®]: Fruit and vegetables fungicide in Thailand
 - **BELVEDERE FORTE**[®]: Fodder beet herbicide in New Zealand

China

- Strong H1 growth, more than doubling sales of branded, formulated products
- Continued expansion of product portfolio – new products launched:
 - **LIANGKUAI**[®]: Fruit and vegetables fungicide
 - **NONGFUAN**[®]: Rice fungicide
 - **LIFAN**[®] and **DINGXING**[®]: Rice herbicides
 - **FEISAI**[®] and **HONGJING**[®]: Citrus insecticides



2018 Brand Conference in China
250+ partners and media
16,000+ views of live streaming of event



Huai'an formulation center increasing utilization



ADAMA

Regional highlights

India, Middle East & Africa

- Significant volume growth and price increases driven by strong demand and favorable weather conditions
- Strong performance in India:
 - Significant growth of differentiated portfolio, benefiting from good monsoon season
 - Established leading positions in key backward-integrated products:
 - **TAPUZ®**: New dual mode mixture insecticide
 - **ACEMAIN®**: broad spectrum systemic insecticide
 - Launching **BARAZIDE®**, a tailor-made mixture insecticide developed specifically for Indian market
- Continued strong growth in Turkey, supported by increased brand awareness and strong positioning of sugar beet portfolio
- Increased sales in Israel driven in part by strong performance of recently launched innovative nematicide **NIMITZ®**



500 dealer participants at launch of 3 new products:

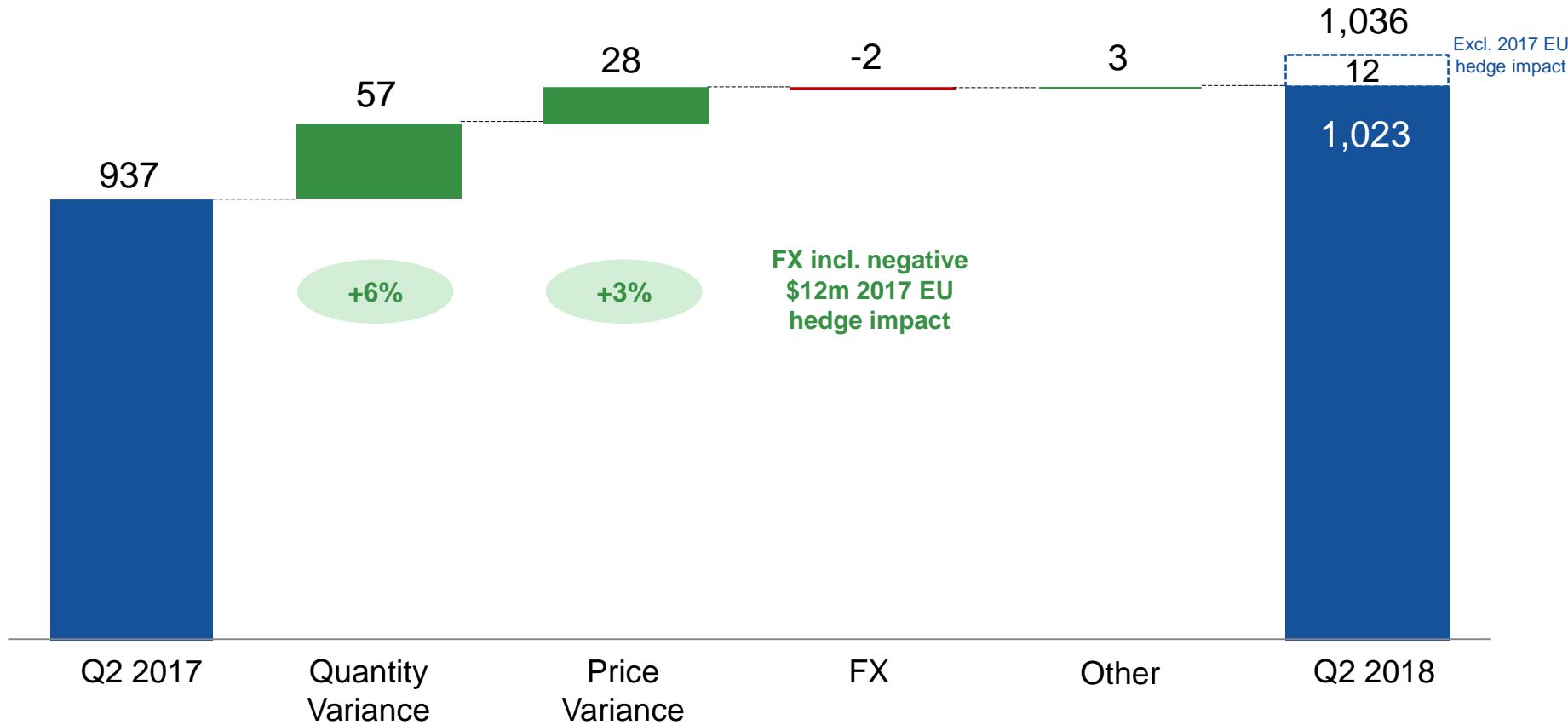
BARAZIDE®
SHAMIR®
NIMROD®



Bridge Analysis

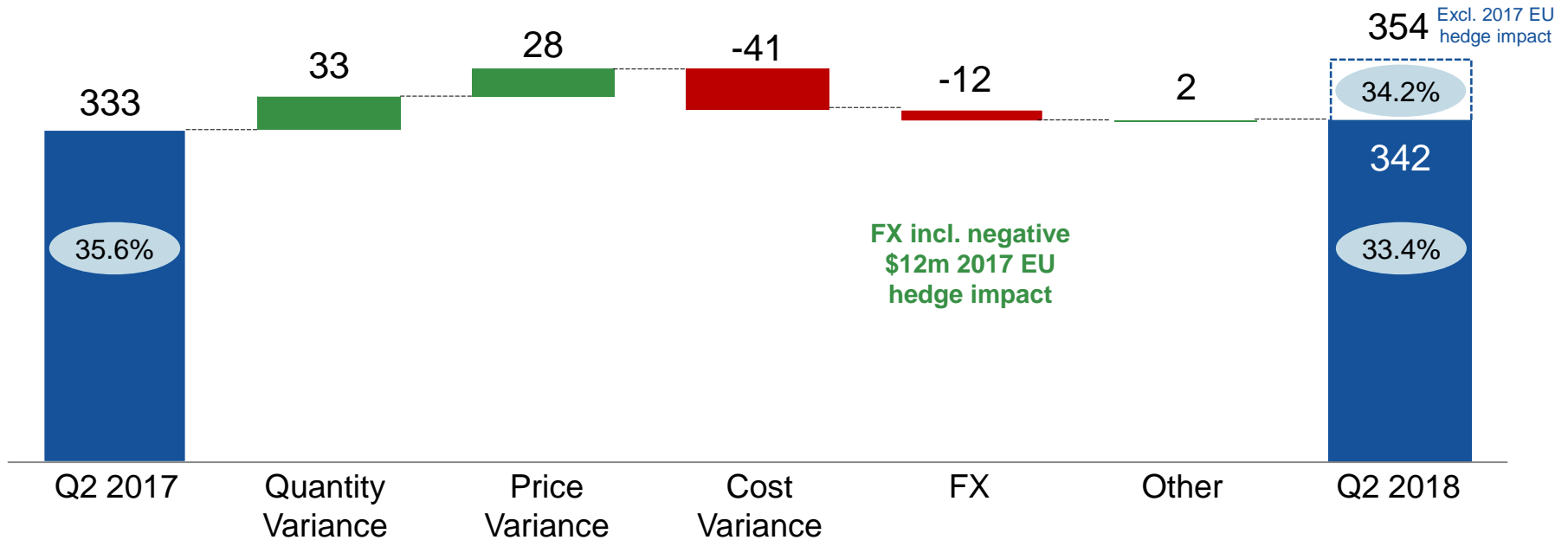
ADAMA

Sales Q2 Bridge Analysis



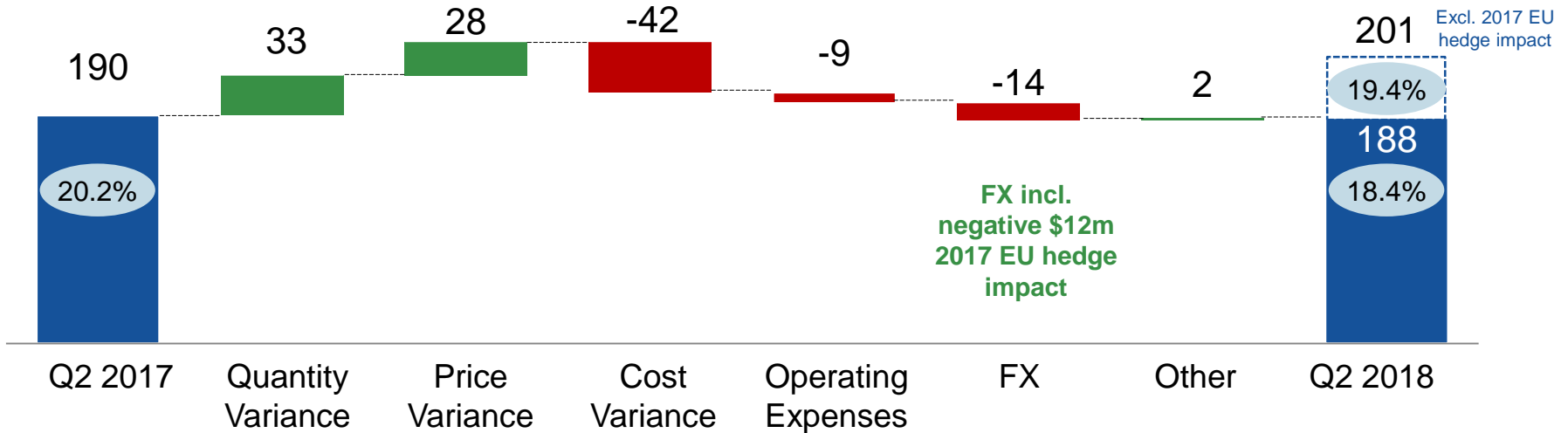
NOTE: FX variance includes FX effect on sales, costs and currency hedging. Other includes quantity variance related to ChemChina-Syngenta Transfers & Divestments as well as impact of change in accounting policy regarding revenue recognition.

Gross Profit Q2 Bridge Analysis



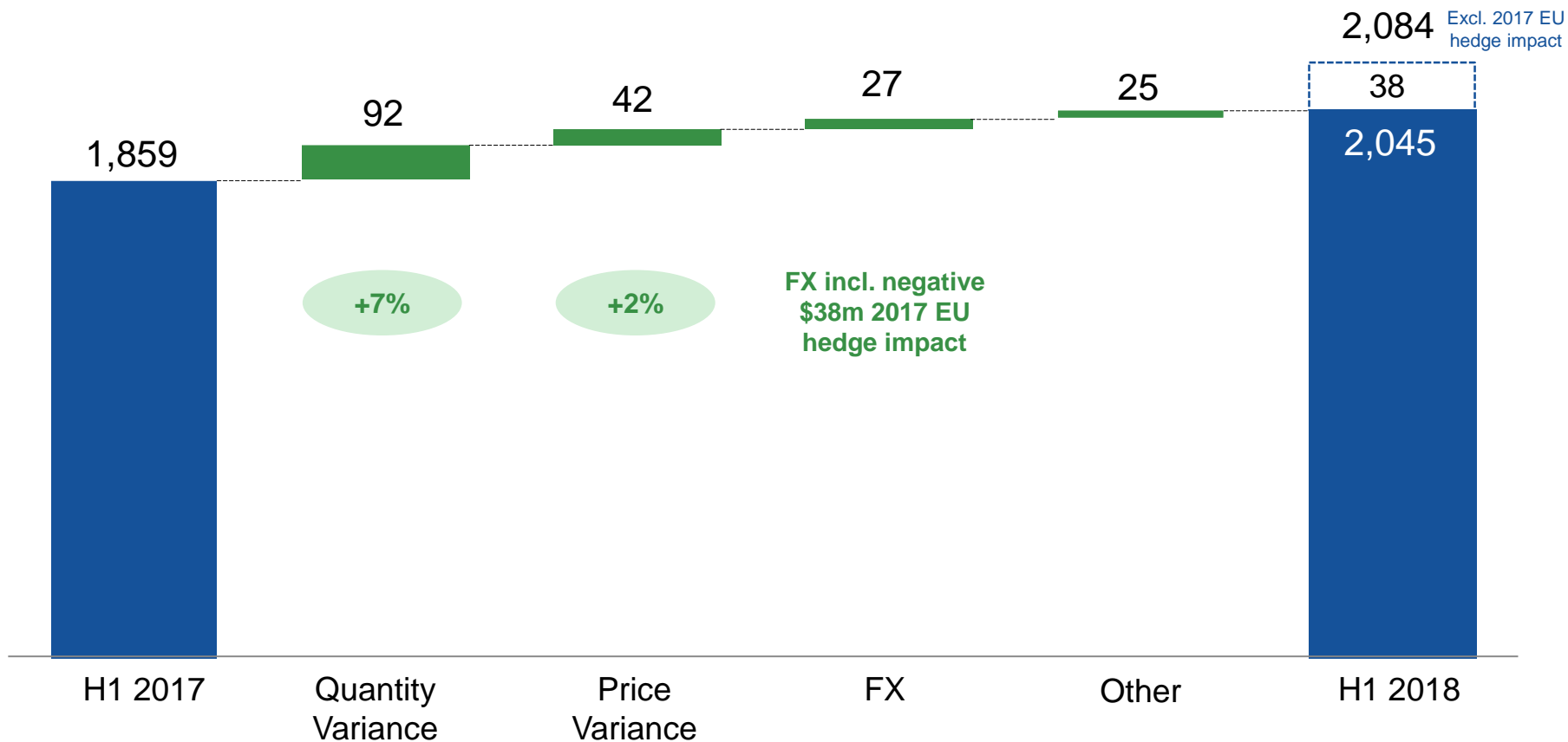
NOTE: Quantity variance includes mix effect; FX variance includes FX effect on sales, costs and currency hedging. Other includes the impact of change in accounting policy regarding revenue recognition.

EBITDA Q2 Bridge Analysis



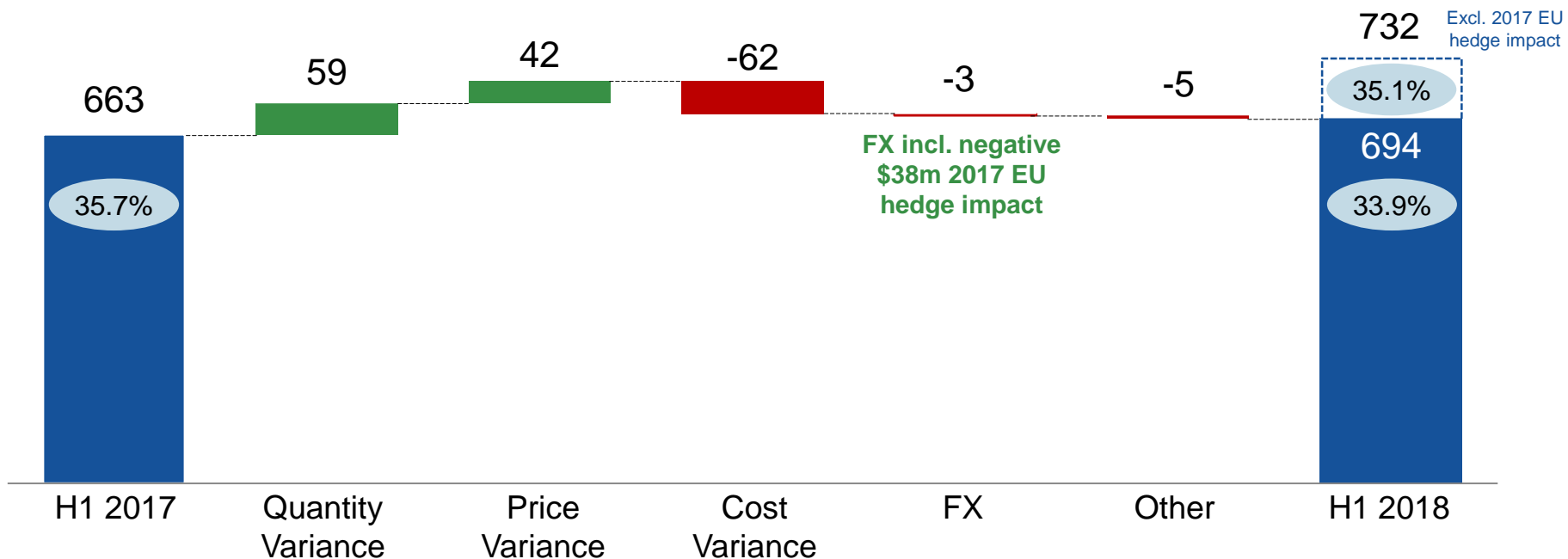
NOTE: Quantity variance includes mix effect; FX variance includes FX effect on sales, costs and currency hedging. Other includes the impact of change in accounting policy regarding revenue recognition.

Sales H1 Bridge Analysis



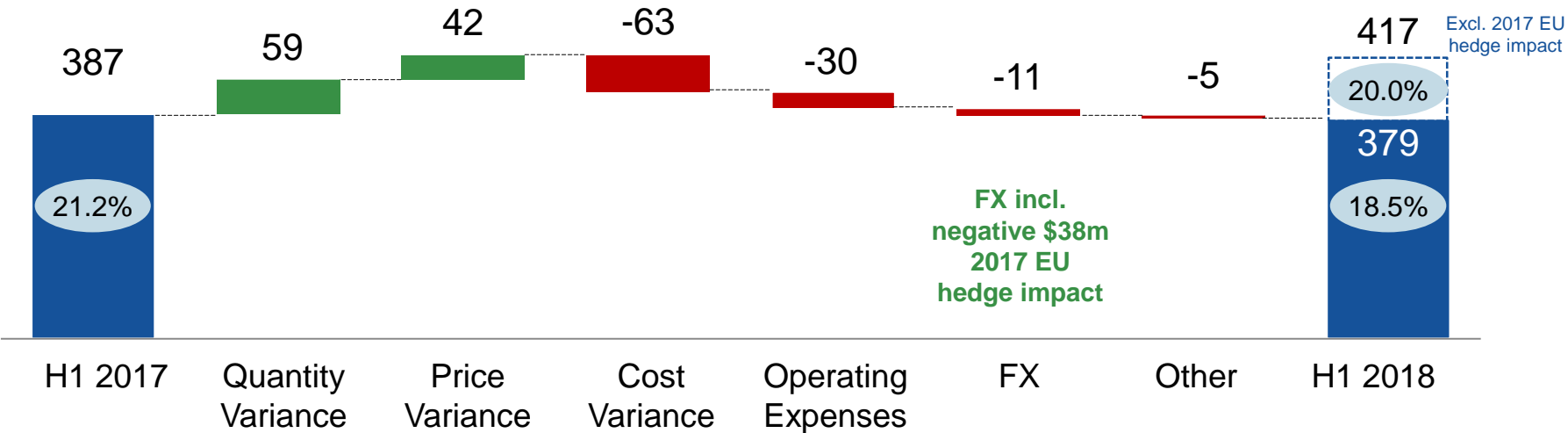
NOTE: FX variance includes FX effect on sales, costs and currency hedging. Other includes quantity and price variance related to ChemChina-Syngenta Transfers & Divestments as well as impact of change in accounting policy regarding revenue recognition.

Gross Profit H1 Bridge Analysis



NOTE: Quantity variance includes mix effect; FX variance includes FX effect on sales, costs and currency hedging. Other includes price variance related to ChemChina-Syngenta Transfers & Divestments as well as impact of change in accounting policy regarding revenue recognition.

EBITDA H1 Bridge Analysis



NOTE: Quantity variance includes mix effect; FX variance includes FX effect on sales, costs and currency hedging. Other includes price variance related to ChemChina-Syngenta Transfers & Divestments as well as impact of change in accounting policy regarding revenue recognition.



ADAMA