

ISAGRO AS OF SEP. 30TH, 2015

Isagro SpA

Conference Call

Milan, November 12th, 2015



1 EXECUTIVE SUMMARY

2 BACK-UP

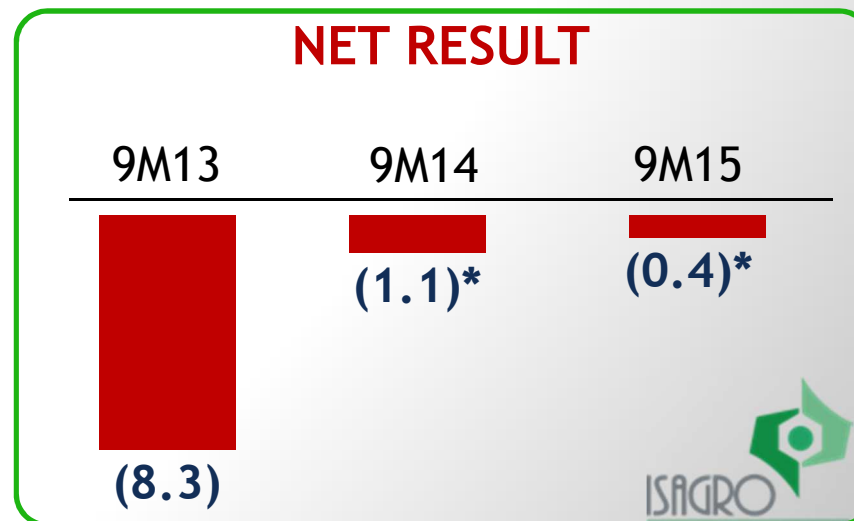
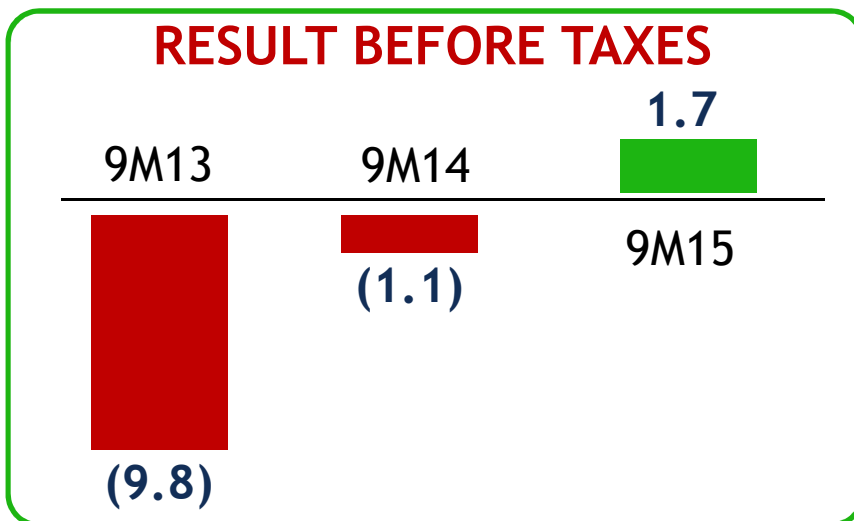
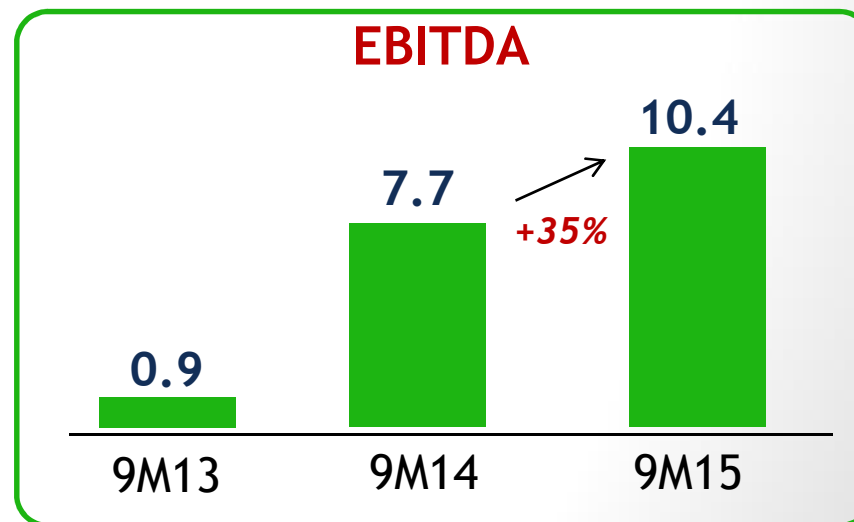
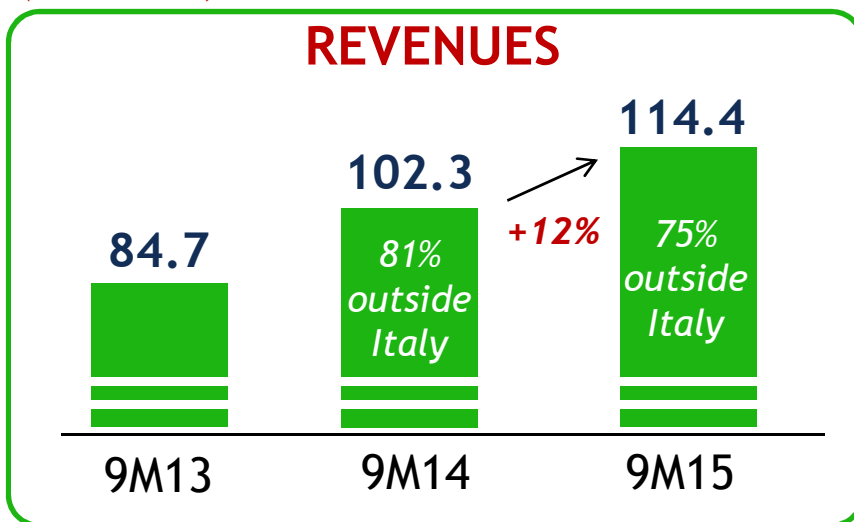
INTERIM RESULTS AS OF SEP. 30TH, 2015

MAIN EVENTS

ISAGRO IN THE STOCK MARKET

9 MONTHS RESULTS KEPT ON GROWING ...

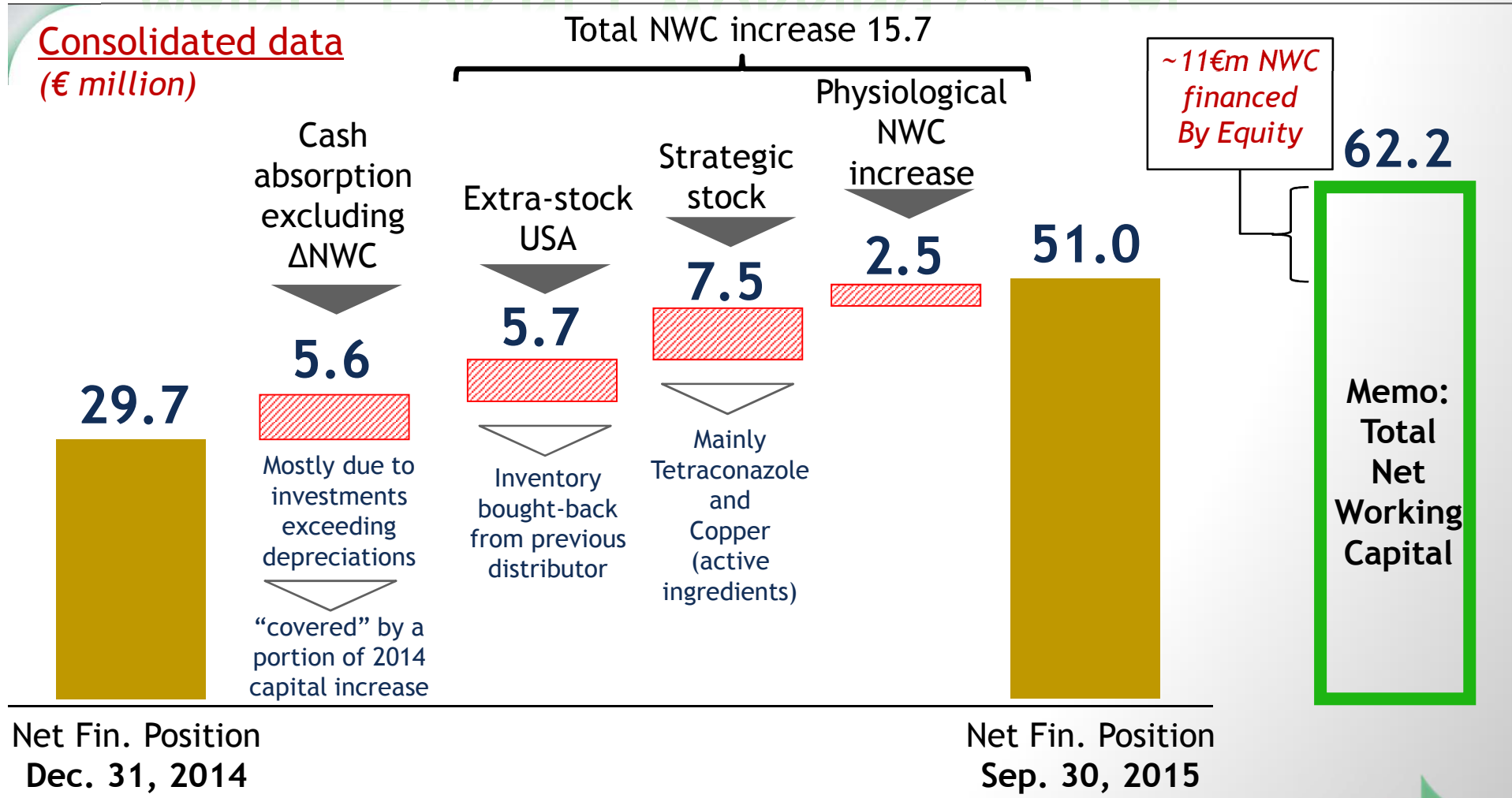
Consolidated data
(€ million)



* Not fully comparable due to different tax mix (ref. page 15)

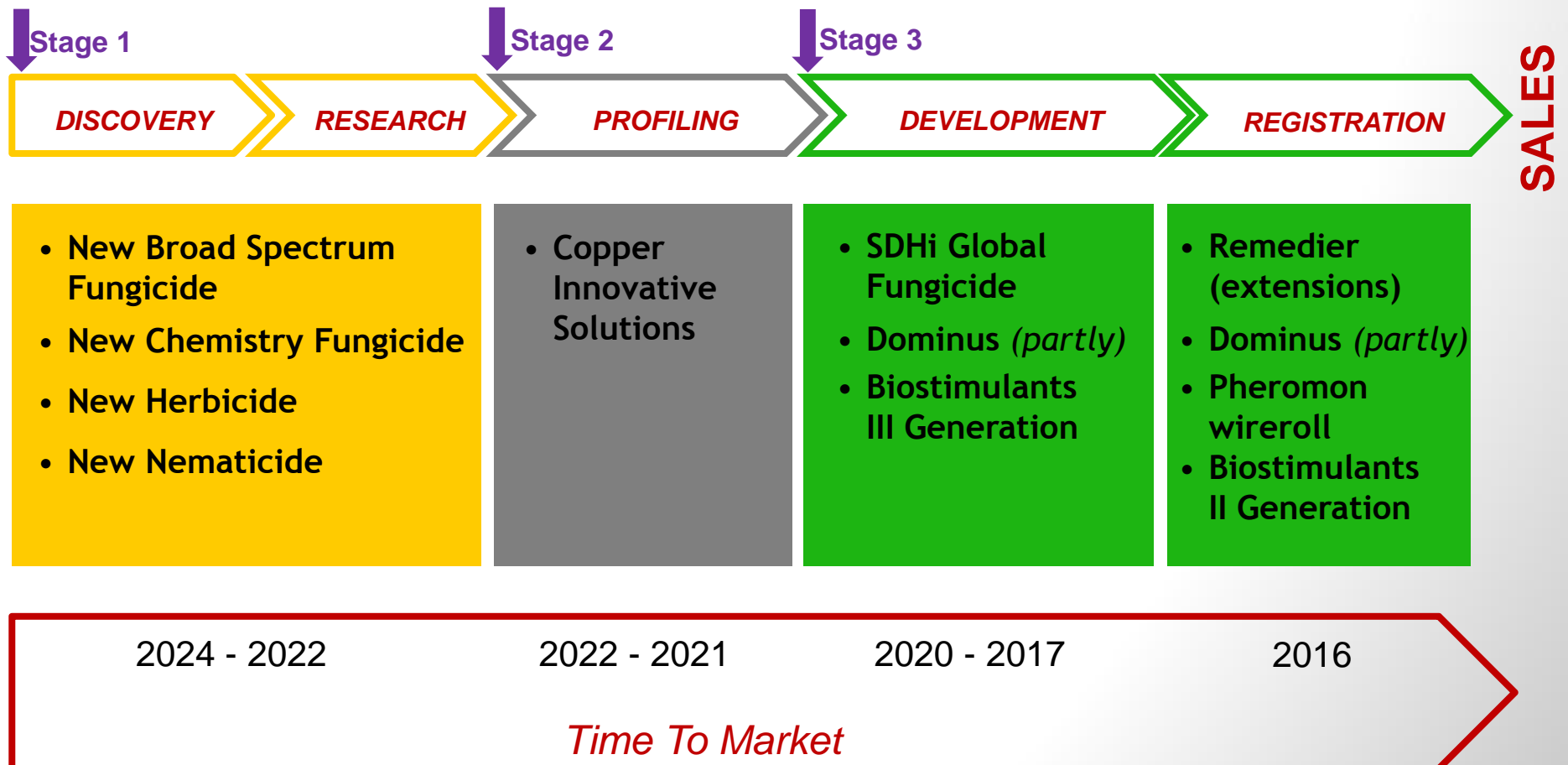
... WITH NET FINANCIAL POSITION INCREASING MAINLY FOR NET WORKING CAPITAL ...

Consolidated data
(€ million)

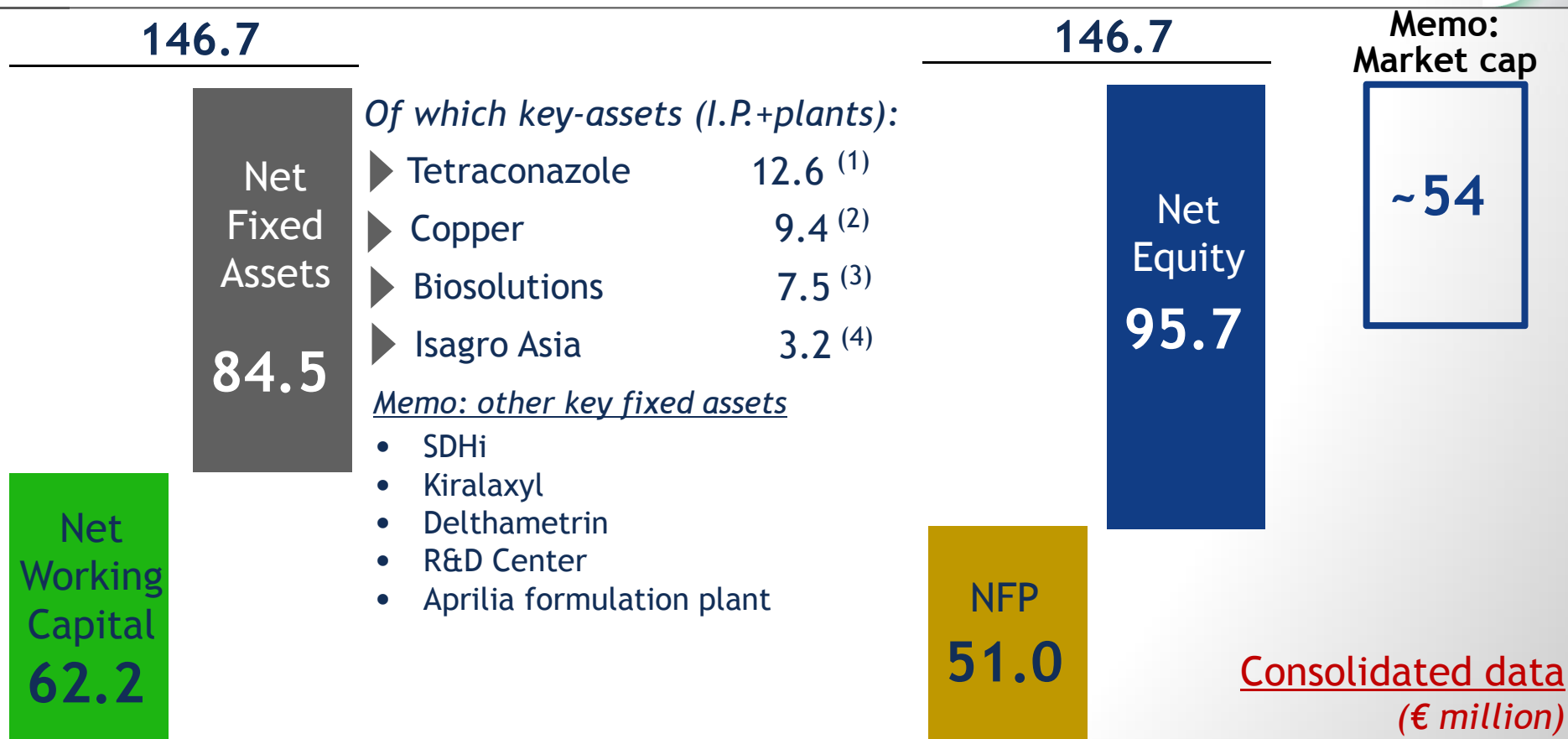


(UN-UTILIZED ISAGRO SPA'S BANKING LINES FOR NWC AS AT SEP. 30, 2015: ~48 €M)

... AND TO SUPPORT OUR R&D PIPELINE ...



... WITH BOOK VALUE OF KEY FIXED ASSETS LARGELY BELOW MARKET VALUE



Net Invested Capital
Sep. 30, 2015

Net Equity and NFP
Sep. 30, 2015

(1) Generating ~40€m annual sales

(2) Generating ~40€m annual sales

(3) Including Biofumigant (significant sales from 2017/18). Existing business generating ~12 €m annual sales

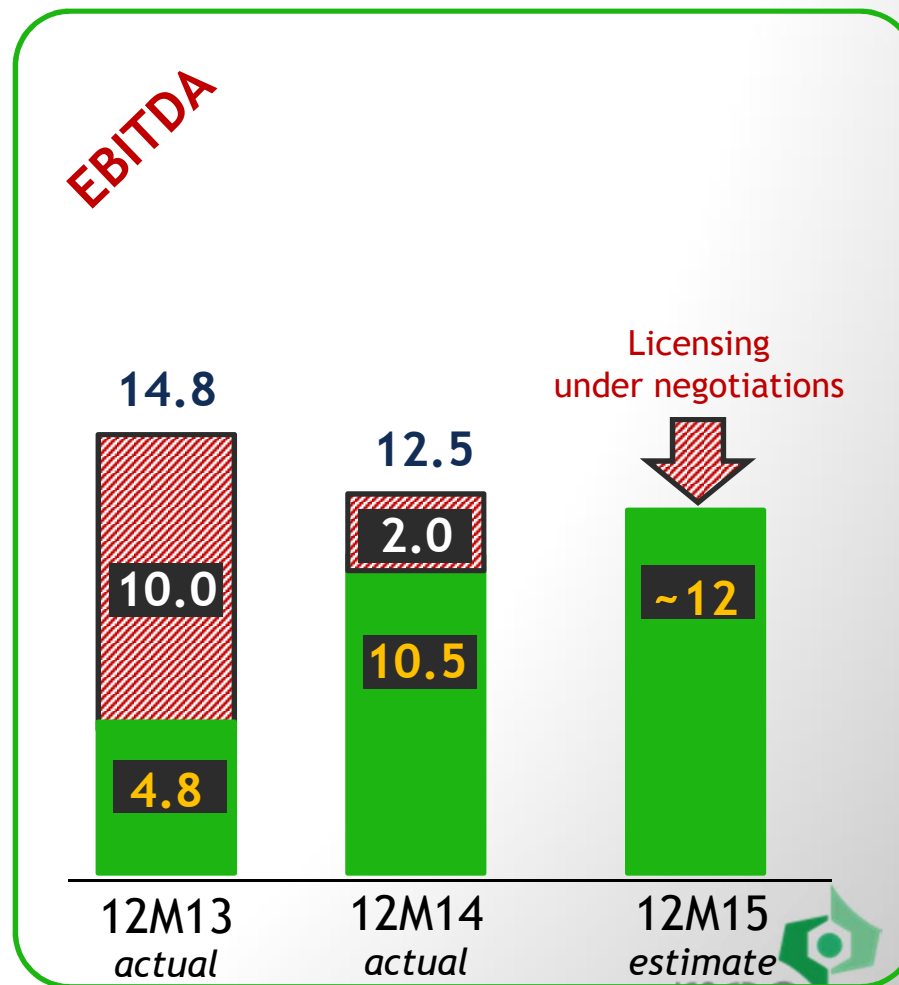
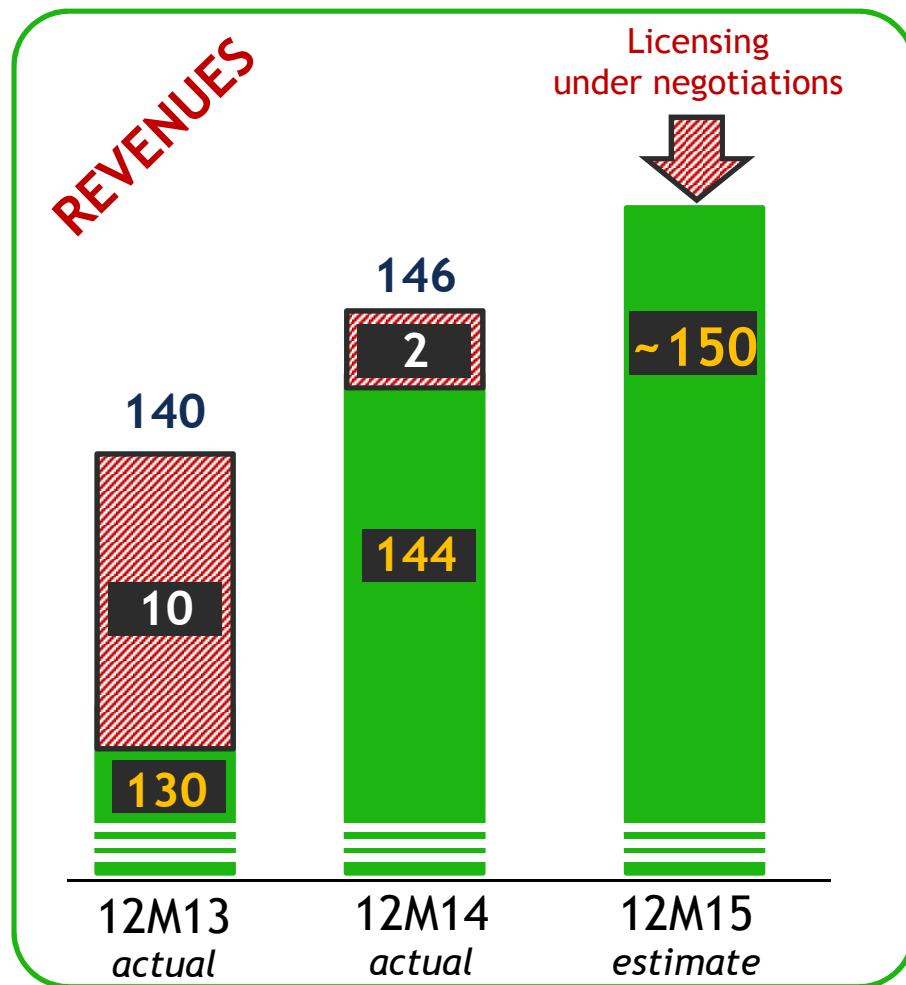
(4) Generating ~30€m extragroup annual sales

IN 4Q, THREE AREAS OF UNCERTAINTY ...

Market	Event	Effect	Normalization/ recovery
Brazil	<ul style="list-style-type: none">• Negative climatic conditions (El Niño)• Local economic / financial crisis	<ul style="list-style-type: none">• Reduced demand• High local stocks• Pressures on volumes and prices	<ul style="list-style-type: none">• Market recovery in 2016, normalized sales from 2017
USA	<ul style="list-style-type: none">• Dry season in Western States• Delay in the registrat. process of Bio-fumigant in California	<ul style="list-style-type: none">• Lower sales than estimated• Tetraconazole over-stock at distributor level	<ul style="list-style-type: none">• Stock reduction in 2016• Normalization from 2017
India	<ul style="list-style-type: none">• Negative climatic conditions (unfavorable monsoon season)	<ul style="list-style-type: none">• Reduced sales from lower demand	<ul style="list-style-type: none">• From 2016

... WITH GROWTH FOR FULL 2015 VS. 2014 LOWER THAN 9-MONTHS' ONE ...

- 4Q estimated sales and relevant EBITDA lower than both 4Q 2014 and budget



Crop protection products & services
 Proceeds from Licensing

Consolidated data (€ million)

... WHILE CONFIRMING CONSOLIDATED SALES REVENUES TARGET AT 200 €M IN THE MID TERM

Based on:

- ▶ Recovery of existing business in the Americas
- ▶ Growth of Biosolutions business
(also leveraging on new Biofumigant)
- ▶ New Copper formulations
- ▶ Commercial development in China, Asia/Pacific and EEMEA
- ▶ Supply of proprietary active ingredients as Licensor
- ▶ New Licensing agreements

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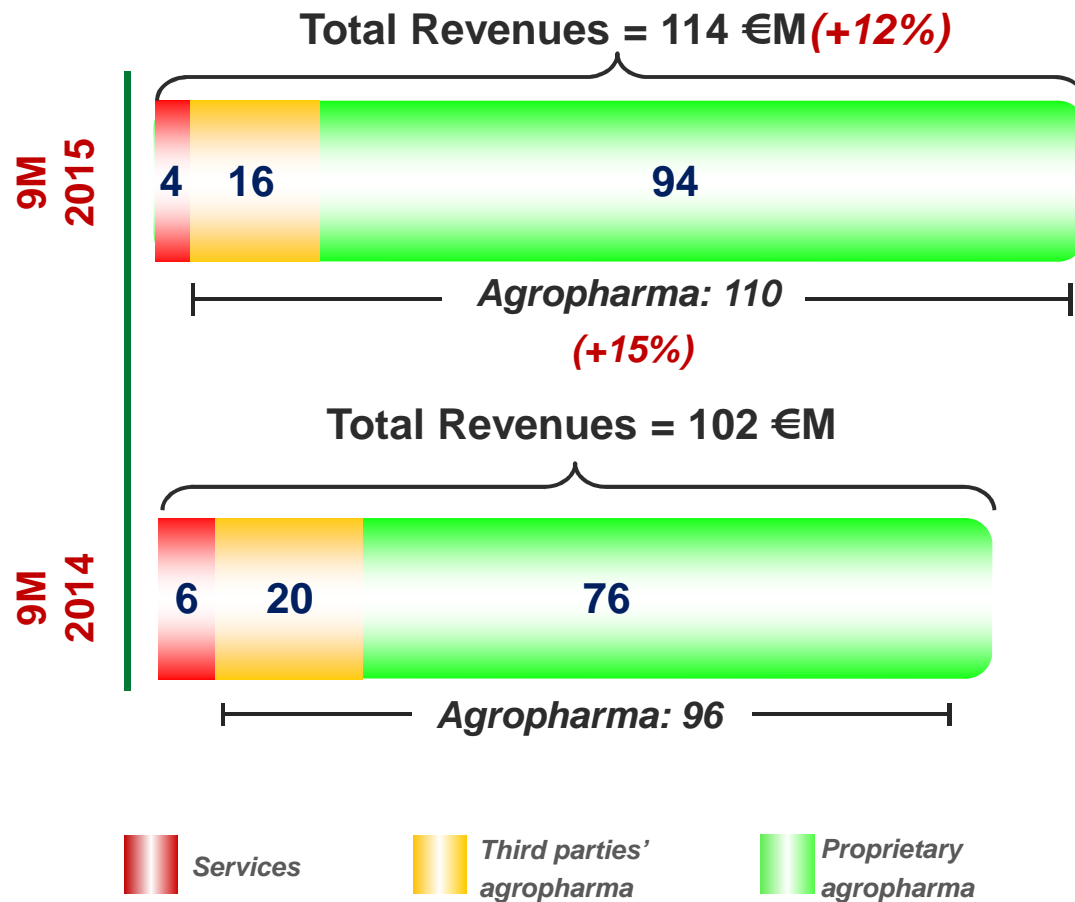
MAIN EVENTS

ISAGRO IN THE STOCK MARKET

CONSOLIDATED REVENUES

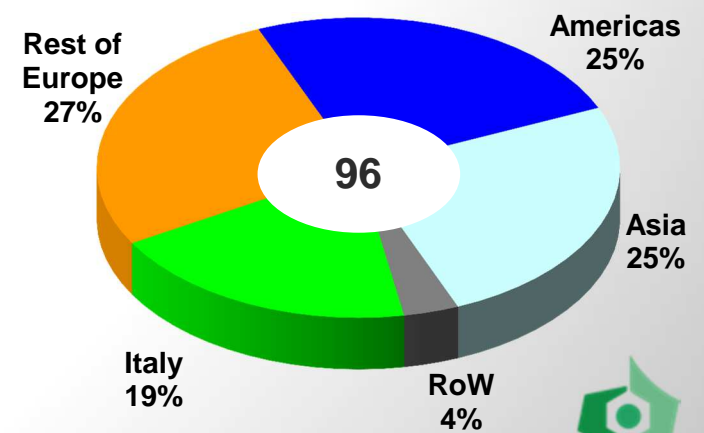
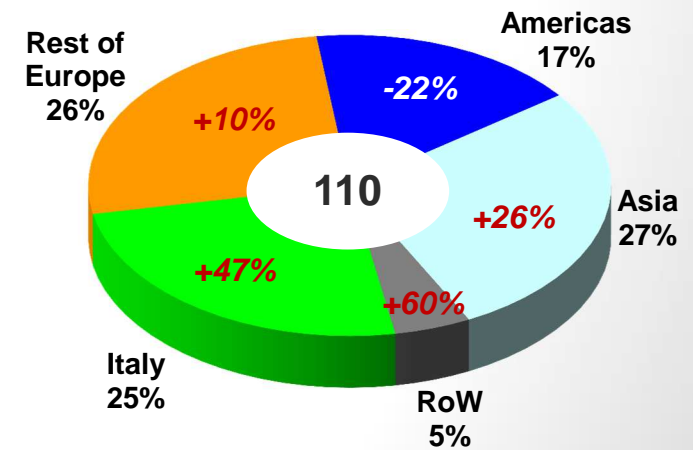
€ million

REVENUES BREAKDOWN BY PRODUCT CATEGORY



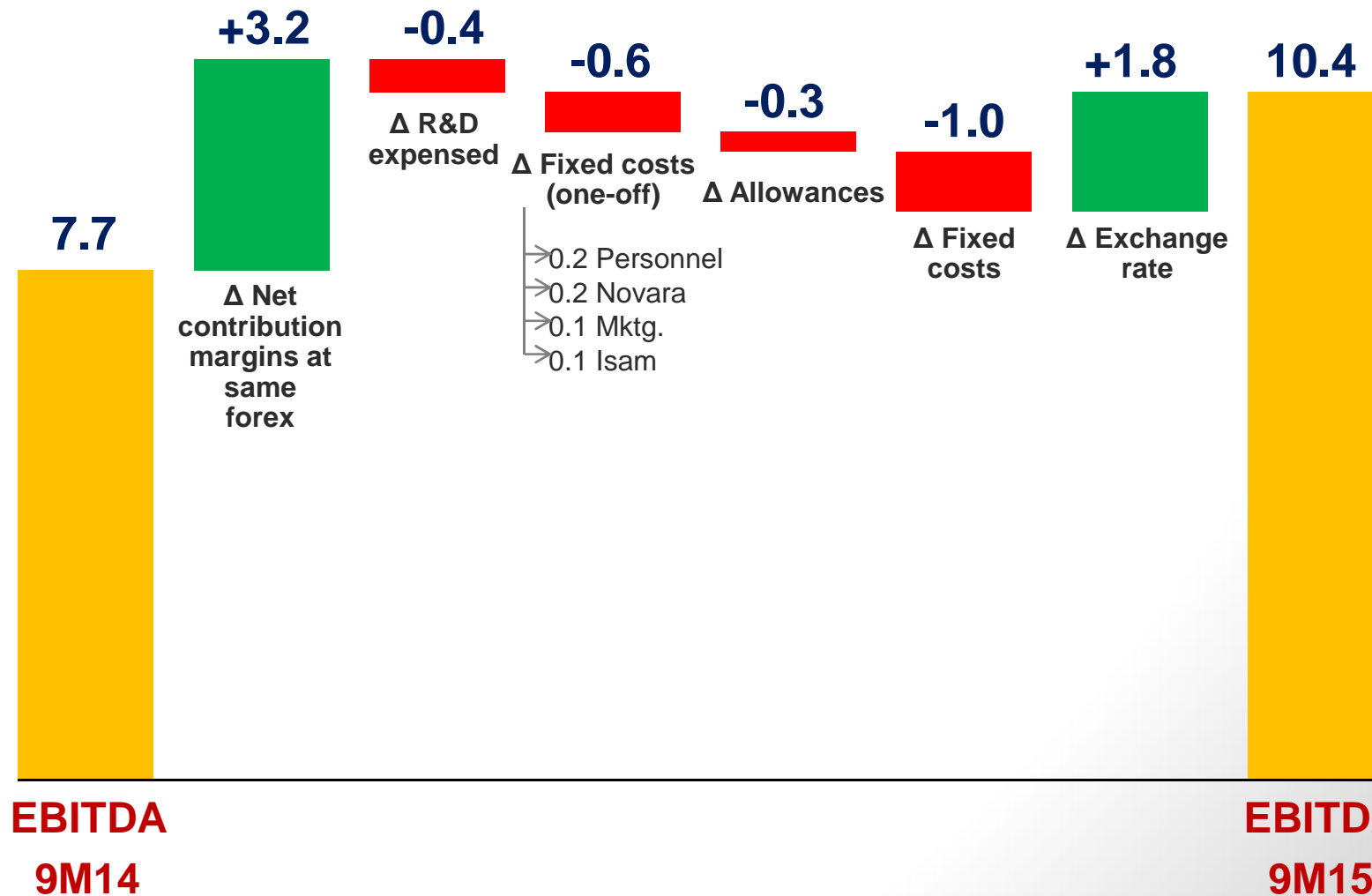
REVENUES BREAKDOWN BY REGION

(AGROPHARMA ONLY)



CHANGES IN CONSOLIDATED EBITDA

€ million



EBITDA
9M14

EBITDA
9M15





CONSOLIDATED P&L

€ million

	9M 2015	9M 2014	<i>Variances</i>	
REVENUES	114.4	102.3	+12.1	+12%
<i>Memo: labor cost</i>	(21.0)	(20.3)		
EBITDA	10.4	7.7	+2.7	+35%
<i>% ON REVENUES</i>	<i>9.1%</i>	<i>7.5%</i>		
Depreciation & amortization	(6.6)	(6.5)	-0.1	
EBIT	3.8	1.2	+2.6	<i>n/s</i>
Financial charges	(0.9)	(2.1)	+1.2	
Gain/(loss) from hedging on copper and EUR/USD*	(1.3)	(0.2)	-1.1	
RESULT BEFORE TAXES	1.7	(1.1)	+2.8	<i>n/s</i>
Current and deferred taxes	(2.1)	(0.0)	-2.1	
NET RESULT	(0.4)	(1.1)	+0.7	<i>n/s</i>

* Full impact of USD/EUR hedging for the estimated 12-month sales in USD, with 9 months representing around 50% of estimated total net annual sales in USD

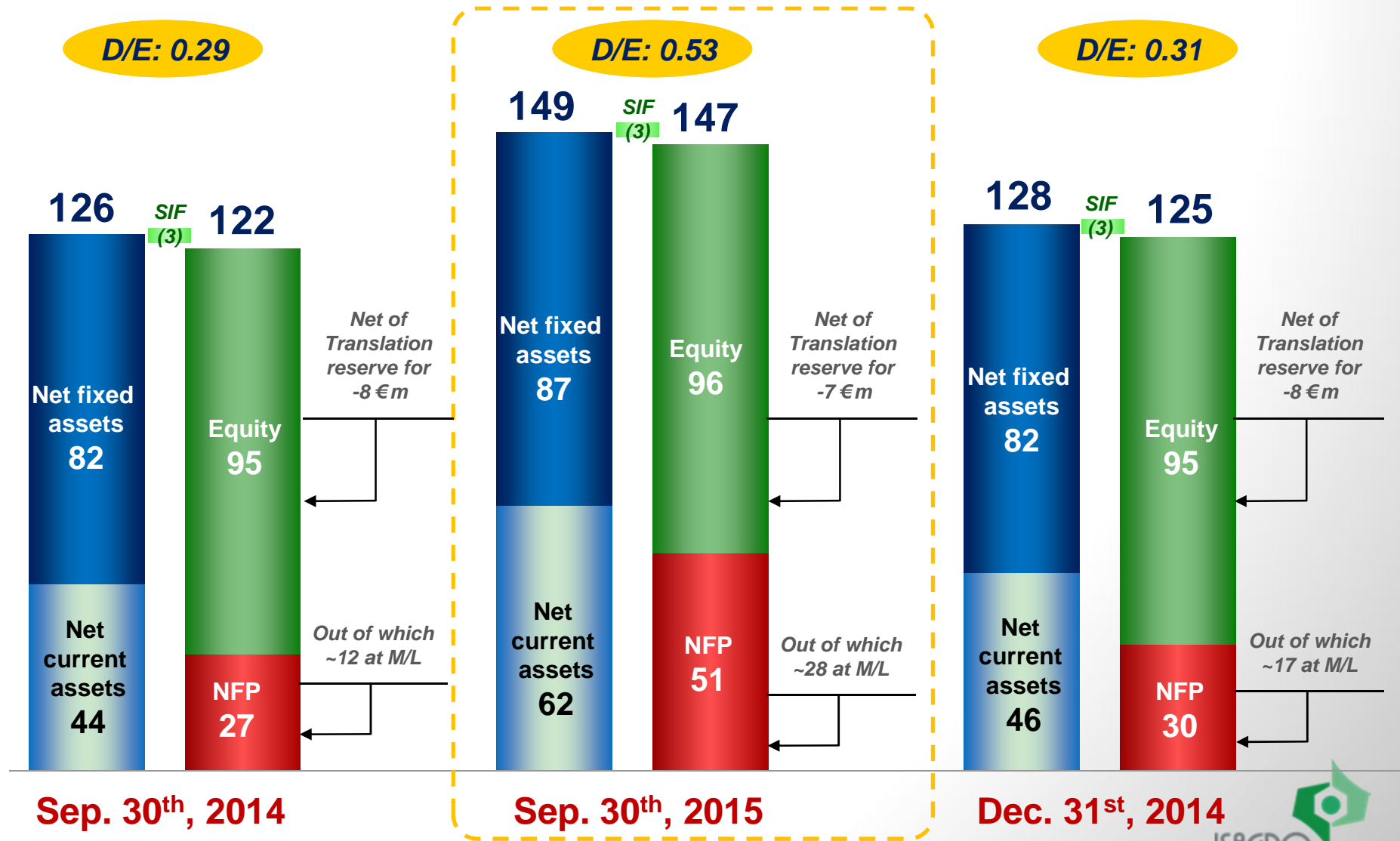
9M 2015 vs. 9M 2014: VARIATIONS AT FISCAL LEVEL

Consolidated data
(€ million)

	9M 2015	9M 2014	<i>Variances</i>
RESULT BEFORE TAXES	1.7	(1.1)	+2.8
Income taxes	(2.9)	(2.6)	-0.3
Deferred taxes	1.3	2.2	-0.9
Taxes on buy-back of shares (Isagro Asia)	(0.5)	-	-0.5
Fiscal reimbursement (Isagro USA)	-	0.4	-0.4
Total taxes	(2.1)	(0.0)	-2.1
NET RESULT	(0.4)	(1.1)	+0.7

CONSOLIDATED BALANCE SHEET

€ million



P&L OF OPERATING COMPANIES

€ million

ISAGRO GROUP		Isagro S.p.A. (Holding)	Isagro Asia (at 100%)	Isagro Colombia (at 100%)	Isagro España (at 100%)	Isagro USA (at 100%)
114.4 102.3	REVENUES Memo: 9M 2014	76.6 64.7	38.3 30.6	3.2 2.7	9.6 8.9	2.6 10.0
10.4 7.7	EBITDA Memo: 9m 2014	4.6 0.6	7.7 5.4	0.2 0.2	1.0 0.8	(1.4) 0.7
(0.4) (1.1)	NET RESULT Memo: 9M 2014	(0.9) (5.3)	4.9 3.5	(0.0) (0.0)	0.7 0.6	(1.1) 0.6

BALANCE SHEET OF OPERATING COMPANIES

€ million

ISAGRO GROUP		Isagro S.p.A. (Holding)	Isagro Asia (at 100%)	Isagro Colombia (at 100%)	Isagro España (at 100%)	Isagro USA (at 100%)
62.2	NET CURRENT ASSETS	38.8	17.8	1.3	0.9	6.9
84.5	NET FIXED ASSETS*	94.7	5.1	0.1	0.0	3.6
146.7	NET INVESTED CAP.	133.5	22.9	1.4	0.9	10.5
122.4	<i>Memo: 09.30.2014</i>	116.4	22.0	1.5	0.6	4.7
	<u>FINANCED BY:</u>					
95.7	EQUITY	84.5	30.0	0.8	1.1	1.5
95.1	<i>Memo: 09.30.2014</i>	85.6	26.6	1.3	1.0	2.4
51.0	NFP debt/(cash)	49.0	(7.0)	0.6	(0.2)	8.9
27.3	<i>Memo: 09.30.2014</i>	30.8	(4.6)	0.2	(0.4)	2.3

* net of Severance Indemnity Fund

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MAIN EVENTS

■ INAUGURATION OF THE NEW RESEARCH CENTER

On April 13th, 2015 Isagro S.p.A. inaugurated its own New Research Center (NRC) in Novara (close to Milan HQ) in a historical area for the Italian Chemistry, the former Istituto Donegani's one, which has seen coming to light many new products. A total of 9,400 sq.m., out of which 2,250 sq.m. of laboratories, 1,370 sq.m. of greenhouse and 750 sq.m. manufacturing plant.

■ PRE-PAYMENT OF THE TRANCHE OF THE EIB LOAN GUARANTEED BY UBI AND BNL

€ 7.4 M outstanding value (€ 10.0 M original value)

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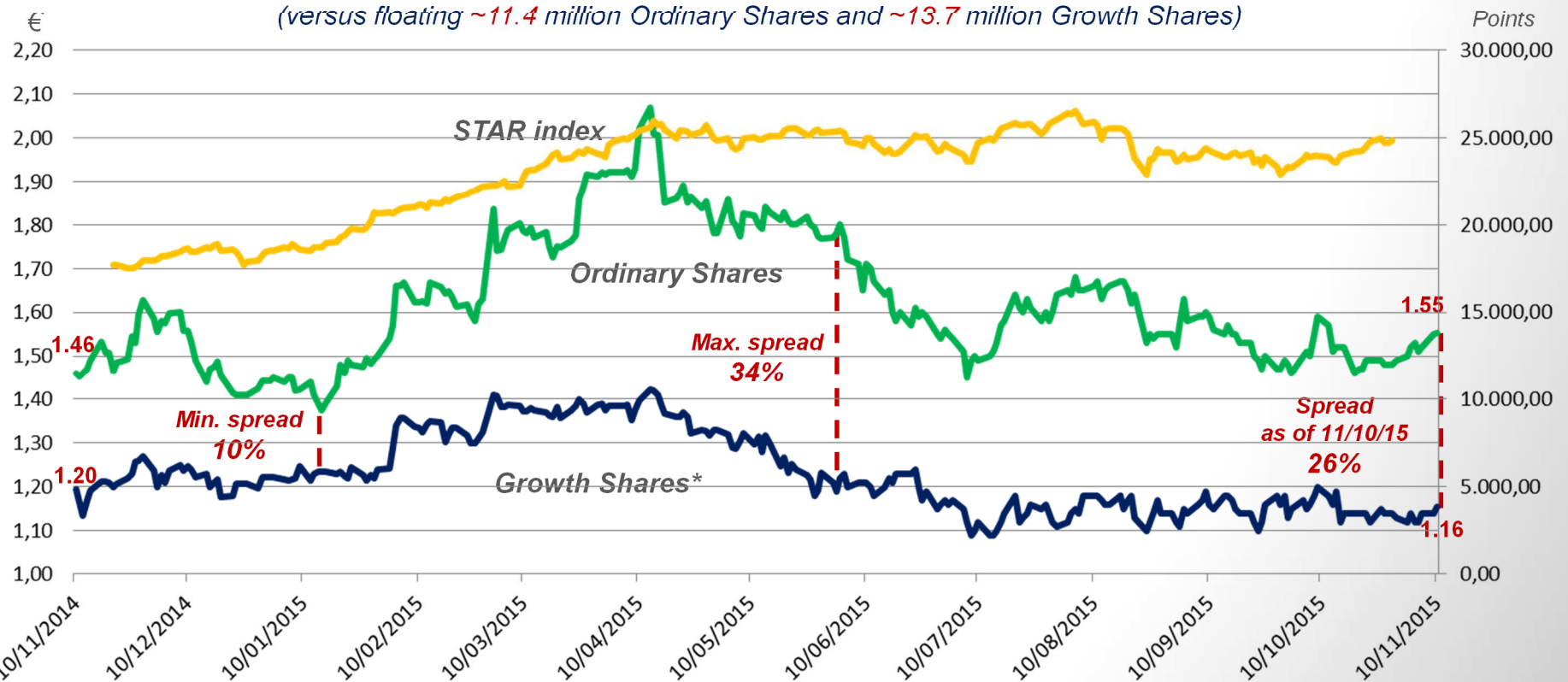
MAIN EVENTS

ISAGRO IN THE STOCK MARKET

UNJUSTIFIED SPREAD BETWEEN ORDINARY AND GROWTH SHARES

In the 12-month period: **~11.7 million Ordinary Shares** and **~5.7 million Growth Shares** traded

(versus floating **~11.4 million Ordinary Shares** and **~13.7 million Growth Shares**)



***Growth Shares** are a new category of special shares, issuable by companies having a Controlling Subject, which against the absence of voting right:

- **grant an extra-dividend** vs. Ordinary Shares (20% in the case of Isagro);
- **are automatically converted into Ordinary shares** if the controlling Subject loses control and/or in any case of Compulsory Public Offer

MARKET CAPITALIZATION LOWER THAN BOOK VALUE

*Price as of
Nov. 10th, 2015 €* *Market
Capitalization €M*

ORDINARY SHARES

1.553

38.1

GROWTH SHARES

1.155

16.4

MARKET CAP.

54.5

EQUITY BOOK VALUE

95.7*

Market capitalization < Book Value

* Book value of net fixed assets significantly lower than realizable market value

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