



Geographical Expansion into South America – August 2018

Acquisition of interests in two Brazilian based Agri-services businesses

Key Facts On Agreement

65%

shareholding
in Fortgreen

20%

shareholding
in Ferrari

15

locations

Focus on

speciality fertiliser,
agronomy and input
distribution and crop
handling services



Customer markets

in Paraná state (Brazil),
greater Brazil and
Paraguay

Strategic Rationale

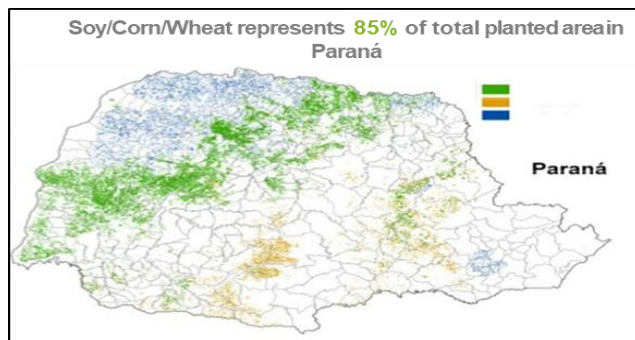
- Scale Origin's crop management service capabilities
- Highly relevant geography
- Exposure to value added segments within speciality crop nutrition with strong routes-to-market
- Platform for geographical diversification and seasonality balance
- Attractive returns on capital and earnings accretive
- Highly experienced, capable and Origin aligned in-country management team

Business Profile and Transaction Overview¹

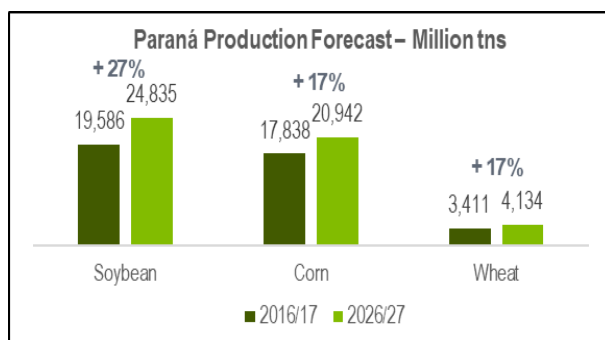
		
Business focus	Crop input development	Crop services
Customer (no.)	1,200	4,000
Positioning	Leading developer and manufacturer of high value nutrition and speciality inputs	Leading provider of agronomy services, inputs and crop handling / marketing services
Revenue	€28.4 million	€88.2m
EBITDA adjusted	€9.3 million	€4.3m
Enterprise valuation (100%)	€60.2 million	Not disclosed
Initial shareholding interest	65%	20%
Initial acquisition cost (payable on completion)	€41.3 million	Not disclosed
Maximum contingent acquisition consideration (payable 12 months following completion)	€9.0 million	-
Put and call option to acquire 100% interest	Yes	Yes

¹ As disclosed in June 19th RNS

Brazil Market Attractions



- Highly productive / fertile soils
- Favourable climate



- Capacity to grow two crops per season
- Favourable logistics to export

Integration and Management Structure

- Fortgreen acquisition completed 14 August 2018
- Origin executive leadership to be appointed to complement the existing in-country management team

Strong Financial Metrics with attractive returns

- Expected to be earnings enhancing in first year following acquisition with attractive margin profile
- Expected to enhance Group returns on capital from first full year following acquisition
- Highly cash generative
- Investment provides complementary seasonality and geographical diversification to the Group's established business profile

Key Markets Facts

- Second largest Global Agriculture Exporter
- Crop production - 230 million tonnes / Average yield 3.7t ha
- Total harvested area – 62 million hectares
- Primary Producers – increasing professionalisation
- Speciality Nutrition – second stage application dedicated to professional holdings

At A Glance

Origin is a focused Agri-Services group providing specialist On-Farm Agronomy Services, Digital Agricultural Services and the supply of crop technologies and inputs. The Group has leading market positions in Ireland, the UK, Belgium, Brazil, Poland, Romania and Ukraine. Origin is listed on the ESM and AIM markets of the Irish and London Stock Exchanges.



Origin
ENTERPRISES PLC

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