



Q4 and Full Year 2012 Review and Financial Results



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Concluding another record year



	QoQ	YoY
Sales	+ 5.5%	+ 5.3%
Gross Profit	+ 5.9%	+ 6.9%
Operating Income	+ 148.7%	+ 15.8%
Income before tax	+ 26.7%	+ 27.5%
Net Income	+ 17.8%	+ 1.6%
EBITDA	+ 54.3%	+ 15.3%





Concluding another record year

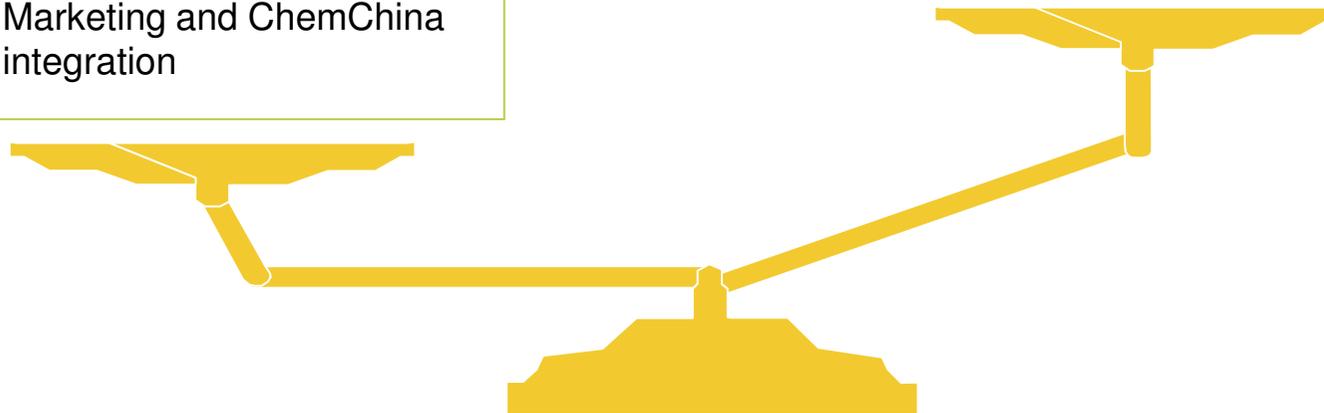


Achievements

- Market share gains in key countries
- Further differentiation of the Company's product portfolio
- Increase in sales quantities
- Continued progress in the implementation of the Company's strategic initiatives including Global Marketing and ChemChina integration

Challenges

- Unfavorable exchange rates
- Difficult weather conditions in the USA, Argentina, and North Europe
- Increase in raw material prices





What we have done during the last three years (2010-2012)





Laying the foundation for a new future – a continued process



Enhancing organizational innovation



Novel Agricultural Technologies Division – new frontiers



Evolving our marketing capabilities



Advancing product portfolio differentiation



Business combination with ChemChina



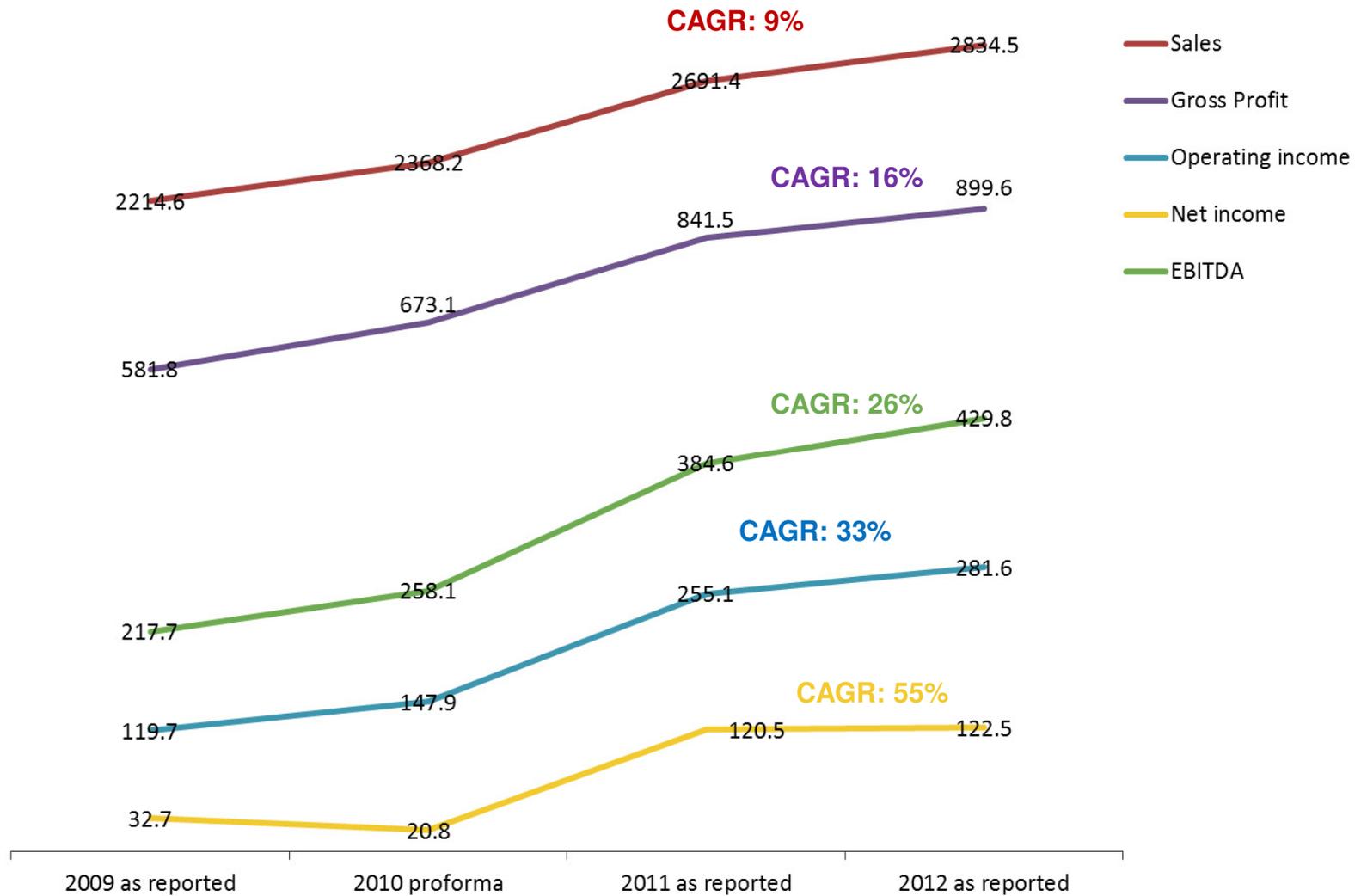
Defining MAI organizational backbone (values, purpose, and visionary goal)



Financial Results



2009-2012 financial figure highlights





Improvement in all financial indicators FY 2012



(\$mm)	2012 Actual	2011 Actual	Change
Sales	2,834.5	2,691.4	5.3%
Gross Profit	899.6 31.7%	841.5 31.3%	6.9%
Operating Income	281.6	243.1	15.8%
Income before tax	161.7	126.8	27.5%
Net Income (Loss)	122.6	120.7	1.6%
EBITDA	429.8	372.8	15.3%
Cash flow provided by operating activities	63.3	306.2	-



Improvement in all financial indicators Q4 2012



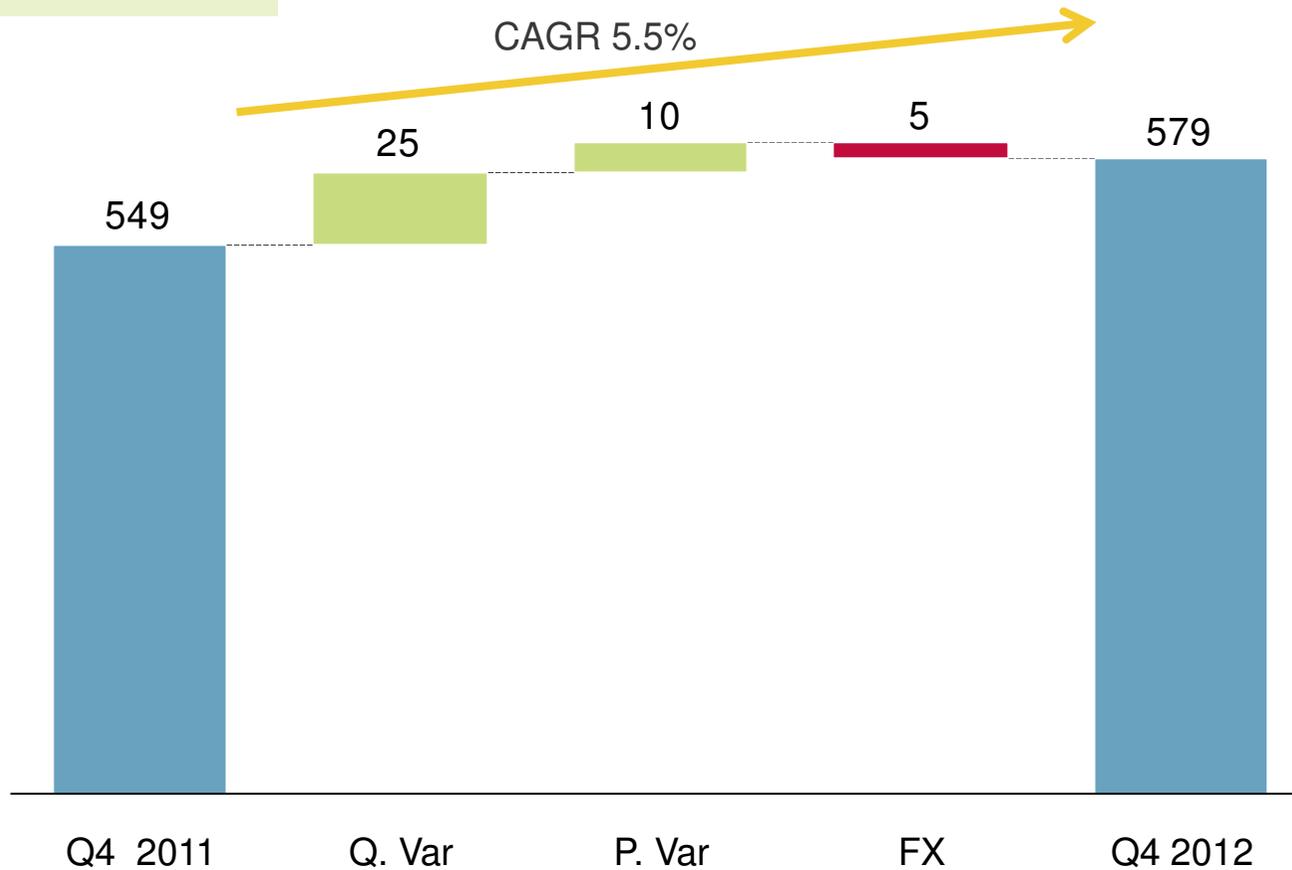
(\$mm)	Q4 2012 Actual	Q4 2011 Actual	Change
Sales	579.5	549.3	5.5%
Gross Profit	158.7 27.3%	149.8 27.3%	5.9%
Operating Income	3.0	(6.2)	148.7%
Income before tax	(26.6)	(36.2)	26.7%
Net Income (Loss)	(21.9)	(26.7)	17.8%
EBITDA	41.1	26.6	54.3%
Cash flow provided by operating activities	12.4	53.7	-



Q4 sales analysis 2012 vs. 2011 (\$mm)



Growth in constant currency terms – 6.5%

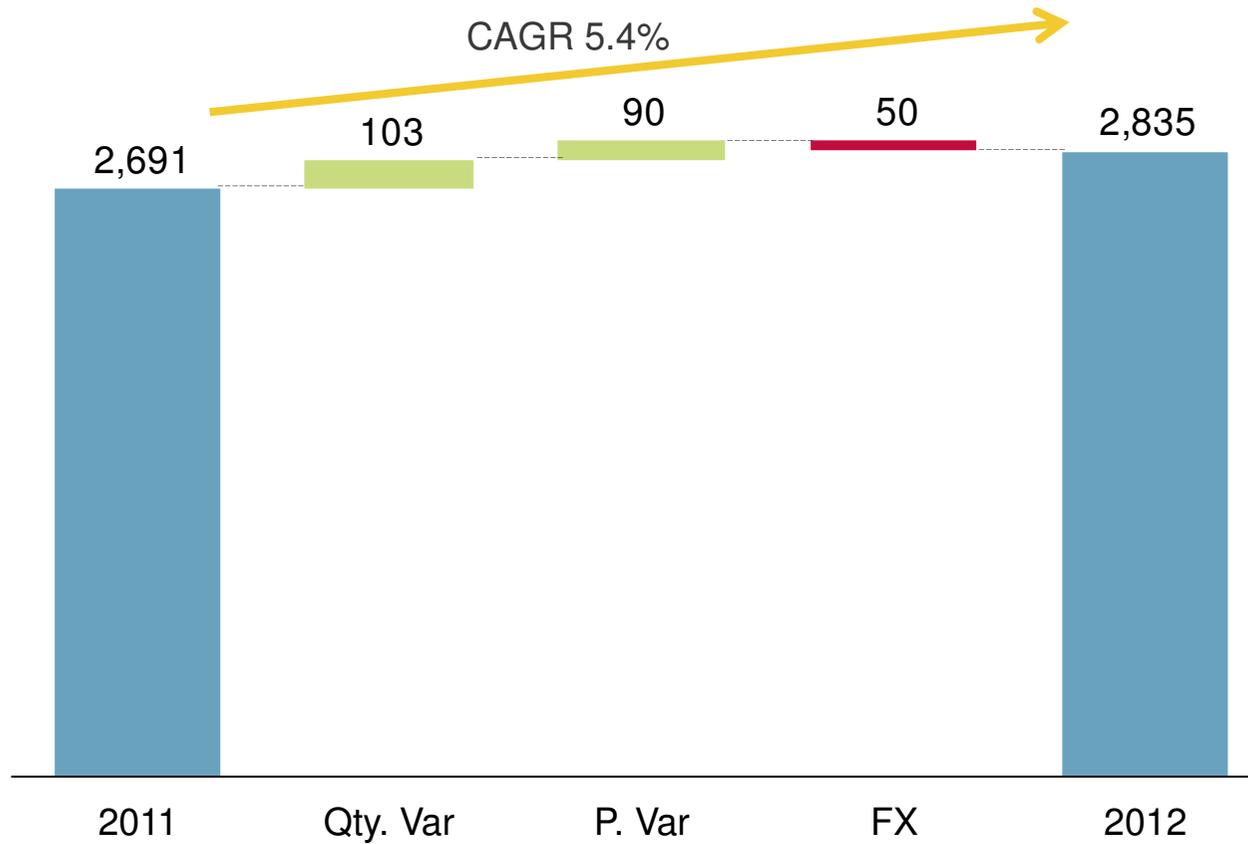




Sales analysis 2012 vs. 2011 (\$mm)



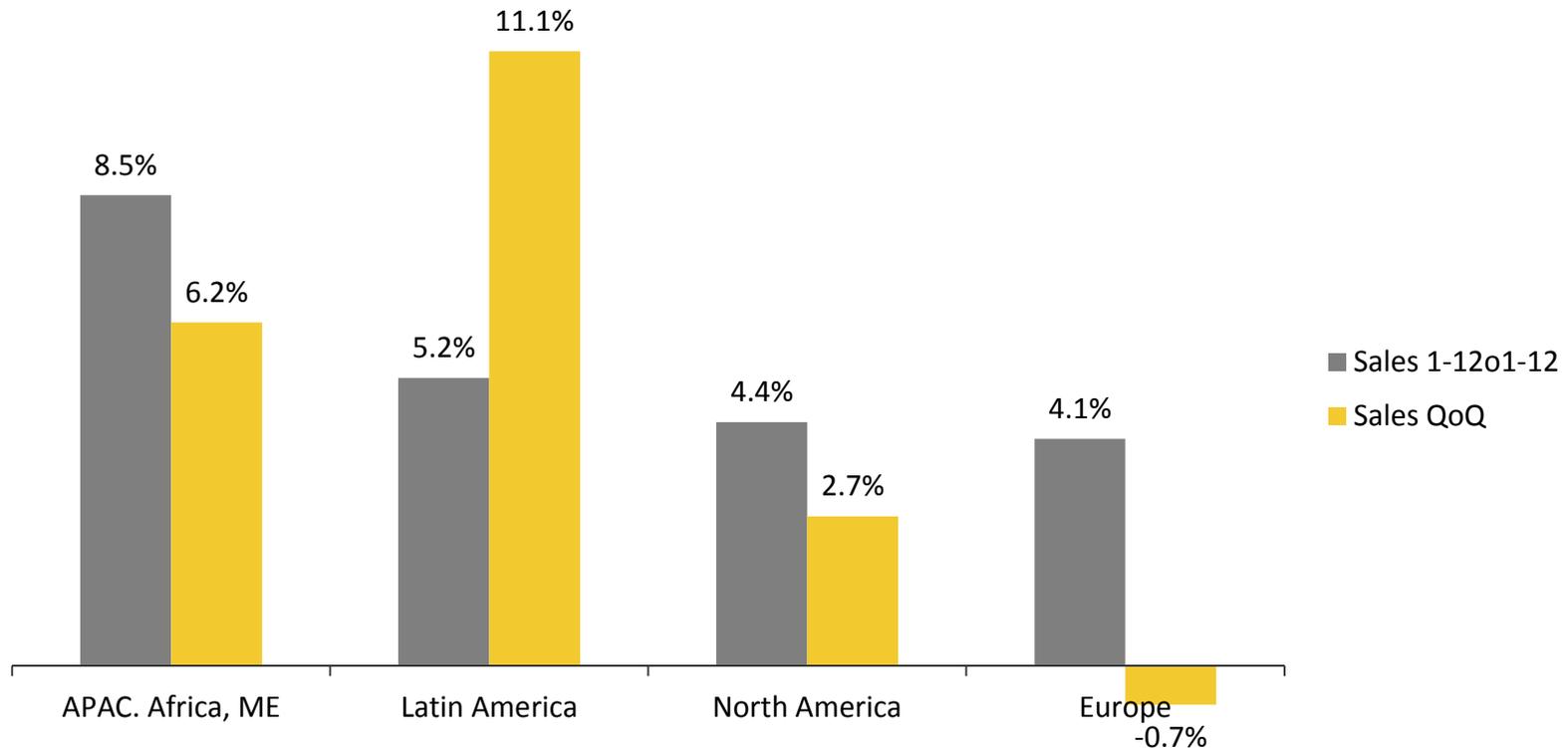
Growth in constant currency terms— 7.2%





Strong performance across all regions

Sales change by region (based on USD sales)



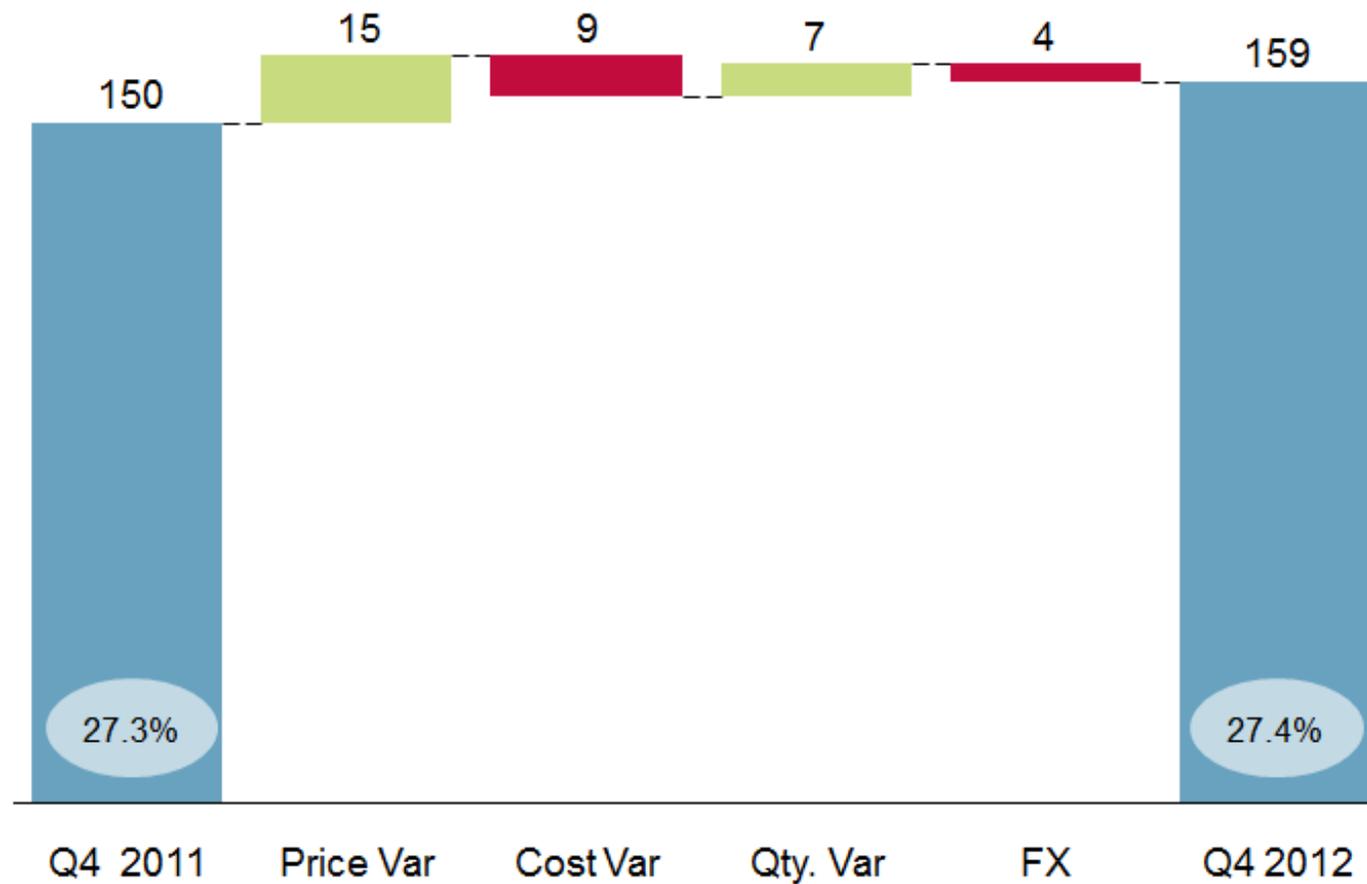
- Challenging weather conditions in India
- Product launches across the region

- Challenging weather conditions in USA and Argentina
- Key registrations obtained in **Brazil**
- MAI began operation in **Peru**

- Market share gains across the region
- Record sales in key markets

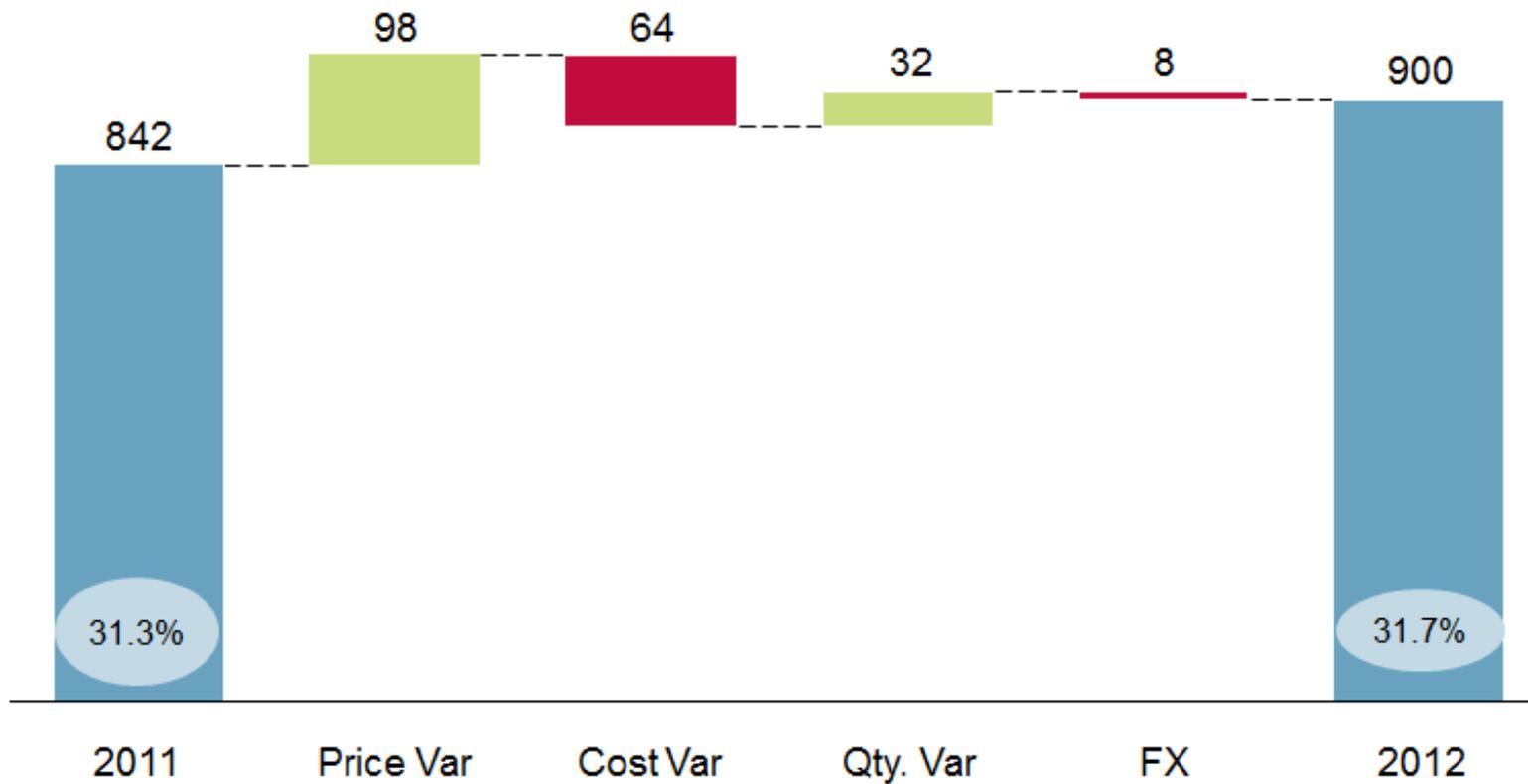


Q4 GP analysis 2012 vs. 2011 (\$mm)





GP analysis 2012 vs. 2011 (\$mm)





Registration and product launches



- Achieved **313** new registrations globally (compared to 220 in 2011)
 - Milenia was the number 1 in “number of approvals” in 2012 among the top 15 companies into the Brazilian market
- **21** new products launched from global development

GALIL

HERBICIDE
DEFYTM
LV-6

Albatross^{200 SC}

AZIMUT

PLETHORA
Insecticide

WeedlockTM
Herbicide

INSECTICIDE
PITCH

CALMA

CORMORÁN[®]
WIDE SPECTRUM



Thank you