

Innovation Challenge

September 2023

Prescriptive Solutions,
Sustainable Production





Origin Overview

Origin At A Glance

A focused agronomy group providing specialist advice, inputs and digital solutions to growers and professionals in agriculture, amenity, landscaping and ecology markets.

Our Offer

- > Agri-Services
- > Crop Nutrition
- > Amenity & Ecology Solutions
- > Digital Agronomy

Our Markets

- > Agriculture
- > Amenity
- > Landscaping
- > Ecology

IRELAND AND
THE UK

CONTINENTAL
EUROPE

LATIN
AMERICA



10.6m

Hectares annually
influenced



2,643

Employees



55,000

Crop Field Trials



92

Demonstration
Farms



99

Distribution
Points



32

Input Formulation
and Processing
Facilities

Our Strategy

Our Purpose

To optimise the sustainable use of land through innovation and integrated solutions

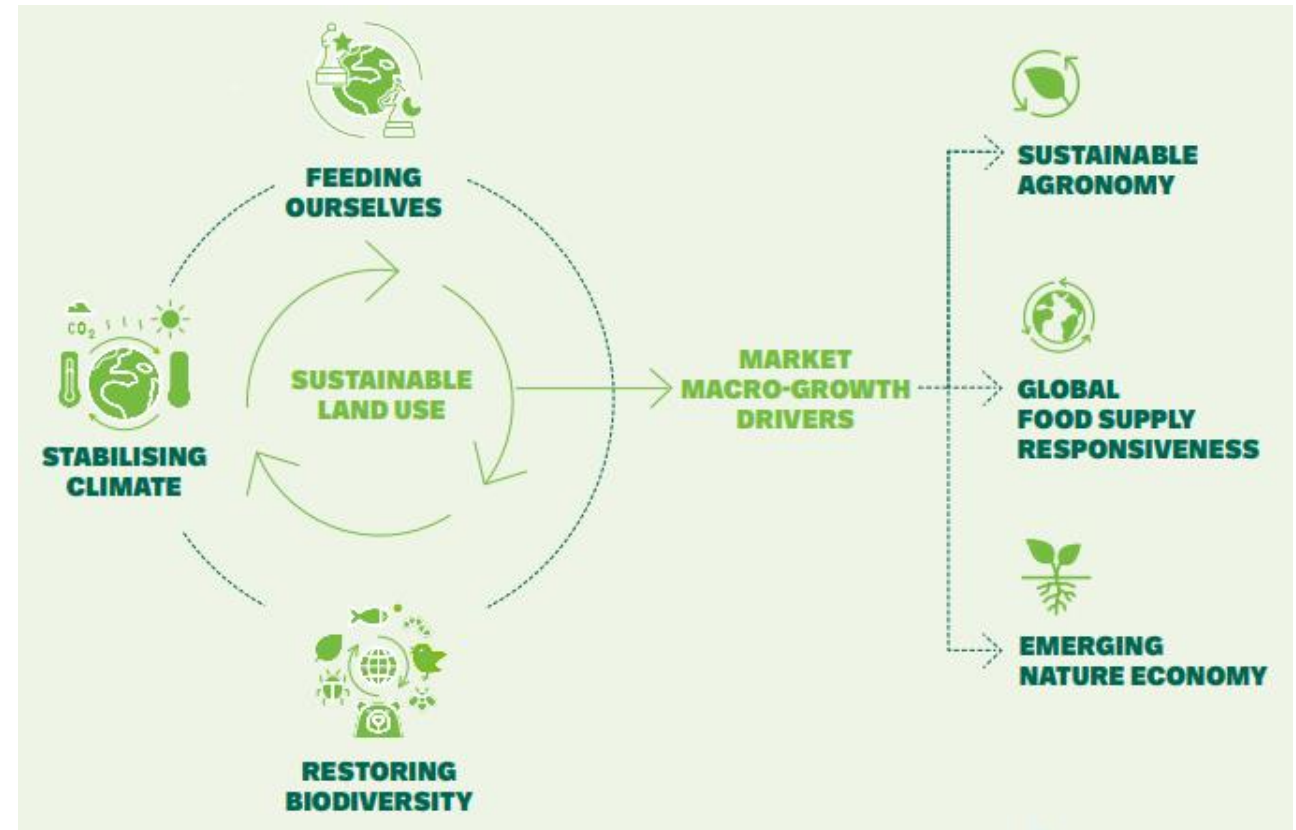
Our Vision

To be the leading and trusted partner of choice for growers and professionals in agriculture, amenity, landscaping and ecology markets

Growth Drivers

Our business model responds to three macro-growth drivers in our markets:

- › Sustainable Agronomy,
- › Global Food Supply Responsiveness
- › Emerging Nature Economy



Strategic Priorities

Our strategic priorities are key in enabling delivery against the macro growth drivers.



Building and maintaining customer-centric, market-leading business models



Transitioning our product and services portfolio to optimise yields sustainably



Accelerating investment in products and services benefiting sustainable land use

Our Commitment to Sustainability

At a glance

Origin Enterprises plc

Nurturing Growth is Origin’s long-term sustainability framework to 2030. It’s key goals are:

- › Fast-track BioSolution Development & “Green List”
- › Establishing 1,000 miles of wildlife corridors
- › Benchmark soil health
- › Improve NUE of crops by 20%



Agrii UK | Poland | Romania | Ukraine

Green Horizon’s is Agrii’s commitment to lead the way in sustainable food production and support our customers in becoming more resilient in an increasingly uncertain world.

- › Farmer Network
- › Insight Reports
- › ADAS YEN Zero
- › Launch of Soil Resilience Strategy



Origin Fertilisers UK

Fertile Future describes the products, tools and services that Origin Fertilisers is developing to help deliver against key objectives.

- › Fertile Future - Sustainability Roadmap
- › NUTRI-CO2-OL tool profiling fertiliser range
- › NUTRI-MATCH prescription fertilisers
- › NUTRI-CHECK operational sustainability
- › Minimum 30% recycled material in bags



Our Geographic Footprint

Ireland and the UK

Origin has leading positions in the UK Agri-Services market, the Irish and UK Crop Nutrition markets and the UK Amenity Solutions market.



€1,614.4m	€94.5m
Revenue	Operating Profit
1,523	c.30,000
Employees	Customers

Continental Europe

Origin is a recognised market leader in the provision of Agri-Services and Crop Nutrition in our Continental European markets.



€461.8m	€14.8m
Revenue	Operating Profit
933	c.18,000
Employees	Customers

Latin America

Origin has a controlling interest in Fortgreen. Fortgreen is an established leader in the development and marketing of value-added crop nutrition and speciality inputs.



€73.2m	€9.7m
Revenue	Operating Profit
187	c.1,000
Employees	Customers

Our Businesses

Origin Enterprises plc

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graph TD; OE[Origin Enterprises plc] --> AS[Agri-Services]; OE --> CN[Crop Nutrition]; OE --> AES[Amenity & Ecology Solutions]; OE --> DA[Digital Agronomy]; AS --> AgriUK[Agrii UK]; AS --> AgriPol[Agrii Poland]; AS --> AgriRom[Agrii Romania]; AS --> AgriUkr[Agrii Ukraine]; CN --> Goulding; CN --> OFUK[Origin Fertilisers UK]; CN --> Fortgreen; CN --> RHH[R&H Hall]; AES --> OAS[Origin Amenity Solutions]; AES --> PBK[PB Kent]; AES --> Linemark; AES --> GT[Green-tech]; AES --> KE[Keystone Environmental]; DA --> RHIZA; DA --> OD[Origin Digital];
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Agri-Services

Agrii UK
Agrii Poland
Agrii Romania
Agrii Ukraine

Crop Nutrition

Goulding
Origin Fertilisers UK
Fortgreen
R&H Hall

Amenity & Ecology Solutions

Origin Amenity Solutions
PB Kent
Linemark
Green-tech
Keystone Environmental

Digital Agronomy

RHIZA
Origin Digital

What We Do



> Agri-Services

- > Priority #1 – Championing our customers' needs.
- > Trusted advisors– identifying proven technologies that deliver practical benefits on-farm.
- > Increasing farm productivity and enhancing the environment.



> Crop Nutrition

- > Developing sustainable products and solutions, including prescription nutrient blends.
- > Production of higher margin proprietary value add products.
- > Expansion of in-house (Folig & Fortgreen) portfolio across Europe.



> Amenity & Ecology Solutions

- > Addressing a growing interest in social and health benefits related to green spaces.
- > Early adopter –pioneering value-add technologies.
- > One-stop shop serving multiple end markets.



> Digital Agronomy

- > Providing access to enhanced agronomic advice and expertise.
- > Developing climate-smart products that facilitate sustainable practices.
- > Simplifying user engagement to deliver in-house and on-farm efficiencies.

The Challenge

A close-up photograph of a person's hands planting a small green seedling into dark, rich soil. The person is wearing a light-colored, long-sleeved shirt. The hands are positioned on either side of the seedling, gently holding it in place. The soil is dark brown and appears moist. The background is blurred, showing more of the person's arms and the natural setting.

Measurement and Reporting of our Scope 1, 2 and 3 emissions

Climate Change



Targets:

Commitment to Science-Based Targets and Net Zero emissions by 2050, at the latest

Our commitment to reducing our environmental footprint and enhancing our sustainability credentials is an absolute. We do not currently have GHG emission reduction targets, as we are in the process of measuring our Scope 3 GHG emissions and aligning to the Science-Based Targets initiative (SBTi) to which we are committed.

We are on track to complete the analysis required for determining our targets across Scope 1-3, to be finalised in 2022, with targets verified by 2023.



KPI / Innovation	Measure	Baseline	2021	2022	2050
Commitment to SBTi	SBTi measures		Commenced work towards SBTi	Committed to the SBTi process to set measures and targets by 2023	SBTi targets met
Scope 1 emissions reduction	CO ₂ e tonnes	18,363 (2017)	17,220	17,678	Net Zero emissions
	% decrease in fleet emissions	- (2017)	11.2%	14.9%	Net Zero emissions
Scope 2 emissions reduction	CO ₂ e reduction	4,278 (2017)	3,065	2,972	Net Zero emissions
Scope 1 & 2 emissions reduction	CO ₂ e reduction	22,651 (2017)	20,285	20,649	Net Zero emissions
Scope 3 emissions reduction	CO ₂ e reduction	Baseline exercise in progress			Net Zero emissions

In order to set and verify Scope 1-3 GHG emission targets by 2023, we will adopt a phased approach, focusing on:

1. Measure Scope 1, 2 and 3 emissions
2. Set Targets
3. Verify the Targets
4. Develop Low Carbon Plan.

We have....

- Many different businesses of varying scale
- Operating in different market sectors and geographies
- With different ERP and other underlying systems (especially recent acquisitions)
- Some manual systems and processes in some companies (e.g. employee expenses)
- And a variety of suppliers with different internal systems and carbon reporting maturity

We need to....

- **Systemise our capture, collation, reporting and analysis of Scope 1, 2 and 3 emissions across our diverse business and applications landscape**
- **Replacing current Excel based model (see attached)**
- **Allow for manual entry/adjustments**
- **Provide templates and APIs for our diverse supplier base in order to capture Scope 3**
 - Our biggest technical challenge

Note: The group preference is for solutions that are compatible with the Microsoft technology stack (i.e. Azure, Power BI, SQL Server)

Why do we need to do this?

1. We're looking to move off excel so we can capture data at source, ensure accuracy and increase overall effectiveness in meeting our sustainability targets.
2. Reducing the time it takes to manage and respond to disclosure frameworks by automapping to them (CDP, TCFD, CSRD when it is released).
3. Drilling down on all of our environmental metrics but in particular the scope 3 emissions.
4. Be regulation ready and equipped for future acquisitions as we continue to grow.
5. To centralise our data in one place so that we have complete oversight and analytics within our 5 countries.
6. Life is made easier for our team.