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# **CEREXAGRI ACQUISITION**

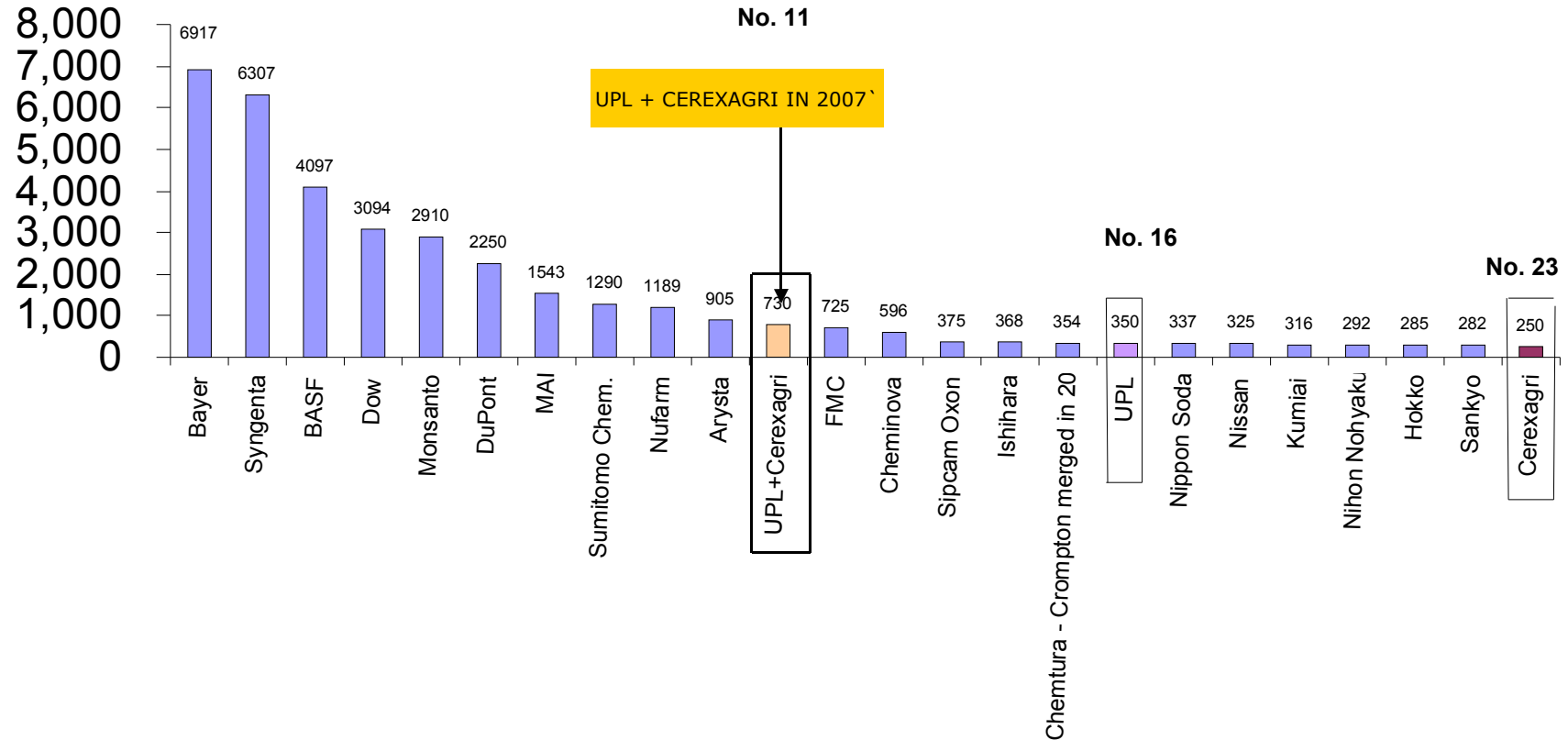
**November 2006**

# Cerexagri Acquisition

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- UPL will acquire 100% of Cerexagri, a crop science business unit of Arkema
- 10 Subsidiaries and 4 Joint ventures
- Acquisition cost Euro 111 mn ( Subject to closing adjustments )
- 9 Plants ( France 4 , Netherlands 1 , Spain 2 , Italy 1, China 1 )
- 630 Employees ( US 106 , Europe 454 , ROW 70 )
- Global leader in post harvest fruits and vegetable treatment “ Decco”
- Turnover approx Euro 200 mn. (US\$ 250)
- Subject to Arkema’s and Cerexagri’s Works Council consultation and Anti-trust approvals in some countries
- Expected closing 1Q of 2007

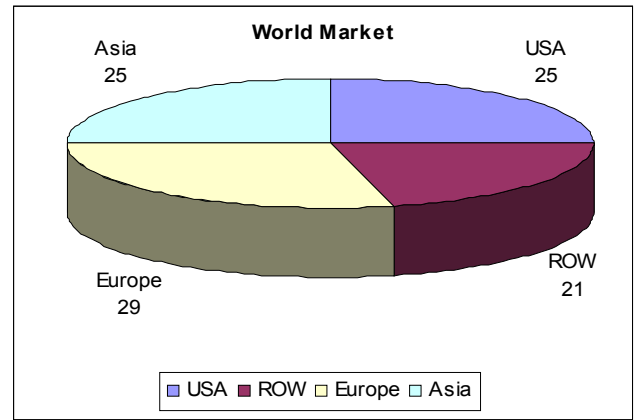
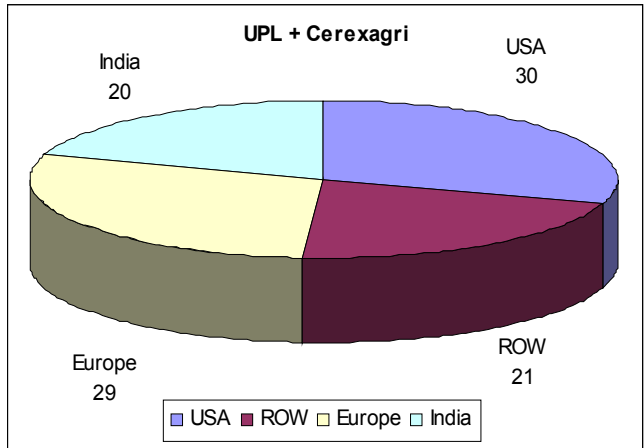
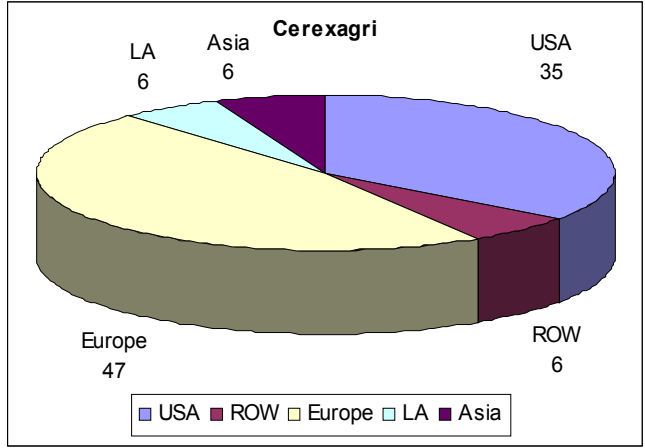
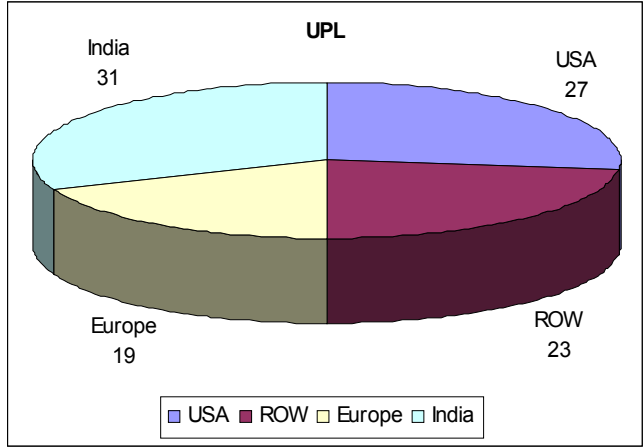
# UPL ranking with CEREXAGRI



Source: Phillips McDougall (2005 review for all companies, UPL for the year ending March 2006.)

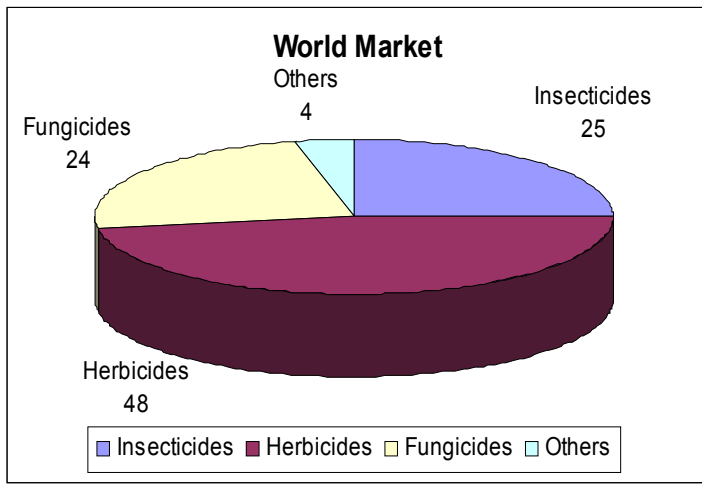
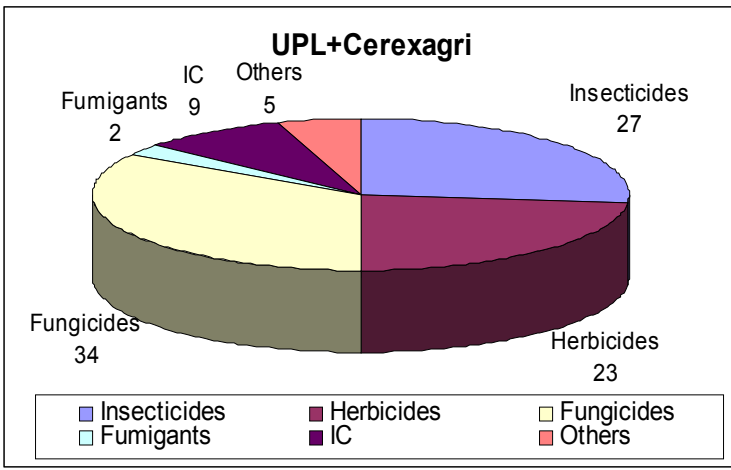
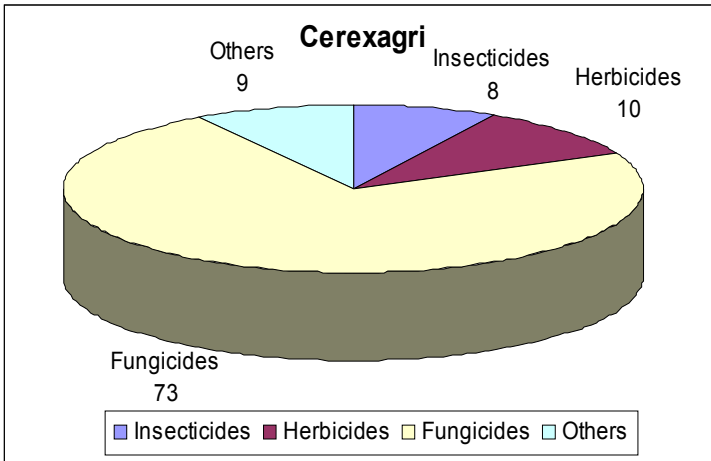
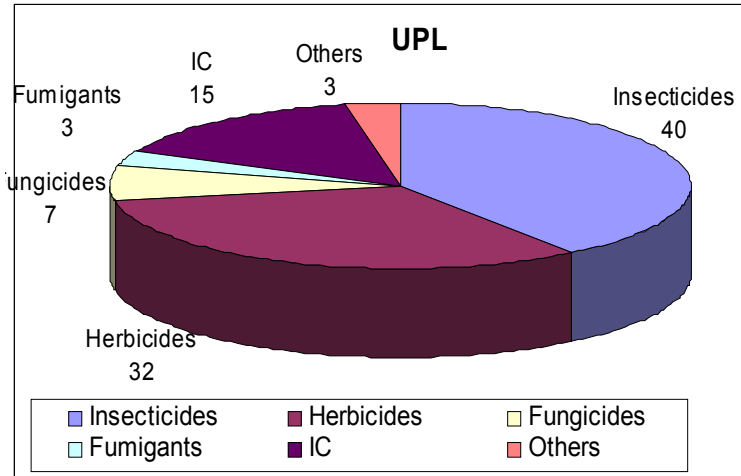
# Revenue

# Geography



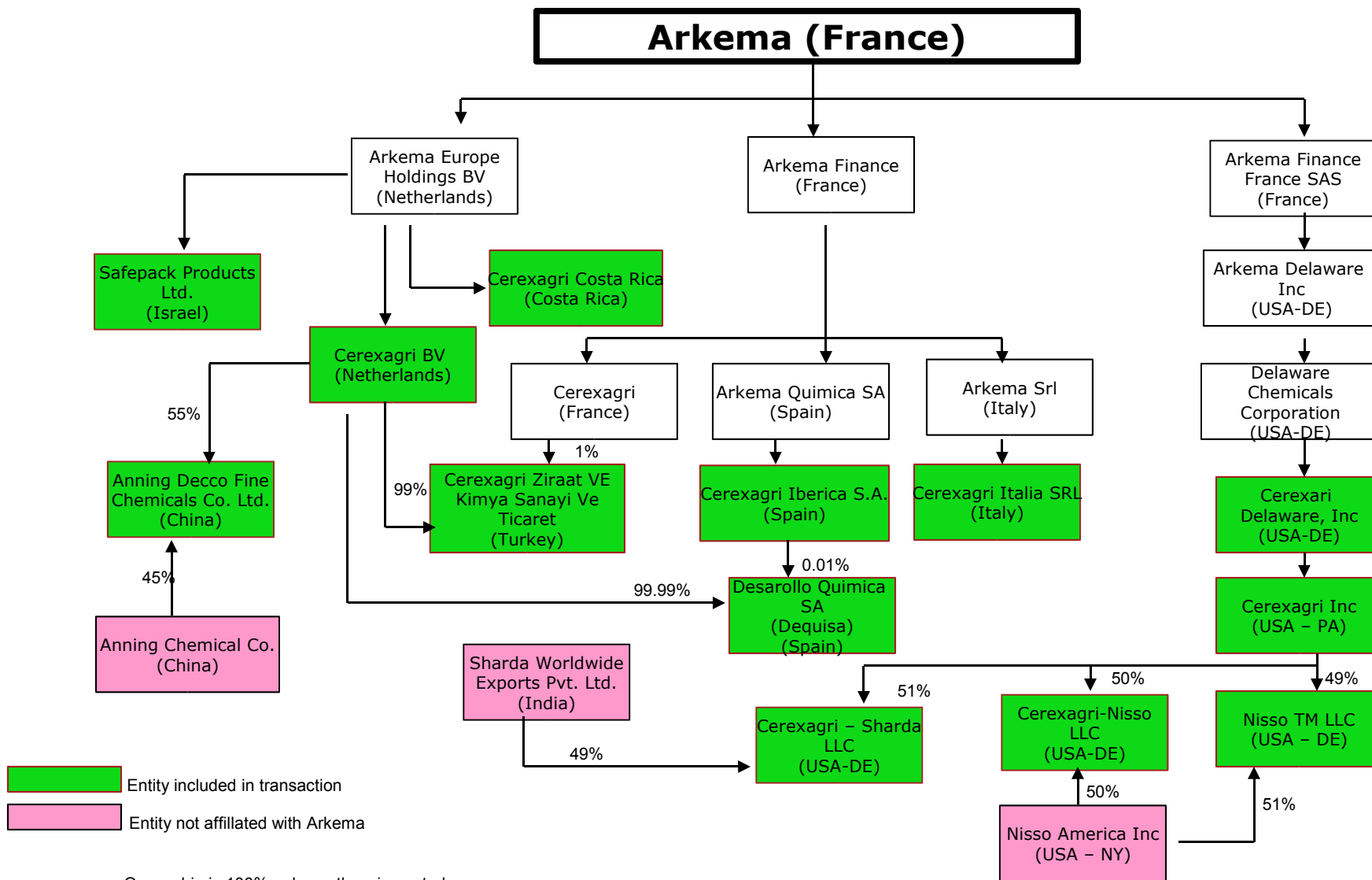
# Revenue

# Segments



# Cerexagri

## Organisation Chart

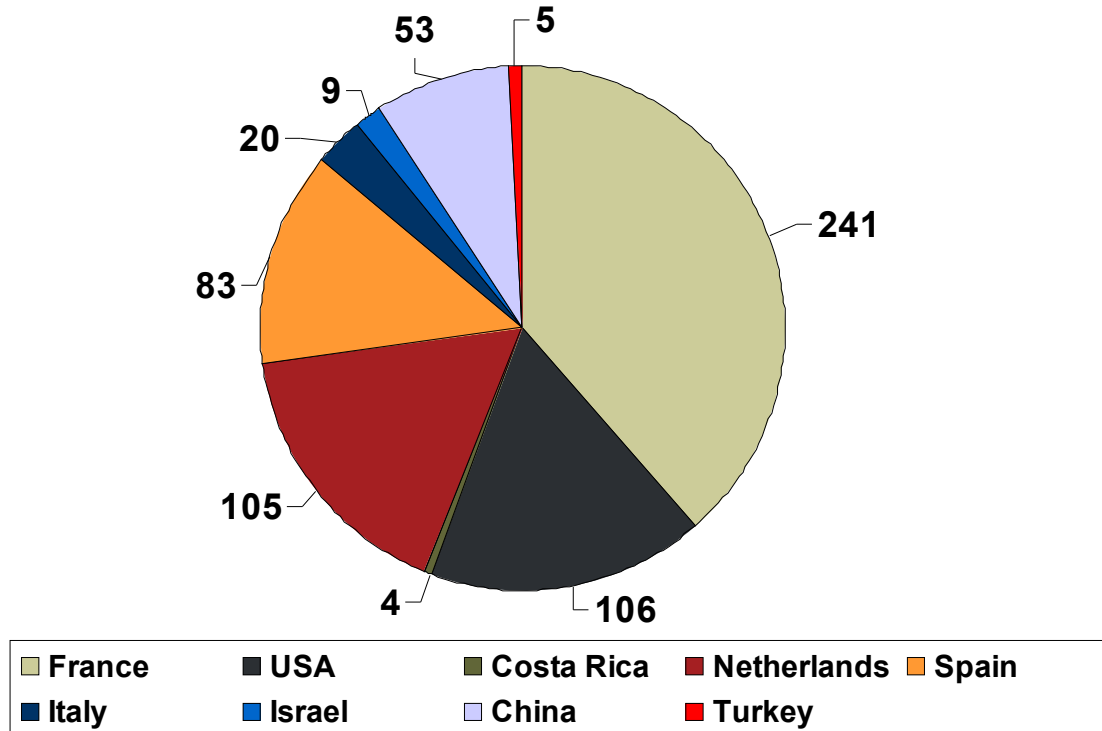


# Cerexagri At a Glance

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- Cerexagri is the Agrochemicals Business Unit of Arkema
- Head-quarters in Philadelphia with strong presence in North America and Europe
- 630 employees spread over 21 sites
- Cerexagri is specialized in plant protection products, mainly :
  - fungicides
  - post-harvest treatment products
- The Fruits & Vegetables segment accounts for about 80 % of Cerexagri sales.
- Sales : €195 million in 2005

- 630 employees spread over 21 locations :



Nota : in France, Cerexagri has :

- 1 Headquarter in Plaisir (Yvelines)
- 1 Research Centre in Vernon (Eure)
- 4 industrial plants in Bassens, le Canet, Mourenx and Vaas.

- Conventional crop protection («pre-harvest»)
  - mainly fungicides :
    - dithiocarbamates (EBDCs)
    - copper
    - sulfur
    - thiophanate Methyl (Topsin)
  - Miscellaneous niche products
    - aquatic herbicide (Endothall)
    - insecticides (Acetamiprid, micro-encapsulation ...)
    - Tin products
- Post-harvest fruits & vegetables treatment («Decco») is a niche market accounting for about 15 % of Cerexagri sales.

- Broad Fungicide coverage
  - Entrenched distribution network in Europe and USA
  - Well resourced Sales and development team
  - Very high synergies
  - New market segment – « Decco »
  - Broad portfolio for both the companies
  - New Alliances
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