



June 01, 2023

To,
General Manager,
DCS - Corporate Relationship Department,
BSE Limited,
Phiroze Jeejeebhoy Towers,
Dalal Street,
Mumbai - 400 001.

SECURITY ID : BAYERCROP
SECURITY CODE : 506285

Dear Sir,

**Sub: Bayer CropScience Limited - Presentation at the Investor Meet
being held on June 01, 2023**

In furtherance of our letter dated May 25, 2023, please find enclosed herewith the presentation that will be made at the Investor Meet of Bayer CropScience Limited being held on Thursday, June 01, 2023.

Request you to kindly take the said presentation on record.

Thanking you,

Yours faithfully,
for **Bayer CropScience Limited**

Nikunj Kumar Savaliya
Company Secretary and Compliance Officer

Encl.: As above

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Bayer CropScience Limited
Annual Investors' Meet



June 01, 2023



Caution regarding forward-looking statements and Company Disclaimer

This presentation may contain forward-looking statements based on current assumptions and forecasts made by the Bayer management.

Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. These factors include those discussed in Bayer's public reports which are available on the Bayer website at <https://www.bayer.com/en/>.

The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.



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Key takeaways



BETTER LIFE
FARMING



SAHBHAAGI





Macro trends



D Narain

Vice Chairman, Managing Director and CEO, BCSL



Remarks from Rodrigo Santos, President, Crop Science Division Bayer AG

CII Partnership Summit - Mar 2023, New Delhi



India has the unique opportunity to lead global agriculture in the decades ahead

Inclusive transformation with smallholder farmers

India to become major exporter of food

Focus on Regenerative Agriculture



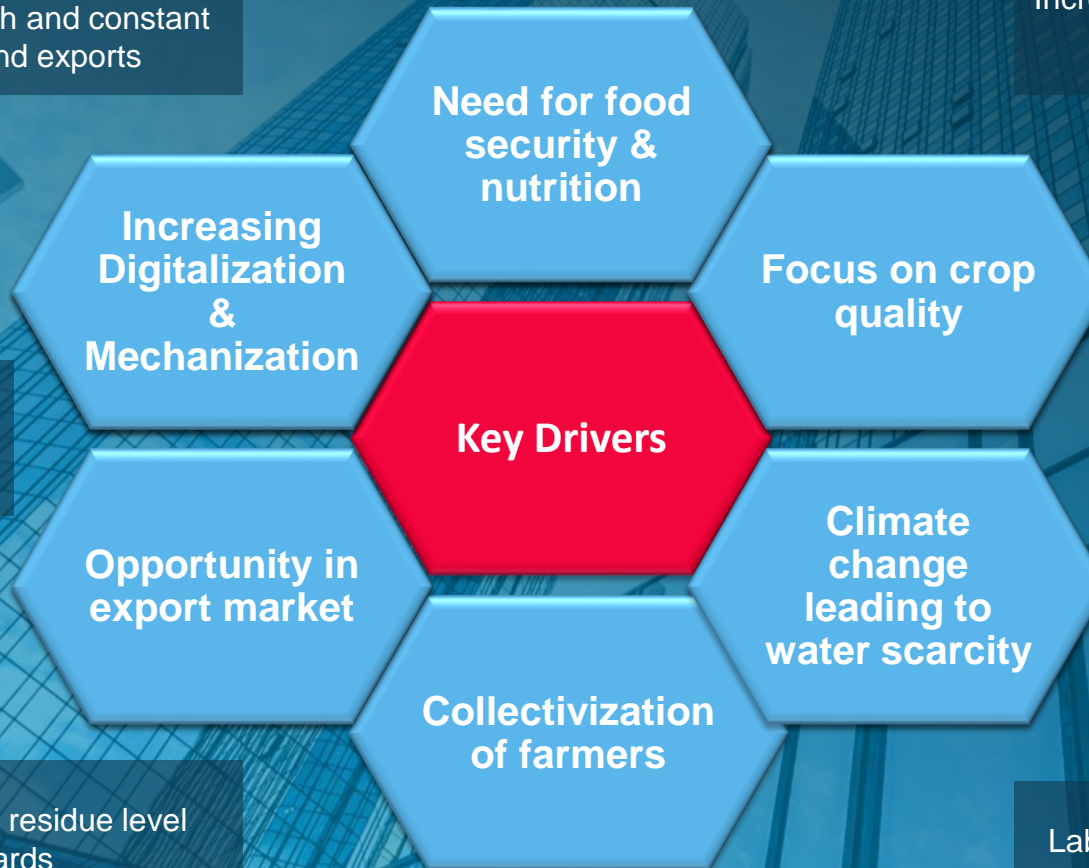
Outlook - Macro & Micro Environment



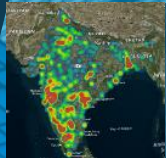
Increasing domestic demand (population growth and constant acreages) and exports



Increasing awareness about good agriculture practices



Climate change & increased irrigation costs



Precision Ag & data-based decision making



Stringent global residue level standards

Labor shortage leading to faster adoption of technology





Pillars of Sustainable Growth

Perform

Transform

Partnership & Sustainability



Financial performance



Simon Britsch

Executive Director & Chief Financial Officer, BCSL



Perform



Transform





Financial Highlights 2022 -23

Revenue from Operations in ₹ mio; Δ% yoy	51,397 +8.6%	strong liquidation, value and volume growth
EPS in ₹; Δ% yoy	169 +17.5%	managed inflationary pressure
DPS* in ₹	130	interim dividend of ₹ 100 per share proposed final dividend of ₹ 30 per share
DPR* in %	77%	significant sharing of profit with our owners
ROCE in %; Δ bps	33% +190 bps	improved profitability and capital efficiency

EPS = Earnings (after exceptional items & tax) per Share

DPS = Dividend declared per Share

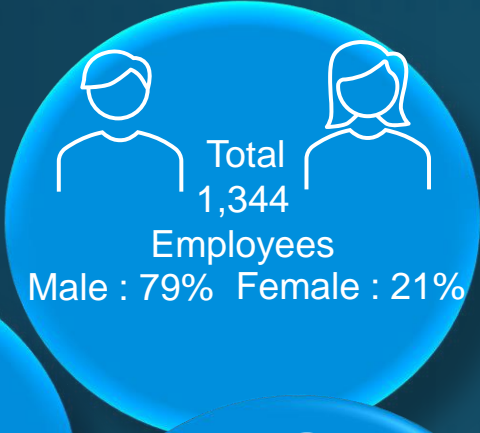
DPR = Dividend payout ratio = DPS/ EPS

*Final Dividend of ₹30.00 per share subject to shareholders approval

ROCE = Return on Capital Employed



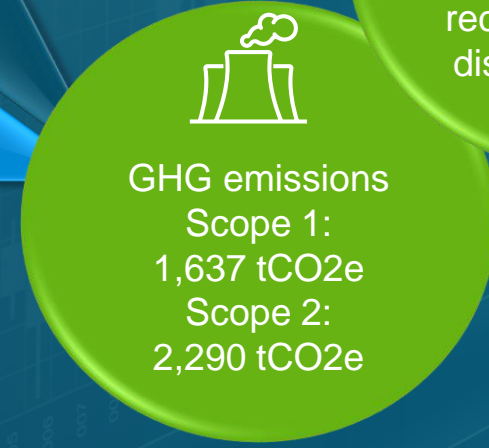
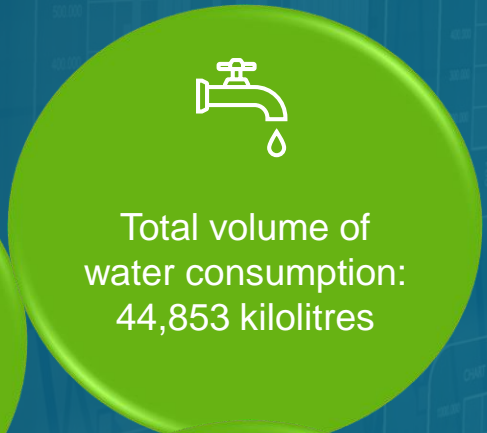
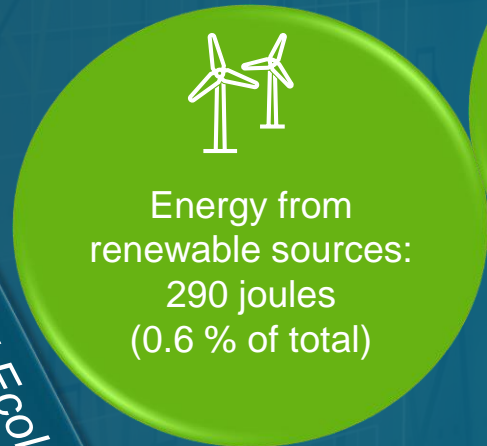
Sustainability at the core of our activities



All employees covered by well being measures

Safe & Healthy workplace for all employees

100% of value chain partners assessed for health, safety practices & working conditions

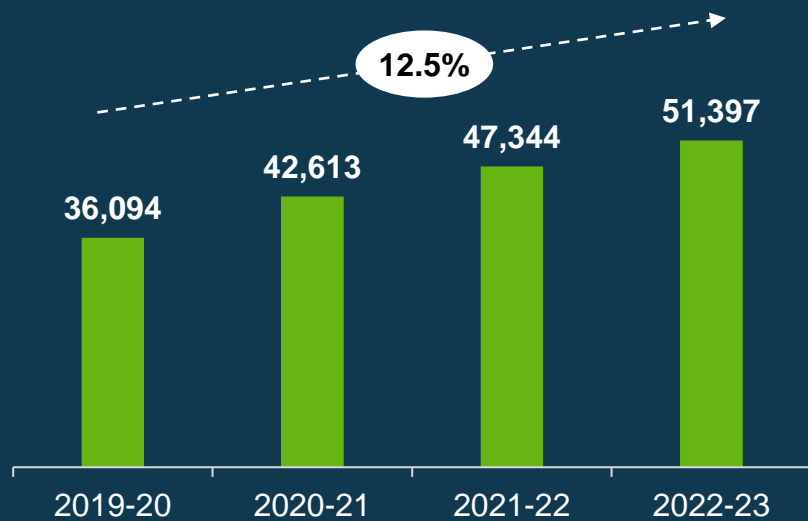




Financial Performance post Merger

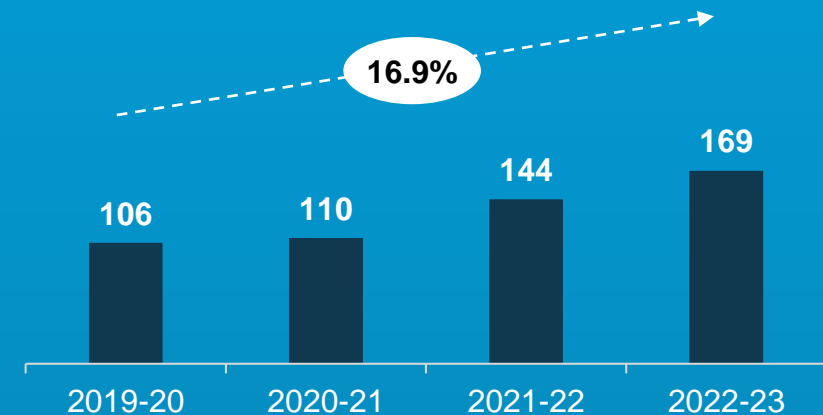
holistic Management of all Financial KPIs

Revenue from Operations [in ₹ Mio]



// strong growth driven by broadening the smallholder reach, new launches and brand building activities

Earnings per share [in ₹]



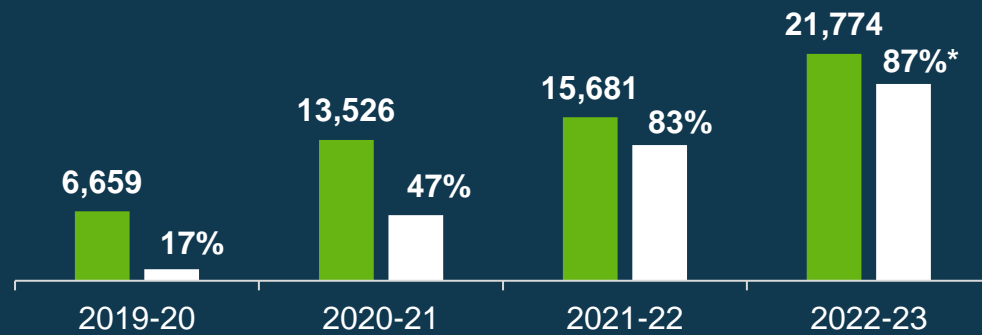
- // sustaining margins despite inflationary pressure and supply chain challenges
- // continuous investment into long term growth



Financial Performance post Merger

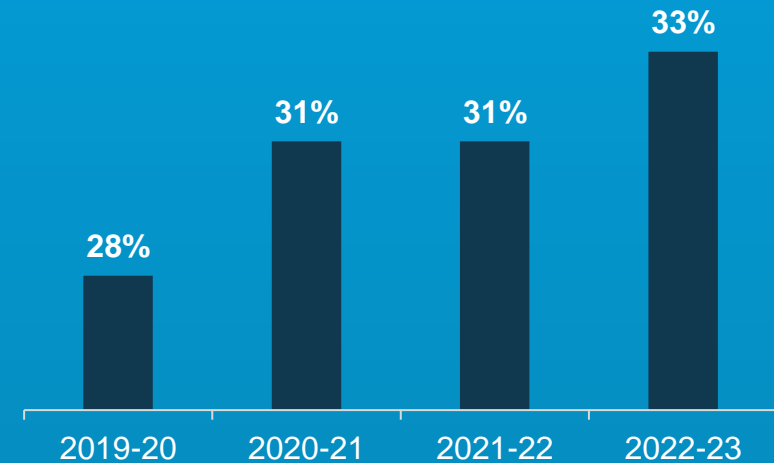
holistic Management of all Financial KPIs

Cumulated Cashflow⁺ vs Dividend [in ₹ Mio]



- // conversion rate of 69% of Profit (before Exceptional Items & Tax) into Cashflow from Operations
- // focus on working capital management driven by strong collections

Return on Capital Employed



- // continuous execution of efficient capital management

⁺ Cashflow from Operations

^{*} Final Dividend of ₹ 30 per share subject to shareholders approval



Business update



Simon-Thorsten Wiebusch

Whole-time Director, BCSL



Continued growth momentum in both Crop Protection and Seeds portfolio; well supported by Go-To-Market innovations



Sales



- // Top contributors Vayego, Laudis and Council Active
- // Growth driven by Horticulture, Corn, Paddy & Corn Seeds business achieved record sales volume
- // Customer focused Brand building activities resulted in high demand for key Brands



Liquidation



- // Strong Liquidation growth in CP & Seed portfolio over last year
- // Efforts on new launches like Council Active and Vayego reaping benefits in key crops
- // Crop Systems solutions - holistic Crop protection for farmers
- // Channel inventory lower than last year same period



Weather



- // Good monsoon though with uneven state wise spread
- // UP state on the receiving end of adverse impact
- // Lower Fungicides usage, increased Herbicides usage
- // Dam water storage helped for better Rabi



Commodity Price



- // Commodity prices continued to be in favour of farmers
- // Field crops have seen very high surge e.g. Cotton, Soybean
- // Horticulture crop like Chilli also helped farmers to get better ROI



Acreages



- // Acreages increase in key crops e.g. Corn, Rice, Chilli, Cotton in Kharif
- // Higher acreages driven by commodity prices, water availability thus expectation of high ROI
- // Rabi acreage increment by 3-4% over last year same period



Perform



Transform



Collectivization

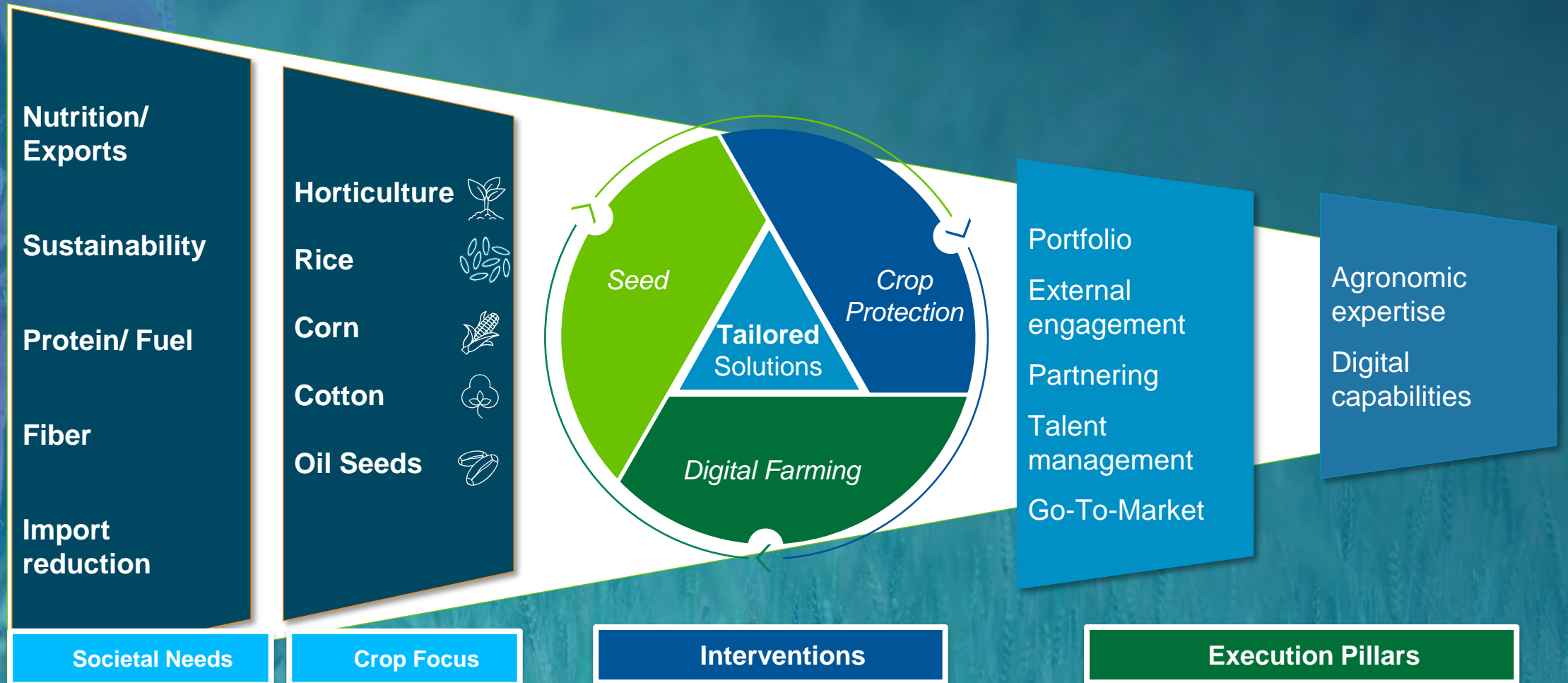
Mechanization

Digitalization

Sustainability



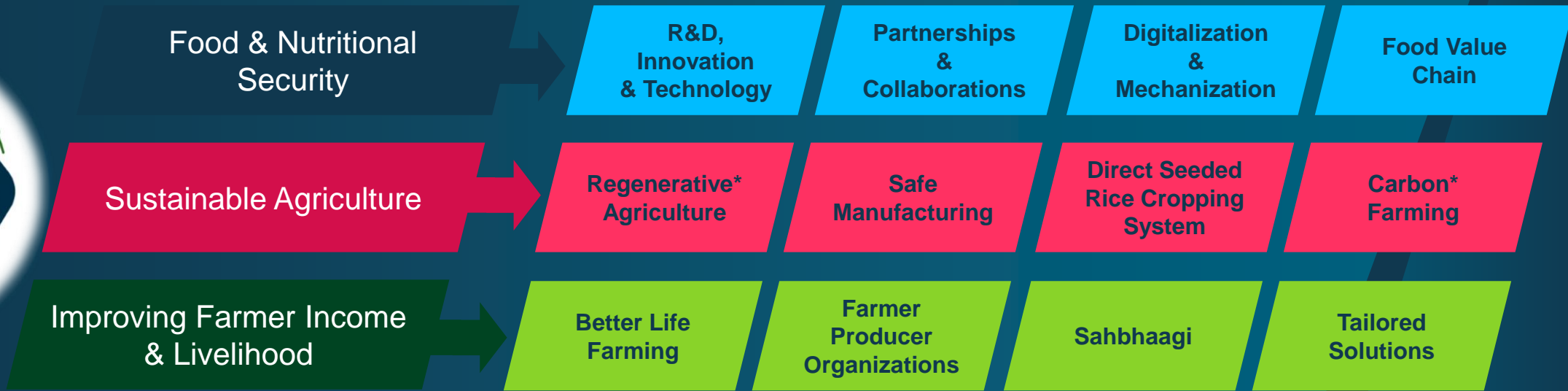
Transformational journey to deliver societal needs





Continue to invest in long term growth drivers

Value creation for all stakeholders



A **COLLABORATIVE ECOSYSTEM** to solve for agriculture's biggest challenges

**initiatives pertain to other Bayer legal entities in India*



Collectivization

BLF - holistic solution approach is proving to be a differentiated go-to-market strategy impacting smallholder farmers



1,566
BLF Centers

10
States with significant presence

10+
Input Partners

96+
Women Agri-Entrepreneur

540,000+
Smallholder Farmer Reach

12k MT
Offtake from 160 centers (paddy, veg, cereals)



Quality farm input

Agri information and training

Sustainable agronomic practices

Irrigation technology

Market linkage

Financial solutions

Community empowerment and development

Multiple supporting and execution partners





Empowering FPOs to get access to modern technology, extension services and joint training on Good Agricultural Practices

Government's Plan

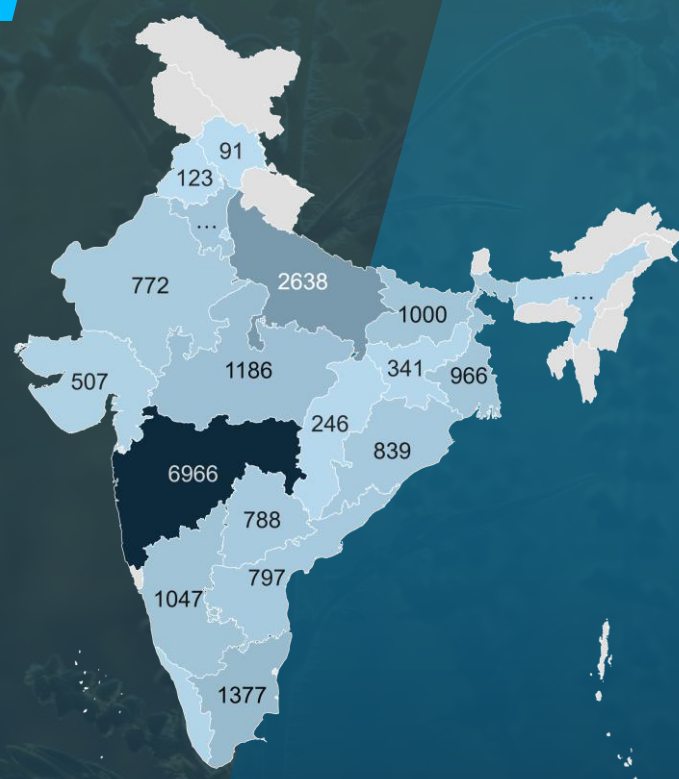
- Overall scale**
- // 22,000 FPOs.
 - // 8,000 in Input Business
 - // 10 Mn Farmer base
 - // 150K Villages Coverages

- Needs of FPOs**
- // Access to quality inputs
 - // Capacity building for sustainability
 - // Market Linkages for value chain support
 - // Viability of farming as a Business for SHFs
 - // Knowledge gap

Bayer's Vision

- Current Status**
- // FPO Connect: 3115
 - // FPO Retails Shop Reach: 2,150
 - // Women Collective Reach : 20
 - // Women farmer reach: 6,000

- Likely Impact**
- // Increased reach for business expansion
 - // Alternate source of revenue
 - // Reinforce License to operate
 - // Supports sustainability goals



Govt's statewise FPO scale-up plan

FPO= Farmer Producer Organization
SHF= Smallholder Farmer

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Ground report - Drone Commercial Spray



Soybean
Badnagar, Ujjain – 18.08.22



Corn
Sathupally, Telangana 25.01.2023



Chilli
Guntur, - 23.11.2022



Paddy
Sindhanur, Karnataka 20.01.2023





Significant scale-up of digital connect with farmers

SOCIAL MEDIA

214k
Subscribers

Organic Reach through Facebook and YouTube

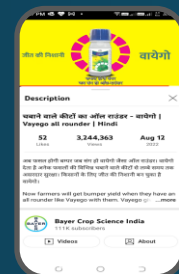
30Mn
Farmers

Overall Unique Farmer Connect

17Mn
Farmers

Unique Farmer Digital Reach

Campaigns selected by Google as a case study



 **9 Languages**

 **22 Crops Advisory**

 **15 States**

 **180 Mandis**

REACH

40% increase in reach in 2023

ACF

120K+ authentication scans since launch in Nov '22

IDR

12K+ diseases/pests diagnosed

ACF= Anti Counterfeit
IDR = Image based Disease Recognition



Growing responsibly

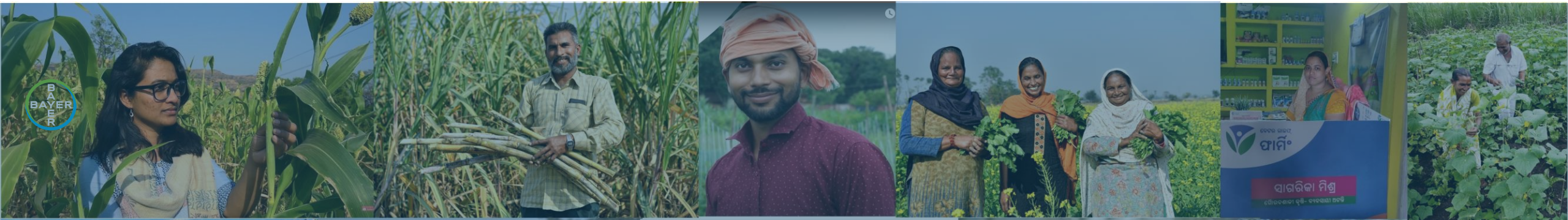
Direct Seeded Rice



Bayer direct acres

-  Sustainable & economically viable rice cultivation
-  Use of 50% lesser water than conventional methods
-  Lesser labour requirements
-  30%-50% reduction in methane emissions

Creating additional opportunity of income through carbon credit payments



Significant growth opportunity for Indian agriculture. ~150 million farmers to feed more than 1.4 billion people



Thank you !!



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