



June 03, 2022

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 03, 2022**

In furtherance of our letter dated May 30, 2022, please find enclosed herewith the presentation that will be made at the Investor Meet of Bayer CropScience Limited being held on Friday, June 03, 2022.

Request you to kindly take the said presentation on record.

Thanking you,

Yours faithfully,
for Bayer CropScience Limited

A handwritten signature in blue ink, appearing to read "Nikunj Kumar Savaliya", with a stylized flourish at the end.

Nikunj Kumar Savaliya
Company Secretary and Compliance Officer

Encl.: As above

Bayer CropScience Ltd.
CIN: L24210MH1958PLC011173

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www.cropscience.bayer.com



Bayer CropScience Limited

Investors' Meet



June 03, 2022



125
Years of
Bayer in India



Caution regarding forward-looking statements and Company Disclaimer

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



External environment & market trends



Enabling Policy



Grower & Consumer Dynamics



Value chain Linkages



Advances in Services & Digital tech



Global Supply Chain Constraints



Cost Inflation



Challenging Global environment

COLLECTIVIZE



MECHANIZE & DIGITISE

SUSTAINABILITY AT SCALE



Key drivers to enable sustainable growth and uplift smallholder farmers

Innovation and Experimentation across themes

Farmer



Channel



Partnership & Collaborations



Crop & Portfolio



People Focus



Digital & Data led Agronomic interventions



Strong growth in CP with turn-around in Spring Corn

Crop Protection Sell-in

- // Strong growth in Crop Protection Portfolio backed by Liquidation growth across business areas
- // Roundup growth in spite of challenging supply situation
- // Early demand from Channel in Jan-Mar Quarter driven by market dynamics

Crop Protection Liquidation

- // Consistent quarter-on-quarter growth since Q1 of FY 2019-20
- // Strong gains in Horticulture, Rice & Soy
- // Insecticides portfolio grew in Horticulture & Soy, Herbicides in Rice & Wheat and Fungicides in Fruits & Pulses

SEEDS: ARIZE & DEKALB

- // ARIZE: Lower hybrid acres driven by weather patterns in kharif
- // DEKALB: Lower acres in Kharif, untimely rains in Rabi followed by recovery in Spring
 - // Strong portfolio competitiveness in Kharif & Spring with some challenges in Rabi
 - // Spring come-back with new launch 9208

Go-To-Market (GTM) & Value Chain Innovations

- // Better Life Farming (BLF) Centres scaling up across India
- // Sahbhagi: New GTM model to drive growth
- // Partners for eCommerce & Alternate Business Model onboarded



New Products

Largest ever DEKALB Launch in India



Strengthening CP Portfolio





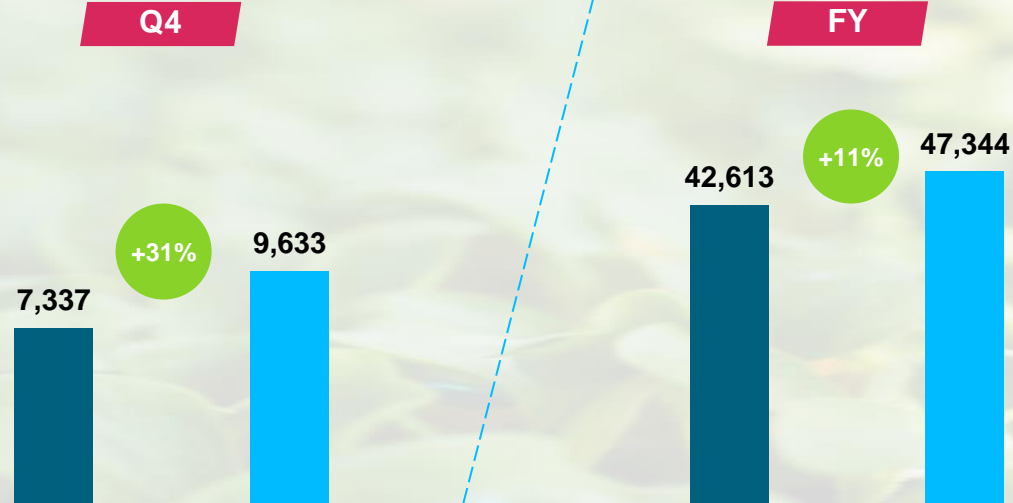
Financial Performance

₹ millions

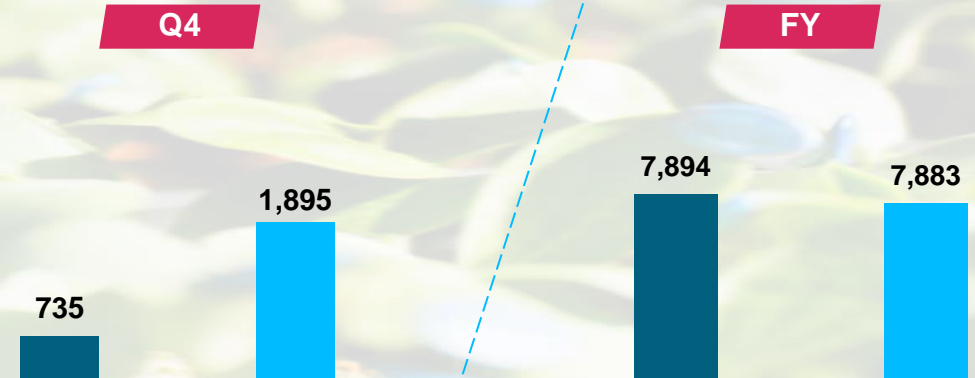
2020-21

2021-22

Revenue from Operations



Profit Before Exceptional Items and Tax



Profit after Exceptional Items and Tax for FY 2021-22 increased by 31% from ₹4,931 million to ₹6,453 million

- // Q4: New products such as Vayego, Dekalb 9208 and overall strong crop sentiments key drivers for growth
- // FY: Strong volume growth due to effective demand generation, scaling up of alternate business models and new product launches

- // Q4: Higher volume, favorable sales mix and price increases partially offsetting inflationary pressure
- // FY: Continuing investments into strategic initiatives, operating costs returning to pre-Covid level and sales mix impact from corn seeds



Balance Sheet Overview

₹ millions

CY - Current Year , PY - Previous Year

Period Ended	CY	PY	+/-	Δ%
Fixed Assets	5,658	5,010	648	13
Inventories	15,120	13,251	1,869	14
Trade Receivable	10,047	7,549	2,498	33
Cash and Cash Equivalents	7,809	12,045	(4,236)	-35
Other Assets	4,895	4,538	357	8
Assets	43,529	42,393	1,136	3
Shareholders' Fund	25,243	25,503	(260)	-1
Trade Payables	8,198	8,303	(105)	-1
Provisions	2,273	1,680	593	35
Other Liabilities	7,815	6,907	908	13
Equity and Liabilities	43,529	42,393	1,136	3

// Trade Receivables:
Increase in Q4 sales (DSO: CY 75 / PY 60)

// Cash & Cash Equivalents / Shareholders' Fund:
Special dividend payout @ 125 per share



Cash Flow Overview

₹ millions

CY - Current Year , PY - Previous Year

Period Ended	CY	PY
Operating profit before working capital changes	8,859	8,566
<i>Net change in Working Capital</i>		
Trade Receivables	(2,563)	(378)
Inventories	(2,364)	(3,956)
Trade Payables	(97)	3,558
Others	962	702
Taxes paid	(2,642)	(1,625)
Net cash from operating activities	2,155	6,867
Net cash from investing activities	642	67
Net cash (used in) financing activities	(7,033)	(5,558)
(Decrease) / Increase in Cash and Cash Equivalent	(4,236)	1,376

// Trade Receivables:
Increase in Q4 sales

// Paid Inventory:
For Kharif season and higher carry over
due to corn seeds returns

// Investing Activities:
Proceeds from sale of part of Company's
seeds distribution business

// Financing Activities:
Dividend payout (CY 6,728 / PY 5,160)



Strong business outcomes integrated with ESG



Strong growth trajectory



Reduction in environmental emissions, improvements in soil health and water conservation



Improving smallholder incomes



Driving a strong gender smart ecosystem



Advances in technology



Talent and people focus



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Bayer in India

Thank you!

