



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

**Nikunj Kumar Savaliya**  
Company Secretary and Compliance Officer

Encl.: As above

Bayer CropScience Ltd.  
CIN: L24210MH1958PLC011173

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Bayer CropScience Limited

# *Investors' Meet*



June 03, 2022





# 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 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**

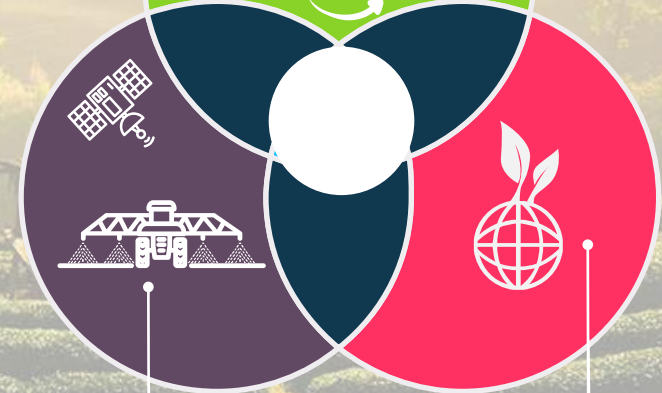


**Cost  
Inflation**



**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

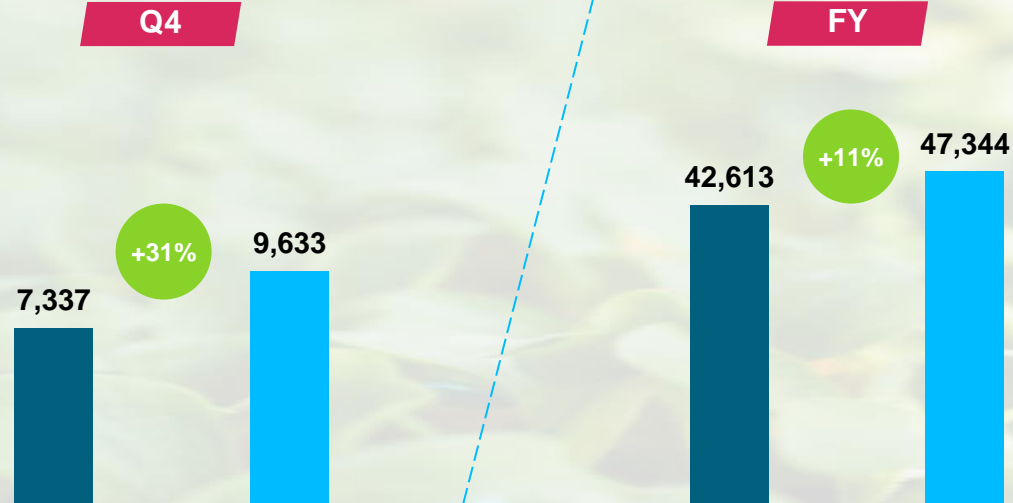




# Financial Performance

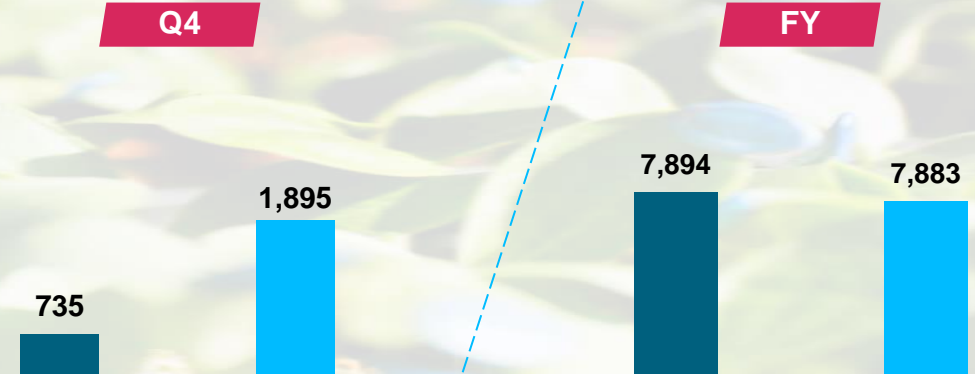
2020-21 2021-22

## Revenue from Operations



- // 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

## 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: 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

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
<b>Assets</b>	<b>43,529</b>	<b>42,393</b>	<b>1,136</b>	<b>3</b>
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
<b>Equity and Liabilities</b>	<b>43,529</b>	<b>42,393</b>	<b>1,136</b>	<b>3</b>

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

// Special dividend payout @ 125 per share



# Cash Flow Overview

CY - Current Year , PY - Previous Year

Period Ended	CY	PY
<b>Operating profit before working capital changes</b>	<b>8,859</b>	<b>8,566</b>
<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)
<b>Net cash from operating activities</b>	<b>2,155</b>	<b>6,867</b>
<b>Net cash from investing activities</b>	<b>642</b>	<b>67</b>
<b>Net cash (used in) financing activities</b>	<b>(7,033)</b>	<b>(5,558)</b>
<b>(Decrease) / Increase in Cash and Cash Equivalent</b>	<b>(4,236)</b>	<b>1,376</b>

// Trade Receivables:  
Increase in Q4 sales

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

// Investing Activities:  
  
seeds distribution business

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



# Strong business outcomes integrated with ESG



Strong growth trajectory



Improving smallholder incomes



Advances in technology



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



Driving a strong gender smart ecosystem



Talent and people focus





*Thank you!*

