



Investor presentation

KWS SAAT SE & Co. KGaA | May 2022

SEEDING
THE FUTURE
SINCE 1856



Our long-term goals



Profitable growth

Long-term strategy based on organic growth combined with acquisitions



Innovation

Significant investment in research and breeding



Independence

Since generations supported by family shareholders



Sustainability

Long-term economic success and sustainable development

Seed specialist



KWS ranks among the world's leading companies for plant breeding



NET SALES*
in million €

1,310

COUNTRIES

>70

EMPLOYEES*

6,000

INNOVATION*
in % of net sales

19.3

YIELD PROGRESS
crops Ø p.a. in %

1-2

*Financial year 2020/2021

Ranking

by sales with agricultural crops

Global

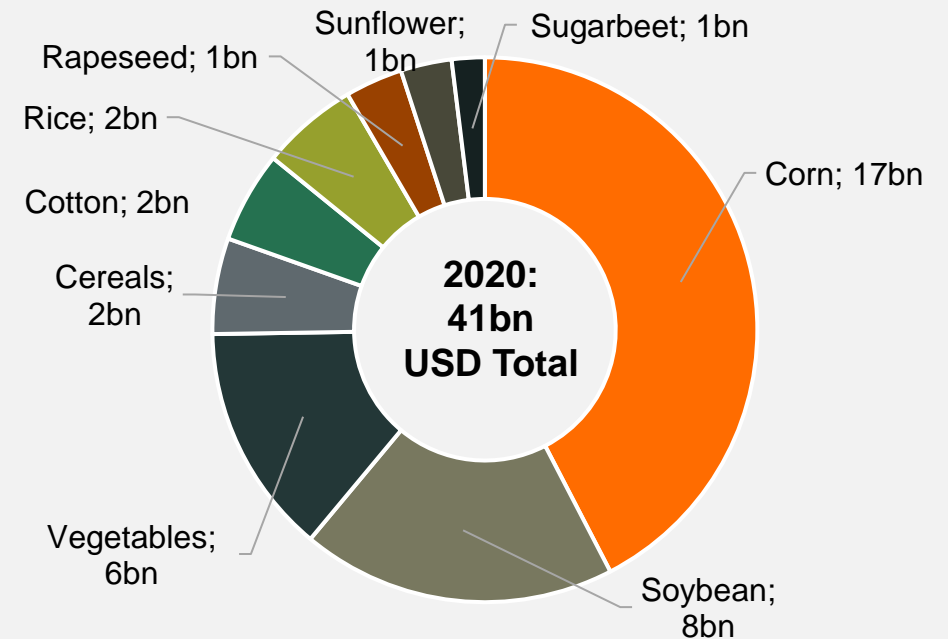
1. Bayer
2. Corteva
3. Syngenta Group
4. Vilmorin
- 5** KWS

Europe

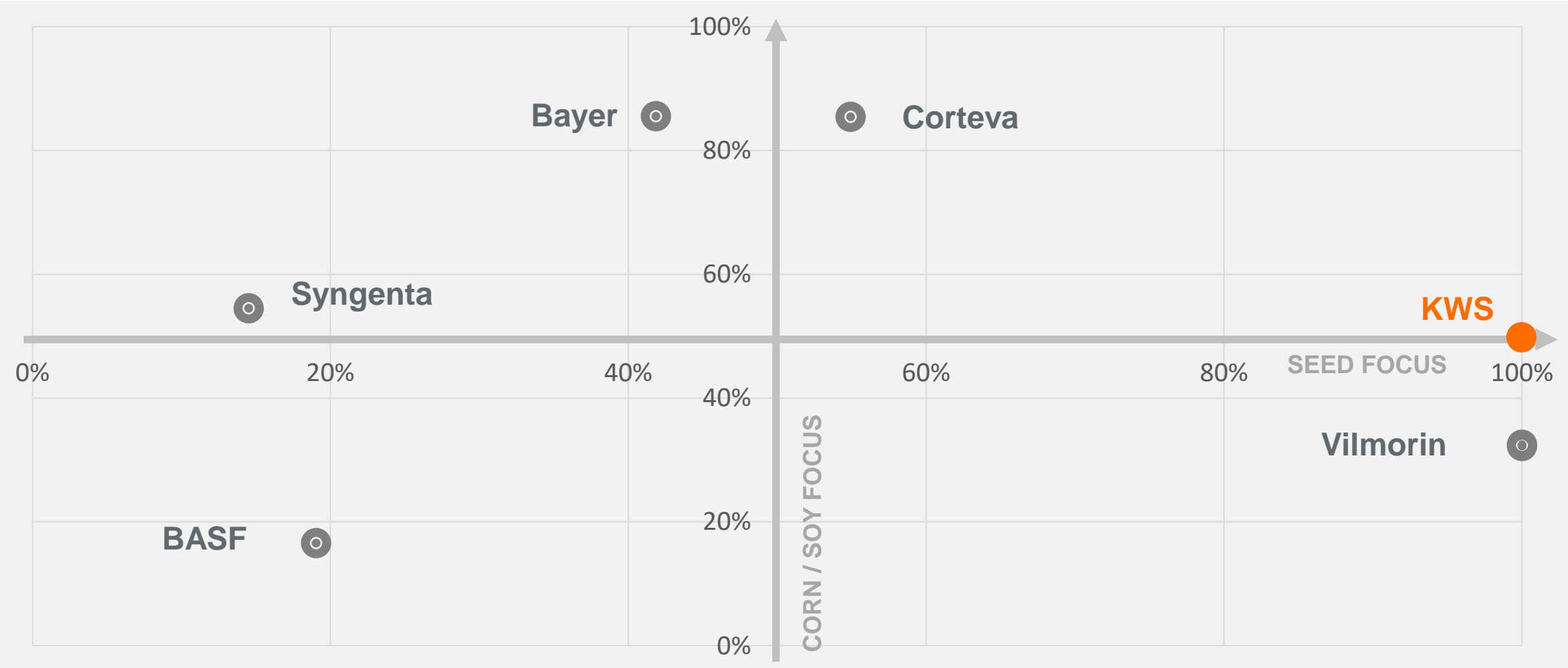
1. Corteva
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Sources: AgbioInvestor 2021 and KWS estimates. Ranking KWS and Vilmorin includes 50% of AgReliant sales each

Global Commercial Seed Market (in USD)

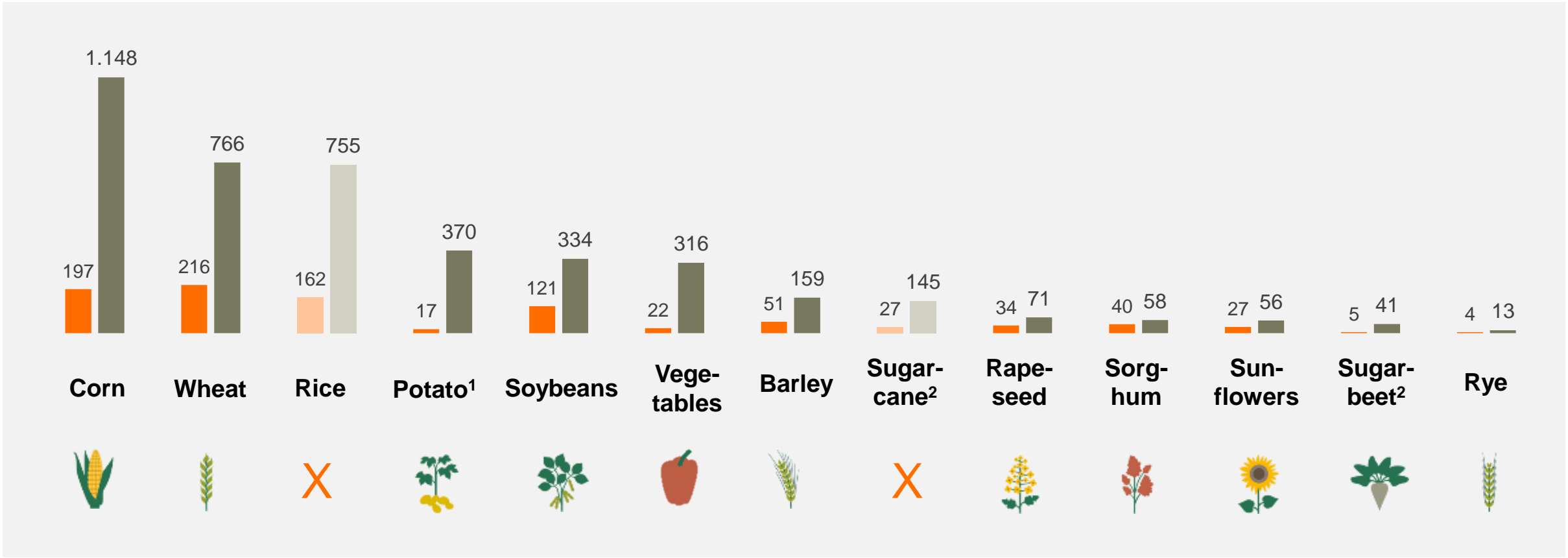


Strategic market position



Source: AgbiolInvestor 2021 and KWS estimates (% corn/soy sales of field and vegetables seed sales; % seed sales of total ag sales)

Our portfolio includes seeds for 11 of the 13 most important crops/crop groups



■ Global acreage (in ha million) ■ Global production (in t million) X Minor strategic potential for KWS

Source: faostat.fao.org (Data for 2019), zuckerverbaende.de; ¹ No commercial business for KWS, but target of strategic research and development.

² Sugarcane and Sugarbeet production numbers represent sugar extracted from these crops and not the crop produced.

Corn segment



NET SALES*
in € million

774

EBITDA*
in € million

106

EBIT*
in € million

71



Corn



Soybeans

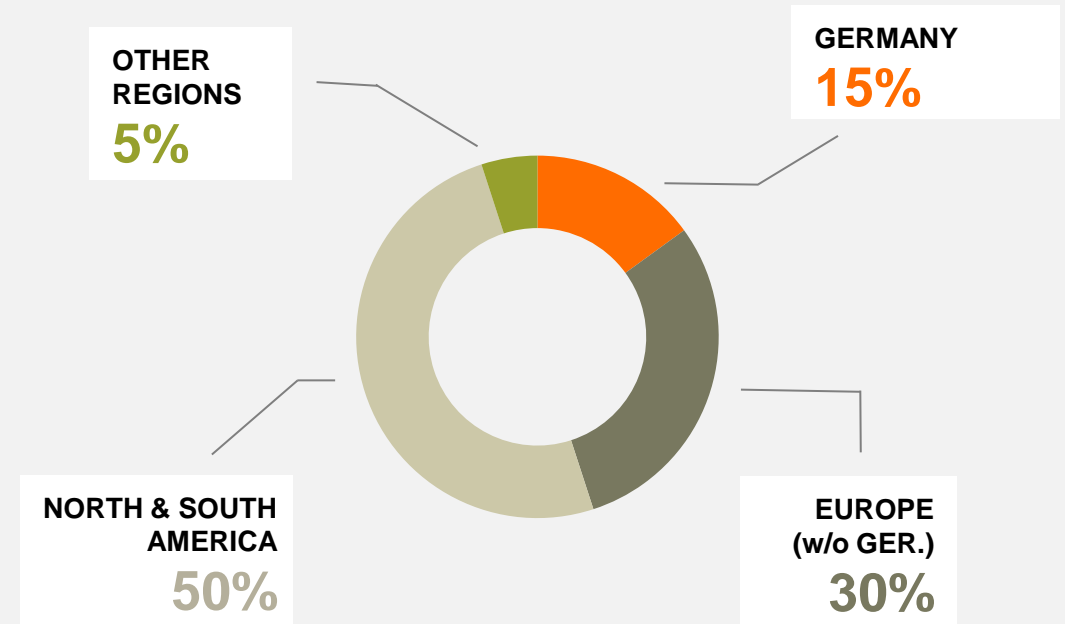


Sunflower

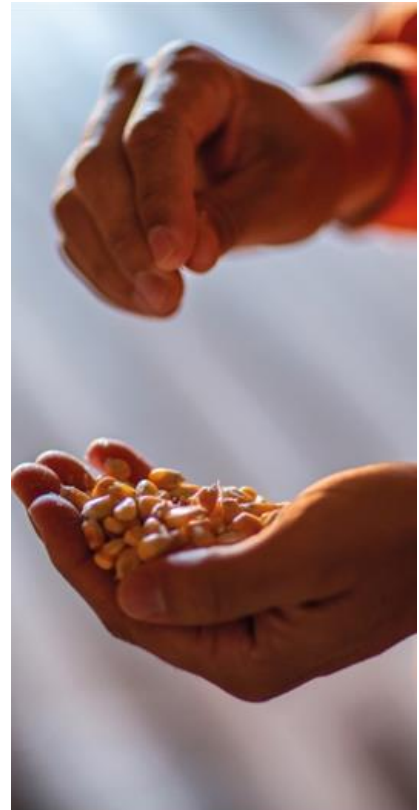
Overview

- Presence in main markets: United States, China, Brazil and EU-27; market leader in silage corn
- Aim to become global player, increase market shares in all main markets
- Growth driver: commercialization of new competitive varieties in Europe and Brazil, growth in China
- Seasonality: mainly Q3

Sales by region*



*Financial year 2020/2021



Sugarbeet Segment



NET SALES*
in € million

524

EBITDA*
in € million

193

EBIT*
in € million

175



Sugarbeet



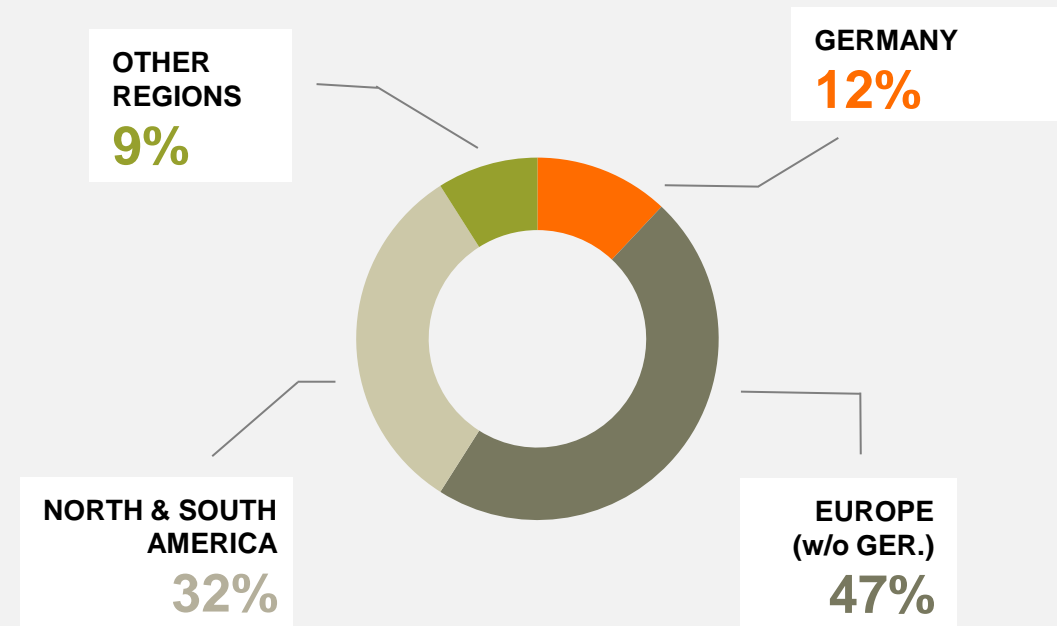
Feedbeet



Overview

- Leading position globally with >60% market share
- Growth driver: innovative product portfolio & pipeline, addressing needs of sugarbeet growers
- Example: CONVISO® SMART, a conventionally bred sugarbeet for highly effective weed management
- Seasonality: mainly Q3

Sales by region*



*Financial year 2020/2021

Cereals Segment



NET SALES*
in € million

191

EBITDA*
in € million

31

EBIT*
in € million

21



Rye



Rapeseed



Wheat



Barley



Sorghum

...

Overview

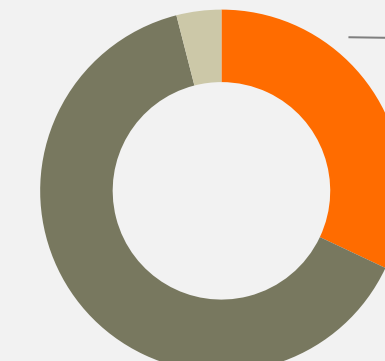
- Broad portfolio of cereal crops
- #1 in hybrid rye, leading position in rapeseed
- Strong R&D pipeline including hybrid wheat
- Growth driver: hybrid rye, regional expansion
- Seasonality: mainly H1

Sales by region*

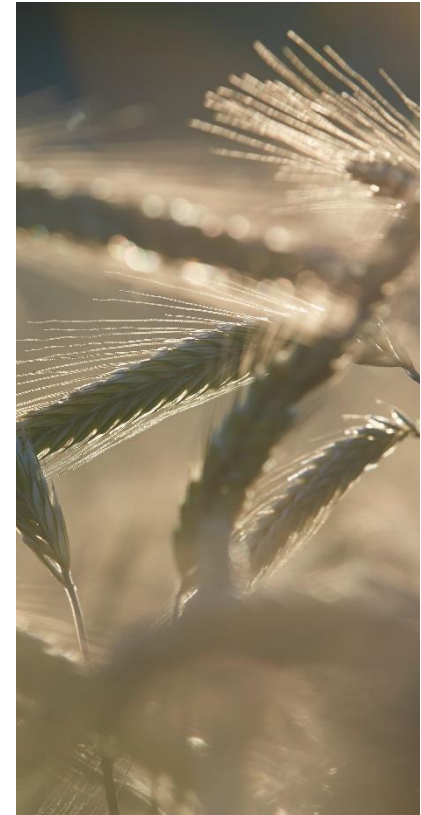
NORTH & SOUTH
AMERICA
4%

EUROPE
(w/o GER.)
64%

GERMANY
32%



*Financial year 2020/2021



Vegetables Segment



NET SALES*
in € million

58

EBITDA¹
in € million

10

EBIT¹
in € million

8



Spinach



Beans



Swiss
Chard



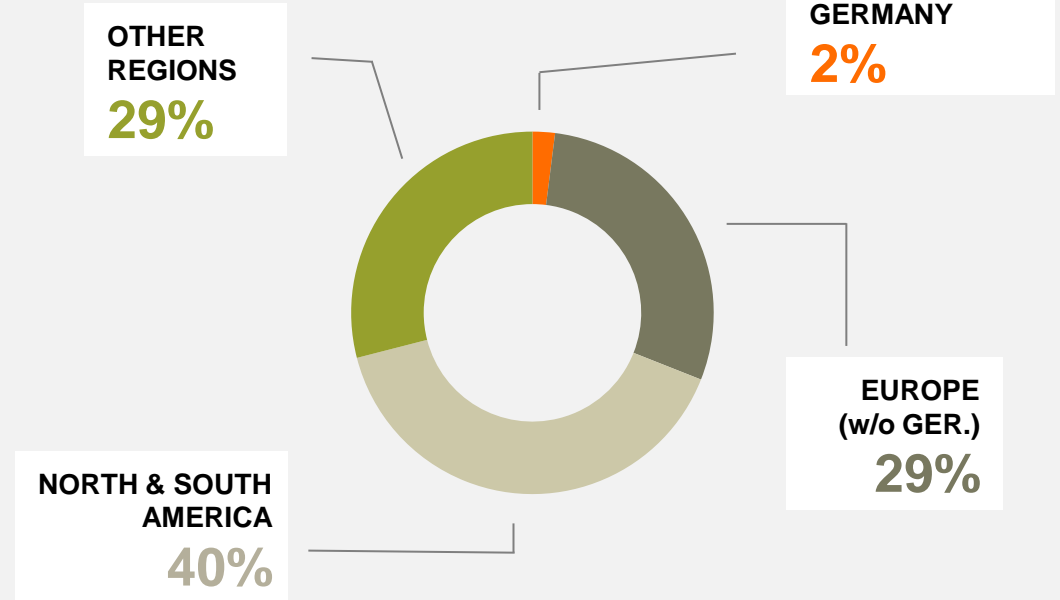
Tomato



Overview

- #1 in spinach seeds
- Long-term aspiration: 5% market share of global vegetable seed market
- Initiation of international breeding programs
- Focus on main vegetable crops: tomato, melon, watermelon, cucumber, pepper
- Seasonality: none

Sales by region*



*Financial year 2020/2021

Overview 9M 2021/2022 financial results



in € million	9M 2021/2022	9M 2020/2021	+/-
Net sales	1,213.7	1,071.3	13.3%
EBITDA	254.0	260.4	-2.5%
EBIT	185.9	193.4	-3.9%
Net financial income/expenses	-0.8	-7.6	90.0%
Result of ordinary activities	185.2	185.9	-0.3%
Income taxes	50.0	49.6	0.8%
Net income for the period	135.2	136.1	-0.7%
Earnings per share (in €)	4.10	4.13	-0.7%

EQUITY RATIO

in % of total assets

40.9% (39.9%)

Operating Cashflow

in € million

-26.3 (24.8)

CAPEX (w/o Acquisitions)

in € million

67.2 (50.4)

NET DEBT

in € million

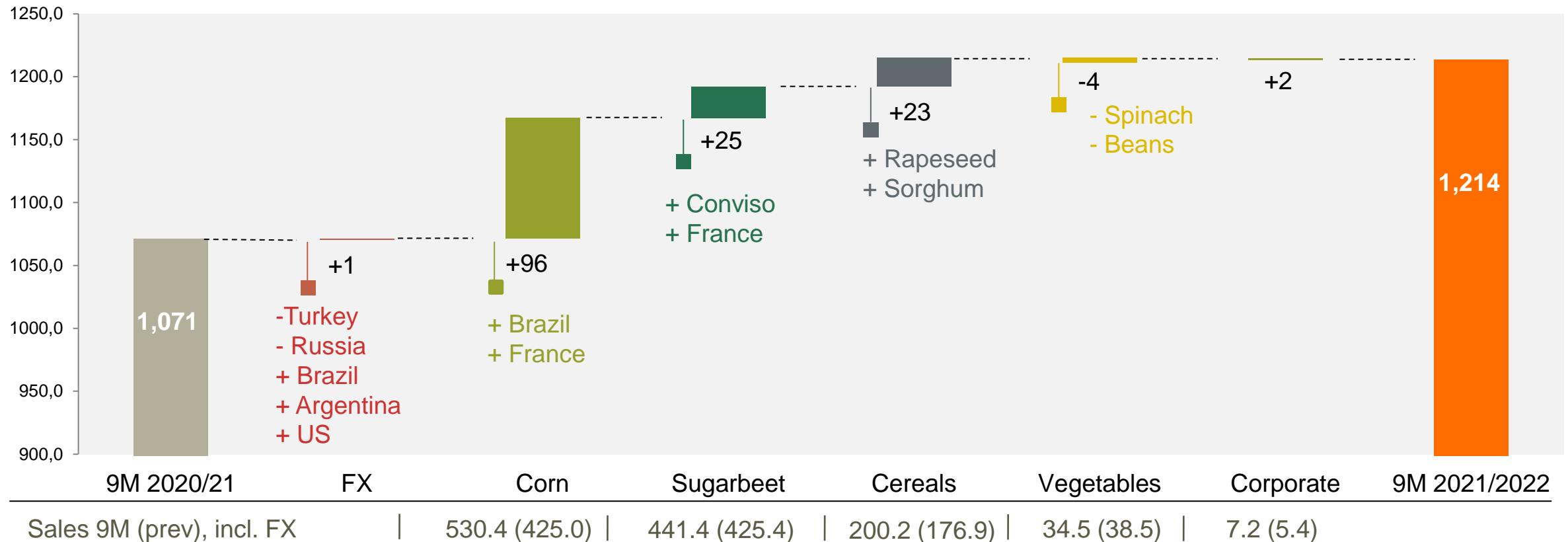
620.9 (566.8)

Previous year's figures in brackets

Strong sales growth in Latin America



Sales development 9M by segments
in € million (rounded*)



* Rounding deviations possible.

Forecast for FY 2021/2022



	Forecast as at May 12, 2022 (9M)	Ad hoc notification (March 04, 2022)	Fiscal year 2020/2021
Net sales growth	~10%	6-8% (prev: 9-11%)	€ 1,310 m
EBIT margin*	8-9%	8-9% (prev: 10%)	10.5%



*as reported



Seeding the future

Challenges and solutions for
modern agriculture

(Future) challenges for agriculture



Population growth: demand for food is expected to rise by 60% by 2050



Shrinking of per-capita acreage: growing population in conjunction with stagnating acreage



Climate change: changes in abiotic stress require new variety properties



Yield loss: 50% due to insects, herbicides, fungal diseases and storage damage



Limited resources: water, fertilizer and plant protection

We develop high yielding and resource-efficient varieties for a sustainable agriculture



Safe yields

Securing yield stability and developing higher yields for a sustainable supply



Resource efficiency

Reducing consumption of water, fertilizer, chemical plant protection



Increased nutrient content

Optimization of energy and nutrient content for more efficient use of acreage



Diversification

Securing sustainability through broadly diversified breeding material

Green Deal – Farm to Fork targets of EU Commission



EU GREEN DEAL TARGETS



Reduce by 50% the overall use and risk of **chemical pesticides** and reduce use by 50% of more hazardous **pesticides** by 2030



Achieve at least 25% of the EU's agricultural land under **organic farming** and a significant increase in **organic aquaculture** by 2030



Reduce sales of **antimicrobials** for farmed animals and in aquaculture by 50% by 2030



Reduce **nutrient losses** by at least 50% while ensuring no deterioration in soil fertility; this will reduce use of **fertilisers** by at least 20 % by 2030



Bring back at least 10% of agricultural area **under high-diversity landscape features** by 2030

Contribution of plant breeding: Product Impact



Safeguard food production

- 1.5 % annual yield gain for farmers through progress in plant breeding and
- Digital farming solutions on >6 million hectares



Minimize input required

- Invest >30 % p.a. of R&D budget into reduction of inputs
- >25% of KWS varieties are suitable for low input



Enhance crop diversity

- Increase number of crops with dedicated breeding programs from 24 to 27



Support sustainable diets

- >40 % of KWS varieties are suitable for predominantly direct use in human nutrition

Corporate Responsibility



Improve operational footprint

- Reduce scope 1 & 2 emissions by 50 % until 2030 and to net-zero by 2050
- Establish score cards



Foster social engagement

- Min. 1 % EBIT p.a. into social projects
- Improve employee engagement
- Declining trend of accidents/illnesses index

Examples for KWS' contribution for more sustainability in agriculture



Organic seeds

- **Variety and performance testing** for the early selection of efficient organic varieties and plant material from conventional breeding programs
- Seeds of high performance and quality **optimized for organic farming**



Biologicals

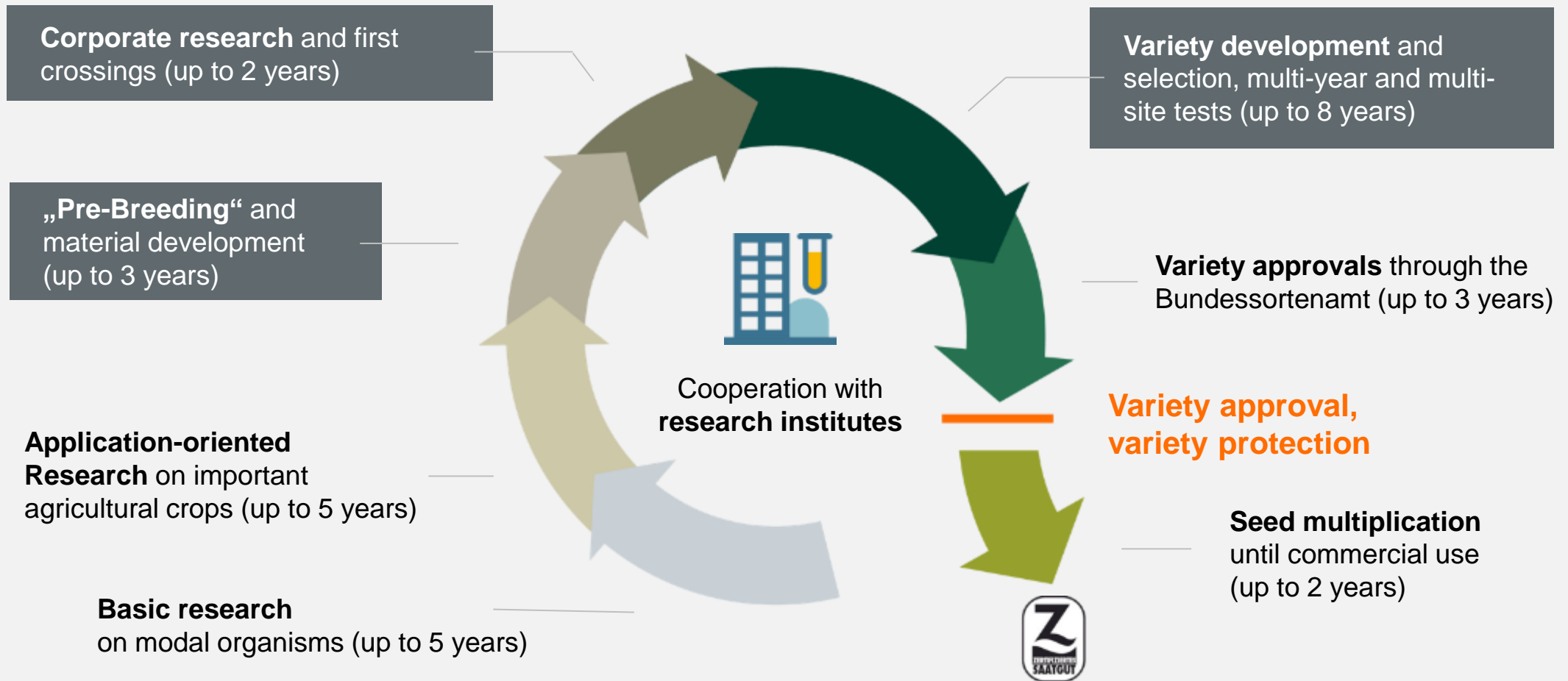
- Biologicals can help to **reduce chemical** crop protection
- **Useful microorganisms** protect yield against pests, abiotic stress (cold, drought, etc.)
- Biologicals can be applied as treatment **directly to the seed**. Very efficient in protecting the seedling right at the beginning of the development



Hybridrye

- Used as feed **increases animal health** as a feed
- Good **resistance to dryness**
- **Less nitrogen, water and crop protection** compared to wheat
- **Smallest carbon footprint** of cereals in Germany (greenhouse gas emissions for cultivation)

Developing a new variety is a complex process and takes 8 to 12 years



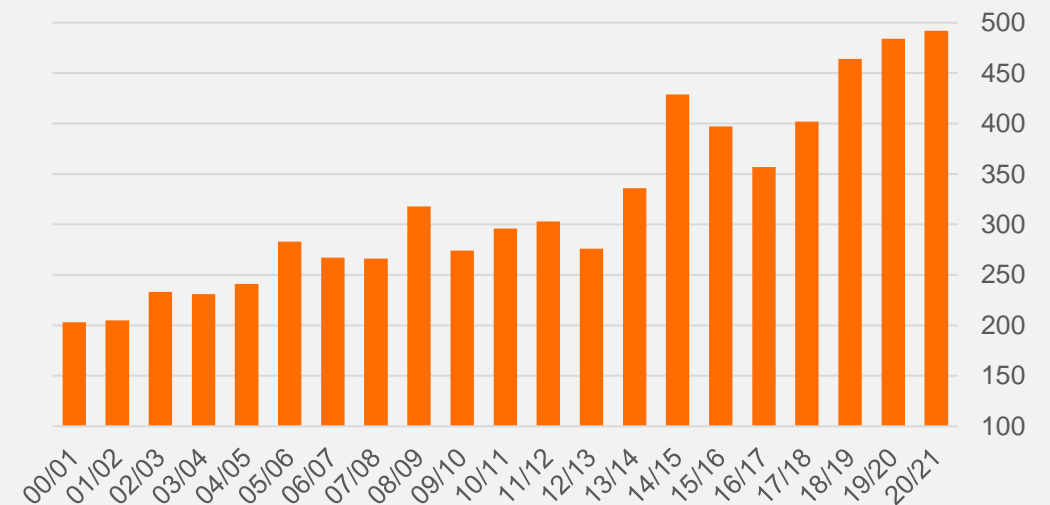
Source: BDP, changed

Diverse portfolio of strong varieties

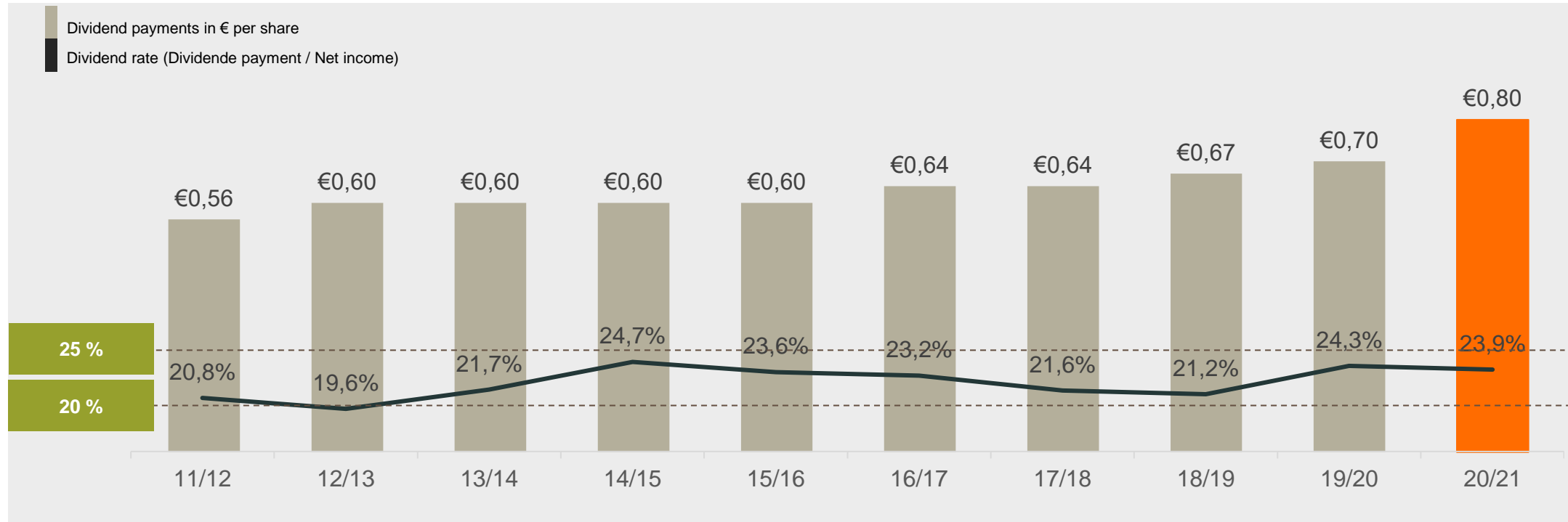


■ 492 variety approvals
in FY 2020/2021

Development of variety approvals over last 20 years



Dividend payments and dividend rate of the last 10 years



Dividend policy continued

Key figures for the KWS share, shareholdings and coverage



1 General Data

- ISIN
- Number of shares
- Type

DE0007074007
33.000.000
No-par value shares

2 Closing price (Xetra)*

- June 30, 2021
- June 30, 2020

in €
69.40
66.70

3 Daily trading volume (avg.)

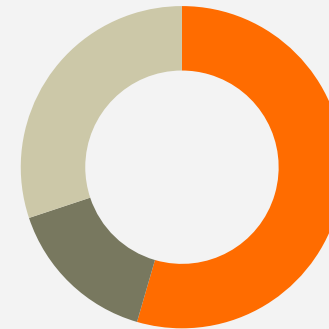
- 2020/2021
- 2019/2020

in shares/day
9,203
14,354

4 Market capitalization

- June 30, 2021
- June 30, 2020

in € million
2,290
2,201



FAMILIES
BÜCHTING,
AREND OETKER

54.4%

TESSNER
BETEILIGUNGS
GMBH

15.4%

FREE FLOAT

30.2%

 **DZ BANK**
Die Initiativbank

 Pareto
Securities

 STIFEL

 M.M. WARBURG & CO
BANK

 ODDO BHF

 Kepler
Cheuvreux

 NORD/LB

Financial calendar and IR contact



September 28, 2022	Publication of the 2021/2022 annual statements, Annual Press Conference and Analysts' Conference
November 14, 2022	Q1 Report 2022/2023
December 6, 2022	Annual Shareholders' Meeting, Einbeck



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