



Analyst & Investor Call 9M 2021/2022

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KWS SAAT SE & Co. KGaA
May 12, 2022

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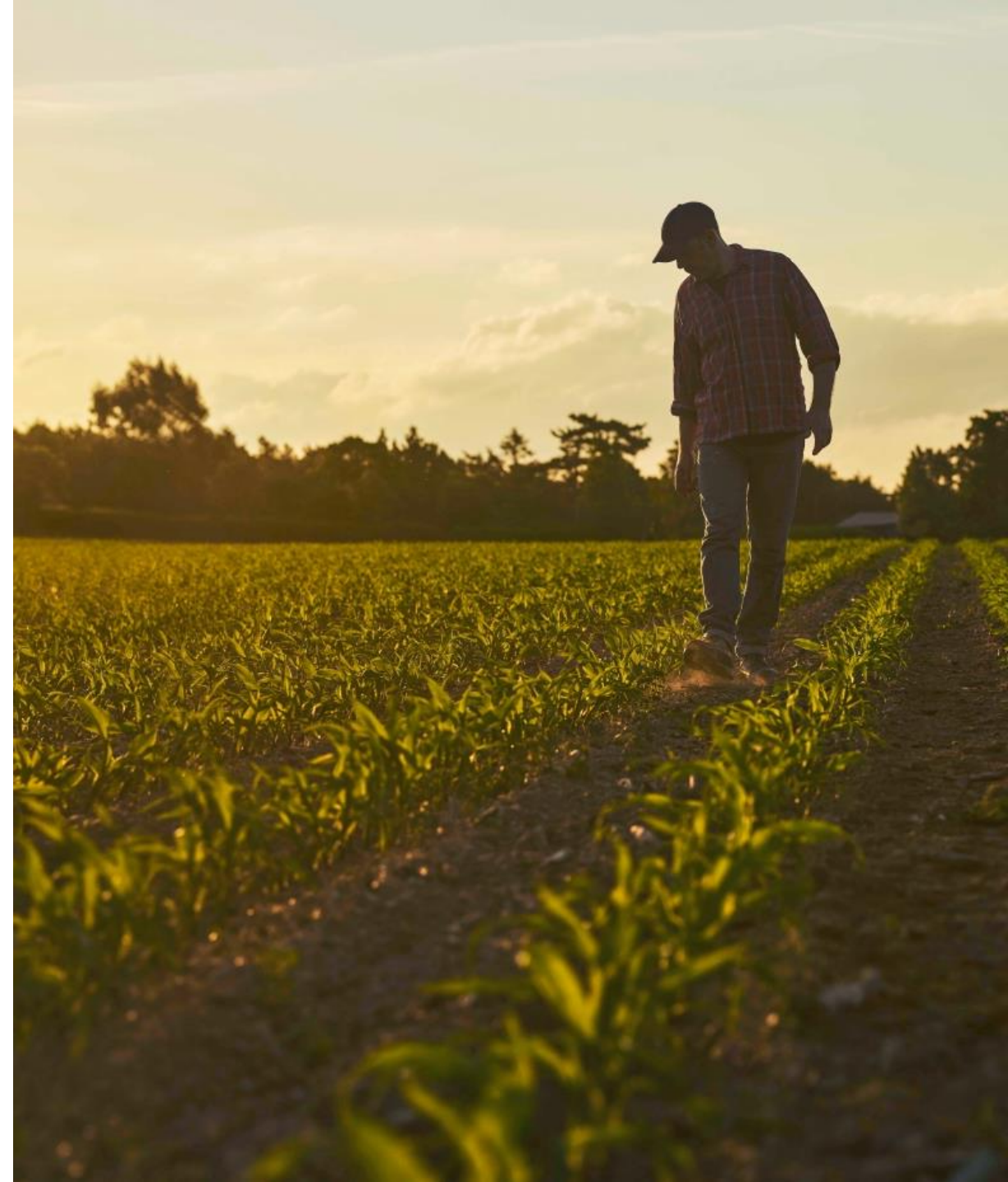


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Unprecedented challenges in current business environment

- **Agricultural sector under great tensions** due to high commodity prices, reduced availability of input factors and disruption of agricultural exports
- **Inflationary environment** incl. strong rise in seed multiplication costs puts significant burden on profitability
- **Ukraine war** creates high uncertainty for our local operations; KWS is committed to support Ukrainian colleagues and farmers



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

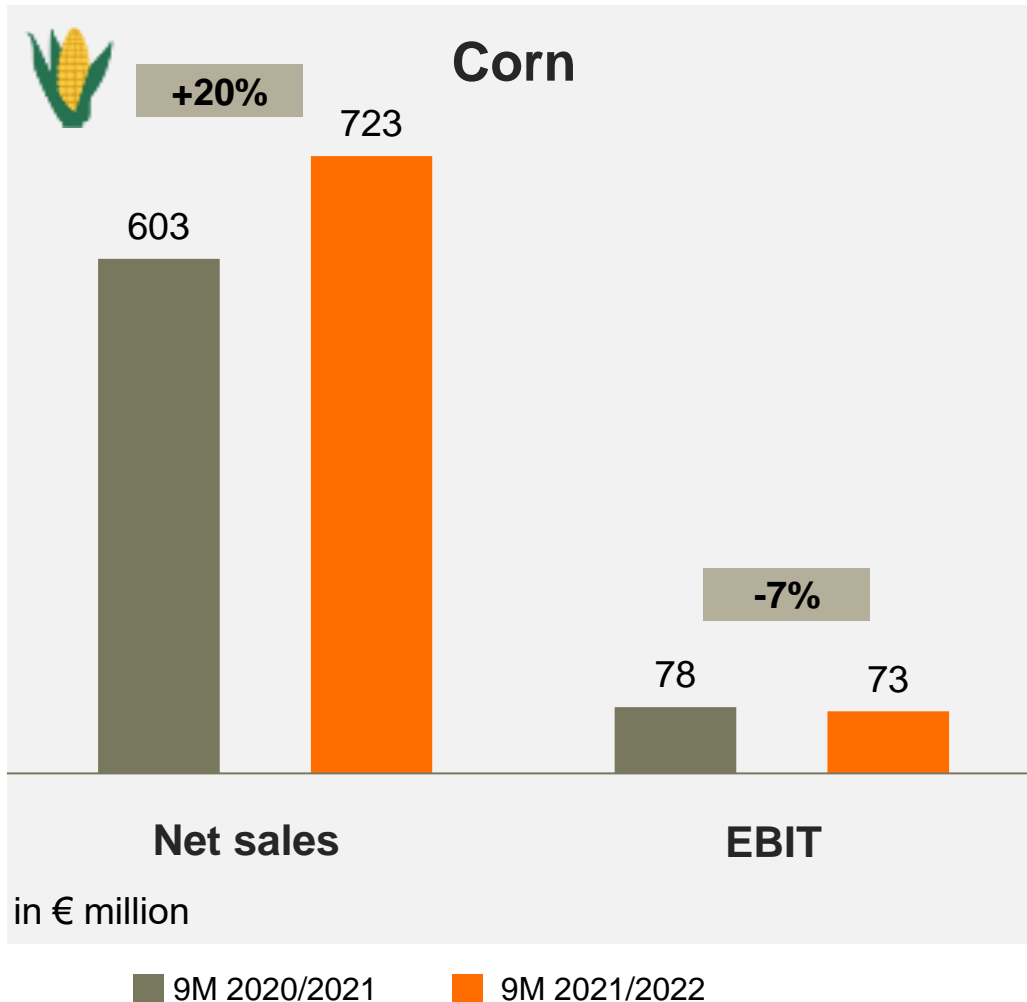
67.2 (50.4)

NET DEBT

in € million

620.9 (566.8)

Previous year's figures in brackets

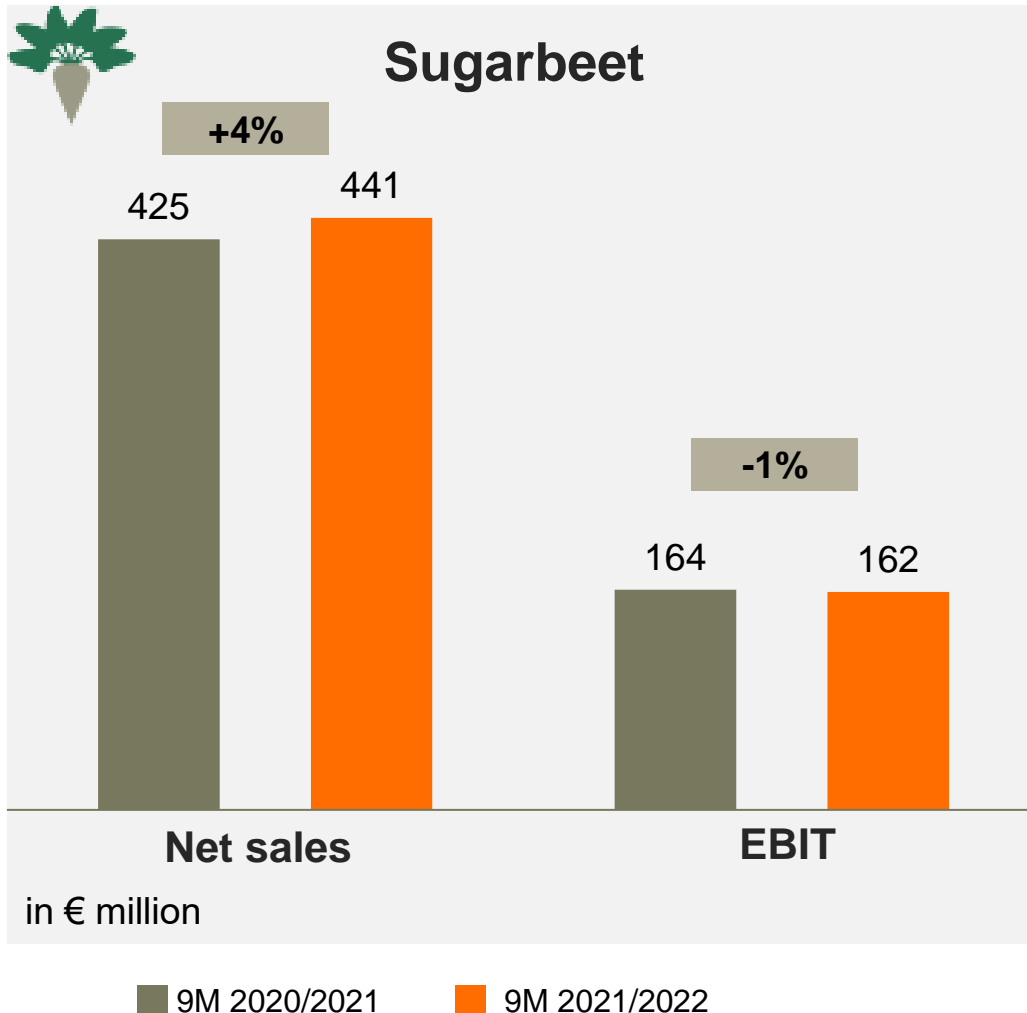


Q1-Q3 2021/2022

- Strong growth in Brazil (+60%) and Argentina (+13%), Europe +5%
- Significant sales expansion in Brazil due to higher acreage, prices and market share gains
- U.S. Joint Venture sales (AgReliant) +11% due to higher soybean sales and FX
- Segment EBIT down to € 73m (78m), mainly due to strong rise in COGS and business expansion in Brazil, effects from Ukraine war

Outlook FY 2021/2022 *(new)*

- Strong sales growth
- EBIT margin below previous year's level (before: previous year's level)

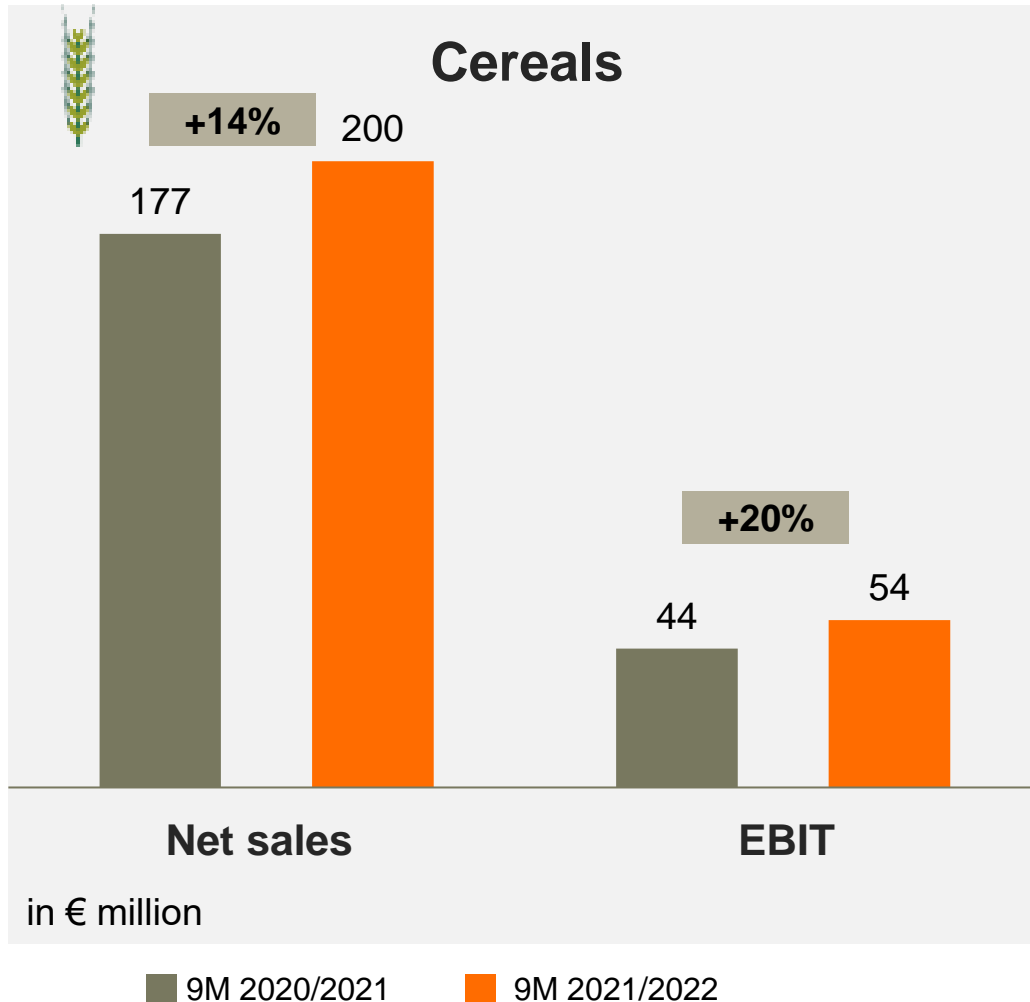


Q1-Q3 2021/2022

- Sales increase of 4% based on higher market penetration with CONVISO® SMART portfolio and
- Strong uptake of high-yielding Cercospora-resistant varieties (CR+)
- Further significant sales contribution expected in Q4
- Segment EBIT on previous year's level at € 162m (164m)

Outlook FY 2021/2022 *(unchanged comp. to Q2)*

- Sales clearly above previous year
- EBIT margin on previous year's level

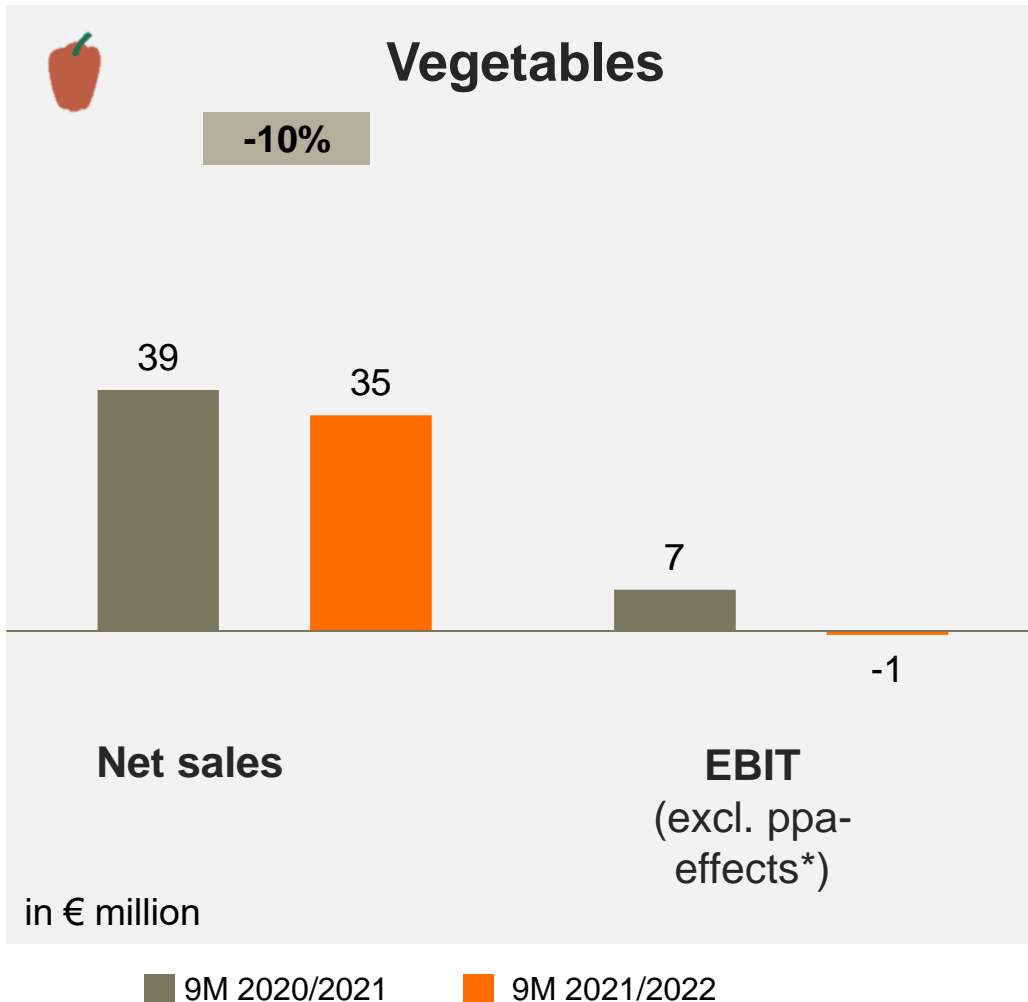


Q1-Q3 2021/2022

- Sales growth of 14% mainly due to strong rapeseed business (+43%) driven by variety performance and commodity prices
- Further growth of rye, wheat and sorghum; barley on previous year's level
- Segment EBIT up by 20% to € 54m (44m) driven by sales and favorable product mix

Outlook FY 2021/2022 *(unchanged compared to Q2):*

- Sales & EBIT margin significantly above previous year



Q1-Q3 2021/2022

- Decline in sales mainly due to high inventory levels at distributors and stronger competition
- Build-up of breeding programs for main vegetable crops (tomatoes, cucumber, peppers, melon, and watermelon) progresses as planned
- EBIT below previous year due to sales development and R&D expansion

Outlook FY 2021/2022 (new)

- Sales on previous year's level
- EBIT margin below prior year (excl. PPA effects)

*PPA effects per 9M 2021/2022: amortization of intangible assets (€-14.7 million)

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

A photograph of a field of purple flowers, likely rapeseed, at sunset. The sun is low on the horizon, creating a warm, golden glow. The flowers are in the foreground, and the background is a soft-focus field of similar flowers.

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Q&A Session

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