

Investor presentation

KWS SAAT SE & Co. KGaA | January 2023

SEEDING
THE FUTURE
SINCE 1856



**WHY INVEST IN
KWS?**

We are an
innovation-driven
company turning
sustainability in
agriculture into
growth



Sustainability is
anchored in our
company values



We are **independent**
and **family-backed**
company with a track
record of growth by
providing **innovative**
solutions for farmers



As one of **the**
leading plant
breeding companies
worldwide we strive
for **further**
profitable growth



KWS at a glance

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



NET SALES*
in million €

1,540

COUNTRIES

>70

EMPLOYEES*

5,120

INNOVATION*
in % of net sales

18.6

YIELD PROGRESS
crops Ø p.a. in %

1-2

*Financial year 2021/2022

Ranking

by sales with agricultural crops

Global

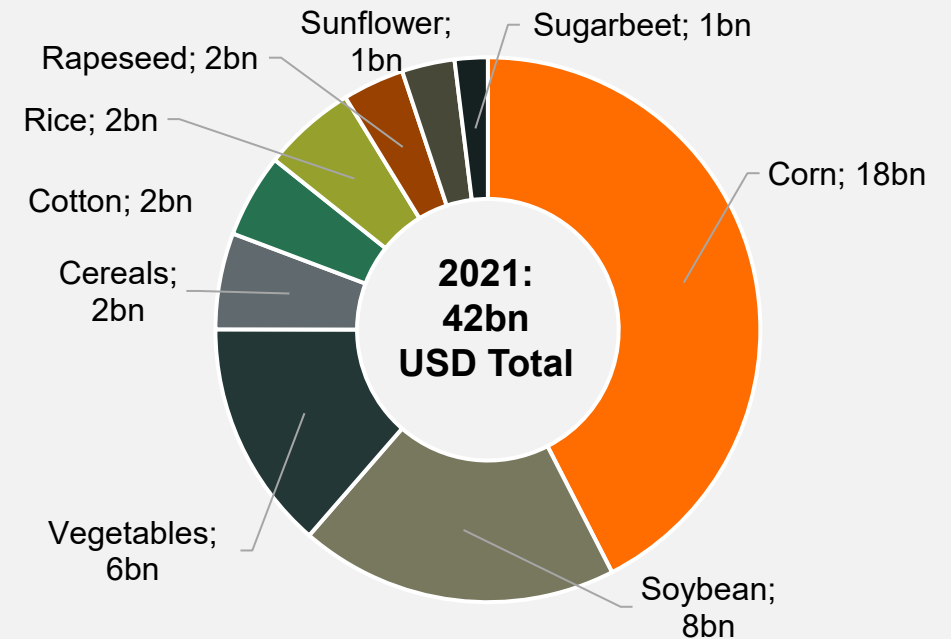
1. Bayer
2. Corteva
3. Syngenta Group
4. Vilmorin
- 5. KWS**

Europe

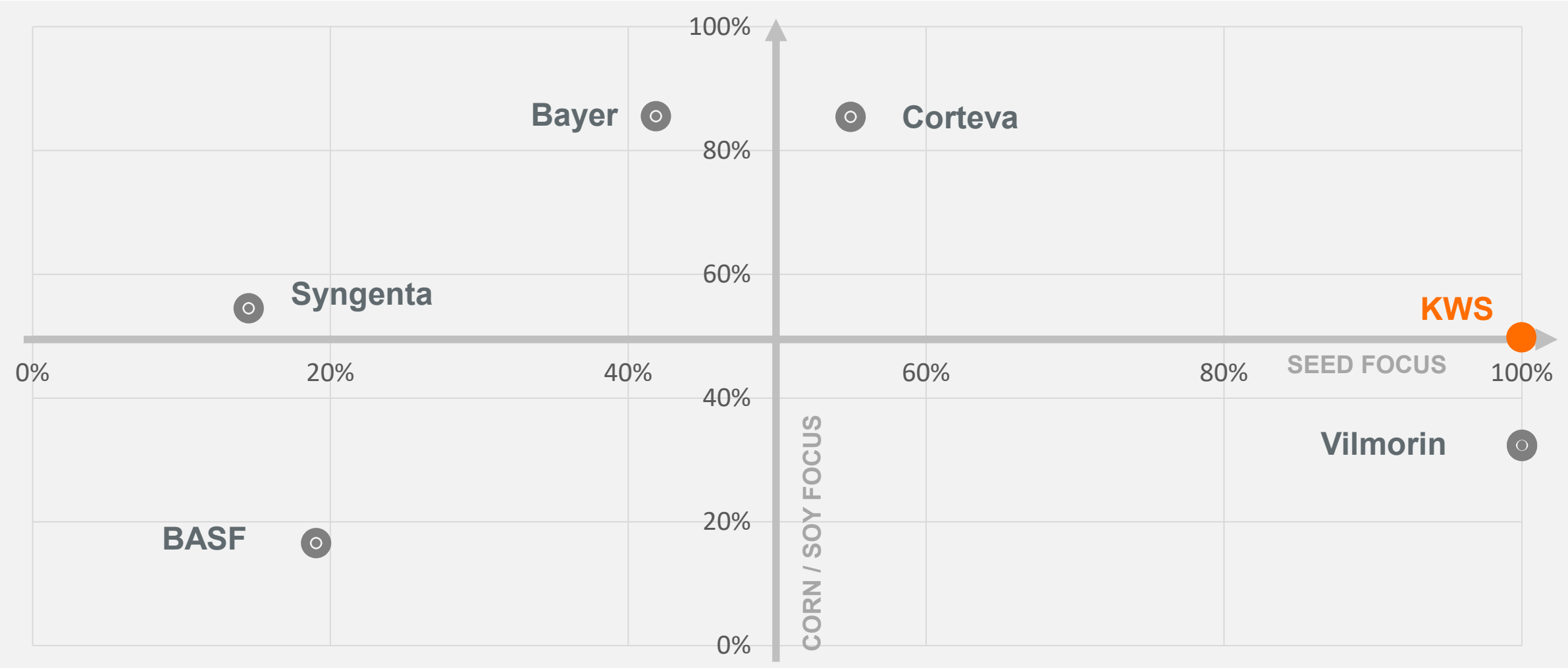
1. Corteva
2. Bayer
- 3. KWS**
4. Syngenta Group
5. Vilmorin

Sources: AgbioInvestor 2022 and KWS estimates. Ranking KWS and Vilmorin includes 50% of AgReliant sales each

Global Commercial Seed Market (in USD)

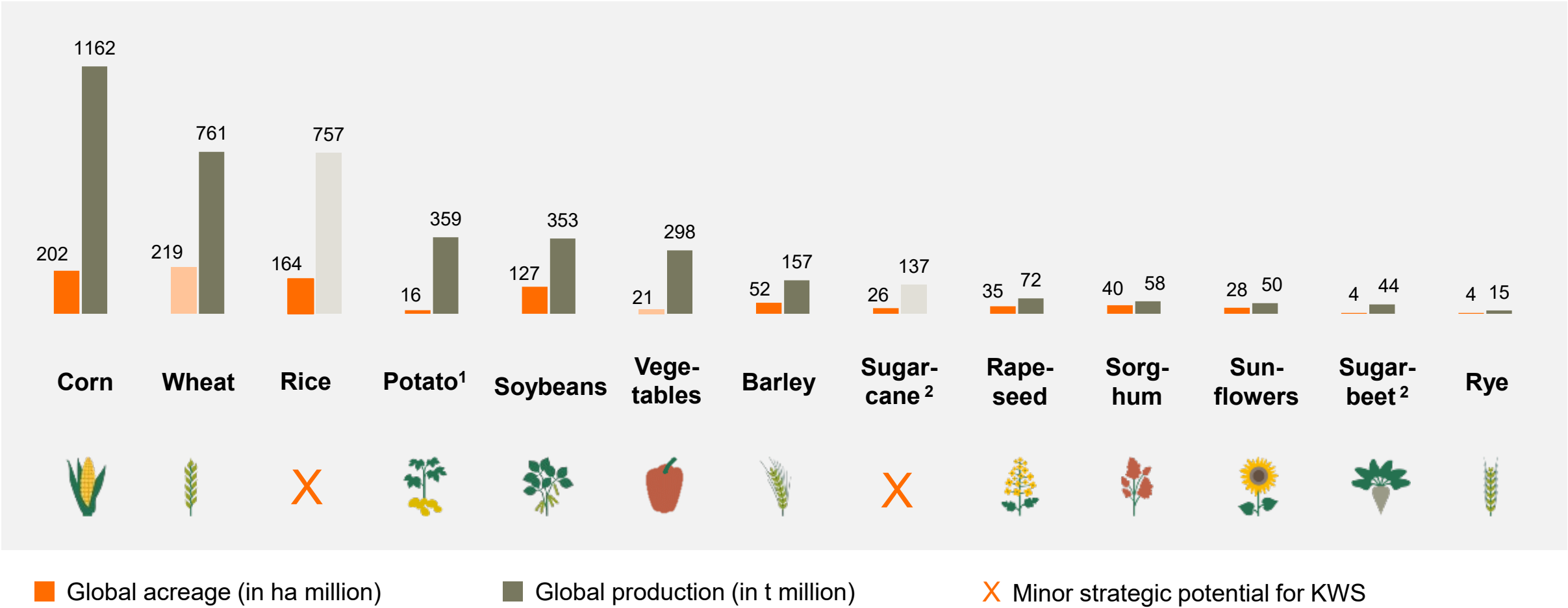


Strategic market position



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



Source: faostat.fao.org (Data for 2020), 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

935

EBITDA*
in € million

96

EBIT*
in € million

57



Corn



Soybeans

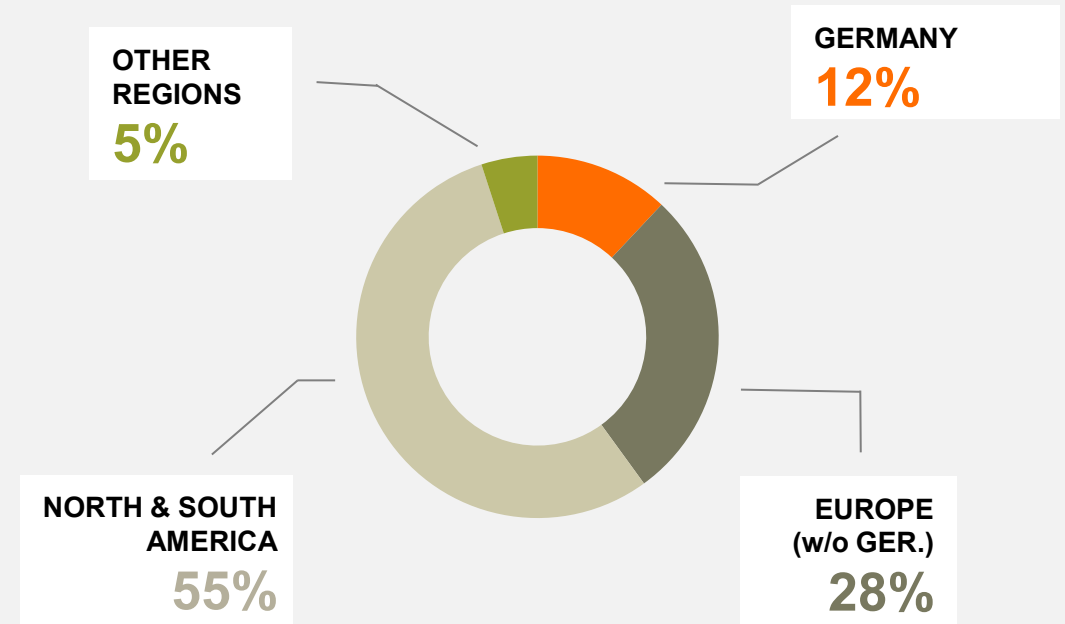


Sunflower

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 2021/2022

Sugarbeet Segment



NET SALES*
in € million

588

EBITDA*
in € million

216

EBIT*
in € million

195



Sugarbeet



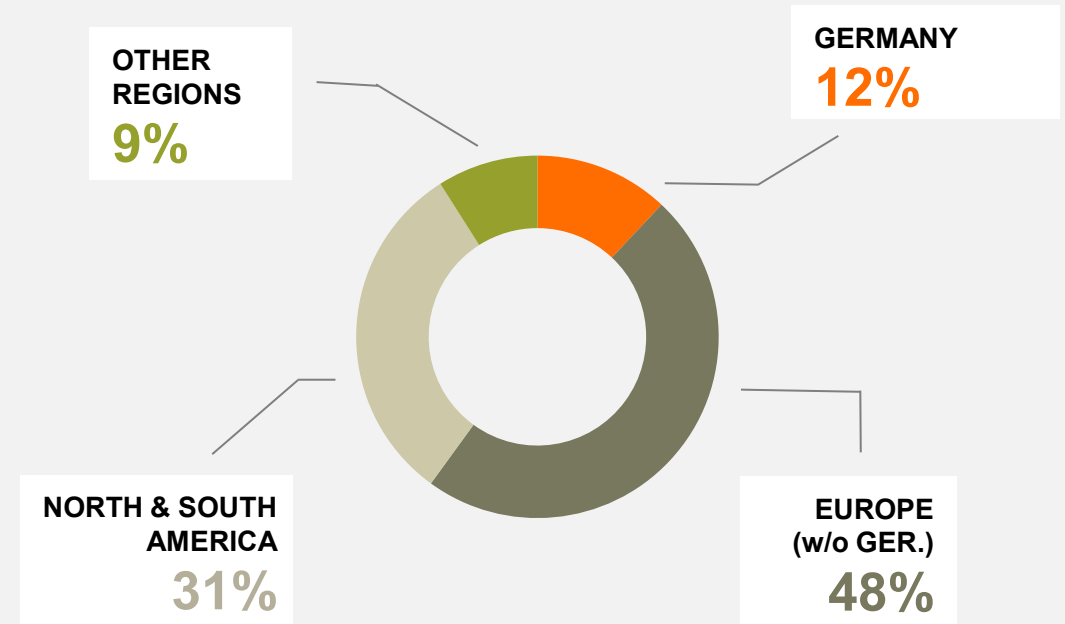
Feedbeet



Overview

- Leading position globally with >60% market share
- Growth driver: innovative product portfolio & pipeline, addressing needs of sugarbeet growers
- Example: Cercospora-tolerance CR+ varieties offer a high level of tolerance, high performance and reduces fungicide use
- Seasonality: mainly Q3

Sales by region*



*Financial year 2021/2022

The image is a side-by-side comparison of two plant varieties. The left side shows a 'Classic variety' which is a dense field of plants with a brownish, reddish-brown hue, suggesting they might be dormant or have a specific genetic trait. The right side shows a 'CR+ variety' which is a dense field of bright green plants, indicating active growth or a different genetic trait. A vertical orange line separates the two fields. Each field has a text label at the top in a light beige box.

Classic variety

CR+ variety

Cereals Segment



NET SALES*
in € million

216

EBITDA*
in € million

39

EBIT*
in € million

30



Rye



Rapeseed



Wheat



Barley



Sorghum

...

Overview

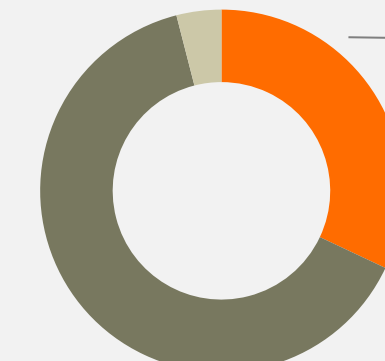
- Broad portfolio of cereal crops
- #1 in hybrid rye, leading position in rapeseed
- Strong R&D pipeline including hybrid wheat
- Growth driver: hybrid rye, regional expansion
- Seasonality: mainly H1

Sales by region*

NORTH & SOUTH
AMERICA
5%

EUROPE
(w/o GER.)
63%

GERMANY
32%



*Financial year 2021/2022

Vegetables Segment



NET SALES*
in € million

54

EBITDA¹
in € million

3

EBIT¹
in € million

1



Spinach



Beans



Swiss
Chard



Tomato

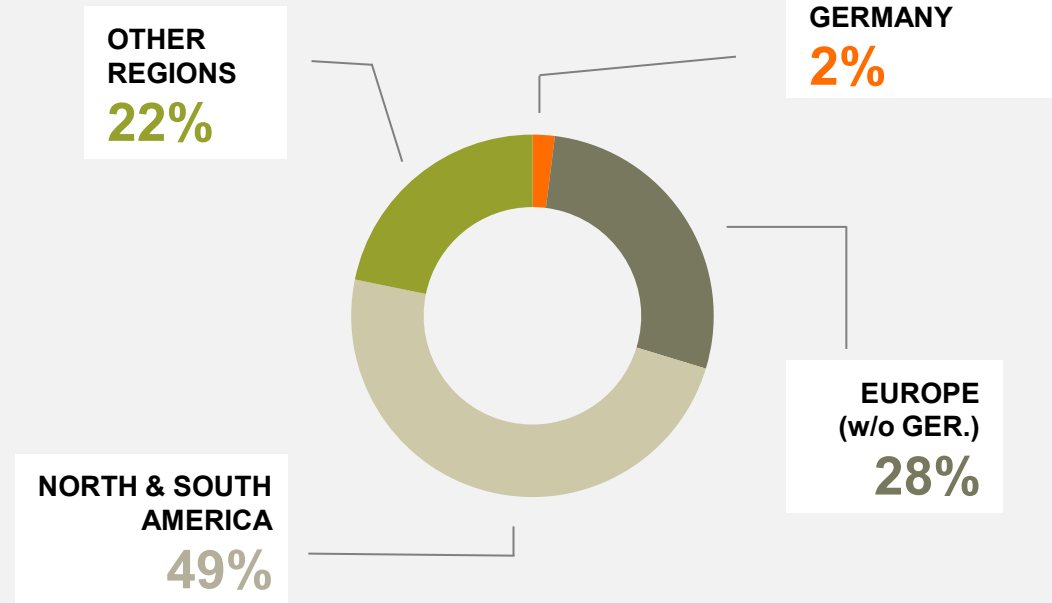
...



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 2021/2022

Update
Q1 2022/2023

KWS with strong start into FY 2022/2023

- Sales increased by 21% based on favorable agricultural market conditions
- Growth driven by cereals segment (+28%), mainly due to rapeseed and rye
- EBIT and EBITDA improved (seasonally negative)
- Sales growth outlook increased to 10-12% (prev. 7-9%)
- EBIT margin outlook confirmed



Financials Q1 2022/2023*



in € million	Q1 2022/2023	Q1 2021/2022	+/-
Net sales	266,3	220,8	20,6%
EBITDA	-7,1	-19,7	64,0%
EBIT	-33,1	-42,1	21,4%
Net financial income/expenses	-29,8	-17,2	-73,3%
Result of ordinary activities	-62,9	-59,2	-6,3%
Income taxes	-16,7	-15,9	-5,0%
Net income for the period	-46,2	-43,3	-6,7%
Earnings per share (in €)	-1,40	-1,31	-6,8%

EQUITY RATIO

in % of total assets

43.2% (40.5%)

TOTAL ASSETS

in € million

2,820 (2,501)

CAPEX (w/o Acquisitions)

in € million

20.9 (19.1)

NET DEBT

in € million

613.7 (586.5)

*Earnings figures for the first quarter typically negative due to seasonality

Opportunities


- Price development for agricultural commodities
- Expansion of cultivated areas in anticipation of falling availability of agricultural products
- Broad KWS product portfolio enables market fluctuations to be balanced out

Risks

- Persistent inflationary pressures
- Availability of fossil fuels
- Influence of weather extremes on quantity and quality in seed multiplication
- Geopolitical risks, esp. Ukraine war



Guidance 2022/2023 updated

- Sales up 10-12% on a like-for-like basis (before 7-9%) 
- Growth in all product segments
- EBIT margin at 10-11%
- Continued high investments in research & development (18-20% of sales)

**TURNING
SUSTAINABILITY
INTO GROWTH**

EU Farm-to-Fork strategy sets challenging goals by 2030



50%

reduction in the overall
use and risk of plant
protection chemicals



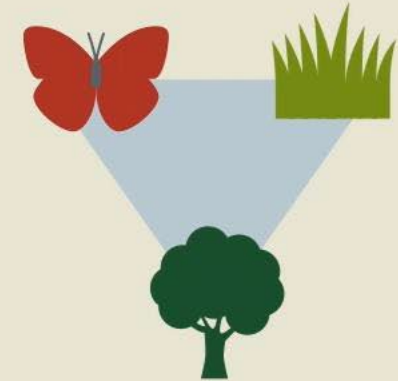
20%

reduction in the use
of inorganic fertilizers



25%

or more of agricultural
land under organic farming



10%

of agricultural area
under high-diversity
landscape features

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

In alignment with global megatrends...



Climate change



Call for sustainable agriculture and supply chains



Climate change impacts cultivation conditions



Cost pressure in agricultural raw material production

Consumer demands



Growing demand for plant-based alternatives to animal protein

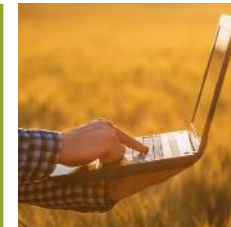


Desire for healthy lifestyle and diets

Digitalization



Automation and digitalization in the field of agriculture

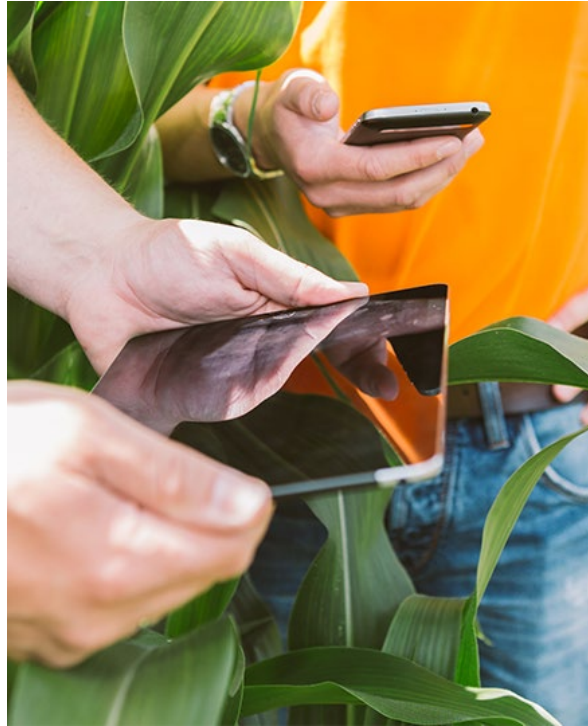


Evolution of direct and digital sales channels

... we identified our Fields of Growth



**Sustainable
Agricultural
Practices**



**Connected
Seeds**



**Nutritional
Food
Ingredients**



**Future
Sales
Models**

Sustainable Agricultural Practices – Our approach



**Low input
varieties**

A photograph of a dense field of green plants, likely a cover crop or a low-input variety, with a path visible in the background.

**Stress
resistant
varieties**

A photograph of a small green plant growing in a clear plastic container filled with water, with other similar containers visible in the background.

**Organic
seeds**

A photograph of a field of white flowers, possibly rapeseed, with green leaves and stems.

**Animal
feeding**

A close-up photograph of a cow's head, showing its eye and ear, with a pile of brown feed or hay in the foreground.

**Weed
control
methods**

A photograph of a tractor with a green implement, likely a plow or harrow, working in a field of brown soil.

**Mixed
cropping
systems**

A photograph of a large field with a mix of green crops and yellow flowers, possibly rapeseed, under a cloudy sky.

Examples for our contribution to a more sustainable agriculture



Cercospora-tolerance CR+

- Cercospora is by far the **most destructive leaf disease** of sugarbeet - reducing the crop yield by up to 50%
- KWS CR+ varieties offer a high level of Cercospora tolerance **AND** a high performance
- Support farmers who are forced to **limit their fungicide use** as much as possible



Drought-tolerant corn varieties

- Under the **CLIMACONTROL3** label, KWS offers innovative, drought-tolerant hybrid grain corn varieties
- Specifically targeted for **South-Eastern Europe**, where drought risks are imminent
- Above average capability to **cope with water stress** due to extensive root system, better transpiration control and higher accumulation



Catch Crops

- Catch crop cultivation is an important element of farming for **sustainably improving soil fertility**
- Catch Crops are **reducing nitrate leaching**. The nitrogen stored in the catch crop is then available to the follow-up crop (**N-fixing**).
- In advanced crop rotation cycles catch crops can **increase yields**

Nutritional Food Ingredients – sustainable, valuable sources of protein



A



Strengthening the portfolio of crops, varieties and traits in the field of alternative protein products

KWS will follow two promising approaches



B



Partnering with companies in the food industry; improvement of characteristics such as flavor, texture or emulsification

Connected Seeds - Expanding our growing digital platform „myKWS“



Continuous expansion of the **service area**



Expansion of **services and functions**



Today (among other things)

- Crop rotation planning
- Sowing optimization
- Inventory management tools
- Satellite-based damage analysis

Future Sales Models – Customer centricity



Digital Farming



CRM Systems



Seed Wholesaler



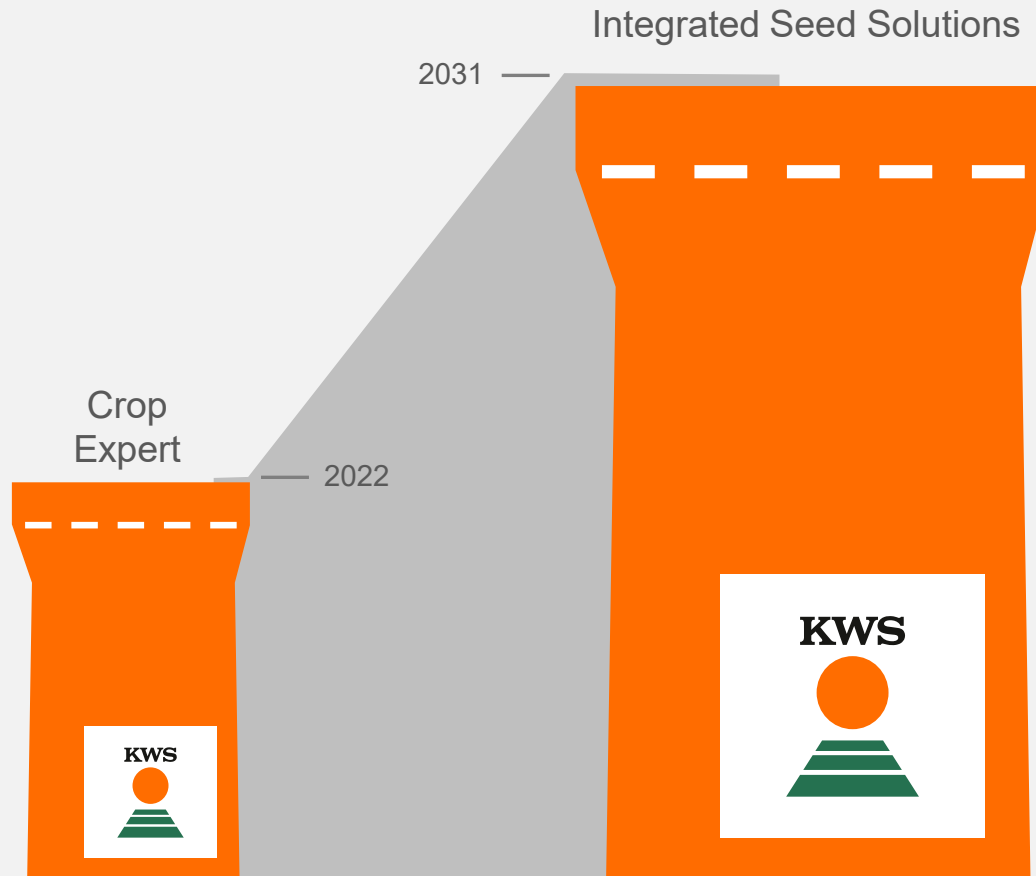
Consulting



Webshops



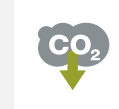
Future value creation through innovative seeds



Digital Services



Less Inputs



Income opportunity GHG reduction



Higher yield



New Crops with high value creation



Leveraging crop synergies



Access to state of the art, tailored expertise

A man in a grey t-shirt and dark trousers is walking towards the camera in a field. To his right is the rear of a large tractor. The background shows a line of trees under a bright, hazy sky. The overall tone is warm and agricultural.

Bringing
**less water and
higher yields**
together.

**The future only works
together:**

learn more about our sustainable
ambition. kws.com/sustainability

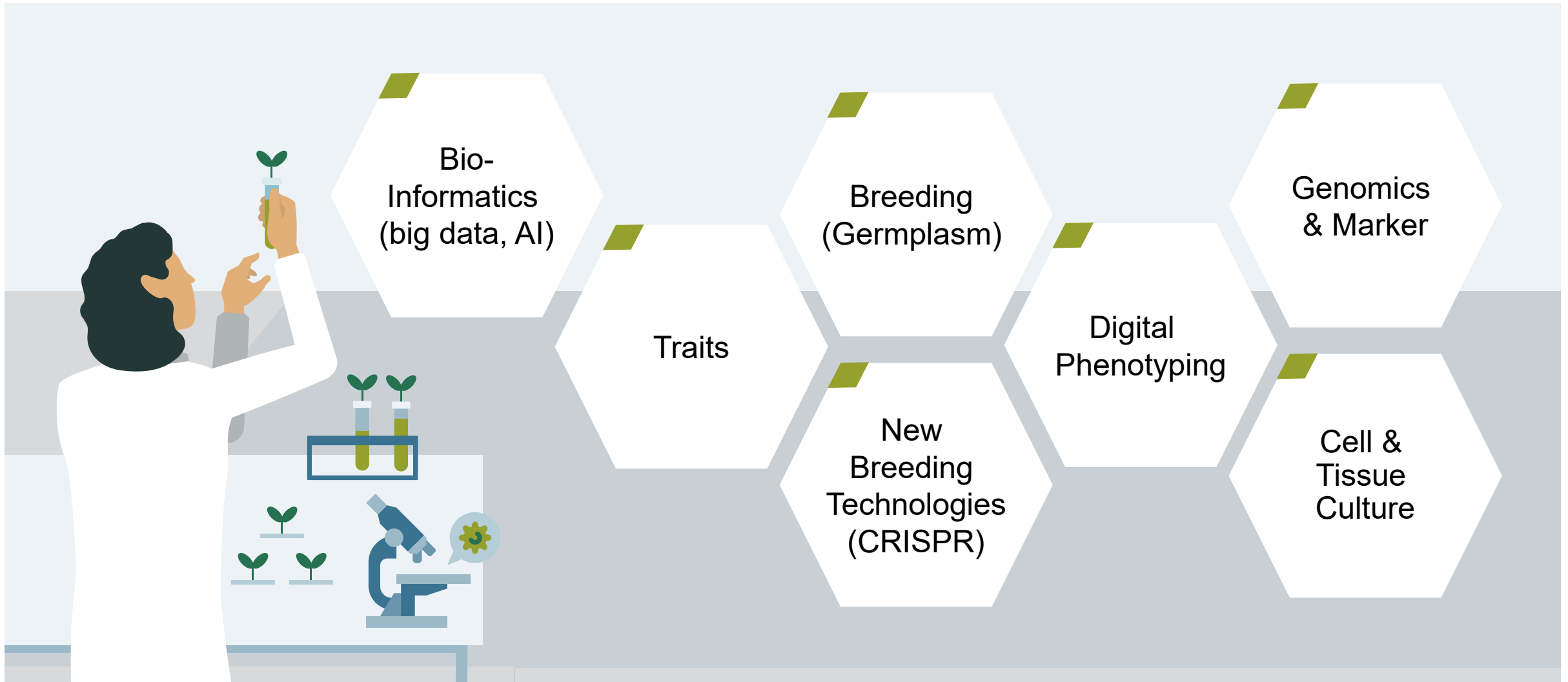
**INNOVATION IS
KEY TO SUCCESS**

We develop plants
that **support a
sustainable
agriculture.**

Technologies will
make this **faster and
more targeted.**

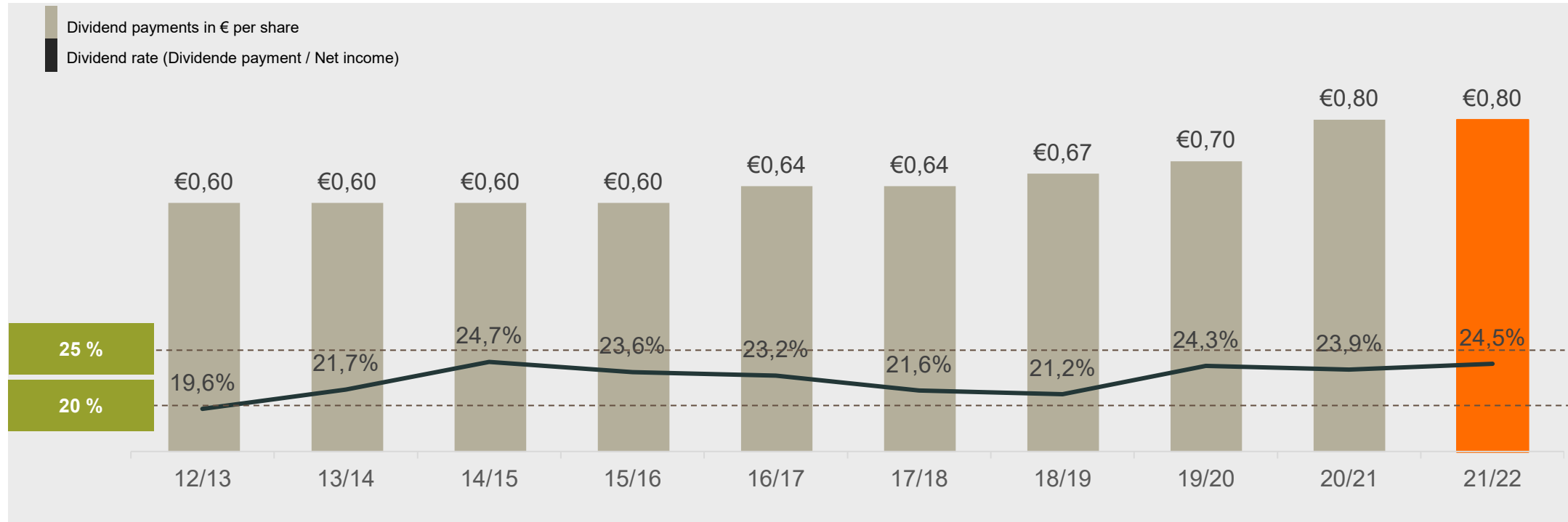


Technology is the backbone of our success



FURTHER INFORMATION

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, 2022
- June 30, 2021

in €
55.80
69.40

3

Daily trading volume (avg.)

- 2021/2022
- 2020/2021

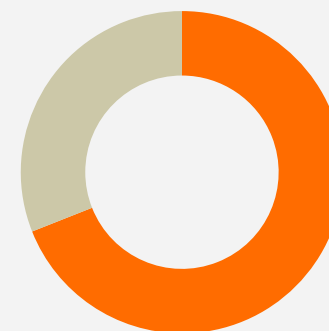
in shares/day
7,687
9,203

4

Market capitalization

- June 30, 2022
- June 30, 2021

in € million
1,841
2,290



FAMILIES
BÜCHTING, AREND
OETKER, TESSNER

69.1%

(t/o TESSNER
BETEILIGUNGS
GMBH)

(15.4%)

FREE FLOAT

30.9%

 **DZ BANK**
Die Initiativbank

STIFEL


M.M. WARBURG & CO
BANK

 **Kepler
Cheuvreux**


ODDO BHF

Financial calendar and IR contact



February 9, 2023 H1 Report 2022/2023

May 11, 2023 9M Report 2022/2023

September 27, 2023 FY Report 2022/2023



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