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’ competitive environment

Globally
Sales from agricultural crops in € billion

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales (€ billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Bayer</td>
<td>7.8</td>
</tr>
<tr>
<td>Corteva</td>
<td>6.7</td>
</tr>
<tr>
<td>Syngenta</td>
<td>2.0</td>
</tr>
<tr>
<td>Vilmorin</td>
<td>0.9</td>
</tr>
<tr>
<td>BASF</td>
<td>0.9</td>
</tr>
</tbody>
</table>

Europe
Sales from agricultural crops in € billion

<table>
<thead>
<tr>
<th>Company</th>
<th>Sales (€ billion)</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corteva</td>
<td>1.2</td>
</tr>
<tr>
<td>Vilmorin</td>
<td>0.7</td>
</tr>
<tr>
<td>Syngenta</td>
<td>0.6</td>
</tr>
<tr>
<td>Bayer</td>
<td>0.5</td>
</tr>
<tr>
<td>Vilmorin</td>
<td>0.3</td>
</tr>
<tr>
<td>BASF</td>
<td>0.1</td>
</tr>
</tbody>
</table>

Source: AgbioInвестor 2019 and KWS estimates, excluding vegetable and flower business, as well as pasture and grazing activities

May 2020
Strategic market position

Data Source: Phillips McDougall, December 2018 and AgbioInvestor, October 2018 (% corn & soy sales of total seed sales; % seed sales of total ag sales)
Our portfolio includes seeds for 11 of the 13 most important crops/crop groups.

<table>
<thead>
<tr>
<th>Crop</th>
<th>Global Acreage (in ha million)</th>
<th>Global Production (in t million)</th>
<th>Minor Strategic Potential for KWS</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>1135</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Rice</td>
<td>772</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Soybeans</td>
<td>770</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Potato</td>
<td>197</td>
<td>388</td>
<td>X</td>
</tr>
<tr>
<td>Barley</td>
<td>167</td>
<td>353</td>
<td>X</td>
</tr>
<tr>
<td>Sugar-cane</td>
<td>19</td>
<td>21</td>
<td></td>
</tr>
<tr>
<td>Vegetables</td>
<td>47</td>
<td>147</td>
<td></td>
</tr>
<tr>
<td>Rape-seed</td>
<td>146</td>
<td></td>
<td></td>
</tr>
<tr>
<td>Sorg-hum</td>
<td>35</td>
<td>76</td>
<td></td>
</tr>
<tr>
<td>Sun-flowers</td>
<td>41</td>
<td>58</td>
<td></td>
</tr>
<tr>
<td>Sugar-beet</td>
<td>27</td>
<td>48</td>
<td></td>
</tr>
<tr>
<td>Rye</td>
<td>5</td>
<td>42</td>
<td></td>
</tr>
</tbody>
</table>

Source: faostat.fao.org (Data for 2017), zuckerverbaende.de; ¹ No commercial business for KWS, but target of strategic research and development.
Vegetable Seeds – A growing and highly profitable market

Global Commercial Seed Market

Vegetable Seed Market (in million US$)

- 2016: 37 Bn. USD Total
- Corn 15 bn.
- Rapeseed 2 bn.
- Cereals 2 bn.
- Soybean 8 bn.
- Sugarbeet 1 bn.
- Sunflower 1 bn.
- Cotton 2 bn.
- Rice 2 bn.
- Vegetables 5 bn.

Market Expectations

- Increasing global vegetable consumption
- Rising demand for fresh vegetables
- Annual vegetable seed market growth: 5-6% (CAGR)
- Higher margins due to very wide range of varieties in the vegetable segment

Source: PhillipsMcDougall 2017

Source: Kynetec 2016, estimated

2016
5396

2017-2021
1656

2022-2026
2165

2026
9217

Vegetables Market (million US$)
Acquisition of Pop Vriend Seeds

At a glance

- HQ in Andijk (NL)
- Founded 1956
- Market leader in spinach seed
- Net Sales: €75 million, EBIT-Margin*: ~40%
- Purchase price: around 20% of KWS market cap

Net Sales by Region

- EUROPE: 29%
- REST OF WORLD: 18%
- AMERICAS: 53%
- EUROPE + REST OF WORLD = 47%
- AMERICAS = 53%

Net Sales by Section

- OTHERS: 13%
- DISTRIBUTION: 5%
- BEANS: 15%
- SPINACH: 67%

1956

Founded

Net Sales: €75 million

*Average of the last three years
## Update 9M 2019/2020

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales</strong></td>
<td>1,012.5</td>
<td>857.7</td>
<td>18.0%</td>
</tr>
<tr>
<td><strong>EBITDA</strong></td>
<td>247.4</td>
<td>210.6</td>
<td>17.5%</td>
</tr>
<tr>
<td><strong>EBIT</strong></td>
<td>184.3</td>
<td>173.1</td>
<td>6.5%</td>
</tr>
<tr>
<td><strong>Net financial income/expenses</strong></td>
<td>6.0</td>
<td>9.8</td>
<td>–38.8%</td>
</tr>
<tr>
<td><strong>Result of ordinary activities</strong></td>
<td>190.2</td>
<td>182.9</td>
<td>4.0%</td>
</tr>
<tr>
<td><strong>Income taxes</strong></td>
<td>52.3</td>
<td>54.8</td>
<td>–4.6%</td>
</tr>
<tr>
<td><strong>Net income for the period</strong></td>
<td>137.9</td>
<td>128.1</td>
<td>7.7%</td>
</tr>
<tr>
<td><strong>Earnings per share (in €)</strong></td>
<td>4.18</td>
<td>3.88</td>
<td>7.7%</td>
</tr>
</tbody>
</table>

### EQUITY RATIO
- **in % of total assets**: 39.9% (52.6%)

### TOTAL ASSETS
- **in € million**: 2,631 (1,897)

### CAPEX (w/o Pop Vriend)
- **in € million**: 73.6 (67.1)

### NET DEBT
- **in € million**: 630.0 (185.7)

---

*Previous year’s figures in brackets*
## Product Segments

<table>
<thead>
<tr>
<th>Segments</th>
<th>Reconciliation (in € million)</th>
<th>KWS Group</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>1,225.5</td>
<td>-213.0</td>
</tr>
<tr>
<td>EBIT</td>
<td>200.8</td>
<td>-16.6</td>
</tr>
</tbody>
</table>

**Corn**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>575</td>
<td>607</td>
</tr>
<tr>
<td>EBIT</td>
<td>74</td>
<td>80</td>
</tr>
</tbody>
</table>

**Sugarbeet**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>335</td>
<td>372</td>
</tr>
<tr>
<td>EBIT</td>
<td>144</td>
<td>157</td>
</tr>
</tbody>
</table>

**Cereals**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>156</td>
<td>177</td>
</tr>
<tr>
<td>EBIT</td>
<td>43</td>
<td>47</td>
</tr>
</tbody>
</table>

**Vegetables**

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>23</td>
<td>-2</td>
</tr>
</tbody>
</table>
Financials
FY 2018/2019
Growth in all product segments despite challenging industry-specific conditions

**Growth in all product segments**

<table>
<thead>
<tr>
<th>Segment</th>
<th>Net sales in € million</th>
<th>EBIT in € million</th>
<th>Dividend proposal in €</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sugarbeet</td>
<td>1,113.3</td>
<td>150.0</td>
<td>0.67</td>
</tr>
<tr>
<td>Corn</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cereals</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

- **Sales and EBIT forecast met**
- **KWS remains a leading innovator**
- **Global market leadership asserted in a challenging environment**
- **Decline in core markets D and F offset by strong growth in Eastern Europe (mainly CONVISO® SMART)**

- **Segment Sugarbeet**
  - Sales and EBIT forecast met
  - KWS remains a leading innovator
  - Global market leadership asserted in a challenging environment
  - Decline in core markets D and F offset by strong growth in Eastern Europe (mainly CONVISO® SMART)

- **Segment Corn**
  - Sales and EBIT forecast met
  - Stable business in Europe and Asia
  - Strong growth in South America through the introduction of our own, innovative hybrid varieties
  - US business affected by weather-related decline in acreage

- **Segment Cereals**
  - Significant growth: Sales and EBIT forecast met
  - Hybrid rye and barley with strong growth, wheat and rapeseed stable
  - Strategic growth markets achieve significant growth
  - #Ryevolution campaign strengthens rye positioning
Net sales and Earnings per share increase by around 4 per cent

<table>
<thead>
<tr>
<th></th>
<th>2018/2019</th>
<th>2017/2018</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net sales</td>
<td>1,113.3</td>
<td>1,068.0</td>
<td>4.2%</td>
</tr>
<tr>
<td>Operating income (EBIT)</td>
<td>150.0</td>
<td>132.6</td>
<td>13.1%</td>
</tr>
<tr>
<td>Net financial income/expenses</td>
<td>-5.5</td>
<td>5.4</td>
<td>-</td>
</tr>
<tr>
<td>Result of ordinary activities</td>
<td>144.5</td>
<td>138.0</td>
<td>4.7%</td>
</tr>
<tr>
<td>Taxes</td>
<td>40.4</td>
<td>38.3</td>
<td>5.5%</td>
</tr>
<tr>
<td>Net income for the year</td>
<td>104.0</td>
<td>99.7</td>
<td>4.3%</td>
</tr>
<tr>
<td>Earnings per share (€)</td>
<td>3.15</td>
<td>3.02</td>
<td>4.3%</td>
</tr>
</tbody>
</table>

**EBIT-MARGIN**
EBIT as a % of net sales
13.5% (12.4%)

**COST OF SALES**
as a % of net sales
41.2% (41.8%)

**R&D INTENSITY**
as a % of net sales
18.5% (18.5%)

**Tax rate**
in %
28.0% (27.8%)

Previous year’s figures in brackets
Net sales of the KWS Group

<table>
<thead>
<tr>
<th>Net sales in € million</th>
<th>Net sales by segment in € million</th>
</tr>
</thead>
<tbody>
<tr>
<td>986 1,037 1,075 1,068 1,113</td>
<td>734 739 455 461 151 171</td>
</tr>
</tbody>
</table>

- **CAGR 2.5%**
- **Corn:** +0.7%
- **Sugarbeet:** +1.3%
- **Cereals:** +13.0%

**Net sales growth in all product segments**
EBIT increased significantly – incl. one-time effect (€11 million) from the sale of a company participation

### EBIT of the KWS Group

**EBIT in € million**

<table>
<thead>
<tr>
<th>Year</th>
<th>Corn</th>
<th>Sugarbeet</th>
<th>Cereals</th>
</tr>
</thead>
<tbody>
<tr>
<td>14/15</td>
<td>113</td>
<td>47</td>
<td>18</td>
</tr>
<tr>
<td>15/16</td>
<td>132</td>
<td>58</td>
<td>-77</td>
</tr>
<tr>
<td>16/17</td>
<td>133</td>
<td></td>
<td>-81</td>
</tr>
<tr>
<td>17/18</td>
<td></td>
<td>161</td>
<td>23</td>
</tr>
<tr>
<td>18/19</td>
<td>150</td>
<td>180</td>
<td>-97</td>
</tr>
</tbody>
</table>

**CAGR 5.8 %**

### EBIT by segments in € million

- **Corn**: +22.2 %
- **Sugarbeet**: +11.9 %
- **Cereals**: +25.0 %

**2017/2018**
- Reorganization, consulting, M&A
  - +25.0 %

**2018/2019**
- Corporate
  - -25.6 %
## Net financial income/expenses

<table>
<thead>
<tr>
<th>In € million</th>
<th>2018/2019</th>
<th>2017/2018</th>
<th>+/-</th>
</tr>
</thead>
<tbody>
<tr>
<td>Interest and similar income</td>
<td>4.0</td>
<td>4.0</td>
<td>0.7%</td>
</tr>
<tr>
<td>Interest and similar expenses</td>
<td>-19.1</td>
<td>-12.0</td>
<td>58.4%</td>
</tr>
<tr>
<td>Income from equity-accounted financial assets</td>
<td>9.4</td>
<td>13.4</td>
<td>-29.6%</td>
</tr>
<tr>
<td>Other net income from equity investments</td>
<td>0</td>
<td>0</td>
<td>0%</td>
</tr>
<tr>
<td><strong>Net financial income/expenses</strong></td>
<td><strong>-5.5</strong></td>
<td><strong>5.4</strong></td>
<td>-</td>
</tr>
</tbody>
</table>

### Equity-accounted companies

- **AGRELIANT INC.**  
  50% joint venture  
  Chatham, Ontario, Canada

- **AGRELIANT LLC.**  
  50% joint venture  
  Westfield, Indiana, U.S.

- **KENFENG – KWS SEEDS**  
  49% associated company  
  Beijing, China
Balance sheet as of June 30, 2019

Balance sheet structure – Assets
in € million

<table>
<thead>
<tr>
<th></th>
<th>2017/2018</th>
<th>2018/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current assets</td>
<td>826</td>
<td>1,347</td>
</tr>
<tr>
<td>Non-current assets</td>
<td>691</td>
<td>761</td>
</tr>
</tbody>
</table>

Total Assets
in € million

2,115 (1,518)

Equity Ratio
as a % of total assets

45.5% (58.1%)

Balance sheet structure – Equity and liabilities
in € million

<table>
<thead>
<tr>
<th></th>
<th>2017/2018</th>
<th>2018/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td>Current liabilities</td>
<td>302</td>
<td>882</td>
</tr>
<tr>
<td>Non-current liabilities</td>
<td>334</td>
<td>364</td>
</tr>
<tr>
<td>Equity</td>
<td>785</td>
<td>964</td>
</tr>
</tbody>
</table>

Net Debt
in € million

497.9 (37.4)

Average ROCE
in %

14.3% (13.8%)

Previous year’s figures in brackets
Promissory note loans in the amount of EUR 400 million issued

<table>
<thead>
<tr>
<th><strong>Transaction details</strong></th>
<th><strong>Arranger</strong></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Borrower:</strong> KWS SAAT SE &amp; Co. KGaA</td>
<td>KWS SAAT SE &amp; Co. KGaA</td>
</tr>
<tr>
<td><strong>Use of proceeds:</strong> General Corporate Purposes / Refinancing of existing acquisition related bridge financing</td>
<td>EUR 400,000,000 Promissory note loans maturing 2024/2026/2029 Joint Lead Arranger</td>
</tr>
<tr>
<td><strong>Status:</strong> Senior, unsecured</td>
<td>Commerzbank</td>
</tr>
<tr>
<td><strong>Volume:</strong> EUR 400,000,000</td>
<td>Deutsche Bank</td>
</tr>
<tr>
<td><strong>Terms:</strong> 5, 7 and 10 years</td>
<td>HSBC</td>
</tr>
<tr>
<td><strong>Interest:</strong></td>
<td>LB BW</td>
</tr>
<tr>
<td>5 years: 50 bps p.a.</td>
<td></td>
</tr>
<tr>
<td>7 years: 60 bps p.a.</td>
<td></td>
</tr>
<tr>
<td>10 years: 80 bps p.a.</td>
<td></td>
</tr>
<tr>
<td><strong>Issue price:</strong> 100%</td>
<td></td>
</tr>
</tbody>
</table>
Maturity profile of main debt instruments

in € million (as of October 2019)

- Promissory note loans (in total € 487.5 million)
- Commercial Paper Program € 125 million: due to seasonal business
- Credit line € 85m: currently undrawn

Further debt instruments:
- SynLoan € 200m RCF: currently undrawn* 

* Maturity: June 2024
Capital expenditures

Capital expenditure: € 96.6 million

- Corporate: 33.2%
- Corn: 23.4%
- Sugarbeet: 36.1%
- Cereals: 7.3%
- Europe (excl. Germany): 16.7%
- Germany: 58.6%
- Rest of World: 1.3%
- North & South America: 23.4%
- Europe (incl. Germany): 72.3%

Previous year: € 71.7 million

CapEx focus: Germany
Expansion of corn seed production in Latin America

**Overview**

- Doubling of production capacities
- Brazil & Argentina
- Improved quality, flexibility and reliability
- CapEx volume ~ €19 million
- Inauguration took place in August 2019
Two of our current capital spending projects at KWS

### Extension of seed production for sugarbeet

- Three new buildings in Einbeck
- 30% more production capacity
- CapEx volume around € 40 million
- Reduction of set-up times

### Second Biotechnikum

- Three-storey building in Einbeck
- 2,350 sqm of new laboratory and office space
- CapEx volume around € 20 million
- Completion spring 2020
Forecast for the KWS Group for fiscal 2019/2020¹

<table>
<thead>
<tr>
<th></th>
<th>Forecast in accord. with IFRS 11</th>
<th>Fiscal 2018/2019</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Net sales growth</strong></td>
<td>Upper range of 8 – 12%</td>
<td>€1,113 million</td>
</tr>
<tr>
<td><strong>EBIT margin</strong></td>
<td>Upper range of 11 – 13%</td>
<td>13.5%</td>
</tr>
<tr>
<td><strong>R&amp;D intensity</strong></td>
<td>17 – 19%</td>
<td>18.5%</td>
</tr>
</tbody>
</table>

¹ As of May 19, 2020; EBIT margin without PPA effects.
Seeding the future

Challenges and solutions for modern agriculture
For efficient agriculture it is crucial to meet the challenges of high-yield agricultural harvests.

- **Population growth**: Food demand is expected to rise by 60% through 2050.
- **Reduction of per capita cultivation area**: The population is growing faster than the acreage.
- **Climate change**: Change in abiotic stress requires new variety characteristics.
- **Harvest losses**: Approx. 50% due to insects, weeds, fungal diseases and damage in storage.
- **Limited resources**: Water, fertilizers and pesticides.

Population growth: Food demand is expected to rise by 60% through 2050.

Reduction of per capita cultivation area: The population is growing faster than the acreage.

Climate change: Change in abiotic stress requires new variety characteristics.

Harvest losses: Approx. 50% due to insects, weeds, fungal diseases and damage in storage.

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Harvest losses: Approx. 50% due to insects, weeds, fungal diseases and damage in storage.

Limited resources: Water, fertilizers and pesticides.
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.

May 2020
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.
Three of our strategic projects at KWS

CONVISQ® SMART

- Breeding of herbicide-tolerant sugarbeet varieties in cooperation with Bayer
- Advantage: highly effective and flexible cultivation of sugarbeets: Weed control with lower amounts of herbicides

Hybrid potato seed

- Development of diploid hybrid potatoes, that can be multiplied and marketed in the form of seeds
- Advantages compared to plant potatoes: more effective breeding, lower risk of infections and pests, significant lower storage and transport cost

Hybrid wheat

- Target: Introduction of a hybrid wheat system with added value for farmers
- Advantages to conventional wheat varieties (added value): Better yield improvement

May 2020
Current innovation projects: Precision Farming & TerraSentia

Use of autonomous robots & flying drones to continuously collect data in the fields and to evaluate them using artificial intelligence.

Comprehensive data collection | Cost efficiency

More accurate & faster breeding results | Automated analyses

Improved development process
Thank you for your interest.

Appendix
We are excellently positioned; our unique profile gives us a **model for the future** that roots deeply in our company’s history.

Dr. Hagen Duenbostel (1970)
CEO and board member since 2003
Corn Americas & Asia, Strategy, Governance & Risk Management, Compliance
We strive steadily to find new and innovative ways to become even more efficient and swift. For this, we build on a foundation of high innovation power.

Dr. Léon Broers (1960)
Board member since 2007
Research and Breeding, Vegetables
We are committed to competent advice; it is our goal to create trust by mutual success and to cater to farmers as partners.

Dr. Peter Hofmann (1960)
Board member since 2014
Sugarbeet, Corn Europe, Marketing & Communication
The KWS Group is an economically sound company. We have a solid financial basis and are excellently prepared for possible investments that ensure additional growth.

Eva Kienle (1967)
Board member since 2013
Finance, Controlling, Global Services, IT, Legal
As a family-owned company, we focus on a distinctive value orientation and long-term success. This includes respectful interaction with each other, a positive working environment and the individual development of our employees.

Felix Büchting (1974)
Board member since 2019
Cereals, Agriculture, Human Resources
Dividend payments* and dividend ratios of the past 10 years

Continuous dividend policy

* Dividends adjusted for 1:5 share split in March 2019
Key figures for the KWS share, shareholdings and actual coverage

1. **General Data**
   - ISIN: DE0007074007
   - Number of shares: 33,000,000
   - Type: No-par value shares

2. **Closing price (Xetra)**
   - June 30, 2019: €64.20
   - June 30, 2018: €60.80

3. **Daily trading volume (avg.)**
   - 2018/2019: 8,189
   - 2017/2018: 10,430

4. **Market capitalization**
   - June 30, 2019: €2,119
   - June 30, 2018: €2,006

*Numbers adjusted for 1:5 share split in March 2019

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FAMILIES BÜCHTUNG, AREND OETKER 54.4%
TESSNER BETEILIGUNGS GMBH 15.4%
FREE FLOAT 30.2%
Financial calendar and IR contact

<table>
<thead>
<tr>
<th>Date</th>
<th>Event/Description</th>
</tr>
</thead>
<tbody>
<tr>
<td>October 23, 2020</td>
<td>Publication of the 2019/2020 annual statements, Annual Press Conference and Analysts’ Conference in Frankfurt</td>
</tr>
<tr>
<td>November 24, 2020</td>
<td>Quarterly Report Q1 2020/2021</td>
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<tr>
<td>December 16, 2020</td>
<td>Annual Shareholders’ Meeting</td>
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