



Analyst & Investor Call  
FY 2019/2020

Eva Kienle (CFO)

**KWS SAAT SE & Co. KGaA**  
Oct 23, 2020

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Business resilience demonstrated in challenging times



Sales and EBIT margin guidance exceeded



Growth in all product segments



Dividend increase to € 0.70



**€ 1,283m**

**Net sales**

↗ **15%** (10% organic growth)

**€ 226m**

**EBITDA**

↗ **13%**

**€ 137m**

**EBIT\***

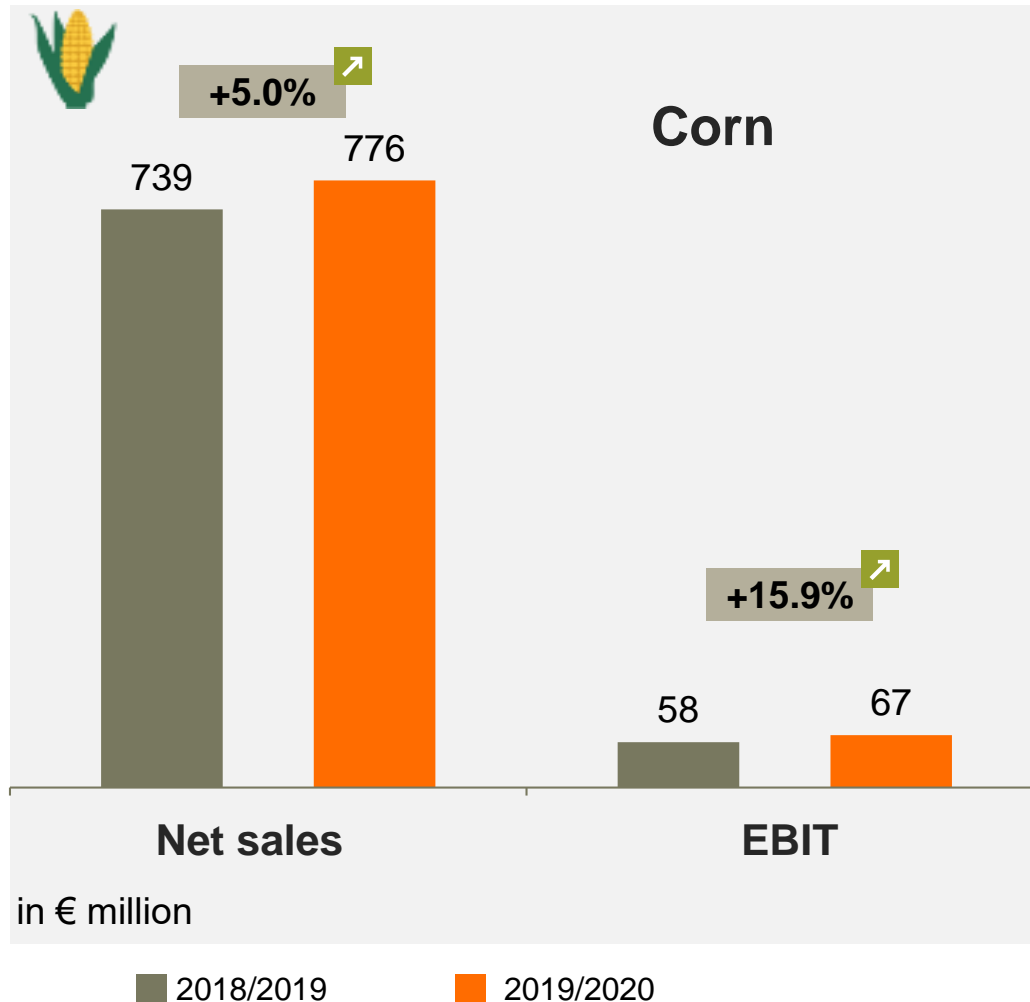
↘ **8%**

**€ 2.89**

**EPS\***

↘ **8%**

\* incl. effects of purchase price allocation for acquisition of Pop Vriend Seeds

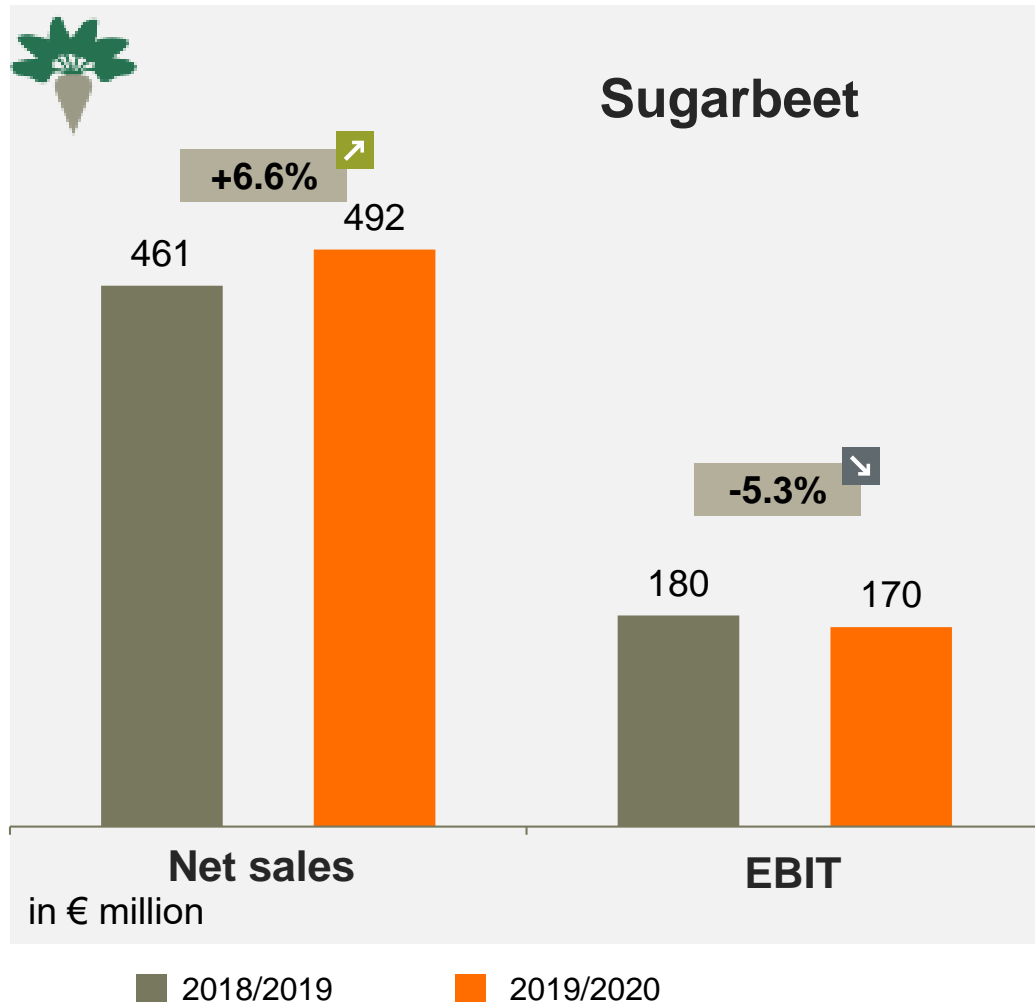


## FY 2019/2020

- Sales growth driven by European markets and South America
- Strong volume increase in Brazil due to higher acreage and market share gains offset by weakening BRL
- U.S. Joint Venture sales (AgReliant) on previous year's level
- Segment EBIT increased by 15.9% to € 67m (58m)
- EBIT margin improved to 8.6% (7.8%)

## Outlook 2020/2021

- Sales / EBIT margin slightly above previous year

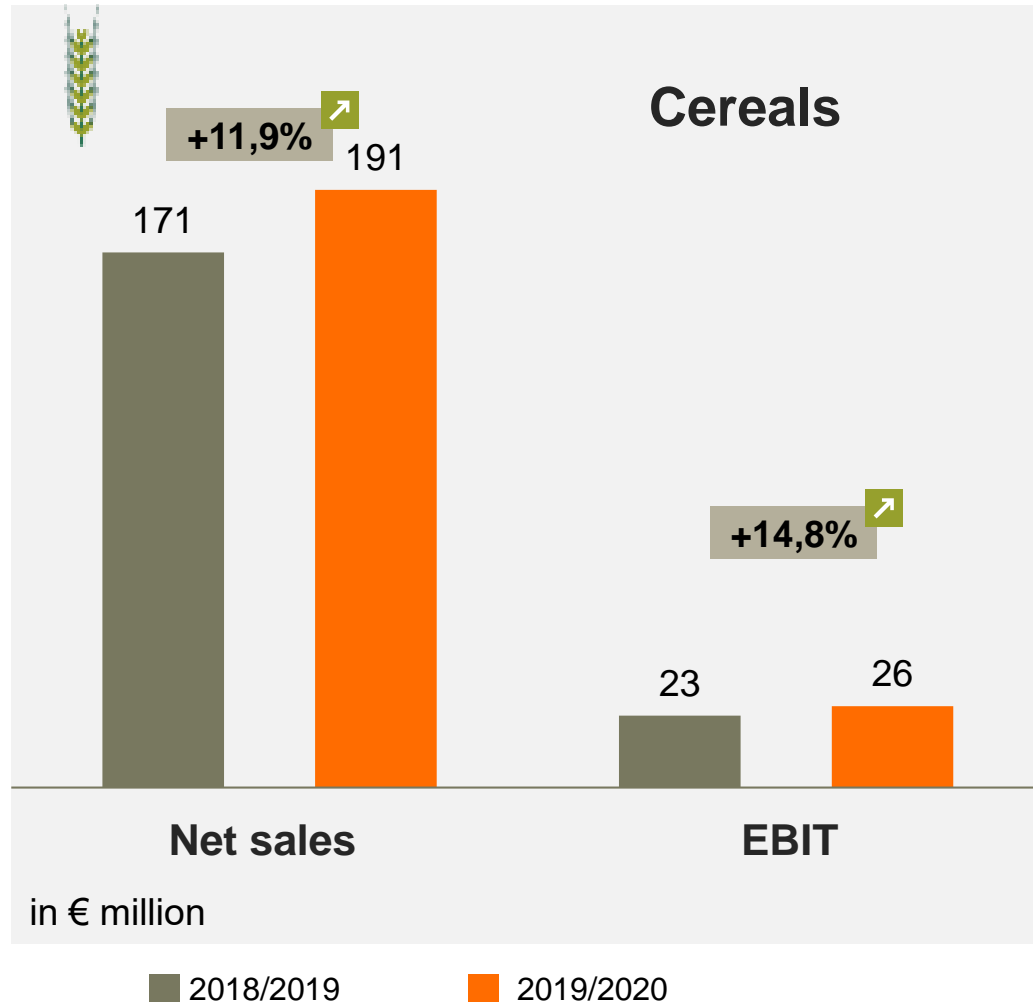


## FY 2019/2020

- Segment sales increased by 6.6% despite decline of global acreage
- Successful market introduction of CONVISO<sup>®</sup> SMART technology – now available in 24 countries
- Segment EBIT decreased to € 170m (180m) due to one-time effect in FY 2018/2019 (sale of participation)
- Strong profitability maintained

## Outlook 2020/2021

- Sales / EBIT margin comparable to previous year

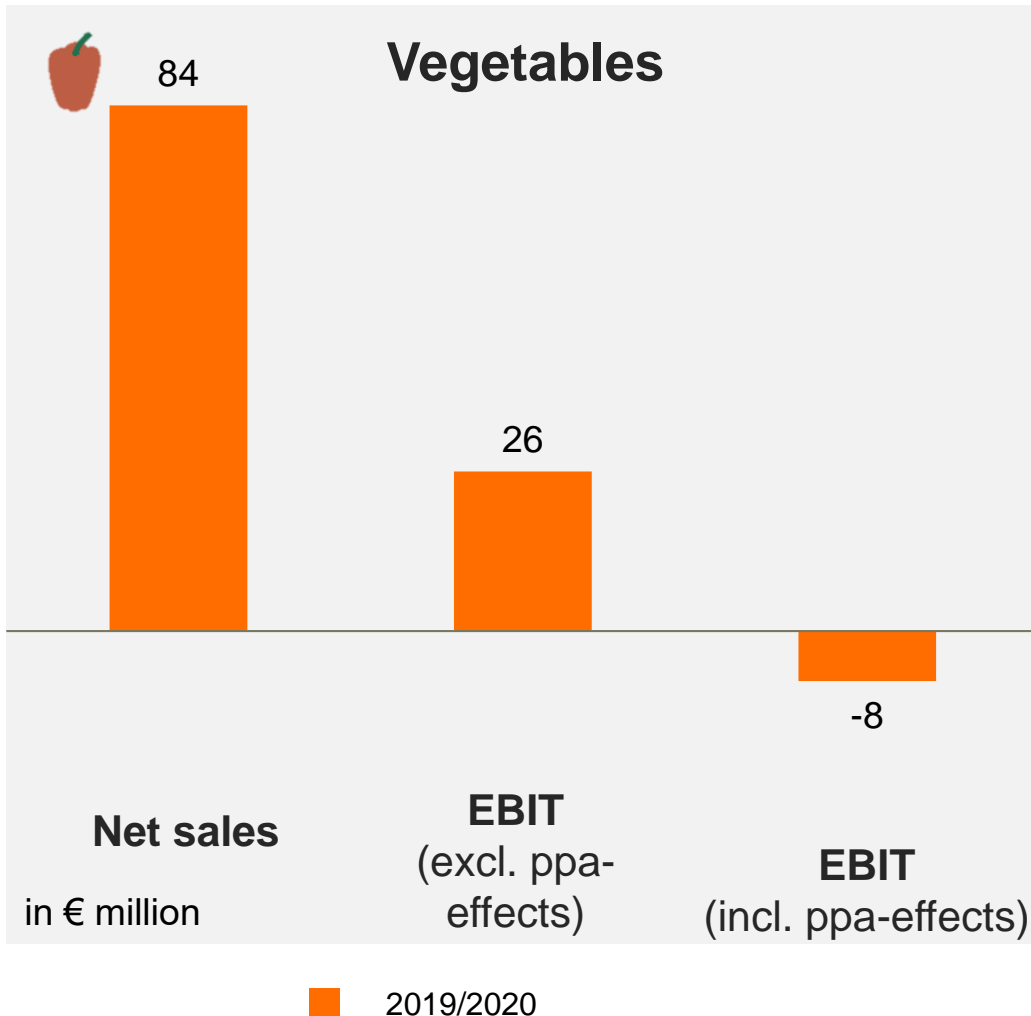


## FY 2019/2020

- Cereals sales show strong increase of 11.9% to € 191m (171m)
- Sales performance mainly driven by growth of 27% in hybrid rye
- Wheat & barley sales stable, oilseed rape below previous year
- Segment EBIT up by 14.8% to € 26m (23m)

## Outlook 2020/2021

- Sales stable
- EBIT margin slightly below previous year



## FY 2019/2020

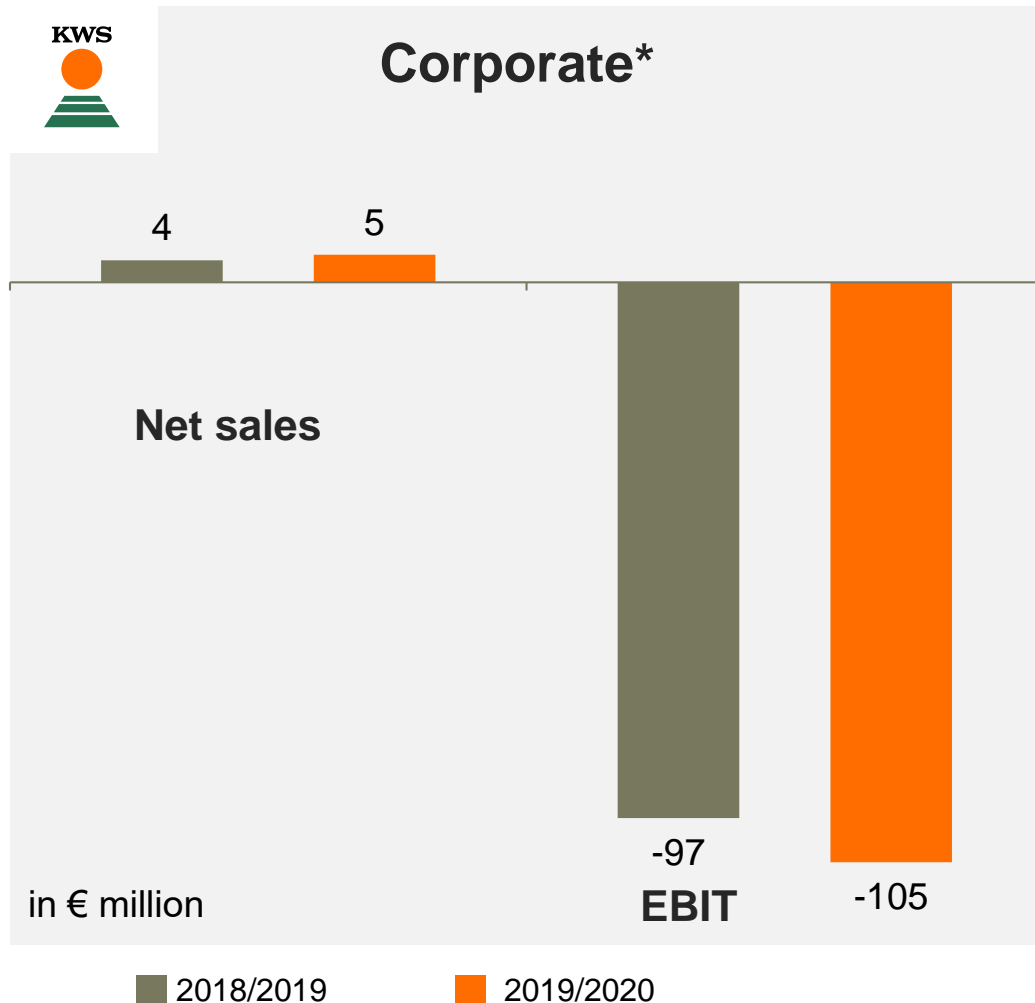
- Newly formed Vegetables segment contributed net sales of € 84m – mainly driven by spinach and bean seeds in the United States and Europe
- High profitability (excl. ppa-effects) maintained with EBIT at € 26m
- ppa-effects include non-cash items of:
  - € –11.1m from sale of inventories (at fair value)
  - € –21.9m amortization of intangible assets

## Outlook 2021/2020

- Sales slightly below previous year (Corona-related)
- EBIT margin at 20–25% (excl. ppa-effects)



# Segment development – Corporate\*



## FY 2019/2020

- Costs consolidated in the segment increased mainly due to reorganization (ONEGLOBE), higher centralized R&D expenses and impact of FX hedging instruments

## Outlook 2020/2021

- Improvement of EBIT

\*Segment includes cross-segment costs for the KWS Group's central functions and basic research expenditure; EBIT typically negative

# Significant increase in Net sales and EBITDA



In € million	2019/2020	2018/2019	+/-
Net sales	1,282.6	1,113.3	15.2 %
EBITDA	225.5	199.7	12.9 %
EBIT	137.4	150.0	-8.4 %
Financial result	-7.8	-5.5	-
Result of ordinary activities	129.5	144.5	-10.4 %
Taxes	34.3	40.4	-15.1 %
<b>Net income</b>	<b>95.2</b>	<b>104.0</b>	<b>-8.4 %</b>
<b>Earnings per share (in €)</b>	<b>2.89</b>	<b>3.15</b>	<b>-8.4 %</b>

**EBIT MARGIN** (excl. ppa-effects)  
EBIT as a % of net sales

**13.3%** (13.5%)

**COST OF SALES**  
as a % of net sales

**42.9%** (41.2%)

**R&D INTENSITY**  
as a % of net sales

**18.4%** (18.5%)

**Tax rate**  
in %

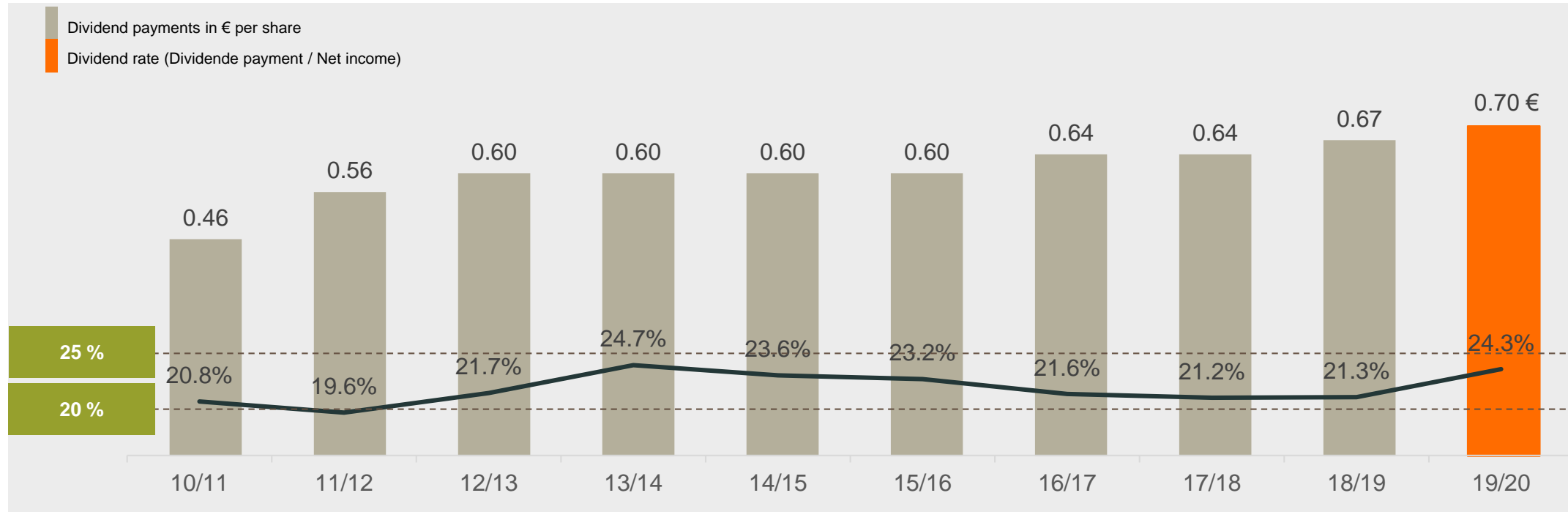
**26.5%** (28.0%)

Previous year's figures in brackets

# Dividend proposal: Increase to 0.70 Euro per share

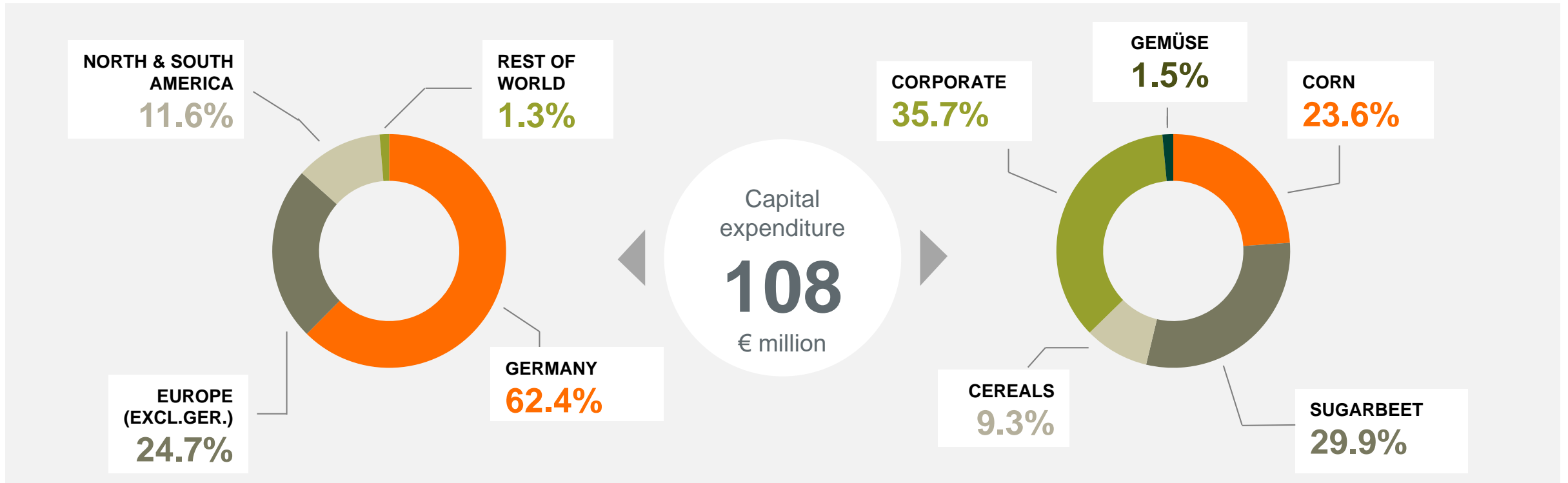


## Dividend payments and dividend rate of the last 10 years



Dividend policy continued

# Overview over capital expenditures



Investment focus: Germany

# Two major investment projects of KWS



## Extension of seed production for sugarbeet



Three new buildings in Einbeck



30% more production capacity



CapEx volume around € 50 million



In operation since October 2020



## New lab building



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 2020/2021



	Forecast 2020/2021	Actual 2019/2020
<b>Net sales</b>	On previous year's level	€1,283 million
<b>EBIT margin*</b>	11 – 13%	13.3%

\*w/o PPA effects from acquisition of Pop Vriend Seeds







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## Q&A Session

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