



August 11, 2017

General Manager
DCS - Corporate Relationship Department
BSE Limited
Phiroze Jeejeebhoy Towers
Dalal Street
Mumbai - 400 001

COMPANY CODE: 506285
SCRIP ID: BAYERCROP

Dear Sir,

Sub: Bayer CropScience Limited - Presentation at Investor/ Analyst Meet being held on August 11, 2017

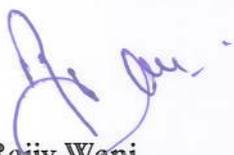
Please find enclosed herewith the presentation that will be made at the Investor/ Analyst Meet of Bayer CropScience Limited being held on Friday, August 11, 2017.

Request you to please take the said presentation on record and upload onto the BSE website.

Kindly acknowledge receipt of the same.

Thanking you,

Yours faithfully,
for **Bayer CropScience Limited**


Rajiv Wani
Head - Law, Patents & Compliance
and Company Secretary

Encl.: As above

Bayer CropScience Ltd.
CIN: L24210MH1958PLC011173

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Hiranandani Estate
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Maharashtra, India

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Science For A Better Life

Investor Presentation

Bayer CropScience Limited

August 11, 2017

Cautionary statements regarding forward-looking information



Certain statements contained in this presentation may constitute “forward-looking statements.” Actual results could differ materially from those projected or forecast in the forward-looking statements. The factors that could cause actual results to differ materially include the following: uncertainties as to the timing of the transaction; the possibility that the parties may be unable to achieve expected synergies and operating efficiencies in the merger within the expected time-frames or at all and to successfully integrate Monsanto’s operations into those of Bayer; such integration may be more difficult, time-consuming or costly than expected; revenues following the transaction may be lower than expected; operating costs, customer loss and business disruption (including, without limitation, difficulties in maintaining relationships with employees, customers, clients or suppliers) may be greater than expected following the announcement of the transaction; the retention of certain key employees at Monsanto; risks associated with the disruption of management’s attention from ongoing business operations due to the transaction; the conditions to the completion of the transaction may not be satisfied, or the regulatory approvals required for the transaction may not be obtained on the terms expected or on the anticipated schedule; the parties’ ability to meet expectations regarding the timing, completion and accounting and tax treatments of the merger; the impact of the refinancing of the loans taken out for the transaction, the impact of indebtedness incurred by Bayer in connection with the transaction and the potential impact on the rating of indebtedness of Bayer; the effects of the business combination of Bayer and Monsanto, including the combined company’s future financial condition, operating results, strategy and plans; other factors detailed in Monsanto’s Annual Report on Form 10-K filed with the SEC for the fiscal year ended August 31, 2016 and Monsanto’s other filings with the SEC, which are available at <http://www.sec.gov> and on Monsanto’s website at www.monsanto.com; and other factors discussed in Bayer’s public reports which are available on the Bayer website at www.bayer.com. Bayer and Monsanto assume no obligation to update the information in this communication, except as otherwise required by law. Readers are cautioned not to place undue reliance on these forward-looking statements that speak only as of the date.



Disclaimer

Bayer CropScience Limited in this presentation shall be referred to as BCSL/Company for the sake of simplification.

The information contained herein has been prepared to assist prospective investors and/ or their agents in making their own evaluation of the Company and does not purport to be all-inclusive or to contain all of the information a prospective or existing investor may desire. In all cases, interested parties should conduct their own investigation and analysis of the Company and the data set forth in this information.

BCSL makes no representation or warranty as to the accuracy or completeness of this information and shall not have any liability for any representations (expressed or implied) regarding information contained in, or for any omissions from, this information or any other written or oral communications transmitted to the recipient in the course of its evaluation of the Company.

The second quarter of the financial year 2017-2018 will end on September 30, 2017. BCSL has not published any results or figures for the aforementioned period. Having said that, please understand that we will not comment on the results of the respective period.

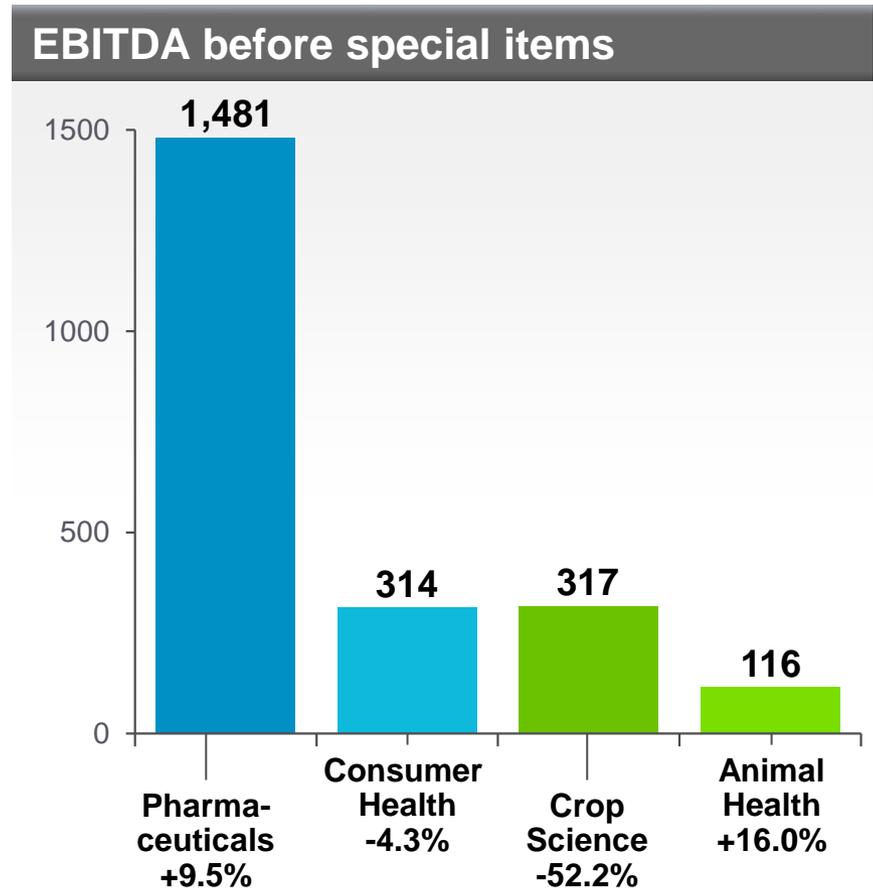
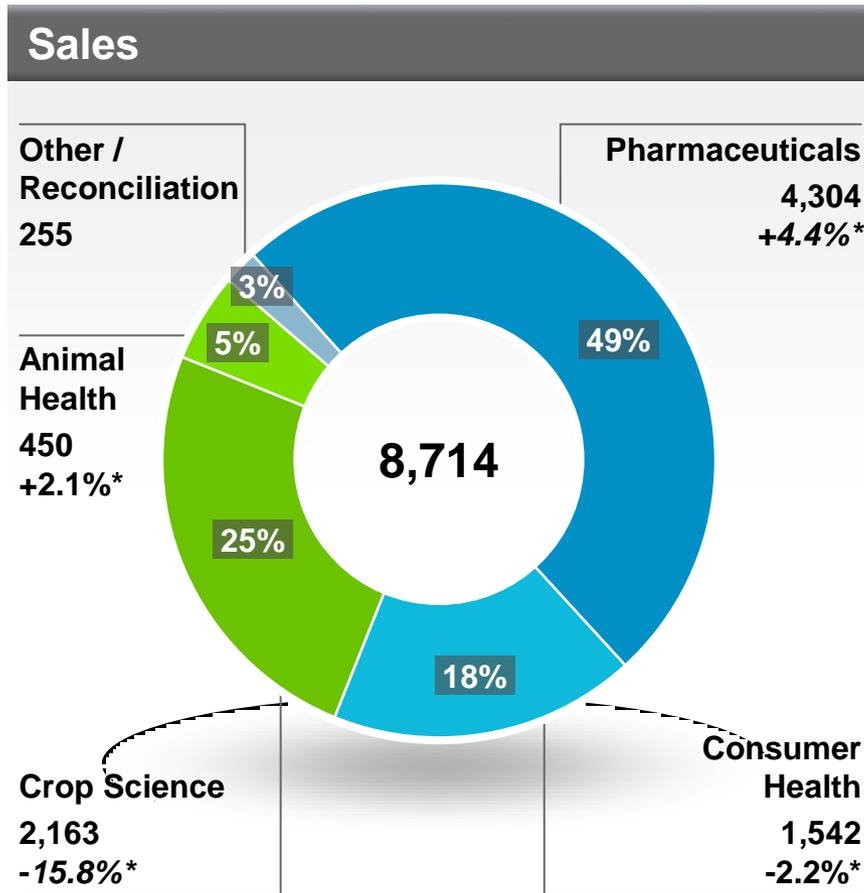


Agenda

- **Update Bayer Global**
- Overview of Bayer in India
- BCSL: GST Impact
- BCSL: Financial Perspective
- BCSL: Business Update

Key Data, Second Quarter of 2017

Life Sciences by Segments in € Million



* year-on-year change currency-adjusted

The acquisition of Monsanto would be an attractive opportunity to advance the next generation of farming



Highly attractive agriculture industry benefiting from macro trends



People on the planet by 2050



Biophysical effect of climate change shocks on yields by 2050



Declining hectares of farmland per capita by 2050



Productivity increase required to feed the planet by 2050



Estimated Agriculture inputs market size by 2025

(1) Nelson et. al. (2014);
(2) FAO 2016 "Climate change and food security";
(3) FAO 2017 "The Future of Food and Agriculture – Trends and Challenges";
(4) Seeds, Traits and crop protection market

How Crop Science is addressing our planet's future challenges



INNOVATION
Building a better-fed future



SUSTAINABILITY
Healthy food from a healthy planet



COLLABORATION
Commitment to partnerships & transparency

Accelerating Innovation Through Joint R&D Forces



"Adoption and adaptation of sustainable farming systems and practices require technological innovation and investment in R&D" (United Nations FAO ⁽¹⁾)

- New unmet needs and challenges (e.g. climate change, resistances) require breakthrough innovation based on synergistic technology application
- Emerging technologies allow to generate new customized solutions
- Increasing need for interdisciplinary approaches to accelerate R&D productivity

Bayer & Monsanto's Joined R&D Forces⁽²⁾

- Strong R&D technology platforms with cross-technology capabilities
 - Superior access to innovation resources (incl. emerging technologies like genome-editing) through alliances / ventures
- ➔ Strong commitment to innovation with 2016 pro forma R&D investment of €2.5bn

(1) Source: FAO. 2016. The future of food and agriculture – Trends and challenges. Rome

(2) 2016 Bayer + Monsanto pro forma; Fx rate USD/EUR=1.11; Monsanto R&D investment calendarized to Nov 2016

Digital Farming provides data-based insights to optimize field specific decision-making



40+ Major Decisions to be Taken Through Each Planting Season

Agronomic Decision Engine Captures and Analyzes Data...

... And Makes Recommendations for Each Step of the Way

Which seed variety to plant?

What is the appropriate level of nutrients?

How to protect the plant?

When and how to optimize harvest?

Satellite and UAV Monitoring



"On-the-Ground" Sensors



Historical Crop Yield Data



Weather Data



Soil Databases



Data Capture and Analysis



Deliver timely hyper-local and field-specific information for

- selecting the right varieties and seeding rate
- plant growth protection measures
- recognizing plant stress factors at an early stage



Digital Farming helps to improve on-farm decision-making and execution along the entire planting cycle, helping to maximize yields and improve sustainability



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Bayer's Legal Entities in Crop Science in India



Bayer CropScience Ltd.

Sales of Crop Protection products, Environmental Science products and Hybrid Seeds for field crops with a primary focus on the domestic market.
Crop Protection and Environmental Science products partly formulated in-house.



Bayer Vapi Pvt. Ltd.

One of the global core manufacturing sites for Bayer's Crop Science division, with key expertise in manufacturing and exporting active ingredients, intermediates and formulations.



Bayer BioScience Pvt. Ltd.

Research, breeding, production and conditioning of high quality Hybrid Seeds for field crops (Rice, Cotton, Millet and Mustard).



Bayer Seeds Pvt. Ltd.

Breeding, production, conditioning, marketing and sales of Vegetable Seeds.
(Formerly Nunhems India Pvt. Ltd.)



Bayer's Other Legal Entities in India



**Bayer
Pharmaceuticals
Pvt. Ltd.**

Third Party Manufacturing of Pharmaceuticals, Animal Health and Consumer Health products. Marketing and Distribution of Animal Health and Consumer Health products



**Bayer Zydus
Pharma Pvt. Ltd.**

Joint Venture; Marketing and Distribution of Pharmaceuticals products



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GST* Implementation – Status & Outlook

Pre-GST

- Significant slowdown in trade due to ambiguity around GST impact and input credit availability
- Potential compensation to channel partners for additional tax burden due to transition to GST

Post-GST

- Overall smooth transition to GST
- Reduction in topline and cost to the extent of excise duty
- Applicable GST rates: Crop Protection - 18%; Seeds - exempt
- No change expected in MRP to the final customer

Watch-list

- Working Capital requirements
- GST readiness, knowledge and tax compliance of trading partners
- Further legislative developments



Agenda

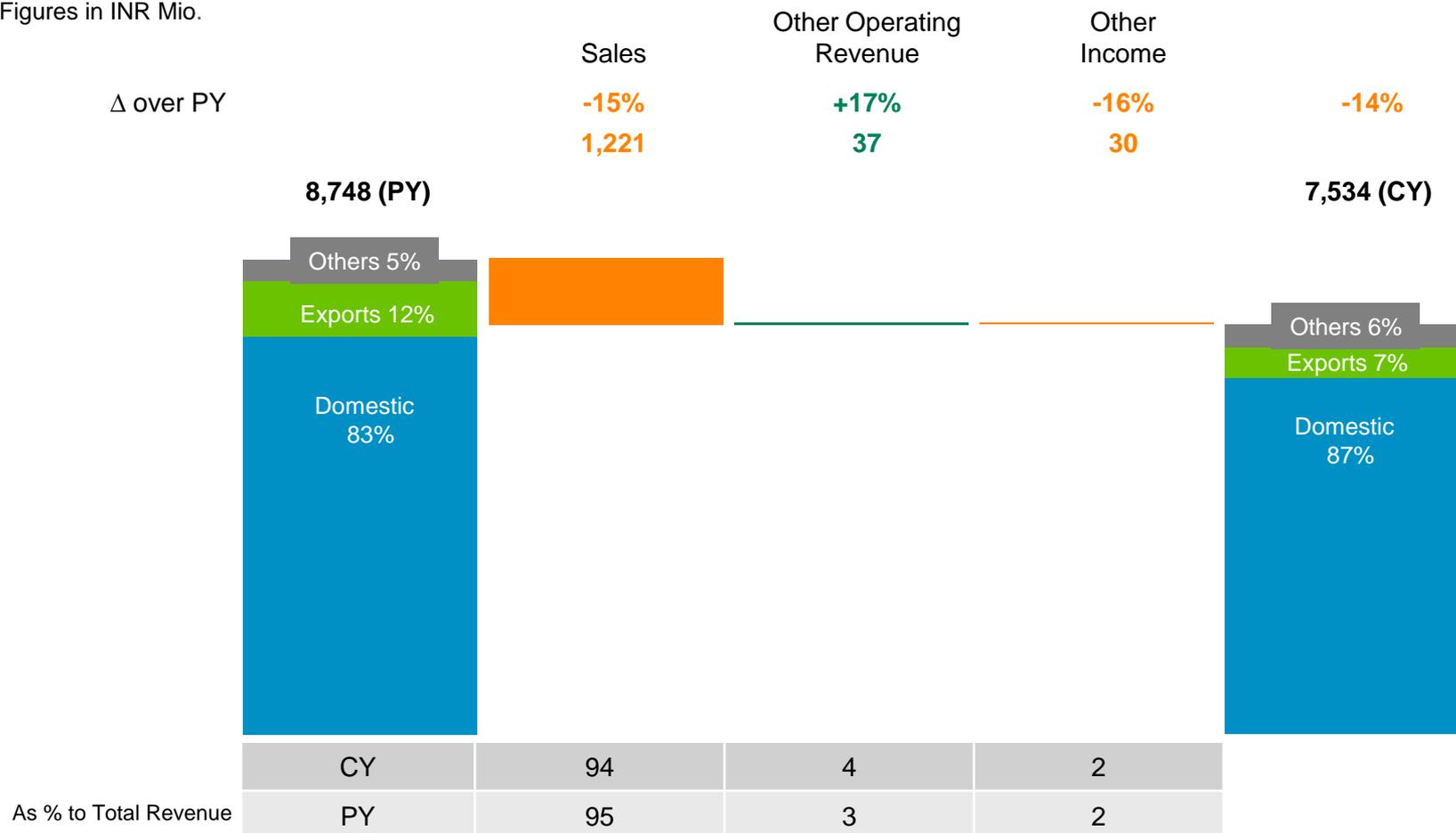
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Total Revenue Overview

April to June 2017



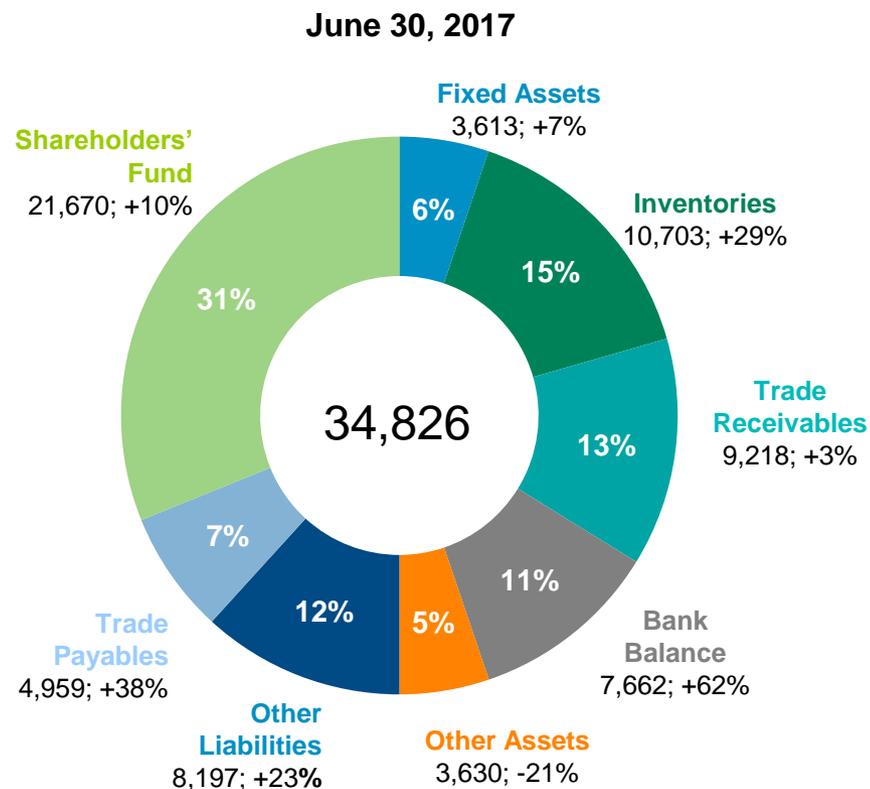
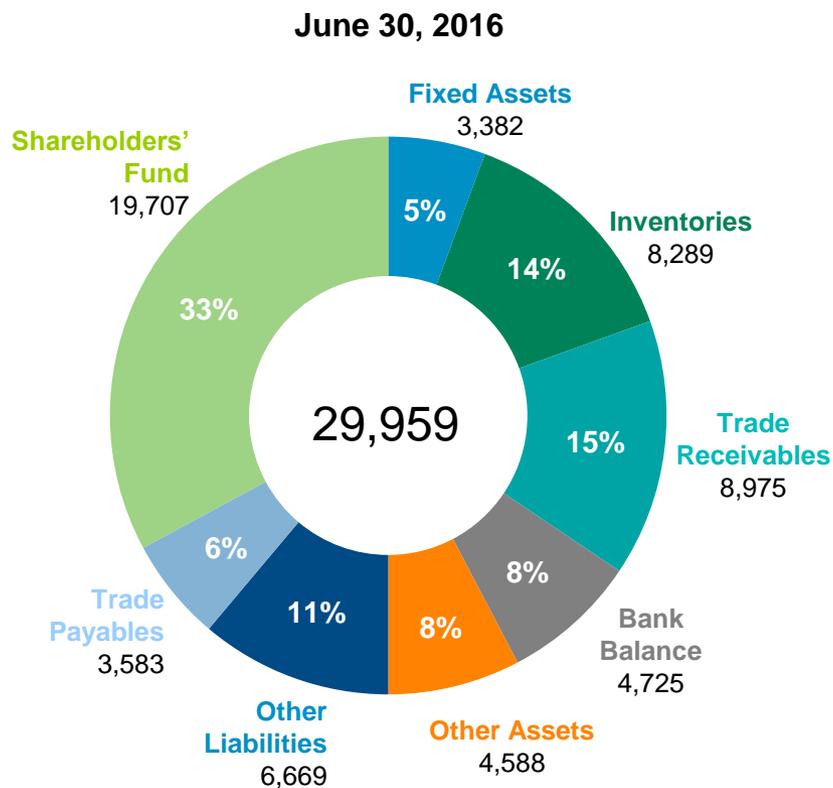
Figures in INR Mio.





Balance Sheet Overview

Figures in INR Mio., Δ% over Previous Year





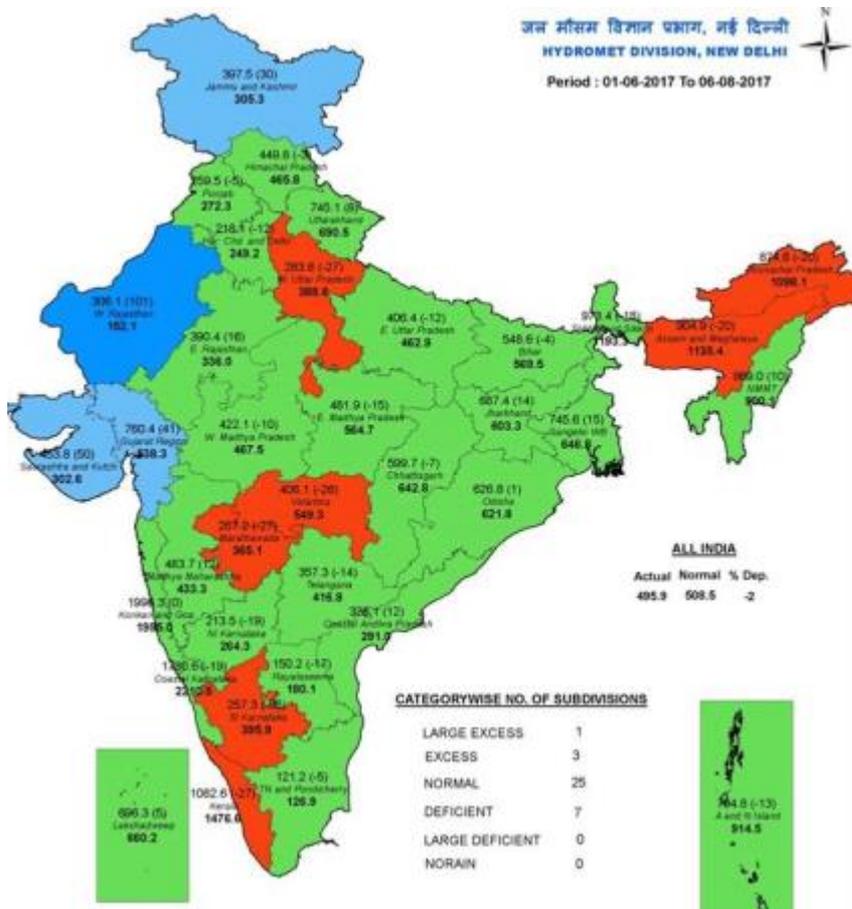
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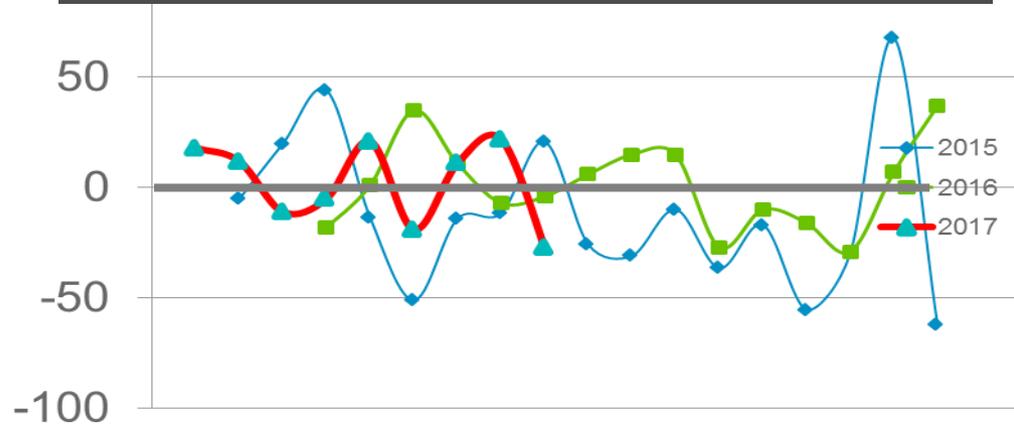
Positive outlook for season based on normal monsoon forecast in 2017



Monsoon 2017

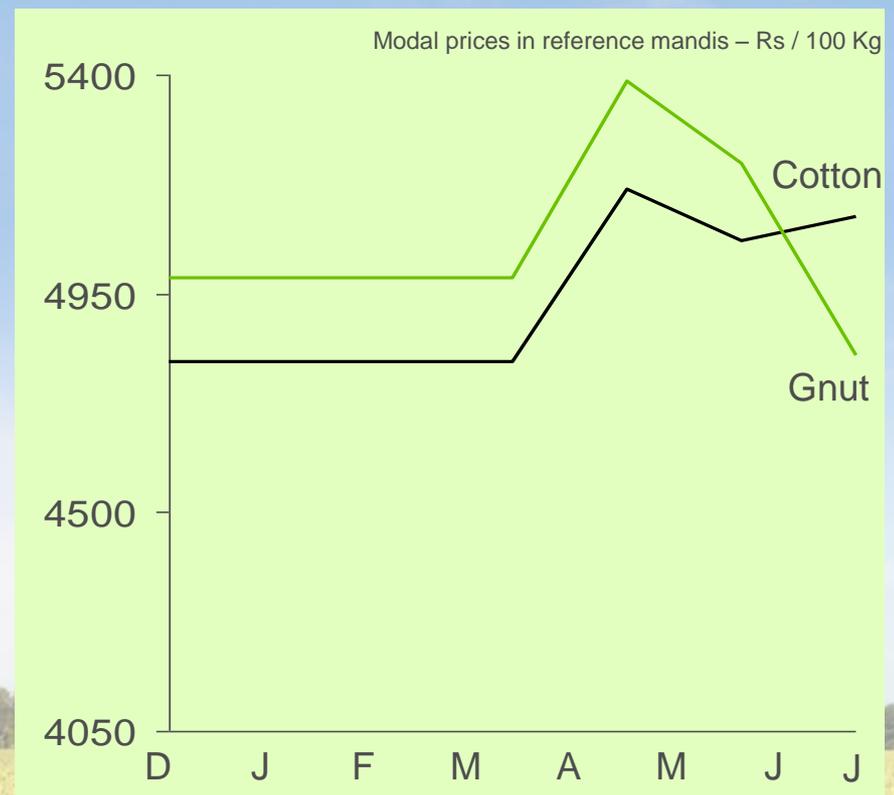
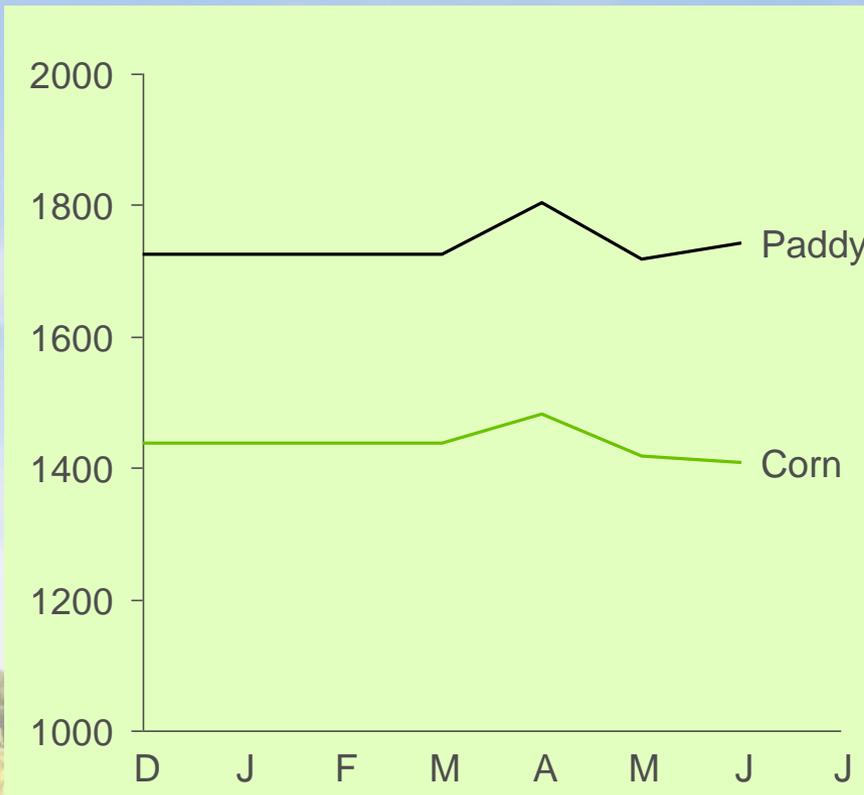


1 Rainfall 2017 – Weekly deviation from Normal



- Monsoon -2% of normal; most of India remained in normal to excess at cumulative level. Dry spell in the last 2 weeks is a concern
- Total Kharif acreages 5% higher than the same period last year
- Reservoir levels remained negative compared to long term average levels; Overall, reservoirs and basins are around 14% below long term average

Key food and fiber commodity prices are attractive for investment



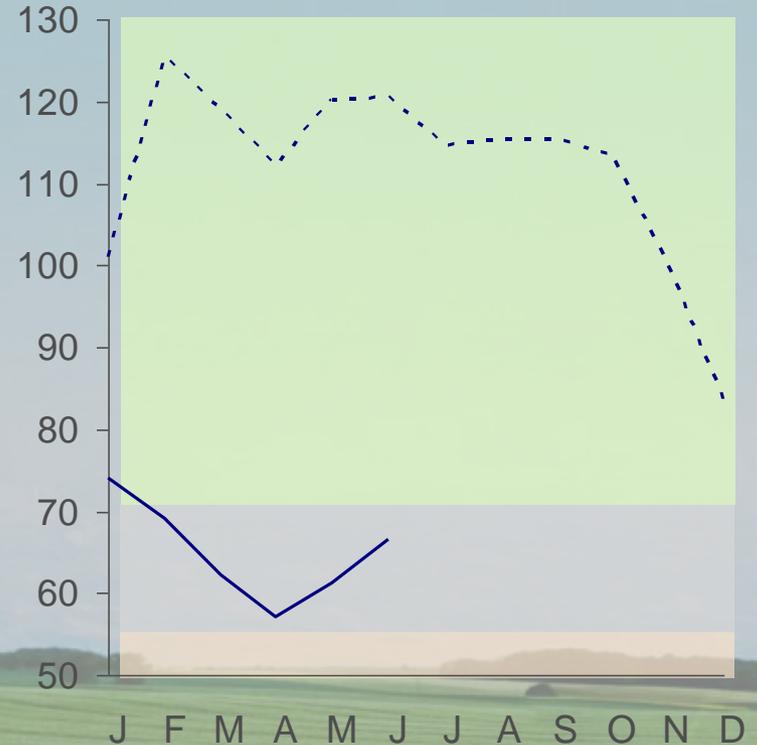
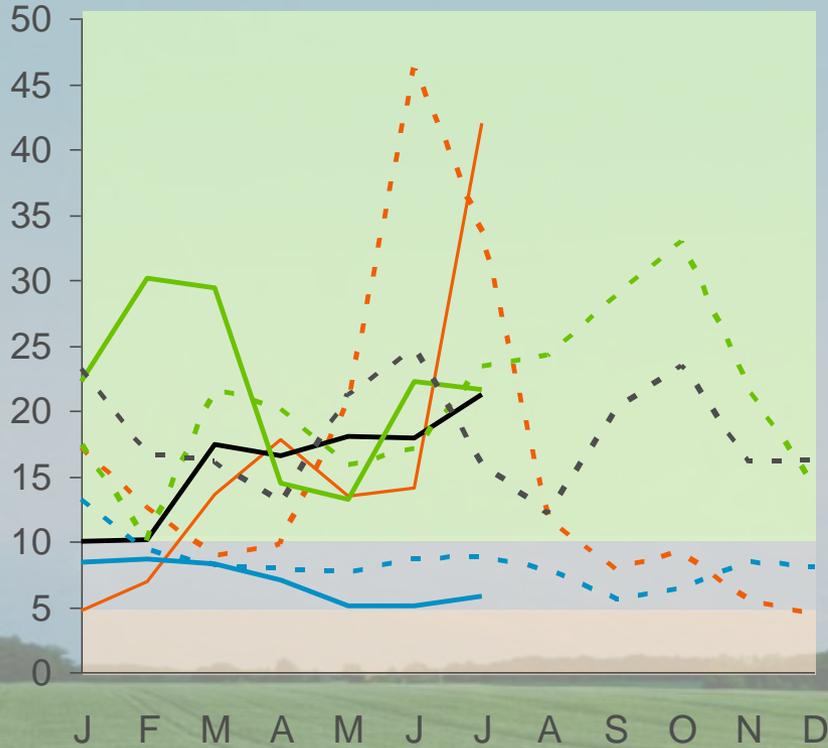
Vegetable prices just start the turnaround after being soft for 6 months



2016
2017

■ Tomato
 ■ Brinjal
 ■ Okra
 ■ Onion
 ■ Chilli - Red

Modal prices in reference mandis – Rs / Kg

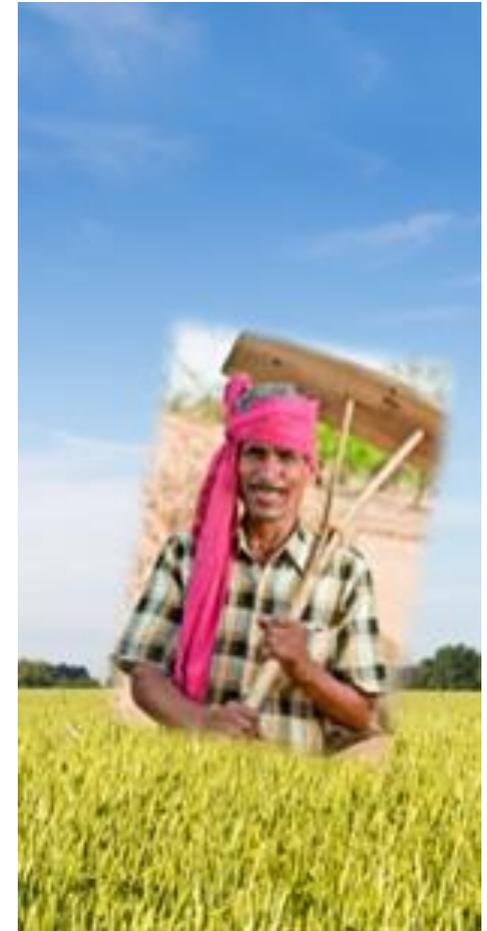


We maintain positive outlook for 2017, based on normal monsoon and strong fundamentals



- **GST** has impacted placement of stocks in the market; got deferred to July
- **Drop in topline** because of GST
- **Very high channel inventory** impacting channel liquidity
- **Farmer liquidity** remains very low

- + **A good monsoon** will considerably ease the situation
- + **Commodity** prices likely **to remain positive in 2017**
- + **Positive outlook for Fruits and Vegetables** because of attractive prices
- + **New Launches** Infinito, Sivanto, Ernesto



Innovation as always will be our backbone to create value for our customers

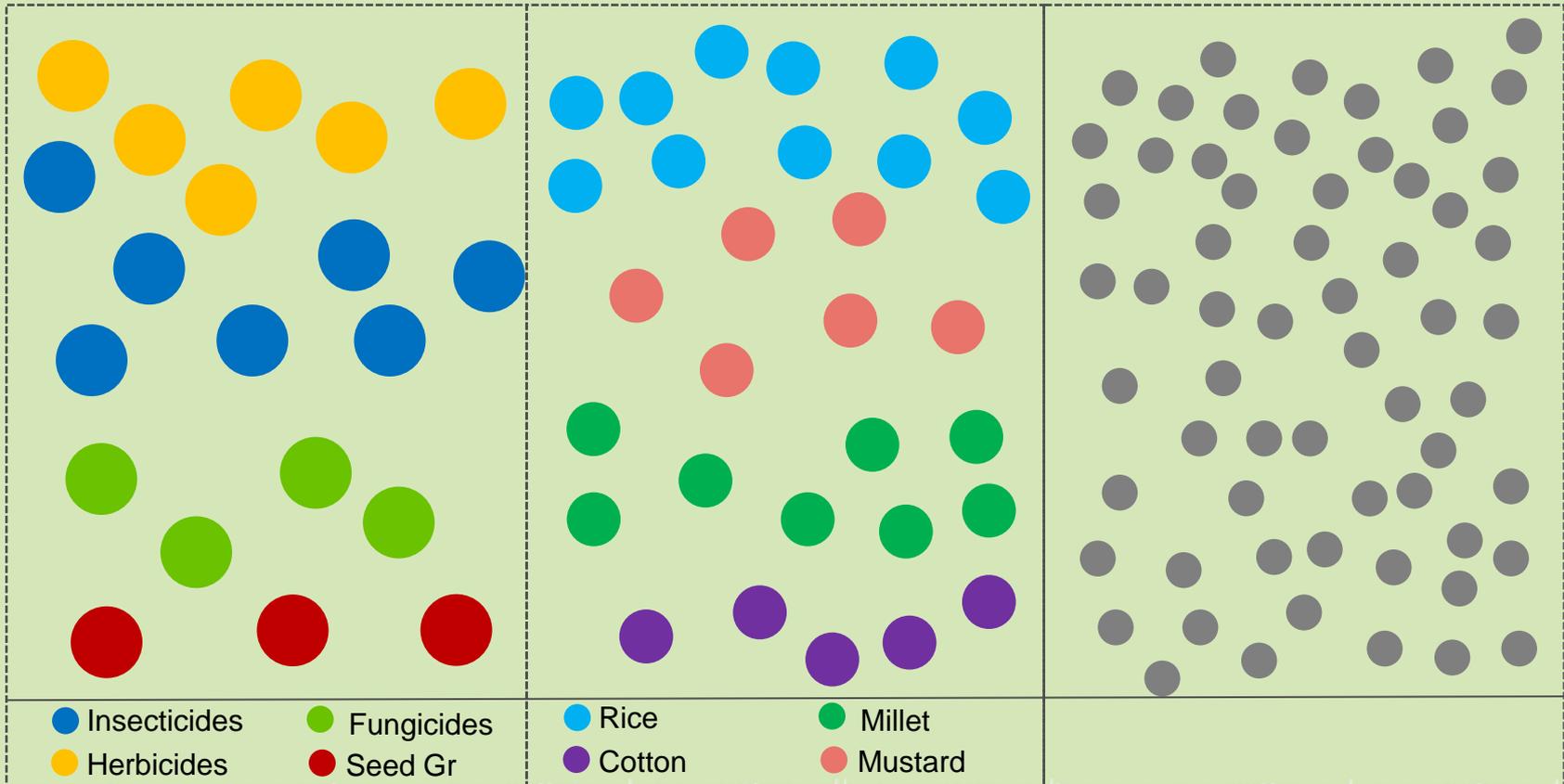


New Launches 2017 - 2021

Crop Protection ~ 20

Seeds ~ 30

Label Extensions: >100





Summary

- Expected normal monsoon and strong market fundamentals should drive the positivity in the market
- BCSL strives for above market growth based on the cutting edge innovation in the past 2 years and 2017
- BCSL is investing considerably in efficient go to market initiatives to create differentiated value for customers

BCSL continues to be committed to “Shape the next generation of farming”



Science For A Better Life



Thank you!