BIOCERES CROP SOLUTIONS

Morgan Stanley Investor Conference

Virtual Event

November 2020

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This Presentation includes certain non-IFRS financial measures. These non-IFRS measures are an addition, and not a substitute for or superior to measures of financial performance prepared in accordance with IFRS and neither should be considered as an alternative to net income, operating income or any other performance measures derived in accordance with IFRS or as an alternative to cash flows from operating activities as a measure of our liquidity.

The Company believes that these non-IFRS measures of financial results provide useful supplemental information to investors about the Company and its results. The Company's management uses these non-IFRS measures to evaluate the Company's financial and operating performance and make day-to-day financial and operating decisions. The Company also believes that these non-IFRS measures are helpful to investors because they provide additional information about trends in the Company's core operating performance prior to considering the impact of capital structure, depreciation, amortization and taxation on its results. However, there are a number of limitations related to the use of these non-IFRS measures and their nearest IFRS equivalents. For example, other companies may calculate non-IFRS measures differently, or may use other measures to calculate their financial performance, and therefore the Company's non-IFRS measures may not be directly comparable to similarly titled measures of other companies.

In this presentation, we discuss non-IFRS measures as forward-looking non-IFRS measures.

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Overview

We are a fully-integrated provider of crop productivity technologies designed to enable the transition of agriculture towards carbon neutrality

A Compelling Biotech story



- *Addressing **global agriculture challenges** through a **carbon neutral approach***
- ***Biotech platform** with high-impact technologies around **environmentally friendly products***
- *Extensive **distribution & commercial platform***
- ***Limited CapEx requirements** reflects well-invested asset base*
- ***Multiple levers for growth**, including robust product pipeline*
- *Proven track-record on delivering solid **financial results***

By the Numbers

$ 174.2M
Revenues[1]

$ 46.5M
Adj. EBITDA[1]

1st *to achieve drought-tolerant wheat and soy*	23% *market share in soybean biologicals*	200+ *patents and patents applications*
700+ *trademarks/ applications*	400+ *registered products*	500+ *total employees*

Operational Business Segments

CROP NUTRITION

CROP PROTECTION

SEED & INTEGRATED PRODUCT

1. *Financials presented correspond to financials for FY2020 (ended June 30th, 2020)*

Business Segments and Product Portfolio

Leading positions and multiple growth levers

Segment	*Crop Protection*		*Crop Nutrition*		*Seed & Integrated Products*	
Products Description	▪ Increase effectiveness and reduce application rates of active ingredients	▪ Full range of pest control molecules and biocontrol products	▪ Nitrogen-fixing biologicals that promote growth and replace chemical nutrition sources	▪ Micro-beaded fertilizers that reduce application rates by promoting efficiency and accuracy	▪ Full seed treatment packs promote plant growth & reduce chemical nutrition requirements	▪ EcoSoy and EcoWheat ▪ Improving yields by increasing tolerance to abiotic stress
Subsegments	*Adjuvants*	*Insecticides & Fungicides*	*Inoculants & Biofertilizers*	*Micro-beaded Fertilizers*	*Seed Treatments*	*Seed Traits & Germplasm*
Main Growth Lever	**Adjuvant expansion - Brazil** *Recent manufacturing capabilities + registration approvals*		**Ramp-up of installed capacity** *Recently installed 50kt micro-beaded fertilizer plant*		**Regional expansion** *Registration approvals*	HB4
Revenues & Gross Margins[(1)]	$94.1M 43%		$49.3M 50%		$30.8M 64%	
Key Commercial Partners	MOMENTIVE, syngenta		VALENT BioSciences, DE SANGOSSE, syngenta		syngenta	DONMARIO, TMG Tropical Melhoramento & Genética

1. *Financials presented correspond to financials for FY2020 (ended June 30th, 2020)*

The HB4® Technology Performance

Bioceres' proprietary HB4® technology is the only available technology for drought tolerance in soybean-wheat cropping systems

EcoSoy



Drought & Salinity tolerance

+13% impact in yields

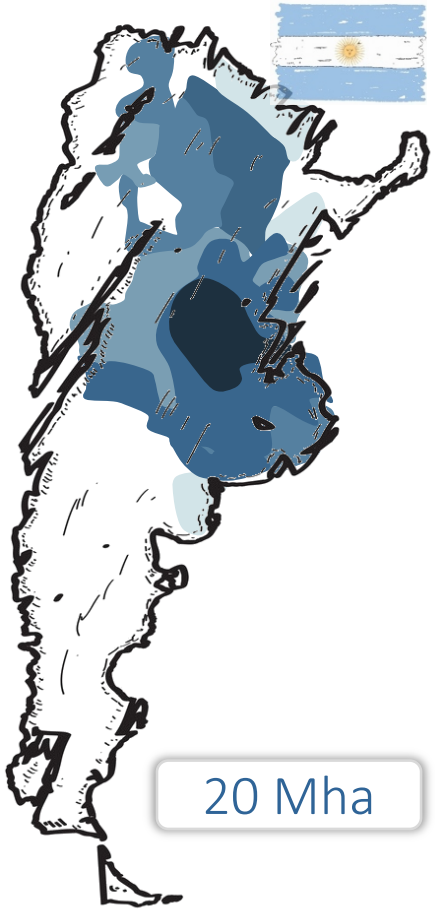
EcoWheat

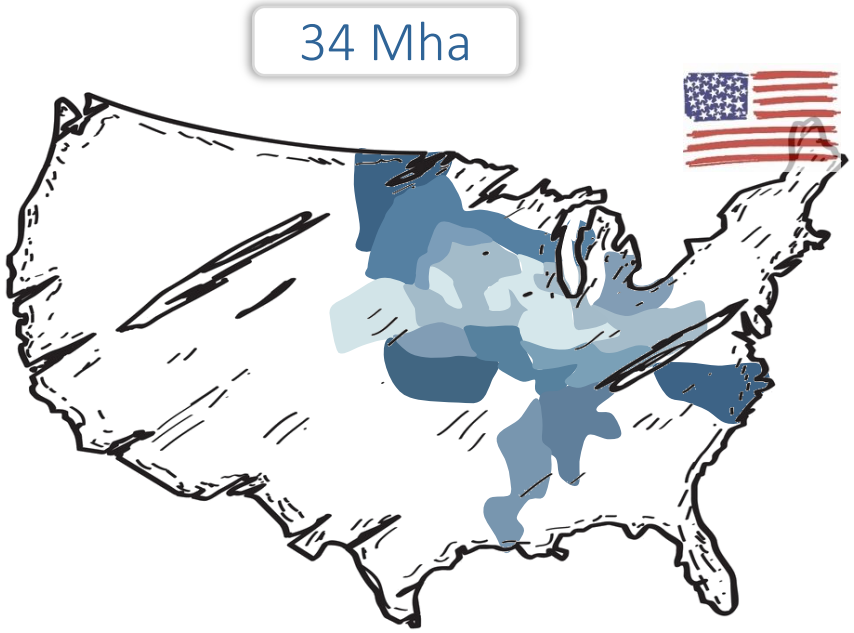


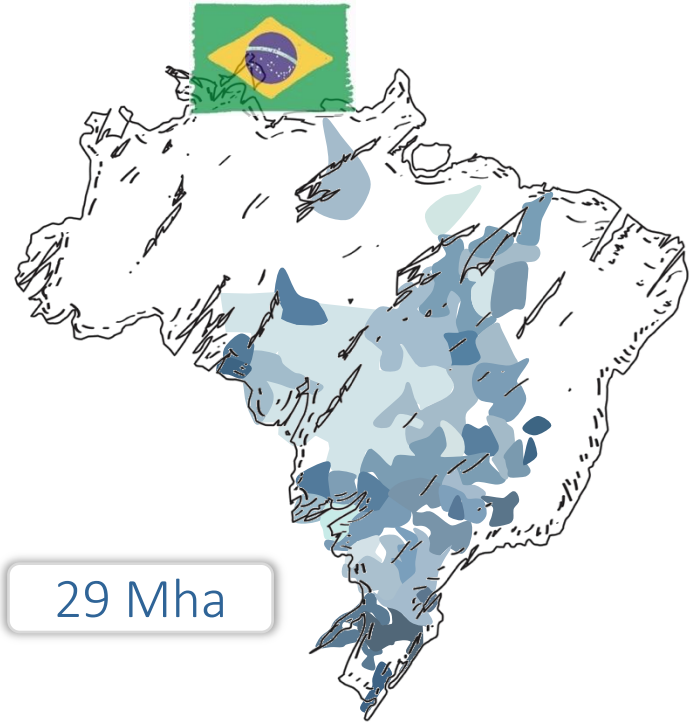
Drought & Salinity tolerance

+19.5% impact in yields

HB4® Value Creation to Farmers





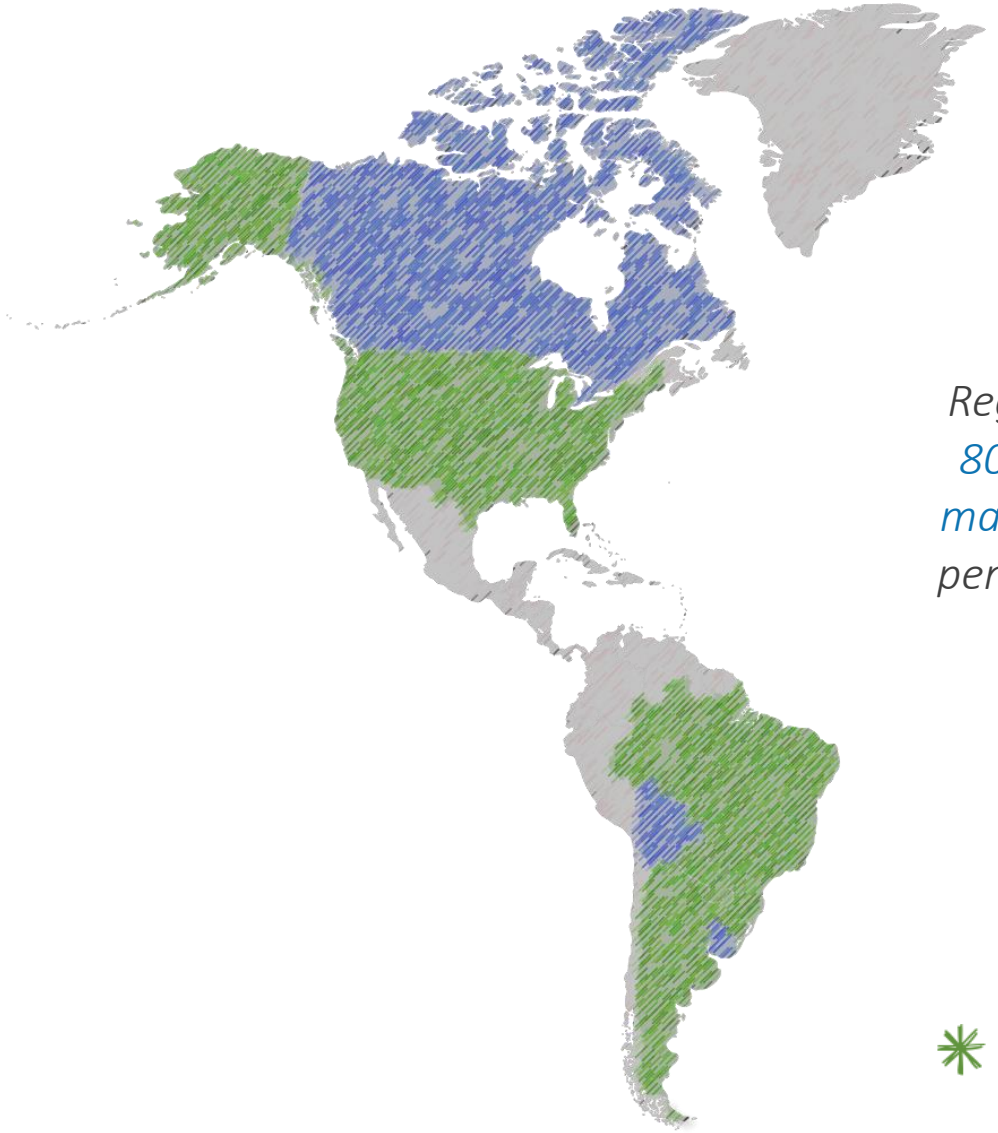


Additional crop value created by HB4® 160 $/ha 55 $/ha

Combination of EcoWheat and EcoSoy for Argentina. Brazil and US, EcoSoy only

HB4® Regulatory Approvals





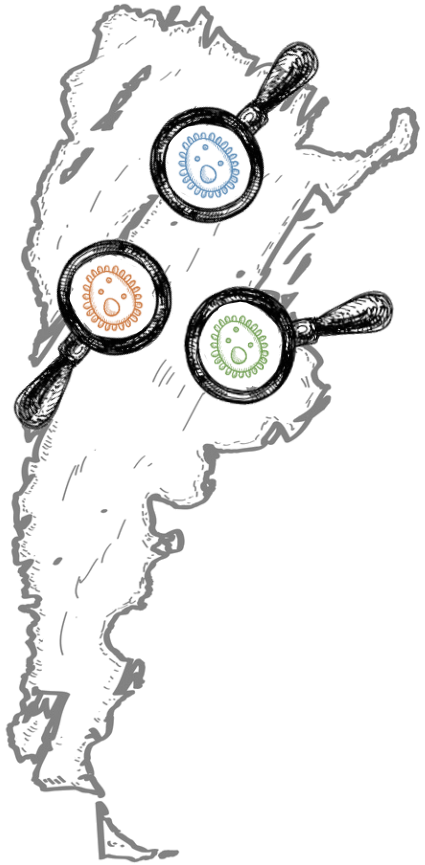
Regulatory approval in over 80% of the global soybean market (AR, BR and US), and pending approvals in 6 other countries

Regulatory approval obtained

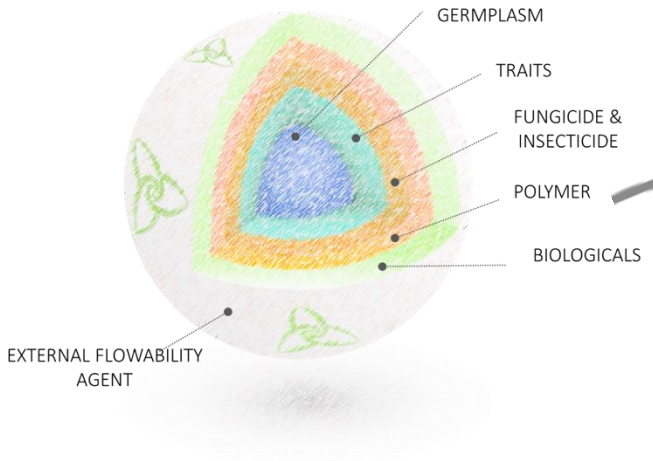
Approval requested

HB4® and the EcoSeed Concept

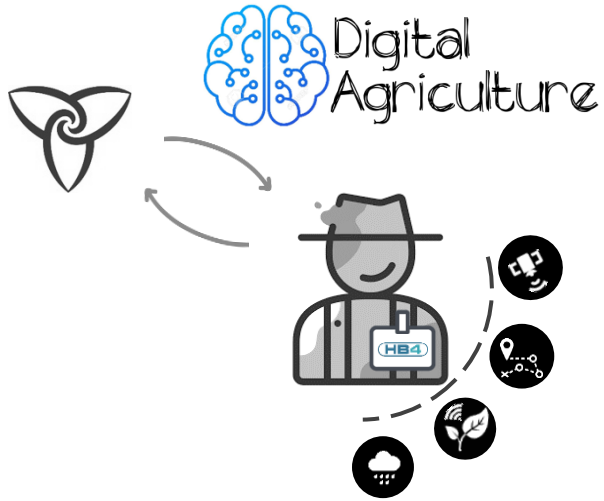
Isolated and characterized microbial strains that promote growth for different environments



Integration of strains into HB4 varieties and other biological assets, to create non-replicable seed products



Integrated/customized seed product with data interface



The HB4® Program

The HB4® Program is an identity preserved production system for soybean and wheat. The Program establishes good agricultural practices for growers, which enhanced by our technologies, significantly contribute to the transition of agriculture towards carbon neutrality

Identity preserved supply chain

HB4® Program

Contracted production



- Best management practices
- Satellite crop monitoring

Partner-Processors



- Raw material differentiated

Consumer

Sell to consumers



- Traceable
- Sustainable
- Affordable

Certified Sustainability

AAPRESID, a recognized NGO promoting sustainable farming practices, particularly no-till, runs a certification program for farmers that adhere to their recommended practices

Aapresid

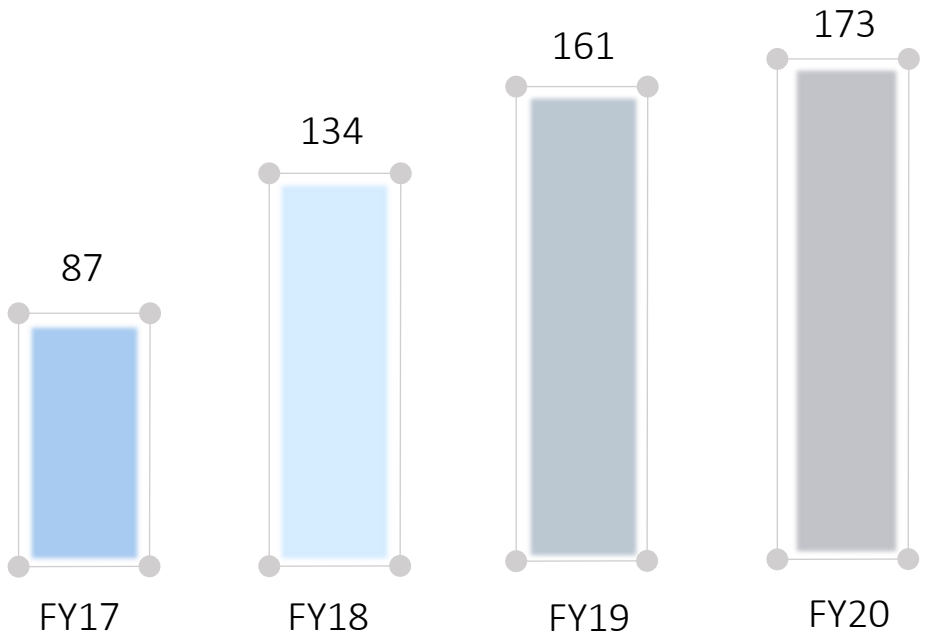
ASC AGRICULTURA SUSTENTABLE CERTIFICADA

This program has been aligned to reduce environmental externalities by reducing greenhouse gas emissions, water utilization and exposure to chemical products

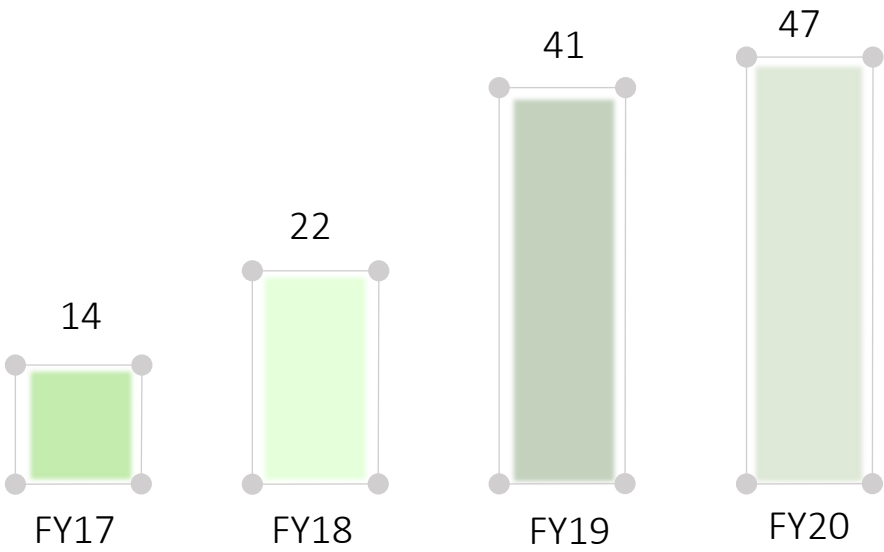
Company Performance

Proven track-record in delivering solid financial performance

Revenues ($M)



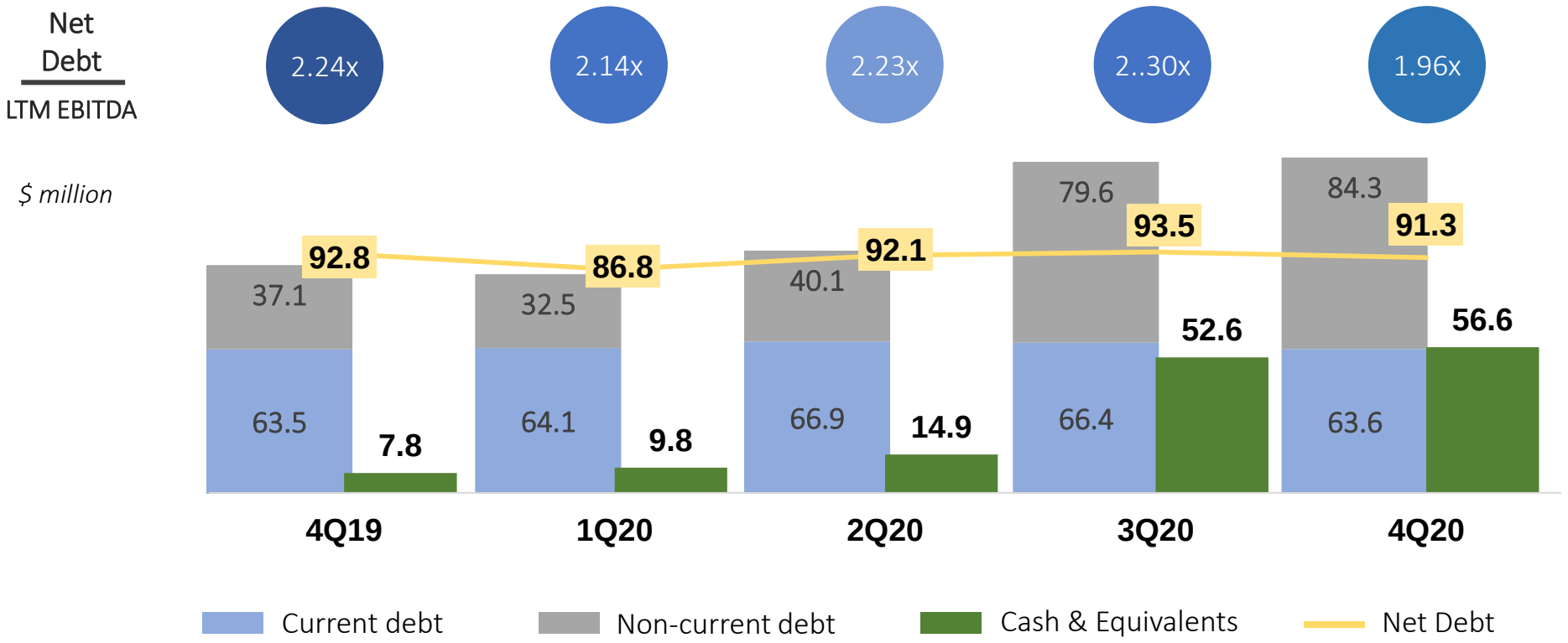
Adjusted EBITDA ($M)



1. *Financials presented correspond to As Reported financials for FY2020 (ended June 30th, 2020)*

Financial Debt Position

Strengthened Balance Sheet and Increased Liquidity

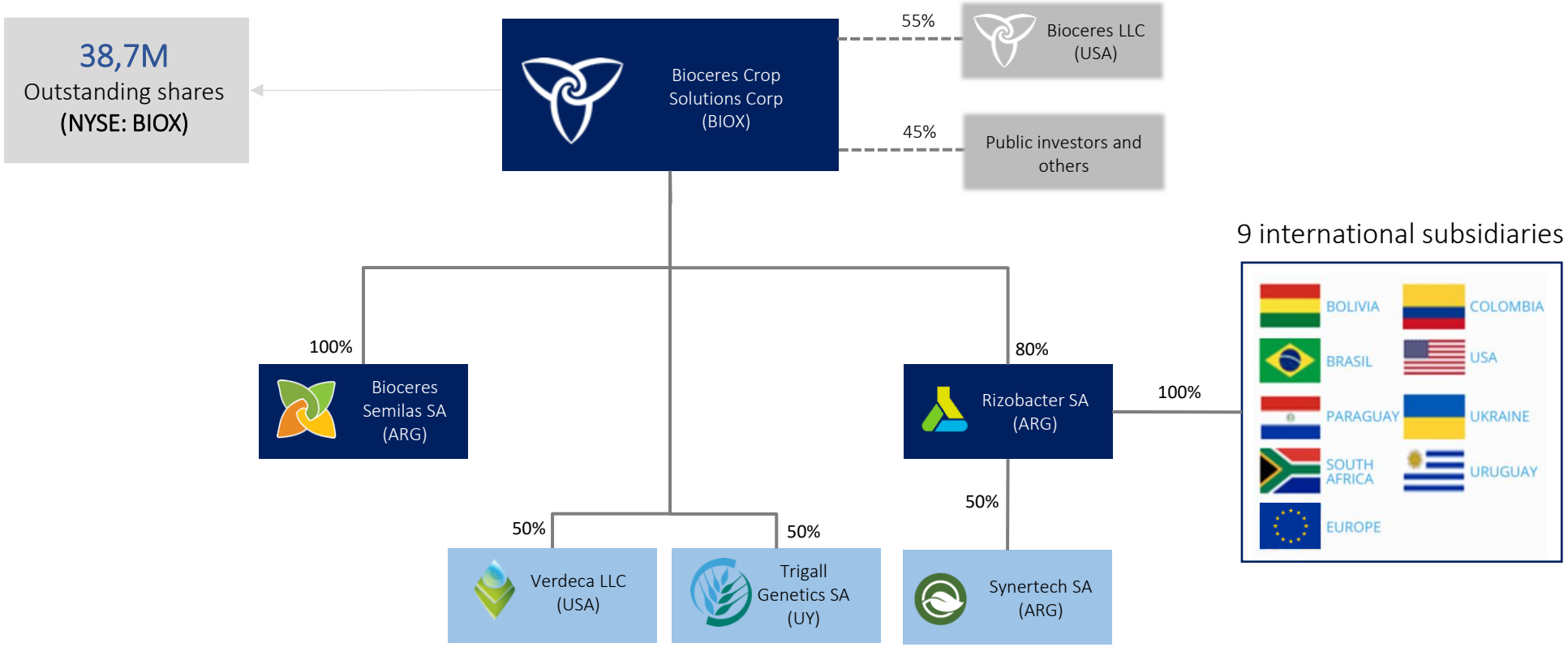


- **During FY20**, the company raised a total of **$65 million**
- **Subsequent to 4Q20,** Rizobacter Argentina S.A raised $17 million bond due August 2023 at a 0.0% annual nominal rate

Notes:

1) *Total financial debt includes short-term debt and long-term debt and excludes discounted checks.*
2) *Net Debt = Total financial debt less cash and cash equivalents.*
3) *Cash & Cash Equivalents include $ 4.4M in restricted short-term deposit and $ 16.6M in other cash management short-term investments.*

Main Corporate Entities



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