Investor Presentation

NASDAQ: BIOX
September 2021

Bioceres Crop Solutions

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Bioceres Crop Solutions

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

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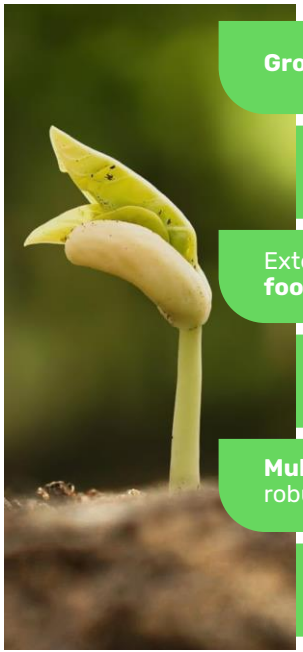
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Corporate Overview

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

Bioceres Crop Solutions

A Compelling Biotech Story



- **Grower- and consumer-**oriented solutions
- **Biotech platform** with high-impact technologies around **sustainable products**
- Extensive **distribution & commercial footprint**
- **Limited CapEx requirements** reflects well-invested asset base
- **Multiple levers for growth**, including robust product pipeline
- Proven track-record of delivering **solid financial results**



Growers

Developing technologies that improve crop productivity while preserving environmental resources



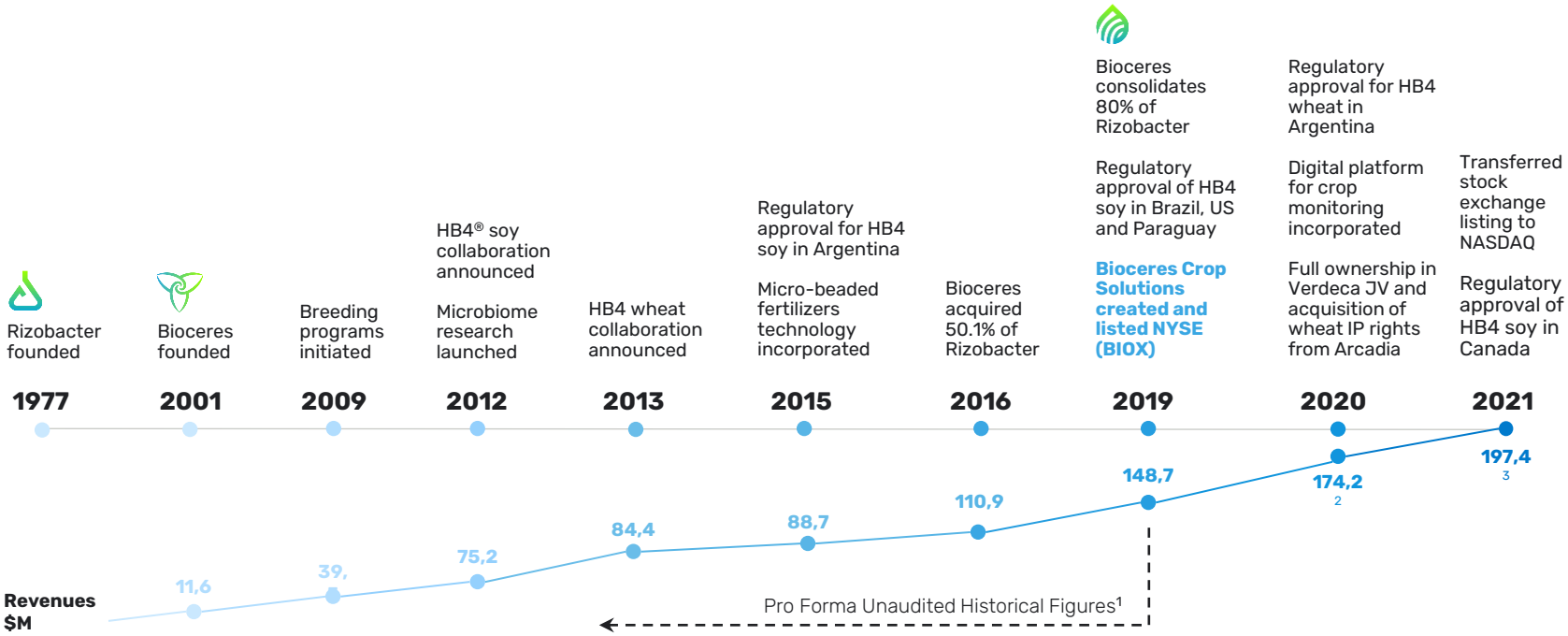
Consumers

Grains produced with an improved environmental footprint in partnership with select processors to achieve farm to fork traceability

History

43 years of experience utilizing multiple technological approaches to develop and commercialize products that enhance crop quality and productivity

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[1] Historical figures previous to Bioceres Crop Solutions creation on March 2019 represents pro-forma unaudited revenues as if the Rizobacter operation would have been acquired at the start of 2001
[2] Financials presented for 2020 correspond to comparable financials for FY20 ended June 30th, 2020
[3] Financials presented for 2021 correspond to comparable financials for FY21 ended June 30th, 2021

Snapshot

Leading positions and **multiple growth levers**

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By the numbers

$197.4M
Revenues[1]

$48.3M
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
- 31+ countries with commercial presence

Operational Business Segments	Revenue & Gross Margin[1]	Main Growth Lever
Crop Protection	$107.6M | 40%	Adjuvant expansion - Brazil
Crop Nutrition	$58.8M | 54%	Ramp-up of installed capacity
Seed and Integrated Products	$31.0M | 64%	HB4

MOMENTIVE · DE SANGOSSE · syngenta · DONMARIO · TMG · VALENT BIOSCIENCES

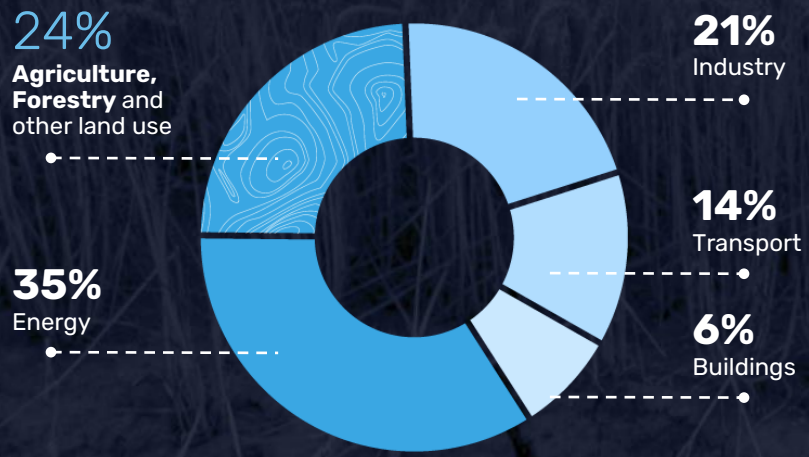
[1] Financials presented correspond to Comparable financials for FY21 (ended June 30th , 2021)

Agriculture and Climate Change

We will need 2.1x planets **by 2050**

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Contribution to Green House Gas Emissions[1]



Effects of climate change on Agriculture

- Projections for 2050 **indicate crop yields to drop more than 10%[2]**
- **Lower yields result in grain with larger carbon footprint.** Improving farming practices reduces the carbon footprint of crops[3]
- Crop **water availability** is among the most important yield limiting factors in dryland agriculture

There is a pressing need for the **'sustainable intensification'** of global agriculture in which yields are increased without adverse environmental impact and without the cultivation of more land[4]

[1] IPCC report 2014.
[2] Challinor AJ, Watson J, Lobell DB, Howden SM, Smith DR, Chhetri N. 2014. "A meta-analysis of crop yield under climate change and adaptation". Nature Climate Change 4: 287-291. IPCC report, 2014.
[3] Improving farming practices reduces the carbon footprint of spring wheat production. Nature Communications, 2014.
[4] Reaping the benefits: science and the sustainable intensification of global agriculture. The Royal Society, October 2009.

The HB4 Technology Performance

The only available technology for drought tolerance in soy-wheat cropping systems

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Soy



+13% impact in yields

Wheat

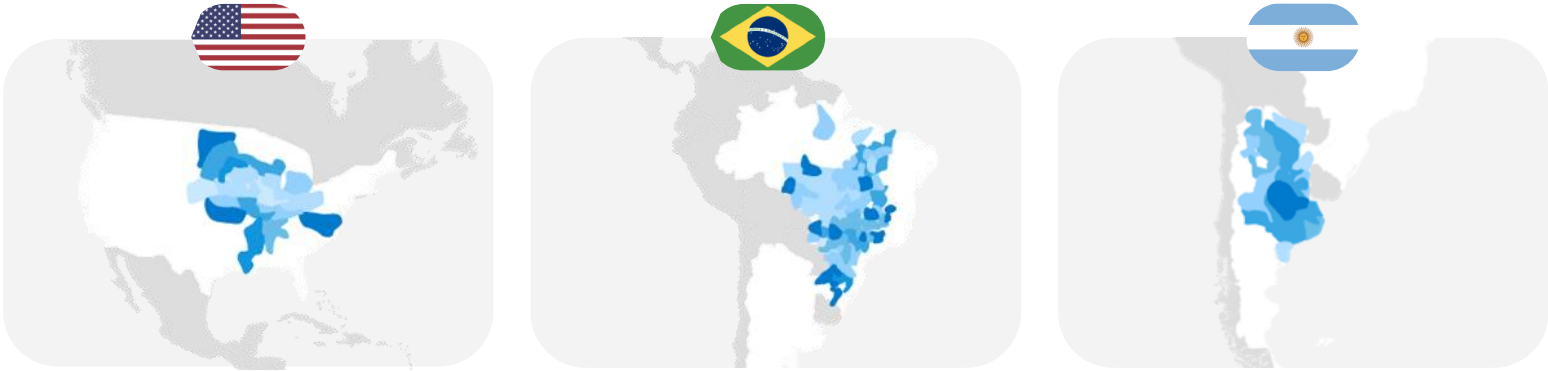


+19.5% impact in yields

HB4 Value Creation to Growers

Total addressable market

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	Additional value created by HB4[1]	Total Addressable Market[2]	Share of Total Market[3]
Soy	High — Low	**20-25M ha**	~25-30%
Wheat	High — Low	**2.5-3.0M ha**	~30-35%

[1] Analysis comprise average historical HB4 yield improvement extrapolated by county, for each country, and the average commodity prices for the corresponding years

[2] Defined by HB4 tech fee

[3] Total Market defined as total planted hectares(ha) in US, Brazil and Argentina. US: 35M Soy planted ha (average 2015-2020, United States Department of Agriculture USDA). Brazil: 34M Soyb and 2M Wheat planted ha (average 2015-2019, Brazilian Institute of Geography and Statistics IBGE). Argentina: 18M Soy and 6M Wheat planted ha (average 2015-2019, Ministry of Agroindustry of Argentina)

HB4 Market Access and Regulatory Status

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	Submission	Approval (Production - Food&Feed)
Soy	Uruguay, China, Bolivia, India, EU, Malaysia	Argentina, USA, Brazil, Paraguay, Canada
Wheat	Uruguay, Paraguay, USA, Brazil, Chile, Colombia, Indonesia, Australia, New Zealand, South Africa	Argentina

Regulatory approval in over **85% of the global soy market** (AR, BR, CA and US)

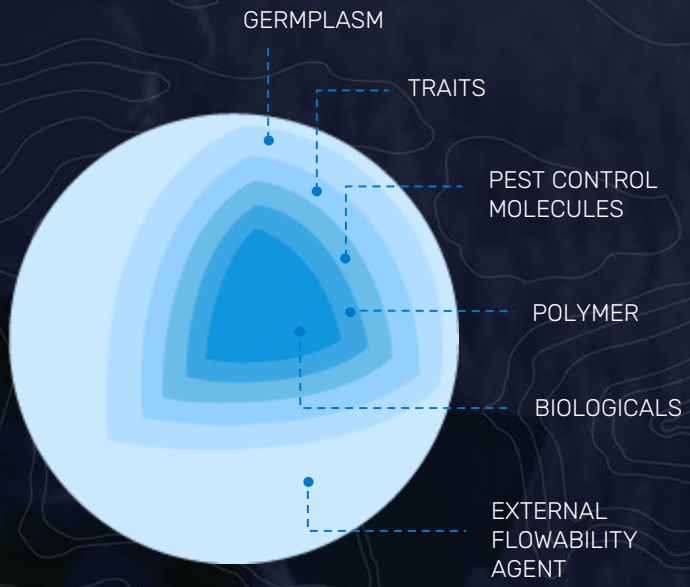
First approval for drought tolerance events in wheat

- The commercialization of HB4 soy in Argentina is subject to China approval, as China is the main export market for soybean production in the Americas

- The commercialization of HB4 wheat in Argentina is subject to Brazil approval, as Brazil is the main export market for Argentinian wheat production

The Integrated Seed Product Concept

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- **HB4** Drought tolerance technology
- **Customized microbial** solutions
- Top tier **germplasm**
- **Digital** solutions

The HB4 Program

Identity preserved production system to multiply HB4 seeds with **selected growers**

1. Outsource **farming activities** to grow HB4 seeds

2. **Contribute goods**[1] into the multiplication agreement

3. Purchase of total seed production & **quality check**

Designed to further evaluate performance, determine product positioning, and showcase the technology

[1] Under these agreements, Bioceres contributes EcoSeed and the other goods to growers for a pre-agreed price (based on prevailing market prices), which are deducted from the service fees paid to growers at the time of harvest for the seed multiplication services provided.

Scalable Sustainability

The Program establishes good agricultural practices for growers, which enhanced by our technologies, significantly contribute to the transition of agriculture towards carbon neutrality

- Crop rotation ----- Wheat - Soy
- Water & CO_2 management ------ HB4
- Soil conservation --- No-till
- Crop nutrition ----- Customized microbial solutions + microbeaded fertilizers
- Crop protection ---- Biologicals + high performance adjuvants and molecules
- Traceability ------- Digital monitoring & scouting tools + Blockchain
- Farm practices ---- ASC Certified Aapresid

Grower- and consumer-oriented solutions strongly backed by Digital Technologies

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Grower		Consumer
Tracking productivity and environmental KPIs for real time decision making	**Crop monitoring & Inventory surveillance** tools	Full visibility on low C-footprint farming practices & grain processing
Productivity and quality traits development + biological customized solutions	**Big data** gathering & analytics	Increased sustainable and nutritional enriched food portfolio
Smart contracts	**Blockchain** tracking token	Farm to fork traceability

HB4 Program Update

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Wheat

~55K Hectares Planted

$6.4M Contributed goods[1]

42% Gross Margin

225 Growers

100% Customer repeat rate for next cycle

3 Varieties

350 Sites

Soybean

~23K Hectares Harvested

$1.9M Contributed goods[1]

47% Gross Margin

148 Growers

3 Regions

7 Varieties

220 Sites

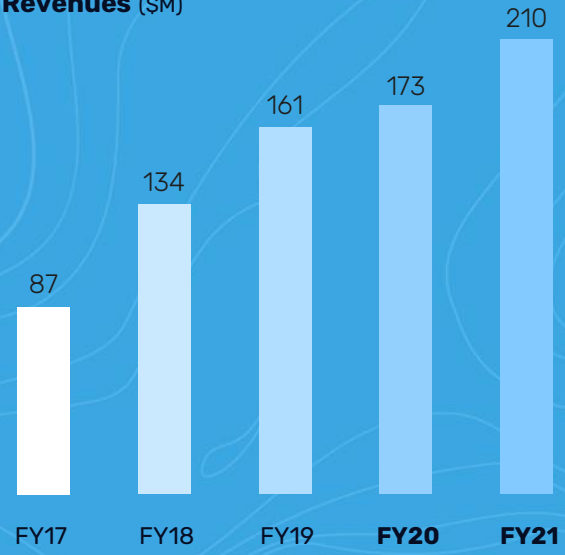
[1] Contributed goods are not included in the quarterly or LTM revenues and, will be recognized as such once inventories are sold. Metric will be used to account for and track the underlying economic performance of our HB4 Wheat and HB4 Soy Program ahead of reporting HB4 revenues and related accounting measures. By publishing the level of contributed goods, the investment community can also use this information to better gauge our progress.

Company Performance

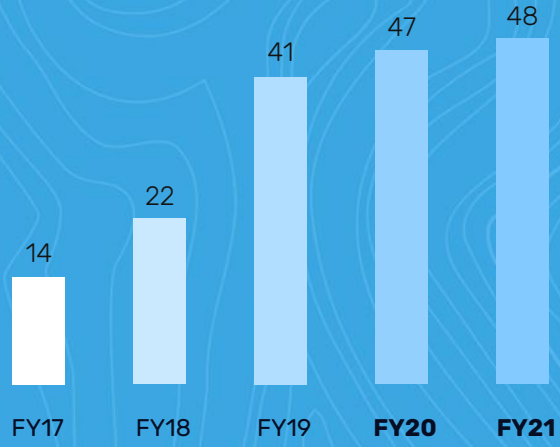
Proven track-record in delivering **solid financial performance**

Bioceres Crop Solutions

Revenues ($M)



Adjusted EBITDA ($M)



Adjusted EBITDA Margin (%)

16%	16%	25%	27%	23%

[1] Financials presented correspond to As Reported financials for FY21 (ended June 30th, 2021)

Balance Sheet and Cash Position

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Notes:
1) Net Debt = Total financial debt less cash and cash equivalents.
2) Cash & Cash Equivalents includes other cash management short-term investments.

Exhibits



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Unaudited Consolidated Statement of Comprehensive Income

	Three-month period ended 06/30/2021	Three-month period ended 06/30/2020	Fiscal year ended 06/30/2021	Fiscal year ended 06/30/2020
Total revenue	82,211,114	48,173,814	209,526,178	173,092,172
Cost of sales	(49,802,175)	(25,347,698)	(118,890,568)	(93,575,588)
Gross profit	**32,408,939**	**22,826,116**	**90,635,610**	**79,516,584**
% Gross profit	***39%***	*47%*	*43%*	*46%*
Operating expenses	(17,917,721)	(11,277,602)	(53,025,090)	(42,540,298)
Share of profit of JV	(214,499)	1,310,768	997,429	2,477,193
Other income or expenses, net	(625,418)	(103,835)	(279,969)	(307,499)
Operating profit	**13,651,301**	**12,755,447**	**38,327,980**	**39,145,980**
Finance result	(3,821,662)	(8,249,014)	(27,462,000)	(32,702,642)
Profit before income tax	**9,829,639**	**4,506,433**	**10,865,980**	**6,443,338**
Income tax	(8,041,797)	(1,368,437)	(14,273,960)	(2,206,710)
Profit / (Loss) for the period	**1,787,842**	**3,137,996**	**(3,407,980)**	**4,236,628**
Other comprehensive profit / (loss)	4,865,362	(2,058,672)	7,572,426	(9,682,116)
Total comprehensive Profit / (Loss)	**6,653,204**	**1,079,324**	**4,164,446**	**(5,445,488)**
Profit / (loss) for the period attributable to:				
Equity holders of the parent	901,804	2,215,404	(6,602,045)	3,359,175
Non-controlling interests	886,038	922,592	3,194,065	877,453
	1,787,842	**3,137,996**	**(3,407,980)**	**4,236,628**
Total comprehensive profit / (loss) attributable to:				
Equity holders of the parent	4,724,172	375,178	(554,774)	(5,222,572)
Non-controlling interests	1,929,032	704,146	4,719,220	(222,916)
	6,653,204	**1,079,324**	**4,164,446**	**(5,445,488)**

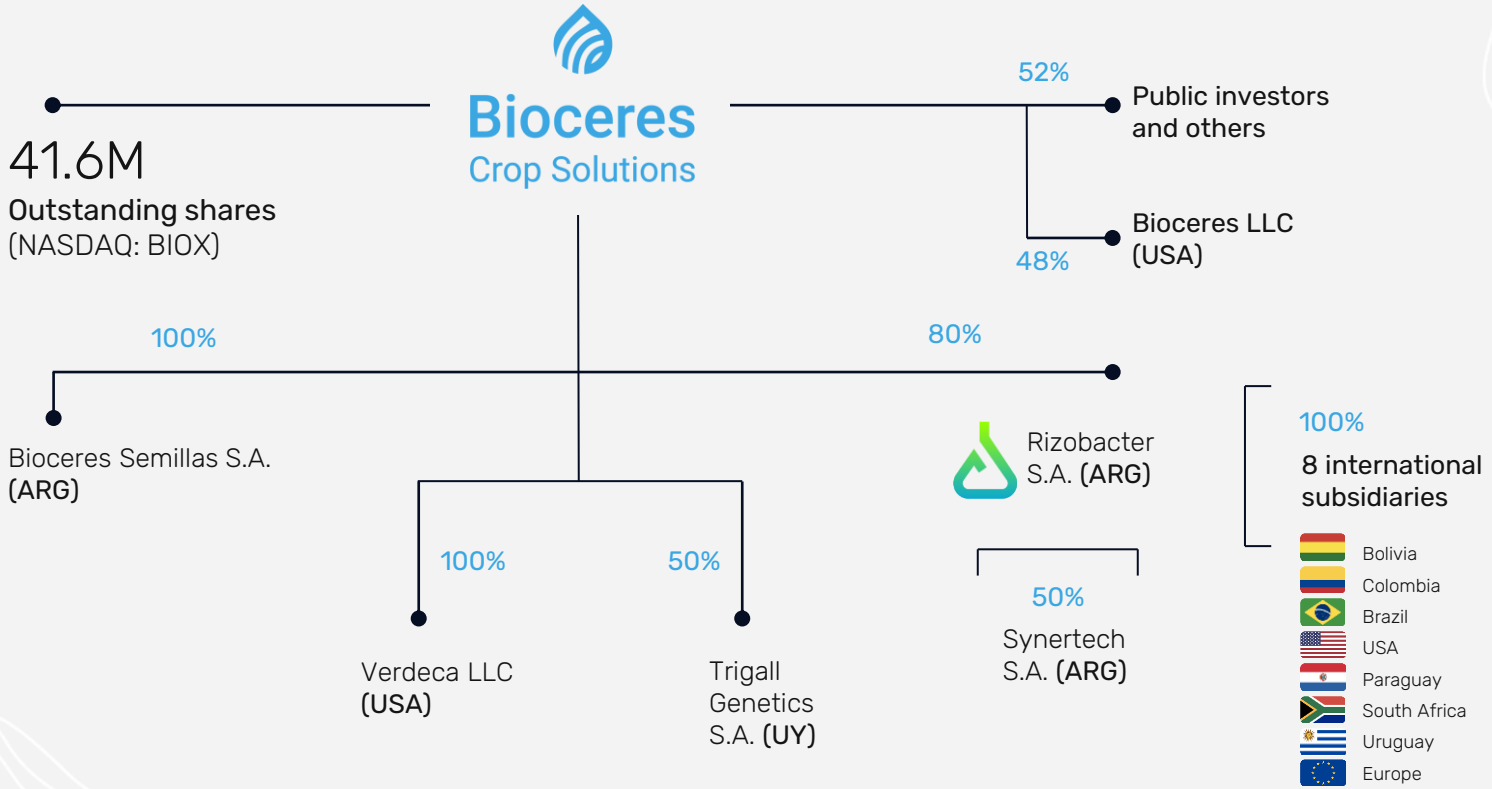
Unaudited Consolidated Statement of Financial Position

ASSETS	06/30/2021	06/30/2020
CURRENT ASSETS		
Cash and cash equivalents	35,873,746	42,522,861
Other financial assets	13,334,452	13,436,393
Trade receivables	83,587,511	73,546,633
Other receivables	12,181,943	4,770,672
Income and minimum presumed income taxes recoverable	990,881	112,220
Inventories	61,037,552	29,338,548
Biological assets	2,315,838	965,728
Total current assets	**209,321,923**	**164,693,055**
NON-CURRENT ASSETS		
Other financial assets	1,062,453	322,703
Trade receivables	135,739	-
Other receivables	2,403,608	1,703,573
Income and minimum presumed income taxes recoverable	12,589	6,029
Deferred tax assets	3,125,841	2,693,195
Investments in joint ventures and associates	30,657,173	24,652,792
Property, plant and equipment	47,954,596	41,515,106
Intangible assets	67,342,362	35,333,464
Goodwill	26,684,090	25,526,855
Right-of-use leased asset	1,327,660	1,114,597
Total non-current assets	**180,706,111**	**132,868,314**
Total assets	**390,028,034**	**297,561,369**

LIABILITIES	06/30/2021	06/30/2020
CURRENT LIABILITIES		
Trade and other payables	72,803,496	57,289,862
Borrowings	73,832,610	63,721,735
Employee benefits and social security	4,680,078	4,510,592
Deferred revenue and advances from customers	6,277,313	2,865,437
Income tax payable	7,194,761	1,556,715
Government grants	784	1,270
Lease liabilities	750,308	665,098
Total current liabilities	**165,539,350**	**130,610,709**
NON-CURRENT LIABILITIES		
Borrowings	47,988,461	41,226,610
Employee benefits and social security	-	534,038
Government grants	-	2,335
Investments in joint ventures and associates	1,278,250	1,548,829
Deferred tax liabilities	25,823,281	16,858,125
Provisions	449,847	417,396
Consideration for acquisitions	11,828,487	452,654
Warrants	-	1,686,643
Convertible notes	48,664,012	43,029,834
Lease liability	390,409	444,714
Total non-current liabilities	**136,422,747**	**106,201,178**
Total liabilities	**301,962,097**	**236,811,887**
EQUITY		
Equity attributable to owners of the parent	65,629,762	46,179,395
Non-controlling interests	22,436,175	14,570,087
Total equity	**88,065,937**	**60,749,482**
Total equity and liabilities	**390,028,034**	**297,561,369**

Main Corporate Entities

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Product Portfolio

Bioceres Crop Solutions

Segment	Crop Protection		Crop Nutrition		Seed and Integrated Products	
Subsegments	Adjuvants	Insecticides & Fungicides	Inoculants & Biofertilizers	Micro-beaded Fertilizers	Seed Treatments	Seed Traits & Germplasm
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
Insignia products	RIZOSPRAY Extremo RIZOSPRAY Integrum Eco RIZOSPRAY Silwet RIZOSPRAY Corrector Secuestrante	Rizoderma Bio-controlador Fúngico	Signum Rizoliq Top Rizoliq LLI Rizoliq Rizospirillum	Microstar CMB Microstar PZ	Rizopack Signum Pack	HB4

IP Asset Portfolio

A well-developed and strong portfolio of patents, trademarks and plant variety protections

Bioceres Crop Solutions

Patents	214 **Patents and applications** as holder or licensee, exclusively or non-exclusively link to traits	Traits include improved yield, drought tolerance, NUE, WUE and TREF technologies, delayed senescence, herbicide resistance, reduced lignin technology and molecular farming technology	49 **Genes** currently protected by own patents and applications	165 **Licenses link to crop-related traits** for use in our products
PVPs	126 Owned and/or licensee, registered (or in process) crop varieties in Argentina	**60** in Soybean (13 registered, 47 in registration) **36** in Wheat (29 registered, 7 in registration) **22** in Alfalfa (22 registered) **4** in Corn (4 registered) **2** in Sunflower (2 registered) **2** in Amaranth (2 in registration)	18 International varieties **registered**	**15** in Uruguay (10 soybean, 5 wheat) **1** in Paraguay (1 soybean) **1** in South Africa (1 soybean) **1** in Bolivia (1 soybean, X wheat)
Trademarks	46 Trademarks in Argentina, Brazil, United States and Uruguay **for Bioceres**	355 Trademarks and applications in Argentina **for Rizobacter** products	300 Trademarks and applications in Brazil, China, United States, Uruguay, Turkey, Pakistan, Paraguay, Peru, Mexico, Colombia, Chile, Canada, Bolivia, South Africa, India, and the EU **for Rizobacter** products	≈ $ 50M **invested in R&D initiatives** along our history

Diversified Infrastructure Portfolio

Limited Capex Requirements Reflects Well-Invested Asset Base

Bioceres Crop Solutions

Crop protection



- Operational capabilities in Argentina and Brazil for production of high- tech adjuvants
- 5 million gallon formulation plant

Crop nutrition



- Fully operational 50,000 ton micro beaded fertilizer plant
- 24,000 gallon fermentation plant and 375,000 square feet of warehouse space for packaging and logistics

Seed and integrated products



- Proprietary brands in leading seed treatment packs
- Field station – 28 hectare (70 acre) research farm in Pergamino, Argentina

Significant realized investments in **modern production capacity** R&D backed by patents, brands and product **registration** in several countries, provides a solid platform to support continued organic growth

Management

Bioceres Crop Solutions



Federico Trucco, Chief Executive Officer

Federico is the son of Víctor Trucco and María Cristina Fossaroli, both descending from Italian immigrants that settled as farmers in the central-south region of Santa Fe province. He originally joined Bioceres as a research leader for one of its R&D projects, then a project management firm in the ag-biotech space. Federico then helped organize and initially run Bioceres' biotech center, a state-of-the-art technology incubator called INDEAR. In 2011 he became the first formal CEO of Bioceres. In 2018 Federico was recognized with the Konex award for business innovation for the period 2008-2018, one of Argentina´s most prestigious leadership awards. He was also recognized with the EY Entrepreneur of the Year Award for Argentina in 2019. Federico is a biochemist with a Ph.D. degree in Crop Sciences from the University of Illinois at Urbana-Champaign.



Enrique López Lecube, Chief Financial Officer

Enrique has over 12 years of experience in agri-business, having held several commercial and corporate positions at leading ag-industry players. Prior to joining the Company, he served as Manager for M&A and Corporate Development at Lartirigoyen y Cia S.A., a Glencore subsidiary, directing investment transactions across the food, chemical, ag-services, and digital technologies sectors, and overseeing the integration of target companies. In December 2016, he was appointed as an executive member of the Board of Directors of Chemotécnica, a crop protection products formulation company. From 2011 to 2014 he was Head Trader for agriculture commodities at Lartirigoyen & Cia S.A. Mr. López Lecube received an MBA from the Kellogg School of Management at Northwestern University, and an Industrial Engineering degree from ITBA (Instituto Tecnológico de Buenos Aires).



Gerónimo Watson, Chief Technology Officer

Gerónimo Watson previously served in several positions at INDEAR, including as director of product development from 2011 to 2014, head of technology testing and field operations until 2011 and as a member of the Amaranth project starting in 2005. Mr. Watson also serves as a director of Trigall and Verdeca and as chief technology officer of Bioceres, Inc. Mr. Watson received a master's degree in agronomy from the Kansas State University and a degree in agronomy from the Catholic University of Cordoba, Argentina.



Jorge Wagner, Chief Operating Officer

Jorge has also served as chief financial officer of Rizobacter since 2013. Prior to that, he served as regional chief financial officer (Paraguay, Uruguay, Argentina and Bolivia) of Syngenta Agro S.A. from 2010 to 2013. He received a CPA and an MBA from the University of Buenos Aires, Argentina.



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