

Investor Presentation

NASDAQ: BIOX
March 2022

 Bioceres Crop Solutions

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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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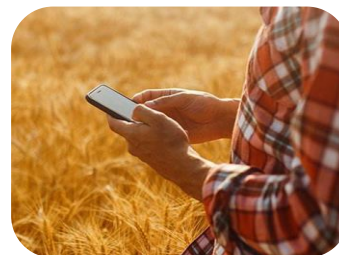
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Corporate Overview

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



A Compelling Biotech Story



Growers

Developing technologies that improve crop productivity while preserving environmental resources

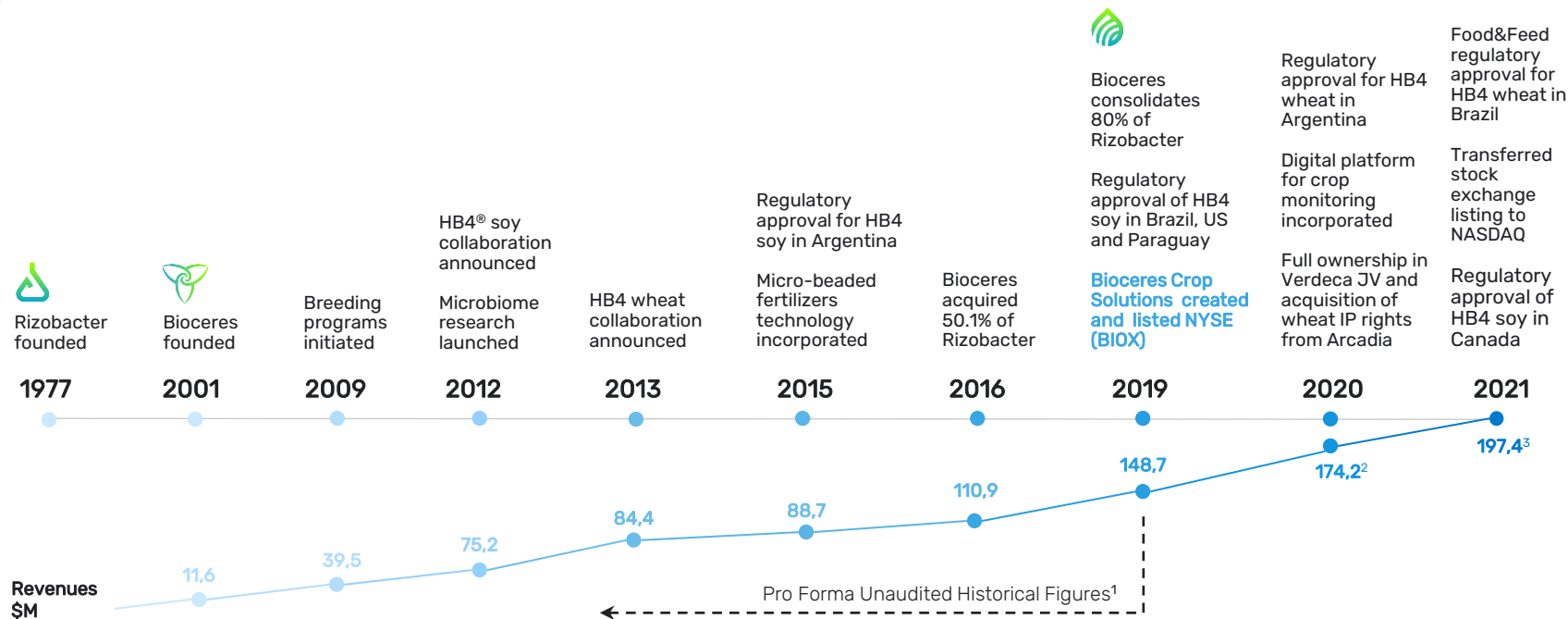


Consumers

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

History

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



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**

By the numbers

\$262.6M

Revenues¹

\$55.6M

Adj. EBITDA¹

- 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 Margin¹

Main Growth Lever



Crop Protection

\$140.3M | 35%

Adjuvant expansion - Brazil



Crop Nutrition

\$87.9M | 54%

Ramp-up of installed capacity



Seed and Integrated Products

\$34.4M | 64%

HB4

MOMENTIVE™

DE SANGOSSE 

syngenta


DONMARIO

TMG

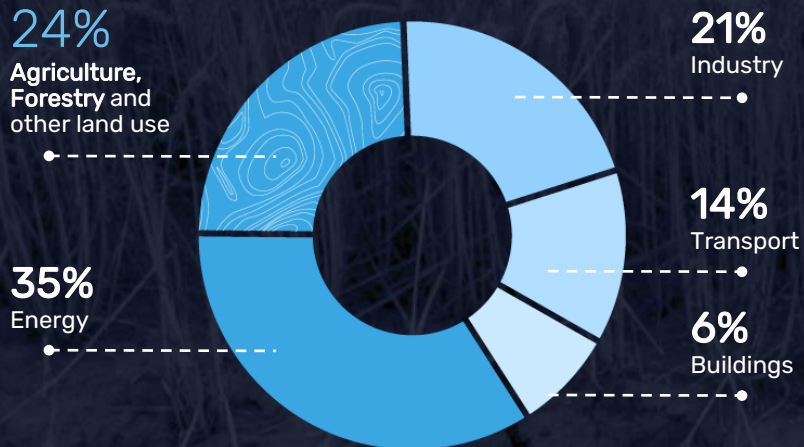
VALENT BIO SCIENCES

¹ Financials presented correspond to Comparable financials for LTM 2022 (ended December 31th , 2021)

Agriculture and Climate Change

We will need 2.1x planets by 2050

Contribution to Green House Gas Emissions¹



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 crops³
- 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 land⁴

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

 Bioceres Crop Solutions

Soy 



+13% impact in yields

Wheat 



+19.5% impact in yields

HB4 Value Creation to Growers

Total addressable market

 Bioceres Crop Solutions



	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 Soy 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

 Submission

 Approval
Production - Food&Feed

Soy



	Uruguay	
	China	
	Bolivia	
	India	
	EU	
	Malaysia	

	Argentina	
	USA	
	Brazil	
	Paraguay	
	Canada	

Wheat



	Uruguay	
	Paraguay	
	USA	
	Chile	
	Colombia	
	Indonesia	
	Australia	
	New Zealand	
	South Africa	

	Argentina	
	Brazil ¹	

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



First approval for drought tolerance events in wheat

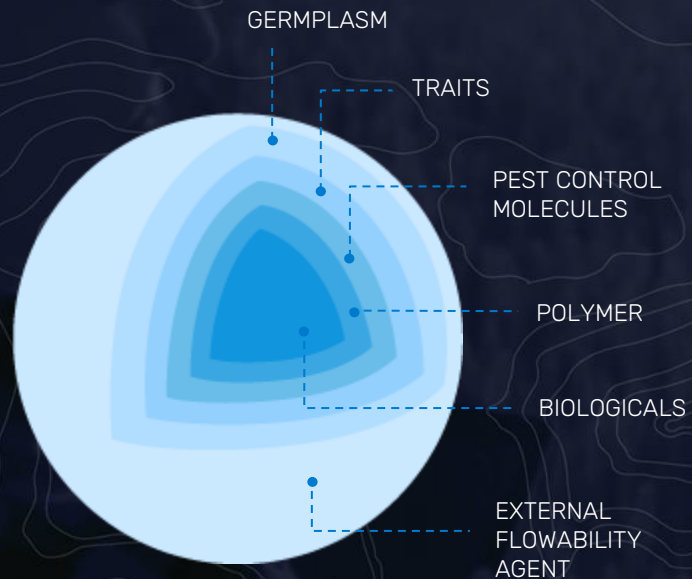


The commercialization of HB4 soy in Argentina is subject to China approval, as China is the main export market for soybean production in the Americas

The company received HB4 Wheat approval from Brazil on November 11th, 2021

¹ Food&Feed approval.

The Integrated Seed Product Concept



- **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 goods¹ into the multiplication agreement

3.

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

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

¹Under 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 & CO₂ 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

Grower

Tracking productivity and environmental KPIs for real time decision making

Productivity and quality traits development + biological customized solutions

Smart contracts

Crop monitoring & Inventory surveillance tools

Big data gathering & analytics

Blockchain tracking token

Consumer

Full visibility on low C-footprint farming practices & grain processing

Increased sustainable and nutritional enriched food portfolio

Farm to fork traceability

HB4 Program Update



Wheat

~53K Hectares Harvested

\$6.4M Contributed goods¹

42% Gross Margin

225
Growers

350
Sites

3
1st Gen
Varieties

4
2nd Gen
Varieties



Soybean

~23K Hectares Planted

\$2.0M Contributed goods¹

42% Gross Margin

102
Growers

195
Sites

3
2nd Gen
Varieties

9
3rd Gen
Varieties

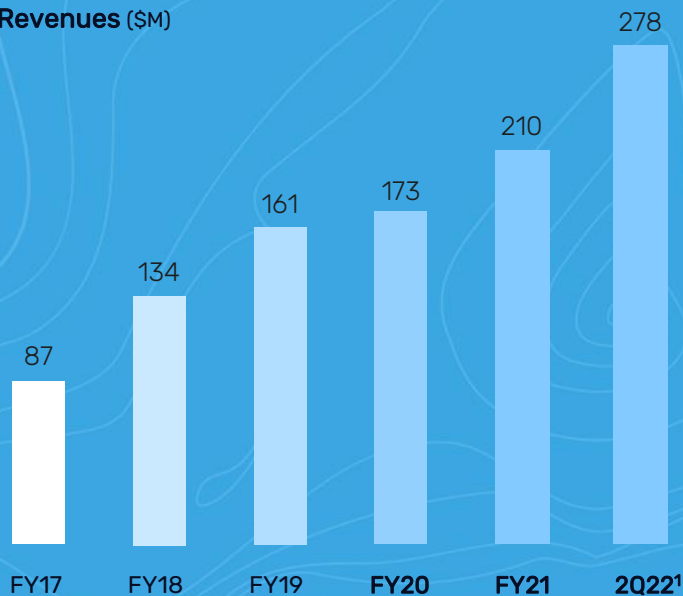
¹ Contributed goods are not included in the quarterly or LTM revenues and, will be recognized as such once inventories are sold. Metric will be used to account for and track the underlying economic performance of our HB4 Wheat and HB4 Soy Program ahead of reporting HB4 revenues and related accounting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

Company Performance

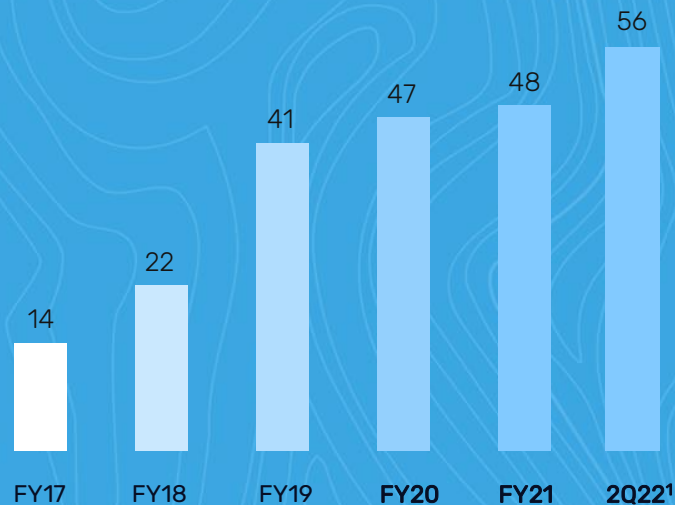
Proven track-record in delivering **solid financial performance**



Revenues (\$M)



Adjusted EBITDA (\$M)



Adjusted EBITDA Margin (%)

16%

16%

25%

27%

23%

20%

¹ Financials presented correspond to As Reported financials for LTM 2022 (ended December 31st, 2021).

LTM 2022 Adjusted EBITDA accounts for: HB4 program pre-operational expenses ahead of booking corresponding sales and profits, 2021 sales drawback explained by severe drought episode in South American key markets and profitability erosion from temporary unfavorable FX and inflation dynamics in Arg on a YoY comparison basis.

Balance Sheet and Cash Position

Net Debt

LTM Adj. EBITDA

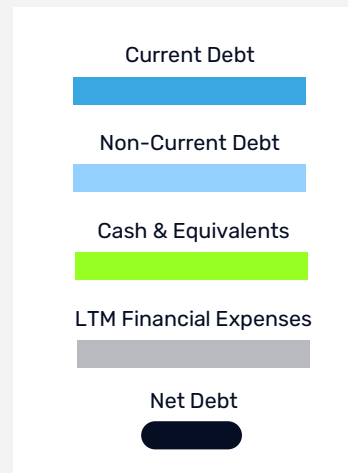
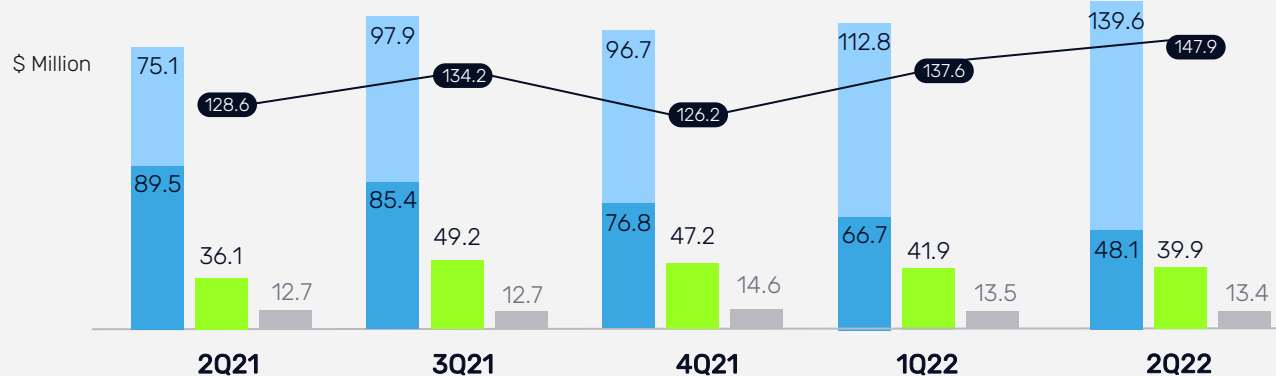
3.05x

2.89x

2.61x

2.74x

2.66x



Notes:

1) Net Debt = Total financial debt less cash and equivalents.

2) Cash & Equivalents includes other cash management short-term investments.

3) LTM financial expenses includes net of gains/losses from translation effects on Argentine Peso denominated loans held by Rizobacter as part of the Company's financial hedging strategy.

A hand holding a small seedling with two leaves, set against a blue background with yellow wavy lines.

Exhibits

Unaudited Consolidated Statement of Comprehensive Income

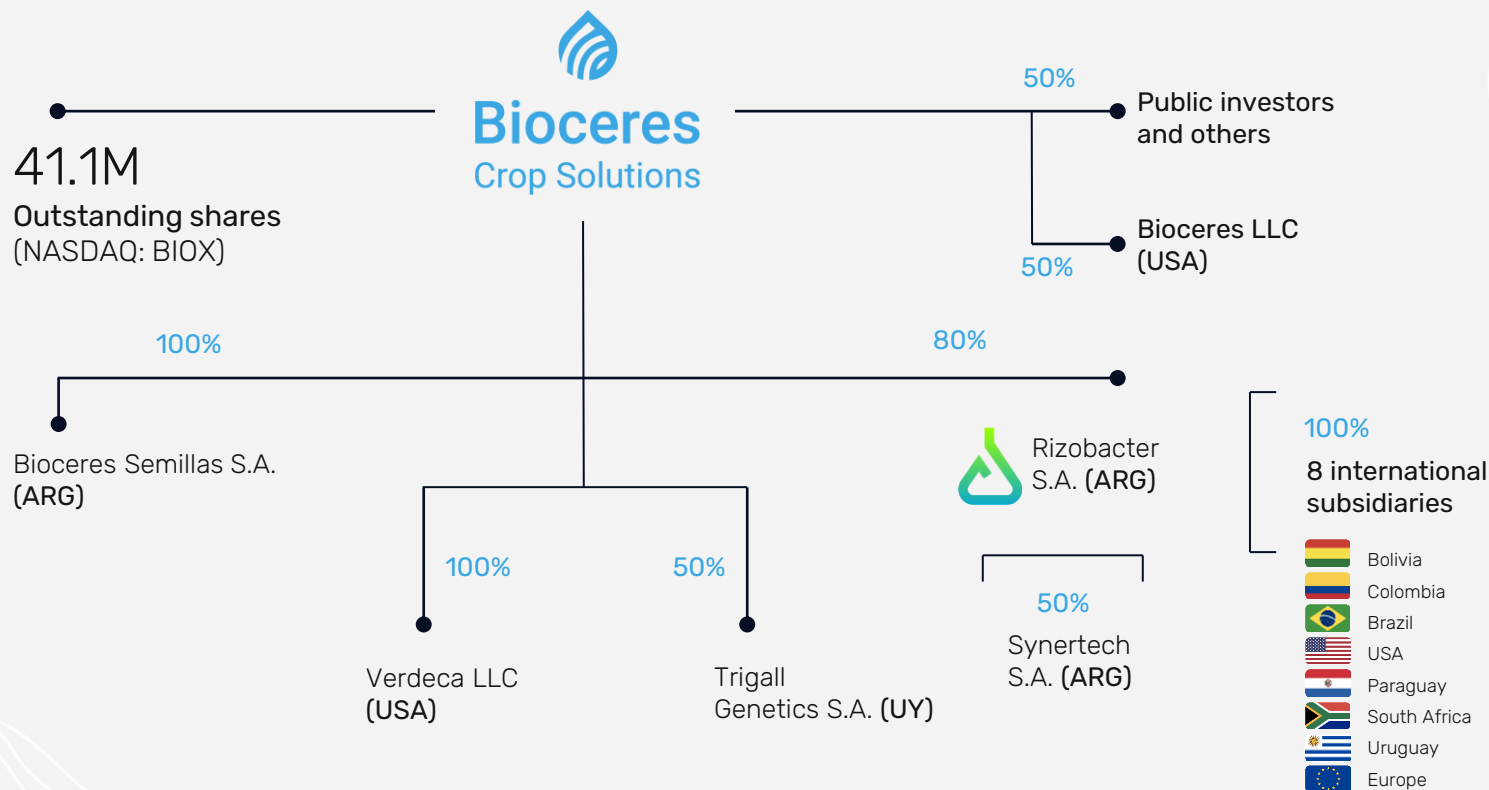
	Three-month period ended 12/31/2021	Three-month period ended 12/31/2020	Six-month period ended 12/31/2021	Six-month period ended 12/31/2020
Total revenue	92,662,853	48,738,690	159,679,098	91,093,951
Cost of sales	(55,332,989)	(25,073,842)	(93,325,442)	(48,186,484)
Gross profit	37,329,864	23,664,848	66,353,656	42,907,467
<i>% Gross profit</i>	<i>40%</i>	<i>49%</i>	<i>42%</i>	<i>47%</i>
Operating expenses	(20,198,593)	(12,334,536)	(37,813,335)	(23,450,991)
Share of profit of JV	1,141,323	65,975	919,087	305,687
Other income or expenses, net	(571,365)	135,132	(1,717,982)	140,322
Operating profit	17,701,229	11,531,419	27,741,426	19,902,485
Finance result	(8,221,621)	(5,896,874)	(13,401,289)	(18,632,336)
Profit before income tax	9,479,608	5,634,545	14,340,137	1,270,149
Income tax	(4,141,102)	(3,835,587)	(6,736,415)	(5,841,453)
Profit / (Loss) for the period	5,338,506	1,798,958	7,603,722	(4,571,304)
Other comprehensive profit / (loss)	5,472,717	658,996	11,201,854	795,127
Total comprehensive Profit / (Loss)	10,811,223	2,457,954	18,805,576	(3,776,177)
Profit / (loss) for the period attributable to:				
Equity holders of the parent	3,427,093	648,193	4,301,230	(6,323,365)
Non-controlling interests	1,911,413	1,150,765	3,302,492	1,752,061
	5,338,506	1,798,958	7,603,722	(4,571,304)
Total comprehensive profit / (loss) attributable to:				
Equity holders of the parent	7,660,743	1,244,596	13,382,802	(5,789,271)
Non-controlling interests	3,150,480	1,213,358	5,422,774	2,013,094
	10,811,223	2,457,954	18,805,576	(3,776,177)

Unaudited Consolidated Statement of Financial Position

ASSETS	12/31/2021	06/30/2021
CURRENT ASSETS		
Cash and cash equivalents	36,187,804	36,046,113
Other financial assets	3,696,803	11,161,398
Trade receivables	119,285,056	88,784,172
Other receivables	17,822,854	11,153,705
Income and minimum presumed income taxes recoverable	1,072,748	990,881
Inventories	87,308,712	61,037,551
Biological assets	8,142,920	2,315,838
Total current assets	273,516,897	211,489,658
NON-CURRENT ASSETS		
Other financial assets	832,159	1,097,462
Trade receivables	121,234	135,739
Other receivables	1,810,645	2,543,142
Income and minimum presumed income taxes recoverable	31,112	12,589
Deferred tax assets	5,689,401	3,278,370
Investments in joint ventures and associates	34,054,957	30,657,173
Property, plant and equipment	48,946,555	47,954,596
Intangible assets	72,563,018	67,342,362
Goodwill	29,904,359	28,751,206
Right-of-use leased asset	1,488,608	1,327,660
Total non-current assets	195,442,048	183,100,299
Total assets	468,958,945	394,589,957

LIABILITIES	12/31/2021	06/30/2021
CURRENT LIABILITIES		
Trade and other payables	107,583,347	72,091,408
Borrowings	48,141,499	76,785,857
Employee benefits and social security	6,472,078	4,680,078
Deferred revenue and advances from customers	7,110,046	6,277,313
Income tax payable	11,687,238	7,452,891
Lease liabilities	635,240	750,308
Total current liabilities	181,629,448	168,037,855
NON-CURRENT LIABILITIES		
Borrowings	90,738,228	47,988,468
Government grants	-	784
Investments in joint ventures and associates	616,173	1,278,250
Deferred tax liabilities	24,597,731	25,699,495
Provisions	484,490	449,847
Consideration for acquisitions	12,443,071	11,790,533
Convertible notes	48,890,332	48,664,012
Lease liability	570,505	390,409
Total non-current liabilities	178,340,530	136,261,798
Total liabilities	359,969,978	304,299,653
EQUITY		
Equity attributable to owners of the parent	81,743,560	67,743,242
Non-controlling interests	27,245,407	22,547,062
Total equity	108,988,967	90,290,304
Total equity and liabilities	468,958,945	394,589,957

Main Corporate Entities



Product Portfolio

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	    		    	    	 	

IP Asset Portfolio

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



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
	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)	
PVPs	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

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



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).



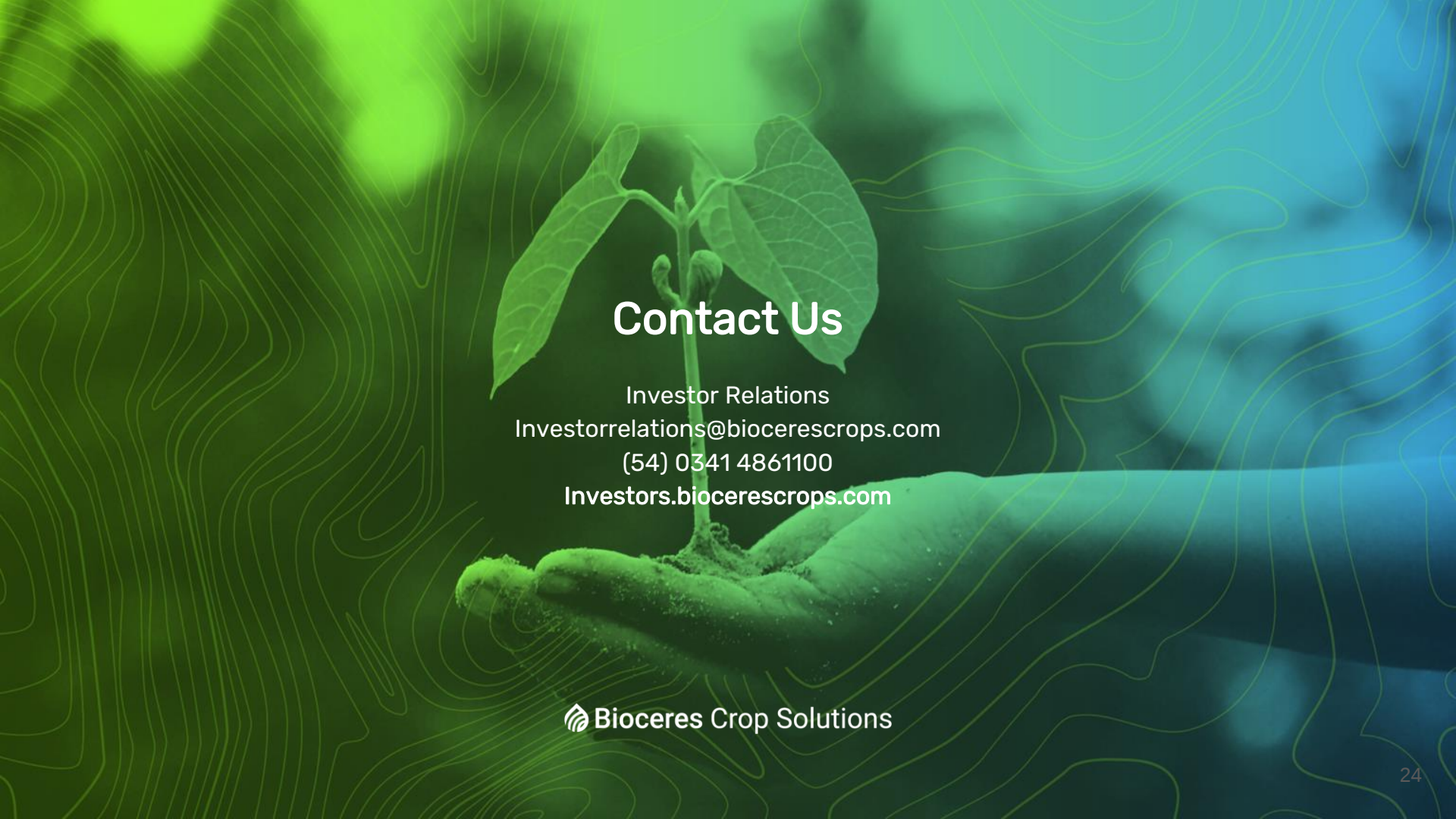
Gerónimo Watson, Chief Technology Officer

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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