

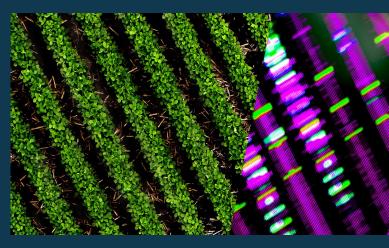


# **Investor Conference Call**

Q1 2022 Results

May 10<sup>th</sup>, 2022 Werner Baumann, CEO Wolfgang Nickl, CFO









# Cautionary Statements Regarding Forward-Looking Information

This presentation may contain forward-looking statements based on current assumptions and forecasts made by Bayer management.

Various known and unknown risks, uncertainties and other factors could lead to material differences between the actual future results, financial situation, development or performance of the company and the estimates given here. These factors include those discussed in Bayer's public reports which are available on the Bayer website at http://www.bayer.com/.

The company assumes no liability whatsoever to update these forward-looking statements or to conform them to future events or developments.

Guidance at constant currencies, not including portfolio divestitures if not mentioned differently.



# Q1 2022 Results

# **Business Update**



Werner Baumann, CEO



# Very Successful Start into the Year





## Variables for the Remainder of the Year





# Q1 2022 Results

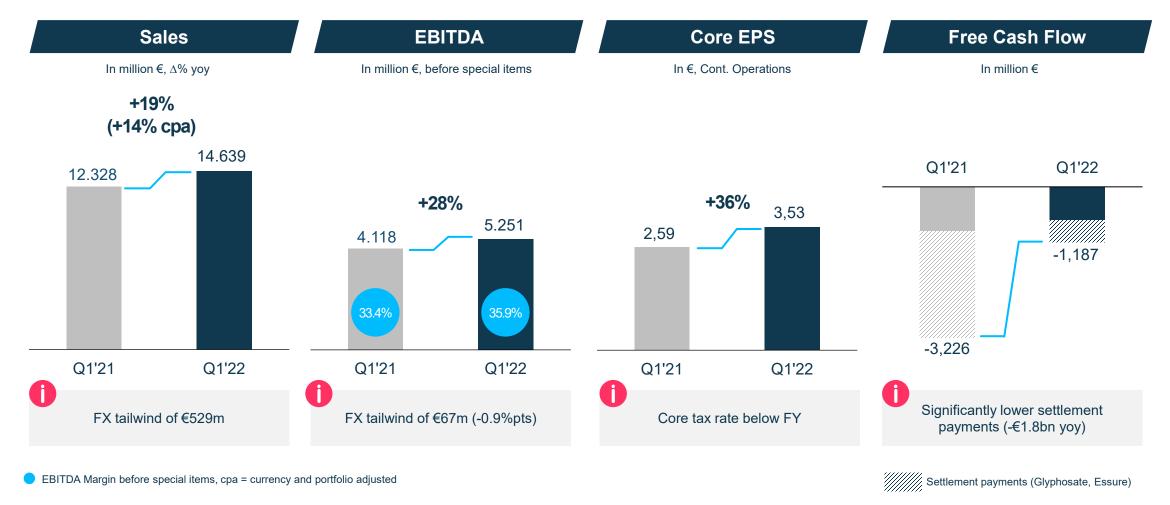
# **Group Performance & Outlook**



**Wolfgang Nickl, CFO** 

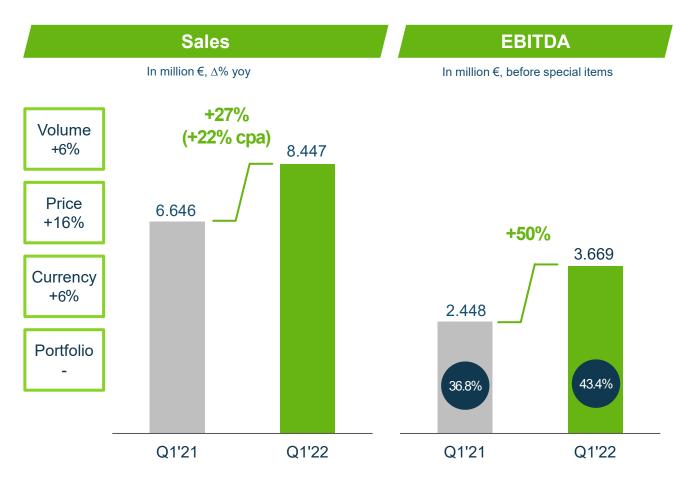


# Significant Expansion of Sales and Earnings





# Crop Science: Outstanding Results



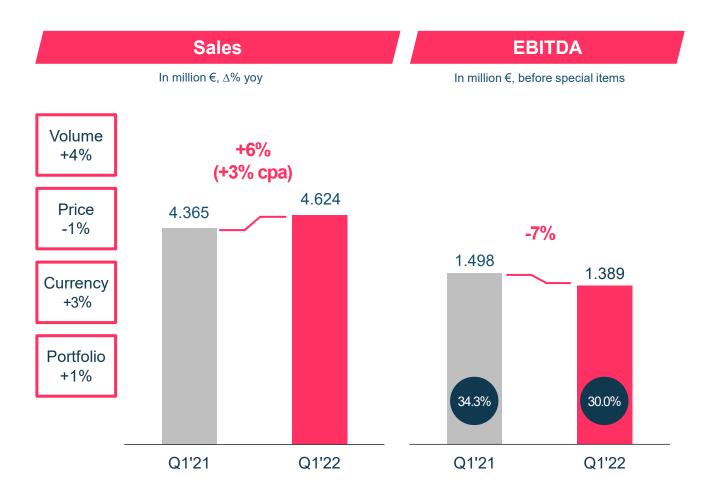
#### Key Messages

- Double-digit sales growth across all regions
- Herbicides (+60%) as single largest growth contributor
  - Strong price increases for glyphosate-based products
  - Volume expansion in NA, LATAM and Asia/Pacific
- Corn S&T (+10%) mainly driven by price
- Soy S&T (+1%) with higher pricing in NA, but discontinuation of business in Argentina
- Fungicides (+19%) mostly volume, partially due to early demand
- Strong pricing contribution more than offsets cost inflation; FX tailwind in earnings of €98m

<sup>■</sup> EBITDA Margin before special items, cpa = currency and portfolio adjusted



## Pharmaceuticals: Continued Volume Expansion and Growth Investments



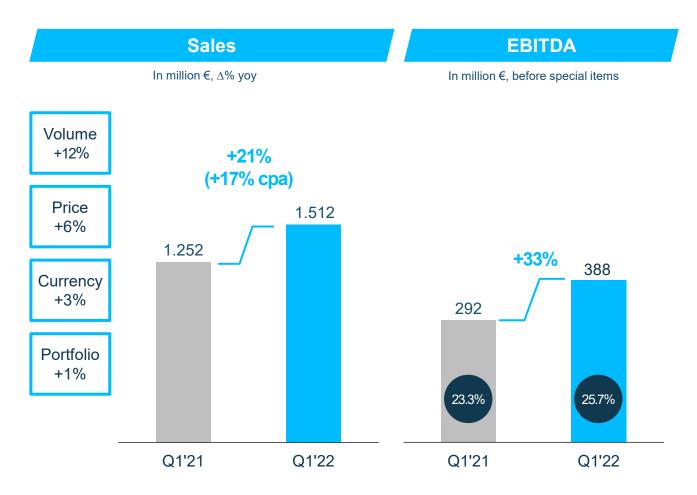
#### Key Messages

- Eylea<sup>™</sup> (+14%) with market share gains and strong growth in Europe and China
- Xarelto<sup>™</sup> (-5%) impacted by VBP price reductions in China
- Nubeqa<sup>TM</sup> (+62%) with ongoing strong roll-out momentum
- Continued launch execution and higher R&D cost
- Earnings affected by cost inflation
- FX headwind accounts for €34m in cEBITDA equivalent to 160 bps margin impact

<sup>■</sup> EBITDA Margin before special items, cpa = currency and portfolio adjusted



# Consumer Health: Strong Growth Across Regions and Categories



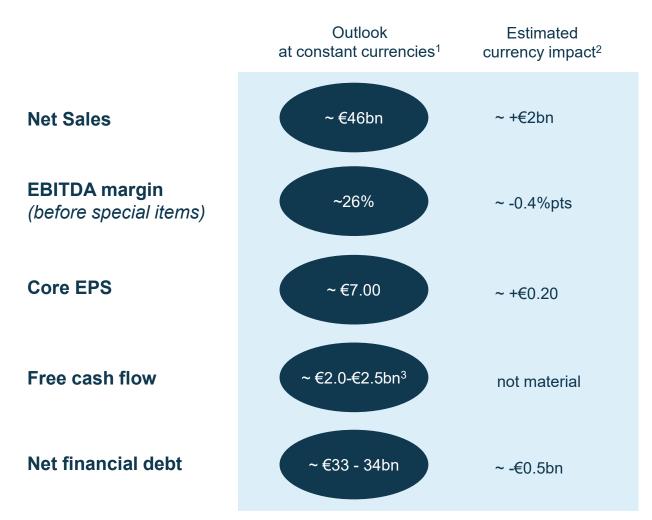
#### **Key Messages**

- Allergy & Cold (+39%) rebound after
   COVID-19 hit in prior year
- Nutritionals (+15%) continue growth trajectory backed by preventive health trend
- Product line extension Bepanthen Dry Skin contributes to Dermatology growth (+12%)
- Spending discipline, price management and divestment income offset inflationary cost pressure

<sup>■</sup> EBITDA Margin before special items, cpa = currency and portfolio adjusted



### FY 2022: Outlook Confirmed



#### **Key Assumptions**

- Represents sales growth of ~5% cpa
- Margin expansion despite inflationary cost pressure; offset by pricing and efficiency measures
- Substantial topline and earnings contribution in HY1, normalization expected in HY2
- Includes net settlement payouts of approx. -€2.5bn
- Assumes Environmental Science Professionals divestment as going concern

<sup>&</sup>lt;sup>1</sup> Reflects our 2022 plan at the average actual currencies for 2021

<sup>&</sup>lt;sup>2</sup> Currency assumptions based on month-end March 2022 spot rates (1 EUR=) 1.11 USD, 5.32 BRL, 7.05 CNY, 135.03 JPY, 90.76 RUB. Impact is calculated as difference to constant currencies.

<sup>&</sup>lt;sup>3</sup> Incl. net settlement payments of approx. -€2.5bn



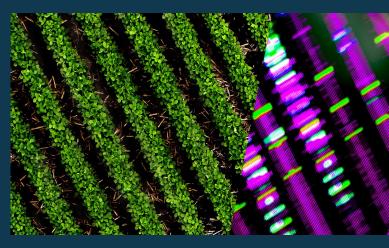


# **Investor Conference Call**

Q1 2022 Results

May 10<sup>th</sup>, 2022 Werner Baumann, CEO Wolfgang Nickl, CFO

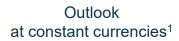








# FY 2022: Other Group KPIs Outlook



Estimated currency impact<sup>2</sup>

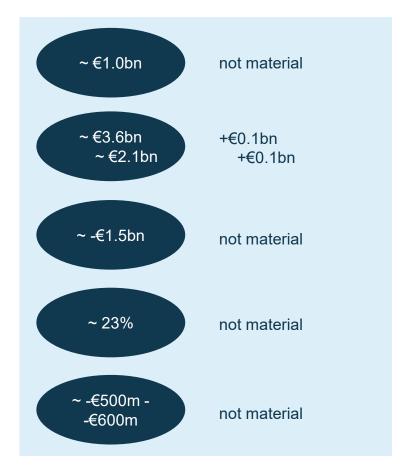
Special items (EBITDA)

**Depreciation and amortization (clean)** of which for intangible assets (clean)

Core financial result

Core tax rate

**Reconciliation (cEBITDA)** 

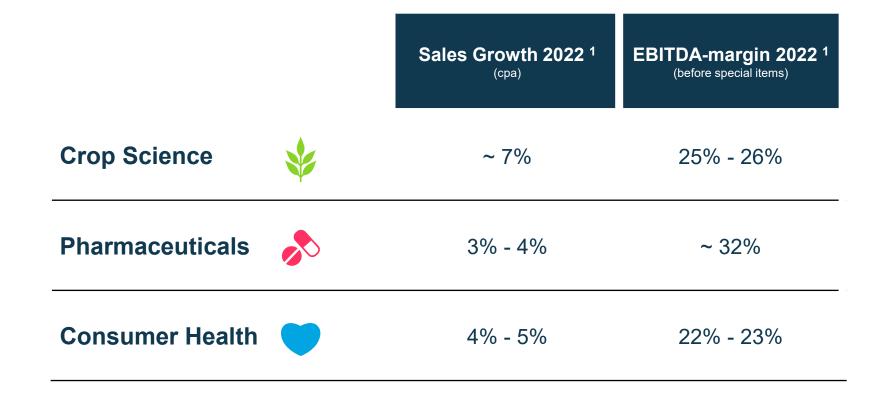


<sup>&</sup>lt;sup>1</sup> Reflects our 2022 plan at the average actual currencies for 2021; cpa: currency and portfolio adjusted

<sup>&</sup>lt;sup>2</sup> Currency assumptions based on month-end March 2022 spot rates (1 EUR=) 1.11 USD, 5.32 BRL, 7.05 CNY, 135.03 JPY, 90.76 RUB. Impact is calculated as difference to constant currencies



## FY 2022: Divisional Outlook





## Crop Science: Set to Perform and Transform in 2022

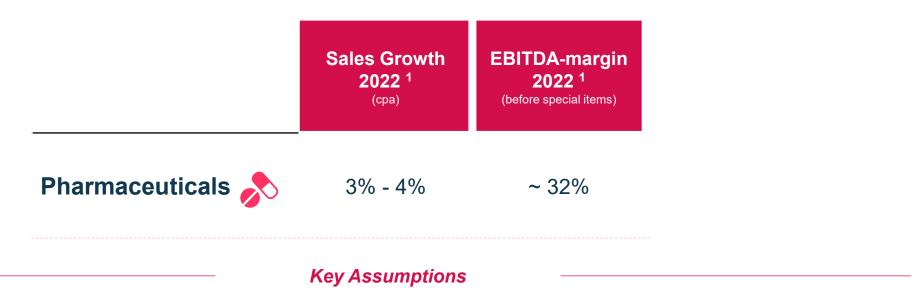


#### Key Assumptions

- Strong commodity prices expected to continue; 180-182m U.S. corn and soybean acres anticipated
- Expected stronger than PY pricing in glyphosate-based herbicides in HY1, based on tight global supply; likely to ease in HY2
- Innovation and higher costs to lead to mid-single digit percent price increases in fungicides, insecticides and corn S&T
- Next-generation products to deliver share gains in corn and strong demand for fungicides
- Topline growth to be constrained by some supply challenges in crop protection and regulatory uncertainty
- Earnings growth expected from stronger pricing, share gains and efficiency measures outpacing inflationary cost pressures



# Pharmaceuticals: Advances Launches and Pipeline in 2022

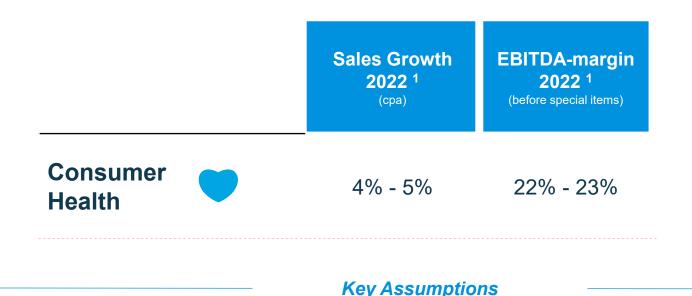


- New launches to increasingly contribute to topline, Eylea<sup>TM</sup> expected to grow mid-single digit
- Volume growth for Xarelto<sup>™</sup> to largely offset 12 months impact of VBP<sup>2</sup> in China, Adalat<sup>™</sup> expected to face VBP<sup>2</sup> as of HY2
- Ongoing investments into launch roll-outs and pipeline, Adempas<sup>TM</sup> reached final sales threshold for milestone payments in 2021
- Key pipeline catalysts:
  - Submissions of Nubega<sup>TM</sup> for mHSPC label extension

- done in Q1
- Phase III decision on Factor XI program by mid of the year
- Phase III data of Eylea<sup>TM</sup> 8mg
- CGT read out of Bluerock Phase I Parkinson program in HY2



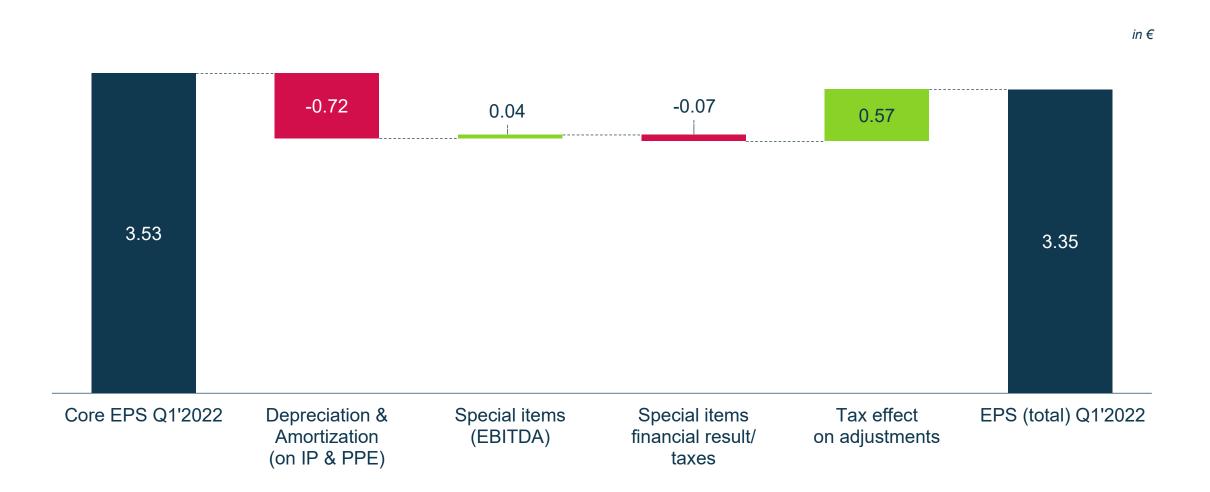
### Consumer Health: Continued Growth and Innovation Focus in 2022



- Growth expected at the high end of mid-term guidance of 3%-5%
- Growth dynamics to be weighted towards HY1 with lower year-over-year comparables, esp. in Cough & Cold
- Astepro<sup>™</sup> US-launch planned for HY2 significant launch investments
- Inflationary cost pressure expected to persist offset by pricing and ongoing efficiency programs



# Q1 2022: Core EPS to EPS Bridge





# Q1 2022: Key KPIs Bayer Group

	Q1 2021	Q1 2022
Net Sales	12,328	14,639
EBITDA before special items	4,118	5,251
Special items	51	41
Reported EBITDA	4,169	5,292
Depreciation & Amortization	-1,086	-1,080
Reported EBIT	3,083	4,212
Amortization and impairment losses / loss reversals on intangible assets	672	699
Special items (EBITDA)	-51	-41
Other	43	7
Core EBIT	3,747	4,877
Core financial result (before special items)	-385	-419
Core EBT	3,362	4,458
Taxes (before special items)	-816	-986
Core tax rate	24.3%	22.1% 1
Minorities	-1	-3
Core Net income	2,545	3,469
No. of shares (m)	982.4	982.4
Core EPS (€)	2.59	3.53
Income from cont. Operations (after income taxes, w/o non-controlling interest)	2,089	3,291
Income from discont. Operations (after income taxes)	0	
Net income	2,089	3,291
EPS from cont. and discont. Operations (€)	2.13	3.35
Delta Working Capital	-6,351	-5,462
Operating Cash Flow (cont. operations)	-2,765	-726
Free cash flow	-3,226	-1,187
CapEx and leasing, cont. Operations	-329	-349

• Guidance at ~23% for FY 2022

Significantly lower settlement payouts



# Q1 2022: Key KPIs by Division

	Crop S	Crop Science Pharmaceuticals Consumer Healt		er Health	Reconciliation		Group			
[€ million]	Q1'21	Q1'22	Q1'21	Q1'22	Q1'21	Q1'22	Q1'21	Q1'22	Q1'21	Q1'22
Sales	6,646	8,447	4,365	4,624	1,252	1,512	65	56	12,328	14,639
Sales by region:										
Europe / Middle East / Africa	1,881	2,133	1,695	1,835	433	491	64	55	4,073	4,514
North America	3,431	4,361	996	1,020	470	581	1		4,898	5,962
Asia / Pacific	515	624	1,455	1,535	209	252			2,179	2,411
Latin America	819	1,329	219	234	140	188		1	1,178	1,752
EBITDA	2,427	3,715	1,628	1,437	286	370	-172	-230	4,169	5,292
Special items	-21	46	130	48	-6	-18	-52	-35	51	41
EBITDA before special items	2,448	3,669	1,498	1,389	292	388	-120	-195	4,118	5,251
EBITDA margin before special items	36.8%	43.4%	34.3%	30.0%	23.3%	25.7%			33.4%	35.9%
ЕВІТ	1,753	3,028	1,369	1,202	201	284	-240	-302	3,083	4,212
Special items	-52	45	125	48	-6	-18	-52	-35	15	40
EBIT before special items	1,805	2,983	1,244	1,154	207	302	-188	-267	3,068	4,172
EBIT margin before special items	27.2%	35.3%	28.5%	25.0%	16.5%	20.0%			24.9%	28.5%
Operating cash flow, continuing	-4,137	-2,387	811	1,024	241	313	320	324	-2,765	-726
D&A and Write-downs	674	687	259	235	85	86	68	72	1,086	1,080
Employees at end of period	33,220	33,634	39,449	40,897	10,558	10,743	16,102	15,479	99,329	100,753



# Innovation



ADRA2C Antagonist

Zabedosertib (IRAK4 Inhibitor)

# Pharmaceuticals – Overview Development Portfolio (as of May 10, 2022)

#### Phase II (12) Phase III (10) **Phase I (21)** Elimusertib (ATR Inhibitor) Regorafenib (combi Nivolumab) Darolutamide (AR Inhibitor) /// Solid tumors (recurrent or metastatic) /// Prostate Cancer (mHSPC) (ARANOTE) SLFN12 Complex-Inducer /// Adjuvant Prostate Cancer (DASL-HiCaP) Regorafenib (combi Pembrolizumab) mEGFR Inhibitor /// Hepatocellular Carcinoma (2L HCC) Copanlisib (PI3K Inhibitor) /// Non-Hodgkin Lymphoma (CHRONOS-4) <sup>227</sup>Th-Pelgifatamab Corixetan (PSMA-Targeted Thorium Conjugate) Asundexian (FXIa Inhibitor) /// Stroke Prevention in Atrial Fibrillation (PACIFIC-AF) Regorafenib (multi-Kinase Inhibitor) HER2-TTC (HER2-Targeted Thorium Conjugate) /// 2º Stroke Prevention (PACIFIC-STROKE) /// Glioblastoma (GBM AGILE) /// Major Adverse Cardiac Events Prevention (PACIFIC-AMI) Bapotulimab (ILDR2 fb Antibody) Finerenone (MR Antagonist) Fesomersen (FXI-LICA) /// Heart Failure (HFmr/pEF) (FINEARTS-HF) AhR Inhibitor /// Thrombosis Prevention in ESRD (RE-THINC ESRD) /// Non-diabetic CKD (FIND-CKD) ATA2271 (Mesothelin CAR-T Cell Therapy) Osocimab (anti-FXIa Antibody) Vericiquat (sGC Stimulator) /// Thrombosis Prevention in ESRD (CONVERT ESRD) /// Heart Failure (HFrEF) (VICTOR\*) Congestive Heart Failure Gene Therapy Elinzanetant (Neurokinin-1,3 Rec Antagonist) Runcaciquat (sGC Activator) Mosliciguat (sGC Activator) /// Vasomotor Symptoms (OASIS) /// Chronic Kidney Disease (CKD) (CONCORD) Enuvaptan (Vasopressin V1a Receptor Antagonist) /// Non-prolif. Diabetic Retinopathy (NPDR) (NEON-NPDR) Aflibercept 8MG Adrenomedullin Pegol (PEG-ADM) /// Diabetic Macular Edema (DME) (PHOTON\*\*) sGC Activator 4 /// Acute Resp. Distress Svn. (ARDS) (SEAL TRIAL) /// Neovasc. Age-rel. Macular Degen. (nAMD) (PULSAR) P2X4 Antagonist **BDKRB1** Receptor Antagonist **BDKRB1** Receptor Antagonist /// Neuropathic Pain (BRADiNP) Peboctocogene Camaparvovec (FVIII Gene Therapy) High Relaxivity Contrast Agent (HRCA) /// Magnetic Resonance Imaging (HRCA-PAT) Pompe Disease Gene Therapy Parkinson's Disease Gene Therapy Parkinson's Disease Cell Therapy Selection of major Pharma development portfolio sGC Activator 3



<sup>\*</sup> Trial conducted by Merck & Co.

<sup>\*\*</sup> Trial conducted by Regeneron Pharmaceuticals



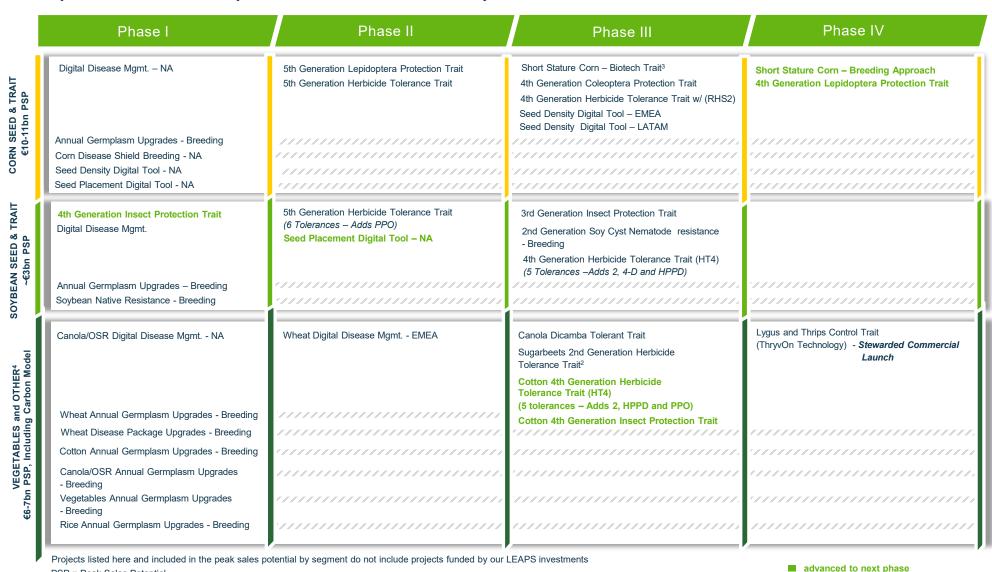
# Pharmaceuticals – R&D Developments since last Update on March 1, 2022

Nubeqa (Darolutamide)	•	Applications submitted in the US (priority review granted), Europe, Japan and China for approval in mHSPC
Kerendia (Finerenone)	•	Ongoing strong launch momentum in the US Received approval in Japan for the treatment of patients with CKD/T2D
Asundexian	•	Study data of PACIFIC-AF showed 67% reduction of bleeding risk vs. apixaban and near complete inhibition of FXIa activity; too few events to draw conclusion on efficacy
Phase II	•	Discontinuation of TASK Channel Blocker in obstructive sleep apnea Discontinuation of Pecavaptan in heart failure
Phase I	•	Discontinuation of Regorafenib/Pembrolizumab in 1L HCC Discontinuation of IRAK4 Inhibitor 2



#### Crop Science Division: R&D Pipeline (as of February 2022)

Key Corn Seed & Traits, Soybean Seed & Traits and Other Projects with ~€19-€21bn Peak Sales Potential; ~50% Incremental



<sup>&</sup>lt;sup>2</sup> In collaboration with KWS <sup>3</sup> In collaboration with BASF <sup>4</sup> "Other" category includes seeds and traits, such as cotton, canola, wheat, OSR and sugarbeets, plus carbon and digital Models

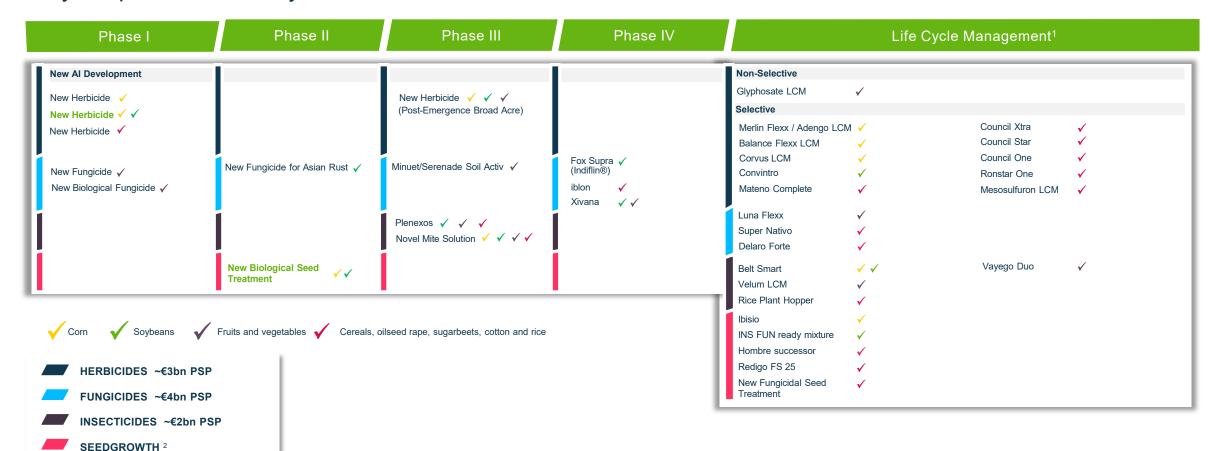
Annual upgrades with new hybrids or varieties launching annually and multiple generations in development.

PSP = Peak Sales Potential



# Crop Science Division: R&D Pipeline (as of February 2022)

Key Crop Protection Projects with ~€9bn Peak Sales Potential; ~50% Incremental



<sup>&</sup>lt;sup>1</sup> Shown here is a subset of Bayer's total life cycle management activities; focused on new formulation developments which have the potential to bring significant innovation to customers compared to currently marketed product., Products shown may not yet be fully registered in all jurisdictions. <sup>2</sup> SeedGrowth is currently reported within other SBEs

PSP = Peak Sales Potential Selection of projects listed here and included in the peak sales potential by segment do not include projects in early research or discovery

advanced to next phase



# Consumer Health Division: Accelerating Growth with Innovation

#### Selected Examples of Recent Launches or Approvals



Astepro Rx-to-OTC Switch (launch in 2022)

First OTC Steroid-Free Antihistamine Nasal Spray approved in US, addressing consumer unmet needs with differentiated solution



AleveX Topical Pain Relief Solutions (launched 2021)

 Expansion into a large and fast-growing segment, offering superior consumer experience



Bepanthen extension to Dry Skin (launched 2021)

Science-based innovation, solving high consumer dissatisfaction