



"We will be the only Company with the 3 soybean technologies"

Gerardo Bartolomé, CEO of GDM, gave an interview to the Argentine newspaper Clarín. In the report, he discussed the group's participation in Argentina, Brazil and the United States.

It was confirmed by Gerardo Bartolomé, CEO of GDM, that next year they will incorporate Enlist as well as RR and INTACTA.

"Next year we will launch Enlist varieties," Gerardo Bartolomé told Clarín (an important Argentinian newspaper). He is the CEO of Grupo DON MARIO (GDM), a company which has not stopped growing for 38 years.

"It is 100% defined - he says - we have agreed with Corteva, the company that developed this technology, and we will offer varieties from group III to VI. We have an agreement with the industry, which we call G + T (germplasm plus trait) with which the own use with adhesion contracts is contemplated and will promote a virtuous circle between farmers and technology providers".

And he proudly states: "The DONMARIO brand will be the only one that next year will offer all three technologies: RR1, INTACTA and Enlist varieties. At least in the 2021/2022 campaign we will be the only company that will give farmers the three options so that they can choose the platform that adds the most value to them".

He explained that "it will be done on a basis of elite germplasm that has the same performance as the best RRs and the best INTACTA. They will be very competitive varieties from the point of view of germplasm performance, as GDM has proven always".

Bartolomé assesses that "GDM is in a very good moment, if we look at the different territories in which it participates. In Argentina we have the highest market share in our history in soybean, above 60% of the market. We are also first in the sale of wheat seeds, and in corn, although we are not such a relevant player, we have been growing based on the objectives that we had set for ourselves".

Regarding Brazil, he highlights that "today it is the largest country in the world in production and hectares of soybeans, we are also leaders and this year we will be in the 52% of the market share. It is the country that is growing the most and that has the best chance of continuing to do so, for two reasons. The first is geographical: it has been adding surface area to an average of one million hectares per year and, without touching any tree, it can still continue to grow at a much higher rate than any other country in the world. The second key aspect is that the central west,



mainly in the state of Mato Grosso, what is called the “Cerrado brasileiro” has a water regime that regularly rains about 10 millimeters per day between October and May.

As for the United States, he points out that “it ceased to be the largest soybean market, because Brazil surpassed it in volume, but it continues to be the most competitive, with first-rate players, and we are very happy with our position there, with a consolidated team, achieving this year 1.5% market share, and with the challenge of reaching 5% in 2023”. In China, “GDM is in its 2nd year of materials evaluation. We are optimistic with the results and we will put together the business plan”.

Although there are also updates regarding wheat and corn, soybean has been and continues to be the great workhorse for DONMARIO's growth. About the variety offer for the coming season, Bartolomé emphasized that “in Argentina, this year farmers have been able to buy a new variety, INTACTA DM 46I20 from maturity group IV, which has an exceptional performance, with yields 7-8% above any control. The 150,000 bags were sold out, to plant about 100,000 hectares, and we have the perspective that this variety, in the next three years can take, in the expanded Core Zone, an area greater than 5 million hectares, which is the record of the DM 4800, launched in 2000. Another key variety, in this case for the north, the DM 60I62, launched in 2019, is also giving exceptional results. Within the RR1 technology, the DM 55R20 STS stands out. Between these three varieties we are covering 75% of the Argentine agricultural regions. That is not to say that we don't have other varieties to offer more specifically, but these stand out for their adaptability and productivity.

The journalist, Mauricio Bartoli, wrote the article on September 12th.