



# CHANGING THE WORLD THROUGH MICROBIAL SOLUTIONS

Summer 2021

AGBIOME®

AGBIOME™

# ENHANCING THE ENTIRE FOOD VALUE CHAIN THROUGH MICROBIAL SOLUTIONS

## GROWER NEEDS

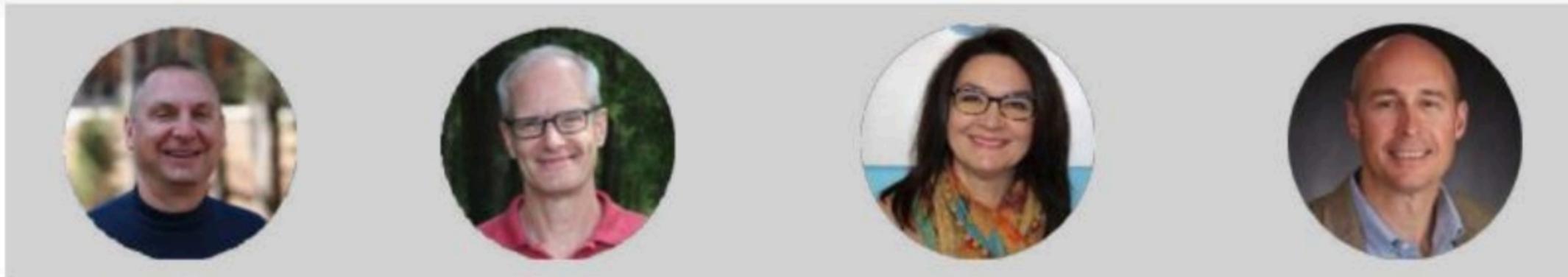
- ✓ CROP PROTECTION / HIGHER YIELD
- ✓ RESISTANCE MANAGEMENT
- ✓ REDUCED CHEMICAL RESIDUES
- ✓ WORKER SAFETY
- ✓ SUSTAINABLE PRODUCTION

## CONSUMER NEEDS

- ✓ RESPONSIBLY GROWN FOOD
- ✓ KNOWING WHAT'S ON THEIR FOOD
- ✓ LESS CHEMICAL EXPOSURE
- ✓ SAFER FOOD
- ✓ NATURAL FOOD



# A COMPANY LED BY EXPERTS AND INNOVATORS



**SCOTT UKNES**

Co-CEO

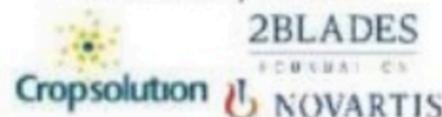
Co-founder of multiple successful Ag companies



**ERIC WARD**

Co-CEO

30+ years in Ag and CEO experience



**TONI BUCCI**

Commercial Director, COO

20+ years in Ag



**GERALD COWARD**

CFO

20+ year finance professional for Ag companies



**RODRIGO SARRIA**

Research

Experienced R&D Leader



**DAN TOMSO**

Business Development

Trait Research Leader



**MARIJN DEKKERS**

Chairman of the Board

Former CEO of Bayer and Thermo Fisher Scientific, Chairman Novalis LifeSciences



**JOHN FLANNERY**

Business Advisor

Former CEO of GE



## TOP-TIER INVESTORS

polarispartners



BILL & MELINDA GATES foundation

syngenta



Innotech Advisors

# AGBIOME COMPANY OVERVIEW & THESIS

Innovating naturally derived crop protection products that enhance the global food production process and feed the world responsibly

**BEST-IN-CLASS  
MICROBIAL PLATFORM**

Largest fully sequenced microbe collection with unmatched informatics capability:

**~90K to 1M in 3 yrs**

Most advanced, growing pipeline of traits and biologicals targeting large markets

**BIOLOGICAL PRODUCTS WITH  
REAL-WORLD ROI**

Commercial execution in crop protection

Pipeline of novel biologicals and traits

Transformational partnerships to expand reach of microbial platform

**GLOBAL IMPACT**

Addressing grower and consumer demands for clean & safe food

Reducing impact of chemicals worldwide

Enhancing safety of people, animals and environment

**COMPANY  
DIRECTION**

Best-In-Class  
Crop  
Protection



Diversify  
Outside of  
Agriculture

Impact the  
World &  
Promote  
Sustainability



# THE CORE OF AGBIOME – AN INDUSTRY-LEADING MICROBIAL PLATFORM

AgBiome was the first company in the world to sequence every strain they collected, allowing the development cutting-edge informatics tools to analyze genomes - The result is more highly active strains, innovative commercial products, and disruptive technologies with numerous applications

## GENESIS™

### UNPARALLELED MICROBIAL INSIGHTS AND APPROACHES

Huge Resource of Microbes



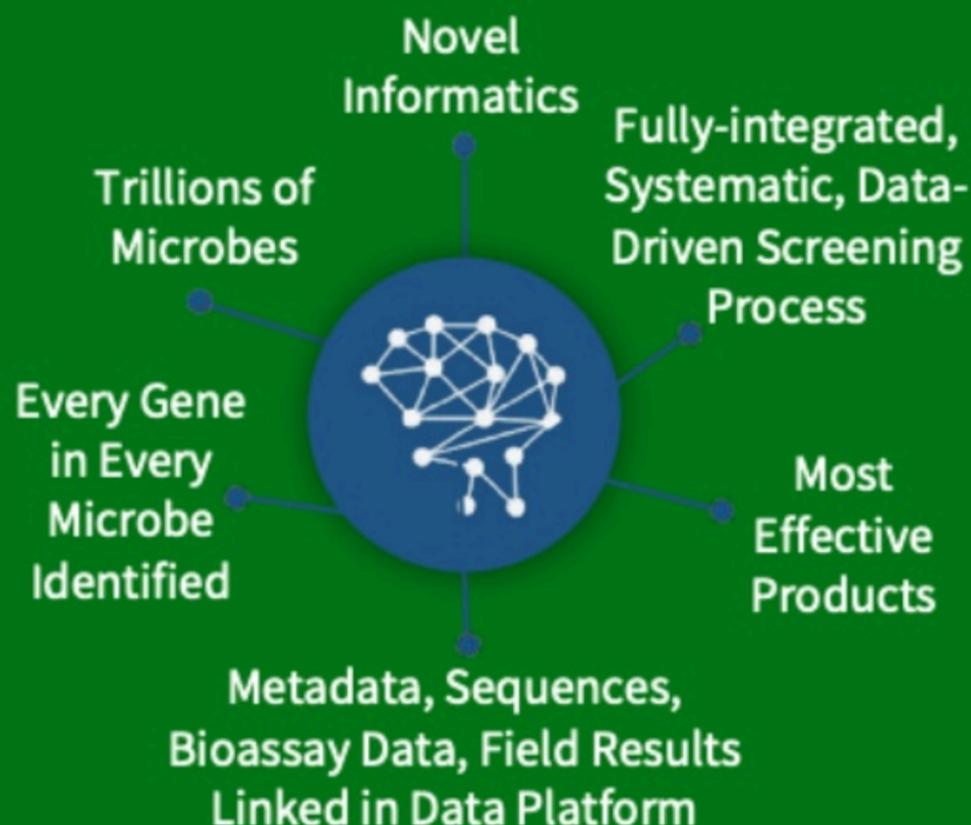
~10<sup>12</sup>

Largest Sequenced Microbe Collection



90,000+

### PROPRIETARY DATA SCIENCE: >300M UNIQUE GENES



### LEADING-EDGE PRODUCTS ACROSS RANGE OF MARKET

- ✓ CROP PROTECTION
- ✓ ANIMAL HEALTH
- ✓ GENE EDITING
- ✓ INDUSTRIAL ENZYMES
- ✓ SYNTHETIC BIOLOGY
- ✓ PHARMA

BROAD IP COVERING FULLY INTEGRATED PROCESS AND PRODUCTS

✓ ABILITY TO COMPARE >100,000 STRAINS AT ONE TIME IN HOURS, NOT DAYS

✓ ABILITY TO COMPARE MORE THAN 45,000 GENOMES PER SECOND

✓ UTILIZING CUSTOM MACHINE LEARNING APPROACHES DESIGNED IN-HOUSE

# WHY BIOLOGICAL CROP PROTECTION? TODAY'S SOLUTIONS ARE NOT WORKING

## Growing need for sustainable crop protection

- Worldwide population Increasing, **more mouths to feed**
- **Arable land is declining**, accelerated by soil damage from harsh chemicals
- **Farmers pressured by pest & crop resistance** to synthetics: Less than 5% of market uses organic alternatives
- **Consumers demanding clean, healthy food**
- Long-term growth trend seen in organic produce consumption
- **Regulators seeking alternatives** to synthetics

## Huge opportunity for Crop Protection



CENTER for BIOLOGICAL DIVERSITY

Because life is good.

### New Study: United States Uses 85 Pesticides Outlawed in Other Countries

#### Harmful Poisons Shunned Elsewhere Account for Quarter of All U.S. Pesticide Use

PORTLAND, Ore.— The United States allows the use of 85 pesticides that have been banned or are being phased out in the European Union, China or Brazil, according to a [peer-reviewed study](#) published today by the academic journal *Environmental Health*.

In 2016 the United States used 322 million pounds of pesticides that are banned in the E.U., accounting for more than one-quarter of all agricultural pesticide use in this country, according to the study. U.S. applicators also used 40 million pounds of pesticides that are banned or being phased out in China and 26 million pounds of pesticides that are banned or being phased out in Brazil.



GREEN DEAL

## EU urged to stop export of toxic pesticides to third countries

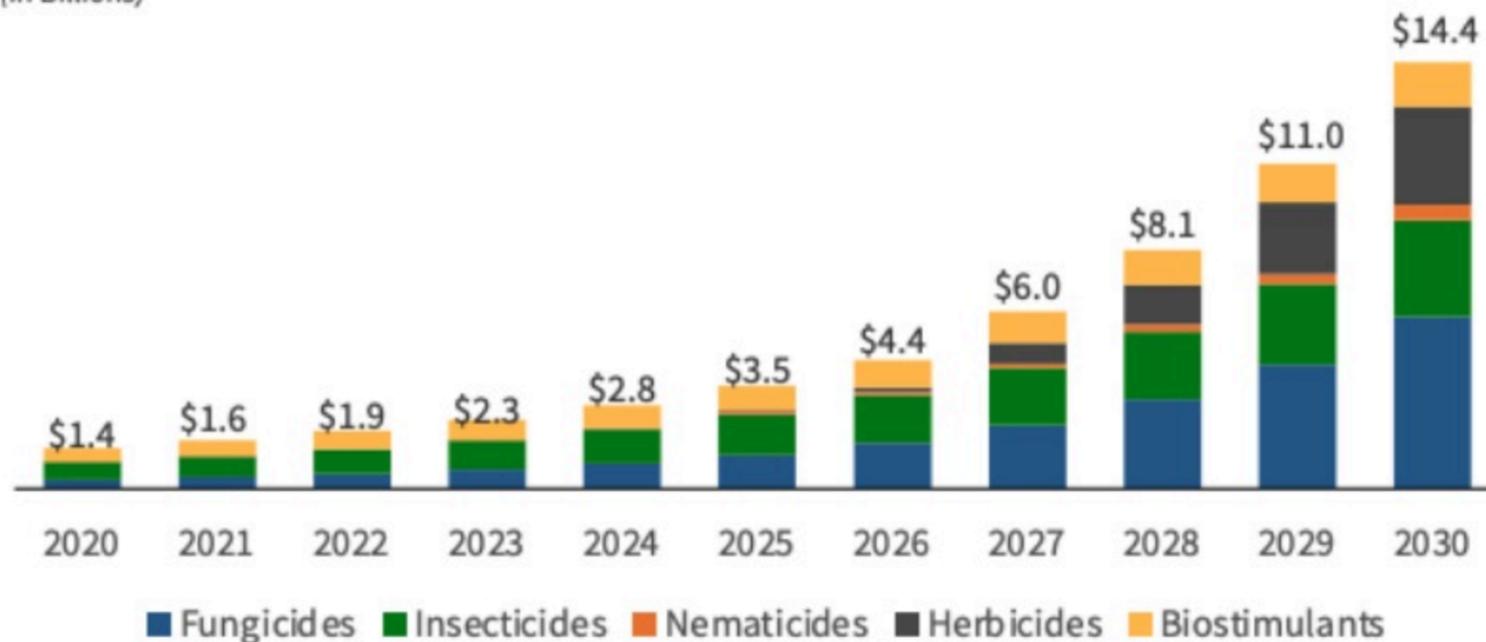
By ELENA SÁNCHEZ NICOLÁS

BRUSSELS, 6. NOV, 07:02

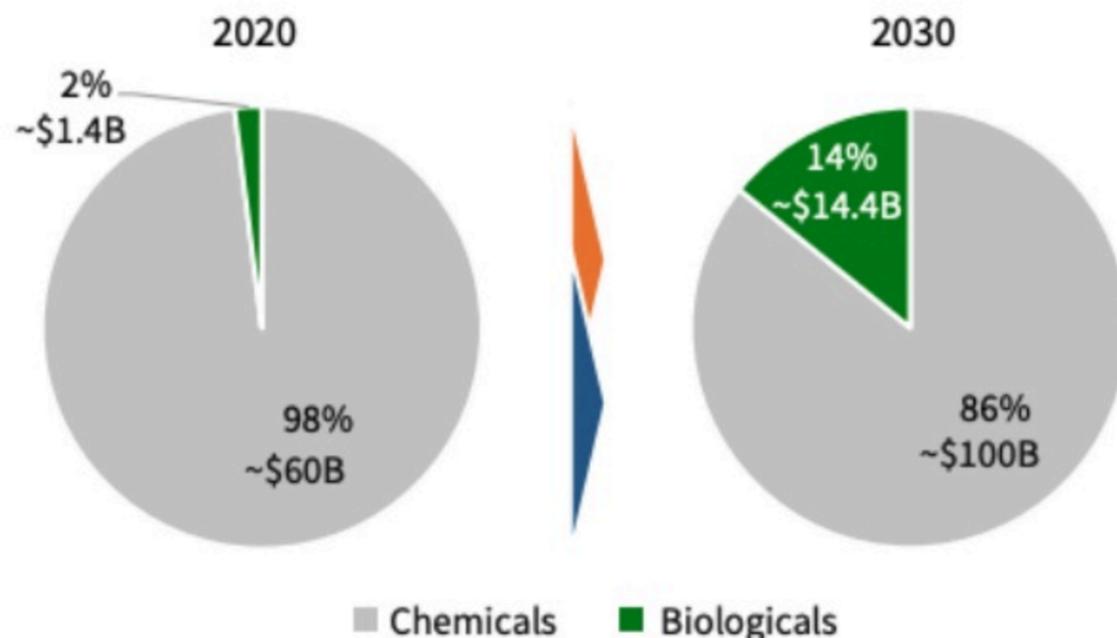
# HIGHLY DESIRED PLATFORM IN A RAPIDLY GROWING AND DISRUPTIVE MARKET SEGMENT

## GLOBAL BIOLOGICALS MARKET

(in Billions)



## GLOBAL BIOLOGICALS MARKET SHARE



## MARKET MOVES & EXIT OPPORTUNITIES

- Biologicals Market projected to grow from \$1.4 billion to **\$14.4 billion** from 2020-2030
- **Conventional chemicals are losing market share** at an accelerating pace
- Industry strategics and investors have been increasingly acquisitive:



ALL SINCE 2019

AGBIOME IS A **HIGHLY ATTRACTIVE TARGET** FOR NUMEROUS INDUSTRY STRATEGICS, AND IS ONE OF THE FEW AGTECH COMPANIES WITH **PUBLIC COMPANY POTENTIAL**

# OUR FIRST APPLICATION - SUSTAINABLE AND EFFECTIVE BIOLOGICAL CROP PROTECTION



Works on **300+** crop-disease combinations

### DISEASE COMPLEX

### PERFORMANCE

- ✓ BOTRYTIS
- ✓ RHIZOCTONIA
- ✓ COLLETOTRICHUM
- ✓ ALTERNARIA
- ✓ PYTHIUM
- ✓ PHYTOPHTHORA (SOIL)
- ✓ POWDERY MILDEWS
- ✓ DOWNY MILDEWS
- ✓ SCLEROTINIA

- EXCELLENT CONTROL
- EXCELLENT CONTROL
- EXCELLENT CONTROL
- GOOD CONTROL
- FAIR CONTROL



## UNTREATED



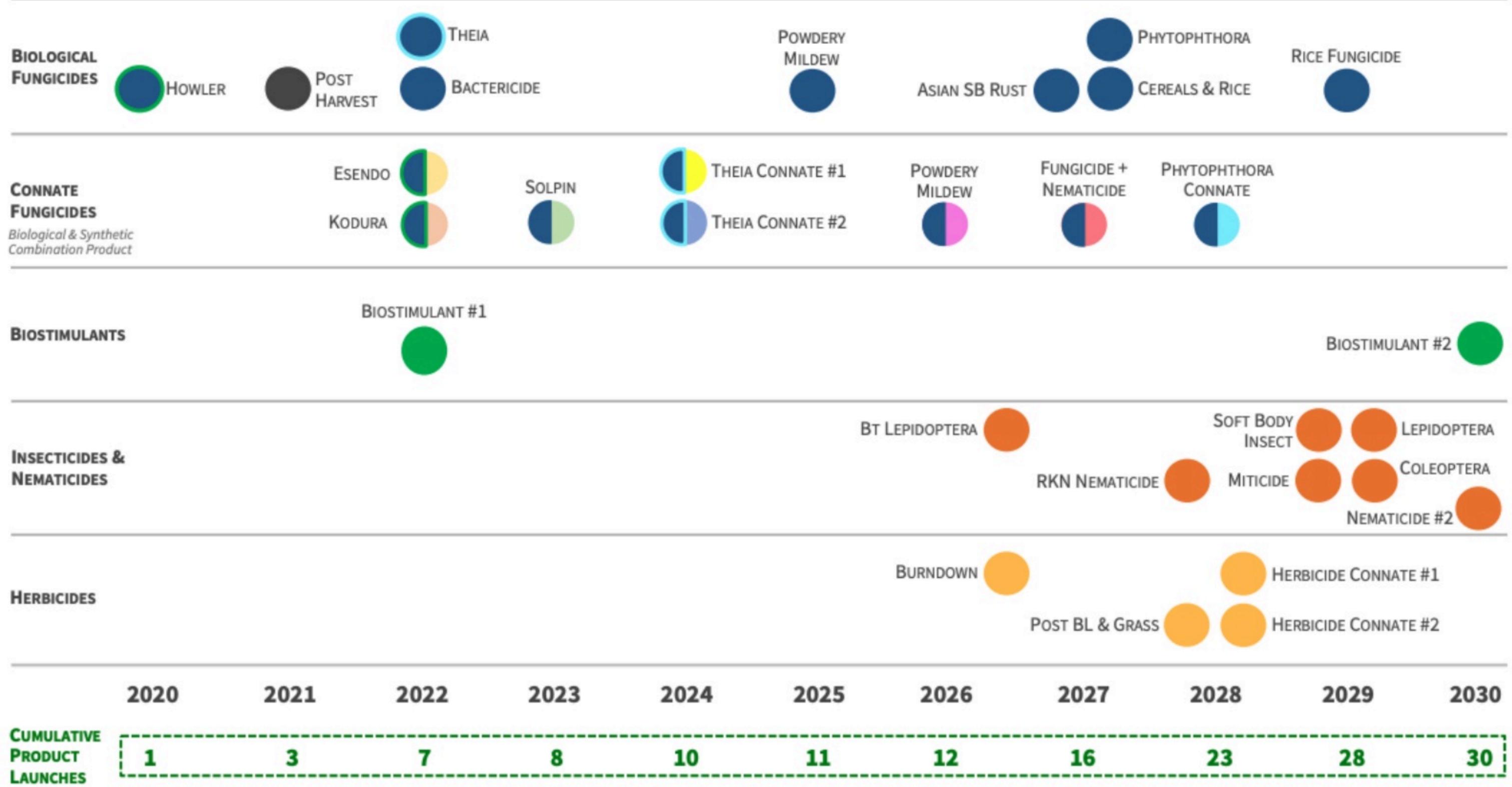
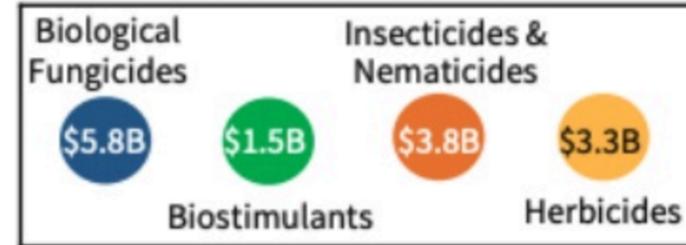
### DEMONSTRATED RESULTS

- Non-organic NC grower with 300 acres of vegetables for restaurants
- Squash field with Pythium root rot
- Decreased die-off after transplant, increased plant vigor, faster flowering and ripening

# HOWLER® IS JUST THE BEGINNING

11 PRODUCT LAUNCHES BY YEAR 2025, AND 30 BY YEAR 2030

## 2030 Global Market Value



# PLATFORM TO ADDRESS SEVEN UNIQUE MARKETS

Significant business development progress on traits, human health, crop nutrition, animal health outside of our core business

## AG TRAITS (JV)

*Insect control traits in corn & soybean corn rootworm, caterpillars, and sucking pests*



\$37B  
TAM

## BIOLOGICALS (WHOLLY OWNED)

*Active Biologicals and Connate (combination products)*



\$100B  
TAM

## ANIMAL HEALTH (EARLY LICENSE)

*Microbial products for animal feed as alternatives to antimicrobial drugs*



\$50B  
TAM

## GENE EDITING (JV / EARLY LICENSE)

*Crops, bacteria, human health, and animal health*



\$100B  
TAM

## INDUSTRIAL ENZYMES (EARLY LICENSE)

*Fermentation optimization*



\$20B  
TAM

## SYNTHETIC BIOLOGY (EARLY LICENSE)

*Transgenic intergenic and intragenic microbes*



\$200B  
TAM

## PHARMA (EARLY LICENSE / SPINOUT)

*Natural product drug discovery and antibiotic discovery*



\$500B  
TAM



# MULTIPLE BUSINESS MODELS LEVERAGING PROPRIETARY PLATFORM AND PRODUCT DEVELOPMENT

## FOUR BUSINESS MODELS FOR MULTIPLE REVENUE STREAMS

BUSINESS MODEL	MICROBIAL PLATFORM	PRODUCT DEVELOPMENT	COMMERCIAL CAPACITY	VALUE CREATED
WHOLLY-OWNED	AgBiome			Revenue, profit, enterprise value
JV/ IN-LICENSE	Partner			Market access, royalties, revenue, profit, enterprise value
	AgBiome			
EARLY LICENSE	AgBiome	Partner		Early cash, market access, royalties, technology leadership
LATE LICENSE	AgBiome		Partner	Royalty, milestones, monetize pipeline

### PRODUCTS & PARTNERSHIPS



### ACCELERATING TOTAL REVENUES

# COMMITTED TO ESG AND ADDRESSING GLOBAL SUSTAINABLE DEVELOPMENT GOALS

Addresses 12/17 UN Sustainable Development Goals



# KEY INVESTMENT HIGHLIGHTS



## **SOLVING A GLOBAL PROBLEM**

- Synthetic pesticide exposure on farm and food are known and real
- Immediate need to increase food production, reduce pest resistance usage, and address growing regulatory concerns
- AgBiome addressing the needs of growers, consumers, and regulators through science-driven innovation



## **THE MOST INNOVATIVE TECHNOLOGY, LARGEST SUITE OF MICROBES, AND HIGHEST EFFICACY OF TECHNOLOGY**

- Discovered, developed and consolidated unprecedented insights in microbial science
- Proprietary technology platform holds most advanced pipeline of traits and biologicals
- Fastest pace of discovery and time to market with broad IP coverage



## **CREATING INDUSTRY LEADING CROP PROTECTION PRODUCTS WITH ENDLESS ADDITIONAL MARKET APPLICATIONS**

- Solving a meaningful market opportunity in crop protection
- Endless additional market applications create upside potential beyond agriculture
- Poised to become a world leading biotechnology company



## **STRONG PARTNERSHIPS WILL ENSURE SUCCESS AND PROVIDE EXTERNAL VALIDATION OF THE PLATFORM**

- Developed industry leading partnerships across each platform
- Ability to raise non-dilutive funding to generate both immediate cash payments and long-term product sales
- Blue-chip channel partners across commercial distribution, product research and development



## **MARKET TRACTION ACCELERATING AND RESULTING IN HUGE FINANCIAL OPPORTUNITY**

- Howler® generated significant revenue in its first full year, expected to grow in 2021 as a standalone product
- ~240 product demos, support of the largest U.S. ag retailers, outperforming conventional products across multiple crops in key value drivers
- Deep pipeline supports rapidly growing product revenue in agriculture



## **TOP-TIER MANAGEMENT TEAM WITH EXPERT BACKING**

- Highly committed and purpose-driven team with decades of combined industry experience at leading companies
- Unrivaled technology and R&D capabilities
- Backed by many of the industry's leading participants