

Evogene's Ag-Biologicals Division

Microbiome driving crop productivity

Introduction



Ido Dor, EVP & GM, Ag-Biologicals
Jan 2018

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'Evogene Inside' – introduction to Evogene

Evogene's Ag-Biologicals Division

Summary

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What We Do

We develop novel products for life-science markets...

...through the use of a unique computational predictive biology platform



- **Computational Predictive Biology (CPB) Platform** - applied to identify:

- Genetic elements for improved seeds
- Chemical compounds for innovative Ag-Chemicals
- Microbes for novel Ag-Biologicals

- **Strategic collaborations with world-leading agriculture companies** - including BASF, DuPont, Monsanto, Syngenta, ICL

- **Revenue model** - based on licensing agreements, which typically include three main revenue streams:

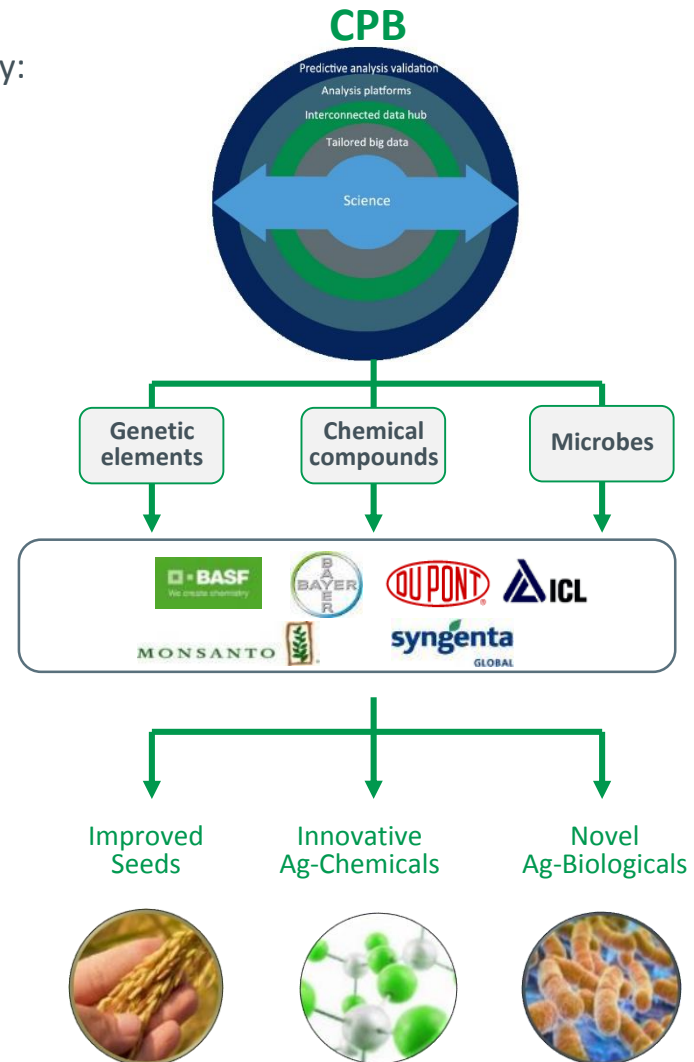
- R&D payments - short term
- Milestone payments - mid term
- Royalties from product sales - longer term

- **Subsidiaries** -

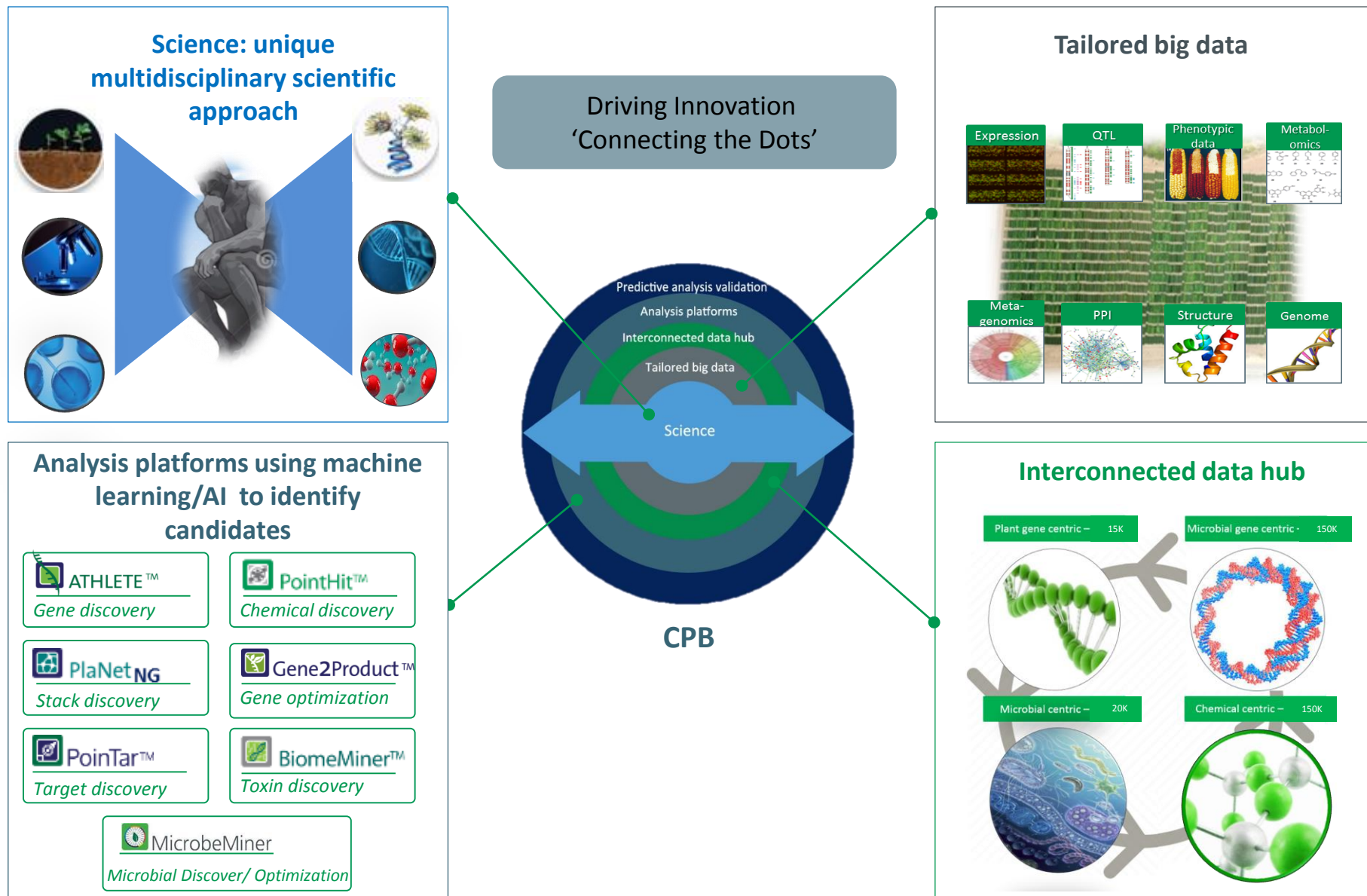
- Evofuel (100%) - Castor Seeds
- Biomica (90%) - Human Microbiome

- **Financial fundamentals** -

- Cash position - \$76 million (September 30th, 2017), no debt
- Listed on TASE (2007) and NASDAQ (2013)



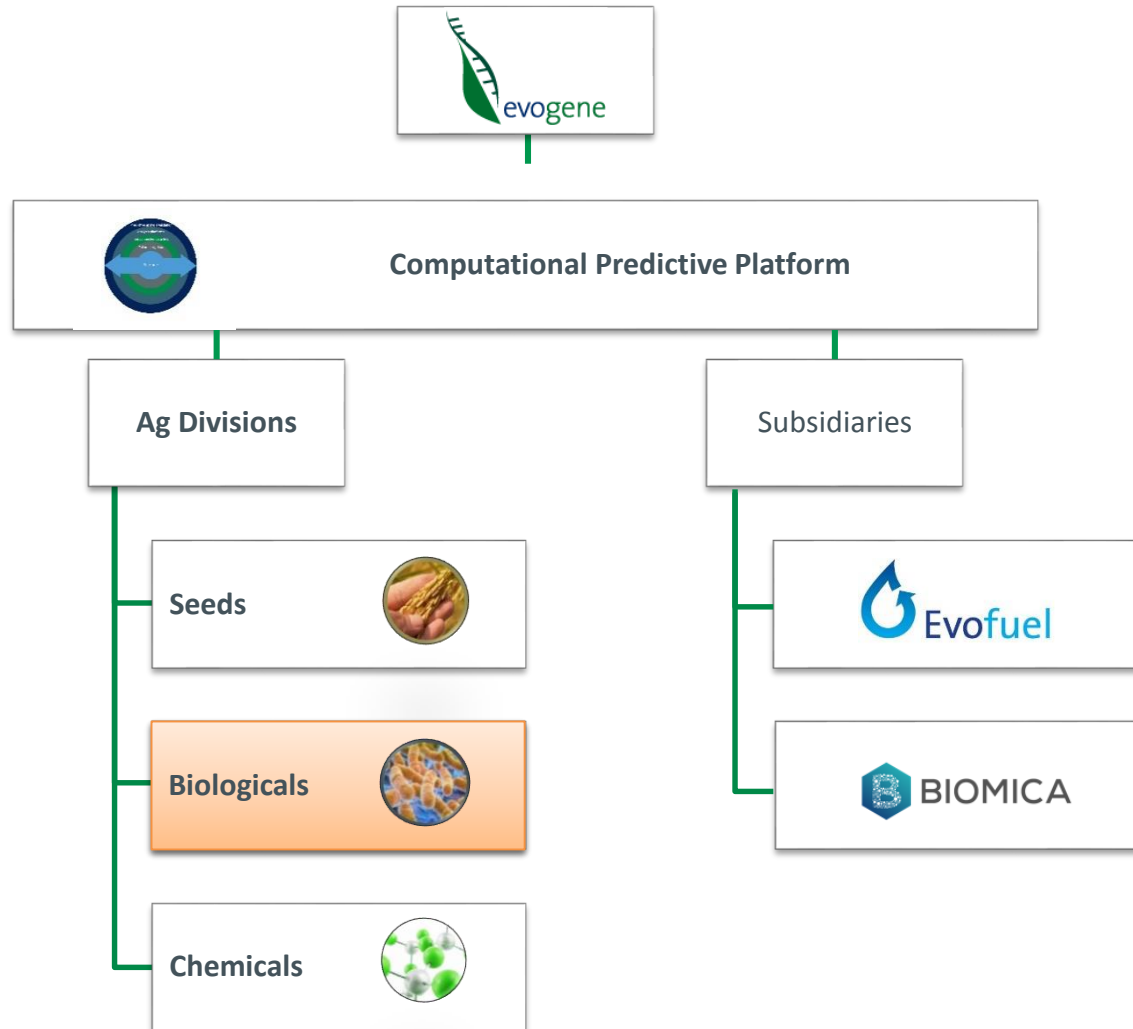
Computational Predictive Biology (CPB) Platform



Predictive Analysis and Development System



Corporate Structure



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Evogene's Ag-Biologicals Division

- **Ag-Biologicals Market**
- Vision & Strategy
- Technology
- Pipeline & Collaborations

Summary

Industry Challenges & Opportunity

Need for innovation

- Increasing resistance
- Regulation pressure
- Decline in product introductions



Green and Safe

- Awareness, regulations and practices



Time To Market

- Shorter time and lower cost compared to alternatives –

Ag Chemicals



Ag Biologicals



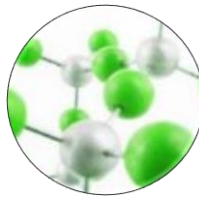
Ag-Biologicals - a new pillar in agriculture productivity

Seeds & Traits



~\$40B

Ag-Chemicals



~\$50B

Fertilizers



~\$100B

Ag-Biologicals



Products derived of natural sources

Ag-Biologicals Sources:

Plant Extracts



Plant derived
chemistry

Microbial



e.g. bacteria
or fungi

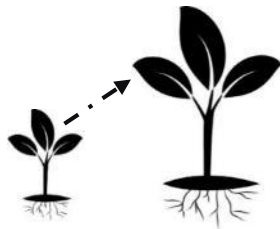
Macrobiols



Pest natural
enemies

Bio-Stimulants

Mediating plants' response to
optimize yield potential

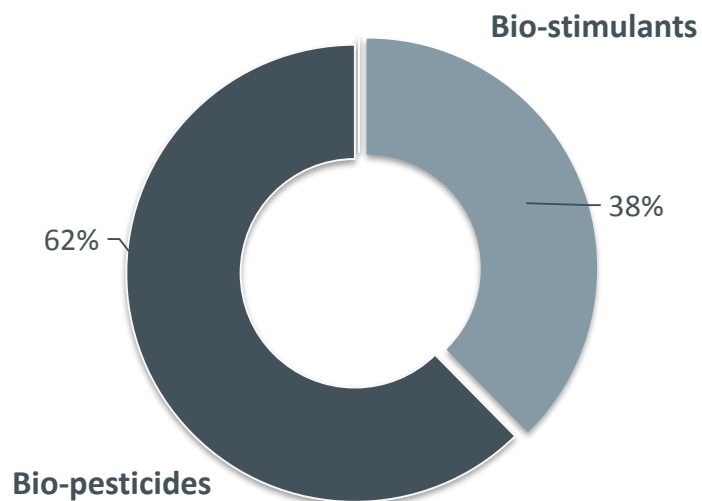


Bio-Pesticides

Support the plant by reducing
pest damage to the plant

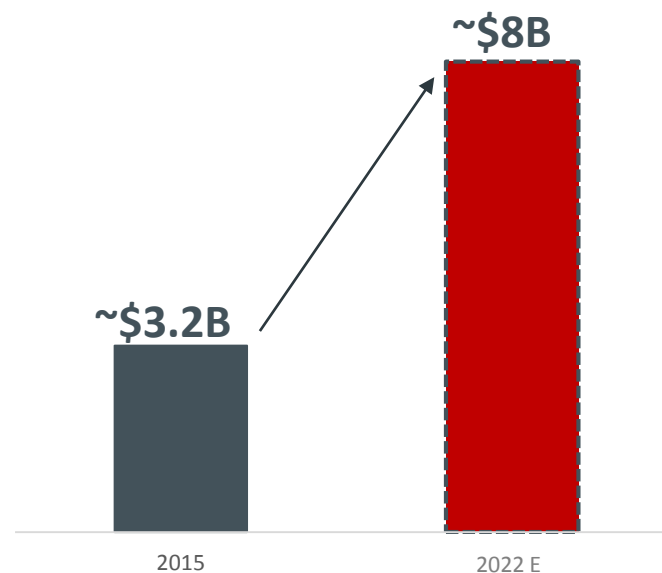


~\$3.2B* in 2015



* Source: Phillips McDougall , 2015

Rapid growth sector



Source – 2022 estimation based on integrated information of BCC Research, marketsandmarkets, Agropages and Phillips McDougall

Fast growing sector with potential to complement Ag-Inputs market

Industry Recognition of the Microbiome Opportunity

Major Ag companies – actively invest in order to build position

MONSANTO



 **BASF**
We create chemistry



Emerging startups – significant investments in recent 2-3 years

 **NewLeaf**
SYMBIOTICS

AGBIOME™


Inocucor®
THE PHYTO-MICROBIOME COMPANY

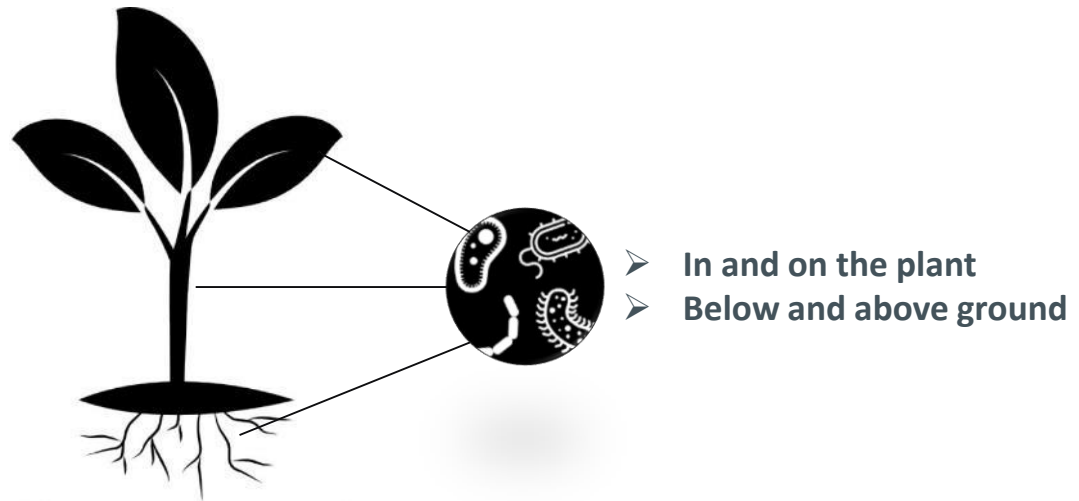
 **indigo**

The Microbiome Opportunity

Billions of Microbes Matter!



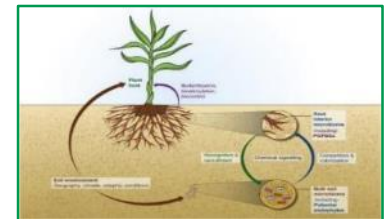
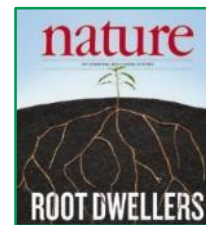
Microbiome is driving crop's productivity



Human microbiome understanding



Leveraged to plant microbiome research



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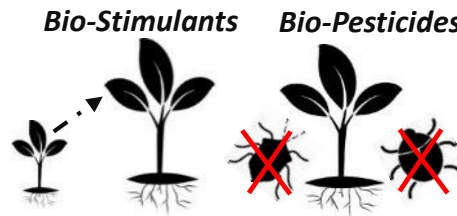
Summary

Ag-Biologicals Division's Goal

Increasing crop's productivity through *productive microbiome*



To introduce environmentally safe and effective microbiome based Ag-Biological products driving crop's productivity



Addressing Key Challenges

*Addressing key challenges of :
efficacy, stability and commercial viability*

Efficacy

Significant improvement / protection of yield

Stability

Consistency across germplasms / geographies

Commercial viability

Shelf-life
COGS

Position on Value Chain

- *Short time to market*
- *End to end capabilities for product development*



Product Offering

Evogene's Ag-Biologicals Product Strategy

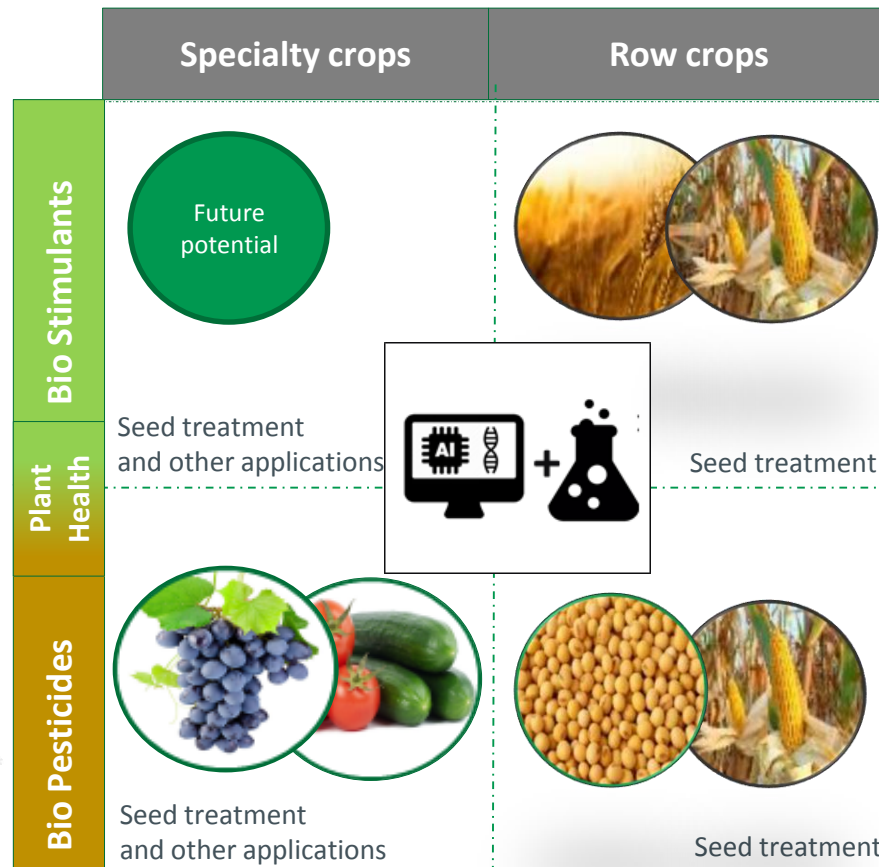
Balance between Row and Specialty crops & direct vs. indirect market access

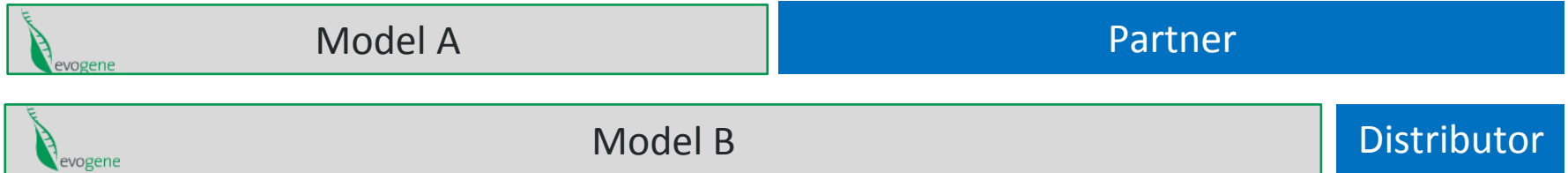
Balanced product programs: Bio-stimulants and Bio-pesticides

Enabling Fermentation & Formulation technology - driving product stability and efficacy

Leverage of core program for extension into new product types

Cost effective application paths





Model A – Indirect Market Access

- Focus mainly on row crops
- Go-to-market based on partners channel

Model B – Direct Market Access

- Focus mainly on high value specialty crops
- Commercialization through distributors / strategic licensing agreements

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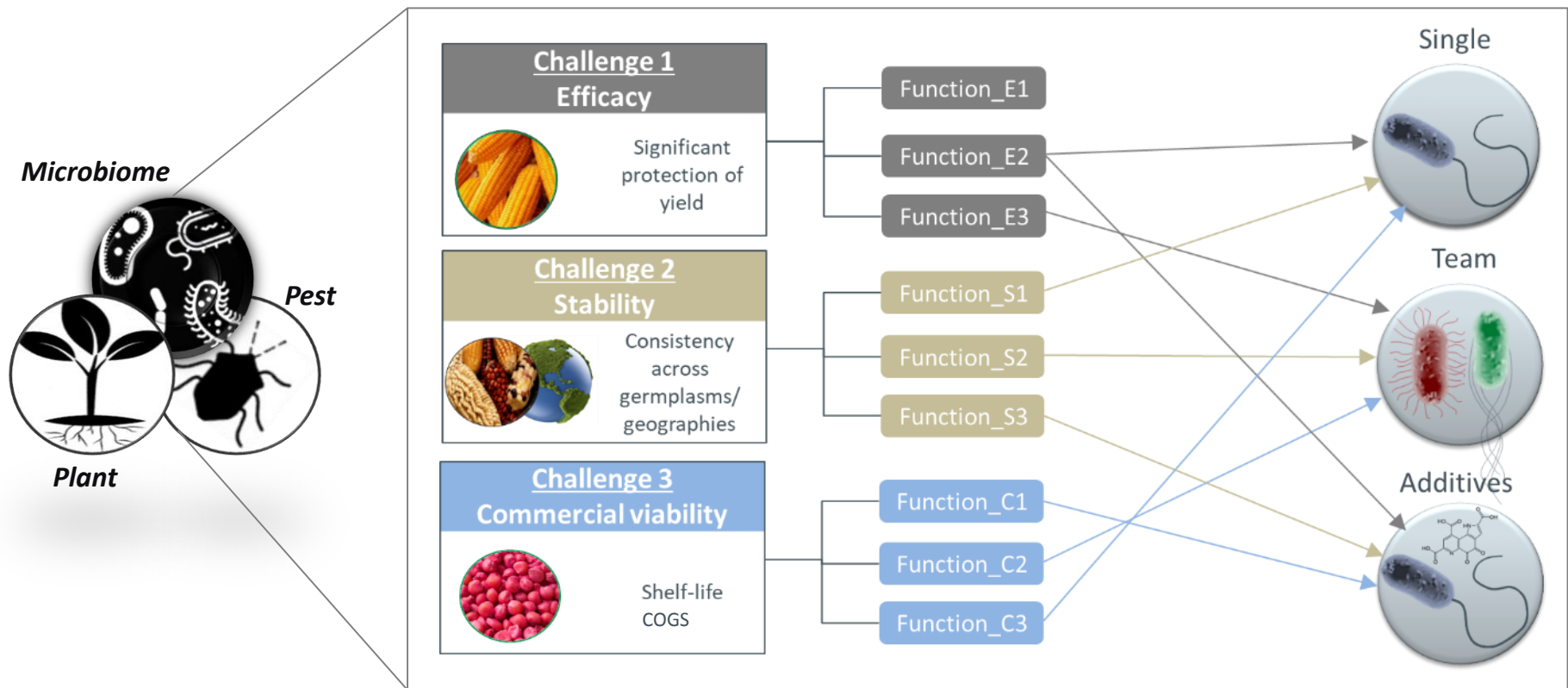
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Evogene's Ag-Biologicals Division

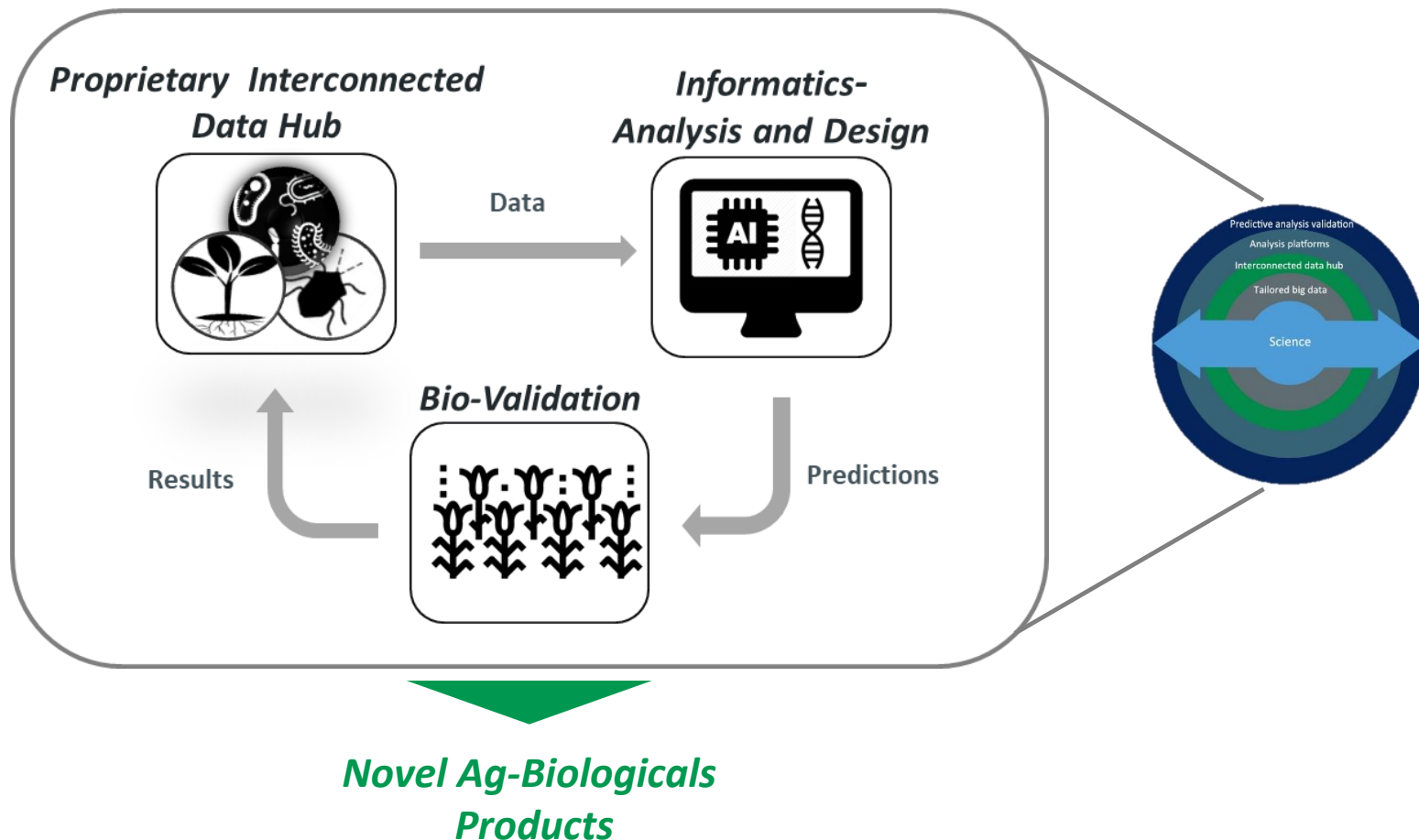
- Ag-Biologicals Market
- Vision & Strategy
- **Technology**
- Pipeline & Collaborations

Summary

Decoding complex plant - pest - microbiome interaction for the identification of genetic elements with desired features for the development of microbial based products

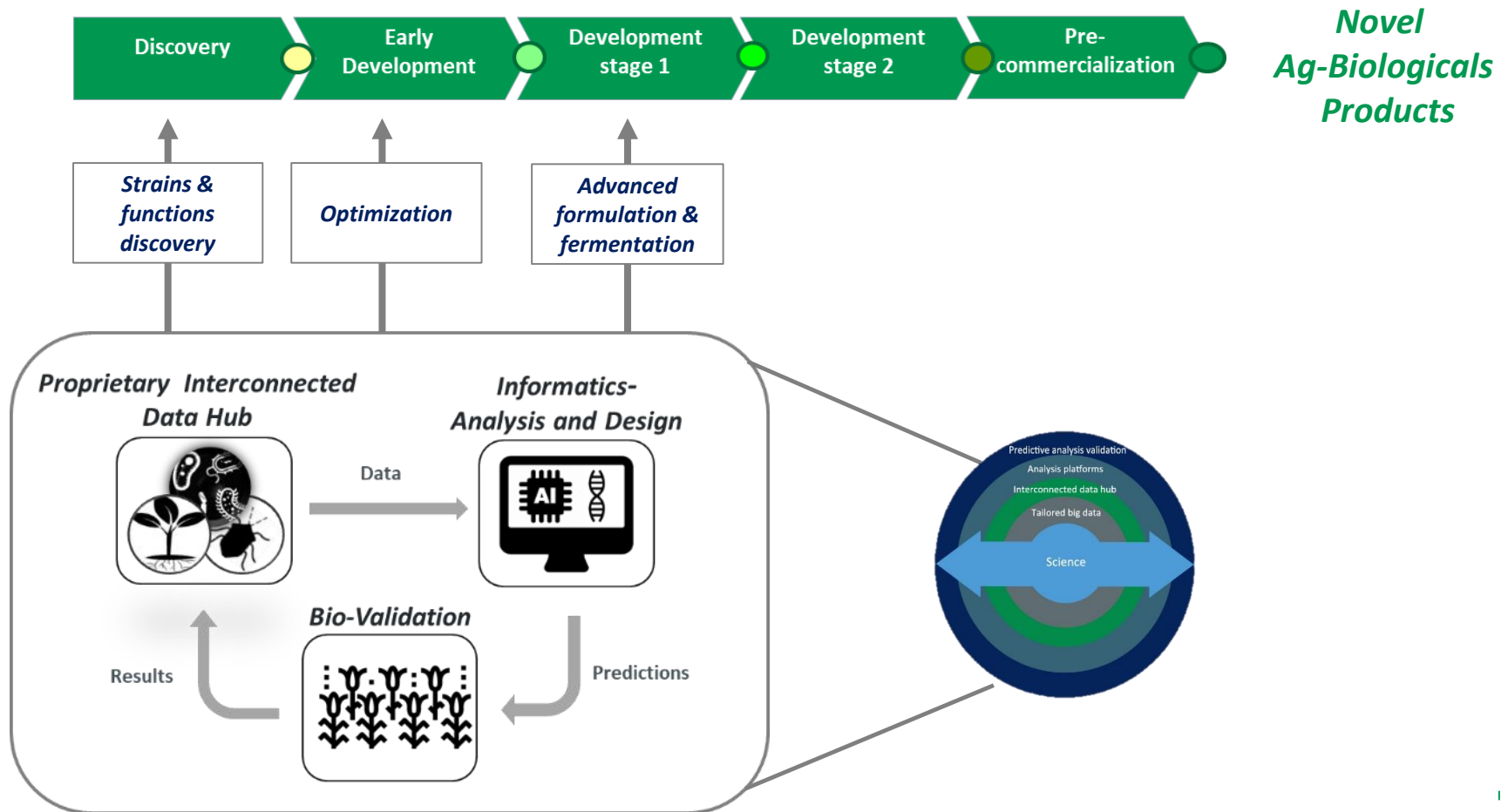


Utilizing a proprietary *Computational Predictive Biology (CPB) Platform* harnessing the power of genotypic & phenotypic *BIG DATA* through advanced informatics



CPB Platform to Support Product Development

Utilizing a proprietary *Computational Predictive Biology (CPB)* platform harnessing the power of genotypic & phenotypic *BIG DATA* through advanced informatics



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Evogene's Ag-Biologicals Division

- Ag-Biologicals Market
- Vision & Strategy
- Technology
- **Pipeline & Collaborations**

Summary

Ag – Biological Product Portfolio

Pipeline



Bio-Stimulants	1	Corn						
	2	Wheat						
Bio-Insecticides	3	Corn Root Worm						
	4	Stink-Bug - soy						
	5	Lepidoptera - specialty						
Bio-Fungicides	6	Fusarium bio-fungicide - Corn						
	7	Mildews Bio-Fungicide - grapes						

10% Yield improvement in field trials (2016, 2017)

Under moderate drought

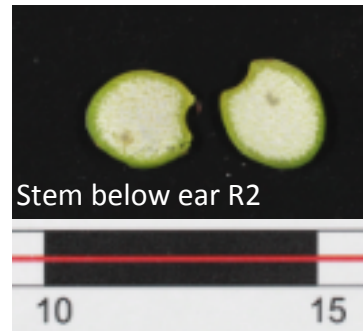
EVO004



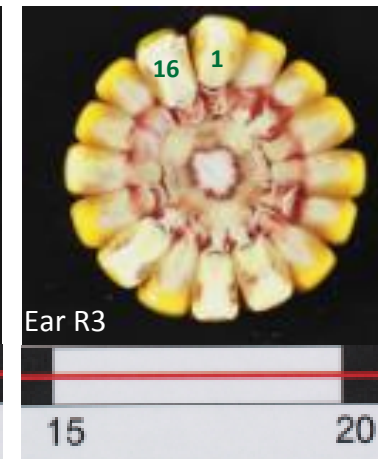
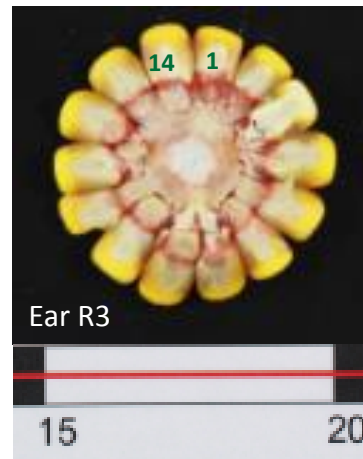
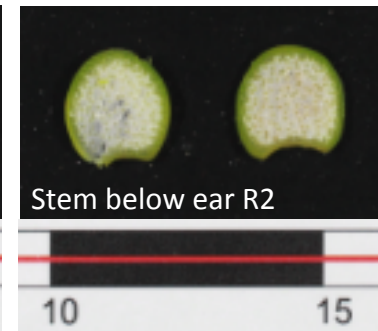
None - inoculated



None - inoculated



EVO004



Results

Bio-Stimulants examples

18% yield increase in field (2017)

EVO33394+EVO33393



Under moderate drought

13% yield increase in field (2017)

EVO33394+EVO33402

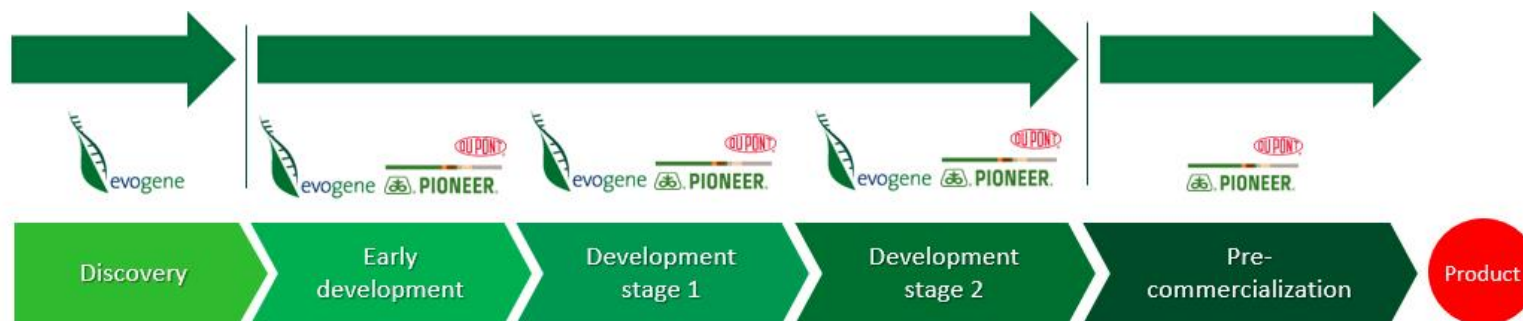


Under moderate drought

DuPont-Pioneer - Evogene Collaboration



DuPont Pioneer & Evogene Announce Multiyear Research Collaboration for Development of Corn Bio-Stimulant Products

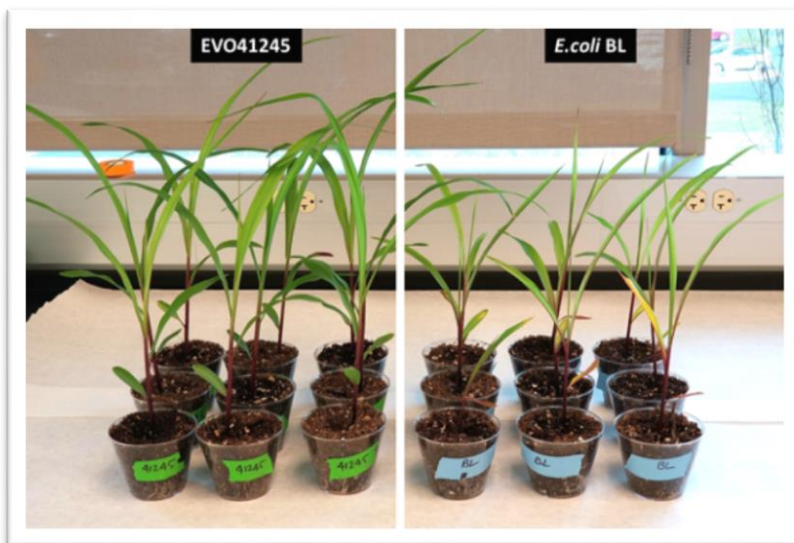


Results

Bio-Insecticides examples (initial Lab, Greenhouse)

Western corn root worm

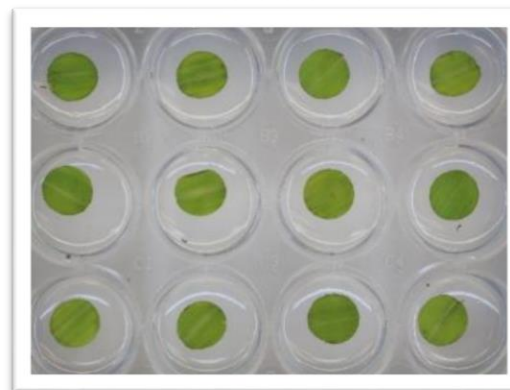
83% increase in leaf area
50% reduction in insect survival



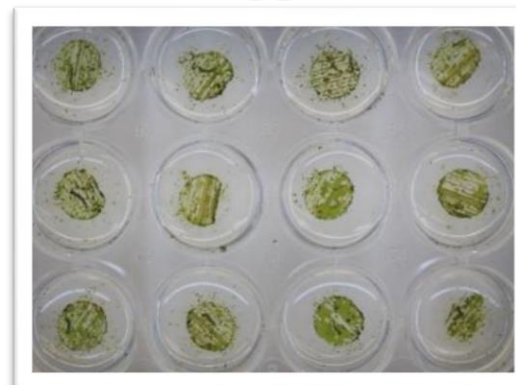
Fall Army Warm

Leaf disk assay results

EVO30013



BL



Results

Bio-Fungicides examples (Greenhouse)

Fusarium in corn - ~70% reduction in disease severity



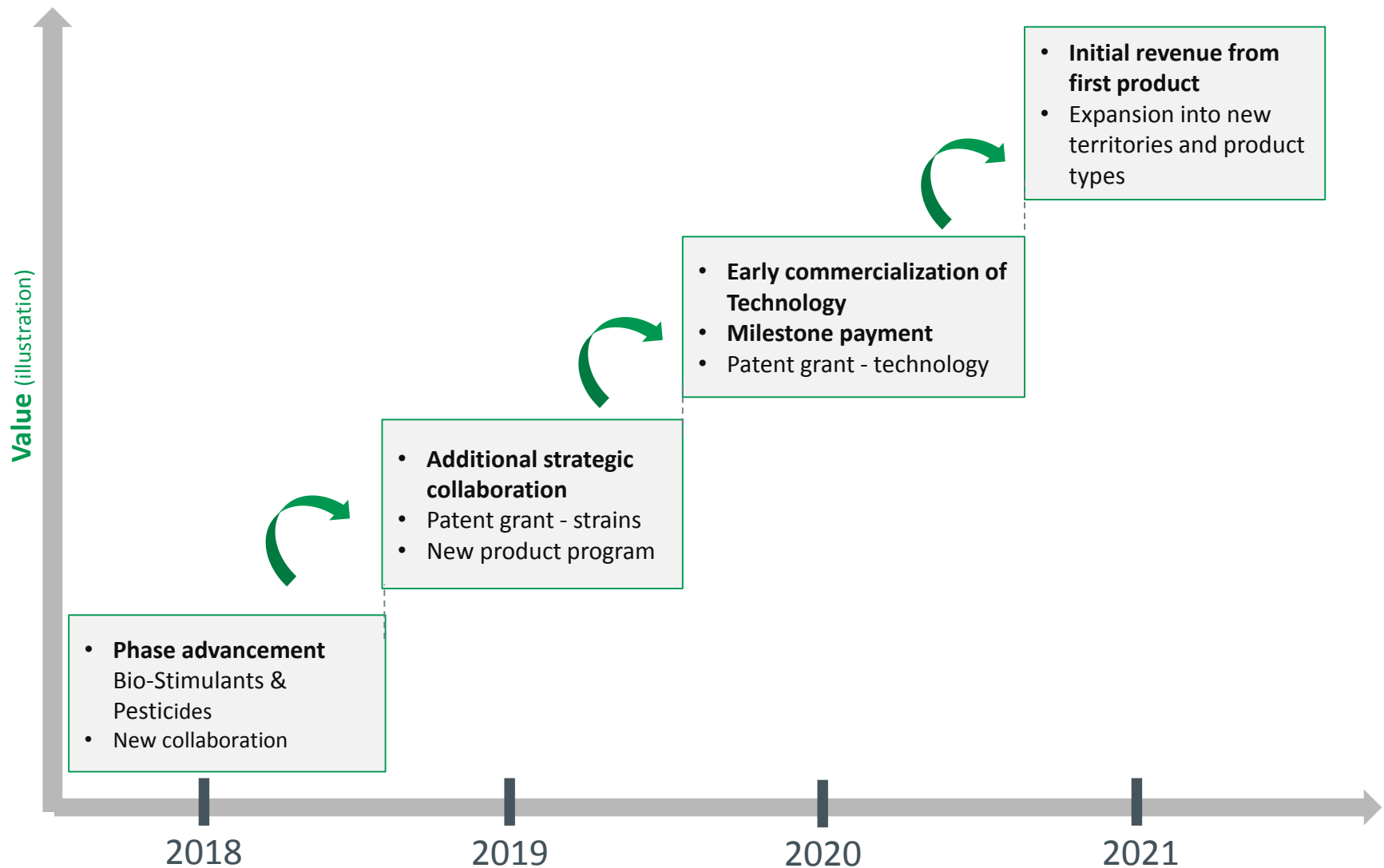
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Value Creation Roadmap

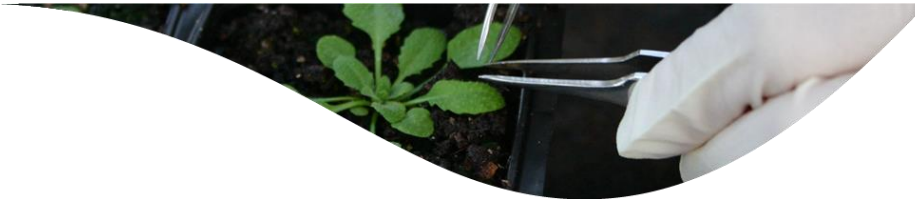


- 1 Ag-Biologicals - fastest growing sector in Agriculture inputs, expected to reach \$8B in 2022
- 2 Ag-Biologicals time to market is relatively short due to favorable regulatory landscape
- 3 Microbiome is a promising opportunity to drive Ag-Biologicals market's expansion
- 4 Evogene's Computational Predictive Biology platform (CPB), combining biological understanding and cutting-edge computational technology is key for next generation product development
- 5 Initiated in 2015, Evogene already generated valuable product pipelines for bio-stimulants & bio-pesticides is in place – potential 1st product launch in 2021

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Microbiome driving crop productivity

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