



WWW.PROVIVI.COM

PROVIVI

Naturally Effective by Design

July 2022



Provivi's Vision: Fragrances for Insects

Values



Learning



Ownership



Safer Every Day

Purpose



We help farmers rediscover nature.

Thesis



Pheromones are a MUST-HAVE yet complex to make product.

Ambition



As a business:

We harnesses the power of chemical ecology for the benefit of growers and the environment we all share.

As a new offering to growers:

Our solution manages destructive pests and protects non-target organisms.

Key Reasons to Invest in Provivi

FOUNDATIONAL	Design for prevention rather than remediation positions pheromones upstream of insecticides
LARGE TAM	Proven cost-effectiveness enables targeting broad acre row crops unlocking 1 billion acres global TAM
COMMERCIAL SCALE-UP	Commercial traction for fall armyworm , which has recently become the #1 pest of corn globally
ACTIVE PIPELINE	Next generation biodegradable formulations compatible with existing farming practices
FLEXIBLE GO-TO-MARKET	Partnerships with Ag majors in tree fruits in Europe, rice in Asia and direct sales in Americas
BIODIVERSITY PRESERVATION	Replacement of synthetic chemistries when insect populations are under severe threat

Our vertically integrated tech platform gives us an edge over traditional incumbents:
17 product registrations, 247 patents filed, and 3 formulations launched

Fall armyworm



#1 pest of corn globally

>\$1B opportunity

Corn, cotton, soy, and many more...

Quickly develops resistance

Not present in Africa & Asia before 2016

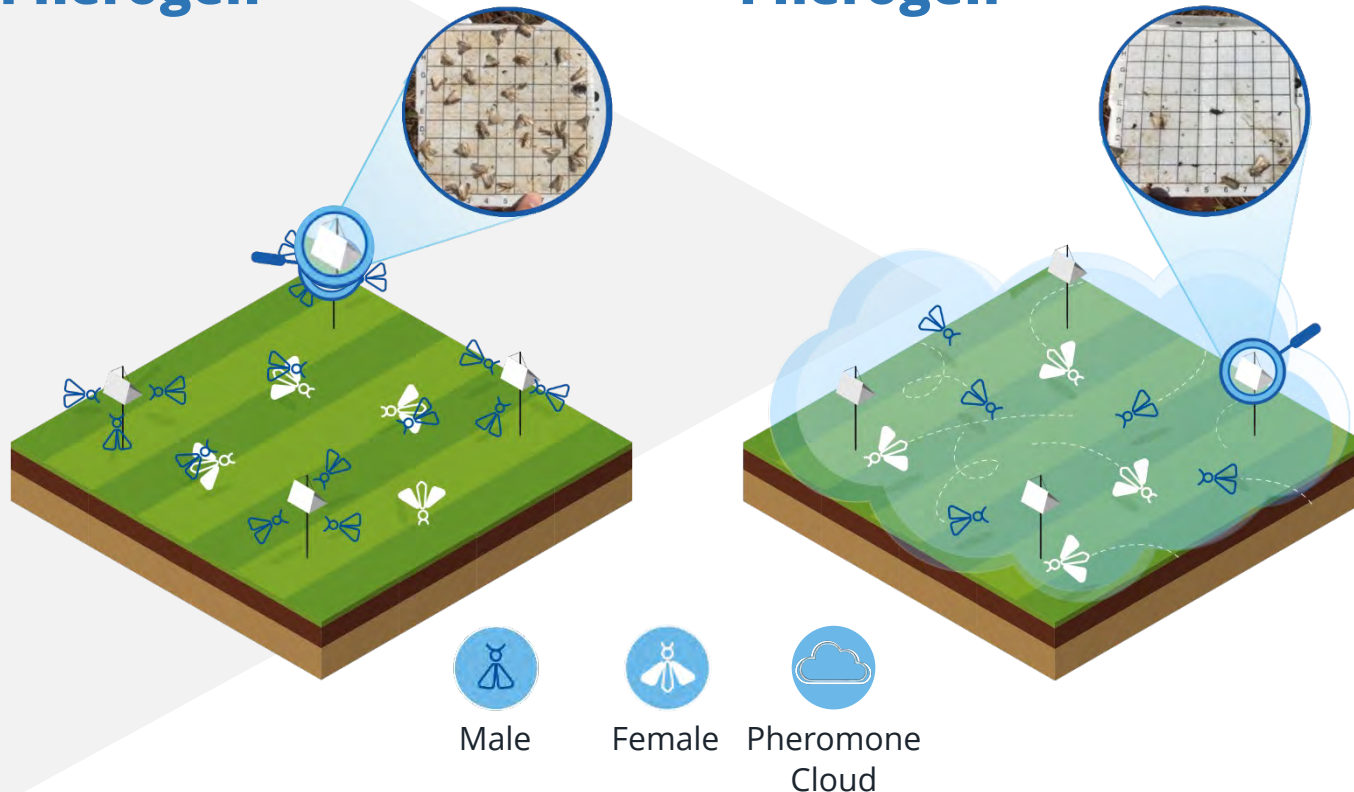
Provivi: 1st to market mating disruption

Pheromones Are Species-Specific, Non-Toxic, & Preventative

Pheromones are the chemical language invented by nature that act as messengers (e.g., sex pheromones released by female insects to attract males)

Area without Pherogen®

Area with Pherogen®



Mating Disruption



Pheromones are released in sufficient amounts to create an invisible cloud permeating the field



Males are unable to find the females



Reduces the rate of pest reproduction while preserving biodiversity



The reduced occurrence of damaging pest stages decreases crop damage and the need for insecticide applications, resulting in grower cost savings

Proven Value Proposition

Win-rates = % of growers able to derive a benefit from our product

Win-rates	Mexico-Corn	Indonesia-Rice	Brazil-Cotton
1. Reduced use of insecticides	75% (N = 653)	54% (N = 70)	TBD
2. Lower crop damage	75% (N = 144)	N/A	75% (N = 63)
3. Yield protection	75% (N = 167)	56% (N = 70)	82%* (N = 56)

We price to value: growers experience 3x ROI...

...and key intangibles: reduced exposure, protection of biodiversity, season-long control

*Brazil data based on yield estimates. Harvests due in August.

Proven Ability to Scale

SynBio and Metathesis Platform



>2x

Reduction in Synthesis Steps



3

Nobel Prize-Winning Technologies



8

Pheromones Produced at Industrial Scale



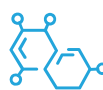
247

Patents filed and 74 Issued



6

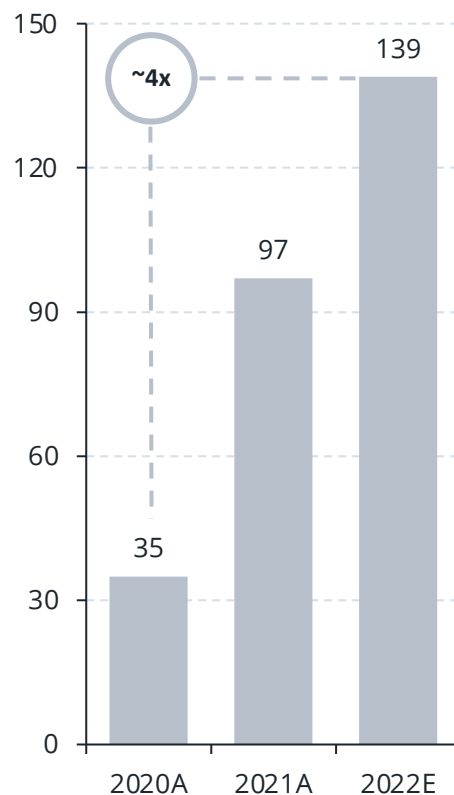
Strategic Toll Manufacturing Partnerships



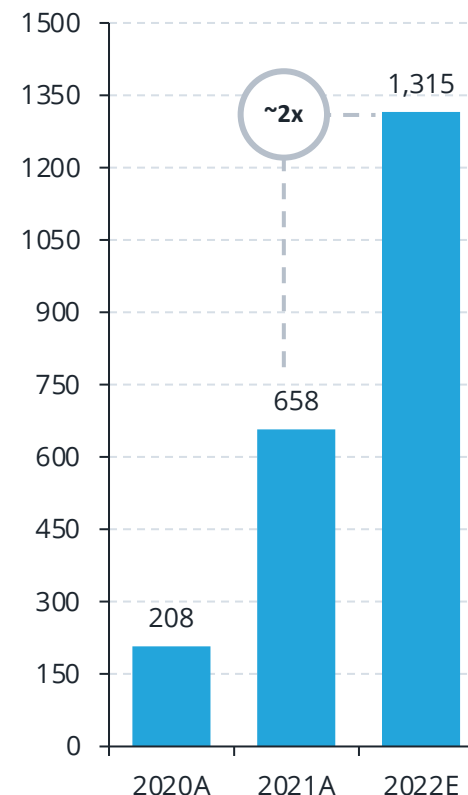
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Product Portfolio Pheromones

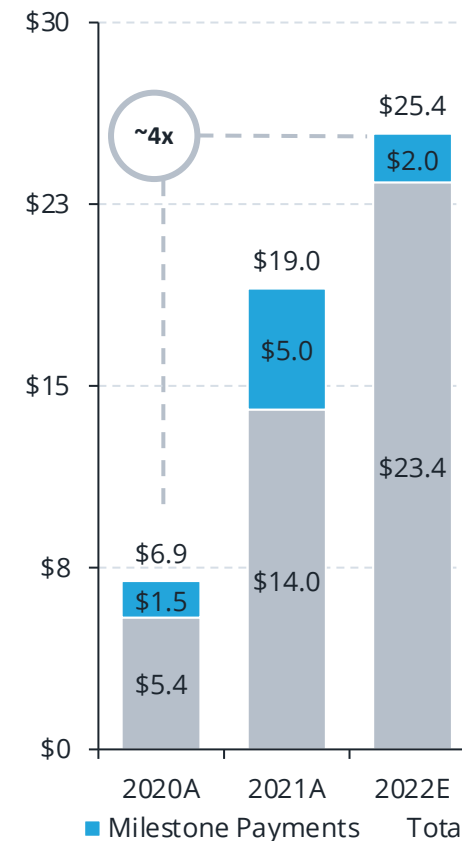
Active Ingredient Produced (MT)



Area Treated (Acres '000s)
















Total Revenue (\$ in millions)



Industry Estimates \$3-4B Market by 2030

FMC recently acquired Biophero for \$200M; Provivi has a broader platform & a head-start

	 PROVIVI®	
Patents and Patent Apps.	193	32
Registrations	17	Zero
Active Ingredient	✓	✓
- Through Biosynthesis	✓	✗
- Through Metathesis	✓	✗
Formulation Capabilities	✓	✗
Branded Products	✓	✗
Product Revenue >\$10 million	✓	✗
Countries w/ Registrations	6	Zero
Production Vol 2021 (MT)	97	~1
Crop Protection Majors as Partners / Investors	  	 

	 PROVIVI®	
 Fall Armyworm	Launched (2020)	Est. 2023 - 2025
 Rice Stem Borer	Launched (2022)	Est. 2023 - 2025
 Soybean Looper	2025	Est. 2023 - 2025
Tree Fruits and Vines 	Launched (2020) Through AI Partnership	N/A

Game-Changing Biodegradable Formulations

Proprietary Platform – ideal, low-cost way to deliver pheromones

Key Features:

1. Decompose into soil after releasing pheromone
2. Applied as dispensers or broadcast
3. Robust performance achieved in trials in Mexico, Brazil, and Asia
4. Low-cost & scalable
5. IP protected

Regulatory approval in 2024 & launch in 2025



How We're Adapting to 2022

We've been adjusting our plans to the new realities of this year by:

1. Reducing burn
 - 25% cut in Opex
 - While retaining key capabilities in R&D and product development
2. Scaling-up manufacturing w/o Capex
 - Strategic partner can ramp-up production to 10-20M acres w/ existing capacity
3. Focusing on strategic partnerships for market access
 - Avoids duplicating distribution infrastructure
 - Focuses our resources on product development, COGS reduction, and registrations

Traction with World-Class Partners

Go-To-Market



(Partnership in APAC)

Partner A
(Europe)

(Provivi supplies AI for Tree Fruits in Europe)

"1-acre-for-1-acre" (ESG)



Manufacturing



SONEAS



Strategic Investors

BASF Venture Capital GmbH



Management Team



Pedro Coelho, PhD
Co-Founder and CEO



Peter Meinhold, PhD
Co-Founder and CTO



Teri Q Gray, PhD
Chief Operating Officer



Eduardo Sein
Chief Financial Officer



Juan Lombana
Chief Commercial Officer



Ester Dreher
VP – Product



Jarett Abramson
General Counsel



Leadership Accomplishments

- Developed novel small molecules, from discovery to launch, resulting in breakthrough crop protection products in a cost-effective manner and record timelines, with global coverage, most notably with the diamide family of insecticides
- Previously taken companies public through successful IPOs
- Scaled fast-paced life sciences and tech organizations globally
- Developed and scaled successful synbio-based products
- Developed biotech insect control products and resistance management strategies

Expert Testimonials



"This revolutionary process can control the number of insect pests while preserving biodiversity by targeting only those pests. It involves the use of pheromones to disrupt the mating cycle. No insects are killed, and the ecosystem remains intact."

Dr. Jane Goodall



"Provivi's eco-friendly mating disruption technology gives farmers peace of mind. Knowing their young rice crops are protected, they do not need to spray insecticides early in the season, allowing nature's defenses to develop and protect the maturing crop from potentially serious pests, such as leafhoppers. Fewer insecticides mean lower costs, higher profitability, and a healthier environment."

Dr. Bob Zeigler, PhD, Provivi Advisor and
Former Director General of International
Rice Research Institute



"The world's \$8 trillion food supply chain is driven by consumers, supply and demand, environmental conditions, and numerous other dynamics. Provivi's unique products provide a new option that will play a role in feeding our growing world."

Kip Tom, Former U.S. Ambassador to
the United Nations Agencies for Food
and Agriculture