

**Providing a Natural, Organic Technology Platform with the Efficacy of Synthetic Chemicals** 

**Corporate Presentation** 

August 2022



**CSE: MGRO** 

FRA: 0C0

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## About MustGrow



- Agriculture biotech company with a natural, organic technology platform that is highly efficacious in controlling microbial diseases, pests and weeds.
- Focused on disrupting the US\$65 billion global crop pesticide market plus organic acres and postharvest food preservation.













- Sustainable innovation with potential to replace synthetic chemicals
- ✓ Plant-based, two mustard seed extracts → AITC and thiocyanate
- Positive soil health & ecological impact
- Patented, 100% owned, >110 independent studies
- ✓ Low CAPEX → Currently defining initial production

CSE:MGRO

**OTC:MGROF** 

FRA:0C0

### **Tight Capital Structure**



- 49.2 million basic shares (55.1 million FD)
- 20% management and advisor ownership
- ~C\$151 million fully-diluted market cap
- ~C\$8.0 million cash

## **Market Drivers**



- Sustainable farming practices are critical to feed a growing global population on a finite amount of arable land.
- Consumers are demanding a safe, healthy, natural and sustainable food supply.
- AgChem companies are actively investing in or acquiring more sustainable natural technologies to replace or complement synthetic chemicals.

- Regulatory agencies are significantly restricting or banning synthetic ag chemicals leaving limited alternatives for a growing population.
- Producers want to protect their crops with biologicals, but only if they work -- many biologicals have as of today not met performance expectations.

## Europe: 25% Organic by 2030:

Under the Green Deal's Farm to Fork strategy, the European Commission has set a target of at least 25% of the EU's agricultural land under organic farming and a significant increase in organic aquaculture by 2030.





### MustGrow's natural organic platform:

- Efficacy of synthetic chemicals.
- Potential application in multiple markets globally.





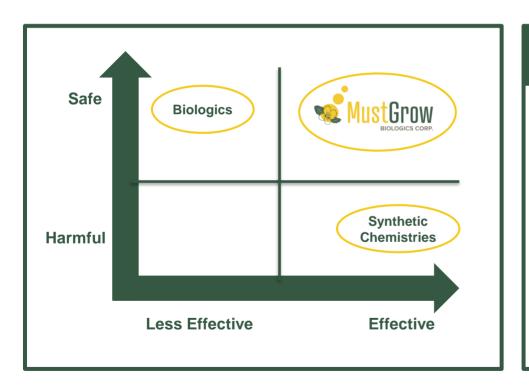
## MustGrow's Tech vs. Biologicals vs. Synthetic Chemistries

MustGrow is providing a natural, organic technology platform with the efficacy of synthetic chemicals and application in many markets:

**Preplant Soil Biofumigant** 

Bioherbicide

**Postharvest Food Preservation** 



## MustGrow's Technology is...

- Effective disease and insect pest control comparable to synthetic ag chemicals.
- Flexible can be used in a variety of existing application systems and for numerous crops.
- **Safe** nonhazardous, minimal worker safety, bystander or environmental concerns.
- Organic eligible for use in organic production.
- Efficient compared to cover cropping.
- Economical potential to be priced competitively with conventional alternatives.

What is going to replace banned synthetic chemicals?

# Stakeholders are driving biologicals forward



# FMC to Buy Pheromone Pioneer for \$200 Million in Sustainable-Pesticide Push

Deal is part of FMC's broader expansion into catering to growing farmer pivot away from chemicals, CEO says.

-- Bloomberg; June 29, 2022

# BASF commits to targets for boosting sustainable agriculture

BASF has committed to clear and measurable targets to boost sustainable agriculture by 2030.

-- BASF; November 16, 2020

# Sprout inhibitor chlorpropham (CIPC) officially banned by European Union

The ban of CIPC in the EU has been in the works for months and was expected by the industry. It is not easy to find alternatives, though. The big problem is for existing potato storage sites.

-- Spudman; June 19, 2019

### **Food Security and the Coming Storm**

Over the last three months, Russia's invasion of Ukraine has shocked agricultural markets, bringing the problems of high food inflation and rising global hunger starkly into relief.

-- Eurasia Group; May 2022

# **Bioceres Crop Solutions Completes \$236 Merger With Marrone**

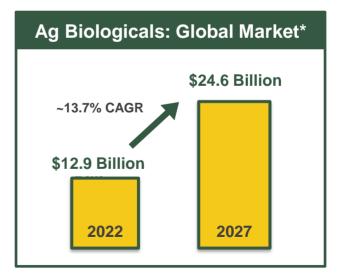
Merged company aims to transform the agricultural landscape with low environmental impact, highly efficacious, biological based solutions.

-- Yahoo! Finance; July 12, 2022

# Syngenta commits \$2 billion and sets new targets for innovation to tackle climate change

\$2 billion over five years to innovation specifically targeted at delivering a step change in agricultural sustainability.

-- Syngenta; October 22, 2019



<sup>\*</sup> ResearchAndMarkets LINK

# Global Corporate Collaborations





- Sumitomo Corporation to fund and drive development work for commercialization
- Region: Americas
- Exclusive field trials in preplant soil fumigation, bioherbicide, postharvest and food preservation for potatoes and bananas
- Bayer to fund and drive development work for commercialization
- Region: Europe, Asia Pacific, Middle East and Africa
- Exclusive field trials in preplant soil fumigation, bioherbicide applications and postharvest food preservation of potatoes
- Janssen PMP (division of Johnson & Johnson) to fund and drive all testing and development work
- Region: Global
- Exclusive testing for postharvest storage preservation of fruits and vegetables, excluding grains, potatoes, bananas and shipping container fumigation

# Technology Platform with Application in Multiple Markets

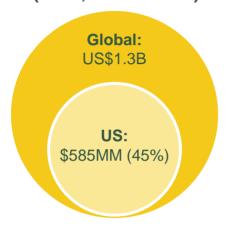


APPLICATIONS	TARGET	ESTIMATED MARKET SIZE / LOSS	PROOF OF CONCEPT	EARLY DEVELOPMENT	ADVANCED DEVELOPMENT	REGISTRATION
Preplant Soil Biofumigant	Soil-borne diseases and pests		Laboratory	Greenhouse	Field Trials	Pre-Launch
All Crops – Fruits & Veg, Potatoes, Broad Acre, Turf & Ornamental, etc.	Fusarium, Botrytis, Verticillium, Rhizoctonia, Pythium, Phytophthora, Sclerotinia, Nematodes, etc.	US\$1.3 Billion Estimated Global Market Size in Fruit & Vegetable				TerraMG  US-EPA registration in process
Bananas	Fusarium wilt TR4	US\$18 Billion Estimated Global Loss			,	
Canola	Clubroot ( <i>Plasmodiophora brassicae</i> )	C\$500 Million Estimated Economic Loss in Canada				
Pulse Crops: Peas, Lentils, Legumes, etc.	Aphanomyces	<b>C\$100 Million</b> Estimated Economic Loss in Canada				
Bioherbicide	Weeds	<b>US\$35 Billion</b> Estimated Global Market Size		<b>→</b>		
Postharvest Food Preservation	Storage biopesticide and food preservation					
Storage: Potato, Fruit & Vegetable*	Sprouting, diseases and pests	<b>US\$250 Million</b> Estimated Global Market		<b>→</b>		
Storage: Bulk Grain*	Mycotoxins and pests	US\$15 Billion Estimated Global Loss	<b>→</b>			
Storage: Shipping Containers*	Diseases and pests	<b>US\$2 Billion</b> Estimated Global Market Size	<b>→</b>			
Food-Borne Pathogens*	E.coli, Salmonella, Listeria, Staphylococcus	US\$15 Billion Estimated Global Market Size	<b>→</b>			

# TerraMG - Leveraging an Existing EPA Registration



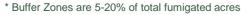
# Projected Global Fumigation Market (2025; 4.6% CAGR)



- Granular Format is already EPA-approved and had C\$700,000 in sales → now seeking registration for Liquid Formulation, TerraMG.
- TerraMG is less bulky and more efficient compared to the Granular Format → lower application rate.
- TerraMG has potential to compete not only on efficacy vs. chemistries, but also on price.
- Assessing high throughput toll-manufacturing production methods and cost models.
- Potential for no CAPEX requirement to get initial production.

### 2018 US Fumigation Market – Snapshot (USD\$)

		Total Acres	Acres Fumigated	Price per Acre**	Fumigation Sales
	Conventional	10,031,351	964,400 (9.6%)	\$486	\$469 million
Open Opportunity	Buffer Zones (~10%)*	96,440	0	n/a	
	Organic	241,600	0	n/a	



<sup>\*\*</sup> Average price per acre is US\$450-600 per acre for product



## Overview of 2022 Work Plan



Just like in 2021, we will continue to define the path to commercialization with multiple applications and markets globally.

- Field trials will be ongoing globally with current partners.
- Continued formulation optimization...enhancements and cost reduction.
- Continued regulatory work for multiple applications and in multiple regions.
- Acceleration of postharvest applications and testing with initial focus on potato sprouting and disease, but expanding to other applications.
- Assessing further potential partnerships with respect to other applications and regions.
- Defining and securing initial production.

# Capital Structure



CSE:MGRO / OTC:MGROF / FRA:0C0





<b>Fully-Diluted Shares Outstanding</b>	55,099,541
Market Cap (CAD)	\$150,580,265
Insider Ownership (~20%)	9,824,904
CSE Average Volume (3 month)	29,300
Previous Capital Spent (CAD)	\$15,000,000
Cash Position (CAD)	\$8,000,000
Debt (CAD)	\$800,000

**Basic Shares Outstanding** 

**Options** 

**Warrants** 

# Management, Directors & Advisors





### Corey Giasson, MBA President, CEO & Director

- ~25 years of agriculture experience with an MBA and B.Sc. Ag Economics from the University of Saskatchewan.
- Previous Co-founder & CEO of Rallyemont Energy, sold to Husky Energy.
- Previous Vice President, at Anglo Potash, sold to BHP.

### Todd Lahti, CFA, CPA, CA - CFO

- Has closed over 50 financial transactions totaling over \$2.4 billion.
- Previously President of MCN BioProducts Inc., an agricultural technology company, sold to Bunge Ltd. in 2012.

#### Brad Munro - Chairman

 20+ years as a VP, Investments with a national venture capital firm where he sourced, invested, and managed the activity of over 30 companies and invested \$150MM.

### **Brian Quigley - Director**

- · COO of Respira Technologies.
- 16 years at Altria Group; including CEO of Altria's innovation company.

### David Borecky CPA, CA, CIM, PFP, CF - Director

- · CFO at Impossible Foods Inc.
- Previous Controller at Stripe Inc. and held senior management positions at Square Inc.

### Laura Westby, LLB - Director

- SVP Legal & IP at Invaio Sciences.
- 14 years at Syngenta with numerous legal rolls including Associate General Counsel.
- · Previous Corporate Counsel with Schlumberger.



# Colin Bletsky COO & Director

- ~30 years of experience in agriculture with a B.Sc. in Agriculture from University of Saskatchewan.
- Previous Vice President, BioAg at Novozymes where he was responsible for the BioAg business worldwide.
- Previous experience with Syngenta, Pioneer, retail and farming, covering all global agricultural industries.

#### Matt Kowalski - Director

- Director, VRM Labs.
- Past President & CEO and Natural Industries from 2002-2012.
- Previous Global Market Manager: Bio Control, Novozymes BioAg.

#### Tom Flow - Director

- Founder & Co-CEO of The Flowr Corporation.
- Previous Co-Founder of MedReleaf, which sold for C\$3.2MM.

### Dr. David Maenz - Production Advisor

- Inventor or co-inventor of 7 patents.
- Expert in processing and extraction from oilseeds.

#### Dr. Matthew J. Morra - Scientific Advisor

- Professor Emeritus of Soil Biochemistry at University of Idaho.
- Expertise in developing biopesticides and is a leading expert on valueadded products derived from oilseeds.

### Jamieson Bondarenko, CFA, CMT - Capital Markets Advisor

- · Owner of JGRNT Capital Corp., merchant equity capital and advisory.
- · Chairman of BriaCell Therapeutics Corp.
- Prior Equity Capital Markets roles with Eight Capital, Dundee, HSBC.





MustGrow's active ingredient (AITC) is sustainable and has a **positive** soil health and environmental impact...

- Returns organic plant material to the soil
- Dissipates in the soil quickly
- Avoids long-term toxicity to beneficial micro-organisms
- Very low water solubility, potentially limiting watershed runoff
- Promotes a healthy microbiome for the soil

