

Providing Natural, Plant-Based Biologics for Sustainable Agriculture

Corporate Presentation May 2023

TSXV: MGRO OTCQB: MGROF

**FRA: 0C0** 





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## Providing a Sustainable Agriculture Solution



## What will replace banned/restricted synthetic chemicals and fertilizers to grow food for the world?

#### **KEY CHALLENGES:**

Food security issues – rapid population growth and finite amount of arable land

Consumer demand for safe, healthy, sustainable food supply

Increasing regulatory pressure on synthetics

Producers' need for effective alternatives to maximize yield

Global soil health degradation

MustGrow is an agriculture biotechnology company focused on the development and commercialization of natural biological technologies and products from mustard seed for sustainable agriculture.

MustGrow's objective is to provide natural, organic biological solutions:

- To replace banned/restricted synthetic chemicals and fertilizers
- For organic acres, which are growing annual and have limited options
- To improve overall soil health globally





## MustGrow - Unique Investment in Agriculture



- Unique, 100% owned IP portfolio (84 issued & pending) with technology that is natural, organic and effective.
- Technology has potential for multiple product lines in multiple markets:
  - → Preplant Soil Amendment & Biofertility estimating US\$15 billion market by 2030.
  - → Preplant Soil Biocontrol estimating US\$17 billion market by 2030.
  - → Postharvest Biocontrol & Food Preservation estimating US\$1.5 billion in potatoes & F&V.
- With successful field trials, focus is quickly transitioning to commercialization of TerraSante<sup>™</sup> (preplant soil amendment) and TerraMG<sup>™</sup> (preplant soil biocontrol).
  - → Actively seeking registrations in US, Canada and Mexico with potential revenue in the next 12 months.
- $\triangleright$  Currently defining initial production  $\rightarrow$  potential for minimal CAPEX.



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#### **Tight Capital Structure**

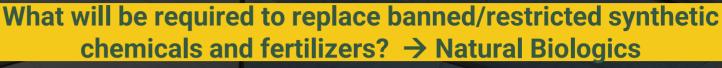


- 49.7 million basic shares (55.6 million FD)
- 20% insider and advisor ownership
- ~C\$120 million market cap
- ~C\$5.6 million cash

## Addressing Key Challenges in the Agriculture Market







#### MustGrow's Technology is / has...



Effective – biological soil health, fertility, disease and pest control comparable to synthetic ag fertilizers and chemicals



Positive Soil Health – natural organic breakdown allows for positive soil microbiome growth



Flexible – can be used in a variety of existing application systems and for numerous crops



Low Environmental Impact – low water solubility potentially limiting watershed runoff



Safe – non-hazardous, minimal worker safety, bystander or environmental concerns



**Efficient** – compared to cover cropping or mustard meals



**Organic** – eligible for use in organic production



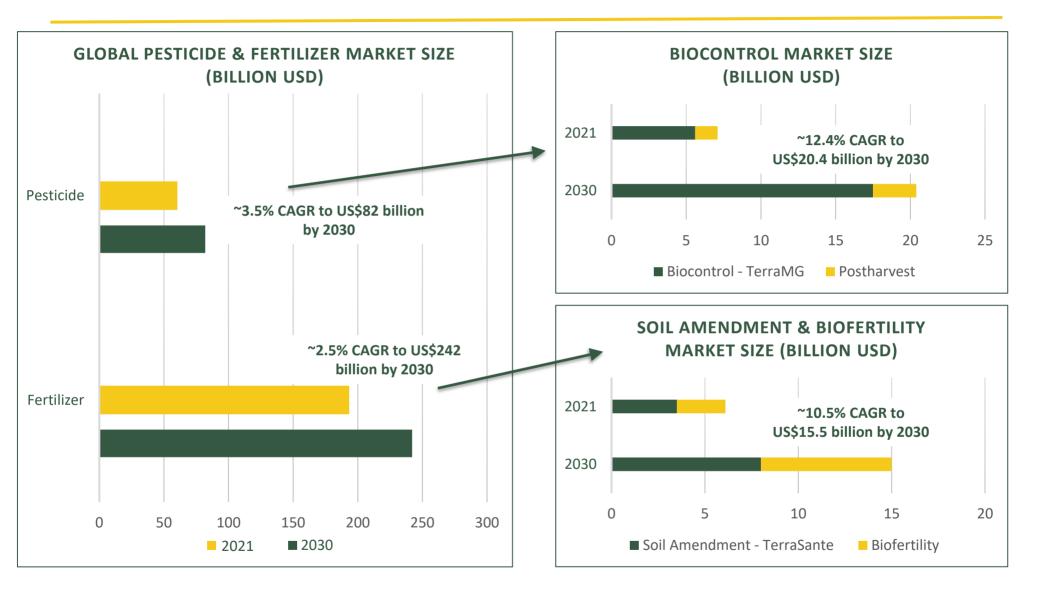
Economical – potential to be priced competitively with conventional alternatives



MustGrow is providing a natural, organic technology platform in many markets: Soil Amendments & Biofertilizers, Soil Biocontrol, and Postharvest Food Preservation.

## MustGrow's Target Markets – Estimating US\$36 Billion by 2030





<sup>\*</sup>Statista - https://www.statista.com/statistics/1266004/global-fertilizer-market-size/

<sup>\*</sup>Fortune Business - https://www.fortunebusinessinsights.com/industry-reports/crop-protection-chemicals-market-100080

<sup>\*</sup>Business Market Insight - https://www.businessmarketinsights.com/reports/soil-amendments-market

<sup>\*</sup>Polaris Market Research - https://www.polarismarketresearch.com/industry-analysis/global-biofertilizers-market \*Polaris Market Research - https://www.polarismarketresearch.com/industry-analysis/post-harvest-treatment-market

<sup>\*</sup>Polaris Market Research - https://www.polarismarketresearch.com/industry-analysis/biopesticides-market

#### Global Collaborations Validate MustGrow's Potential



#### **NexusBioAg**



Field trials conducted in canola and pulse crops

Region: Canada

**Exclusive Canadian** marketing and distribution agreement for canola and pulse crops



Sumitomo Corporation to fund and drive development work for commercialization

Region: Americas

Exclusive field trials in preplant soil fumigation, and postharvest food preservation for potatoes and bananas, and bioherbicide







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

**Bayer** to fund and drive development work for commercialization

Region: Europe, Asia Pacific, the Middle East and Africa

Exclusive field trials in preplant soil fumigation, postharvest food preservation of potatoes and bioherbicide applications

# Platform Technology with Application in Multiple Markets Must Grown



	APPLICATIONS	TARGET	ESTIMATED MARKET SIZE / LOSS	PROOF OF CONCEPT	EARLY R&D	ADVANCED R&D	REGISTRATION	Partner
				Laboratory	Greenhouse	Field Trials	Pre-Launch	
	Soil Amendment & Biofertility							
	TerraSante <sup>™</sup>	Preplant Soil Conditioner for Healthier Soil	US\$3.5 Billion Estimated Global Market Size				TerraSante™ Registration work ongoing in the US and Canada	
Soil Applied	Biofertilizers	Preplant Soil Biofertilizers for yield enhancement	US\$2.6 Billion Estimated Global Market Size			Formulation work		
Soil A	Soil Biocontrol							
	Terra <b>MG</b> <sup>TM</sup>	Fusarium, Botrytis, Verticillium, Rhizoctonia, Pythium, Phytophthora, Sclerotinia, Aphamomyces, Clubroot Disease, Nematodes, etc.	US\$1.3 Billion Estimated Global Market Size in Fruit & Vegetable				TerraMG <sup>TM</sup> Registration work ongoing in multiple countries	Sumitomo Corporation  NexusBioAg
	Bioherbicide	Natural Herbicide	US\$35 Billion Estimated Global Market Size		Formulation work on new extract			Sumitomo Corporation
eq	Postharvest Biocontrol & Food Preservation							В
Non-soil Applied	Storage: Potato, Fruit & Vegetable	Sprouting, diseases and pests	<b>US\$1.5 Billion</b> Estimated Global Market				JANSSE Janssen J	EN PMP  Sumitomo Corporation
Non-se	Storage: Bulk Grain*	Mycotoxins and pests	US\$15 Billion Estimated Global Loss		Seeking Partners			
	Storage: Shipping Containers*	Diseases and pests	US\$2 Billion Estimated Global Market Size		Seeking Partners			

<sup>\*</sup> Literature shows AITC has application in these areas.

## Options for Commercialization and Production



#### **Options for Commercialization**

- M&A
- Licencing (monetary upfront and royalty thereafter)
- Buy & Supply
- Partnership / Distribution

#### **Options for Production**

- Mass balances, equipment and plant layout completed
- Prefeasibility engineering on "Standalone, Greenfield Development" completed, unlikely required as equipment readily exists:
  - · Tanks, centrifuges, pumps, dryers
  - Investment in CAPEX may not be required
- We have produced product from contract manufacturers
  - Identifying more contract manufacturers for initial production
  - Assessing strategic partnerships for production

## **Capital Structure**



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Basic Shares Outstanding	49,677,755
Options/RSU's/DSU's	4,387,218
Warrants	1,490,304
Fully-Diluted Shares Outstanding	55,555,277
Market Cap (CAD)	\$119,226,612
Insider & Advisor Ownership (~20%)	10,013,422
Average Volume (3 month)	17,785
Previous Capital Spent (CAD)	\$23,000,000
Cash Position (CAD)	\$5,600,000
Debt (CAD)	\$800,000

<sup>\*</sup>Debt has no maturity; no interest payable; no scheduled principal payments. Due upon change of control of MustGrow and/or certain revenue milestones.

## **Experienced Leadership Team**



Lean executive team has the vision, energy and experience to execute



**80+** Years Combined Industry Experience



Corey Giasson, MBA
CEO & Director



Colin Bletsky
COO & Director



Todd Lahti, CFA, CPA, CA
CFO

	4				
	Years with Company				
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	P Detech Con				

Years Experience

20+

Years with Company

4

25+

10

35+

Years Experience

Years with Company

Years Experience















PartnerRe



#### **Board of Directors & Advisors**





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Laura Westby, JD

Director



Matt Kowalski
Director



David Borecky CPA, CA

Director



Brian Quigley

Director



Tom Flow Director









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**Dr. David Maenz**Production Advisor



Dr. Matthew J. Morra Scientific Advisor



Jamieson Bondarenko Capital Markets Advisor





World-class team of agriculture and business professionals

**200+** Years

Combined Industry Experience



