



Company Presentation

February, 2019



Ofer Haviv, President & CEO

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Agenda

- **Introduction**
- CPB Platform
- Target Markets:
 - Agriculture
 - Industrial Applications
 - Human Health
- Summary

What We Do

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

...through the use of a unique *Computational Predictive Biology (CPB)* platform



Evogene at a Glance...

An innovative, *Computationally Predictive Biology* (CPB) platform –

creation, integration and analysis of dedicated Big-Data for predictive biological discoveries

Currently applied to identify novel:

- Chemical compounds
- Genetic elements
- Microbes

Targeted Markets:

- Agriculture - Ag-Chemicals, Seed Traits, Ag-Biologicals
- Human Health – Human Microbiome
- Industrial Applications – Castor oil

Corporate structure: Subsidiaries and dedicated divisions

Revenue model

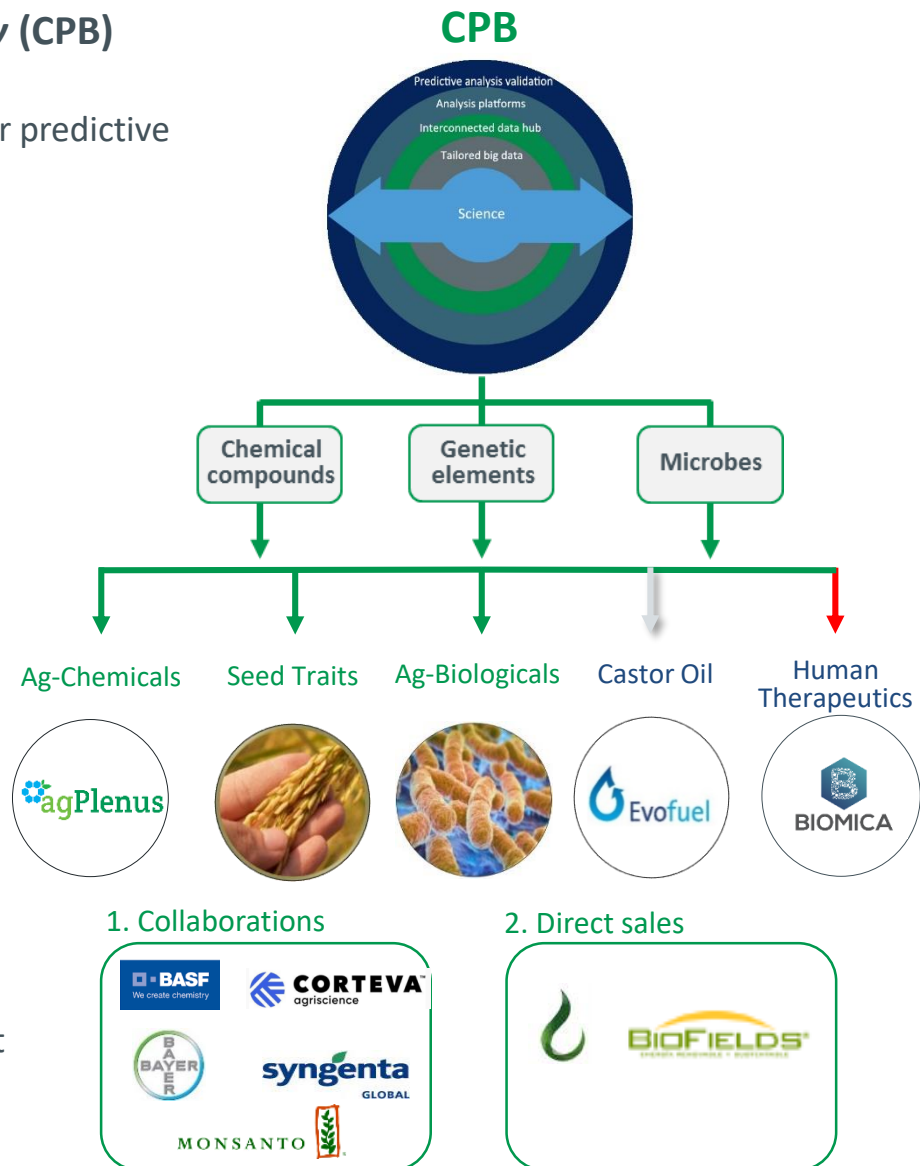
1. Collaborations with world-leading companies

- R&D payments, Milestone payments
- Royalties, other revenue sharing from product sales

2. Direct product sales

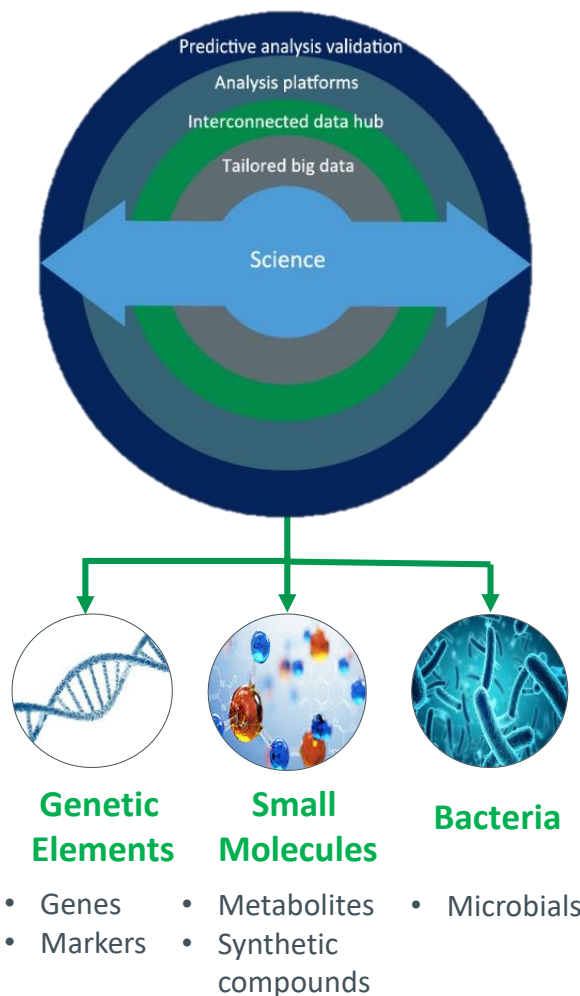
Financial fundamentals -

- Cash position - \$58.2 M (September 30th, 2018), no debt
- Listed on TASE (2007) and NASDAQ (2013)



Our Technology – The CPB Platform

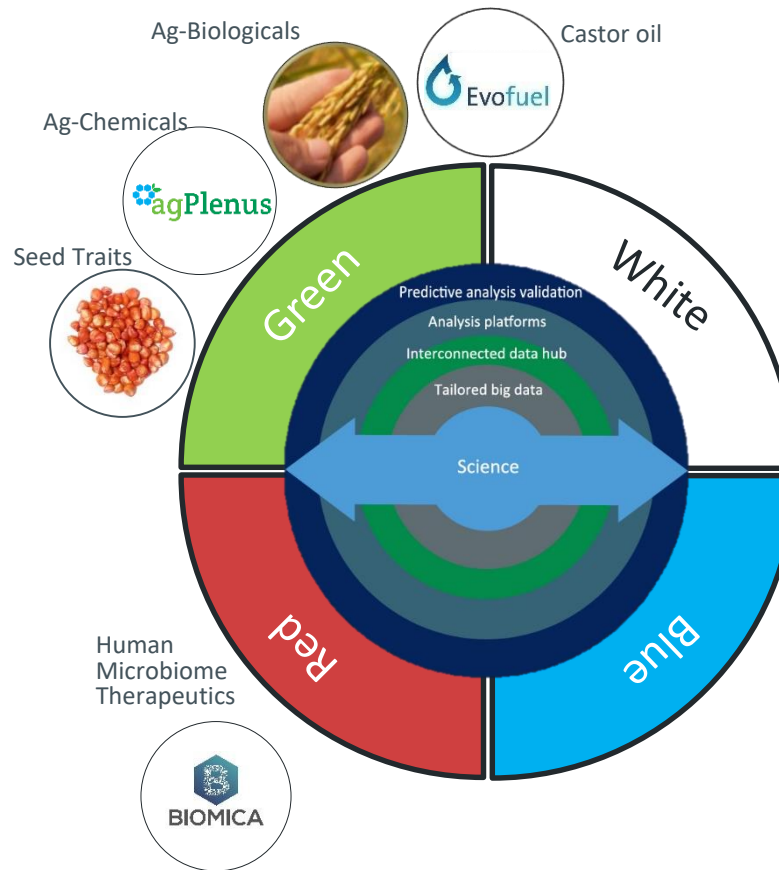
Provide predictions & design of life science product solutions by computationally decoding the biological world



Biotechnology for life science industries

Green - Agriculture

- Ag-Chemicals
- Seeds
- Ag-Biologicals
- Precision Ag
- Livestock
- Biomaterials
- Energy



White- Industrial

- Industrial application
- Polymers
- Enzymes
- Bacteria

Red - Human Health

- Pharmaceutical industry
- Medical application
- Diagnostics

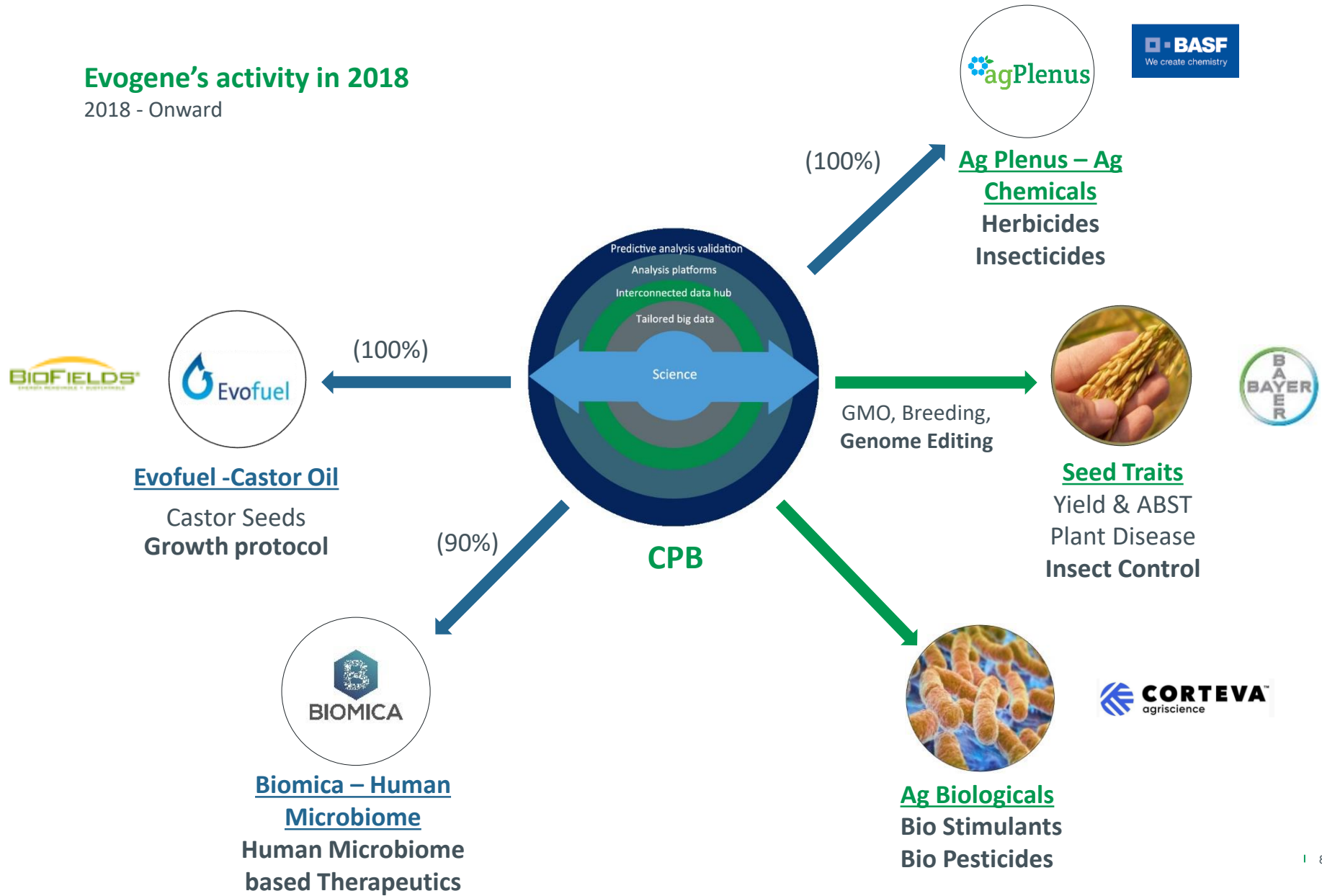
Blue - Aquamarine

- Aquaculture
- Health

Evogene An Evolving Story

Evogene's activity in 2018

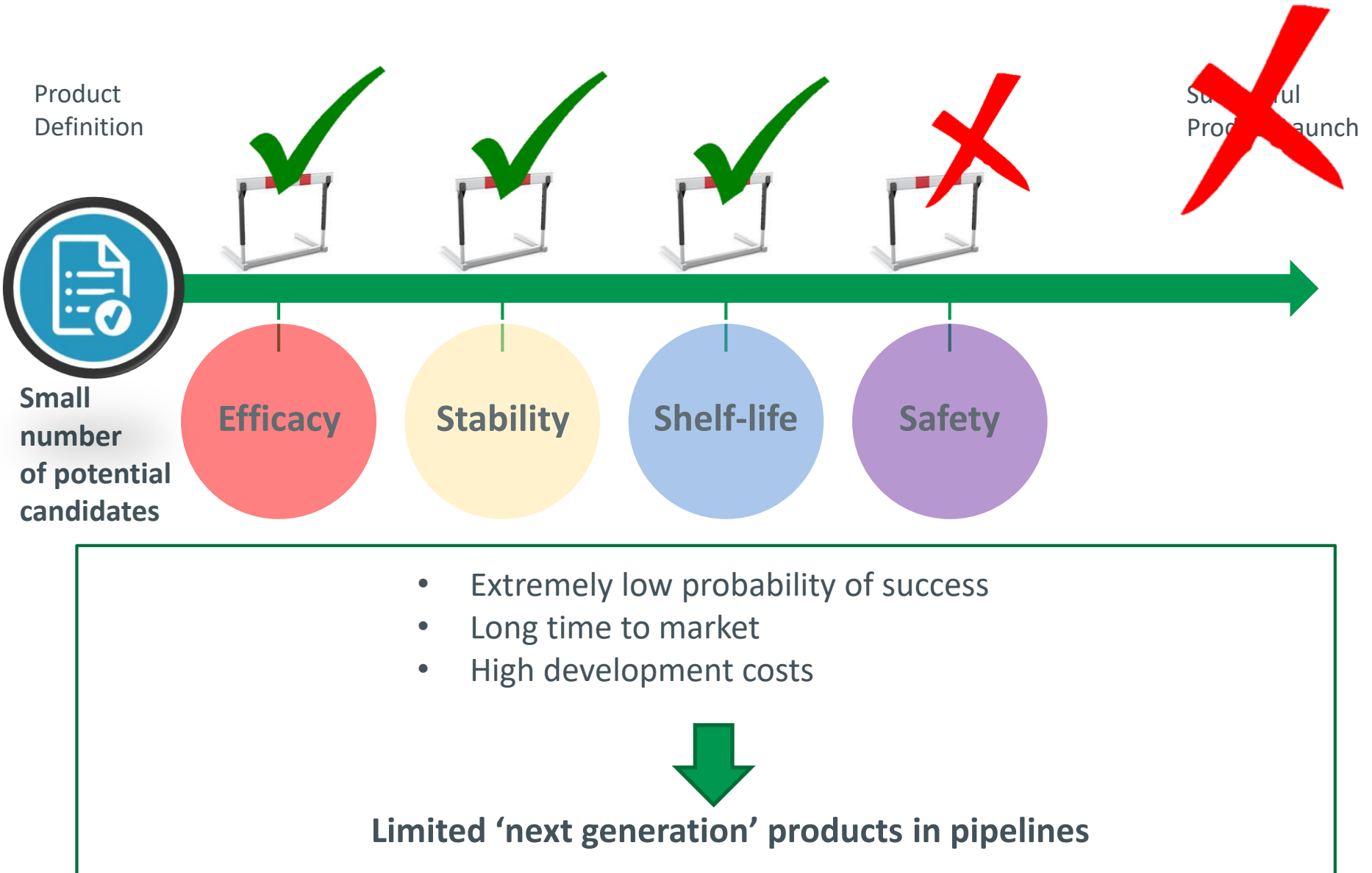
2018 - Onward



Agenda

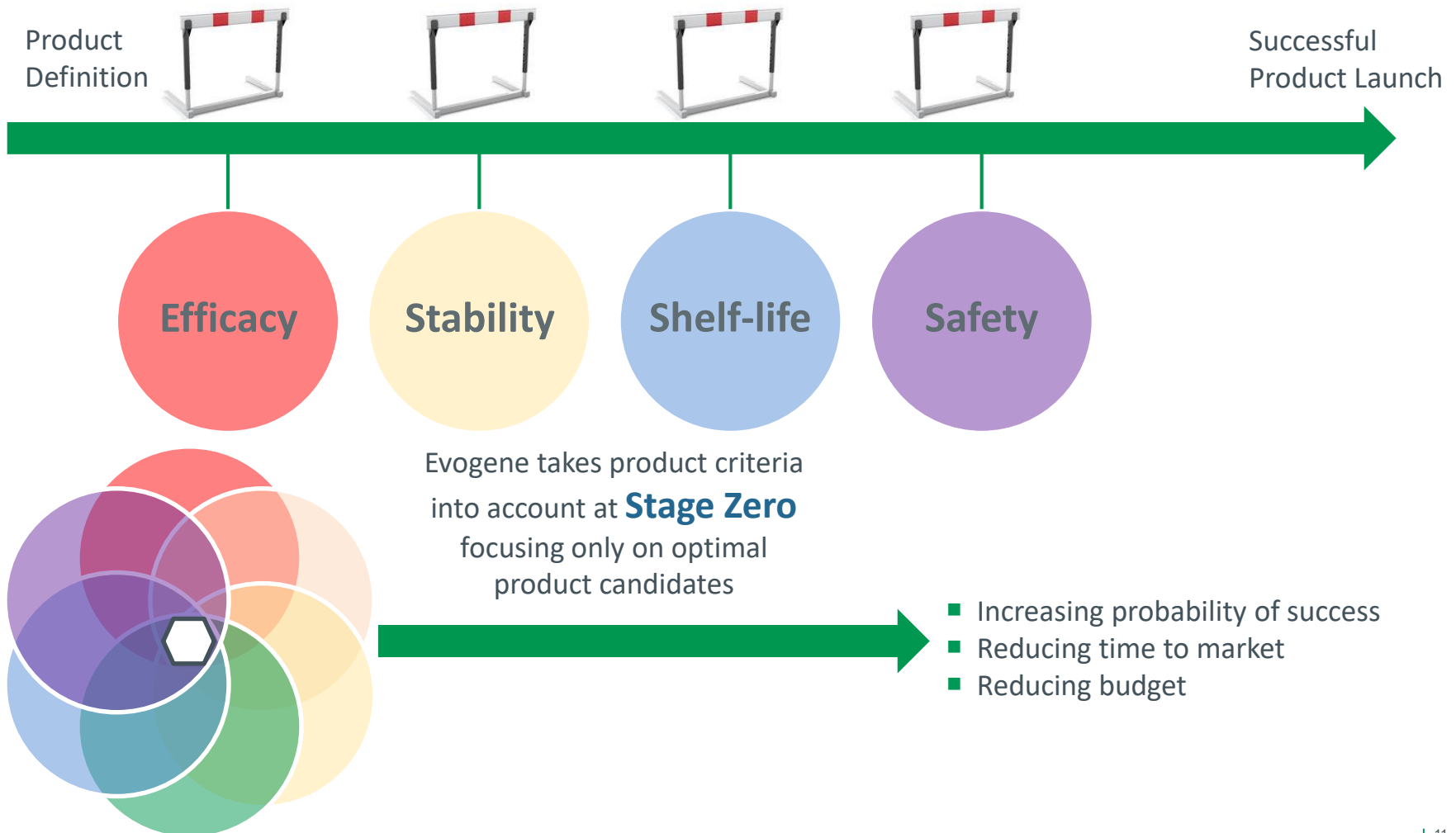
- Introduction
- **CPB Platform**
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The Challenge - Product Development Common Practice



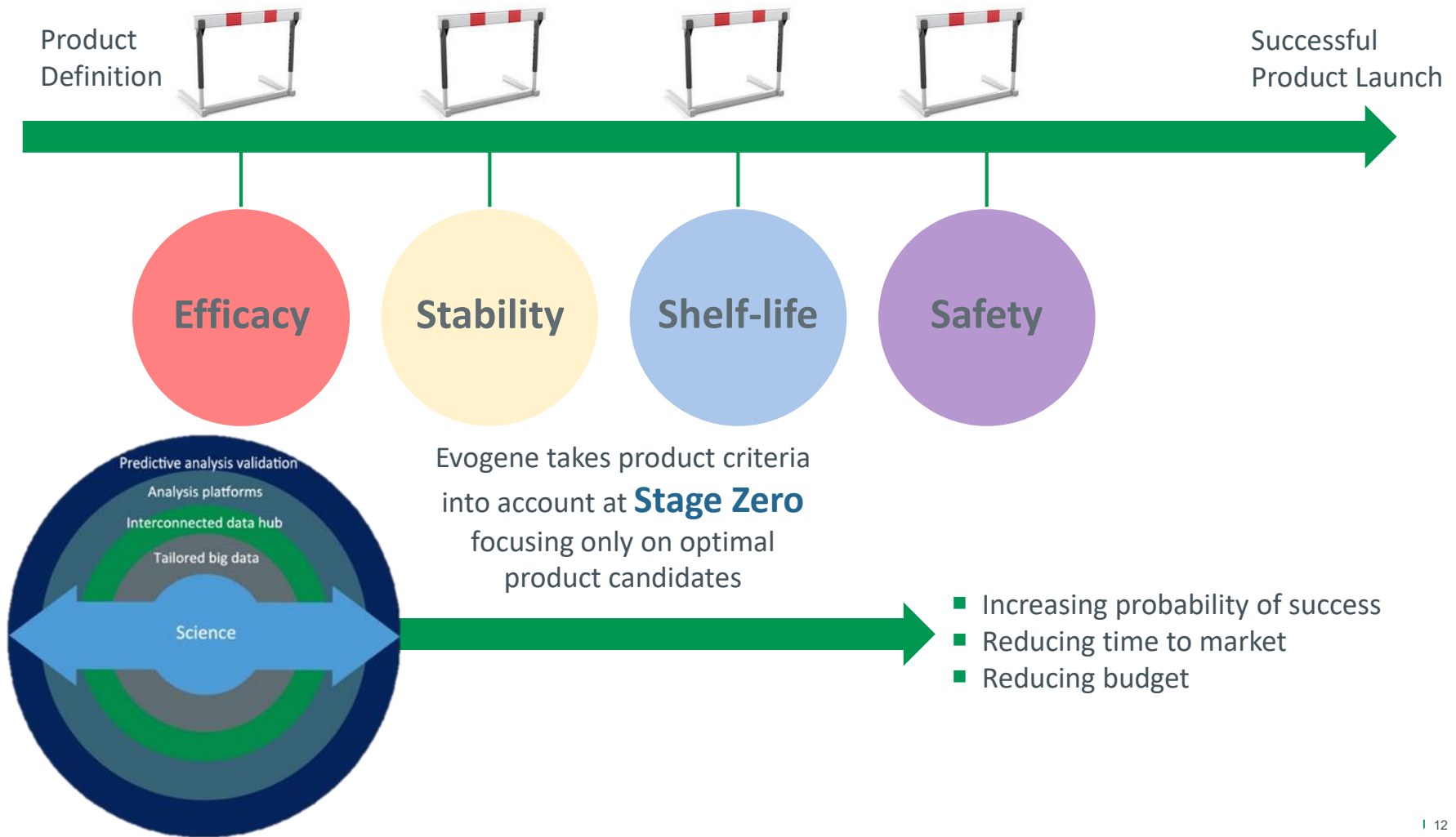
Evogene's Unique Product Development Approach

The increasing number of criteria for successful product launch have made traditional linear methodology inefficient

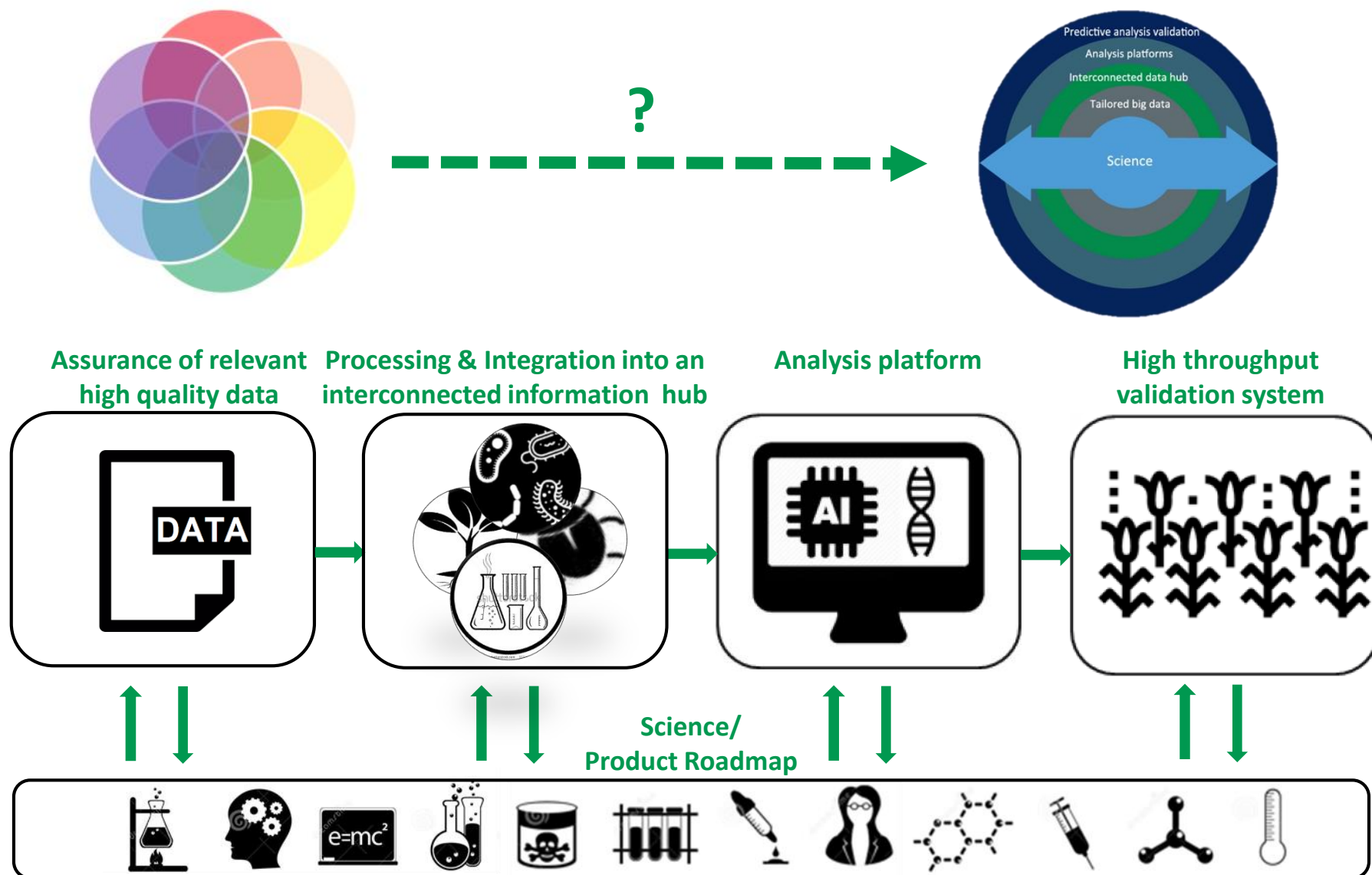


Evogene's Unique Product Development Approach

The increasing number of criteria for successful product launch have made traditional linear methodology inefficient



What is Required of Such a Platform?



Agenda

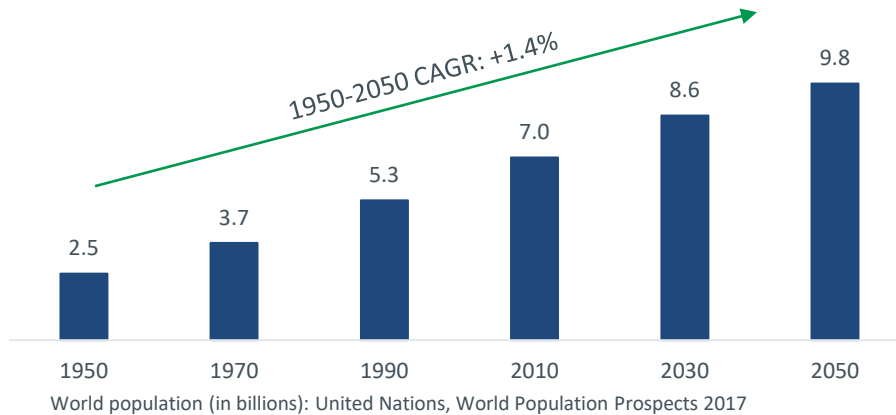
- Introduction
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Agriculture Market Challenges

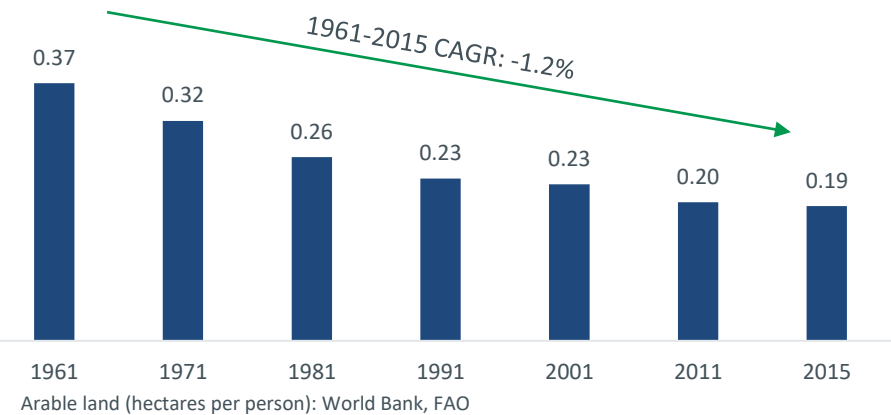


As global population grows...

World Population



Arable land (hectares per person)

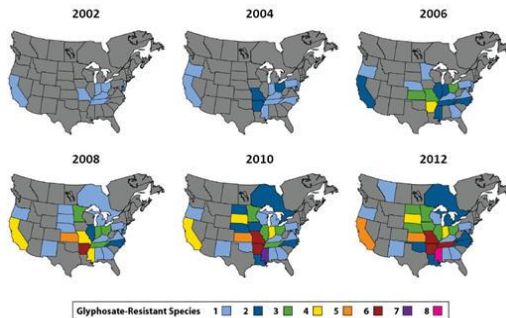


...food production is faced with major challenges

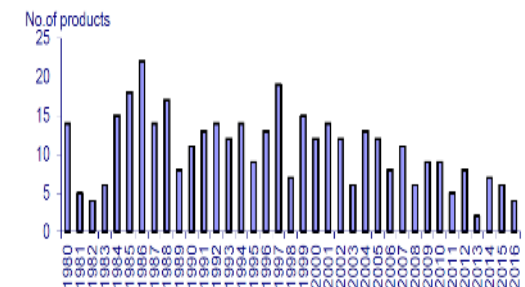
Soaring resistance to herbicides

Heavier regulations, increasing awareness to environment

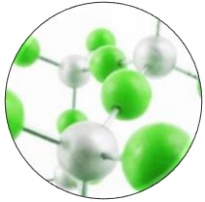
Decline in new product introduction



New Active Ingredient Introductions 1980-2016



Improve and secure crop yields by:



Ag Chemicals -

Market: \$50B* (2016), expected to reach \$70B* (2022)

Product types: Herbicides, Insecticides, Fungicides and Crop Enhancers

Innovation differentiator: Protein targets and small molecules



Seed Traits -

Market: \$37B* (2015)

Product types: Seed traits with improve yields and abiotic stress tolerance, disease resistance, insect control and quality traits

Innovation differentiator : Genes, Edits and other genomic elements



Ag Biologicals -

Market:\$3B* (2015), expected to reach \$8B* (2022)

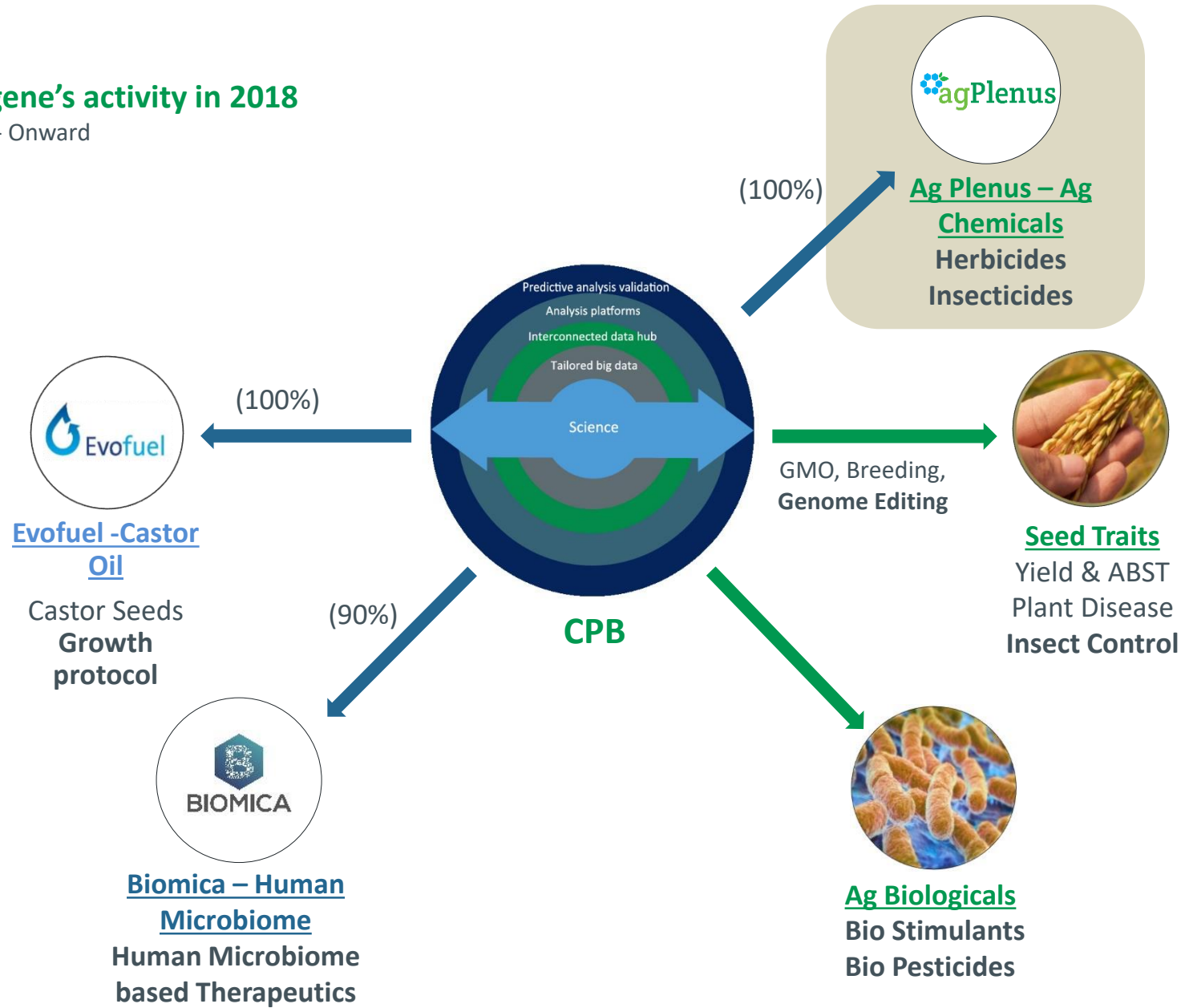
Product types: Bio-stimulants, Bio-insecticides and Bio-fungicides

Innovation differentiator : Mainly microbes

Evogene An Evolving Story - Current

Evogene's activity in 2018

2018 - Onward



Mission: Discover and optimize novel & safe Ag-chemical products, leveraging biology-driven computational chemistry

Products under development:

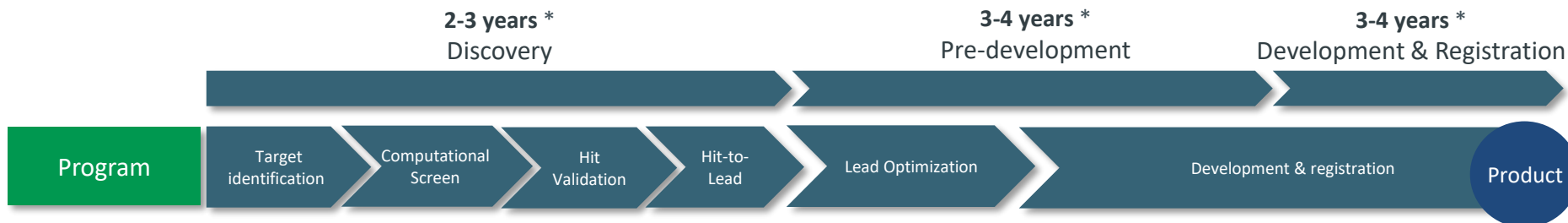


Herbicides –Market size: \$21B* (2016), growing market need for novel herbicides with improved safety profile and solution for increasing resistance to current herbicides

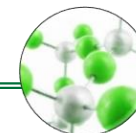


Insecticides - Market size: \$14B* (2016), growing market need for improved insecticide selectivity and solution for increasing resistance to current insecticides

AgPlenus (Ag-Chemicals) - Pipeline



<u>Herbicides</u>					
Novel herbicides**					AG9006
Novel herbicides		Phase undisclosed			
AI optimization					
<u>Insecticides</u>					
Novel insecticides**					
Novel insecticides		Phase undisclosed			



AI-Active Ingredient

Target- Vital proteins in pests

Hit- Active chemical compound

Lead- optimal product candidate

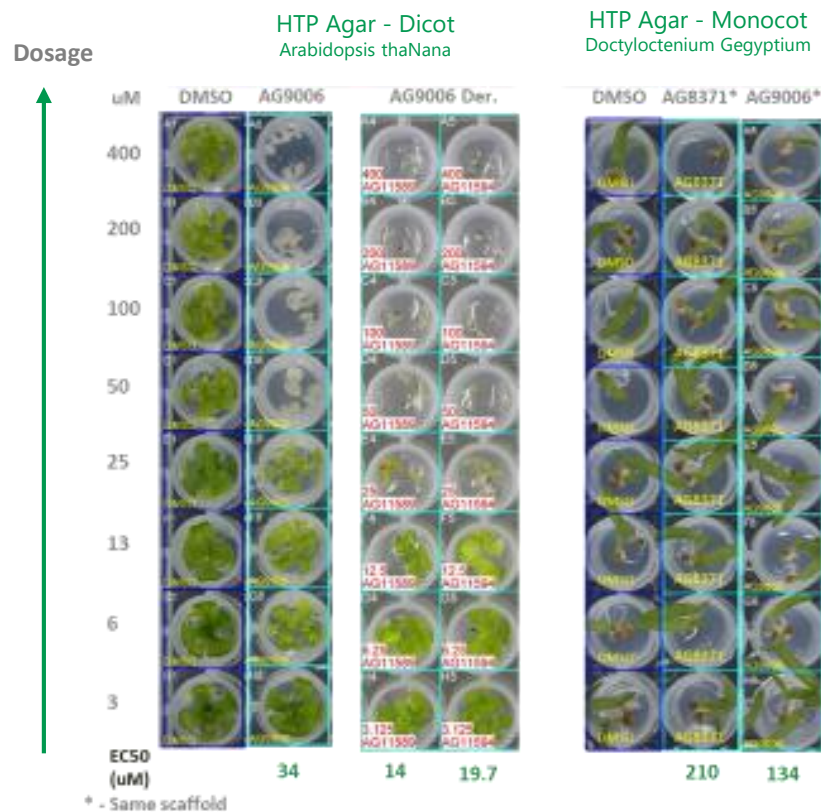
* Timeline according to industry estimates

** Multiple targets

AgPlenus (Ag-Chemicals) - Select Results: Novel Herbicides

AG9006 Herbicidal Scaffold

Example of Efficacy – Lab in-planta screening



Example for Efficacy - Herbicidal Activity in Greenhouse on a panel of target weeds (Scaffold entering optimization)

AG8371
(1.6 Kg/Ha)



No Treatment
(Control – solvent)



Commercial Herbicide
(Indaziflam 0.1Kg/Ha)



AgPlenus (Ag-Chemicals)- Collaboration Example: BASF



- Initiated in 2015, collaboration period - 3 years
- Objective – Novel Herbicides
- Activities:
 - Evogene to identify novel targets and target-linked chemical candidates
 - BASF to screen & validate the chemical candidates and further develop successful candidates towards commercial products



BASF and Evogene announce multiyear collaboration for the development of novel insecticides

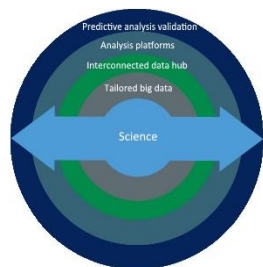
The collaboration achieved its first milestone

Ludwigshafen, Germany and Rehovot, Israel – May 29, 2018 – BASF, one of the world's leading chemical companies, and Evogene Ltd. (NASDAQ, TASE: EVGN), a leading biotechnology company developing novel products for life science markets, announced today a new collaboration focusing on the development of novel insecticides based on new binding areas (Site-of-Action or 'SoA') on key insecticidal target proteins. The parties also announced that the collaboration achieved its first project milestone, with the joint nomination of a set of novel SoAs, discovered by Evogene that will advance to the discovery phase of relevant bioactive compounds.



Target and chemical candidates discovery

Screening, development and commercialization



CPB

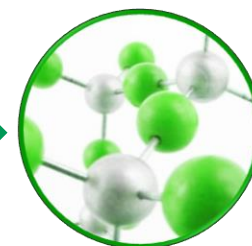
Targets &
chemicals



Chemical
screens

Chemical
hits

Development,
regulation
& registration



**Innovative
Herbicide**

AgPlenus (Ag-Chemicals)- Collaboration Example: BASF



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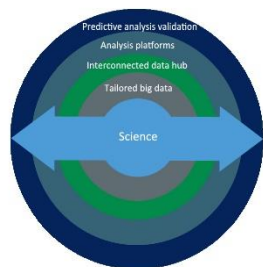
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Target and chemical candidates discovery

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CPB

Targets &
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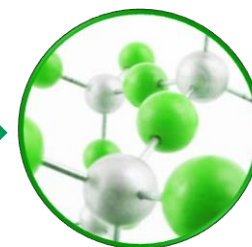


Chemical
screens

Chemical
hits



Development,
regulation
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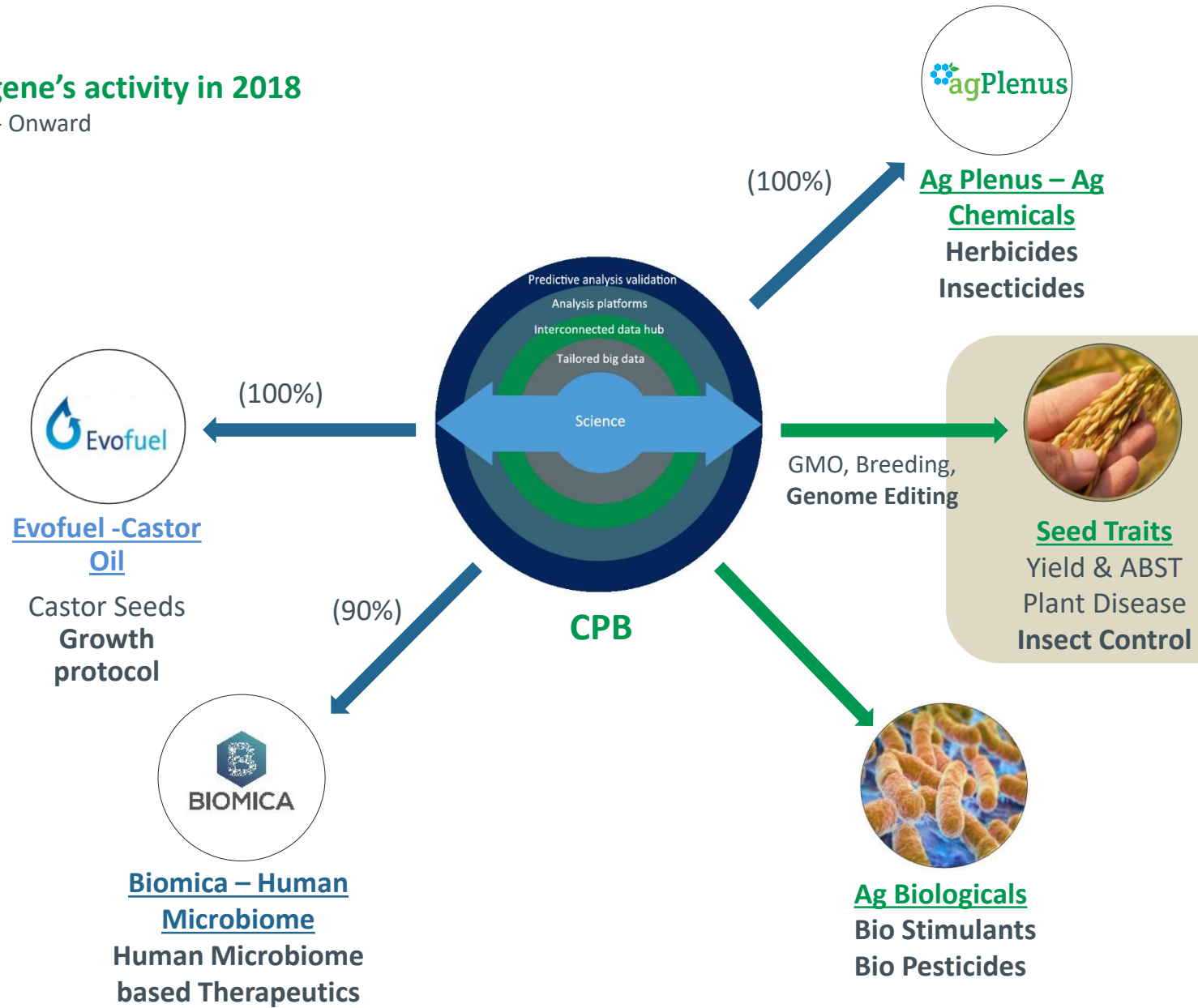


*Innovative
Herbicide*

Evogene An Evolving Story - Current

Evogene's activity in 2018

2018 - Onward



Mission: Bring to market top-quality seeds with high-value traits, under the “Triple S” Concept – Safe, Secure and Sustainable food

Products under development mainly via (i) GMO and (ii) Genome Editing :



Yield and environmental stress traits- Yield, drought, nitrogen usage efficiency



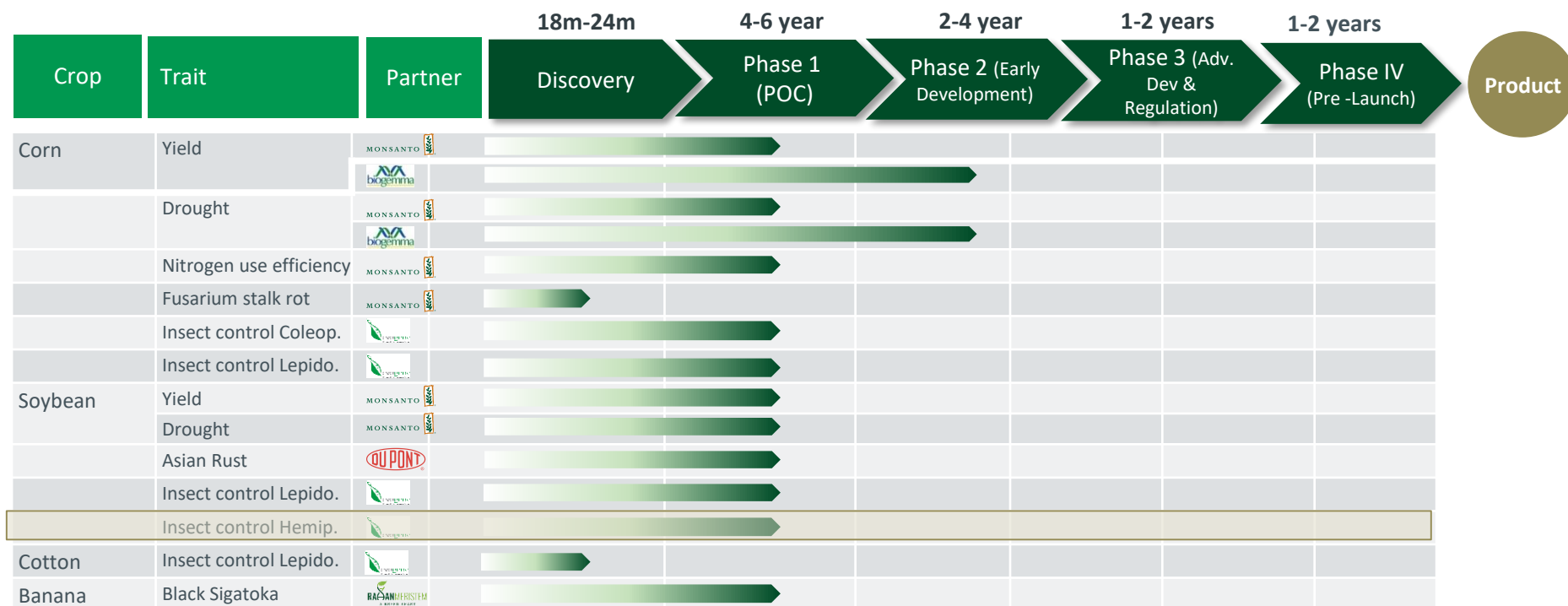
Disease resistance traits- Fusarium, Black Sigatoka, Asian Rust, Nematodes



Insect control traits- Lepidoptera, Coleoptera, Hemiptera

- (i) **GMO** - genetically modified organism: an organism whose genetic material has been altered by means of genetic engineering
- (ii) **Genome Editing** - edits made to the existing genome

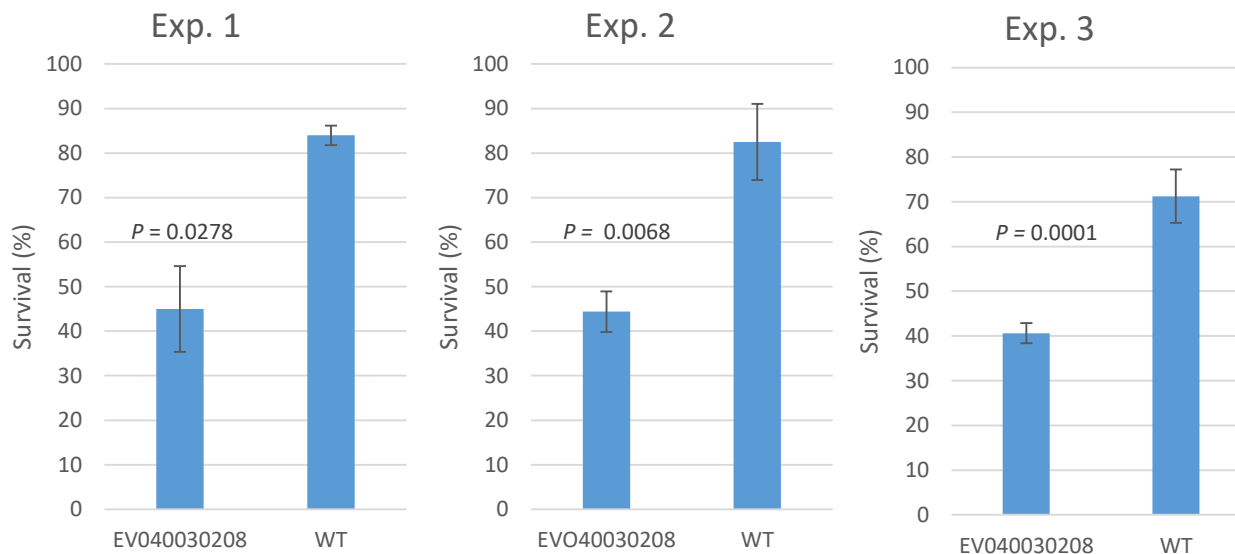
Ag Seeds - Pipeline: Main GMO Product Candidates*



Ag Seeds - Insect Control Active - Example

Confirmed protection from Southern Green Stinkbug (STK) in transgenic tomato in 3 experiments

Gene Controlling Southern Green Stink Bug (STK)



Oneway ANOVA; Tukey-Kramer HSD



- STK is a major Cotton & Soybean pest
- No resistance trait in the market
- EV040030208 is a member of a gene family, 1st hit in a potential 'gold mine' of additional novel insecticidal genes

Ag Seeds - Collaboration Example - Monsanto

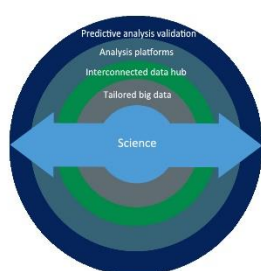
- **Collaboration period** - 10 years
- **Objective** - improved seeds via biotechnology
- **Crops** - corn, soybean, cotton, canola
- **Traits** - (i) Yield/drought tolerance/fertilizer utilization
(II) Fusarium resistance in corn
- **Key terms** -
 - R&D and up-front payments - total ~\$68M
 - Milestone payments + royalties from sales
 - \$30M equity investment



Gene discovery and trait optimization



Development and commercialization



CPB



Model plant validation

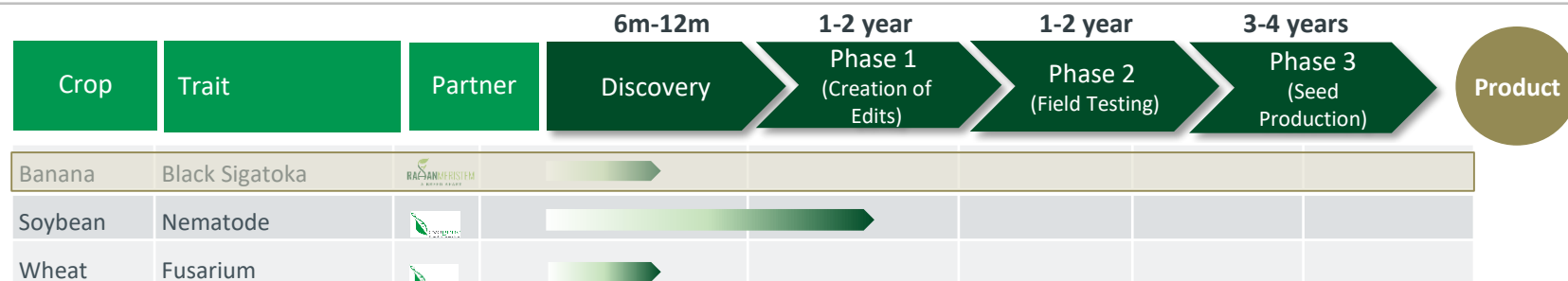


Target plant validation and development



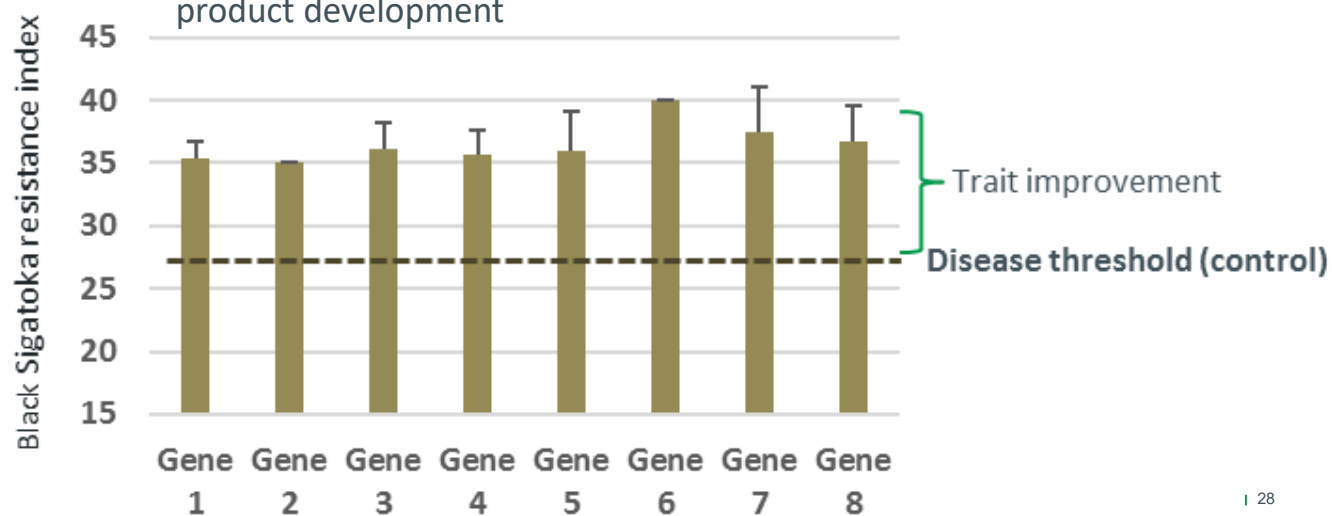
Improved seeds

Ag Seeds - Pipeline: Main Genome Editing Product Candidates*

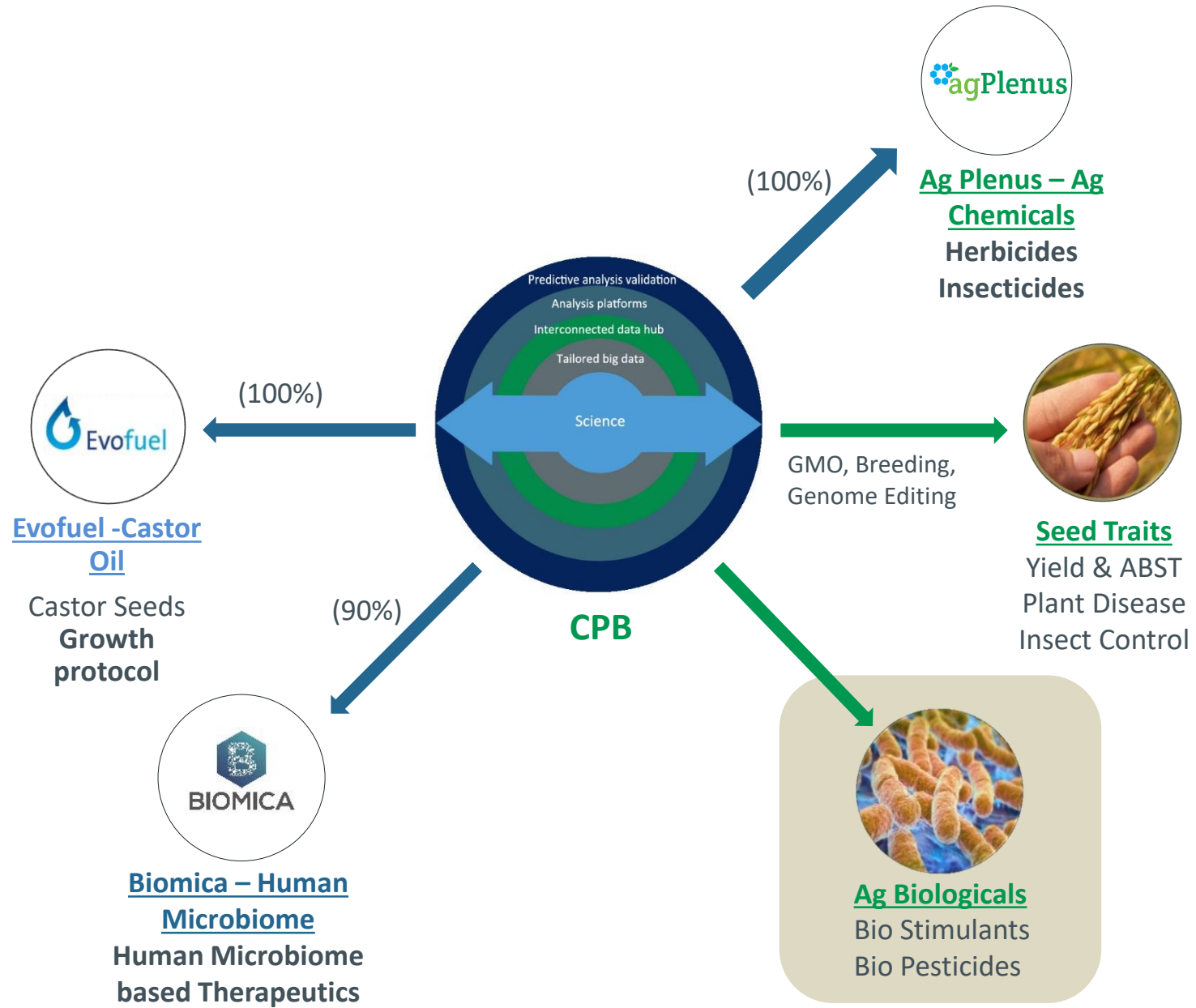


Banana with high resistance to the Black Sigatoka fungus showing positive results (Y2014, Y2016)

- 8 Genes showed repeated increased resistance in two separate banana field trials
- Positive results were observed with zero fumigation
- Leveraging validated genes with positive results to genome editing product development



*Timeline according to industry estimates



Mission: Improving agriculture productivity and sustainability through the introduction of microbiome based Ag-Biologicals

Products under development:

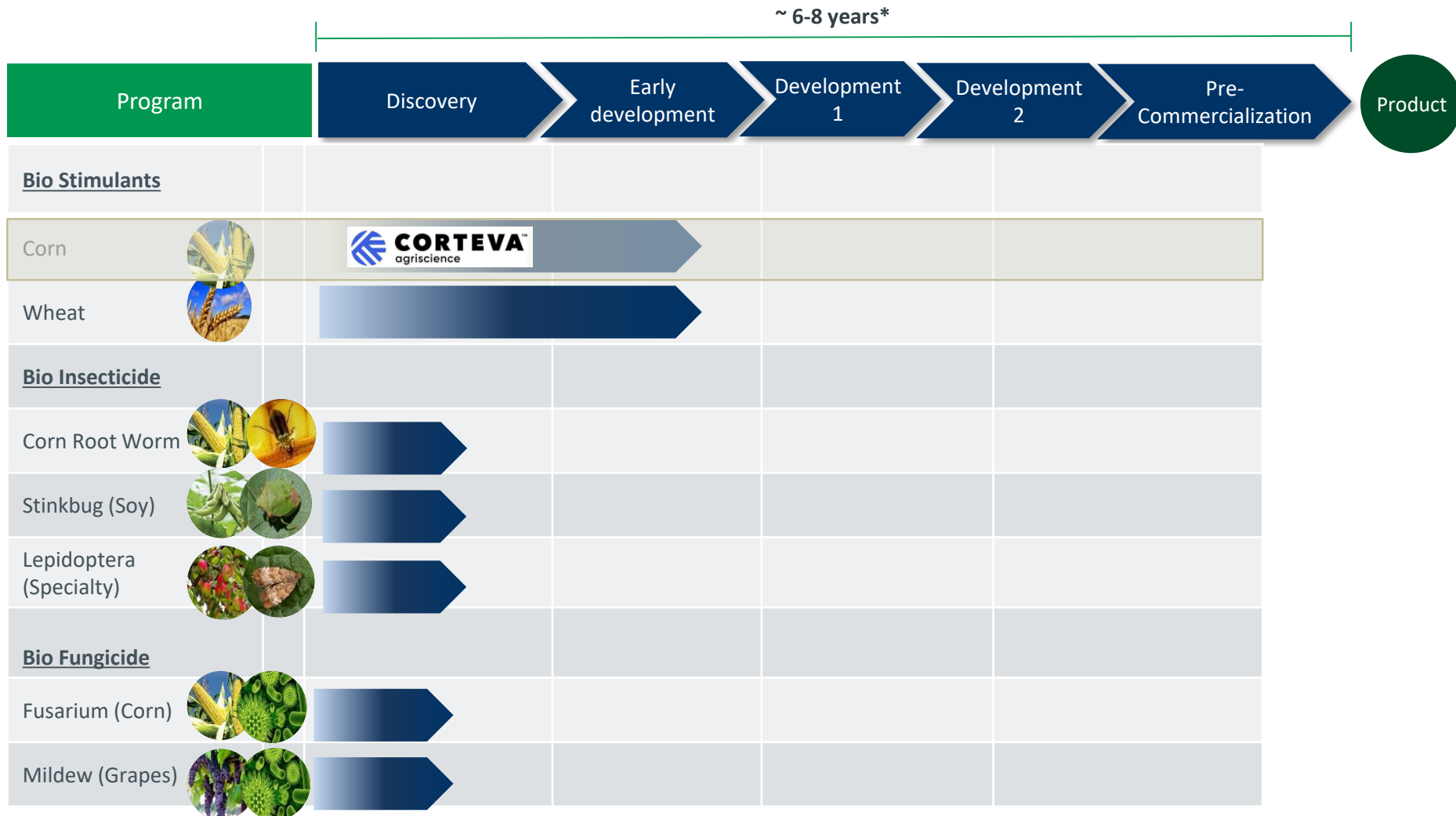


Bio-Stimulant – Market size: \$2B* (2016), Microbial based targeting yield improvement in row crops such as corn, wheat



Bio- Pesticides (Bio-Insecticides & Bio-Fungicides) - Market size: \$1.2B* (2016), Microbial based treatments, targeting insects (corn rootworm, stinkbug and lepidoptera) and fungi (fusarium and mildew)

Ag-Biologicals - Pipeline



*Timeline according to industry estimates

Ag-Biologicals - Select Results: Corn Bio-Stimulants Example

Market potential



<300 M
acres
globally



160M
USA+LATAM
acres



Total
grain value
100,000 M

Market potential – 5% yield
increase:

\$5B

Product Definition

- **Product aim - maximize corn yield:**
 - Yield grain – at harvest
 - Under sub-optimal conditions such as moderate water stress
- **Product application - seed treatment**
- **Targeted geographies**
 - 1st stage - US corn belt
 - 2nd stage - LATAM

14-18% yield increase demonstrated in field trials

EVO_XXX



Mock



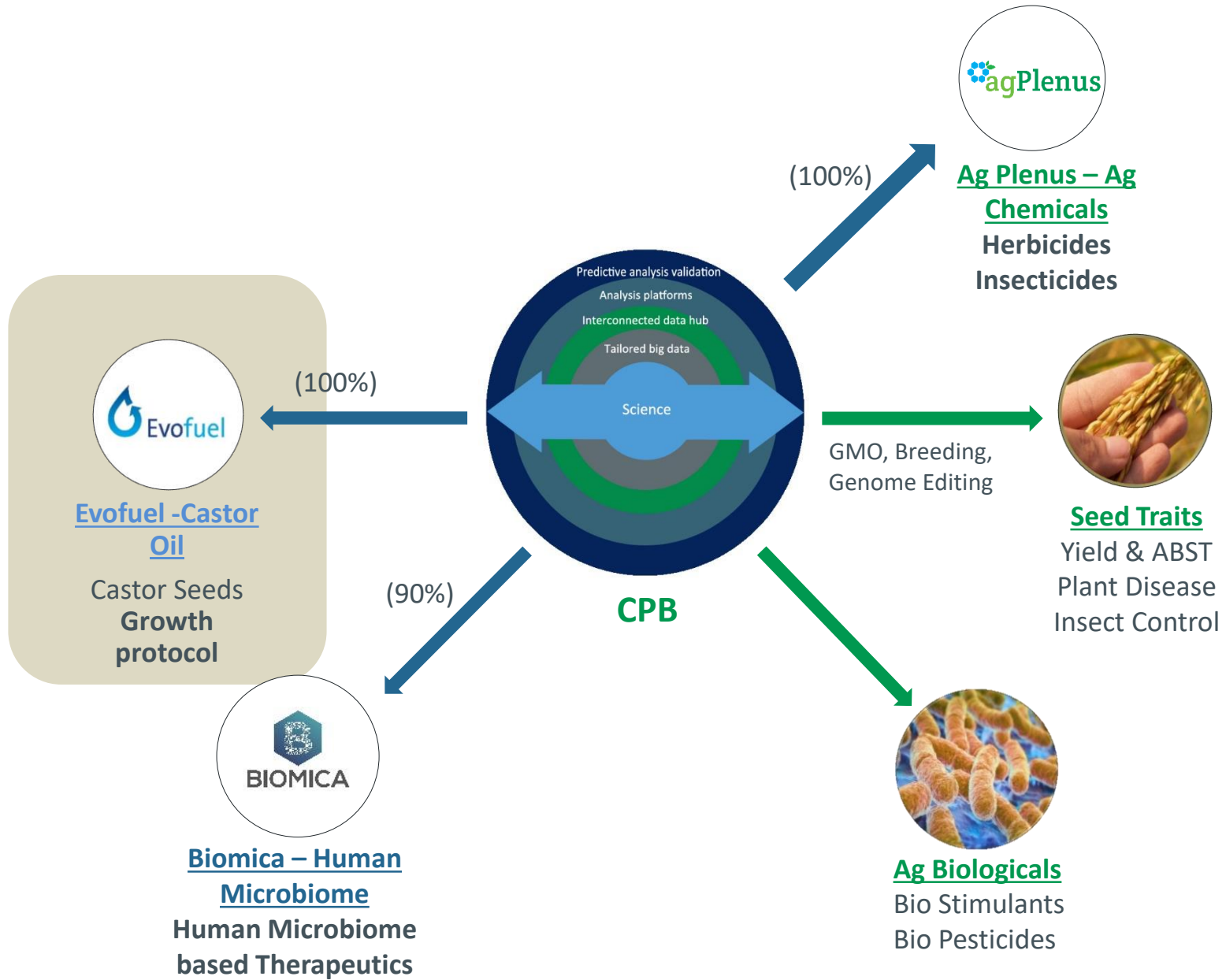
Ag-Biologicals - Collaboration Example: Corteva*

- Initiated in 2017
- Objective - Develop and commercialize microbiome based bio-stimulant products that improve corn yield
- Current stage - Early development
- Activities -
 - Evogene and Corteva to further develop candidate products in target regions in the US
 - Corteva to commercialize products through its world-leading seed treatment business



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Mission: providing castor seeds & ag-service solutions for the castor oil and derivatives industry



Activities

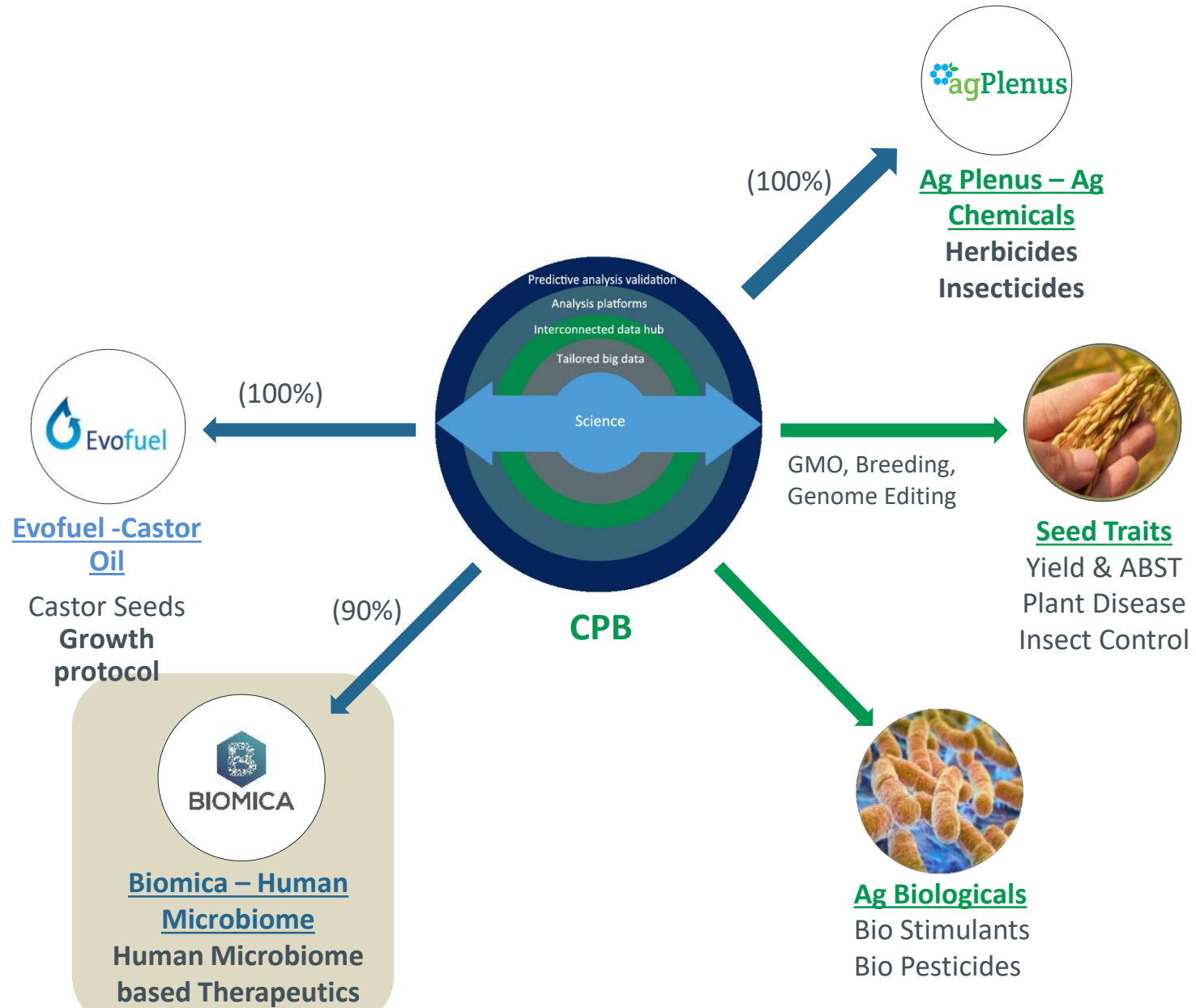
- Develop elite castor varieties - advanced breeding technology and genomics
- Seed production- Castor bean fields for the production of seeds
- Agro-technical support- Market specific crop protocols
- Mechanical harvesting solution support

Evofuel targets South America



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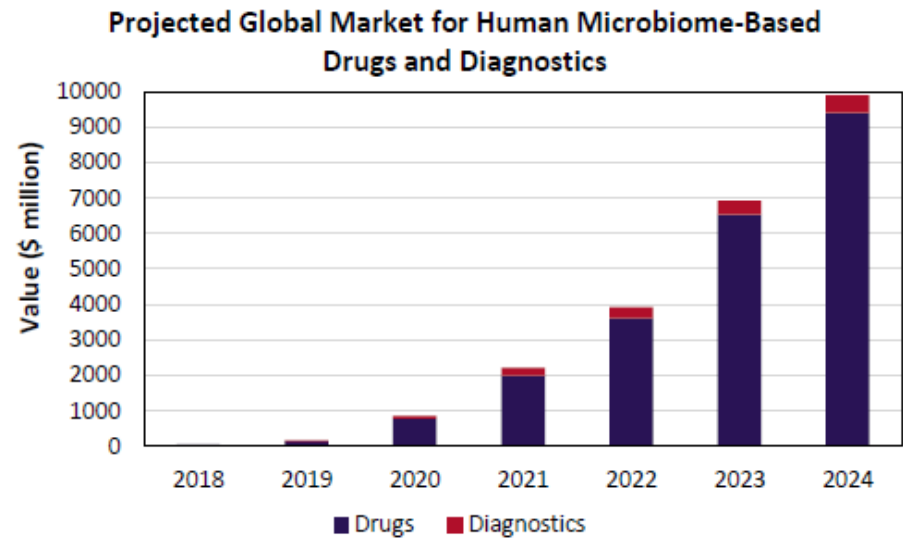
Mission: discovery and development of human microbiome based therapeutics



Activities

- Immuno-oncology (with ICI) – combination therapy for cancer
- MDRO (Multi Drug resistant organisms) – targeting antibiotic resistant bacteria
- CI related disorders - GI inflammatory & functional disorders

Human Microbiome Based Drugs Market



Sources:
BCC Research (2017) – Human Microbiome-based Drugs and Diagnostics Market. SVB – (Emerging Healthcare: Microbiome Investment Trends Aug 2017)

~\$ 10Bn market opportunity by 2024

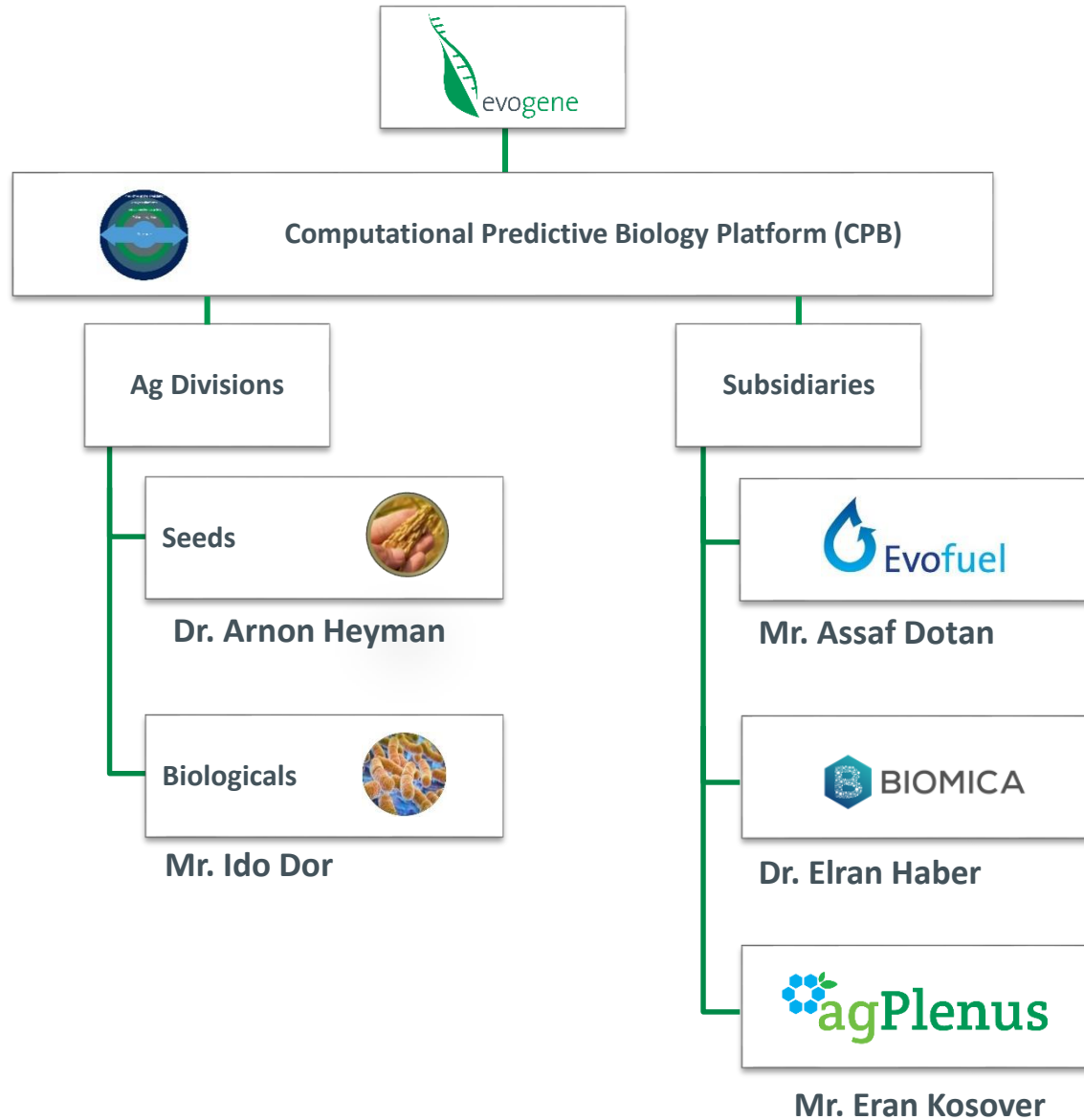
\$1.5Bn invested in microbiome space since 2010

Big pharma and VCs deeply engaged

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Corporate Structure & Business Unit Managers



1

Unique technology platform (CPB), combining expertise in life science and cutting-edge computational technology – *'Connecting the Dots'*

2

Engine for next generation product for life science - targeting multi-billion dollar markets

3

Innovation partner-of-choice for industry leaders

4

Diversified product portfolio with clear paths to milestone payments and royalties

5

Strong balance sheet



Short term catalysts: (i) additional collaborations, (ii) phase advancements in existing product programs, (iii) R&D fees and milestone payments



Thank You

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Appendix - Financials

Key Financials – Balance Sheet

Thousand US \$	30.9.2018	31.12.2017
Current Assets	60,013	72,791
Long-Term Assets	3,653	4,811
Total Assets	63,666	77,602
Current Liabilities	5,062	4,664
Long-Term Liabilities	2,829	3,560
Total Shareholders Equity	55,775	69,378
Total Liabilities & Shareholders Equity	63,666	77,602

Key Points:

- Cash position: ~58.2million USD as of 30.9.2018
- No debt
- Estimated net cash usage for 2018: \$16-\$17 million

Key Financials – P&L

Thousand US \$	Q1-Q3/2018	Q1-Q3/2017	2017
Revenues	1,112	2,647	3,381
Gross Profit	287	436	536
Operating Loss	(14,722)	(15,928)	(21,947)
Loss	(14,983)	(14,614)	(20,838)

Key Points:

- Revenues consist primarily of R&D revenues, reflecting cost reimbursement under our collaboration agreements
- Advancement of our collaboration agreement with Monsanto reducing R&D revenues