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What We Do

We develop novel products for life-science markets... ...through the use of a unique *Computational Predictive Biology* (CPB) platform
An innovative, *Computationally 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 - $72 million (December 31st, 2017), no debt
- Listed on TASE (2007) and NASDAQ (2013)
Strategic Collaborations Through the Years
Evogene – An Evolving Story

IPO TASE - IPO NYSE
2007-2013

Evofuel
Castor Seeds

(100%)

CPB

GMO, Breeding

Seed Traits
Yield & ABST
Plant Disease
Evogene – An Evolving Story

IPO NYSE – Sep 2017
2013-2017

Evofuel
Castor Seeds

Ag Chemicals
Herbicides

GMO, Breeding

Seed Traits
Yield & ABST
Plant Disease
Insect Control

Ag Biologicals
Bio Stimulants

CPB

(100%)
Evogene – An Evolving Story

Sep 2017 - Onward
2017 - Onward

Evogene
Biomica
Evofuel
CPB
GMO, Breeding, Genome Editing
Seed Traits
Yield & ABST
Plant Disease
Insect Control
Ag Biocatalysts
Bio Stimulants
Bio Pesticides
Ag Chemicals
Herbicides
Insecticides

Science
Predictive analysis validation
Analysis platforms
Interconnected data hub
Tailored big data

(100%)
(90%)
Corporate Structure

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
- Biologicals
- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
Corporate Structure

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
- Biologicals
- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
Evogene’s Unique Product Development Approach

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

- Efficacy
- Stability
- Shelf-life
- Safety

Evogene takes product criteria into account at **Stage Zero** focusing only on optimal product candidates.

- Increasing probability of success
- Reducing time to market
- Reducing budget
What is Required of Such a Platform?

- Assurance of relevant high quality data
- Processing & Integration into an interconnected information hub
- Analysis platform
- High throughput validation system

Science/ Product Roadmap
The CPB Platform – From Vision to Reality

Science/Product Roadmap
- Entomology
- Computational Biology
- Microbiology
- Chemistry
- Computer Science

Assurance of relevant high quality & quantity data
- Expression
- QTL
- Phenotypic data
- Metabolomics
- Metagenomics
- PPI
- Structure
- Genome

High throughput validation system

Analysis platform
- ATHLETE™
  Gene discovery
- PointHit™
  Chemical discovery
- PlaNetNG™
  Stack discovery
- Gene2Product™
  Gene optimization
- PoinTar™
  Target discovery
- BiomeMiner™
  Toxic discovery
- MicrobeMiner
  Microbial Discover/Optimization

Processing & Integration into an interconnected information hub
Corporate Structure

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
- Biologicals
- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
Ag Seeds - Market & Potential

$37B* Seeds Market (2016)

<table>
<thead>
<tr>
<th>Trait</th>
<th>Corn</th>
<th>Soy</th>
</tr>
</thead>
<tbody>
<tr>
<td>Insect resistance</td>
<td>$3.2B</td>
<td>$0.5B</td>
</tr>
<tr>
<td>Herbicide tolerance</td>
<td>$3.5B</td>
<td>$1.5B</td>
</tr>
<tr>
<td>Yield</td>
<td>$1.5B</td>
<td>$1.2B</td>
</tr>
<tr>
<td>Drought tolerance</td>
<td>$0.65B</td>
<td>$0.45B</td>
</tr>
<tr>
<td>Disease resistance</td>
<td>$1B</td>
<td>$1B</td>
</tr>
</tbody>
</table>

* Source: Phillips McDougall
Improved Seed Traits
Via: GMO, Genome Editing & Breeding

Products under development:

- **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

The CPB platform - ‘Connecting the Dots’

- Stability
- Safety
- Environment
- Efficacy
## Ag Seeds Pipeline – Main GMO Product Candidates*

<table>
<thead>
<tr>
<th>Crop</th>
<th>Trait</th>
<th>Partner</th>
<th>Discovery</th>
<th>Phase 1 (POC)</th>
<th>Phase 2 (Early Development)</th>
<th>Phase 3 (Adv. Dev &amp; Regulation)</th>
<th>Phase IV (Pre-Launch)</th>
<th>Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>Corn</td>
<td>Yield</td>
<td>Monsanto</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Drought</td>
<td>Monsanto</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>Nitrogen use efficiency</td>
<td>Monsanto</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td></td>
<td>Fusarium stalk rot</td>
<td>Monsanto</td>
<td></td>
<td></td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td></td>
<td>Insect control Coleop.</td>
<td>Monsanto</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>Insect control Lepid.</td>
<td>Monsanto</td>
<td></td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Soybean</td>
<td>Yield</td>
<td>Monsanto</td>
<td></td>
<td></td>
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<td></td>
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<tr>
<td></td>
<td>Drought</td>
<td>Monsanto</td>
<td></td>
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<td></td>
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</tr>
<tr>
<td></td>
<td>Asian Rust</td>
<td>Monsanto</td>
<td></td>
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</tr>
<tr>
<td></td>
<td>Insect control Lepid.</td>
<td>Monsanto</td>
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</tr>
<tr>
<td></td>
<td>Insect control Hemip.</td>
<td>Monsanto</td>
<td></td>
<td></td>
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</tr>
<tr>
<td>Cotton</td>
<td>Insect control Lepid.</td>
<td>Monsanto</td>
<td></td>
<td></td>
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<td></td>
</tr>
<tr>
<td>Banana</td>
<td>Black Sigatoka</td>
<td>Monsanto</td>
<td></td>
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</tr>
</tbody>
</table>

*Timeline according to industry estimates
Insect Control Active - Example

Model plant - leaf assay with cotton leafworm

- Active against two lepidopteran species in two different plant systems & against the hemipteran species Soybean aphid
- Progressing into target plants
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 (incl. $12M in IPO)
Genome Editing – New Promising Technology

- Novel method for improving seed traits
- Resulting products may be considered Non-GMO with shorter time to market
- Major opportunity for all crops and locations

Evogene’s unique advantage – ‘What to edit’
Technological capabilities, knowledge and proprietary plant genomics big data, allow the identification of required edit-targets for crop improvement.
### Ag Seeds Pipeline - Main Genome Editing Product Candidates*

<table>
<thead>
<tr>
<th>Crop</th>
<th>Trait</th>
<th>Partner</th>
<th>6m-12m</th>
<th>1-2 year</th>
<th>1-2 year</th>
<th>3-4 years</th>
<th>Product</th>
</tr>
</thead>
<tbody>
<tr>
<td>Banana</td>
<td>Black Sigatoka</td>
<td></td>
<td>Discovery</td>
<td>Phase 1 (Creation of Edits)</td>
<td>Phase 2 (Field Testing)</td>
<td>Phase 3 (Seed Production)</td>
<td></td>
</tr>
<tr>
<td>Soybean</td>
<td>Nematode</td>
<td></td>
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</tr>
<tr>
<td>Wheat</td>
<td>Fusarium</td>
<td></td>
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<td></td>
</tr>
</tbody>
</table>

*Timeline according to industry estimates

**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

![Banana with high resistance to the Black Sigatoka fungus showing positive results](image)

![Graph showing Black Sigatoka resistance index](chart)

*Trait improvement

*Disease threshold (control)*
Corporate Structure

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
- Biologicals
- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
Ag Biologicals Market & Potential

Ag-Biologicals Market ~$3.2B*  
2015

Ag-Biologicals Innovation Potential - Development of “next generation” products

Major Ag companies are getting in:

New startups are emerging:

Key market drivers

- Microbiome a promising source for innovation, now accessible via maturing technologies
- Relatively short time and low investment to market
- Environmentally friendly

Bio-Stimulants & Bio-Pesticides

Products under development:

Harnessing naturally occurring microbiome to develop:

- **Bio-Stimulant seed treatments** – targeting yield improvement in row crops such as corn, wheat
- **Bio-Insecticides** – corn root worm, stinkbug, lepidoptera
- **Bio-Fungicides** - targeting fusarium and mildew

The CPB platform - ‘Connecting the Dots’

<table>
<thead>
<tr>
<th>Plant</th>
<th>Microbiome</th>
<th>Pest</th>
</tr>
</thead>
<tbody>
<tr>
<td>Multiple hosts and alternative hosts to capture physiological, genetic and microbiome understanding.</td>
<td>Plant and pest microbiome mapping and break-down complex interactions into strains and functions.</td>
<td>Multiple populations to capture physiological, genetic and microbiome understanding.</td>
</tr>
</tbody>
</table>

- *Abelia*
- *Abelmoschus*
- *Corn*
- *Aegilops*
- *Aliciella*
- *Ailanthus*
- *Agrimonia*
- *Nertera*
- *Marasmius rovelli*
- *Magnaporthe oryzae*
- *Cinerea heliotri*
- *E. gramineus*
- *Hordeum vulgare*
- *Fusarium solani*
- *Rhytisma occidentale*
# Ag-Biologicals Pipeline

<table>
<thead>
<tr>
<th>Program</th>
<th>Discovery</th>
<th>Early development</th>
<th>Development 1</th>
<th>Development 2</th>
<th>Pre-Commercialization</th>
<th>Product</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Bio Stimulants</strong></td>
<td></td>
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<tr>
<td>Corn</td>
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<tr>
<td>Wheat</td>
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<tr>
<td><strong>Bio Insecticide</strong></td>
<td></td>
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<tr>
<td>Corn Root Worm</td>
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<tr>
<td>Stinkbug (Soy)</td>
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<tr>
<td>Lepidoptera (Specialty)</td>
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<td><strong>Bio Fungicide</strong></td>
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<tr>
<td>Fusarium (Corn)</td>
<td></td>
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<td></td>
<td></td>
</tr>
<tr>
<td>Mildew (Grapes)</td>
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</tbody>
</table>

*Timeline according to industry estimates*

~ 6-8 years*
10% Yield improvement in field trials (2016, 2017)

Under moderate drought

EVO004

Main ears at harvest

None - inoculated

Main ears at harvest

None - inoculated

EVO004

Stem below ear R2

Ear R3

Stem below ear R2

Ear R3

Yield improvement in field trials (2016, 2017)
Collaboration Example - DuPont-Pioneer

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

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
- Biologicals
- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
Ag-Chemicals - Market & Potential

Agro-Chemical Market expected to reach ~$70B in 2022**

~$50B* Agro-Chemical Market (2016)

Insecticides 28%
Fungicides 27%
Herbicides 42%
Other 3%

Innovation Potential – finding the next generation of novel Ag-Chemicals

Increasing weed resistance to leading herbicide - Glyphosate

Food Security - necessity of Ag-Chemicals in light of growing resistance issues (crop protection Ag-Chemicals account for ~50% of key crop yield)

Novel MoA Ag-Chemicals - due to increasing pest resistance to existing products

Environmentally safe Ag-Chemicals - strong regulatory emphasis on safety

*Source: Phillips McDougall
** Sources: ‘Phillips McDougall’ and ‘Markets and Markets’, 2017

Herbicides & Insecticides

- Novel Herbicides - inhibiting novel MoA (Mode-of-Action)
- Novel Insecticides - inhibiting novel SoA (Site-of-Action) within key nerve and muscle targets
- Optimized Active Ingredient (AI) Herbicides/Insecticides - optimization of known chemicals to improve product attributes
Ag-Chemicals Pipeline

2-3 years Discovery

- Target identification
- Computational Screen
- Hit Validation
- Hit-to-Lead

3-4 years Pre-development

- Lead Optimization

3-4 years Development & Registration

Product

<table>
<thead>
<tr>
<th>Program</th>
<th>Discovery</th>
<th>Pre-development</th>
<th>Development &amp; Registration</th>
</tr>
</thead>
<tbody>
<tr>
<td>Herbicides</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Novel herbicides</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>AI optimization</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New targets</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Insecticides</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Novel SoA</td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>New SoA</td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>

*Timeline according to industry estimates

**Definitions**

**AI** - Active Ingredient

**SoA** - Site-of-Action

**MoA** - Mode-of-Action

**Target** - Vital functions in pests

**Hit** - Chemical compound discovered to impact a target

**Lead** - Optimal product candidate
Select Results – Novel Herbicides

Example for Chemical Compound - Displaying Herbicidal Activity in Greenhouse

**Commercial herbicide** (positive control)

**EVO AG1345***

**No treatment** (negative control)

*Initial results before optimization

Example of Efficacy Optimization of Chemical Compounds on Weeds (Y 2017)

<table>
<thead>
<tr>
<th>Molecule</th>
<th>Molecule Optimization</th>
</tr>
</thead>
<tbody>
<tr>
<td><img src="image" alt="Images of various treatments and dosages for herbicides." /></td>
<td><img src="image" alt="Images of optimized molecule dosages." /></td>
</tr>
</tbody>
</table>

Dosage
Collaboration Example - BASF

- Initiated in 2015, collaboration period - 3 years
- Objective - Herbicides with new MOA
- Discovery stage
- 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

Target and chemical candidates discovery

Screening, development and commercialization
Corporate Structure

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
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- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
Evofuel

Mission: providing farmers with the most advanced castor seeds & ag-service solutions

Activities

- Genomics & Technology- advanced breeding and varieties
- 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
Mission: discovery and development of human microbiome based therapeutics

Activities

- Evogene’s computational predictive biology (CPB) platform enables multi-layer analysis for the discovery of highly efficacious therapeutic candidates and relevant microbiome-based biomarkers
- Initiated in 2017, Biomica represents Evogene’s first effort to apply its predictive discovery capabilities in the field of human health.

Human Microbiome Based Drugs Market

- Projected Global Market for Human Microbiome-Based Drugs and Diagnostics

Sources:

~$ 10Bn market opportunity by 2024
$840M invested in microbiome space since 2010
Big pharma and VCs deeply engaged
Corporate Structure

Computational Predictive Biology Platform (CPB)

Ag Divisions
- Seeds
- Biologicals
- Chemicals

Subsidiaries
- Evofuel
- BIOMICA
## Evogene Highlights

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**

6. **Short term catalysts: (i) collaborations, (ii) phase advancements, (iii) milestone payments, (iv) Evofuel seed sales**
Thank You

Contact:
investors@evogene.com
T: +972 8 931 1934
Appendix - Financials
## Key Financials – Balance Sheet

<table>
<thead>
<tr>
<th></th>
<th></th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td>Current Assets</td>
<td>72,791</td>
<td>89,490</td>
</tr>
<tr>
<td>Long-Term Assets</td>
<td>4,811</td>
<td>6,496</td>
</tr>
<tr>
<td><strong>Total Assets</strong></td>
<td><strong>77,602</strong></td>
<td><strong>95,986</strong></td>
</tr>
<tr>
<td>Current Liabilities</td>
<td>4,664</td>
<td>5,225</td>
</tr>
<tr>
<td>Long-Term Liabilities</td>
<td>3,560</td>
<td>3,472</td>
</tr>
<tr>
<td>Shareholders Equity</td>
<td>69,378</td>
<td>87,289</td>
</tr>
<tr>
<td><strong>Total Liabilities &amp; Shareholders Equity</strong></td>
<td><strong>77,602</strong></td>
<td><strong>95,986</strong></td>
</tr>
</tbody>
</table>

### Key Points:

- **Cash position:** ~72 million USD as of 31.12.2017
- No debt
- Estimated net cash usage for 2018: $14-$16 million
### Key Financials – P&L

<table>
<thead>
<tr>
<th>Thousand US $</th>
<th>2017</th>
<th>2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenues</td>
<td>3,381</td>
<td>6,540</td>
</tr>
<tr>
<td>Gross Profit</td>
<td>536</td>
<td>901</td>
</tr>
<tr>
<td>Operating Loss</td>
<td>(21,947)</td>
<td>(21,089)</td>
</tr>
<tr>
<td>Net Loss</td>
<td>(20,838)</td>
<td>(19,592)</td>
</tr>
</tbody>
</table>

### 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.