



Company Presentation

October, 2017



Ofer Haviv, President & CEO

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

...through the use of a unique computational predictive biology platform



About Us

- Evogene is a leading company for the development of novel products for life science markets through the use of a unique computational predictive biology (CPB) platform
- Today, focused on developing products in three fields in the Ag world: Seeds, Ag- Biologicals and Ag-Chemicals
- Two subsidiaries: Evofuel (100%) - Castor Seeds and Biomica (90%) - Human Microbiome
- Strategic collaborations over the years with world-leading companies such as BASF, Bayer, DuPont-Pioneer, Monsanto, Syngenta and ICL
- Revenue stream: (i) R&D payments, (ii) milestone payments (iii) royalties from product sales
- **An updated strategy was defined - consists of shorter time to market and more downstream activities**

Additional Facts:

- Located in Rehovot, Israel and St. Louis, Missouri, US
- ~160 employees, ~ 50 PhDs
- Traded on NASDAQ and TASE, covered by Credit Suisse and Piper Jaffray
- Cash position: ~80 million USD as of June 30th , 2017; no debt



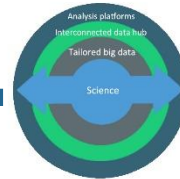
Evogene – An Evolving Story

IPO TASE - IPO NYSE



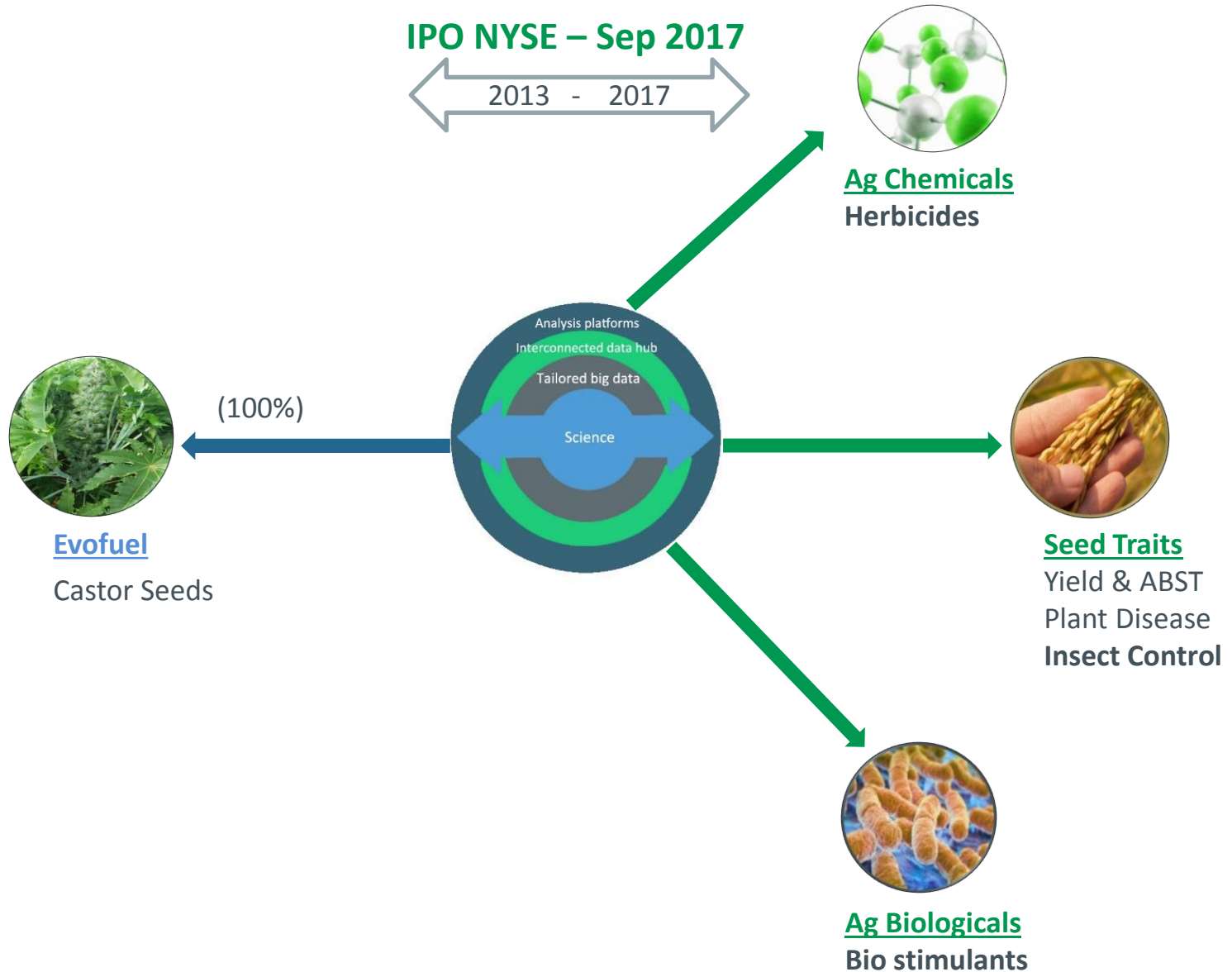
Evofuel
Castor Seeds

(100%)

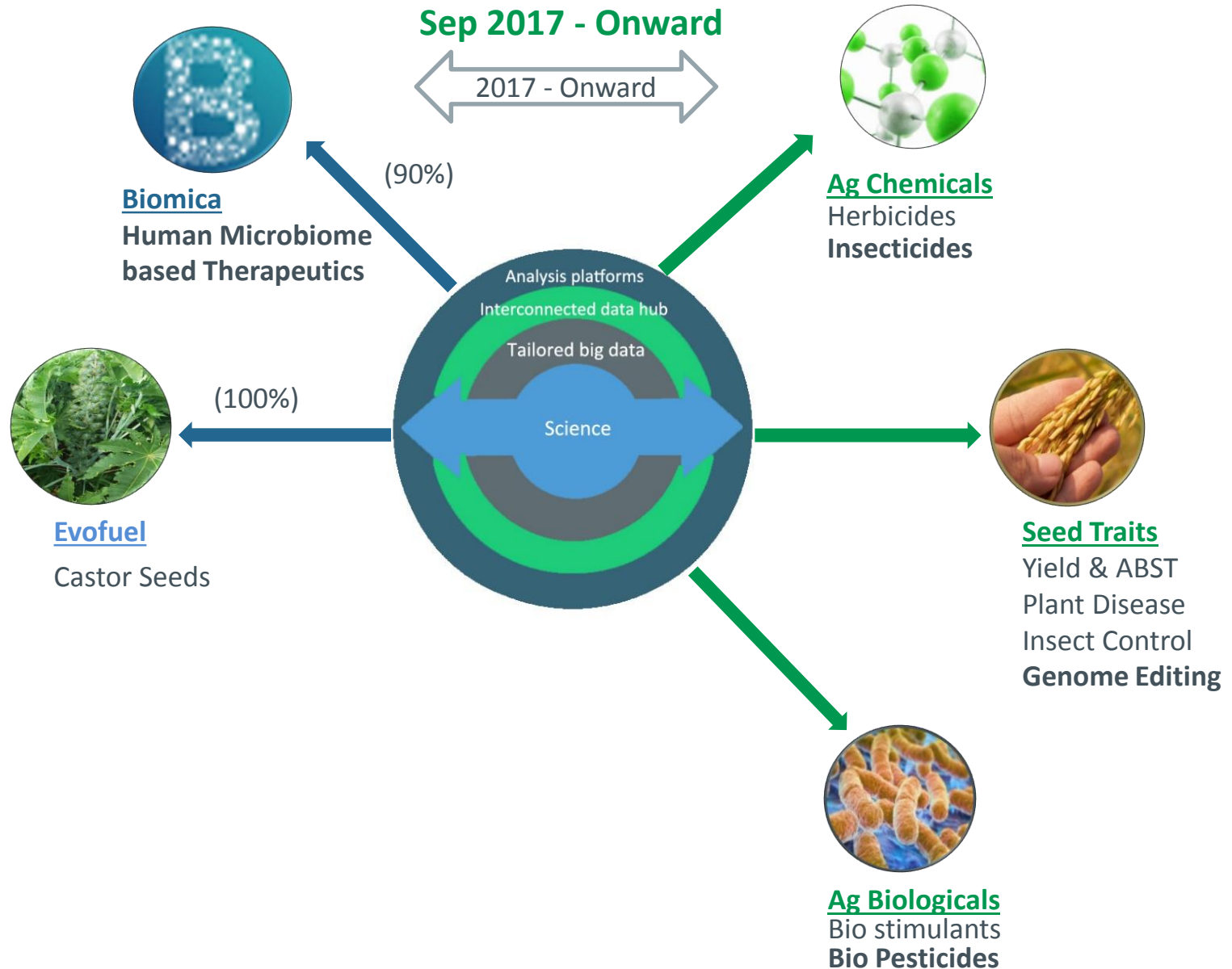


Seed Traits
Yield & ABST
Plant Disease

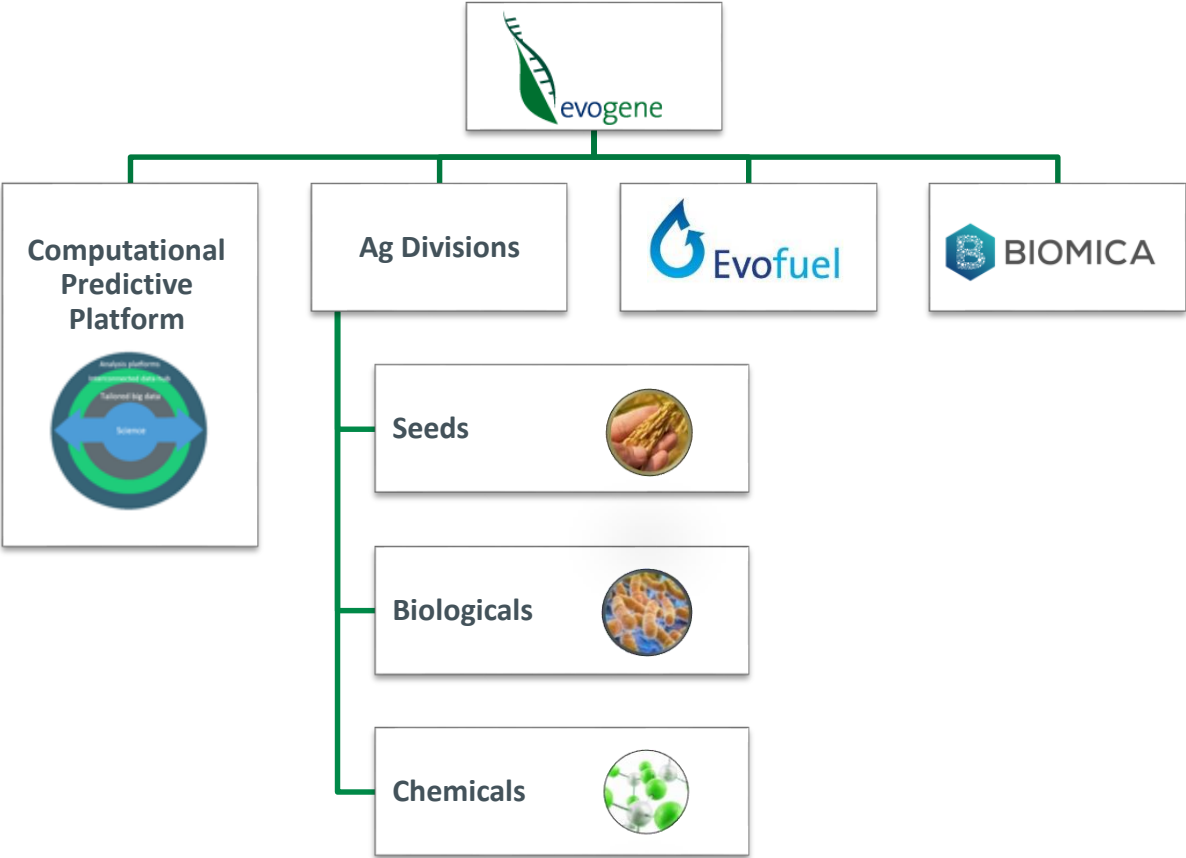
Evogene – An Evolving Story



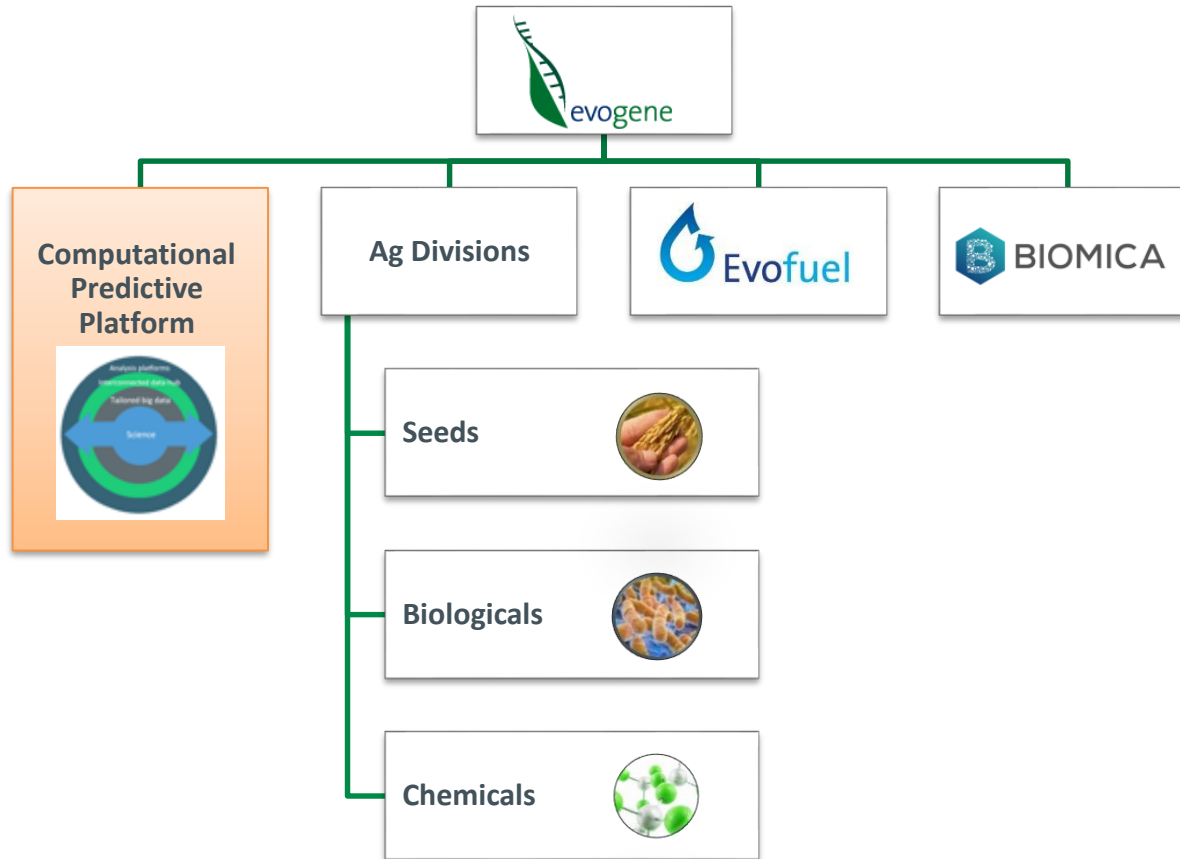
Evogene – An Evolving Story



Corporate Structure



Corporate Structure

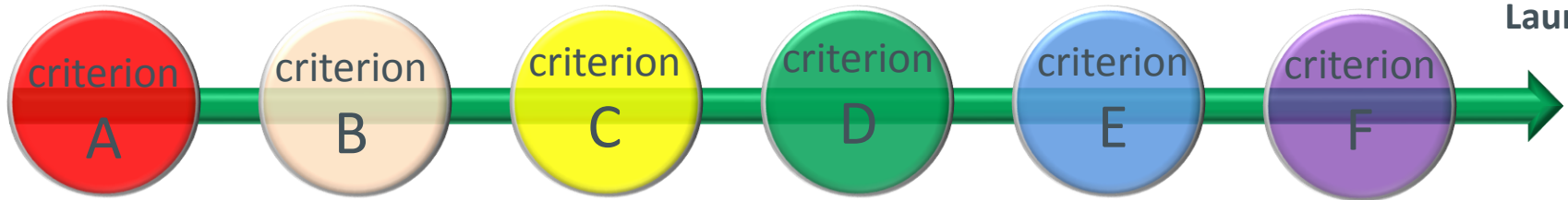


Evogene's Unique Product Development Approach



Numerous criteria nowadays have made traditional linear methodology inefficient

Product
Definition



Successful
Product
Launch

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

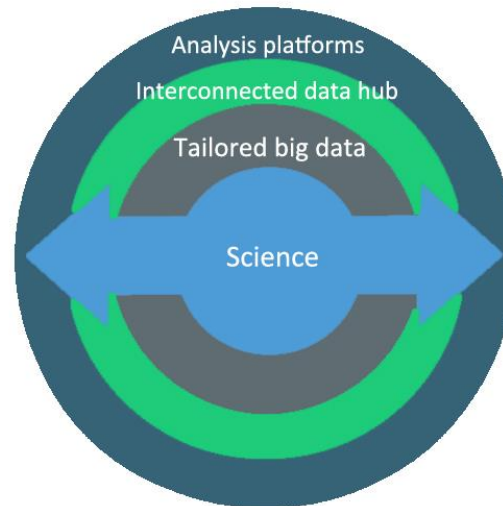
'Connecting the Dots'

Evogene has created an integrated technological predictive platform that combines **deep biological understanding** with **cutting-edge computational** technology



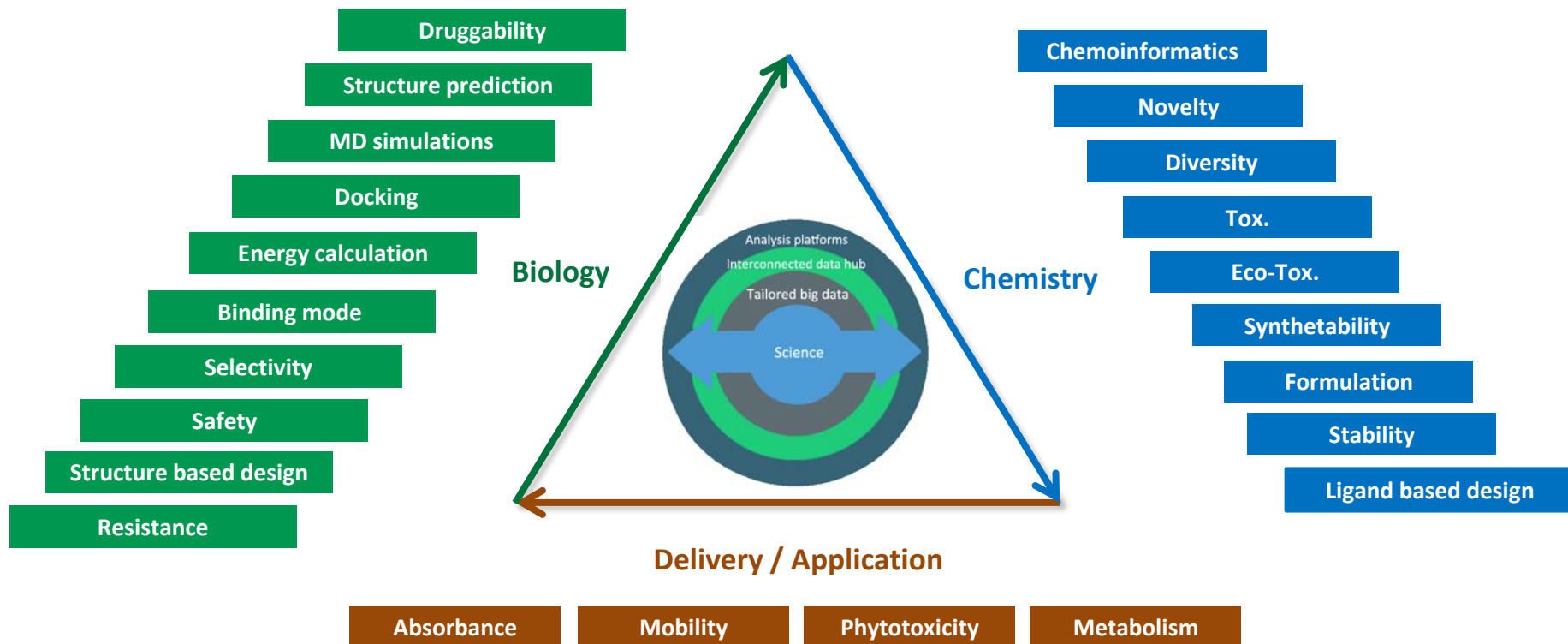
'Connecting the Dots'

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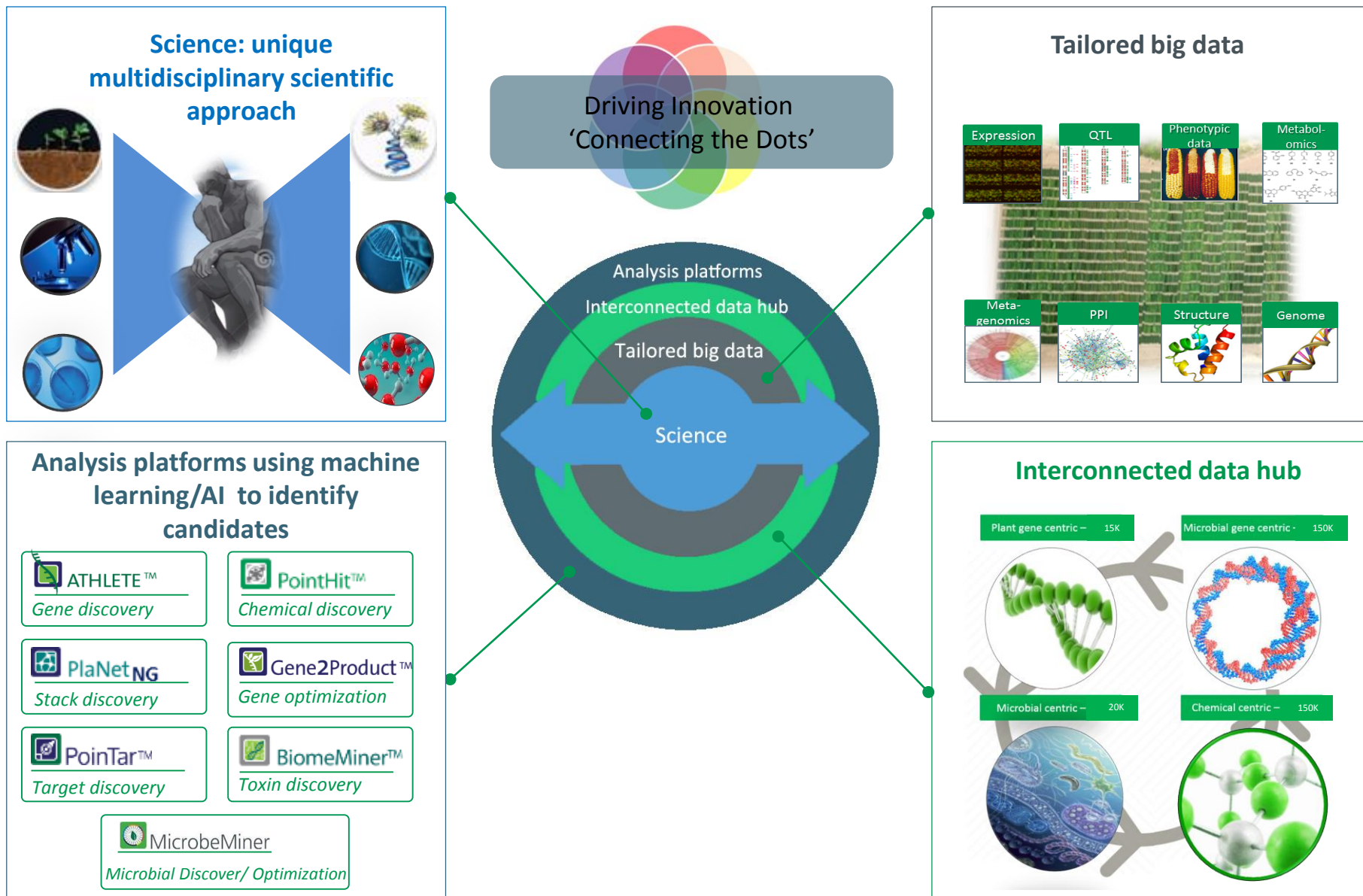


The platform includes **intelligent** algorithms that **integrate and analyze** vast data within the eco-systems, **predicting cross dimensional interactions** within a **multi-dimensional space** this is what we refer to as - **'Connecting the Dots'**

Example of 'Connecting the Dots' for Novel Herbicides



Computational Predictive Biology (CPB) Platform



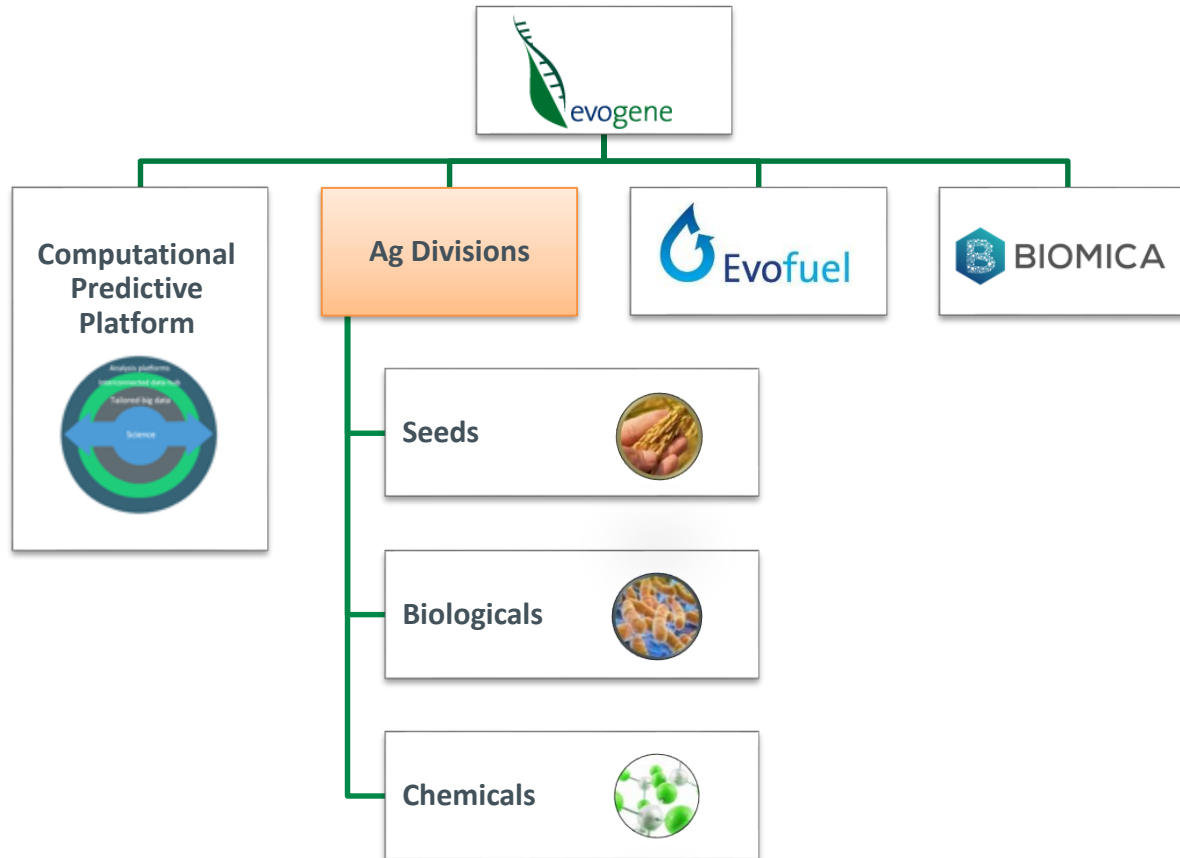
Validation and Development System



Partnerships Through the Years



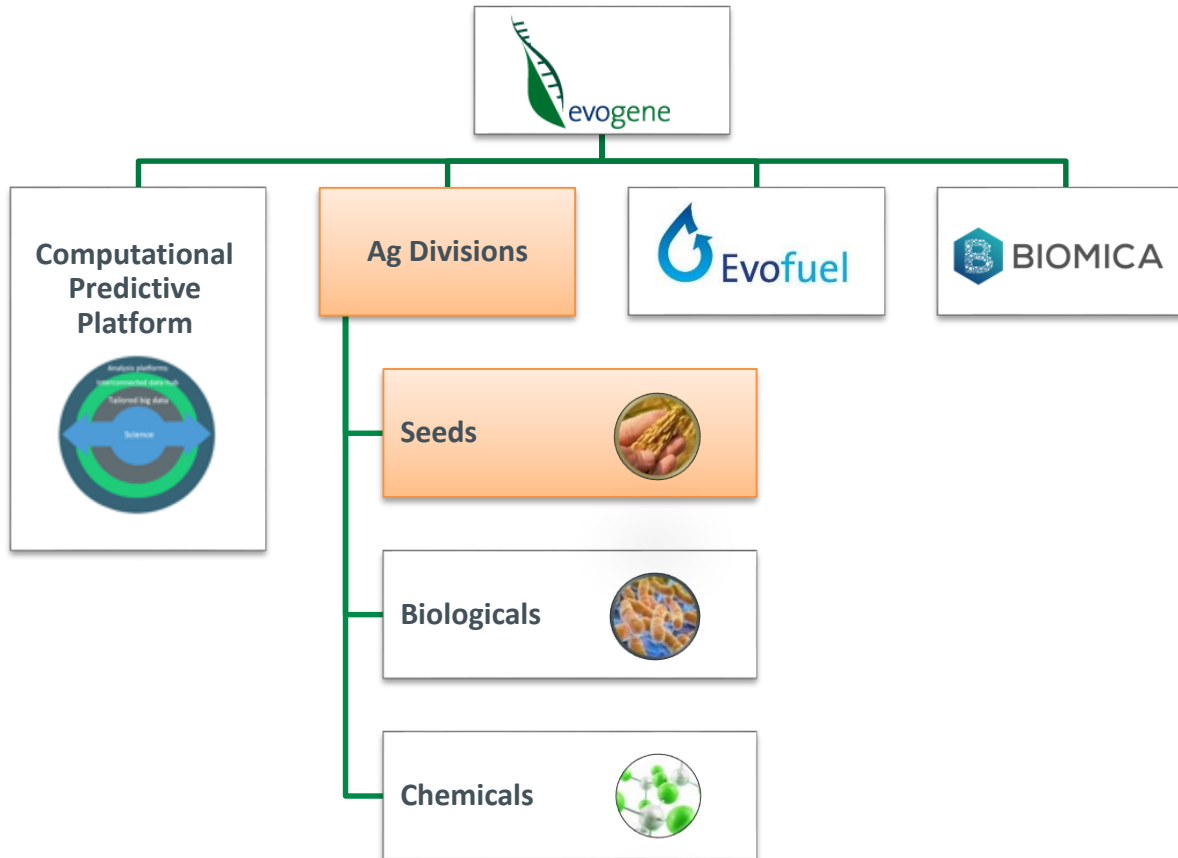
Corporate Structure



Product Selection Considerations

- Large market opportunity and clear need for innovation
- The major industry roadblock to developing innovative products is the need to ***'Connect the Dots'***
- There is a clear path and reasonable time to commercialization and /or well-recognized value enhancing milestones during development period
- Leveraging on existing assets accumulated over the years to be able to form collaborations at an advanced stage of product development and at better financial terms
- Continuing work with partners on existing product programs, advancing discoveries in partners' pipelines to re-focus initial discovery outputs to more downstream potential product offerings
- Effective new products will contribute to human well-being

Corporate Structure



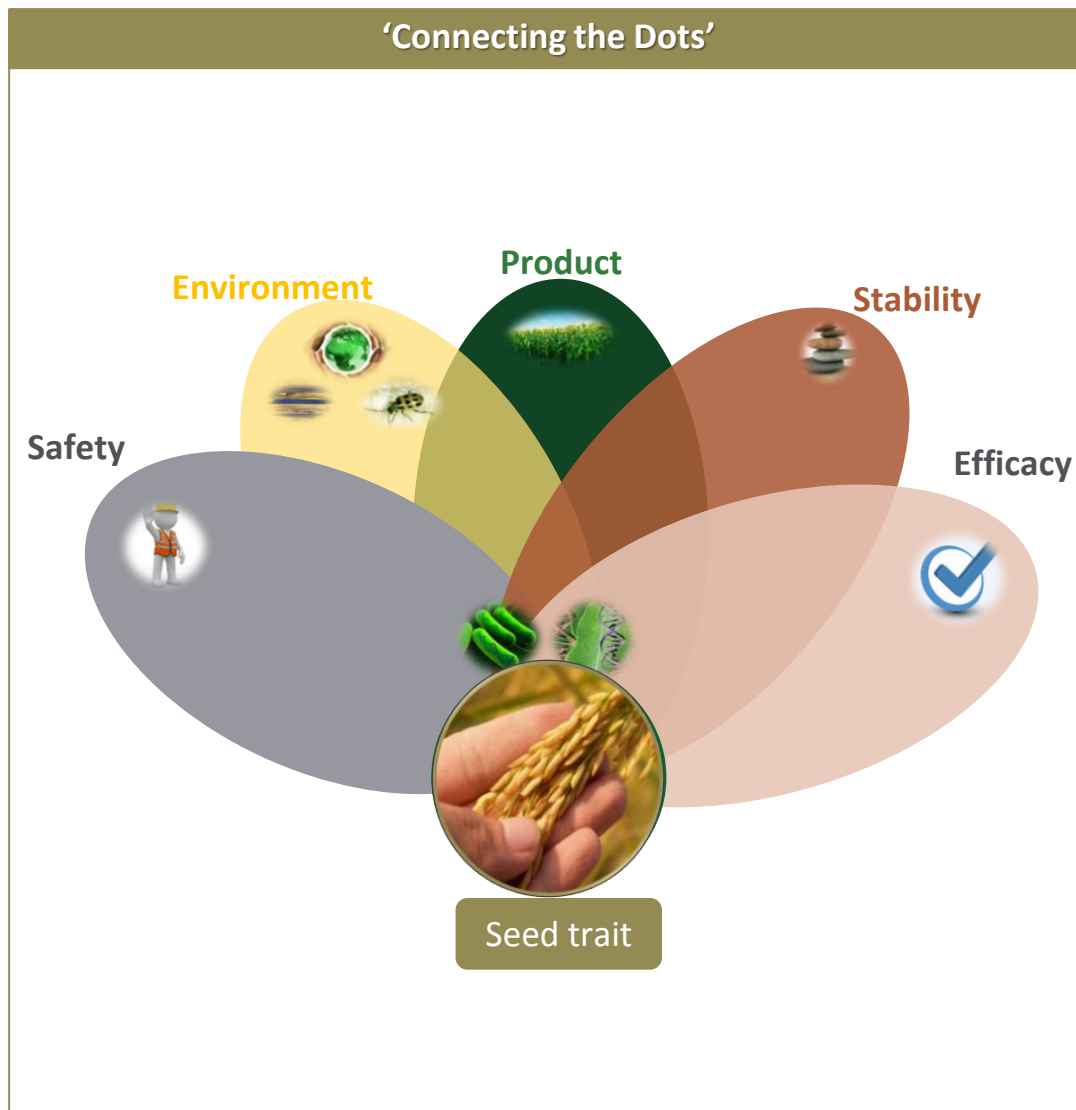
Ag Seeds – Market, Need & ‘Connecting the Dots’

Ag Seeds Biotechnology Seeds & Genomic Edited Seeds



Ag-Seeds - \$37B¹ (2015)

- **Yield and environmental stress** - potential to increase yield and plant adaptability to environmental stress
- **Disease resistance** – limited seed trait solutions
- **Insect control** - overcome insect resistance to available commercial solutions



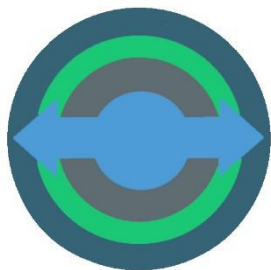
Collaboration Example - Monsanto

- **Collaboration period** - 10 years
- **Objective** - improved seeds via biotechnology
 - **Crops** - corn, soybean, cotton, canola
 - **Traits** -
 - Yield, drought tolerance, fertilizer utilization
 - Disease resistance – Fusarium resistance in corn
- **Key terms** -
 - R&D and up-front payments - total ~\$68M
 - Milestone payments + royalties from sales
 - \$30M equity investment (including \$12M in IPO)



Gene discovery and trait optimization

Development and commercialization



CPB



Model plant validation



Target plant validation and development



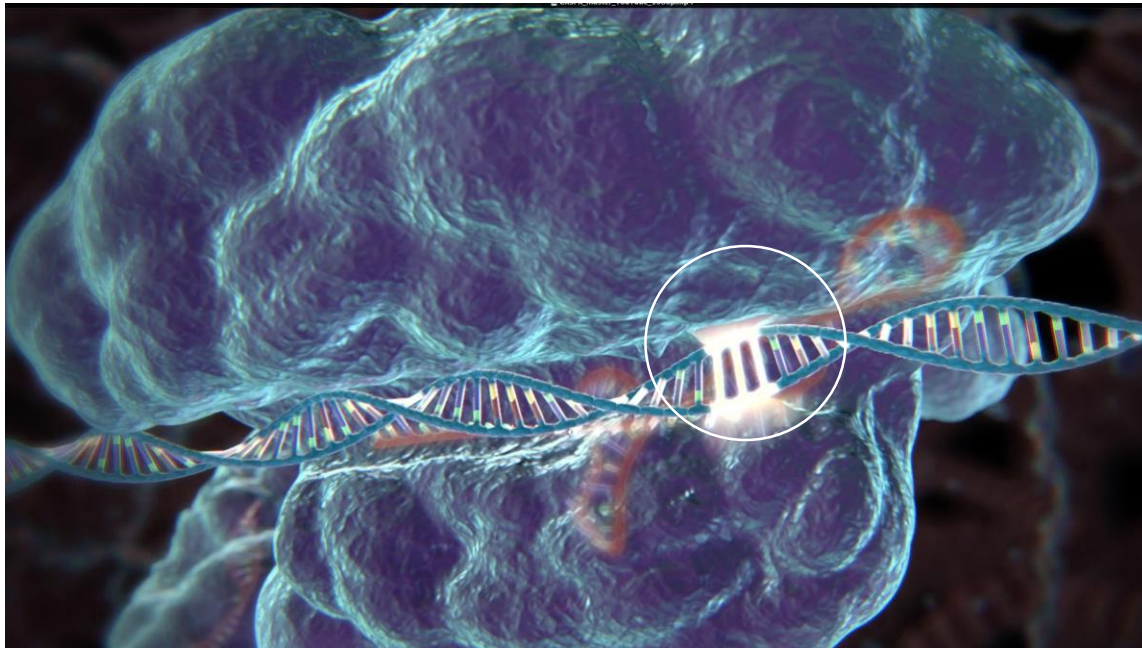
Improved seeds

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

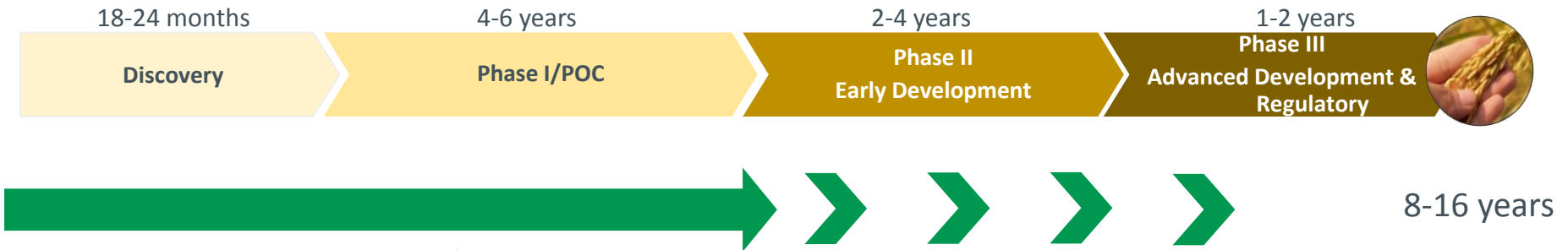
Evogene’s unique advantage – ‘What to edit’

Technological capabilities, knowledge and proprietary plant genomics big data, allow the identification of required edit-targets for crop improvement



Genome Editing – Product Development Impact

Conventional GM route*:



New Genome Editing non GM route**:

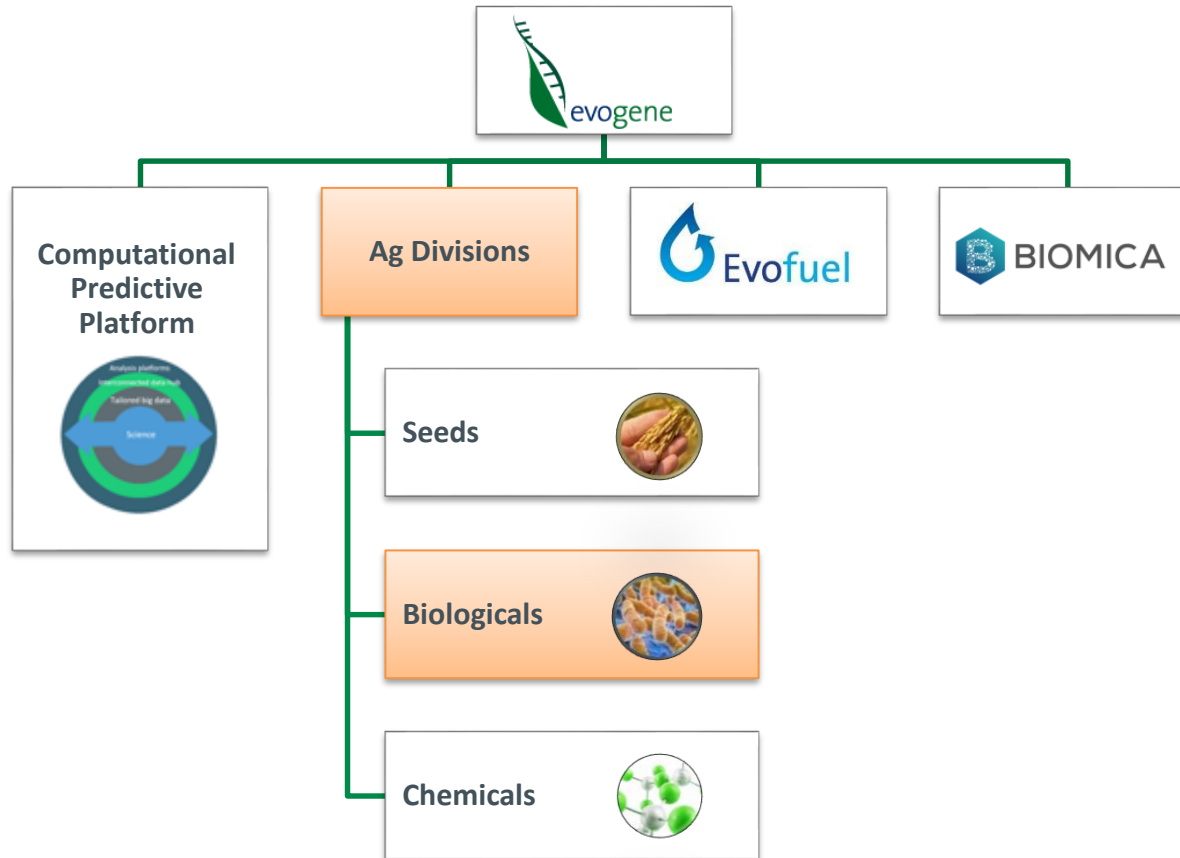


→ Non GMO approval could be given at this stage

* Further details can be found in Evogene's 20-F filing, pg. 36

** According to industry estimates

Corporate Structure



Ag-Biologicals – Market, Need & ‘Connecting the Dots’

Ag Biologicals

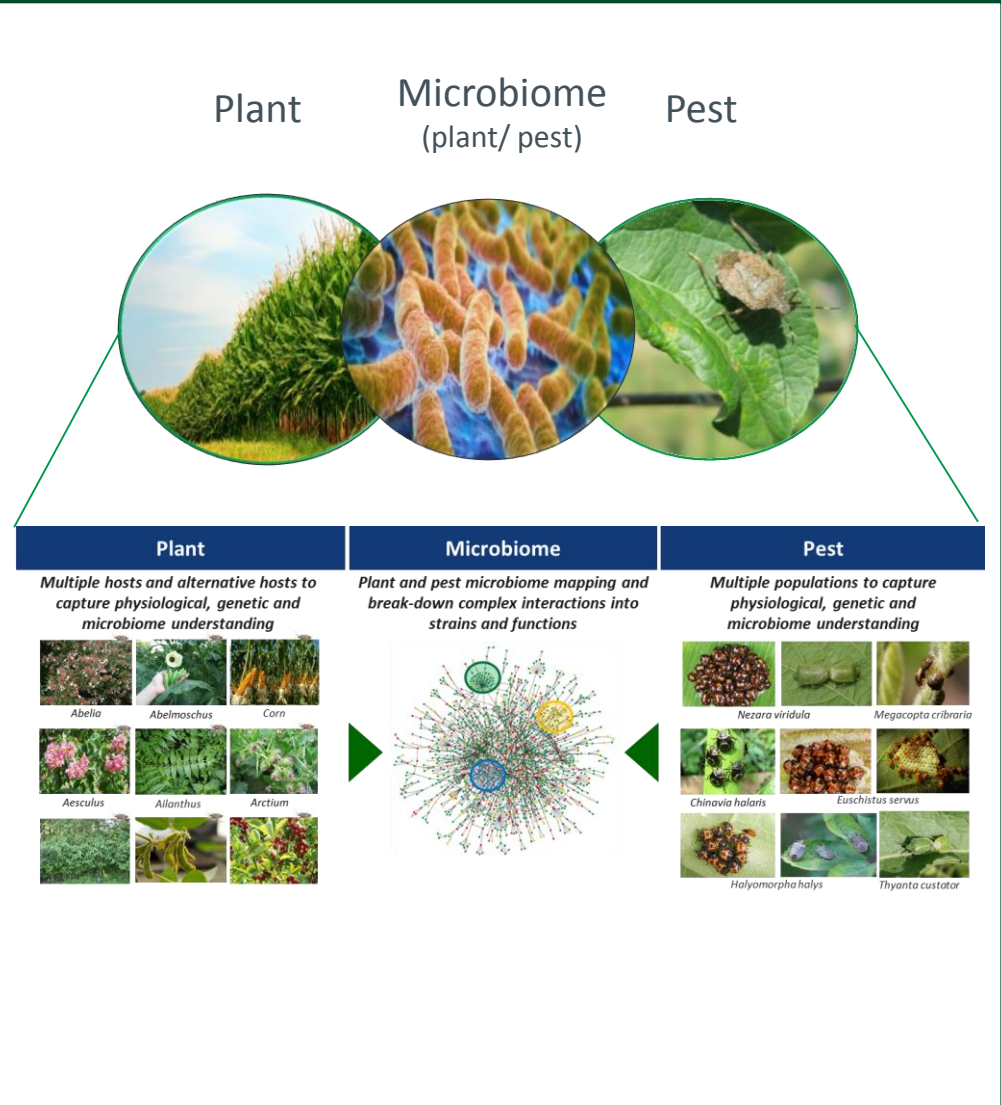
Bio-stimulants & Bio-Pesticides



Ag-Biologicals - \$3B¹ (2014)

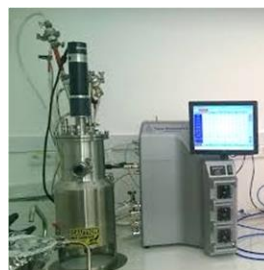
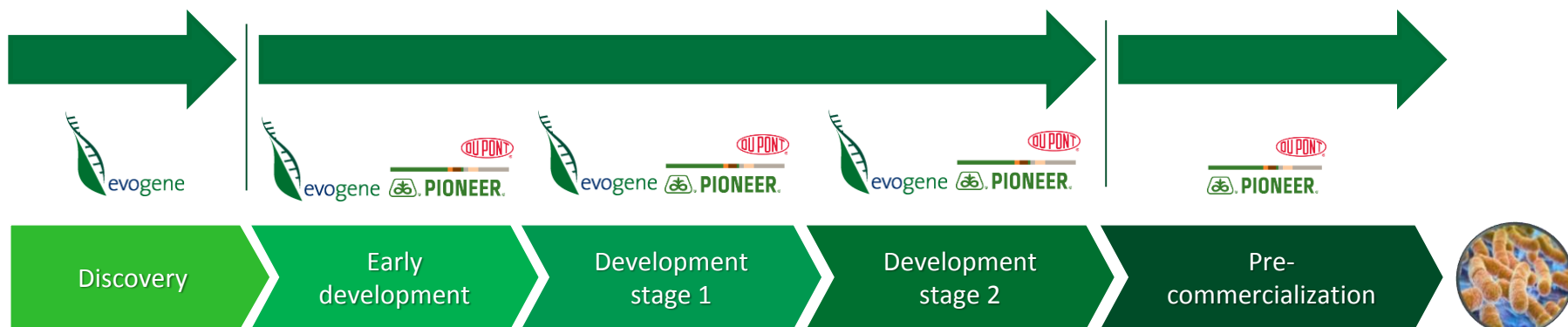
- Expected to reach \$9B in 2020
- Short time to market – according to industry estimates may take only 5 years from initial work to market, depending on regulation.
- Reduced development costs
- Need for novel solutions with stable performance
- Microbiome a promising source for innovation, now accessible via maturing technologies
- Industry leaders getting in on the action

‘Connecting the Dots’



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



Internal Program Example

Positive results in corn & wheat field bio-stimulants programs

Improved ear size and weight at harvest resulted with 17% increase of yield per plant

EVM6810005

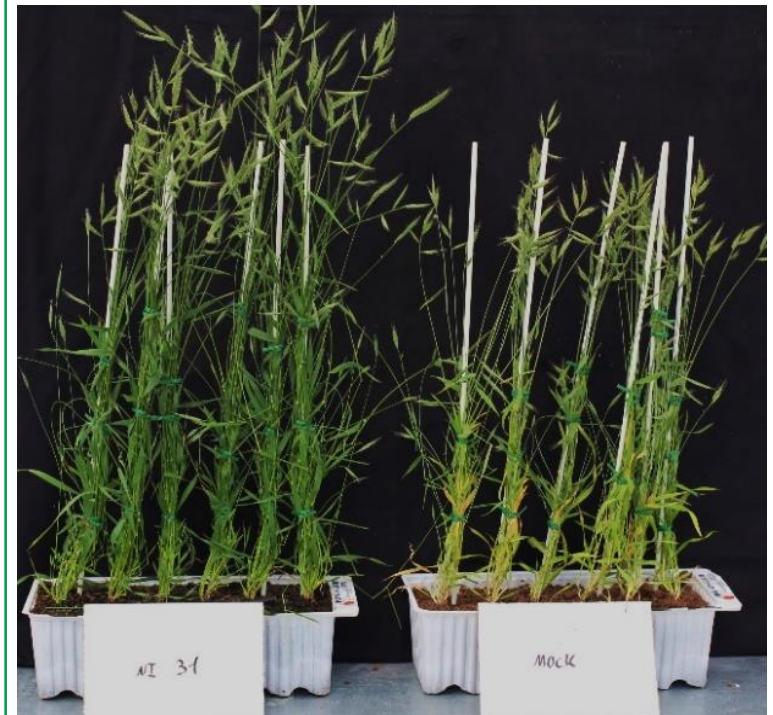


Non - inoculated



($p < 0.05$)

Improved vigor and biomass resulted with >15% increase in spikelet weight and yield per plant



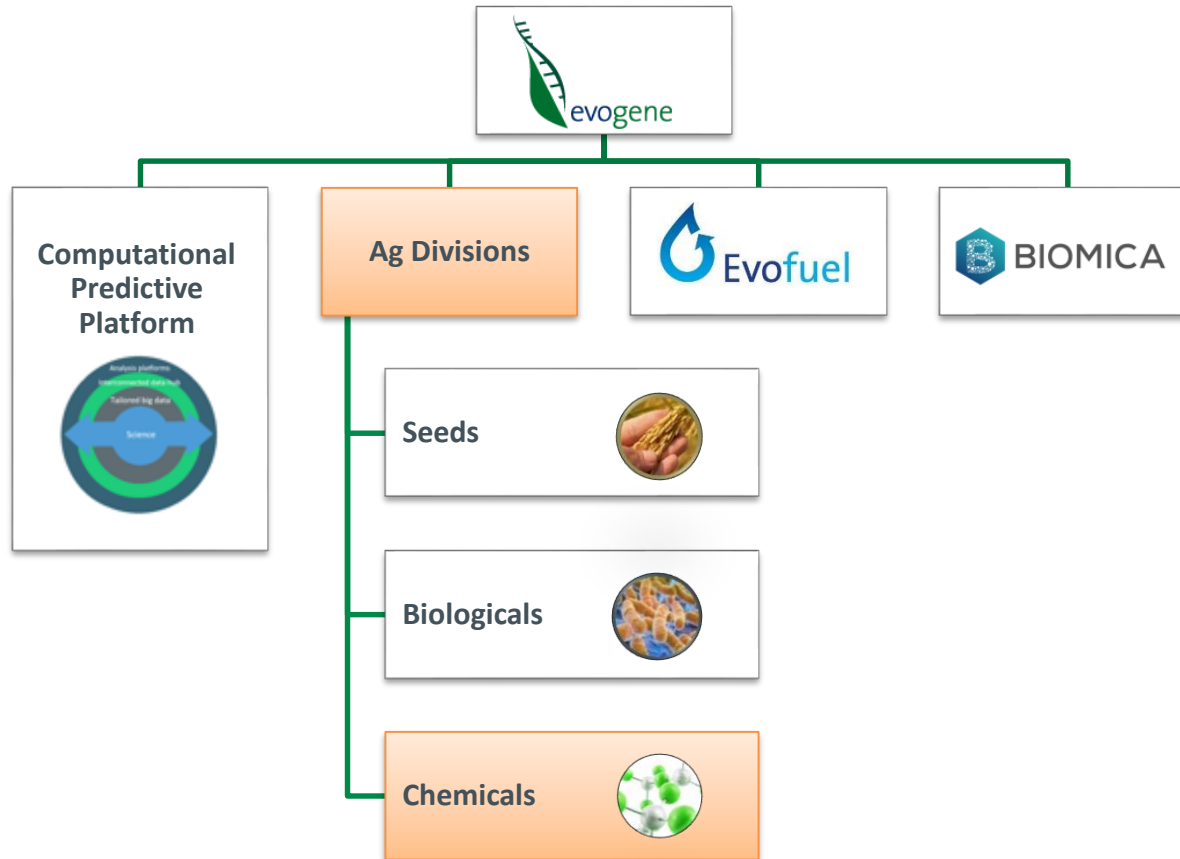
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Non-inoculated

($p < 0.1$)

Upcoming milestone: conclusion of 2017 results and nomination of microbial teams for 2018 trials in US

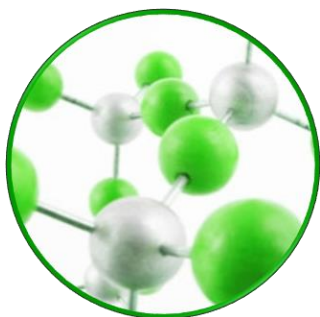
Corporate Structure



Ag-Chemicals – Market, Need & ‘Connecting the Dots’

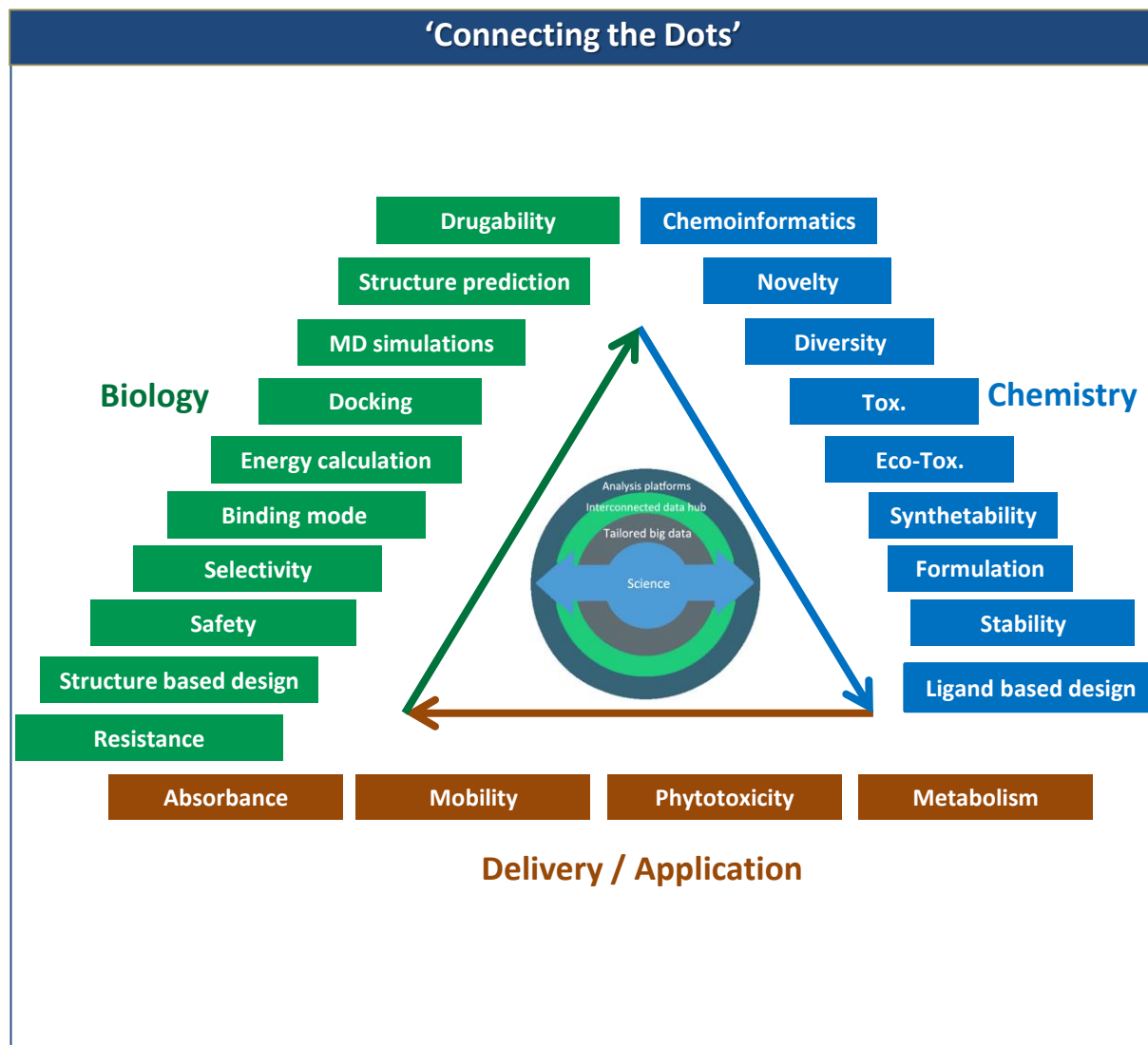
Ag Chemicals

Herbicides & Insecticides



Ag-Chemicals - \$50B¹ (2015)

- Crop protection Ag-chemicals responsible for ~50% of key crops yield
- Increasing pest resistance to existing products creates a strong need for novel Ag-chemicals



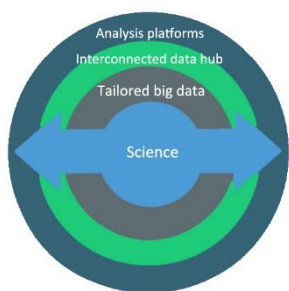
Collaboration Example - BASF

- 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



CPB



Targets & chemicals

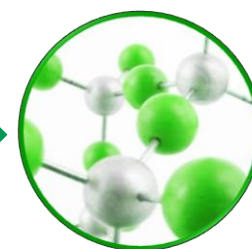


Chemical screens

Chemical hits

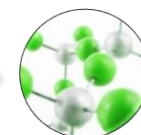









Development, regulation & registration



Innovative Herbicide

Ag-Chemicals Internal Pipeline



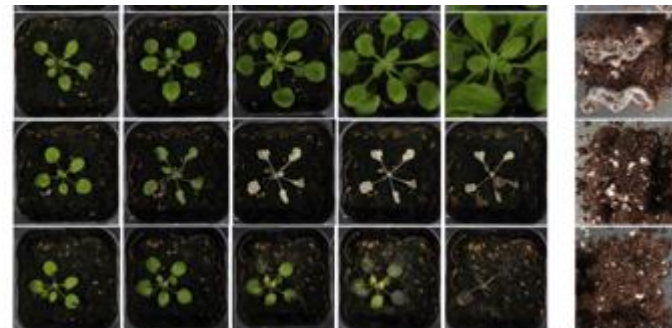
Target	Target identification	Computational Screen	Hit Validation	Hit-to-Lead	Lead optimization
Herbicides					
Targets I-VII					
Target VIII					
New targets					
Insecticides					
Target I					
Targets II-IV					

Upcoming milestone – Initial Leads
 efficacy improvement through optimization and target biological proof

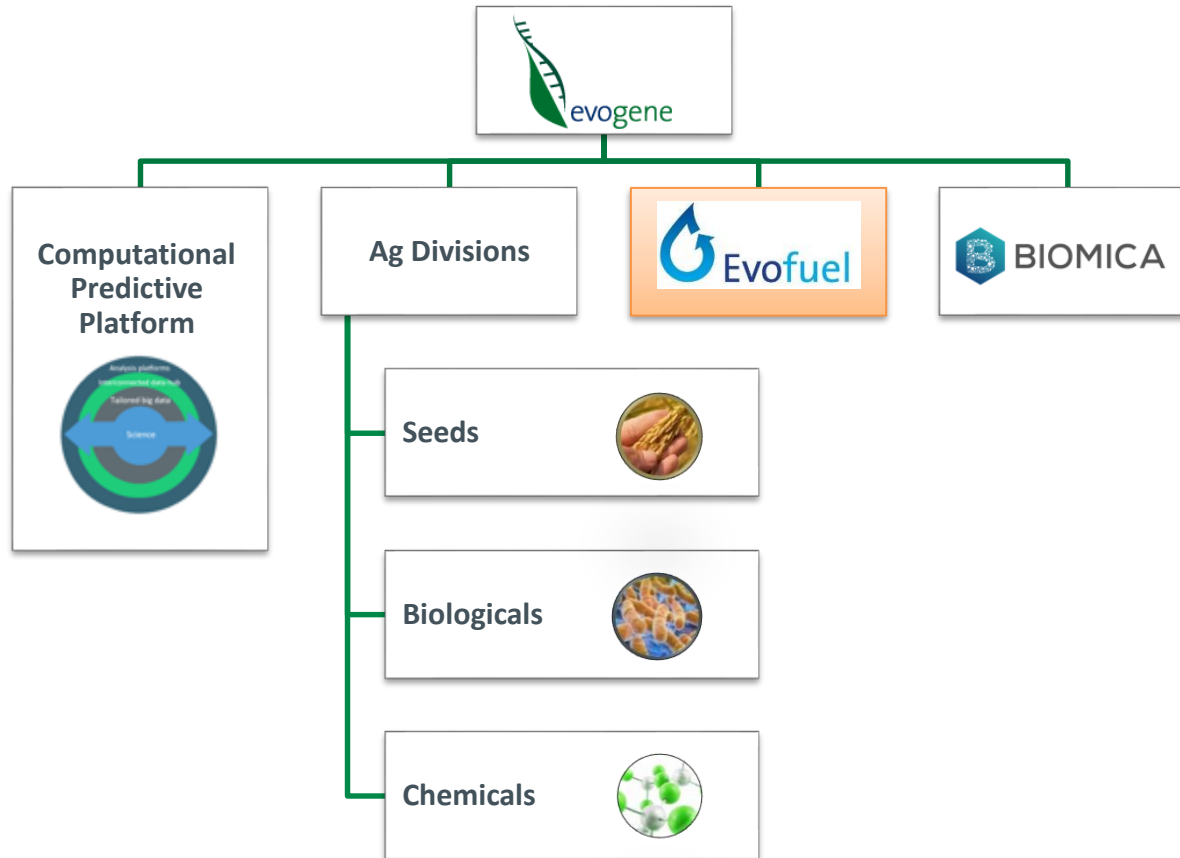
Solvent:
 (50% Acetone
 + 0.1% Tween-20
 + 0.03N NaOH)

Paraquat 0.6 kg/ha

AG8292 1 kg/ha

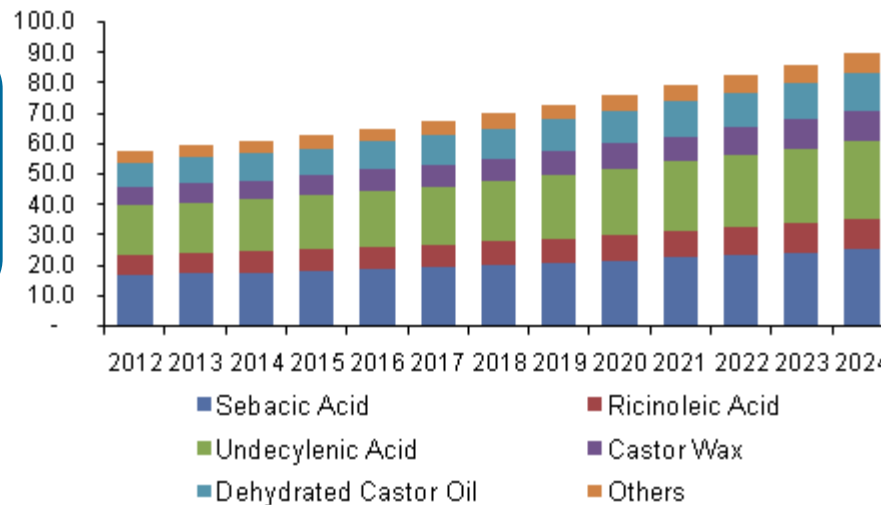


Corporate Structure



Providing farmers with the most advanced castor seeds & ag-service solutions

U.S. castor oil and derivatives market volume by product, 2014 - 2024 (KiloTons)

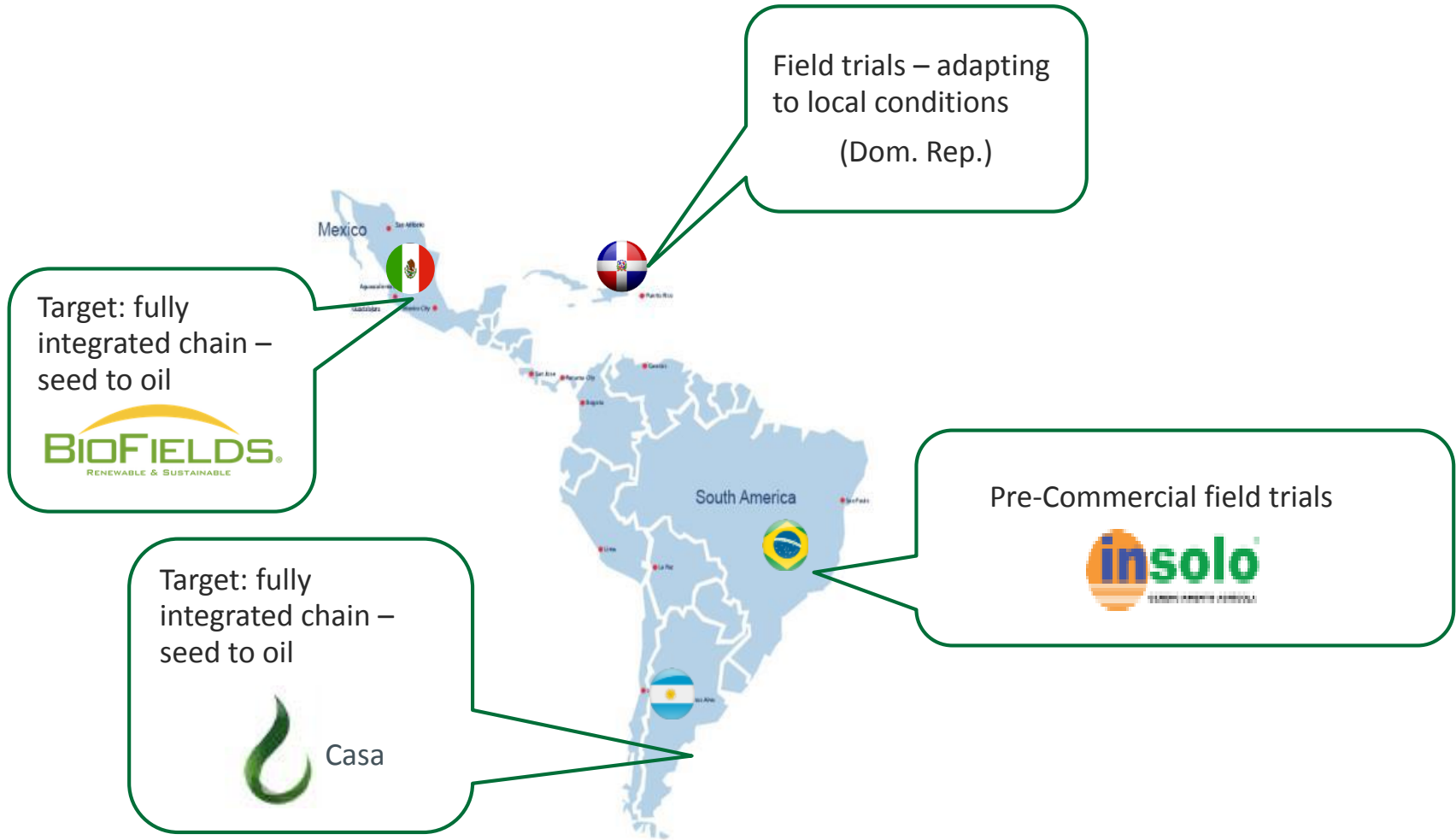


Source:
Grand View Research, August 2016,
<http://www.grandviewresearch.com/industry-analysis/castor-oil-derivatives-industry>
**<http://www.grandviewresearch.com/press-release/global-castor-oil-derivatives-industry>

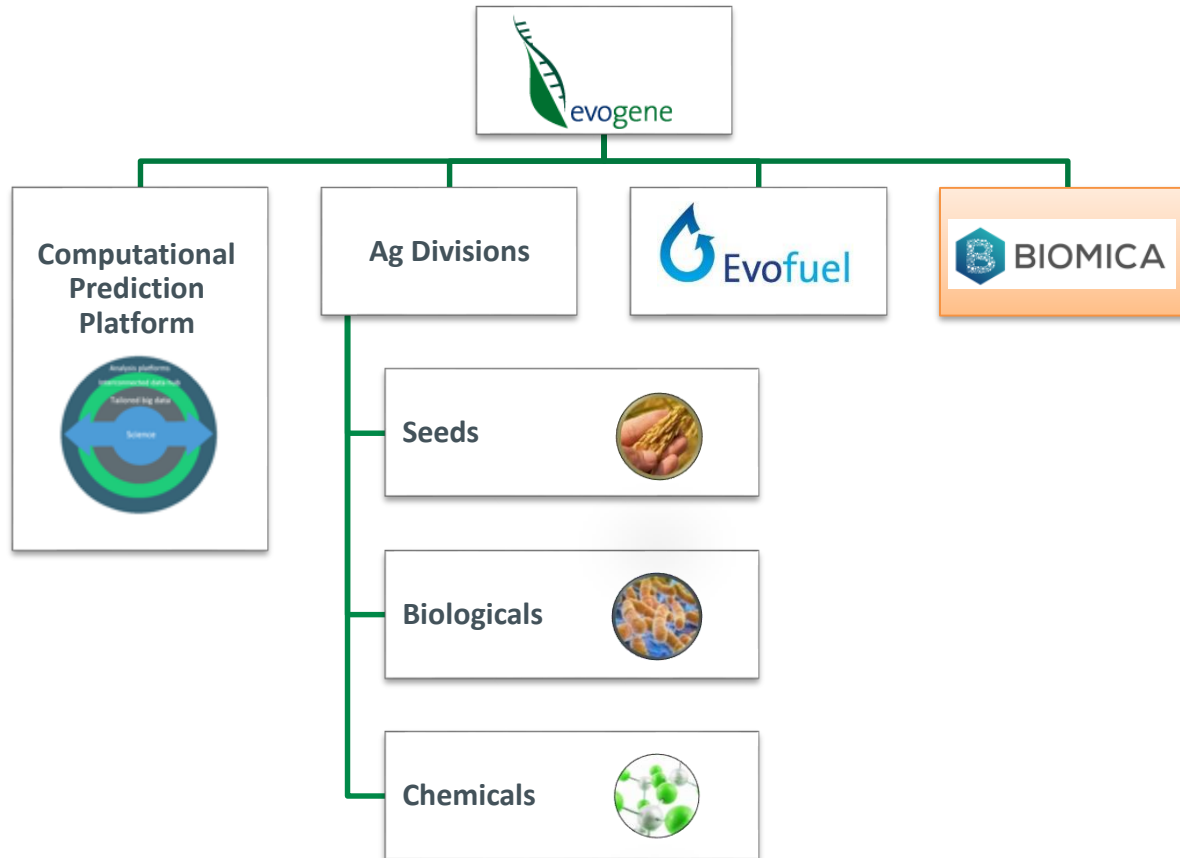
The global castor oil and derivatives market is expected to reach USD 2.30 billion by 2024**



- 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

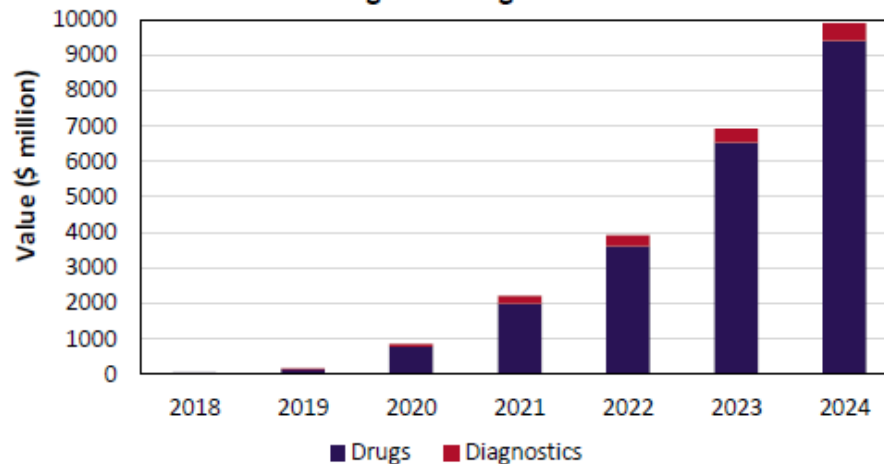


Corporate Structure



Discovery and development of human microbiome based therapeutics utilizing computational predictive biology (CPB) platform

Projected Global Market for Human Microbiome-Based Drugs and Diagnostics



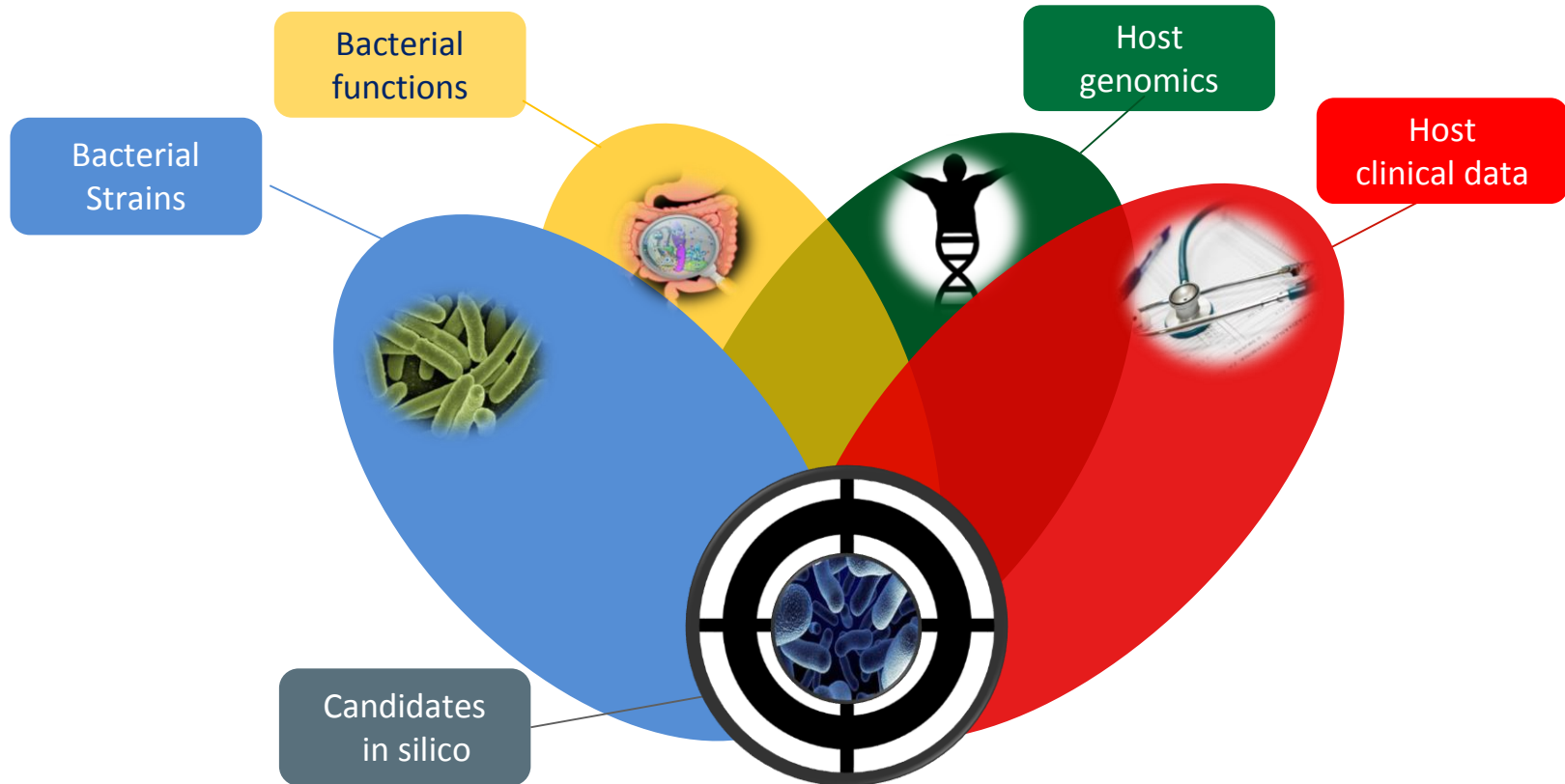
Sources:
 BCC Research (2017) – Human Microbiome-based Drugs and Diagnostics Market
 SVB – Emerging Healthcare: Microbiome Investment Trends Aug 2017)

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

- Strong scientific correlation between human microbiome and a wide range of diseases
- Microbiome-based therapeutics may complement existing therapies in treating known diseases

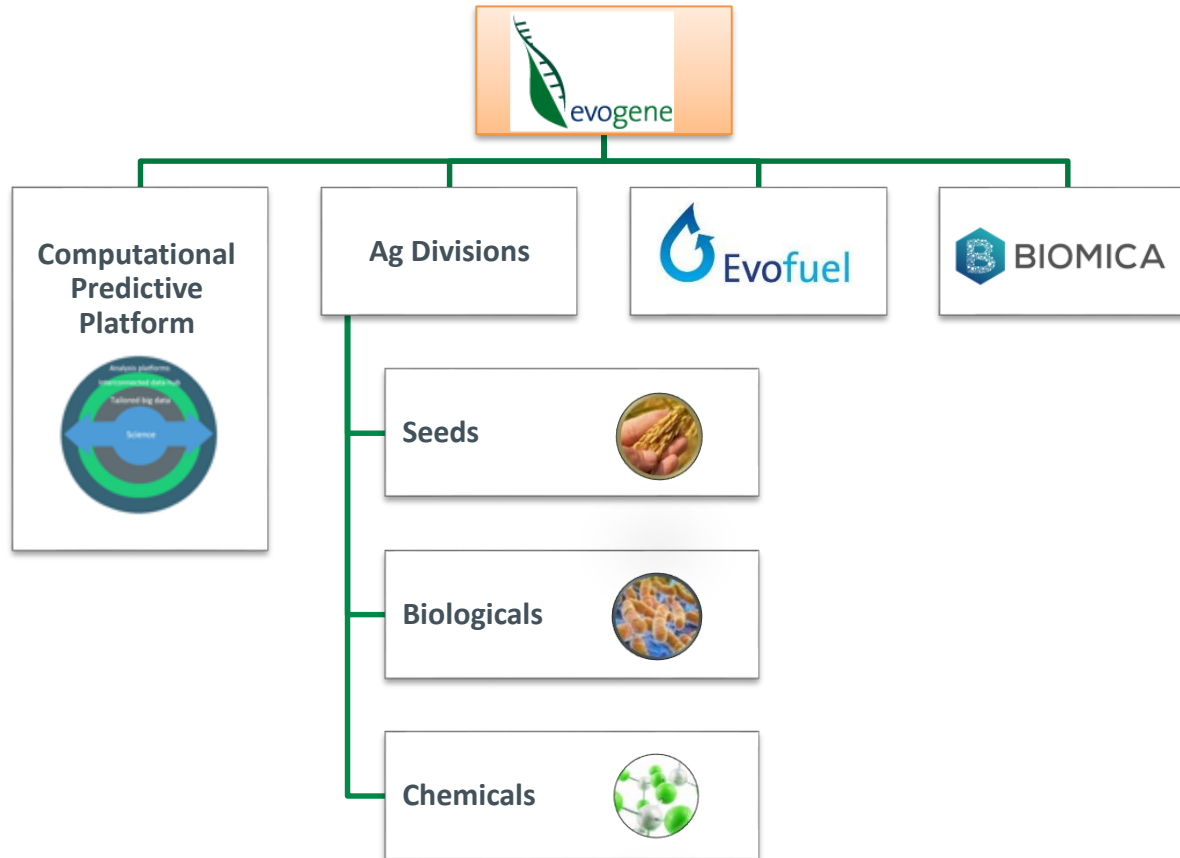
Biomica – ‘Connecting the Dots’

Multi-layer analysis in support of discovery of efficacious therapeutic candidates and disease biomarkers



Evogene’s computational platform enables multi-layer analysis to support the discovery of highly efficacious therapeutic candidates and relevant microbiome-based biomarkers

Corporate Structure



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



Thank You

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T: +972 8 931 1934

Appendix - Financials

Key Financials – Balance Sheet

Thousand US \$	30.6.2017	31.12.2016
Current Assets	81,821	89,490
Long-Term Assets	5,625	6,496
Total Assets	87,446	95,986
Current Liabilities	4,633	5,225
Long-Term Liabilities	3,478	3,472
Shareholders Equity	79,335	87,289
Total Liabilities	87,446	95,986

Key Points:

- Cash position: 80 million USD as of 30.6.2017
- No debt
- Estimated net cash usage for 2017: \$16-\$18 million

Key Financials – P&L



Thousand US \$	H1 2017	H1 2016	2016
Revenues	1,899	3,824	6,540
Gross Profit	234	734	901
Operating Loss	(10,426)	(9,765)	(21,089)
Net Loss	(9,590)	(7,835)	(19,592)

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