



Introduction to Evogene



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CROP Innovation & Business
April 4, 2017

Safe Harbor statement



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- Our technology
- Applications and product programs
- Summary of investment highlights

Introducing Evogene



► We are...

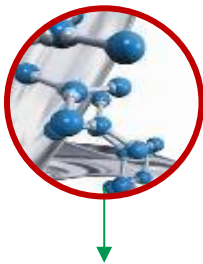
A leading biotechnology company for the improvement of crop productivity and performance, addressing the world's increasing demand for food, feed and fuel

Farmer's main inputs

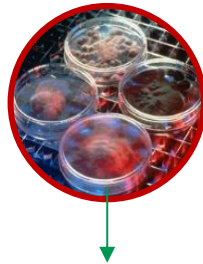
Seeds



Ag-Chemicals



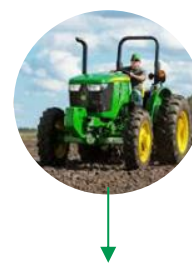
Ag-Biologicals



Fertilizers



Agro-technical



Precision tools



► Farmer's target – maximize profit

- ↑ Increase crop yield
- ↓ Reduce losses from stresses
- ↓ Minimize input expenses

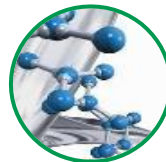
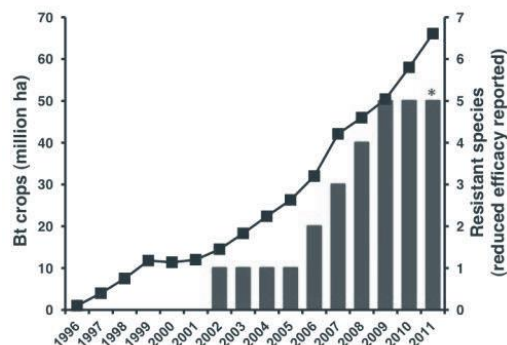
The opportunity

A dire need for innovation



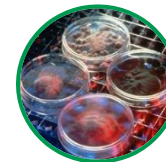
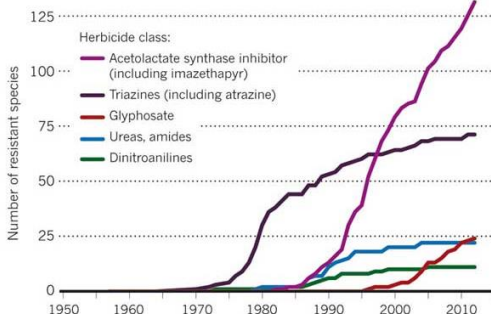
Seeds - \$37B¹

- Crops' full yield potential - yet to be captured
- Insect control - resistance to available commercial traits



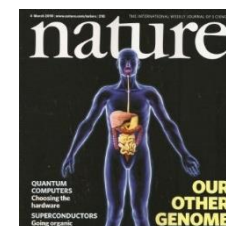
Ag-Chemicals - \$56B²

- Extra yield of up to 60% - significant potential yet to be captured
- Resistance to available commercial solutions



Ag-Biologicals - \$3B³

- Emerging as promising tool to drive productivity – mainly due to microbiome & data revolution
- Stability limits applicability of existing products



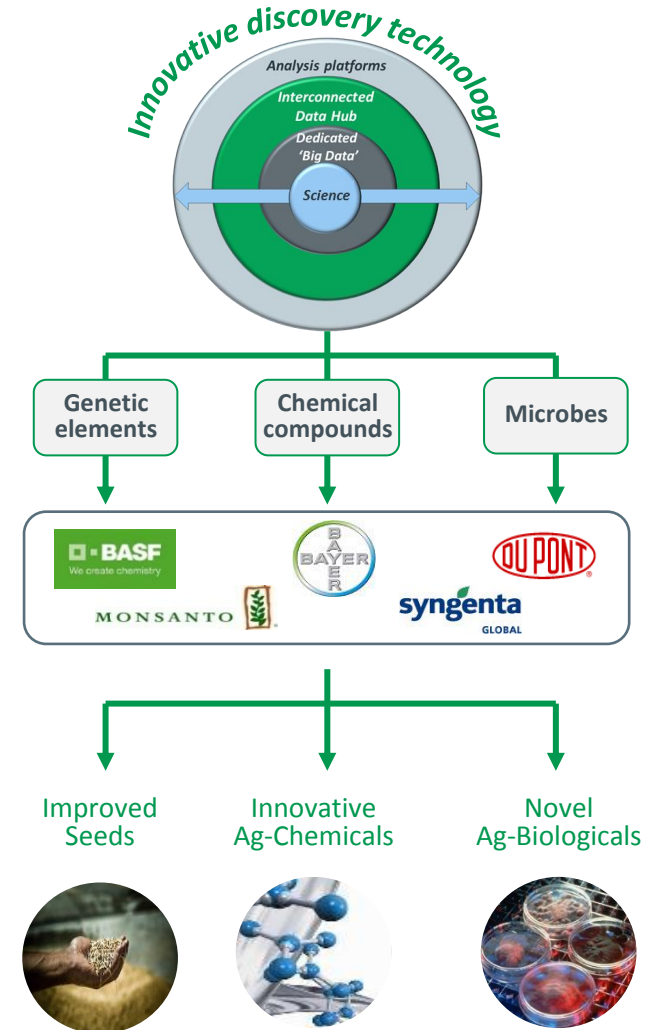
¹ Source: Phillips McDougall, 2016

² Source: Phillips McDougall, 2015

³ Source: Research & Markets, 2016

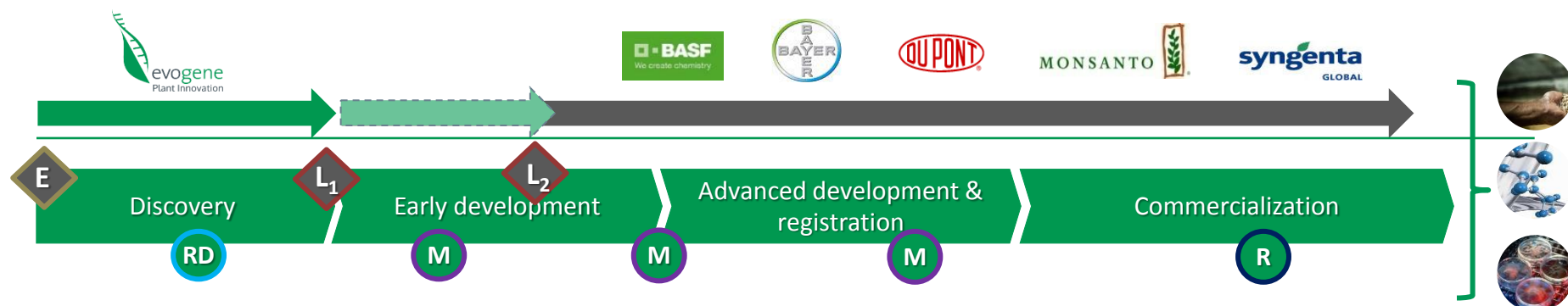
Evogene 'at a glance'

- **An innovative, predictive discovery technology** - 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, Bayer, DuPont, Monsanto, Syngenta
- **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
- **Financial fundamentals** -
 - Cash position - \$93 million (September 30th, 2016), no debt
 - Projected cash use for 2016 - ~\$15 million
 - Listed on TASE (2007) and NASDAQ (2013)



Our revenue & business models

Collaboration timeline



Revenue model

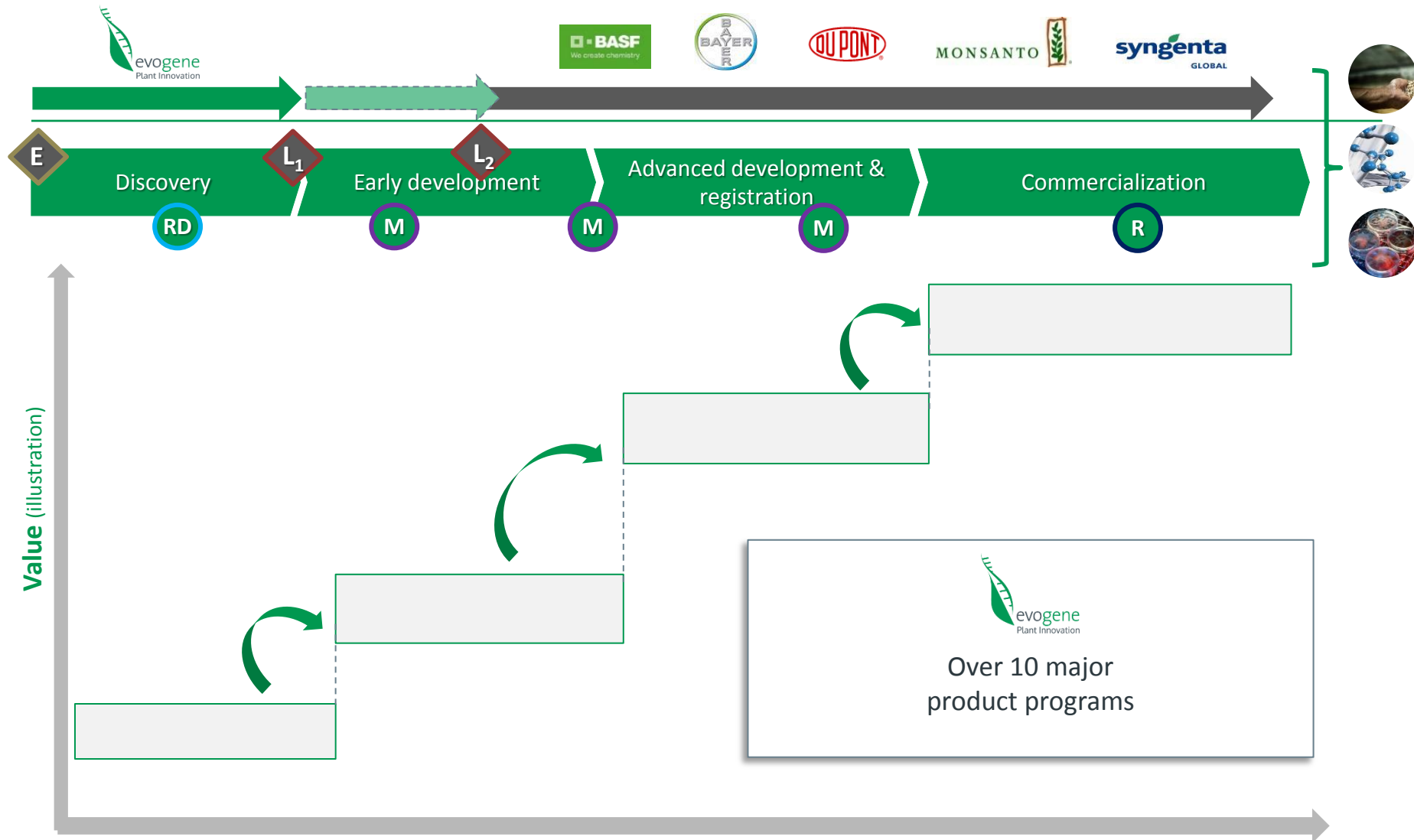
RD	R&D payments	<ul style="list-style-type: none"> R&D funding by partner
M	Milestone fees	<ul style="list-style-type: none"> Additional payments received upon achieving predetermined objectives
R	Royalties	<ul style="list-style-type: none"> Percentage of product sales by partner

Business model

E	Early collaboration model	<ul style="list-style-type: none"> Collaboration <u>prior</u> to initiating product discovery and development activity
L_{1,2}	Late collaboration models	<ul style="list-style-type: none"> Collaboration <u>following</u> internal product discovery and early development

Value creation per product program

Collaboration timeline



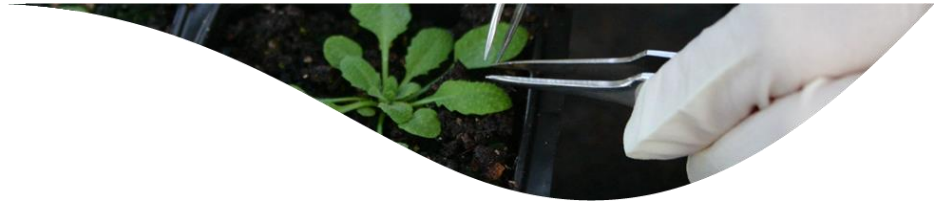


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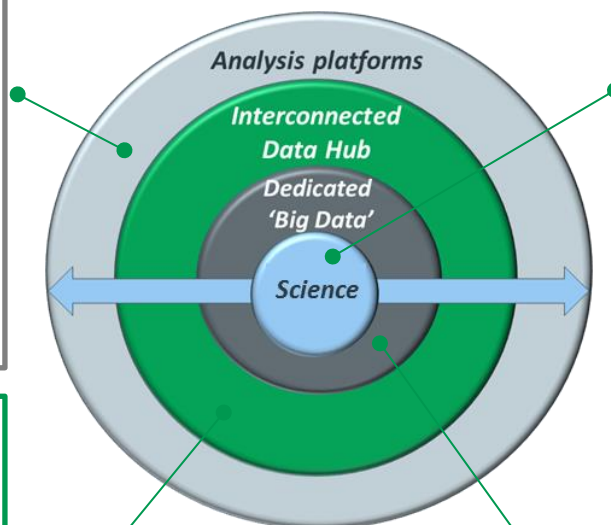
Technology platform

Analysis platforms

Proprietary algorithms and modules to prioritize the best product candidates



Driving Ag Innovation
via predictive biology



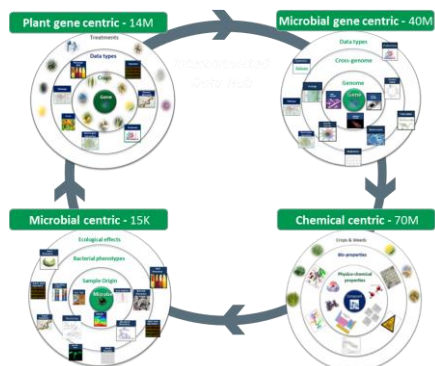
Science

Multidisciplinary scientific approach driving our R&D



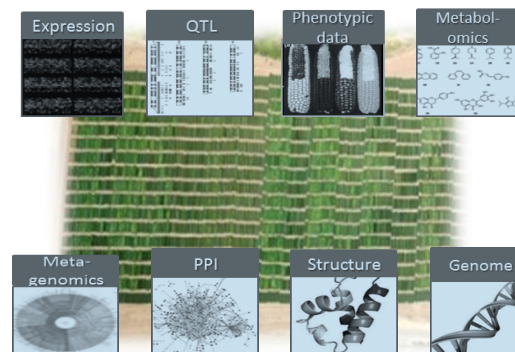
Interconnected Data Hub

Computational integration of 'Big Data' - currently four interconnected databases



Dedicated 'Big Data'

On-going accumulation - public resources and problem-tailored experiments



Plant validation systems

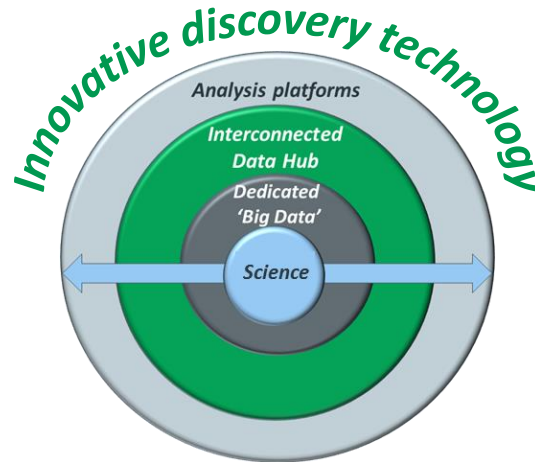
Providing proof for our predictions





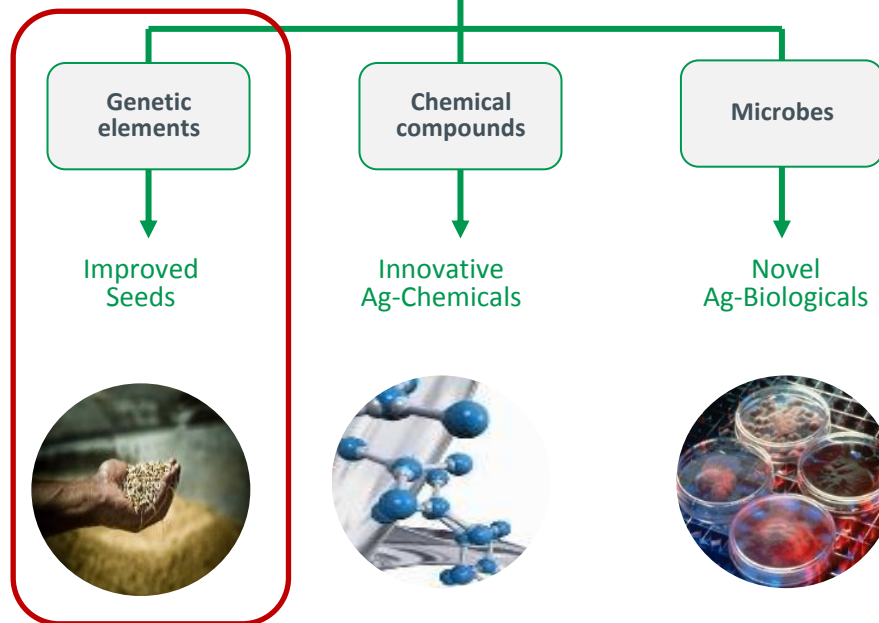
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Platform outputs:

Basis for development of innovative products



Improved seeds - activities and achievements

Overview

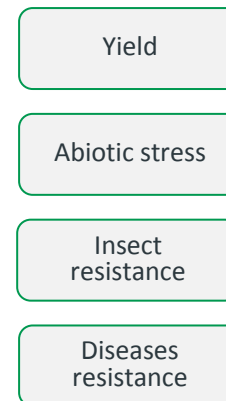
■ Product trait programs - focus on corn, soy, wheat, cotton and canola

- Yield and abiotic stress – since 2004
- Disease resistance - since 2007
- Insect resistance – since 2014

■ Main achievements -

- Most advanced gene in Phase II of development
- Collaborations with industry leaders
- Strong IP portfolio - over 4000 genes under patent protection
- Over 1000 genes under target crop validation by partners

Traits



Partners



Example: Monsanto-Evogene collaboration

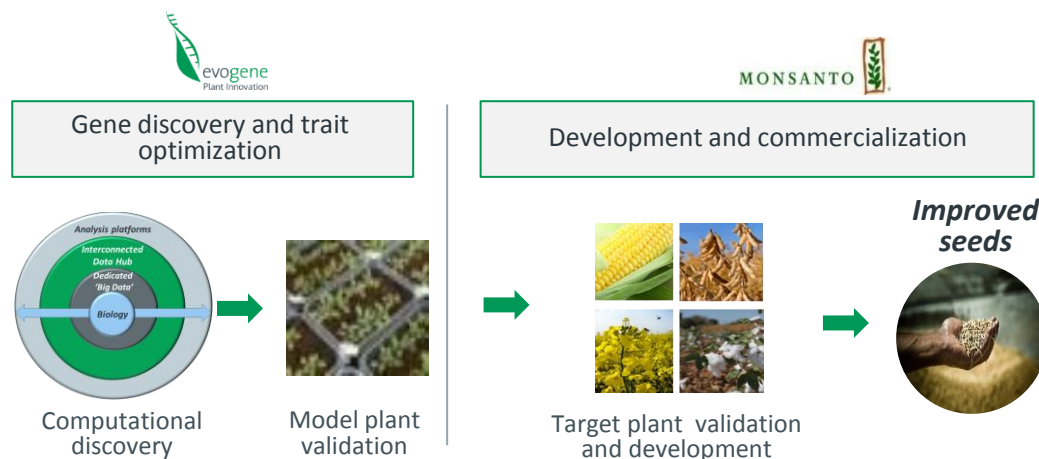
■ Collaboration period - 8 years

■ Objective - improved seeds via biotechnology

- **Crops** - Corn, soybean, cotton, canola
- **Traits** -
 - Yield, drought tolerance, fertilizer utilization
 - Insect resistance – Fusarium resistance in corn

■ Key terms -

- R&D and up-front payments - total c.\$68M
- Milestone payments + royalties from sales
- \$30M equity investment (including \$12M in IPO)



Improved seeds - selected results



Yield

Abiotic stresses

Genes demonstrated potential to achieve yield enhancement in target crops

Evogene Discloses Positive Results in Yield Improvement Collaboration with Monsanto Utilizing Novel 'Trait-First' Methodology

February 23rd, 2016

Results, obtained for a set of Evogene discovered genes, in testing by its key collaborator, Monsanto, demonstrate potential to achieve yield enhancement in corn and soybean.

Rehovot, Israel – February 23rd, 2016 - Evogene Ltd. (NYSE, TASE: EVGN), a leading company for the improvement of crop productivity and economics for the food, feed and biofuel industries announced today **positive results from the testing of a set of the Company's discovered genes in corn and soybeans** conducted this past season by its key collaborator, Monsanto. These are the first results for genes discovered and tested pursuant to a 'Trait-First' methodology implemented in the frame of the parties' on-going, multi-year collaboration which focuses on yield enhancement and abiotic stress resistance.

Path forward

Additional optimization & development towards phase 2

Internal program

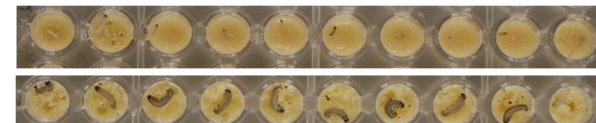
Insect resistance
(internal program)

Novel toxins showed activity against Lepidoptera and Coleopteran insects

EVO50010076 – Fall Army Worm

EVO50010076

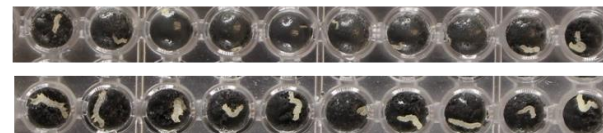
No treatment



EVO50010061 – Soybean Looper

EVO50010061

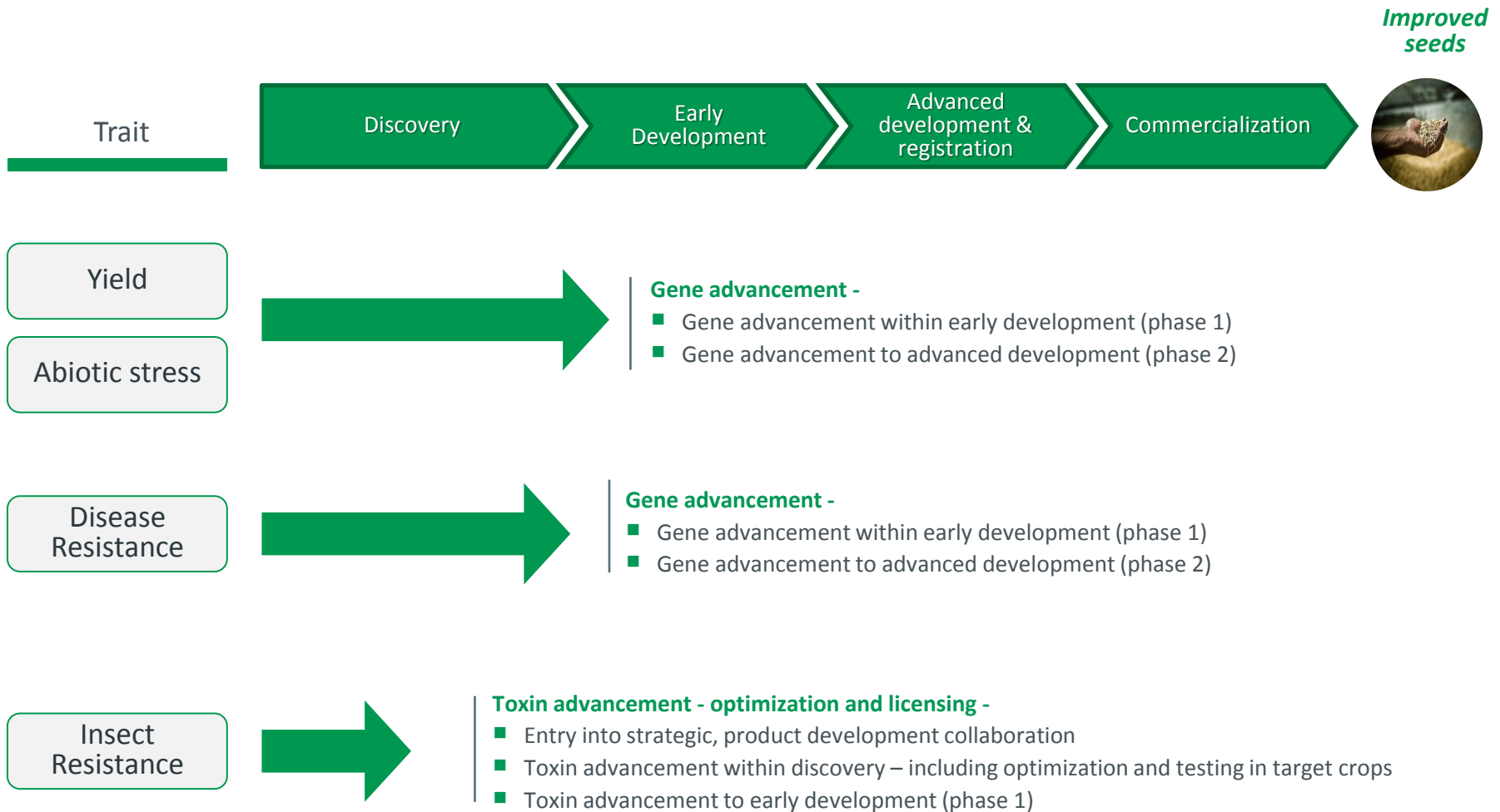
No treatment

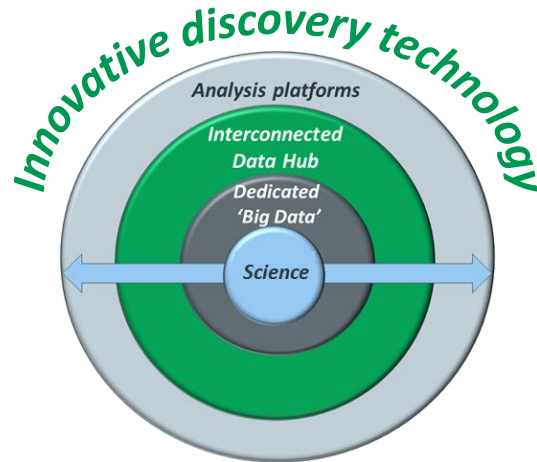


Path forward

Further optimization and validation in plants towards licensing agreement

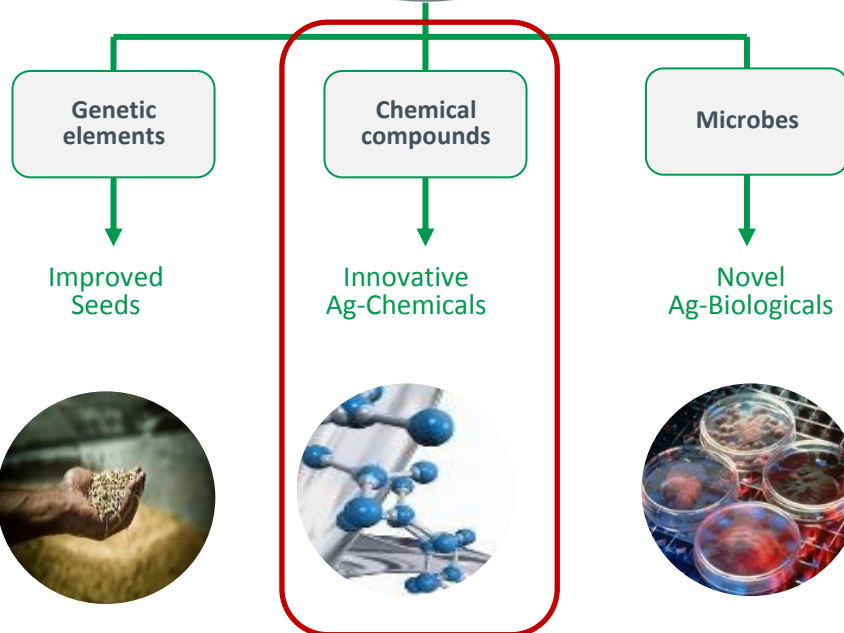
Improved seeds - upcoming value drivers





Platform outputs:

Basis for development of innovative products



Innovative Ag-Chemicals - activities & achievements

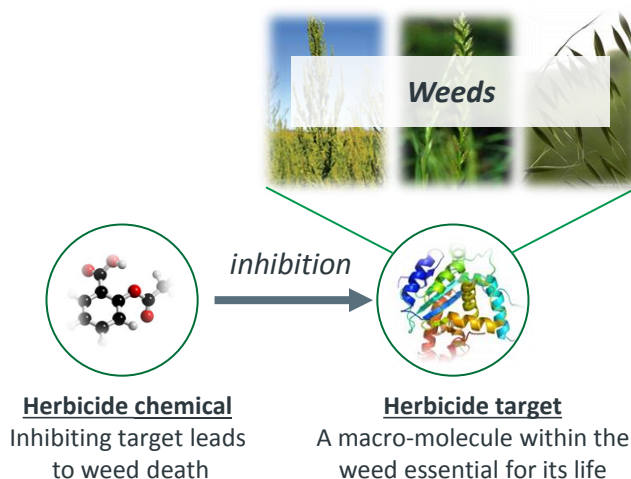
Overview

■ Product programs –

- Novel herbicides with new Mode of Action (MOA) - since 2013

■ Main achievements –

- Strategic collaboration with BASF (signed in 2015)
- Discovery and validation in plants of several novel herbicide targets
- Tens of discovered small molecules showing potential as active ingredient in novel herbicide



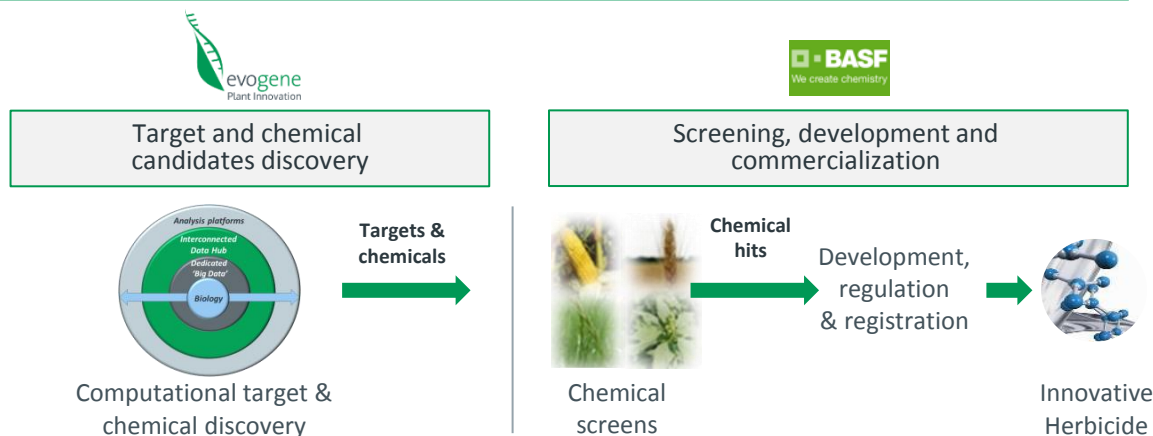
Example: BASF-Evogene collaboration

■ Collaboration period - 3 years

■ Objective - herbicides with new MOA

■ Activities -

- Evogene to identify novel targets and target-linked chemicals candidates
- BASF to screen & validate the candidate chemicals and further develop successful candidates towards commercial products



Innovative Ag-Chemicals - selected results

Targets successfully validated in plants

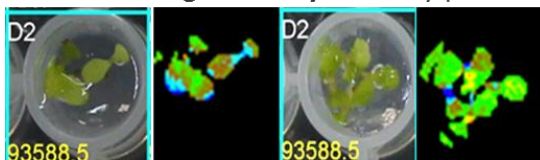
Evogene Announces Discovery and Validation of Novel Plant Targets for Herbicides

July 29th, 2015

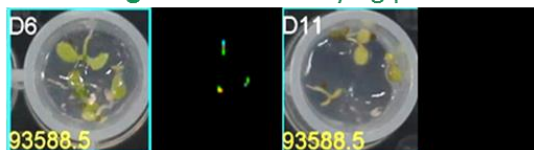
- Newly discovered targets predicted to represent new modes of action

Rehovot, Israel – July 29, 2015 – Evogene Ltd. (NYSE; TASE: EVGN), a leading company for the improvement of crop productivity and economics for the food and feed industries, announced today the discovery and successful validation in plants of the first set of novel plant targets, representing a key milestone in its product program for new chemical herbicides. Targets for herbicides are vital plant macro-molecules taking part in essential biological processes in weeds ("modes of action"). The Evogene discovered targets will now be the subject of a unique methodology for the discovery of chemical molecules that can inhibit their functionality, resulting in weed death. These chemical molecules would then serve as the basis for the development of the active

Normal target activity - healthy plant



Target inhibition - dying plant

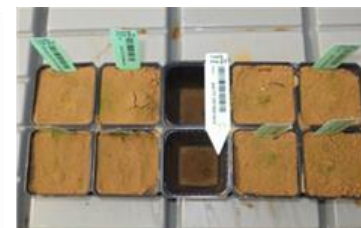


Path forward

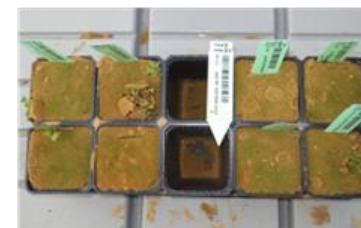
Advancement of targets and chemical hits – optimization and additional plant testing

Chemicals displayed herbicide activity against weeds

Commercial herbicide (positive control)



EVO AG1345*



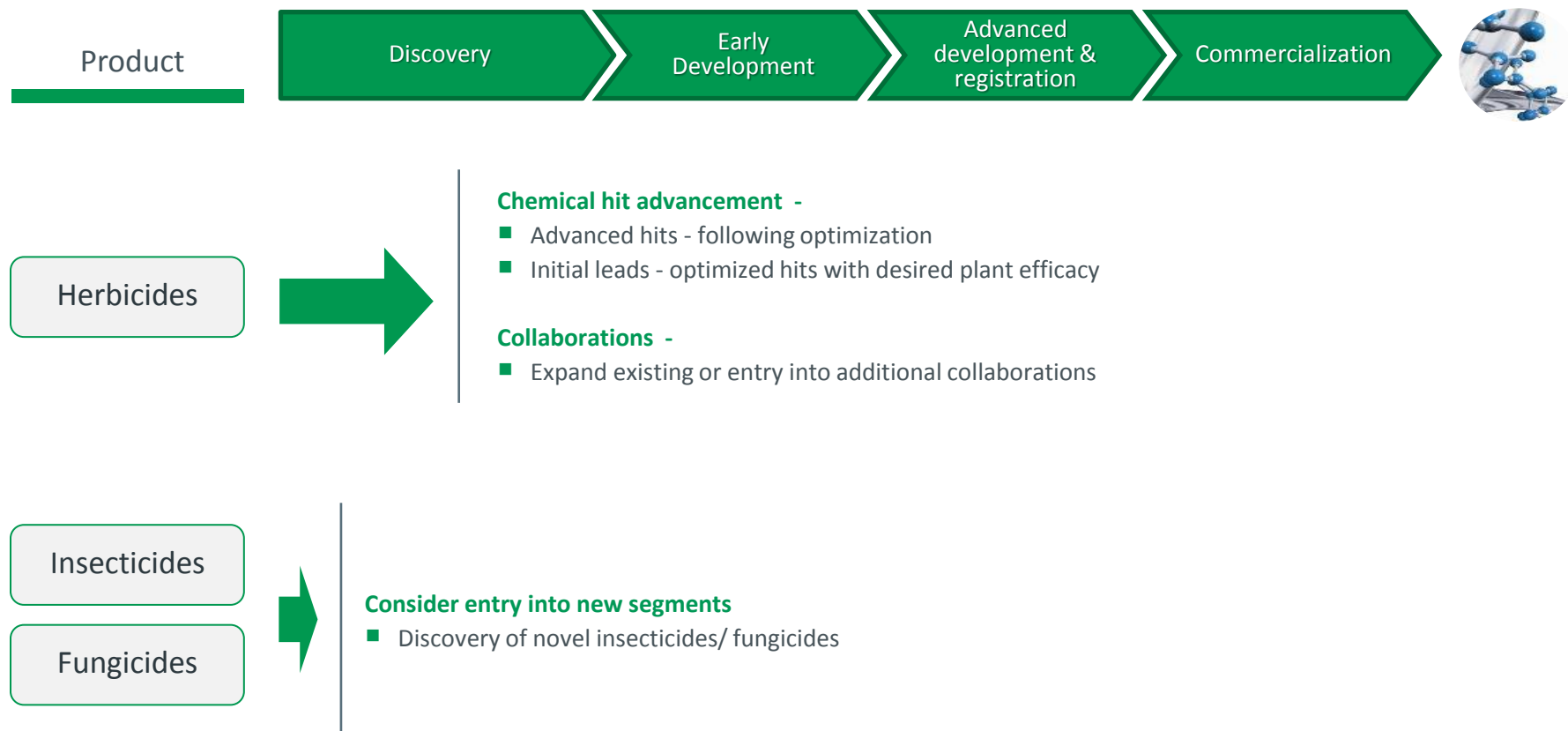
No treatment (negative control)

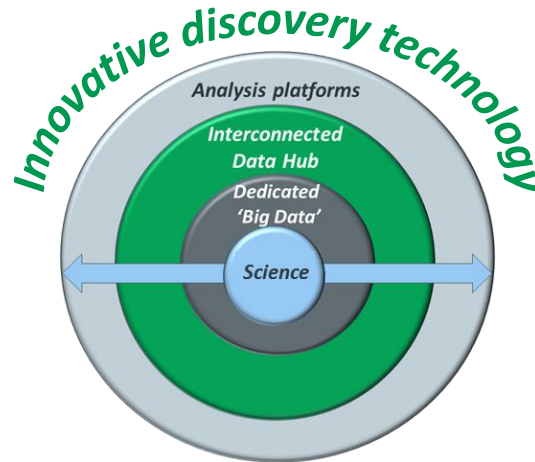


*Prior to optimization

Innovative Ag-Chemicals - upcoming value drivers

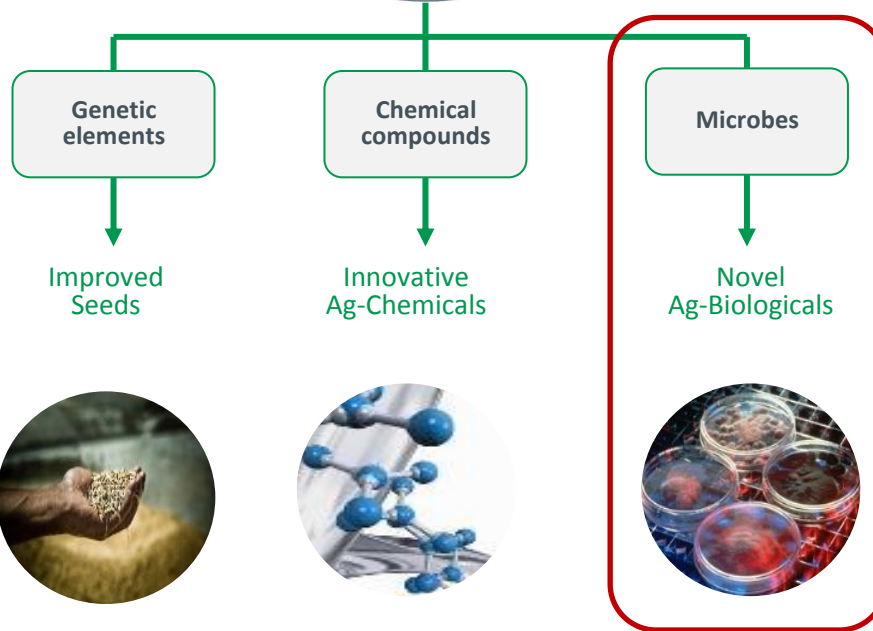
*Innovative
Ag-Chemicals*





Platform outputs:

Basis for development of innovative products



Novel Ag-Biologicals - activities and achievements

Overview

■ Product programs -

- Bio-stimulant (mainly yield and abiotic stress) in corn, soy and wheat – since 2015

■ Main achievements -

- 10's of microbes showing consistent improvement of yield traits in greenhouse and field
- Establishment infrastructure for product research and development - computational, tailored OMIC experiments, plant assays, formulation and fermentation
- 20K isolated microbes from unique sourcing samples, with > 10K sequenced genomes

Crops



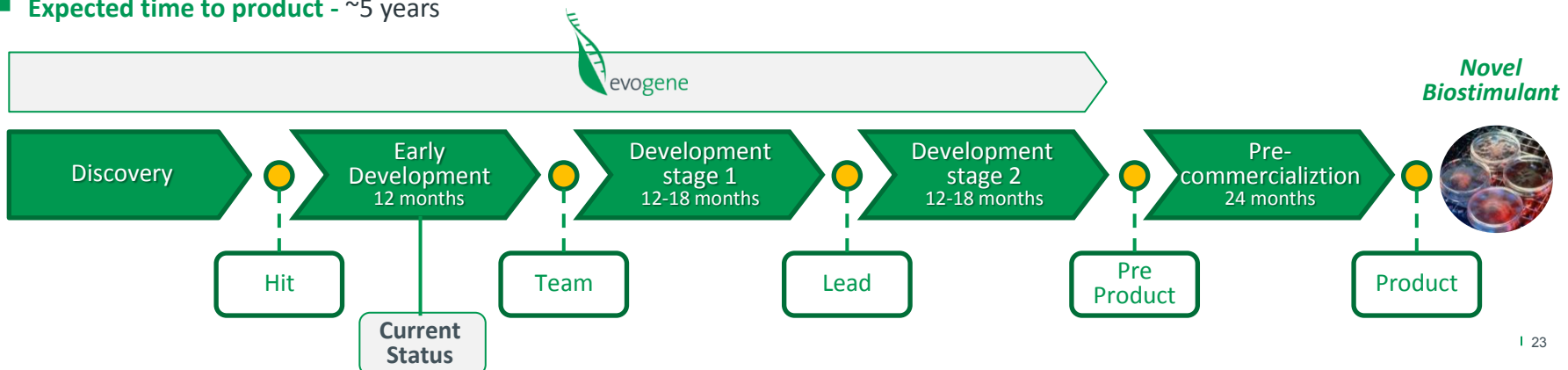
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Product

Bio-stimulant

Internal Bio-stimulant discovery & development program

- **Internal Evogene program** - including downstream activity
- **License out to partner** – late collaboration model
- **Expected time to product** - ~5 years



10's of microbial Hits displaying positive results in corn field trials

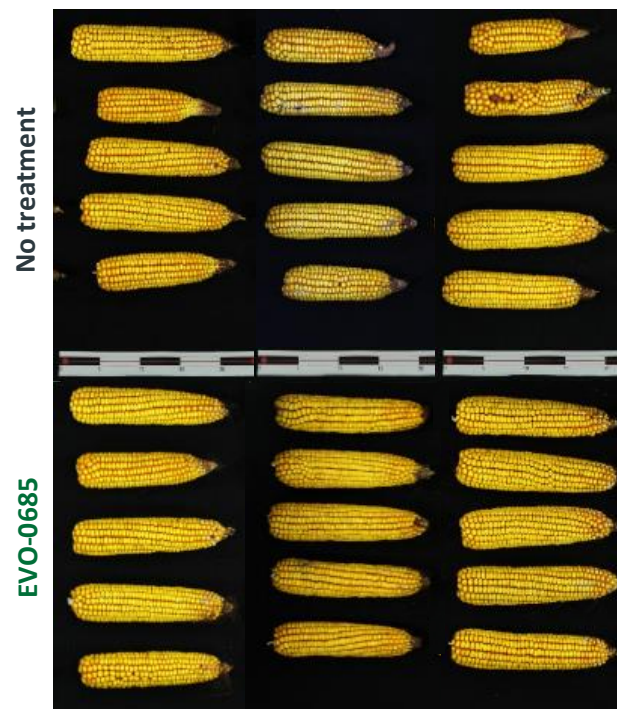
Evogene Announces Positive Field Trial Results in Ag-biologicals Program

November 16th, 2016

- Candidate microbial strains demonstrate positive efficacy and stability results in first year of field testing in corn under drought conditions

Rehovot, Israel – November 16, 2016 – Evogene Ltd. (NYSE; TASE: EVGN), a leading company for the improvement of crop productivity and economics for the food, feed and fuel industries, announced today positive field trial results conducted in Israel from its Ag-biologicals program, which is currently focused on the development of Bio-stimulant products. In these tests, candidate microbial strains identified and predicted by Evogene for their ability to improve corn resistance to drought conditions, yielded positive efficacy and stability results in the first year of field testing.

*Example: EVO-0685 – improved ear size and weight at harvest resulted with **17% increase of yield per plant***



Path forward

Combination of microbial hits, additional testing along with product development activities (upscale, fermentation & formulation)

Novel Ag-Biologicals - upcoming value drivers

*Novel
Ag-Biologicals*

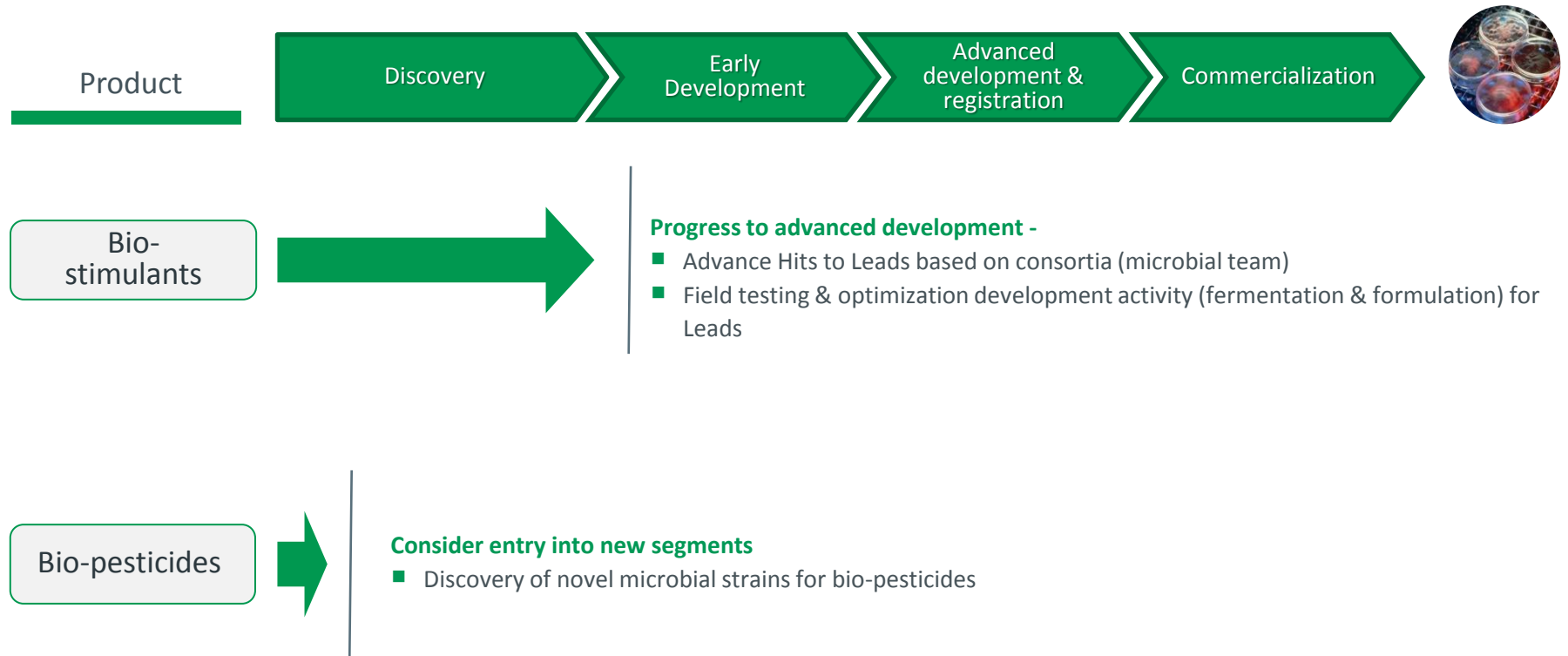




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Investment highlights



- 1 Unique technology platform, combining expertise in plant science and cutting-edge computational tools
- 2 Engine for next generation product development targeting multi-billion dollar ag markets
- 3 Innovation partner of choice for industry leaders
- 4 Diversified product portfolio with multiple paths to milestone payments and royalties from commercialization
- 5 Strong balance sheet



Thank you.

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