



Opportunities and challenges for developing and commercialising innovation in the digital age



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Evogene

June 2018

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 - 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:

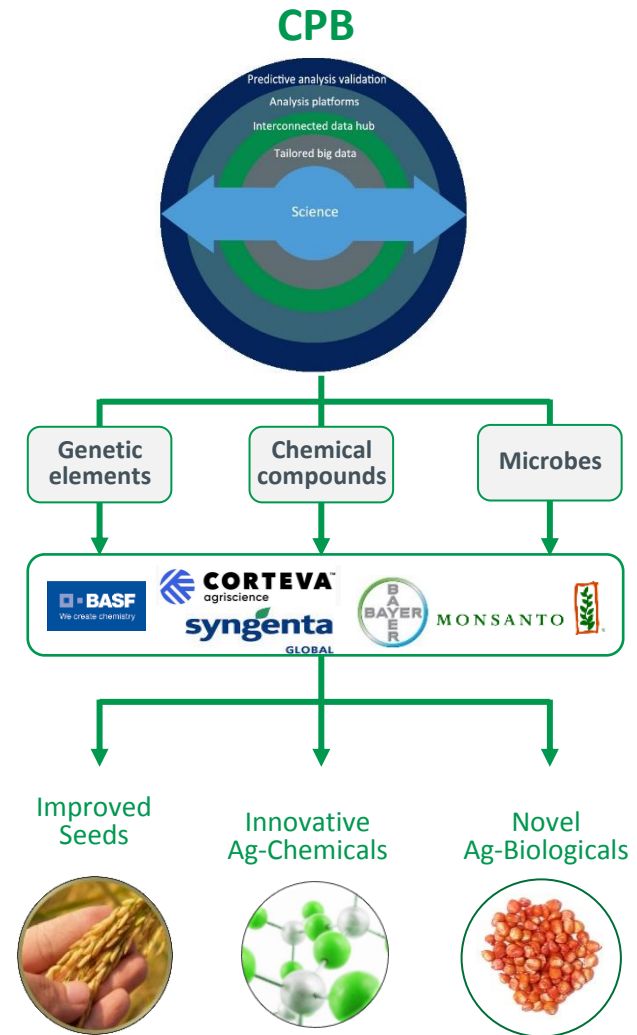
- R&D payments - short term
- Milestone payments - mid term
- Royalties from product sales - longer term

Subsidiaries -

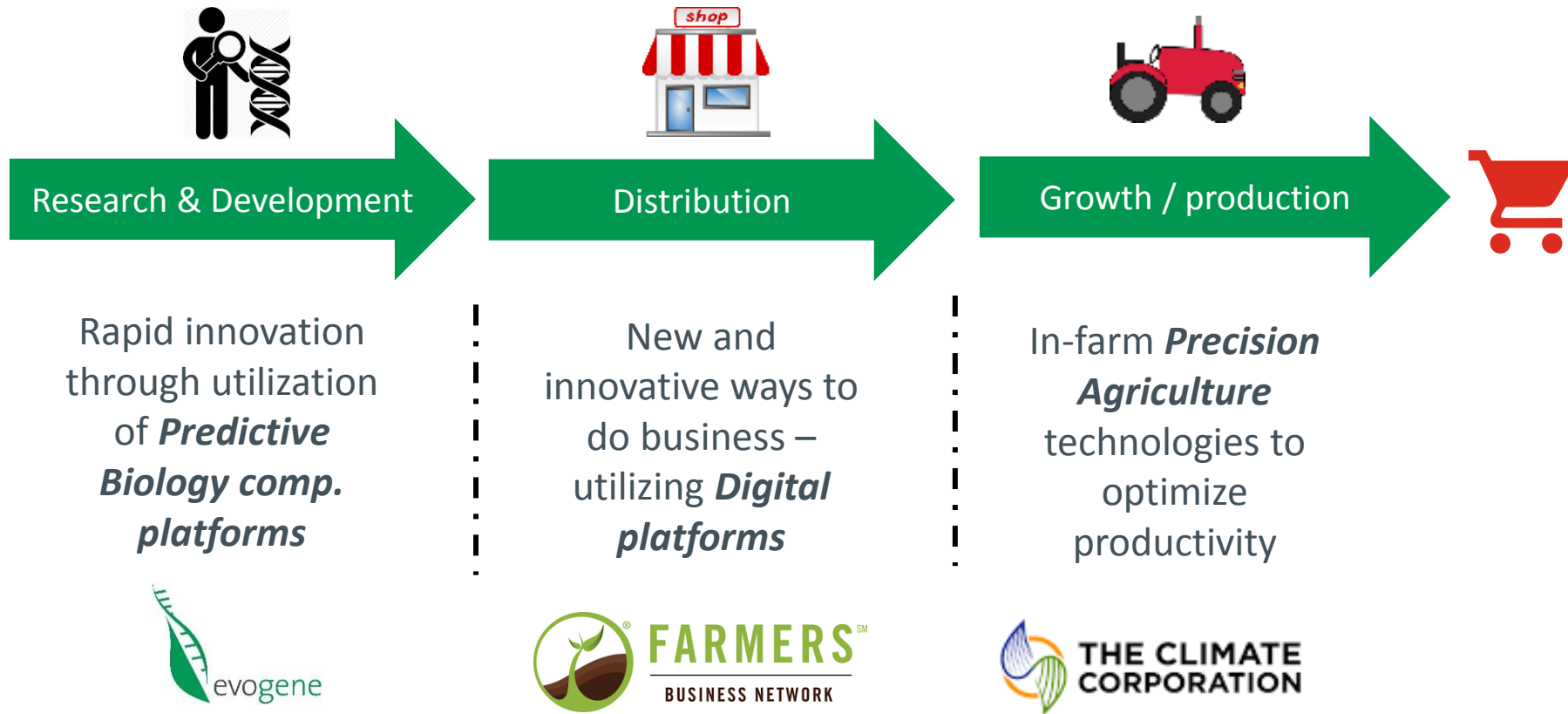
- Evofuel (100%) - Castor Seeds
- Biomica (90%) - Human Microbiome

Financial fundamentals -

- Cash position - \$66 million (March 31st, 2018), no debt
- Listed on TASE (2007) and NASDAQ (2013)

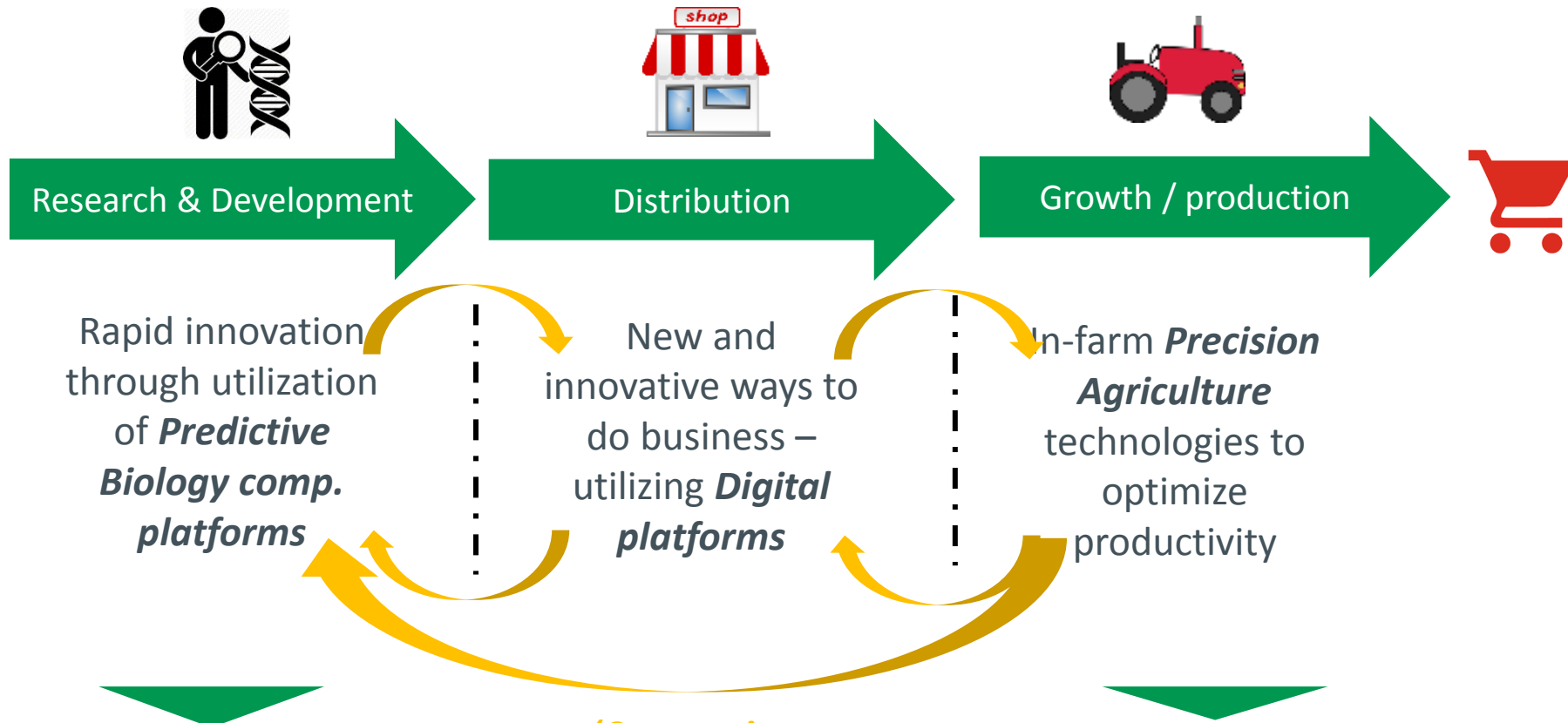


Current status: Agriculture industry already benefits from the 'Digital Transformation'



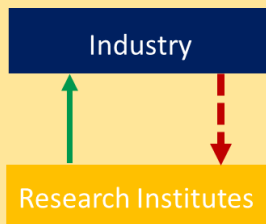
- ✓ New & innovative **products**
- ✓ More **efficient and cost effective** value chain
- ✓ Improved **productivity and performance** (Yield / Acre)

The opportunity: potential of Digital Transformation is yet to be captured



'Connecting the dots'

New models for innovation:

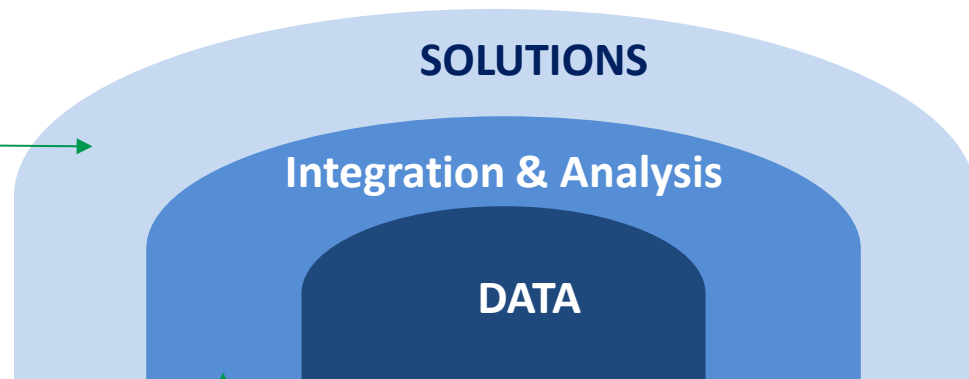


The largest experiment lab:

Data & understanding from real life agriculture to drive value across value chain

The challenge:

Value will be generated through relevant solutions enabled by digitalization



The Enabler – Integrated data and analytics

- **Data & Data integration** - enabler for new solutions
- **Scale is key** – “bigger” data = more value

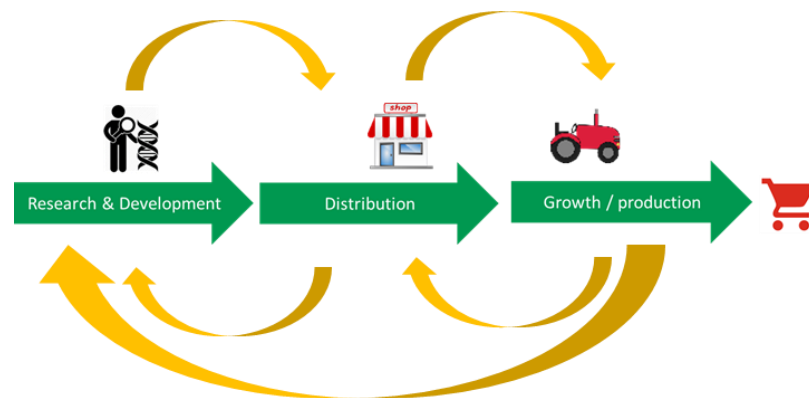


Future seem to be centralized >> value derived from new SOLUTIONS may be at risk

Summary:

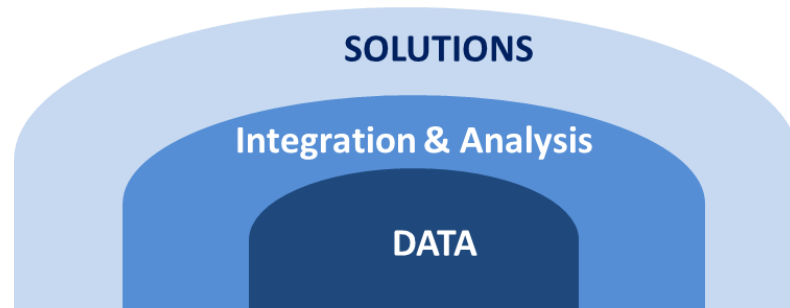
The opportunity:

- Potential will be captured with tight integration along the value chain
 - ‘Connecting the dots’



The challenge:

- Risk of centralized hubs for data and technology - may limit value generation from new solutions





Thank You

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