

Providing a Natural, Organic Technology Platform with the Efficacy of Synthetic Chemicals

**Corporate Presentation** 

October 2021



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# Agriculture biotech company with a natural, organic technology platform that is highly efficacious in controlling microbial diseases, pests and weeds.

### CSE:MGRO OTC:MGROF FRA:0C0

- Sustainable, disruptive innovation with potential to replace banned synthetic chemicals
  - Plant-based, two mustard seed extracts  $\rightarrow$  AITC and thiocyanate
  - Positive soil health & ecological impact
  - Patented, 100% owned, completed >110 independent studies
  - Initial production through Toll Manufacturing no CAPEX requirement

### **Tight Capital Structure**

- ~46.2 million basic shares outstanding
- ~17% management and advisor ownership
- ~54.7 million fully-diluted shares outstanding
- ~C\$183MM fully-diluted market cap
- ~C\$9.8 million cash on-hand

### Focused on disrupting the US\$65 billion global pesticide market



### Sumitomo Corporation

One of the world's largest general trading companies. US\$41.8 billion in annual revenue, US\$5.4 billion of cash & cash equivalents and 957 consolidated subsidiaries & associated companies. Sumitomo Corporation to fund and drive field development and regulatory work necessary for commercialization.

Exclusive evaluation and option for MustGrow's preplant soil fumigation, bioherbicide, postharvest and food preservation for certain fields and applications in North, Central, and South America.

Non-exclusive option for Canadian canola and pulses, global turf and ornamentals, floriculture, and all post-harvest and food preservation applications not covered within the exclusive agreement.



Non-exclusive field trial collaboration on Canadian canola (*Clubroot* disease) & pulse crops (*Aphanomyces* disease).

A leading global specialty chemical distributor with the industry's largest private transportation fleet and North American sales force. US\$8.2 billion in 2020 annual revenue.

## **Management, Directors & Advisors**



**COO** 



#### Corey Giasson, MBA President, CEO & Director

- ~25 years of agriculture experience with an MBA and B.Sc. Ag Economics from the University of Saskatchewan.
- Previous Co-founder & CEO of Rallyemont Energy, sold to Husky Energy.
- Previous Vice President, at Anglo Potash, sold to BHP.

#### Todd Lahti, CFA, CPA, CA – CFO

- Has closed over 50 financial transactions totaling over \$2.4 billion.
- Previously President of MCN BioProducts Inc., an agricultural technology company, sold to Bunge Ltd. in 2012.

#### Brad Munro – Chairman

 20+ years as a VP, Investments with a national venture capital firm where he sourced, invested, and managed the activity of over 30 companies and invested \$150MM.

#### **Brian Quigley – Director**

- Co-Founder of Green Sky Strategy.
- 16 years at Altria Group; including CEO of Altria's innovation company.

#### Matt Kowalski – Director

- Director, VRM Labs.
- Past President & CEO and Natural Industries from 2002-2012.
- Previous Global Market Manager: Bio Control, Novozymes BioAg.

#### **Tom Flow – Director**

- Founder & Co-CEO of The Flowr Corporation.
- Previous Co-Founder of MedReleaf (sold for \$3.2B).



#### Colin Bletsky & Director

- ~30 years of experience in agriculture with a B.Sc. in Agriculture from University of Saskatchewan.
- Previous Vice President, BioAg at Novozymes where he was responsible for the BioAg business worldwide.
- Previous experience with Syngenta, Pioneer, retail and farming, covering all global agricultural industries.

#### David Borecky CPA, CA, CIM, PFP, CF – Director

- CFO at Impossible Foods Inc.
- Previous Controller at Stripe Inc. and held senior management positions at Square Inc.

#### Jamieson Bondarenko, CFA, CMT – Capital Markets Advisor

- Owner of JGRNT Capital Corp., merchant equity capital and advisory.
- Prior Equity Capital Markets roles with Eight Capital, Dundee, HSBC.

#### Barry Palte – Global Advisor

- Founder of globally focused investment group EQ Capital Partners.
- Member of Top Tier Impact (Geneva).
- Global Investment Leaders Club (Dubai) family office community.

#### Dr. David Maenz – Production Advisor

- Inventor or co-inventor of 7 patents.
- Expert in processing and extraction from oilseeds.

#### Dr. Matthew J. Morra – Scientific Advisor

- Professor Emeritus of Soil Biochemistry at University of Idaho.
- Expertise in developing biopesticides and is a leading expert on valueadded products derived from oilseeds.

### World-class team of agriculture and business professionals

# **Market Drivers**



- Regulatory agencies are significantly restricting or banning synthetic ag chemicals leaving limited alternatives for a growing population.
- Consumers are demanding a safe, healthy, natural and sustainable food supply.
- Producers want to protect their crops with biologicals, but only if they work -many biologicals have as of today not met performance expectations.
- AgChem companies are actively investing in more sustainable natural technologies to replace or complement synthetic chemicals.
- Sustainable farming practices are critical to feed a growing global population on a finite amount of arable land.

# MustGrow is providing a natural, organic technology platform with:

- The efficacy of synthetic chemicals.
- The potential application in multiple markets globally.



How will we feed the world when some synthetic chemicals are being banned?

# Positive Soil Health and Environmental Impact

MustGrow's active ingredient (AITC) is sustainable and has a positive soil health and environmental impact...



- Returns organic plant material to the soil
- Dissipates in the soil quickly



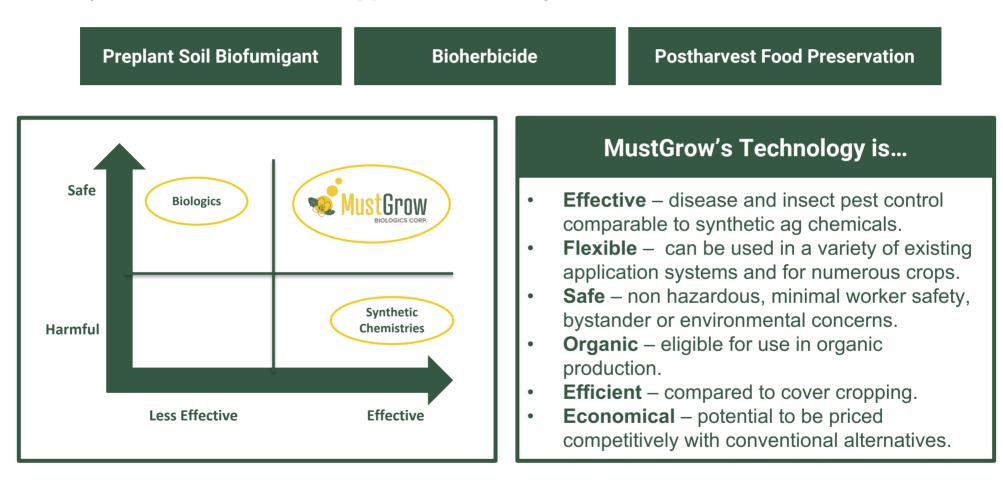
- Avoids long-term toxicity to beneficial micro-organisms
- Very low water solubility, potentially limiting watershed runoff
- Promotes a healthy microbiome for the soil

Harnessing the mustard seed's natural defense mechanism to control diseases, insect pests and weeds.



### MustGrow's Tech vs. Biologicals vs. Synthetic Chemistries

MustGrow is providing a natural, organic technology platform with the efficacy of synthetic chemicals and application in many markets:



### What is going to replace banned synthetic chemicals?

# Technology Platform with Application in Multiple Markets

PRODUCT	TARGET	ESTIMATED MARKET SIZE / LOSS	PROOF OF CONCEPT	EARLY DEVELOPMENT	ADVANCED DEVELOPMENT	REGISTRATION
			Laboratory	Greenhouse	Field Trials	Pre-Launch
Preplant Soil Biofumigant	Soil-borne diseases and pests					
Fruits & Veg, Turf & Ornamental, Tobacco, Potatoes	Fusarium, Botrytis, Verticillium, Rhizoctonia, Pythium, Phytophthora, Sclerotinia, Nematodes, etc.	<b>US\$1.3 Billion</b> Estimated Global Market Size in Fruit & Vegetable				<b>TerraMG</b> US-EPA registration in process
Bananas	Fusarium wilt TR4	US\$18 Billion Estimated Global Loss				
Canola	Clubroot Disease (Plasmodiophora brassicae)	<b>C\$500 Million</b> Estimated Economic Loss in Canada				
Pulse Crops: Peas, Lentils, Legumes, etc.	Aphanomyces	<b>C\$100 Million</b> Estimated Economic Loss in Canada				
Bioherbicide	High value herbicide markets	US\$35 Billion Estimated Global Market Size		<b>→</b>		
Postharvest Food Preservation	Storage biopesticide and food preservation					
Potato & Vegetable Sprout Inhibitor*	Sprouting, diseases and pests	<b>US\$100 Million</b> Estimated Global Market				
Biopesticide for Bulk Grain*	Mycotoxins and pests	US\$15 Billion Estimated Global Loss				
Biopesticide for Shipping Containers*	Diseases and pests	<b>US\$2 Billion</b> Estimated Global Market Size				
Biopesticide for Food- Borne Pathogens*	E.coli, Salmonella, Listeria, Staphylococcus	<b>US\$15 Billion</b> Estimated Global Market Size				

Source: Globenewire, 3rd Party Ag Market Researcher, MustGrow estimates.

\*Literature shows AITC has application in these areas.

# **TerraMG - Leveraging an Existing EPA Registration**



### Projected Global Fumigation Market (2025; 4.6% CAGR)



- Granular Format is already EPA-approved and had C\$700,000 in sales → now seeking registration for Liquid Formulation, TerraMG.
- TerraMG is less bulky and more efficient compared to the Granular Format → lower application rate.
- TerraMG has potential to compete not only on efficacy vs. chemistries, but also on price.
- Assessing high throughput toll-manufacturing production methods and cost models.
- Potential for no CAPEX requirement to get initial production.

#### 2018 US Fumigation Market – Snapshot (USD\$)

		Total Acres	Acres Fumigated	Price per Acre**	Fumigation Sales
	Conventional	10,031,351	964,400 (9.6%)	\$486	\$469 million
Open Opportunity	Buffer Zones (~10%)*	96,440	0	n/a	
	Organic	241,600	0	n/a	



\* Buffer Zones are 5-20% of total fumigated acres

\*\* Average price per acre is US\$450-600 per acre for product

## Overview of Work Plan for 2021-2022

- Field trials will be ongoing or planned with third parties in North America, South America Eurpoe and Asia.
- Continued formulation optimization...enhancements and cost reduction.
- Continued regulatory work in multiple regions.
- Acceleration of postharvest applications and testing with initial focus on potato sprouting and disease, but expanding to other applications.
- Assessing further potential partnerships with respect to other applications and regions.
- Securing initial production through toll manufacturing.

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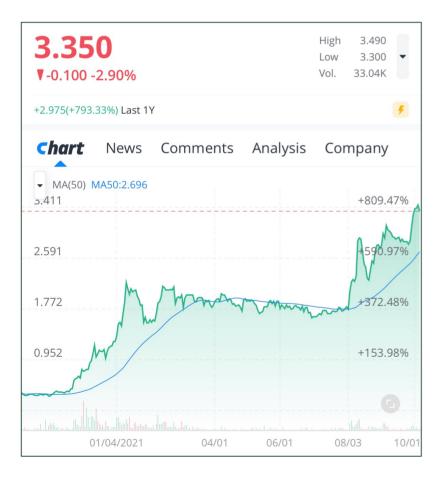




### **Capital Structure**



### CSE:MGRO / OTC:MGROF / FRA:0C0





<b>Basic Shares Outstanding</b>	46,224,177
Options	3,725,000
Warrants	4,717,000
Fully-Diluted Shares Outstanding	54,666,177
Fully-Diluted Market Cap (CAD)	\$183,131,693
Insider Ownership (~17%)	7,971,647
CSE Average Volume (3 month)	85,200
Previous Capital Spent (C\$MM)	\$15.0
Cash Position (C\$MM)	\$9.8
Debt (C\$MM)	\$1.0



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