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

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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
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 31\textsuperscript{st}, 2018), no debt
- Listed on TASE (2007) and NASDAQ (2013)
Current status: Agriculture industry already benefits from the ‘Digital Transformation’

- Rapid innovation through utilization of *Predictive Biology comp. platforms*
- New and innovative ways to do business – utilizing *Digital platforms*
- In-farm *Precision Agriculture* technologies to optimize productivity

- **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

Research & Development
- Rapid innovation through utilization of Predictive Biology comp. platforms

Distribution
- New and innovative ways to do business – utilizing Digital platforms

Growth / production
- In-farm Precision Agriculture technologies to optimize productivity

New models for innovation: ‘Connecting the dots’

Industry

Research Institutes

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
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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