

We Can Rapidly Discover, Develop & Deploy A Natural Microbial Product to Control *Any* Invasive Species

Our Optimized Process



Making a Better, More Consistent Product

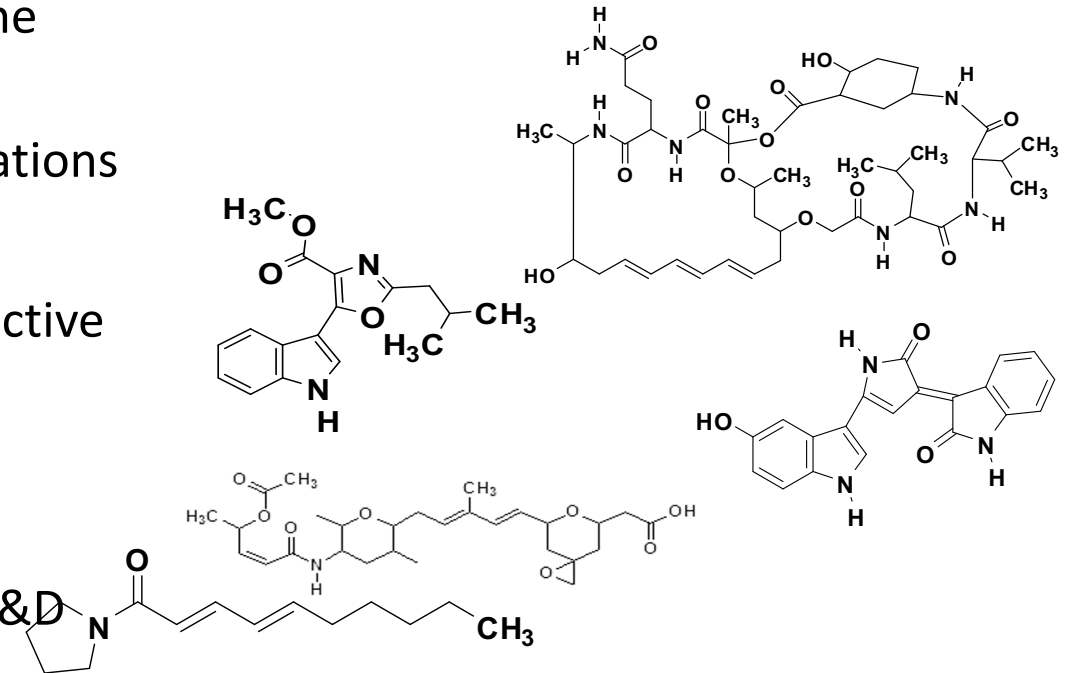
Determining What Causes the Pesticidal Activity: Natural Product Chemistry Mixtures

- Characterize/identify pesticidal compounds produced in mixtures by the microbes or plant extracts
- Guided by gene sequencing; provides info on what compounds *may* be produced (note not all compound genes are expressed)
- Determine activity contribution of each compound & determine synergies among the compounds
- Patent individual compounds, mixtures, their uses and formulations
- Eliminate strains with known harmful compounds
- Develop fermentation processes to express and optimize the active compounds
- Develop analytical assays based on key bioactive chemistry for Quality Control in manufacturing
- Continuous optimization of compound titers and potency by R&D

Small molecules



Proteins



Our Innovation: We Can Find A Natural Microbial Product to Control *Any* Invasive Species

- **Sustainable:** Use of naturally occurring microbial natural product solutions is the logical alternative to fossil-fuel intensive chemicals
- **Untapped:** Only a small fraction of nature's biodiversity has been discovered; we know how to tap it
- **Healthy, Environmentally Friendly:** Historically, our products have been registered for organic food production; safe for nontarget organisms, with a low carbon footprint
- **Regenerative & Versatile:** Biologicals can prevent establishment but can also reduce existing populations regenerating land and water, restoring carbon sequestration



No Mystery: Proven Leadership & Strategy

- **A History of Prior Success:** Co-founders Marrone (one the world's experts on bio-based solutions) & Boyd (experienced in manufacturing and finance) each had 3 successful start-ups, 7 years together at MBII as CEO & CFO and had responsibility for manufacturing at 3 companies.
- **An Integrated Team:** Marrone, Boyd and Chief Science Officer, Dr. Amit Vasavada, (CTO at MBII for 10 years), all have deep industry experience in discovery, development, commercialization.
- **With Strategic Competencies:** Deep experience in fermentation, formulation, natural product chemistry, manufacturing (extremely important to product efficacy/COGs) but also collaborative strategy needed to bring market end-users together early on.
- **We Know Regulation:** With deep knowledge of regulatory systems key to rapid market entry and geographic market growth.
- **Have Strong 3rd Party Partners:** Strong relations with microbe sourcing, discovery, AI/ML, manufacturing, distribution, marketing

