



LEADING THE FIELD



PLANT HEALTH CARE PLC (AIM: PHC)
COMPANY OVERVIEW – MARCH 2021



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EXECUTIVE SUMMARY

COST-EFFECTIVE PRODUCTS FOR SUSTAINABLE AGRICULTURE:

- Agriculture is changing – move to sustainability
- Global demand for biological solutions growing at >16% pa
- PHC's technology both highly cost-effective and sustainable

EXISTING COMMERCIAL BUSINESS:

- Proven products, grower ROI typically 6 – 14x
- Revenue poised to accelerate; profitable and cash generative

Est. 30m	2x sales growth 2020	70% GM	CASH
Hectares Market access	US & Brazil in-market sales	Harpin $\alpha\beta$ in 2020	GENERATIVE

NEXT GENERATION TECHNOLOGY: PRETEC – 'VACCINES FOR PLANTS':

- Lower cost, higher potency, greater stability and ease of use
- Outstanding benefits to growers; potentially disruptive platform technology; >\$20M invested since 2012
- Targeting markets with \$5bn value; first launch planned for H2 2021



PLANT HEALTH CARE – AT AN INFLECTION POINT



PLANT HEALTH CARE – ACCELERATING GROWTH

SUCCESSFULLY RAISED \$9.8M¹

- Over-subscribed by new investors; better balance in shareholder register

TO BE INVESTED IN:

ROLL-OUT OF PRETEC PRODUCTS: ‘VACCINES FOR PLANTS’

- Launching Saori™ in Brazil H2 2021
- USA launches planned for 2022/23
- Rich pipeline of blockbuster products: Opportunity to accelerate

ENTRY INTO EUROPE:

- Largest market for sustainable agriculture
- Extend Commercial business across Europe
- Bring PREtec products to the European market

STRENGTHEN BALANCE SHEET

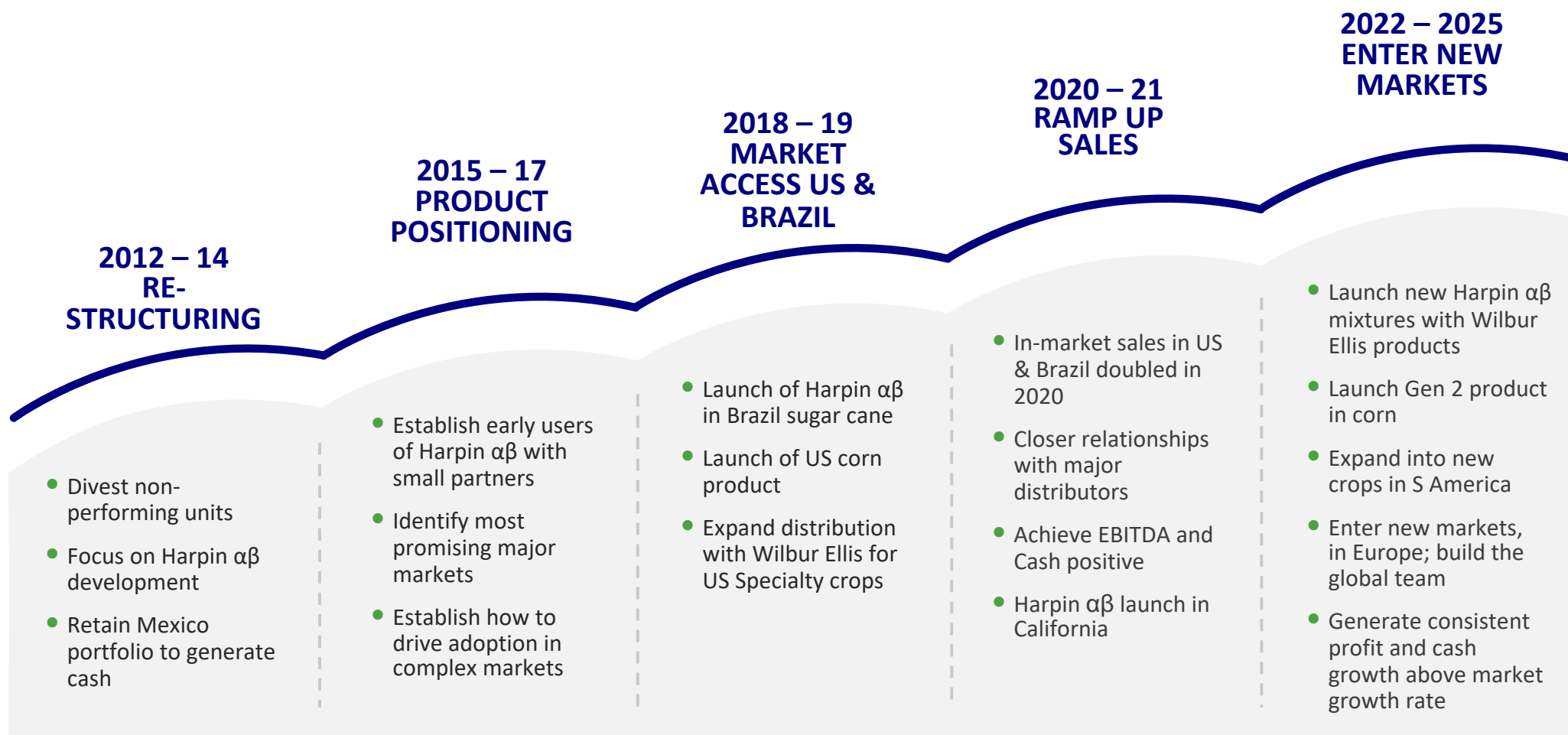


INVESTMENT TO SUPPORT GROWTH INTO \$5BN OPPORTUNITIES

1. Raised gross \$9.8M supported by Arden and Cenkos



TIME-LINES: COMMERCIAL BUSINESS



PROFITABLE COMMERCIAL BUSINESS POISED TO ACCELERATE



COMMERCIAL BUSINESS: STRONG HARPIN $\alpha\beta$ GROWTH IN CORE MARKETS

1. SUGARCANE IN BRAZIL: IN-MARKET SALES GREW $\approx 3X$ IN 2020

- Outstanding product benefits: Yield increase $>23\%$; ROI $>14x$
- \$15m sales opportunity ¹, through Coplacana, strong distributor
- Adoption now gaining traction; market share approaching 1% in Sao Paulo state
- Factoring in place

Driven by increasing product adoption

	#CUSTOMERS	SALES/CUSTOMERS
2019	195	7.92
2020	≈ 250	17.06

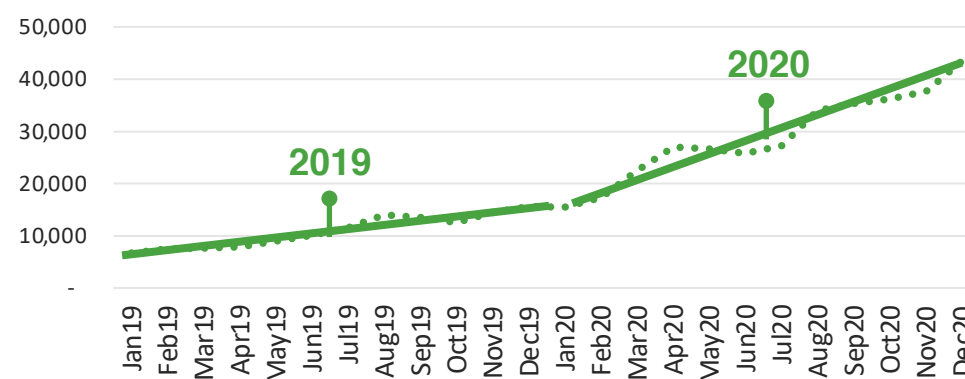
Brazil Sugarcane



" H2COPLA is all technology. When I use it, I know that I will have great results. I am so in love it and I can't live without it anymore. It came to stay. The results are incredible. "

Alvargo Amgarten
Sugar Cane
and Soybean Producer
Cosmopolis / Sao Paulo, Brazil

Coplacana Sales Hectares LTM 2019 - 20



PRODUCT ADOPTION ACCELERATING IN VERY LARGE MARKETS

1. Based on achieving 10% share of 8.6m Ha market, at \$18 per Ha ex PHC



COMMERCIAL BUSINESS: STRONG HARPIN $\alpha\beta$ GROWTH IN CORE MARKETS

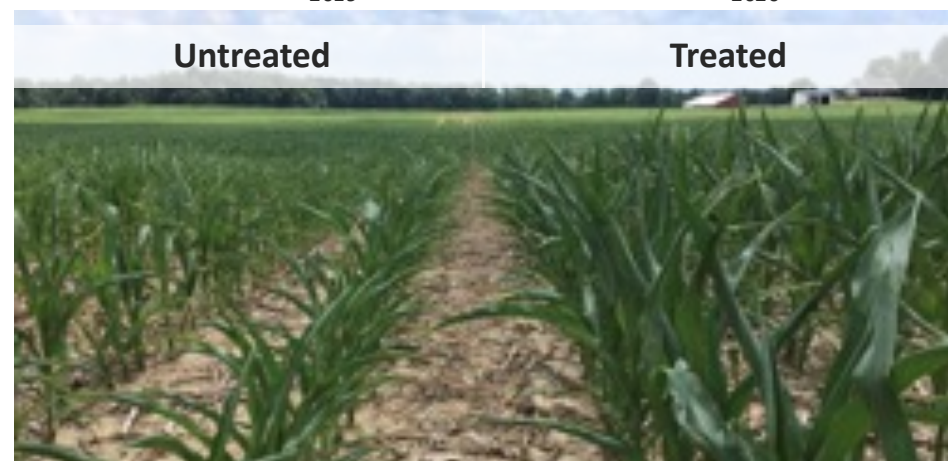
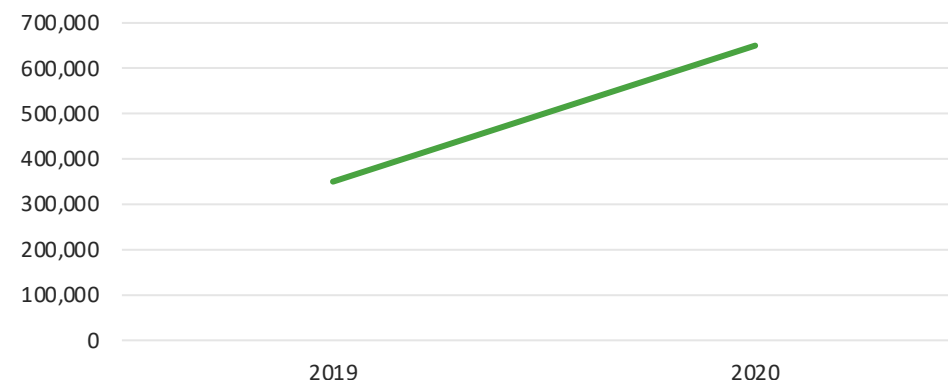
2. US CORN: IN-MARKET SALES GREW 1.8x IN 2020

- Stronger, taller corn; yield +3 – 5% at \$3 cost per acre
- \$5m sales opportunity, through #2 US distributor ¹
- Closer relationship on demand creation; optimise inventory

3. SPECIALITY CROPS: USA – SALES EX PHC 2X VS 2019

- \$10m pa opportunity through Wilbur Ellis, \$3.4bn distributor ²
- Driving product adoption in many crops
- 2021 launch in California
- New product mixtures for launch in 2021 - 22
- Expand into East Coast markets

Acres treated with Harpin $\alpha\beta$ in US corn 2019-2020



US corn field in which the plants on the left were treated only with the standard treatments, while the plants on the right were also treated with Harpin $\alpha\beta$.

PRODUCT ADOPTION ACCELERATING IN VERY LARGE MARKETS

1. Based on 92 million acres of US corn, 5% market share would equate to \$5M in potential sales at \$1 per acre ex PHC
2. Based on 1% share of the \$1 billion West Coast specialty crop protection market, would equate to PHC revenue of \$10m

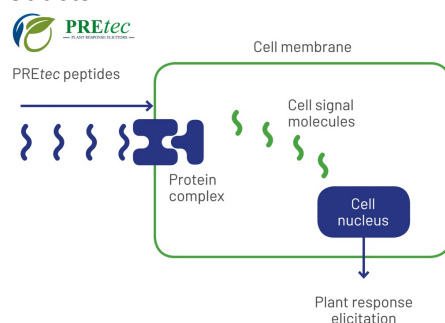


PREtec - CUMULATIVE INVESTMENT >\$20M SINCE 2012: POISED FOR FIRST LAUNCH PLANNED IN H2 2021

WHAT IS PREtec?

PLANT RESPONSE ELICITOR TECHNOLOGY

- Derived from naturally occurring proteins that 'switch on' natural defence and growth systems
- Significant advancement from Harpin $\alpha\beta$: highly potent, stable, cheap to make
- Pipeline of differentiated PREtec products



"VACCINES FOR PLANTS"

- Treated plants resist disease, drought, stress, nematodes
- Results in greater crop yield and quality
- Excellent ESG credentials: Low toxicity, no residues ¹
- Compatible with mainstream agricultural practices
- Fast track registration: cheaper and quicker to market



WHAT ARE THE BENEFITS TO GROWERS?

EXAMPLE: BRAZIL SOYBEANS, SAORI™ 2021 LAUNCH:

- Simple, safe application to seeds; early evidence of vigour and disease control
- Yield improvement, worth approx. \$85/ha (>\$2.5bn nationwide) ²
- ROI potential >6x from yield alone
- Less need to apply chemical fungicides

Brazil Field Trials, Saori 2021



Conventional treatment



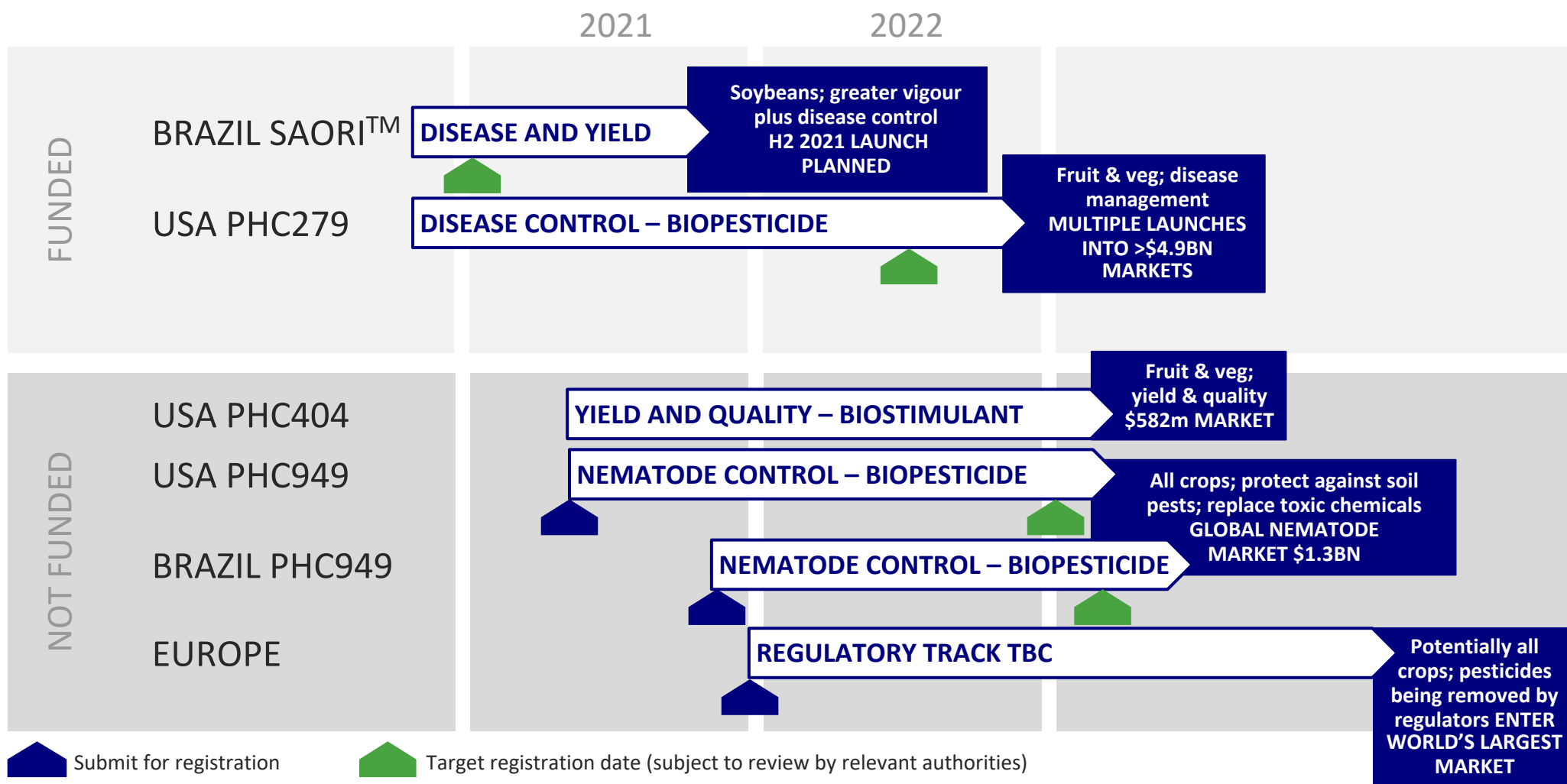
With Saori seed treatment, soy plants are healthier & more vigorous, promising greater yield

SUSTAINABLE AND COST-EFFECTIVE PRODUCTS

1. Exempt from US Environmental Protection Agency (EPA) requirement to establish residue tolerances.
2. Figure results from multiplying \$85/Ha by the 38.6m hectares of soybeans planted in Brazil in 2021



MULTIPLE PRODUCTS FROM THE PRETEC PIPELINE



PRODUCT PIPELINE TARGETING MARKETS WORTH >\$5BN



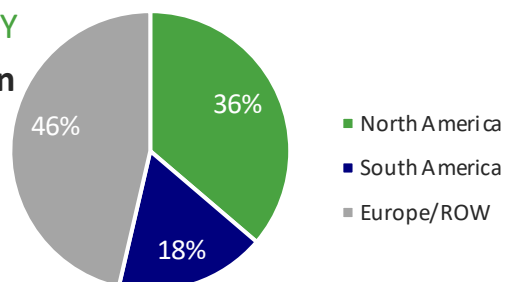
MARKET ENTRY INTO EUROPE

OPPORTUNITY

LARGEST MARKET GLOBALLY

Biologicals market by region

TOTAL - \$4.4 billion



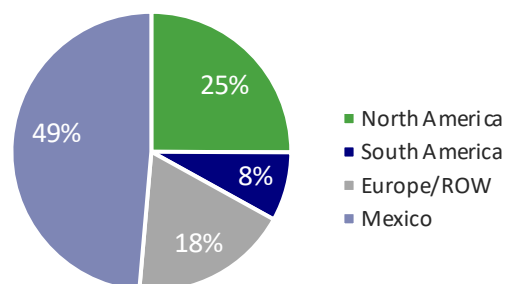
**MAJOR FOCUS ON SUSTAINABLE AGRICULTURE
CREATES OPPORTUNITIES**

CHALLENGE

PHC UNDERWEIGHT

PHC sales by region

TOTAL - \$6.6 million



**MARKET ENTRY: FRAGMENTED MARKET PLUS
COMPLEX REGULATION**

HIGHLY FRAGMENTED SECTOR OFFERS ROUTES TO GROWTH:

>100 small companies; most with revenues <\$10m

Many with markets, customers and technologies complementary to PHC

PHC's market access in Americas attractive to EU companies

WITH

SMALLER COMPANIES:

- Alliances, JVs, accretive M&A

Examples:

- EU-based companies; often privately owned and profitable

WITH

LARGER PARTNERS & DISTRIBUTORS:

- Licences, Joint Development Agreements

Examples:

- Wilbur Ellis JDA for specialty crops US



MILESTONES 2021 - 22

COMMERCIAL	PRETEC	GROUP
<ul style="list-style-type: none">• Deliver continued product adoption in three core markets• Sign up a major new distributor in Europe• Deliver revenue growth above sector average of 16+%• Consistent profit and cash generation	<ul style="list-style-type: none">• Appoint distributor for Saori in Brazil and launch Q3 2021• Submit PHC949 to EPA in 2021• Achieve PHC279 registration in USA H2 2022• Progress JDA with Wilbur Ellis®• Pursue further JDAs for PREtec• Commence PREtec development in Europe	<ul style="list-style-type: none">• Appoint toll manufacturer for PHC279• Strengthen peptide IP and formulation development• Drive towards Group cash positive

ACCELERATING GROWTH



APPENDICES



FY 2020 TRADING STATEMENT – HIGHLIGHTS ¹

REVENUE

up 3% YoY

(10% in constant currency) to \$6.6m

- In-market inventory reduced by **>\$1m** by on-ground sales growth
- Significant **Covid-19 impact** in some markets in H2

CASH BURN FURTHER REDUCED TO

\$2.7m

(\$4.8m in 2019)

CASH AND EQUIVALENTS AT 31 DECEMBER OF

\$4.1m

GROSS MARGIN

56%

(56% in 2019)

CASH OPERATING EXPENSES

\$7.1m

(\$7.4m in 2019)

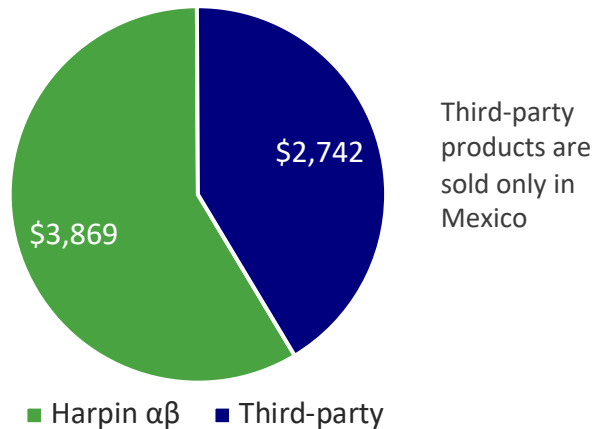
**COMMERCIAL BUSINESS ACHIEVED
EBITDA AND CASH POSITIVE**

STRONG CASH PERFORMANCE – PROGRESS TO CASH POSITIVE

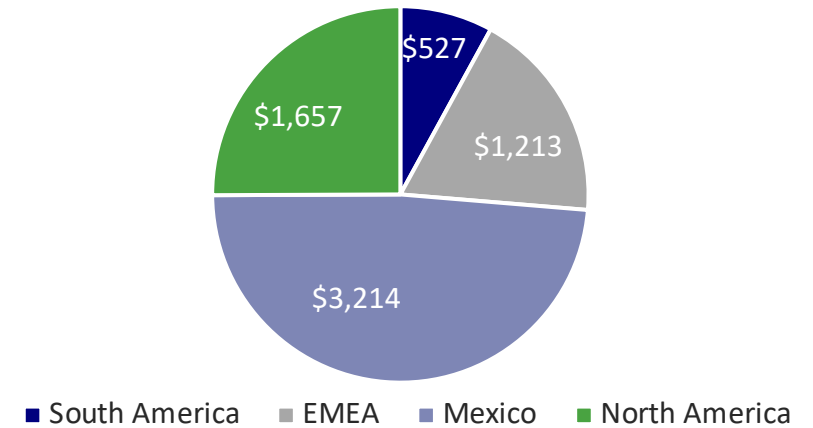


PLANT HEALTH CARE KEY DATA AT A GLANCE ¹ (IN THOUSANDS)

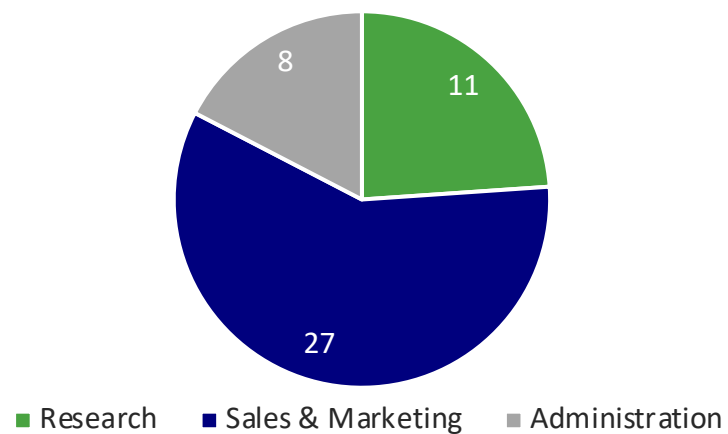
Sales by product 2020



Sales by region 2020



Number of employees 2020



1. 2020 numbers are unaudited



PHC LEADERSHIP TEAM



DR CHRIS RICHARDS

Chief Executive Officer

- Joined PHC in 2012 as Non-Executive Chairman, assuming the role of CEO in 2017
- Over 35 years of management experience
- Previously employed at Syngenta in various senior roles and Arysta LifeScience where he was CEO and Non-Executive Chairman



JEFF HOVEY

Chief Financial Officer

- Joined in Sept 2013
- Drove re-structuring and cost reduction in 2014
- >25 years financial management experience
- CPA; IFRS and GAAP experience
- Held numerous senior financial and accounting roles in private and publicly listed retail, life sciences and technology companies



DR ZHONGMIN WEI

Chief Science Officer,
VP of R&D

- Joined in 2007
- Drives R&D and product manufacturing development
- Globally recognised for discovery of Harpin $\alpha\beta$ technology as a Post-Doctoral Associate at Cornell
- Winner of Green Presidential Award in 2001
- Led development of Harpin $\alpha\beta$ products since 1992
- >25 years developing the synthesis of proteins and peptides
- Inventor on 60+ issued & pending patents



JEFF TWEEDY

Chief Operations Officer

- Joined Oct 2017; appointed COO in 2018
- Leads all Commercial activities and PREtec launches
- >28 years experience in sales and business development in US and internationally
- Held senior commercial North America and Global roles in Syngenta, Arysta LifeScience, Horizon Ag



MARK TURNER

Director, Technology
Licensing

- Joined Feb 2018
- Leads product development, regulatory and licensing
- >20 years experience with strategic alliances and licensing
- Held senior roles at Bayer Crop Science, University of North Carolina, developing and managing global licensing in and out
- Juris Doctor degree and admitted to practice in North Carolina