

Supporting Sustainable Agriculture



Disclaimer

This document comprises a presentation (this "Presentation") which is being supplied to you solely for your information and may not be reproduced, redistributed or passed to any other person or published in whole or in part for any purpose.

This Presentation has been prepared by and is the sole responsibility of Plant Health Care plc (the "Company"). This Presentation does not constitute an offer to sell or a solicitation of offers to buy securities of the Company. This document is not an admission document or a prospectus and persons receiving this Presentation should not subscribe for or purchase shares in the capital of the Company on the basis of the information contained within it.

This Presentation has not been approved by the London Stock Exchange, the US Securities and Exchange Commission or any state securities administrator, or by any authority which could be a competent authority for the purposes of the Prospectus Directive (2003/71/EC). No third party has independently verified any of the information contained in this Presentation.

This Presentation does not constitute or form part of any offer for sale or solicitation of any offer to buy or subscribe for any securities in any jurisdiction nor shall it or any part of it form the basis of or be relied on in connection with, or act as any invitation or inducement to enter into, any contract or commitment whatsoever. No reliance may be placed for any purpose whatsoever on the information or opinions contained in this Presentation or on the completeness, accuracy or fairness of such information or opinions. No offer of shares in the capital of the Company is being or will be made in the United Kingdom in circumstances which would require a prospectus approved by the UK Financial Conduct Authority for the purposes of section 87A of the Financial Services and Markets Act 2000.

Nothing in this Presentation constitutes the giving of investment advice. Any person seeking to acquire shares in the Company should conduct their own independent investigation and analysis of the Company and of the information contained in this Presentation. They are advised to seek their own professional advice on the legal, financial and taxation consequences of making any acquisition of shares in the Company.

The information contained in this Presentation is selective and is subject to updating, expansion, completion, revision, amendment and verification.

Actual results may differ significantly from those set forth in this Presentation. Specifically, the financial information contained in this Presentation is unaudited and subject to completion of the Company's financial closing procedures, final adjustments and other developments. Actual results may differ from the announced estimates. In addition, any forward-looking statements in the Presentation involve certain risks and uncertainties that are subject to change based on various factors, many of which are beyond the Company's control. The Company does not intend to publicly update any forward-looking statements, whether as a result of new information, future events, or otherwise, except as may be required under applicable laws.

No undertaking, representation, warranty or other assurance, express or implied, is made or given by or on behalf of the Company, or any of its respective Directors, officers, partners, employees, agents, advisers, affiliates, representatives or any other person as to the accuracy or completeness of the information or opinions contained in this Presentation and to the fullest extent permitted by law no responsibility or liability is accepted by any of them for any such information or opinions or for any errors, omissions, misstatements, negligence or otherwise for any other communication written or otherwise or for any loss, cost or damage suffered or incurred howsoever arising, directly or indirectly, from any use of this Presentation or its contents otherwise in connection with the subject matter of this Presentation or any transaction.

Furthermore, the Company does not undertake or agree to any obligation to update or correct this Presentation, or to provide any recipient with access to any further information. Notwithstanding the foregoing, nothing in this paragraph shall limit or exclude liability for any undertaking, representation, warranty or other assurance made fraudulently.

In the interests of providing information regarding the Company, the Presentation includes statements that are, or may be deemed to be, "forward-looking statements". These forward-looking statements appear in a number of places throughout the Presentation and can be identified by the use of forward-looking terminology, including the terms "believes", "envisages", "estimates", "anticipates", "projects", "expects", "potential", "intends", "may", "will", "could", "seeks" or "should" or, in each case, their negative or other variations or comparable terminology, or by discussions of strategy, financial condition, plans, performance, results of operation, liquidity, prospects, objectives, goals, strategies, future events or intentions. You should not rely upon forward-looking statements except as statements of the Company's present intention and of the Company's present expectations. These forward-looking statements include matters that are not historical facts and speak only as of the date of the Presentation. The Company's expected results may not be achieved and actual results may differ materially from its expectations.

By attending this Presentation and/or accepting a copy of this document, you agree to be bound by the foregoing limitations and, in particular, will be taken to have represented, warranted and undertaken that you have read and agree to comply with the contents of this notice including without limitation the obligation to use this Presentation and its contents only for the intended purpose set out above.



Presentation Team



Jeff Tweedy
Chief Executive Officer

- Joined Oct 2017; appointed COO in 2018; CEO in June 2022
- Leads all Commercial activities and PREtec launches
- 30+ 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



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



Executive Summary



Our proprietary products derived from natural proteins help protect crops from diseases and stress leading to increased crop yield, quality and financial return for growers globally –

We help farmers grow more sustainably

KEY BUSINESS & FINANCIAL HIGHLIGHTS		
REVENUE HIGHLIGHTS <ul style="list-style-type: none">2023 Revenue \$11.2 million, down 5%, due to distributor destockingYTD 2024 revenue up 72% vs the same period in 2023, boosted by sales to US distributors2023 non-USA sales increased 23%	PREtec – “VACCINES FOR PLANTS™” <ul style="list-style-type: none">2023 revenue \$2m (\$0.8m 2022); poised for rapid growthFirst USA product: OBRONAPREtec products selling on three continentsTeikko approved in Brazil.	EXPANDING MARKET REACH <ul style="list-style-type: none">Expanded into new markets: Poland, France, Cyprus, India, ChinaEmploy approved for use in California in 20244 new distribution agreements and 5 new product registrations
Highlights of YTD 2024 <ul style="list-style-type: none">Wilbur Ellis on-ground sales up 75% on prior yearBrazil cane sales on-ground up 45% vs prior yearGross Margin 67% (vs 62% in 2023), driven by high margin proprietary products	PREtec launches in 2024 <ul style="list-style-type: none">Teikko Brazil – high interest from 10 distributors; plan to sell outMoshy in Brazil on sugar cane and coffee	GROWING PORTFOLIO OF MAJOR GLOBAL DISTRIBUTION PARTNERS <div></div>
ON TRACK TO DELIVER MARKET EXPECTATIONS IN 2024; VERY LIMITED CASH BURN		



2023 Geographic Review

-  Present
-  Expecting to launch
-  Citrus
-  Cherry
-  Cotton
-  Corn
-  Pepper
-  Potato
-  Soybeans
-  Sugar cane
-  Tomato



South America

On-ground sales **increased 29%** for H2Copla; breakthrough into large mills



EMEAA

First sales of PREzym (PREtec) and continued growth in Harpin led to a 41% increase in sales.



Mexico

Harpinαβ sales increased 55%, driven by entry into the agave, avocado and growth in vegetable crops

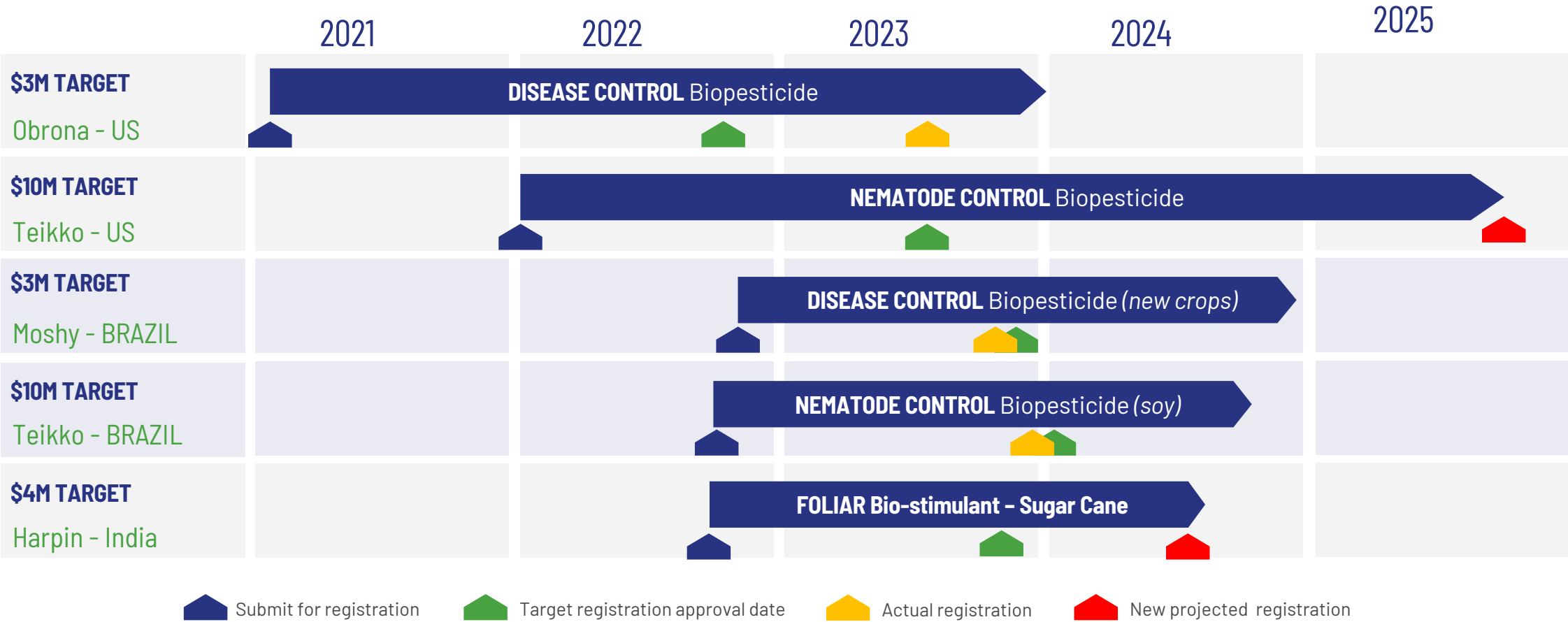


North America

US was particularly difficult, with **all distributors sharply reducing inventory** to reduce the impact of price volatility and slow demand.



Update on Registration Timing



ONE MAJOR LAUNCH EVERY YEAR



Global Distribution Delivering Market Expansion

MARKET ACCESS THROUGH MAJOR DISTRIBUTORS IN MAJOR CROPS



Exclusive for US specialty crops since 2019

OBRONA (first PREtec product in US now being sold)



Long term exclusive agreement for Brazil seed treatment signed in 2022



Exclusive for Brazil sugar cane since 2018



Top UK distributor; exclusive for harpin on UK crops since 2021
New agreement for access to PREtec in the UK in 2023



Exclusive for soya & wheat in Argentina starting in 2022.
Pending registration in Uruguay



Long-term exclusive agreement in India for sugar cane



Distribution in China for all crops



Why Invest – Scaling Operations



THE BUSINESS IS SCALING

Advancing sustainable products

Unrivalled market access

Continue to lower COGS

PREtec now selling on three continents
and launch of second peptide in H2 2024

Four PREtec product launches
planned for 2024



2024 operational targets:

- Launch of Teikko & Moshy into Brazil
- Launch of Harpin into India
- Achieve broad Harpin launch in California

Working capital remains a focal point for the company

Teikko launch in Brazil will bring significant sustained growth to the business

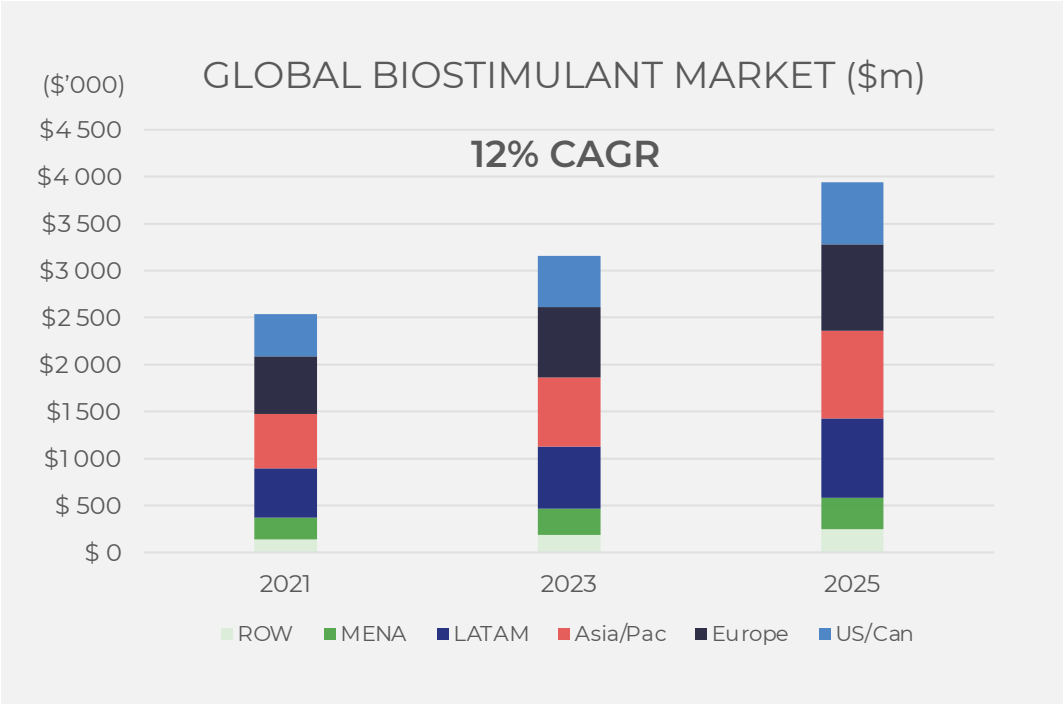
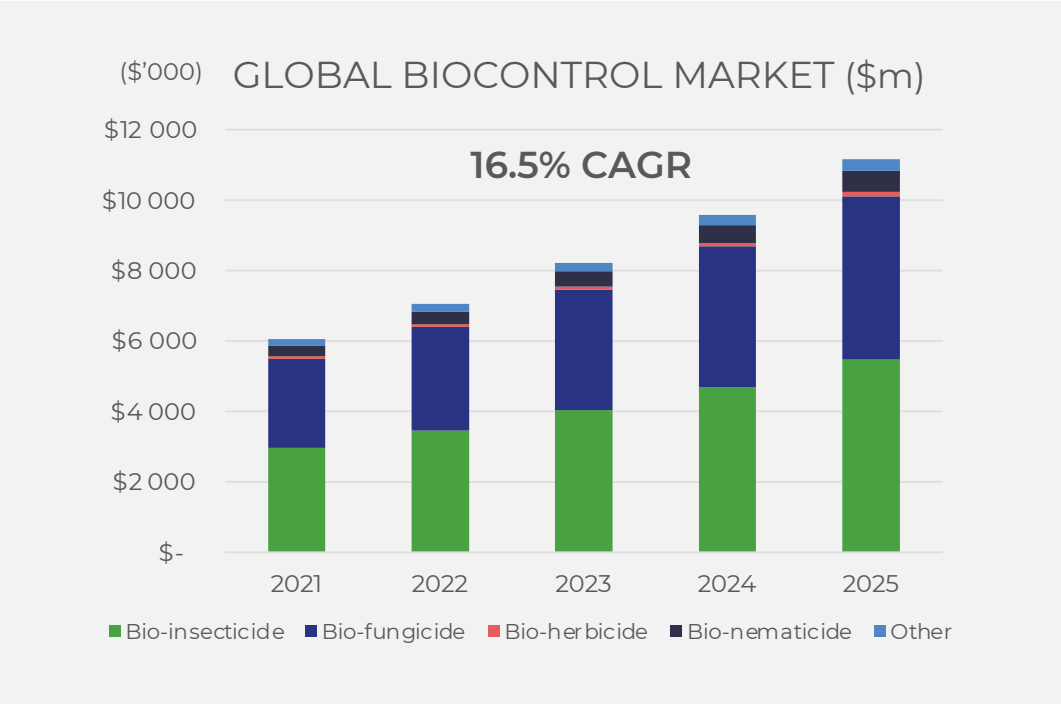
Deliver long-term targeted revenue, cash breakeven and profitability



Business Model



The Market



**KEY ISSUES DRIVING
THE DEMAND FOR
PHC PRODUCTS**



Proprietary Biological Products Increasing Plant Health and Yield

COMMERCIAL

HARPIN

- Protein technology – environmentally friendly
- Makes plant healthier
- Resist disease and stress
- Better quality crops, higher yields
- Outstanding grower ROI - >14x in sugar cane
- >5% yield increase in US corn
- 2020-2023- CAGR of 19%

NEW TECHNOLOGY

PREtec TECHNOLOGY PLATFORM

(VACCINES FOR PLANTS™)

- Derived from natural proteins, PREtec is an environmentally friendly technology that stimulates crop growth and the ability to withstand a variety of abiotic stresses as well as to improve disease control, plant health and yield.
- PREtec is compatible with mainstream agricultural practices.

PREtec PRODUCT PIPELINE

LAUNCHED

BRAZIL

Saori – Product launched late 2021; generating revenue of \$2.0 million through 2023.

USA

OBRONA – First US PREtec launched in June 2023.

UK – Inocul8 – PREtec plus micronutrients for yield and quality increases

EMEA – PREzym – PREtec plus micronutrients for yield and quality increases

APPROVED (AWAITING LAUNCH)

BRAZIL

Teikko

Control of root-lesion nematode in soybean

Moshy

Control of sugar cane orange rust and coffee leaf rust

Mexico

Saori

Control of diseases in fruits and vegetable

Teikko

Control of root-lesion nematode in soybean

PIPELINE

PHC 404

PHC 414



Market Conditions

2023 Market conditions were challenging for North & South America markets estimated to be down 20-30%. 2024 is off to a difficult start with Ag companies report lower Q1 revenue & margins

High interest rates caused growers and distributors to delay purchases of new supplies and focus on reducing existing inventories amid further product price declines.

Revenue outside the US grew 23% in 2023, driven by strong demand for Harpin $\alpha\beta$ and PREtec. LBITDA in 2023 improved 24% to \$2.8m (2022: \$3.7m), with further improvement expected during 2024. Sales of the Company's novel PREtec peptides in 2023 increased 153% to \$2.0m (2022: \$0.8m), reaching 18% of sales, driven by sales to new and existing customers following new product registrations. Harpin $\alpha\beta$ CAGR 20% from 2020-2023.

PHC revenues for the first four months of 2024 was \$4.3m, up 72% versus the same period in 2023 (2023 \$2.5m) driven by strong sales from US distributors. Gross margin remained steady in 2023 at 60% (2022: 61%) and has improved materially in the first four months of 2024 due to increased sales of high margin Harpin $\alpha\beta$ and PREtec products.

AS EXPECTED, STRONG ON-GROUND SALES OF PHC PRODUCTS HAS LED TO A REBOUND IN SALES BY PHC IN THE FIRST FOUR MONTHS OF 2024.



CASE STUDY

Teikko for Nematode Control

THE PRODUCT

Teikko is a novel biocontrol product that amplifies a plant's natural defense against nematodes (a "bionematicide"), increasing plant health and yield in a variety of crops.



WHAT ARE NEMATODES AND WHY ARE THEY A PROBLEM?

Nematodes are microscopic parasitic worms living in soil where they feed on plant roots, killing plants and reducing crops yields.

- Found globally, one estimate of annual crop loss caused by nematodes is 12.3% of worldwide production, worth approx. \$157 billion.
- Nematodes not only cause damage individually but form disease complexes with fungal and bacterial pathogens, resulting in further increases in crop losses.

WHAT IS THE SIZE OF THE NEMATODE CONTROL MARKET?

Nematicides are some of the most widely used pesticides worldwide and tend to be highly toxic.

- The global nematicides market reached a value of \$1.36 Billion in 2021.
- Looking forward, the IMARC Group expects the market to reach a value of \$1.79 Billion by 2027, exhibiting a CAGR of 4.7%.
- The bionematicide portion of the market was \$254 Million in 2021, forecasted to grow to \$340 Million by 2027, a CAGR of 5.1%.



CASE STUDY

Teikko for Nematode Control

TESTIMONIAL



Based on soybean data and initial evaluations in coffee, we could see promising results from PHC 949 WP for three nematode species: Root-lesion nematode, Root-knot nematode, and Spiral nematode. The plant's elicitor response over time seemed to be effective, with the plant responding in productivity and I would even say that we underestimated the product because we compared it with another biological one as a standard treatment and I would say for you to think about comparing it with chemical nematicides and other market-leading biological strains, such as Serenade and Votivo.

DR. FERNANDA CRISTINA JULIATTI

CEO AT JULIAGRO B, G & P, A CRO IN BRAZIL
AN AGRONOMIST WITH AN MSC IN PLANT PATHOLOGY /
PHYTOPATHOLOGY AND A PHD IN GENETICS AND
INTEGRATED PLANT MANAGEMENT AND CONDUCTED
FIELD TRIALS WITH PHC949 IN BRAZIL DURING THE MOST
RECENT SEASON



PHC INVESTOR PRESENTATION June 2024

Why We Are Excited!

WHAT IS THE OPPORTUNITY FOR PLANT HEALTH CARE?

- Bionematicides are gaining market share because they offer environmentally friendly management of nematodes, with less toxicity to beneficial organisms.
- Teikko is unique among bionematicides in that the roots of plants treated with Teikko secrete a natural substance that inhibits the hatching of nematode eggs, leading to fewer nematodes.
- Teikko demonstrates superior efficacy to the standard biological nematicide in Brazil. Controls root lesion nematode.
- Teikko has a shelf life of 3 years compared to 6-9 months with most biological nematicides.
- Teikko is very compatible with industrial seed treatment practices.
- Teikko has a great COGS position.

STD seed
Treatment



Results from 2023/24 field results

Geographic Breakdown



2024 Off To a Strong Start



South America

Strong sales in Brazil sugar cane; on-ground sales up 45% versus 2023

Great interest in Teikko from distributors with launch later this year supported by very good yield results from this year's trials



North America

Bounce-back in North America; Wilbur Ellis on-ground sales of Employ up 75% versus 2023



Mexico

Harpin growth continues and two PREtec launches planned for H2 2024

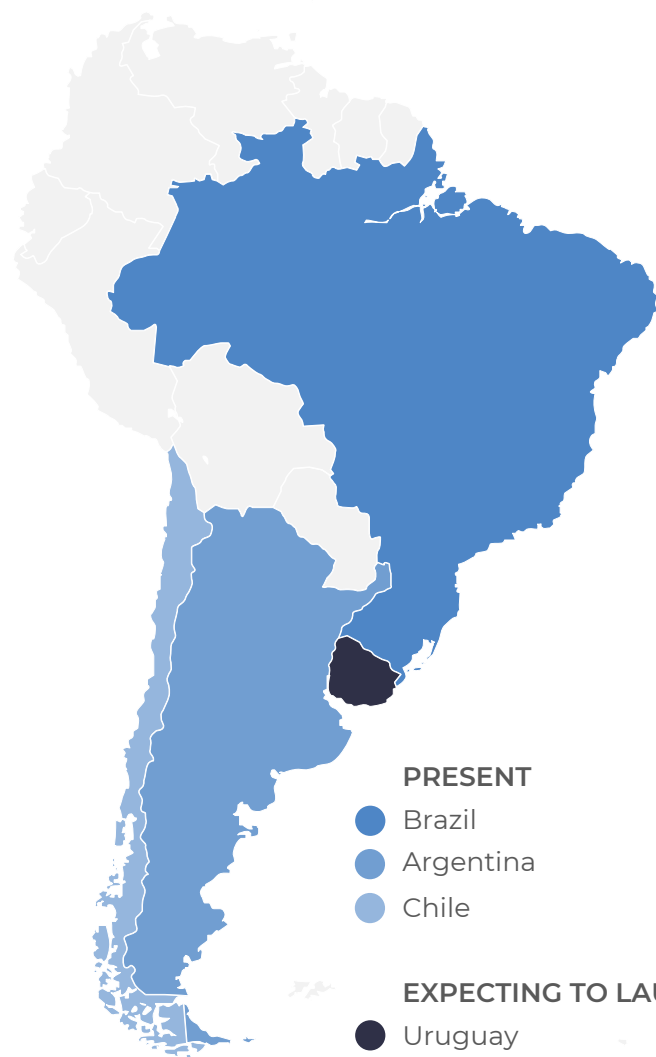


EMEAA

Significant growth of PREtec in the UK, Spain and Portugal in H1 2024



South America-Major launches in 2024 to Accelerate Growth



PRODUCTS	
Approved (Awaiting Launch)	TEIKKO & MOSHY Brazil
Approved and deployed	SAORI & Harpin Brazil

CROPS	
Currently serviced	
	Soybeans
	Sugar cane
Targeted	
	Coffee

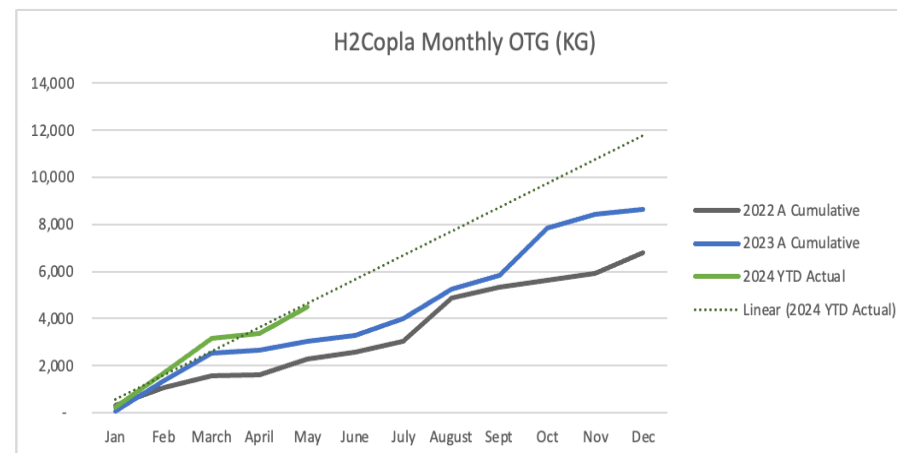


GROWTH OPPORTUNITIES

HARPIN
Launch Harpin in soybeans **\$4m**

MOSHY
Launch on sugar cane **\$5m**
Launch on coffee **\$5m**

TEIKKO
Launch on soybeans **\$10m**

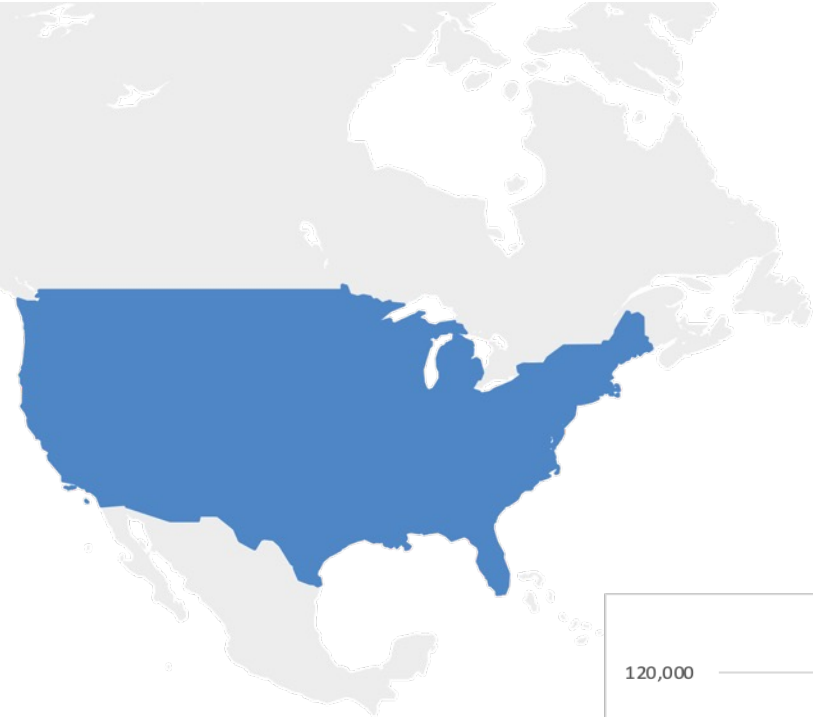


ON-GROUND SALES PLANS

- 2023 HARPIN SALES UP 45%
- 2023 SAORI SALES UP 40%
- YTD 2024 ON-GROUND SALES FOR H2COPLA UP 35% AGAINST THE SAME PERIOD IN 2023.



US-Distributor de-stocking 2023 obscured strong underlying on-ground sales growth; launch of Obrona



● PRESENT

FOCUS CROPS

Currently serviced

-  Corn
-  Soybeans
-  Cotton
-  Citrus
-  Fruits & Vegetables
-  Tree fruit crops

GROWTH OPPORTUNITIES

HARPIN
Expand Employ growth with Wilbur Ellis on cotton, soybeans, citrus, sugar cane & CA specialty crop **\$8m**

Obrona
Use on corn & specialty crops **\$3m**

Teikko
Launch in 2025 **\$10m**



FASTAND

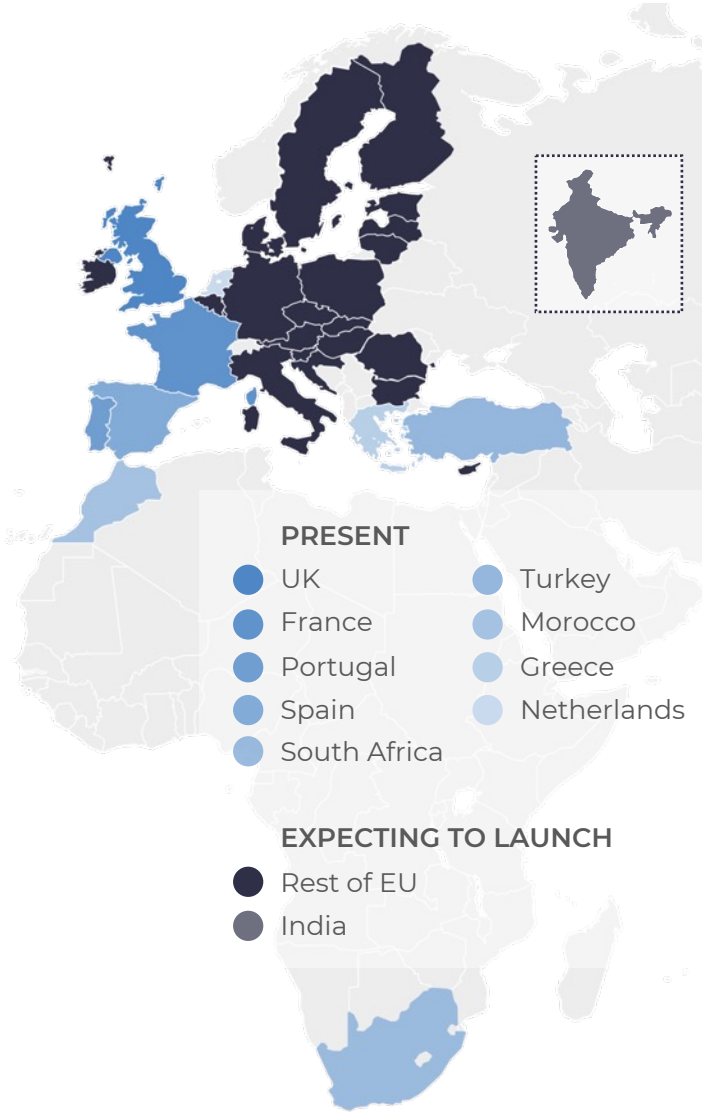
2023 FASTAND INVENTORY DOWN 30%
DISTRIBUTOR DID NOT ALLOW ANY YEAR-END PURCHASES
2023 LOWEST INVENTORY LEVELS SINCE AGREEMENT SIGNED

EMPLOY

2023 EMPLOY INVENTORY DOWN 20%
YTD 2024 EMPLOY ON-GROUND SALES UP MORE THAN 75%
AGAINST THE SAME PERIOD IN 2023



EMEAA – PREtec moving forward; EU registration of Harpin



PRODUCTS

Approved and deployed

HARPIN
PREZYM
Inocul8

CROPS

Currently serviced

Potatoes

Citrus

Rice

Glasshouse Crops

Targeted (EU)

Sugar cane

Potatoes

DISTRIBUTION PARTNERS

Agrii

novozymes

EDAF

GROWTH OPPORTUNITIES

HARPIN

Launch Harpin in sugar cane – India

\$4m

Expansion into rice – India

\$1m

Expansion of Harpin into potatoes – Poland, Italy, Germany and France

\$3m

Egypt/Moroccan markets

\$3m

PREtec

Launch of PREtec + foliar fertilizer on potatoes, apples and grapes

\$4.5m

EMEAA Revenue

\$2,000

\$1,500

\$1,000

\$500

\$-

2021

2022

2023

■ Harpin sales








■ PREtec



Mexico – Harpin entry into new crops drives growth



PRODUCTS	
Approved	SAORI TEIKKO
Approved and deployed	HARPIN

CROPS	
Currently serviced	
	Tomatoes
	Peppers
	Berries
	Cucumber
Targeted	
	Avocado
	Sugar cane
	Agave

GROWTH OPPORTUNITIES	
HARPIN Expand use on Avocado Launch use on sugar cane	\$1m \$1m
PREtec Launch Saori into specialty crops Launch Teikko into specialty crops	\$0.8m \$0.8m

CONTINUED HARPIN GROWTH
• 2023 HARPIN SALES UP 55%



Financial Summary



FY 2023

P&L Financial Summary

	2023 (\$'000)	2022 (\$'000)	Increase/ (decrease)
Revenue	\$11,206	\$11,767	(5%)
Gross margin	\$6,765	\$7,171	(6%)
<i>Margin percentage</i>	<i>60.4%</i>	<i>60.9%</i>	<i>(0.5%)</i>
Cash operating expenses *	\$10,012	\$10,857	(8%)
Capitalized PREtec expenses	(\$426)	-	n/a
Adjusted LBITDA **	\$2,821	\$3,686	(24%)
Commercial business EBITDA	\$765	\$1,136	(31%)
PREtec revenue	\$1,961	\$775	153%
Harpin revenue	\$6,691	\$8,152	(18%)
Third-party revenue	\$2,554	\$2,840	(6%)

Revenue decreased
5% to \$11.2m

PREtec
revenue increased
153% to \$1.9m

Gross Margin
60%
(2022: 61%)

Operating expenses decreased due to reduced
spend in Administration and Research costs.

Reduction of
LBITDA of
\$0.8m

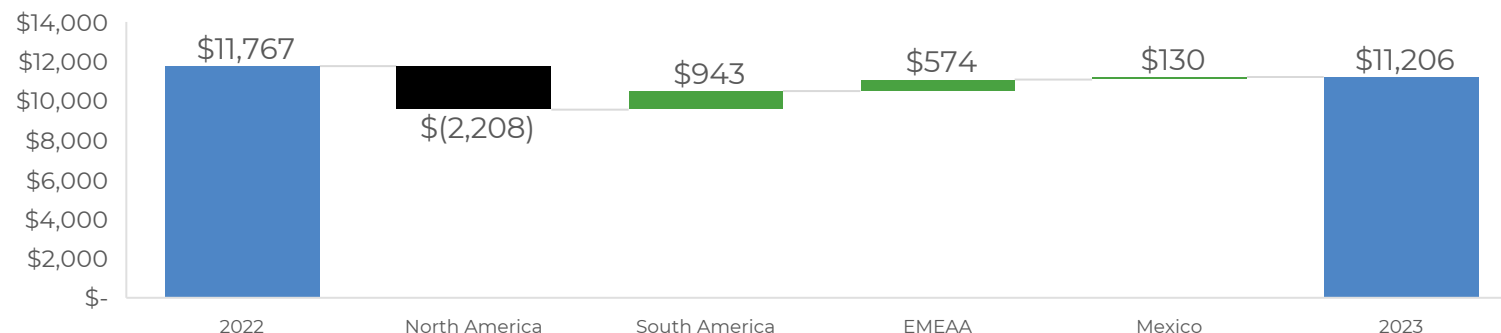
CHALLENGING YEAR IN THE GLOBAL AGRIBUSINESS



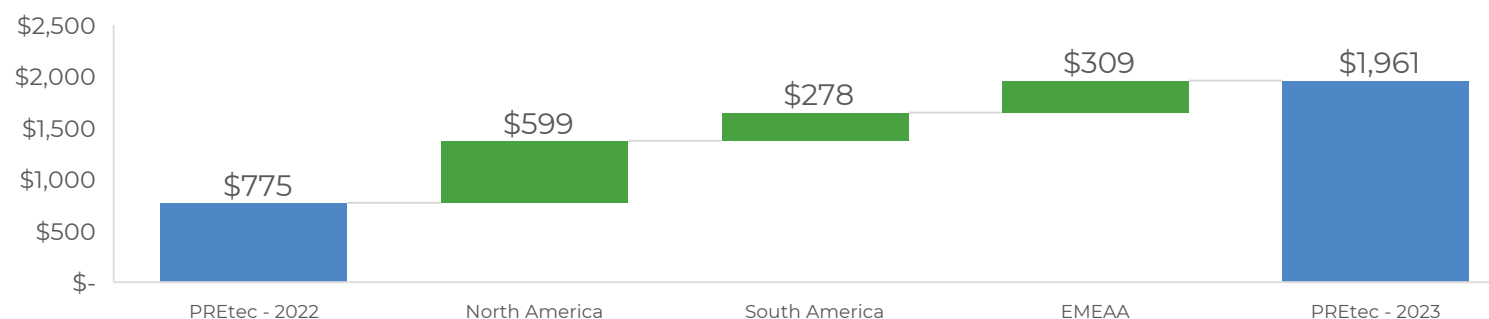
Revenue bridge

- The South American region saw an increase in sales of Saori onto soybeans and continued strong demand for H2Copla from sugar cane processors.
- EMEAA increased due to first sales of PREzym (PREtec) and continued growth in Harpin.
- The Mexican region increase is due to increased sales of Harpinαβ into the agave and avocado markets.
- North America declined due to all distributors reducing their inventory to reduce the impact of price volatility and slow demand. Delay in grower purchases also contributed to the reduce revenue. Obrona (PREtec) was launched in the US in 2023 and generated \$0.6 million in sales.

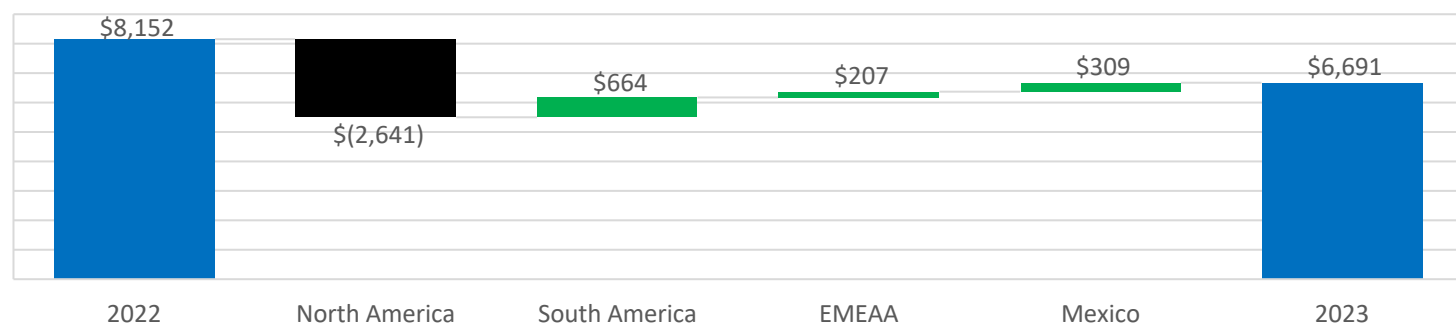
Revenue by region



PREtec revenue



Harpin revenue



FY 2023

Balance Sheet Financial Summary

	2023 (\$'000)	2022 (\$'000)
Non-current assets	4,333	2,996
Inventory	2,997	3,371
Receivables *	4,048	1,801
Cash and equivalents	2,111	5,656
Total assets	13,489	13,824
Payables/accrued exp	2,106	3,235
Borrowings (leases)	1,158	899
Total liabilities	3,264	4,134
Total equity	10,255	9,690
Total cash burn **	\$6,844	\$3,506

Cash used increased **\$3.3m ***



* Including January 2024 customer payment, cash used increase would have been \$1.7m

Working capital percentage of sales increased **18% ***



* Including January 2024 customer payment, increase would have been 5%

Working capital increased **63% ***

The Company continues to be committed to keeping tight control on working capital.



* Including January 2024 customer payment, increase would have been 15%



Thank you

