SEPTEMBER 12, 2019

TAWC Field Day
Indigo Agriculture

indigo™

Agenda

- Indigo Overview
- Water Credits, Data, Benchmarking Ideas
- Survey Closeout

Indigo Overview

Harnessing Nature to Help Farmers Sustainably Feed the Planet

… by focusing on improving farmer profitability

… by improving the sustainability of agriculture

… and by better aligning agricultural practices with consumer health

indigo™

Founded
2014

+$650M
Private Equity Funding Raised

+1,000
Employees

5 crops
in production

Global Acreage:
2016: 70K
2017: 350K
2018: 1M
2019: 4M+

In 2016, our introductory year, we planted ~50,000 acres of commercial cotton trials and ~20,000 acres of commercial wheat trials (non-revenue generating). Data from these commercial trials (11% yield increase in cotton and 8% yield increase in wheat) gave growers confidence in our products for 2017 adoption.

We evaluate thousands of microbes each year to find the ones that work best for a particular region and crop

HOW IT WORKS

High-Stress Fields
Indigo collects thousands of plant samples from highly targeted fields experiencing stressed conditions.

10,000+ Microbes

Laboratory
We sequence DNA, run experiments and identify beneficial microbes.

1,000 Microbes

Greenhouse
We conduct ongoing experiments in our Boston and RTP greenhouses.

50 Microbes

Field Trials & IRP
Small-plot field trials and IRP fields in locations around the world.

10 to 20 Microbes

Commercial Fields
Top-performing microbes are selected for commercial

3 to 5 Microbes

Other Enabling Indigo Platforms

MICROBIAL TECHNOLOGY

FIELD TECHNOLOGY
Indigo Research Partners

DIGITAL AGRONOMY

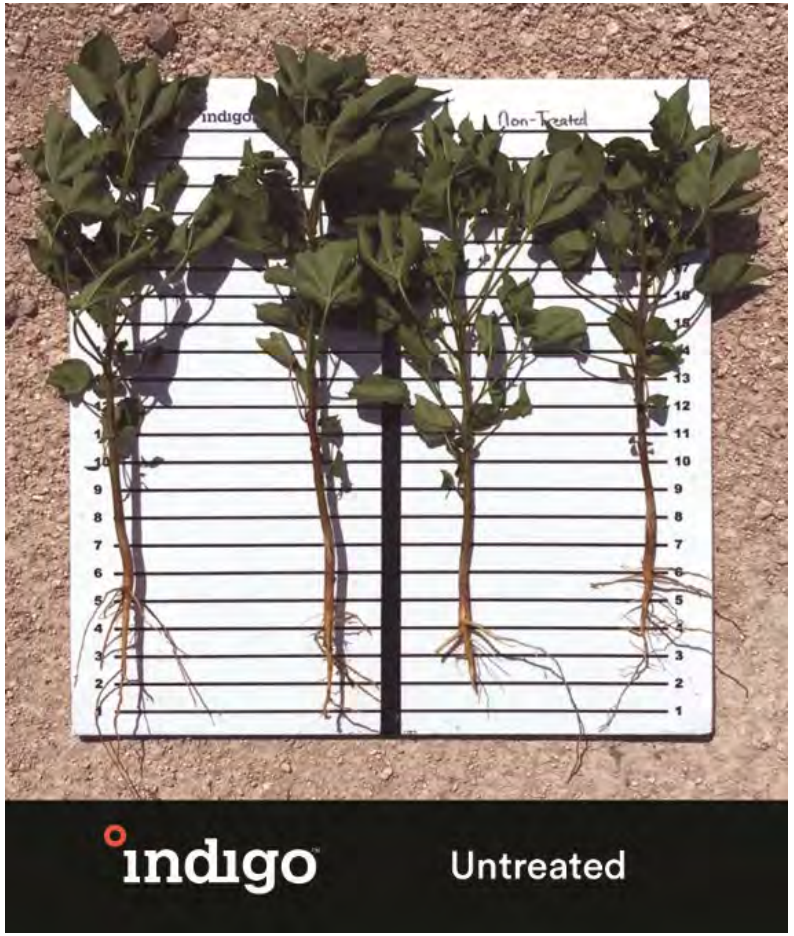
CARBON CREDITS

GEOSPATIAL TECHNOLOGY
Indigo Atlas

2018 & 2019 HIGHLIGHTS

Indigo cotton demonstrates greater biomass, earlier boll formation and improved resiliency to water stress

Lowake, TX



Increased resiliency to water stress*

12% Yield increase

46% Increase in dry root biomass

Earlier boll formation

66% Increased boll per plant

Wall, TX

Indigo Water Solutions

Situation #1

Consumers are demanding more sustainably sourced and/or grown products

Consumer Demand Trends

SUSTAINABLY GROWN | **38%** …of global consumers would pay **premiums for sustainable products**[1]

TRACEABLE TO FARM | **10%** …globally, consumers are willing to pay as much as 10% more for **traceability**[2]

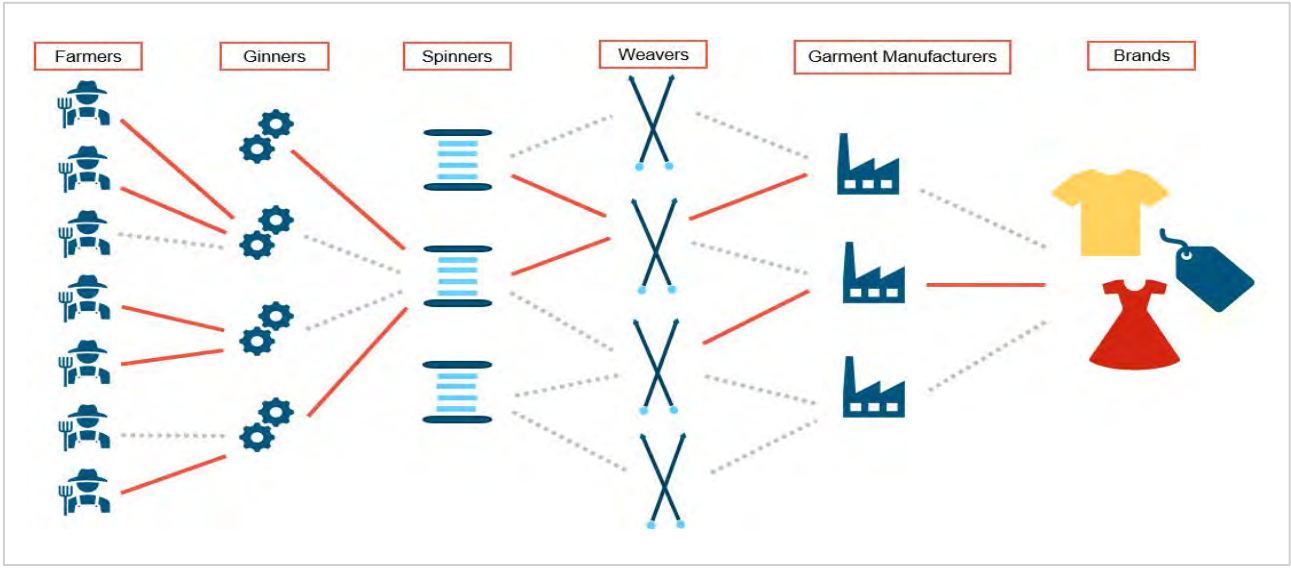
CLIMATE POSITIVE | **55%** …of consumers are willing to pay for **climate-friendly products**[3]

Situation #2

Water is the #1 goal of fashion brands yet they are not engaging with farmers

Apparel Brand Goals

In a recent survey of 20 major brands **85%** have **sustainability** goals >> **75%** which relate to **water** savings

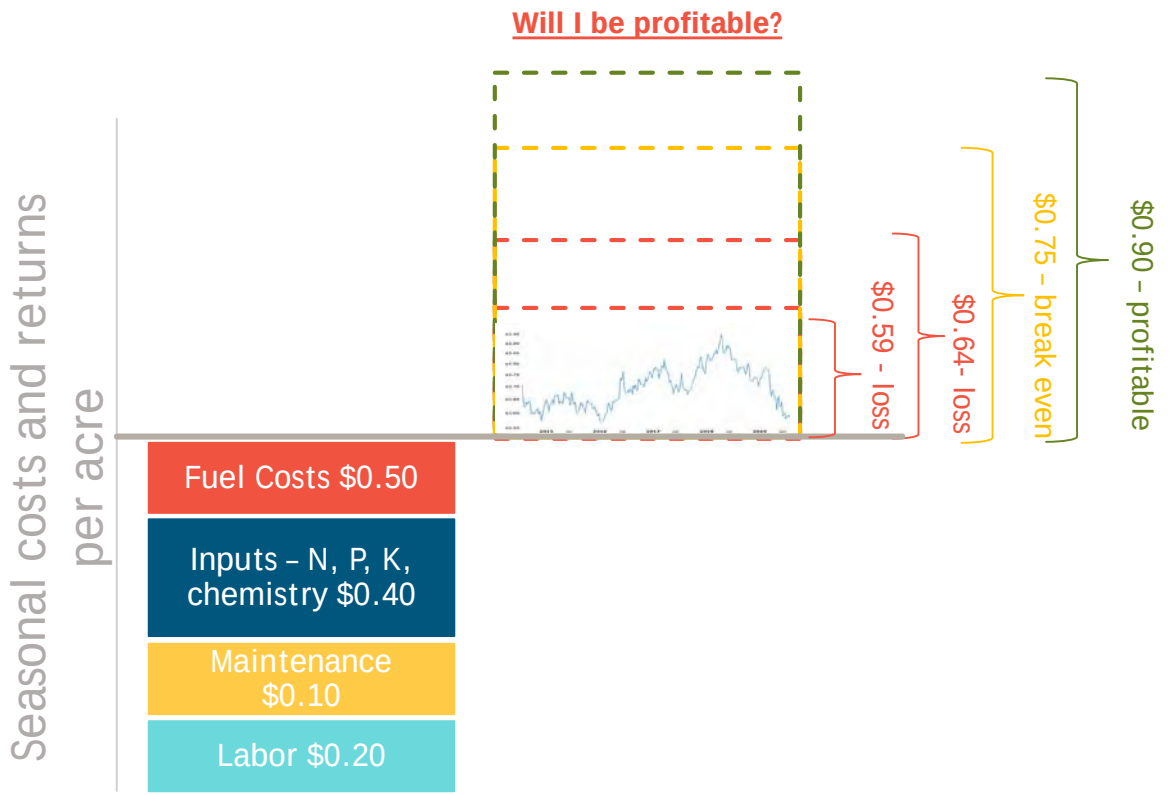


- Brands mainly focus on water savings during the manufacturing phase, yet more could be done by engaging and cost sharing with farmers
- Brands find it increasingly difficult to connect with farmers to meet their goals and offset their footprint

Situation #3

Growers margins are squeezed so tightly that irrigation optimization decisions are challenging

Now – thinking about #1, #2, & #3



Every season is a balancing act for a grower's livelihood. Currently the burden of farm water sustainability falls solely on farmers.

How do we solve them?

Indigo can bridge the gap between growers and brands to allow for increased profitability at the farm

Growers

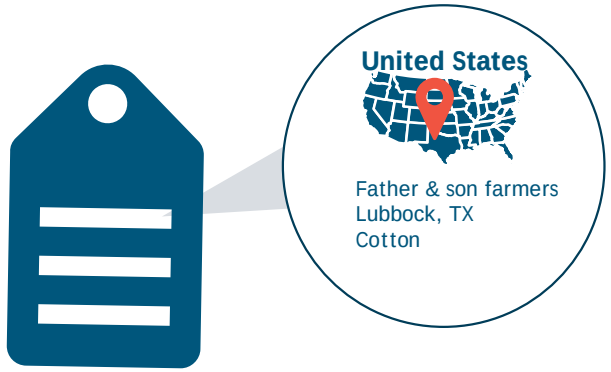
- **Reward farmers already using** water efficient practices
- **Increased profitability** per acre
- **Completely voluntary** – opt in.
- Ensures **privacy of data**
- **Sharing expensive equipment costs**

Brands

- **Connect** with farmers to reach water goals
- **Increased** supply chain **transparency**
- Scalability of sustainable projects
- **Quantifiable** outputs (marketing messages to consumer)

Growers generate water credits for using less water than a benchmark, Indigo sells those credits to consumers and brands

Concept



You can generate a water credit by improving irrigation efficiency used on your farm

Program priorities

Voluntary

- Program is only if you want it (opt-in)

Recognition

- Program is here to reward what you are already doing, increase your profitability per acre and allow for further improvements to your operation

Privacy

- All of your data is yours. We only need it to make sure a credit is verified. Data will be kept proprietary.

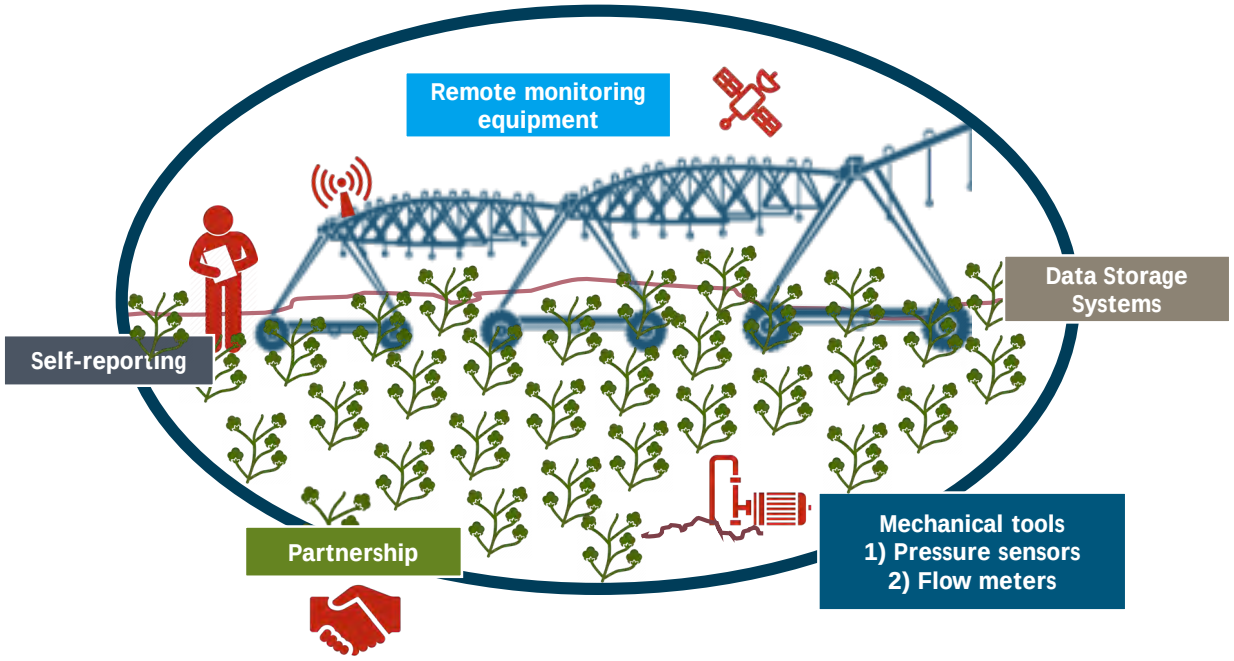
Data Collection
-Feedback Requested (Survey)

To ensure that credits can be issued – some form of data collection on the field level would be needed

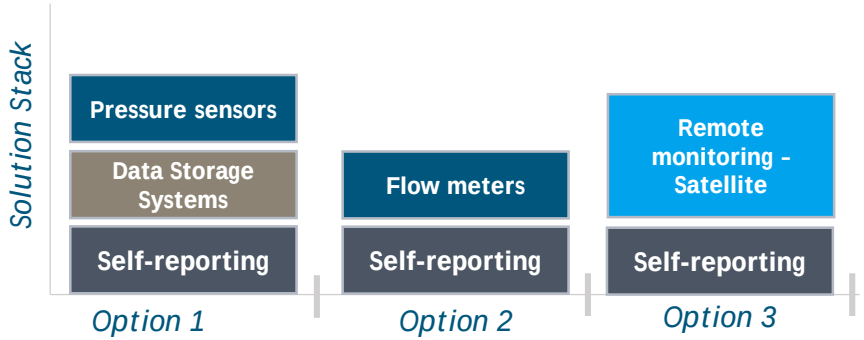
Proposed Approach

Data needs for validation of credit:

- **Field level verification of irrigation amount**
- **Field level verification of timing**



These are some of the data collection tools we are thinking through



Questions that we have for you

- Do you use a flow meter?
- Do you have a telemetric package on your pivot?
- How many pumps have a flow meter? What model?
- What would stop you from adopting a program like this?
  - Costs?
  - Monitored water?
- What are your recommendation for data collection?
- How would you want data collected?

Benchmarking
-Feedback Requested (Survey)

We want to define a benchmark that meets **grower's requirements first**

Grower perspective

- Want to **minimize cost** of measurement
- Will require **“proof” of profitability uplift** when it comes to water use efficiency
- Like to see **comparisons** to other farmers in local area
- Would like for the **capacity** of their well(s) to be considered
- Desire a **fair** and **comprehensive** process
- Require **privacy of data** -- data collection will be used solely for validating of savings and kept proprietary

If you have any additions here – please capture on the survey handout

Here are a few more considerations we have outlined as part of this benchmarking process

Goal

- Incentivize growers to reach **maximum water use efficiency**

Considerations

Segment groups into peer groups based on:

- Soil texture
- Crop type
- Weather (rainfall, heat units) across each stage of crop growth

Show growers that **water savings can create yield** uplift

Ensure benchmarking process is done in **collaboration** with at least one or more of the following: Texas Tech, TAWC, Texas A&M AgriLife, and USDA

We have looked into three benchmarking options and we believe that **optimal** is the best as yield is taken into consideration

Our Focus

Grower Actuals Historically

Benchmark set as average of last 5 years of irrigation

Requires field-level irrigation data for last 3-5 years to inform benchmark

Grower Actuals from Current Season

Benchmark set as average of current season

Requires current field level irrigation data to inform benchmark

Optimal Benchmark

Benchmark set each season above optimal level

Requires watering requirement curves developed by research centers of excellence in regions of crop growth

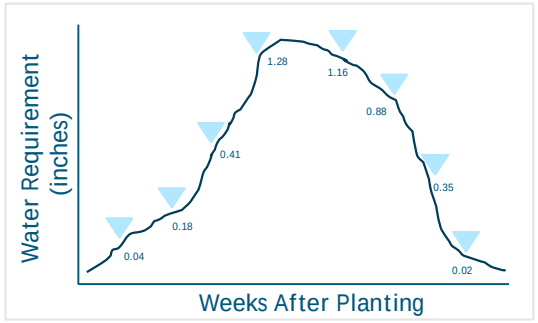
Rainfall and irrigation amounts are taken into consideration across all three options

This is how we are envisioning the optimal benchmarking process

1 Develop grower segments based on soil texture, crop type, weather

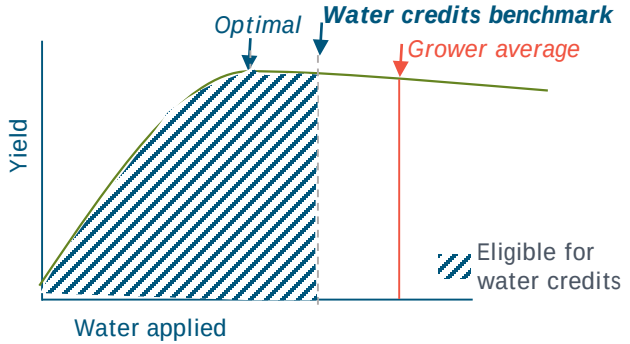
- Irrigation requirements vary by soil texture, crop type, and weather
- Segment growers by these factors, and not be constrained by geography or region

2 Understand optimal watering amounts over the course of a season



- Each grower segment has an optimal watering curve
- We can work with research and industry partners to define optimal water needs by segment
- We can back-test optimal water needs on IRP acres

3 Set water credit benchmark based on optimal water requirements



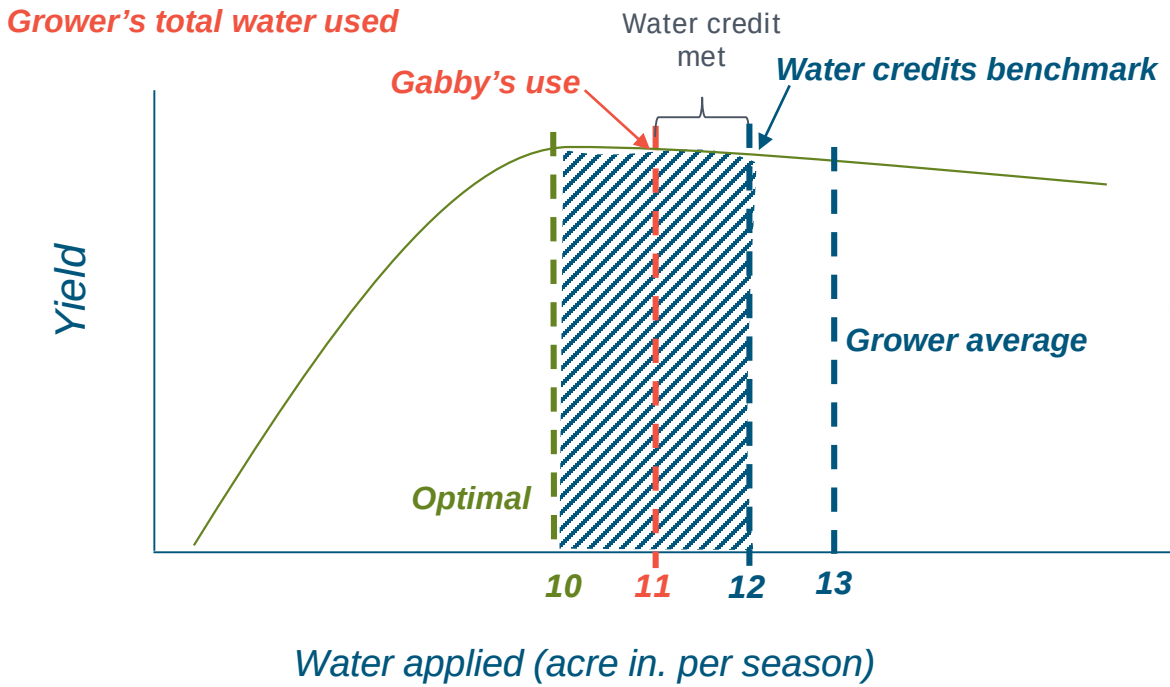
- We can set a benchmark slightly above the optimal amount, representing a fair water use efficiency amount
- Growers would be rewarded for the gap between their water use efficiency and the benchmark

Here’s a quick example grower in West Texas to see how water credits would be generated

Grower Gaby

- Soil texture: sandy loam
- Climate region: semi arid
- Crop: cotton

Used 11 acre inches on her cotton crop this year



Water Savings	1 acre inch (27,154 gal)
# water credits (1,000 gal each)	27 credits

We at Indigo would greatly appreciate your feedback to help us rollout this program with **YOU** in mind

1) If you could, please fill in the survey that has been distributed and return it to the TAWC registration desk at the end of the day

2) Indigo will be sticking around so if you have any questions – please come see us 1:1 after the last presentation

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THANK YOU!

Questions