



*Nature's Solution for Healthy Crops*

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# Bee Vectoring Technologies

## October 1, 2020

CSE:BEE  
OTCQB:BEVVF

Ashish Malik, CEO

# Forward-Looking Statement

This presentation contains certain forward-looking statements that may involve a number of risks and uncertainties. Actual events or results could differ materially from Bee Vectoring Technology (“BVT”, or, the “Company”) expectations and projections. The CSE has neither approved nor disapproved the information contained in this presentation. Except for statements of historical fact relating to the Company, certain information contained herein constitutes "forward-looking statements". Forward-looking statements are frequently characterized by words such as "plan", "expect", "project", "intend", "believe", "anticipate" and other similar words, or statements that certain events or conditions "may" or "will" occur. Forward-looking statements are based on the opinions and estimates of management at the date the statements are made, and are subject to a variety of risks and uncertainties and other factors that could cause actual events or results to differ materially from those projected in the forward-looking statements. These factors include the inherent risks involved in the development of biotechnology related products, product obsolescence, the uncertainties involved in patent defense and complexities and timelines associated with agriculture related product approvals in multiple jurisdictions., the possibility of project cost overruns or unanticipated costs and expenses, uncertainties relating to the availability and costs of financing needed in the future and other factors. Circumstances or management's estimates or opinions could change. The reader is cautioned not to place undue reliance on forward-looking statements.

# BVT IS A CORE AGTECH COMPANY

EPA-Approved, Patented Technology Reduces Use  
of Chemicals and Increases Crop Yields

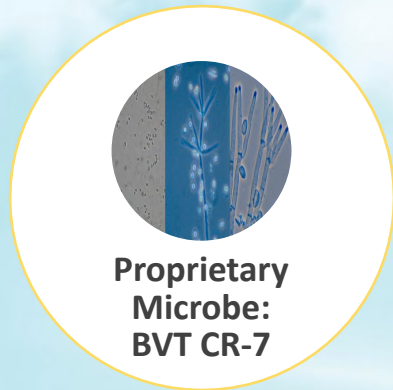
Biologics



Delivery  
by Bees



Up to 30% higher yields  
and 98% less chemicals



Proprietary  
Microbe:  
BVT CR-7



**Precision delivery:** use grams  
NOT kilograms



**Natural:** biologicals NOT  
chemicals



**Sustainable:** natural process  
NOT mechanical with heavy  
reliance on water and fuels



**Profitable:** consumer friendly  
crops with higher yields; better  
quality and shelf life

**The only Natural Precision Agriculture tool**

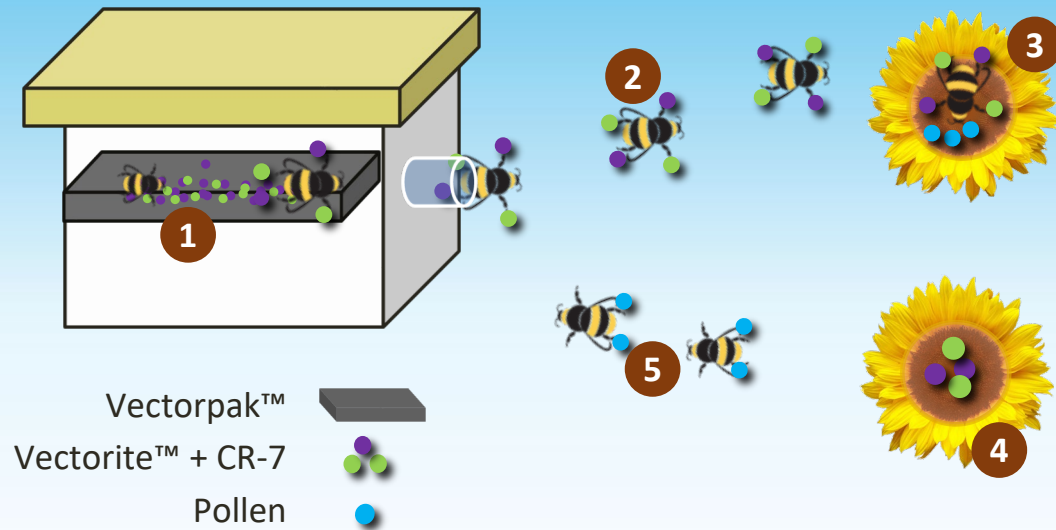


# Bee Vectoring: How it works

## Bumble bees

Mechanical dispenser

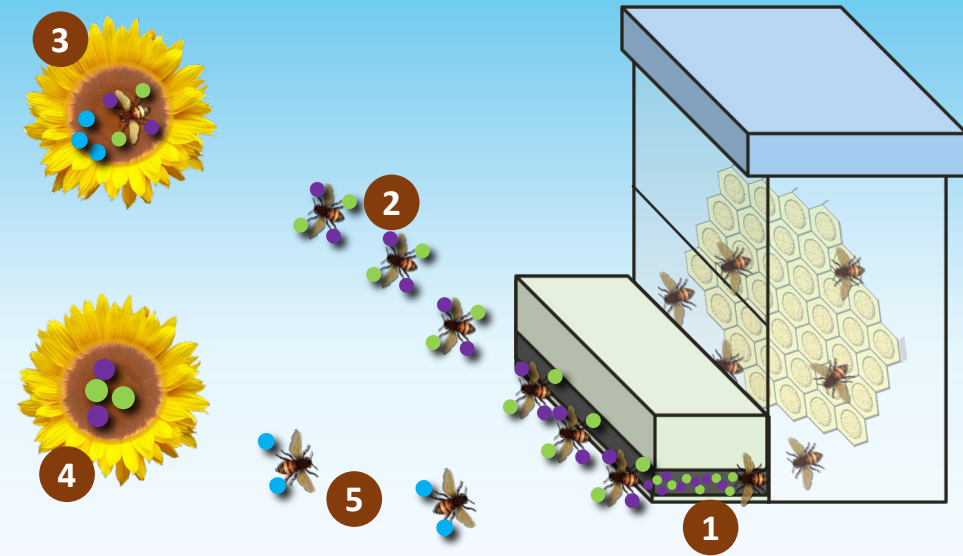
Vectorpak™ trays contained inside the hive



## Honeybees

Electromechanical dispenser

Vectorpak™ cartridges secured outside the hive



- 1 Pollinating bees walk through dispensers containing specially formulated VECTORITE™ powder
- 2 Beneficial microbes (biocontrol agents) contained in VECTORITE attach safely to bees who then fly with the biocontrol agents
- 3 Bees visit flowers containing pollen through normal foraging behavior, and deposit the biocontrol agents
- 4 Biocontrol agent colonize plant tissue and protect plant against pests
- 5 Bees return to their hives carrying pollen

# How BVT Stacks Up to Spraying

NATURAL PRECISION  
AGRICULTURE

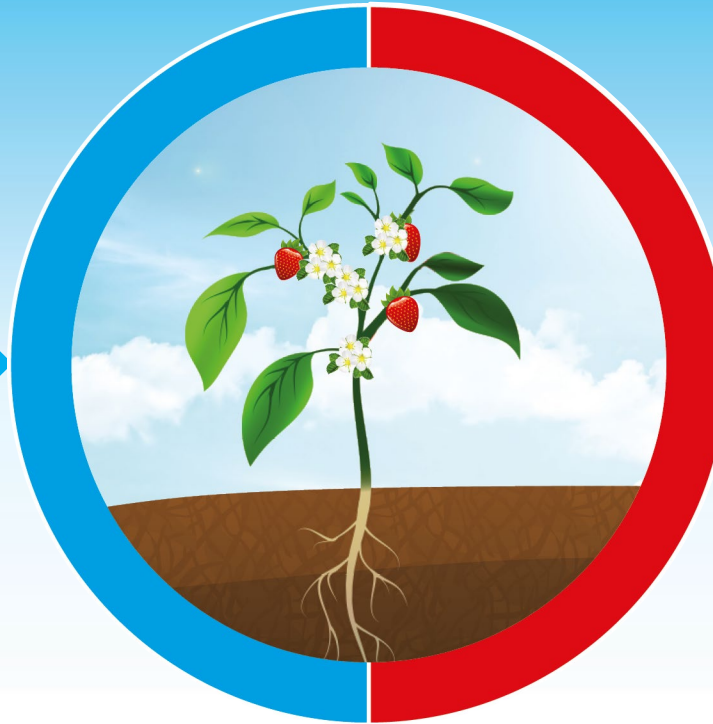
**BVT**



**0.02 kg**

OF BVT BIOLOGICALS ARE USED

2.5 month strawberry season \*



TRADITIONAL  
AGRICULTURE

**Spray**



**4 kg**

OF PESTICIDES ARE USED

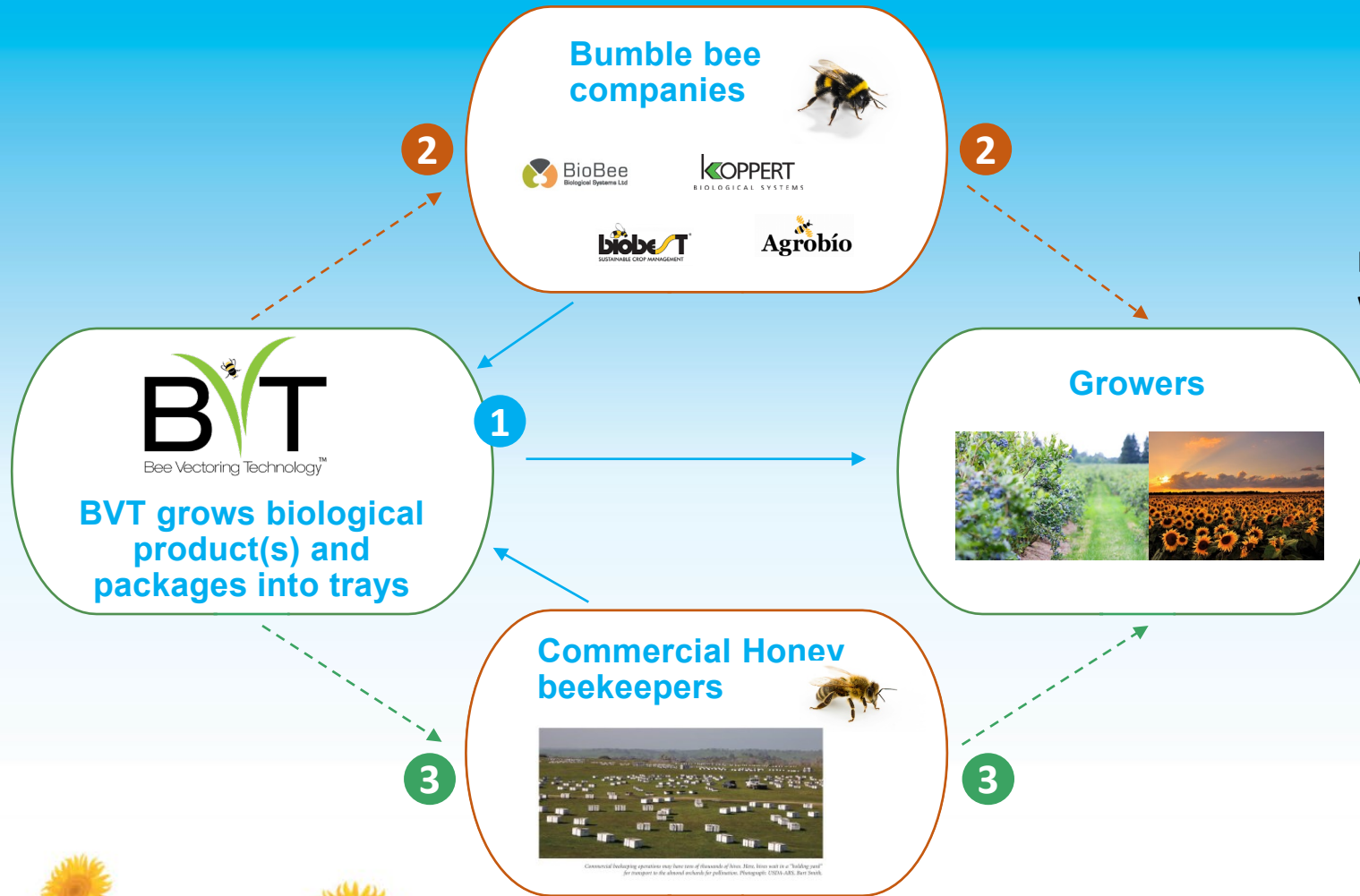
*\* Amount of BVT CR-7 used in 2 hives per acre with Vectorite with CR-7 trays replaced every 5 days vs. 10 sprays of Switch fungicide at rate of 14 oz/ac.*



# Bee Vectoring Business Model

**Initial business model:  
BVT manages the customer  
relationship**

- 1** BVT gets hives from bumble bee companies or beekeepers, and markets complete system to growers



**Future channels being developed:  
work with go-to-market partners**

- 2** BVT provides trays with biologicals and sells through bumble bee company channels
- 3** BVT sells through already established honey beekeeper channels



**FINAL CUSTOMER IS ALWAYS THE GROWER**



# EPA APPROVED

**August 27, 2019:** BVT's *Clonostachys rosea* strain CR-7 and Vecorite™ with CR-7 gained regulatory approval from US EPA. The registration gives BVT license to operate across the US and make claims as a “biological fungicide.”

EPA Registration No. 90641-2



## Significant Firsts

- ✓ 1st product registration for BVT
- ✓ 1st registration in US for a product delivered by bees

## Full, unconditional registration

- ✓ Includes delivery by bumble bees AND honeybees; for use on all relevant crops

## Accelerates global expansion

- ✓ EPA is a model agency outside the US; ex-US approvals should move faster and more easily

## EPA approval gives BVT:

- 1 A significant asset
- 2 Industry and grower credibility
- 3 License to operate

# Proven Value Proposition on Multiple Crops

## BLUEBERRIES Case Study



### Major League Blueberries

High-bush blueberry grower in Nicholls, GA

5 acres

- ✓ Evaluated test plot
- ✓ Saw higher yields and better crop

45 acres

- ✓ Bought 120 bumble bee systems (commercial farm)
- ✓ Saw **28% higher yields**

150 acres  
(100% of the farm)

- ✓ "Best fruit set ever seen on farm" (per owner)





# 2021 Key Objectives

## OBJECTIVE

## SIGNIFICANCE



### 2021 Revenue: invoiced/committed revenue \$1 million

- ✓ High retention rate of 2020 growers
- ✓ Increase “share of wallet” (i.e. more of their acreage)
- ✓ Significant number of new growers
- ✓ 1st revenue from PNW

- 1 Increased usage and high retention means growers are satisfied with performance
- 2 New growers and new regions means word of mouth is spreading



### California

- ✓ Secure California registration
- ✓ Engagement with growers, and trials (berries, almonds)

- 1 Opens the market for biggest opportunity in North America



### Switzerland

- ✓ Secure Swiss registration

- 1 Entry into strategic European market
- 2 Revenue during Summer 2021



### Mexico

- ✓ Complete regulatory submission
- ✓ Complete grower trials and demos

- 1 Trials will generate demand for BVT while regulatory process is ongoing

# 2021: Building on Success from 2020 season

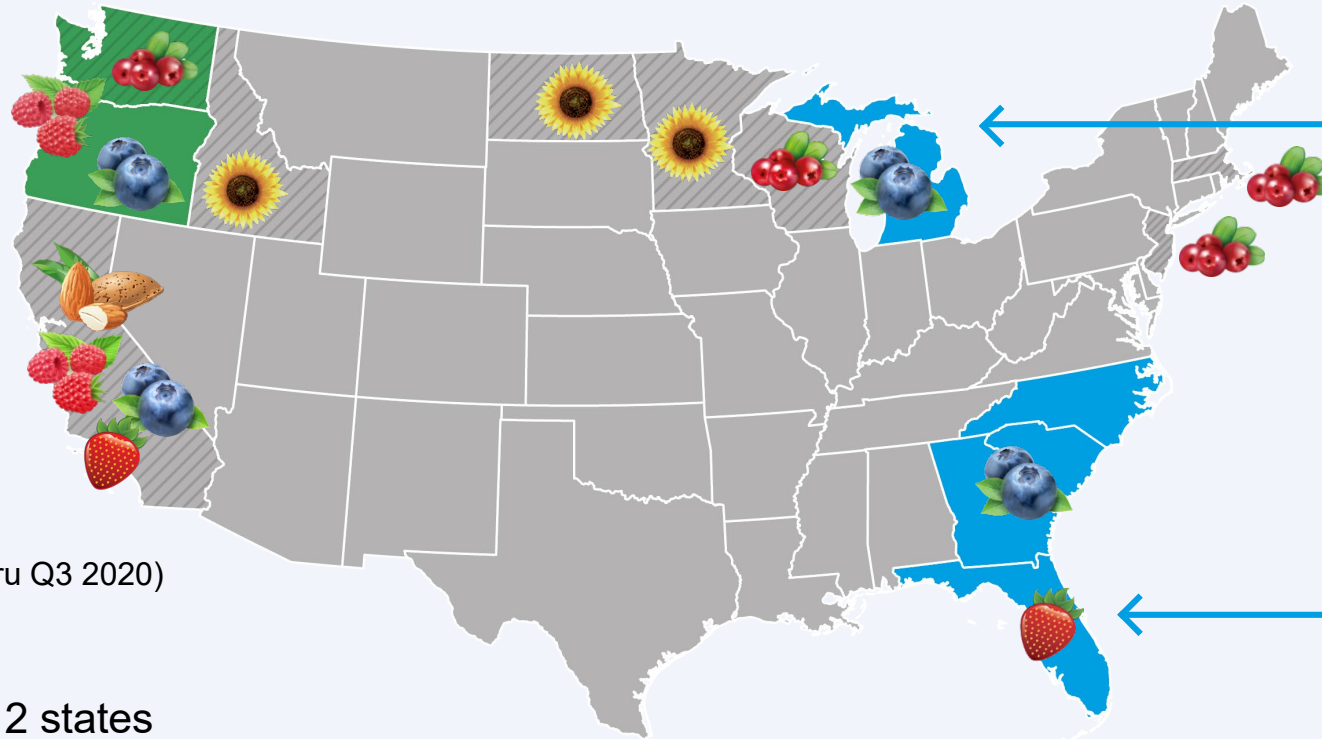
Secure 1<sup>st</sup> revenue in PNW following 2020 grower demos in blueberries and caneberrries



Start trials in 2021 in California in anticipation of regulatory approval

## 2020 HIGHLIGHTS

- ✓ **\$292k** revenue secured (thru Q3 2020)
- ✓ **2** crops; 4 states
- ✓ **Total incl trials:** 5 crops; 12 states
- ✓ **20** customers, **900** acres
- ✓ **Blueberries US potential:** 90,000 acres (270k ac globally)



Revenue growth from:

1. Increased usage from 2020 grower base
2. Commitments from new growers



////// Continued Demos/Trials in berries +

Sunflowers (MN, ND, ID)

Cranberries (NJ, MA, WA, WI)

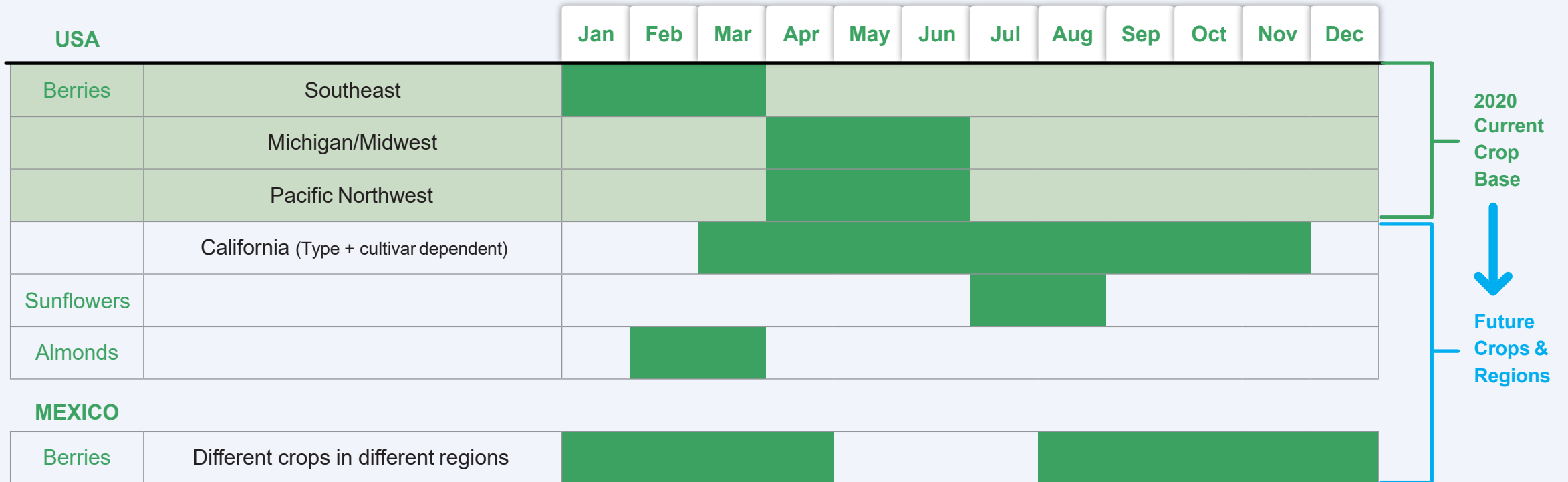
Almonds (CA)



# Seasonality of BVT Business

BVT's business (revenue) is tied to crop calendars, specifically blooming periods which vary by crop and geography.

B L O O M I N G C A L E N D A R



- ✓ BVT revenues initially in 1st five months of a year (incl. 2021)
- ✓ As expansion accelerates, revenues will be generated for more months of a year



# R&D Pipeline

		T I M E L I N E								
		Current status	Process	<<	2020	2021	2022	2023	>>	
California	REGULATORY APPROVALS TO SELL	In progress (subject to backlog at CA-DPR)		Submit	Approval					
Mexico		In preparation stages (submissions subject to COVID-19 backlogs at MEX authorities)			Submit	Approval				
Switzerland		In progress (file in review by authorities)		Submit	Approval					
EU		Regulatory strategy to be formulated end-2020	EU active ingredient registration		Strategy	Submit	Approval			
			Country level end use product registration				Submit	Approval		
Canada		Start planning 2021. Submission will depend on extent of field trials that will be required					Submit	Approval		
PRODUCT EXTENSIONS										
In-licensing	Develop bee-delivered applications for additional biological products to control additional pests on a crop	Lab evaluations to select lead candidates for field trials	Field development stages	Field tests						
			3rd party contractual arrangements	Negotiate						
			Regulatory steps	Submit Approval						
Foliar	Develop foliar spray and/or seed treatment formulation for BVT's CR-7 strain	Started discussions with third party collaboration partners	Field development stages	Field tests						
			Regulatory steps	Submit Approval						

//// Potential Project Extension

# Geographic Expansion

BVT-led projects (company initiated)

## Canada

### REGULATORY:

- ✓ Formulating strategy

### BUSINESS DEVELOPMENT:

- ✓ Multi-yr trials in blueberries in BC

## California

### REGULATORY:

- ✓ In later stages of review
- ✓ Hopeful for within ~6 months

### BUSINESS DEVELOPMENT:

- ✓ 2021 trials in anticipation of approval
- ✓ Almonds, berries

## Mexico

### REGULATORY:

- ✓ Completed and submitted efficacy trials to Ag ministry
- ✓ Will file for regulatory approval following review of efficacy trials
- ✓ Delays at authorities with COVID-19 means likely early 2021 submission
- ✓ ~2-year process (Mexico is unpredictable)

### BUSINESS DEVELOPMENT:

- ✓ Key growers (berries, indoor tomatoes) approached, and highly interested
- ✓ Trials/demos being planned starting winter 2020/2021

## European Union

### REGULATORY:

- ✓ Formulating strategy

### BUSINESS DEVELOPMENT:

- ✓ Evaluating already registered biological fungicide and insecticide for quicker entry to market
- ✓ Talking to strategic partners

## Switzerland

### REGULATORY:

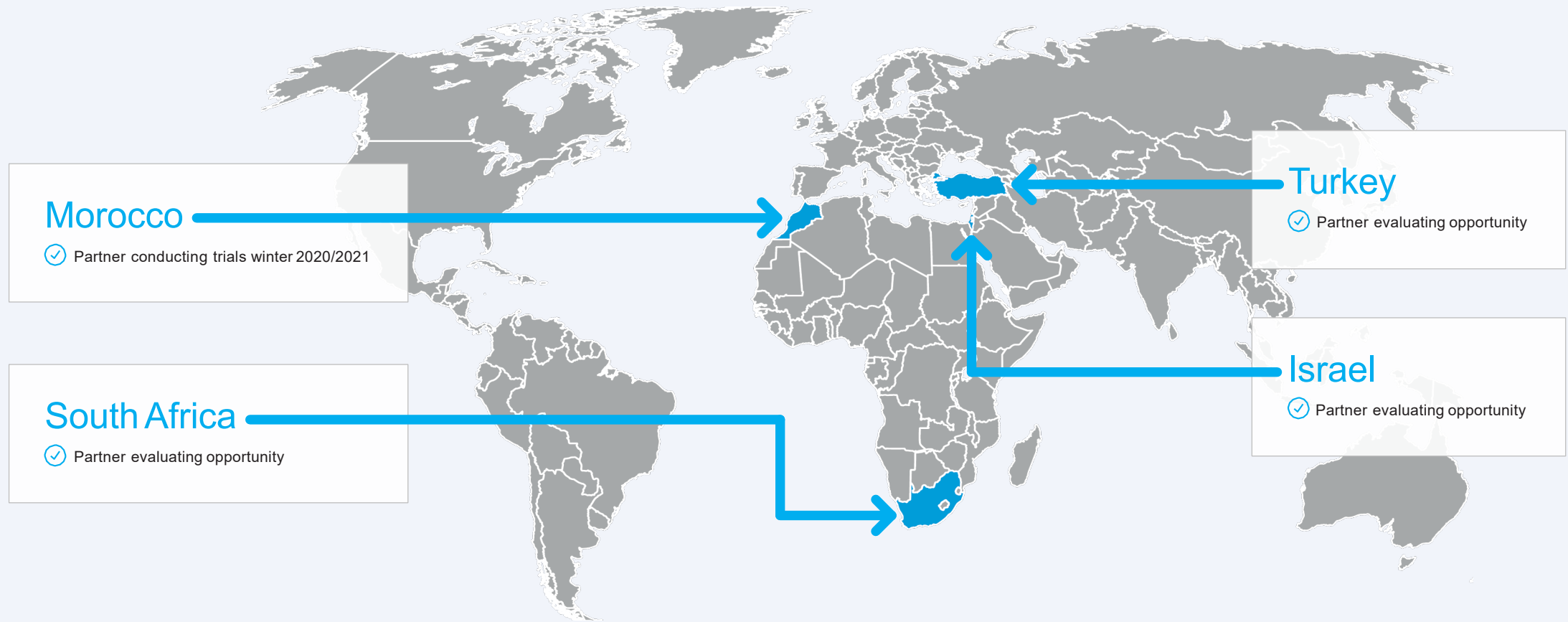
- ✓ In later stages of review
- ✓ Hopeful for within ~6 months

### BUSINESS DEVELOPMENT:

- ✓ Finalizing distribution partner and supply of bumble bees
- ✓ 1st revenue Summer 2021

# Geographic Expansion

Partner-enabled projects (partner is investing)

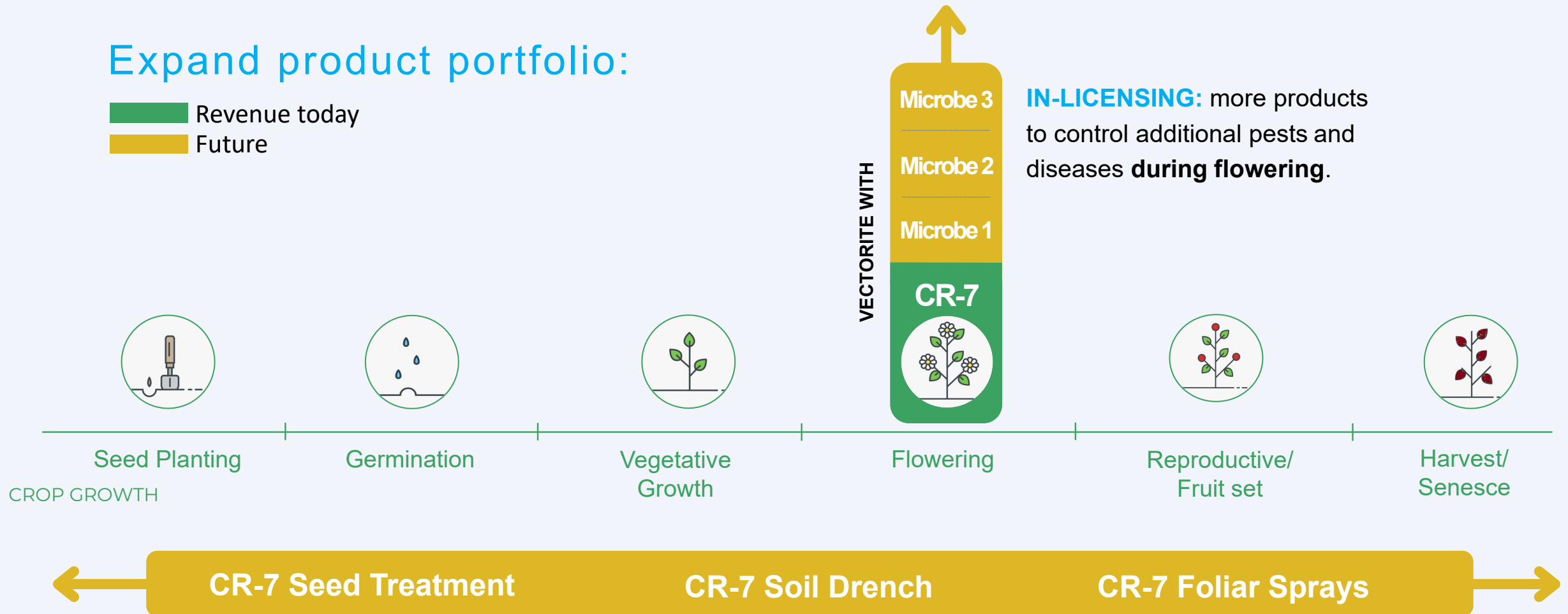




# More Products will Control More Diseases & Pests

## Expand product portfolio:

■ Revenue today  
■ Future

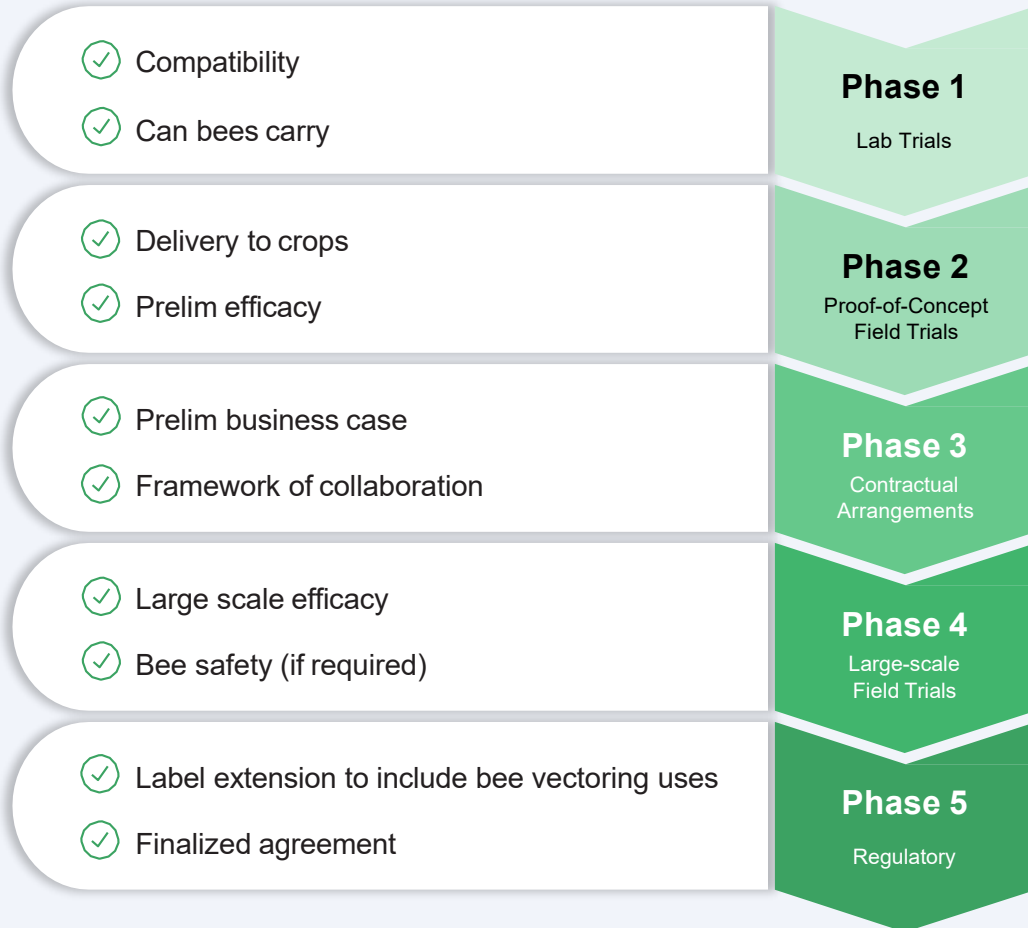


**IN-LICENSING:** more products to control additional pests and diseases **during flowering**.

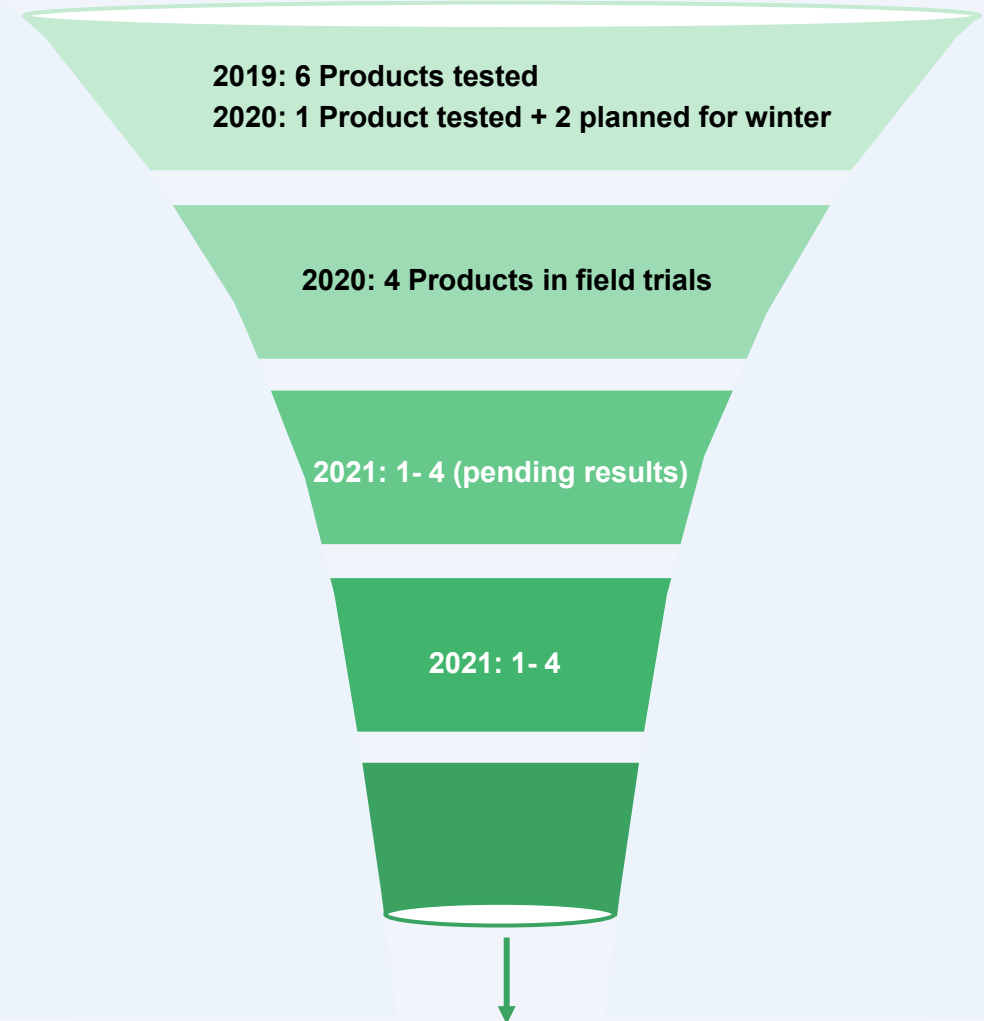
**PRODUCT EXTENSIONS:** More CR-7 end-use products for bio stimulant effect and control of diseases that attack plants at **non-flowering time**; or for **non-flowering crops**.

# Innovation – In-licensing

## Evaluation Stages

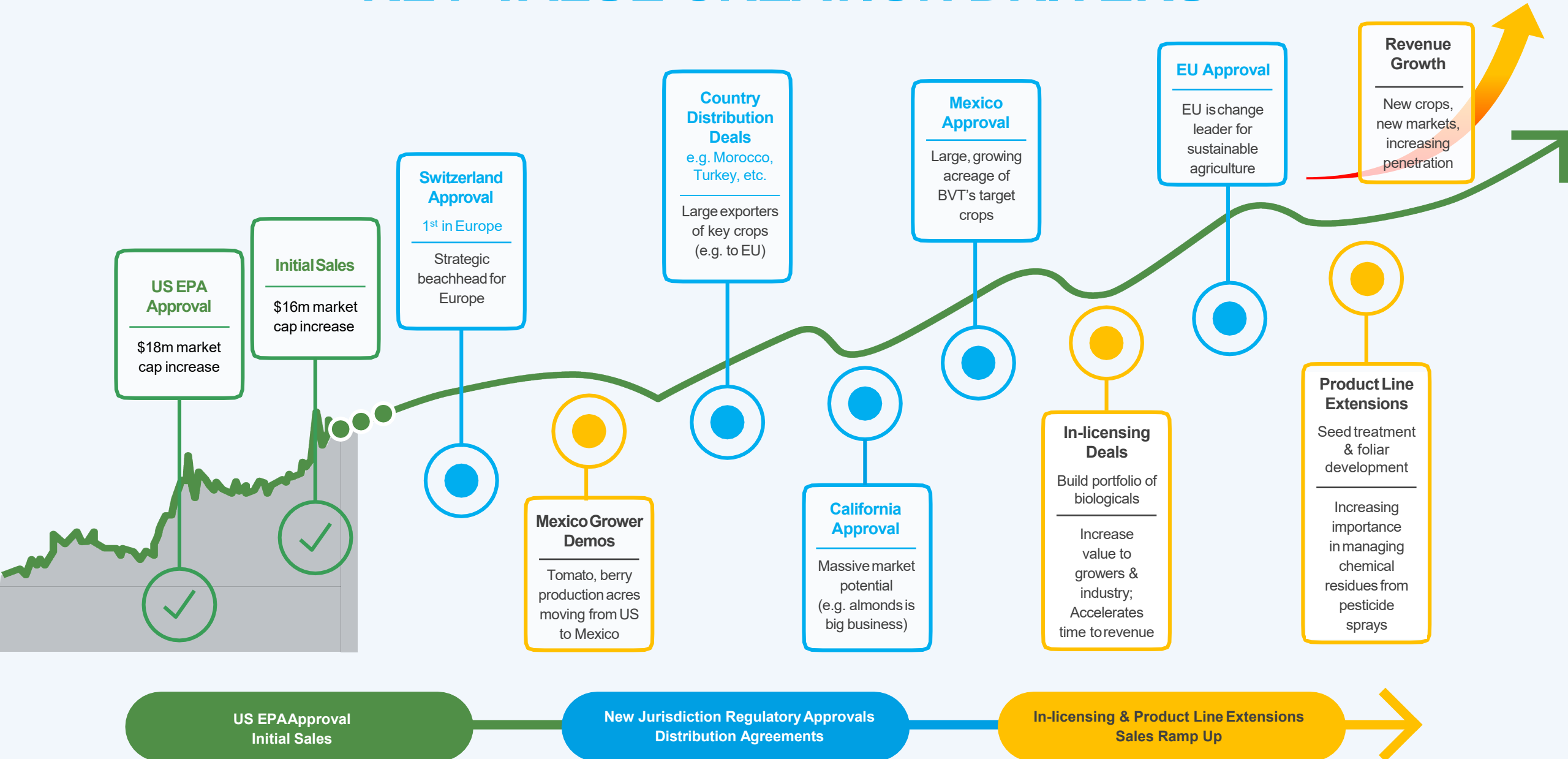


## Progress Update



Launch new product line extension(s) to growers

# KEY VALUE CREATION DRIVERS





# BEE VECTORING TECHNOLOGIES

CSE:BEE  
OTCQB:BEVVF



- ✓ Leader in the future of Ag-Tech
- ✓ Large, multi-billion-dollar market opportunity
- ✓ Proprietary, patented & scalable technology platform
- ✓ Experienced and proven agricultural team
- ✓ With regulatory approval behind, BVT is capitalizing on years of research



**Ashish Malik**  
Chief Executive Officer  
[amalik@beevt.com](mailto:amalik@beevt.com)



# APPENDIX

# AGTECH – THE NEW DISRUPTOR

Emerging industry's size and importance to the Global economy has attracted the attention of investors

## Sustainable Agricultural Technology

*The reshaping of global ag by increasing productivity of the system while reducing the environmental and social costs of current ag production practices.*

According to AgFunder's AgriFood Tech Investing Report, 2018 was a "record breaking year" for the industry with:

**\$17 billion  
in funding  
across  
1,450 investments**

“ *AgTech witnessed bigger deals, growth in late stage investments and more exit opportunities for investors.* ”

Source: Forbes, March 8, 2019, "The AgTech Industry May be Growing Up, AgFunder Reports"



# MARKET POTENTIAL

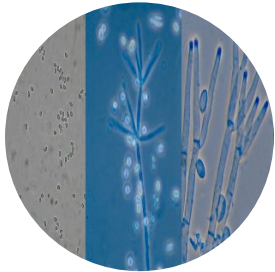


**Harnessing the power of nature:**  
Biologicals support crop resilience in a sustainable way.

# Our Technology: Proven Over 5+ Years of Successful Trials

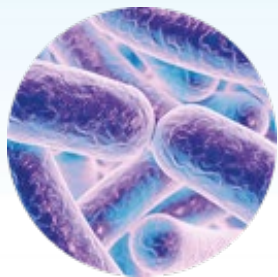
60+ Patents Granted, 30+ Pending Patents | IP Maximized Through 3rd Party Agreements

## Treatment Agents



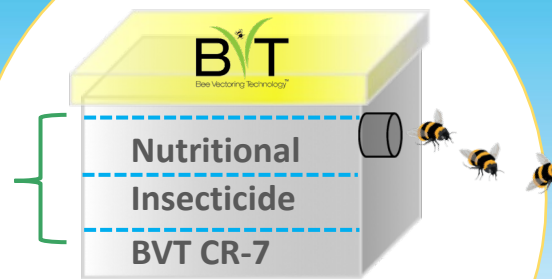
*Clonostachys rosea*

Proprietary Microbe:  
BVT CR-7



3rd Party Biocontrols

## Delivery Methods



Proprietary  
Delivery System

### Traditional Applications



Seed Treatment

Foliar

## Crop and Effect



Plant Protection, Crop  
Enhancement in Flowering Crops

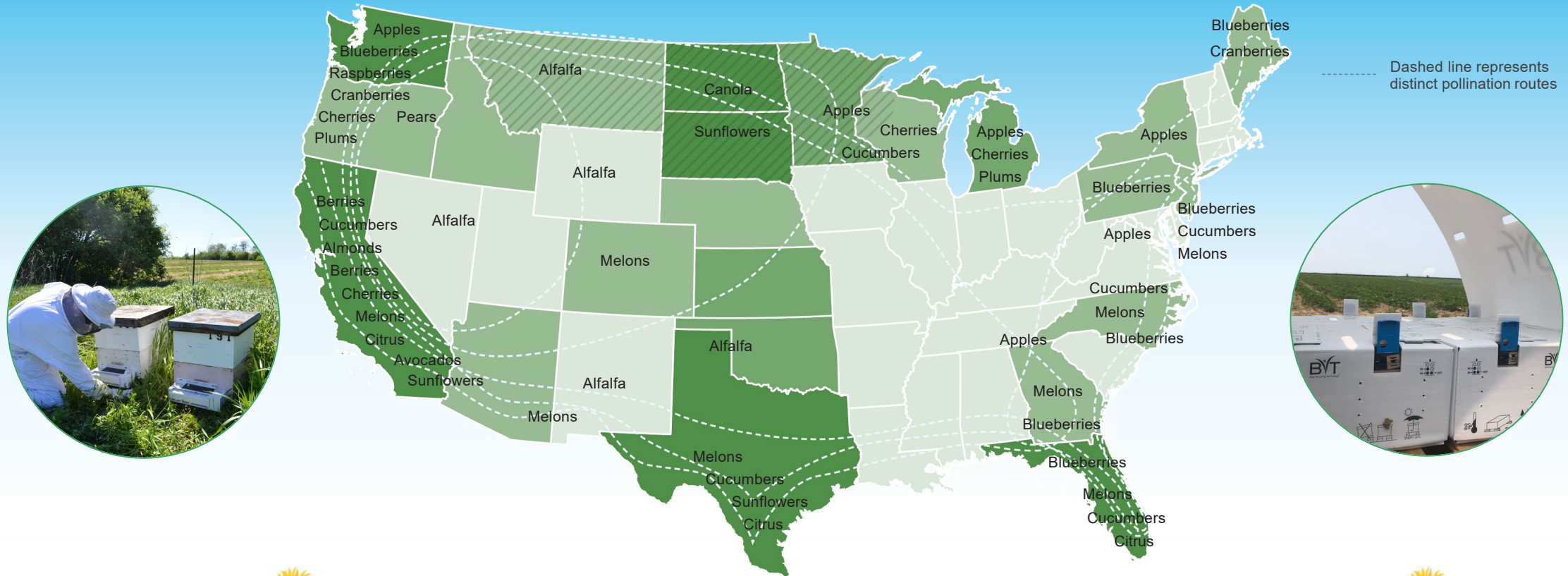


Fungicidal and Plant Health  
Effect of CR-7 in diverse Crops



# “BEE”CONOMICS

Bees are moved from state to state all year round to pollinate crops and enhance agricultural productivity



**\$350 million pollination services market**

**3 million hives rented for pollination annually**

**2,000 commercial beekeepers**

# Ideal for Use on Flowering Crops that Require Pollination



Strawberries



Blueberries &  
Caneberries



Sunflowers



Tree Nuts, Stone  
Fruits & Pome Fruits



+ Many More

**Trials**



**2021**  
(Almonds)

**2021**  
(Cranberries, Tomatoes)

**Demos**



**Revenue**

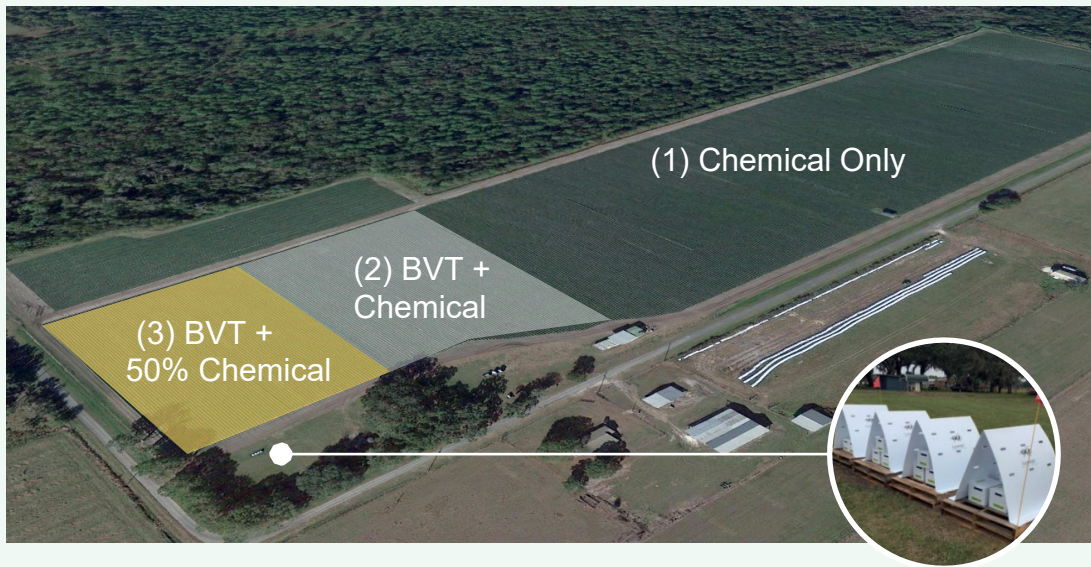




# Proven Value Proposition on Multiple Crops



## STRAWBERRIES Case Study



- ✓ BVT (2 & 3) **Better control** of botrytis (3% incidence vs 13%)
- ✓ BVT + 50% Chem (3): **highest marketable yield** (+26%)

## BVT Value Proposition

A STRAWBERRY FARMER COULD EARN

**\$3,400**

MORE PER ACRE OF LAND

**50% reduction in fungicides**  
US \$200 savings

**Higher yield: +10% average**  
(range 6-29%)  
US \$3,200 / acre

**6-29%**

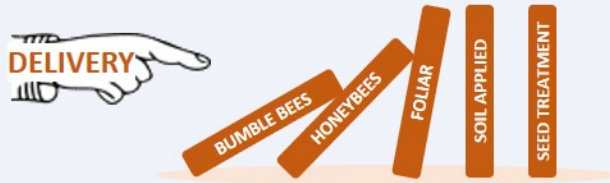
BETTER YIELDS

# BVT is DE-RISKED; Launching and Expanding



## A large number of crops can benefit from BVT technology

1. All crops facing disease and pest pressure around the flower
2. Crops which face disease pressure and where zero chemical residues are important
3. Broadacre crops for plant establishment and early growth at planting



## BVT opportunity extends to markets even where bees are not used

1. Foliar uses for “residue free” crops (eg. cannabis, fruits & vegetables)
2. Seed treatment and soil applied opens large acre crops (eg. corn; soybeans)



## Global market opportunity

- Data package that was used for USA is usable everywhere
- US-EPA is a model agency and will allow easier, faster registrations ex-US



## Pests and disease around the flower AND non-flowering diseases

- Additional flower-associated pests will be addressed by third party products
- Non-flowering diseases will be addressed through foliar, soil applied, and seed treatment uses of CR-7

# CR-7 Product Extensions

**TODAY: Bee Vectoring** application using bees during bloom to control plant-tissue occupying diseases

**Botrytis**  
(gray mold)  
in berries



**Monilinia**  
(mummy berry)  
in blueberries

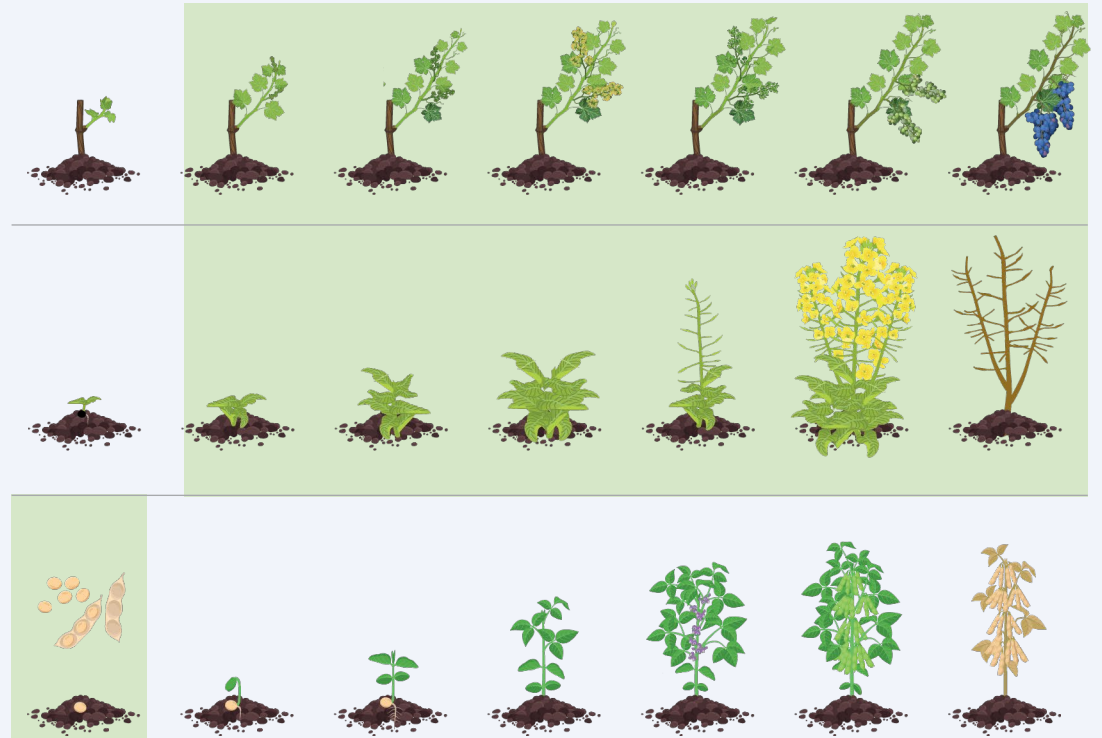


**Sclerotinia**  
(head rot)  
in sunflowers



**NEXT: Foliar Spray / Soil Drench** for multiple crops to manage broad spectrum of diseases

- ✓ Reduced chemical residues
- ✓ Resistance management
- ✓ Organic production
- ✓ Crops where bees are not used



**NEXT: Seed Treatment** in legumes for plant establishment and growth stimulation  
(E.g. 80 million acres of soybeans in US)



# Active Industry M&A

Acquirer	Target	Revenues Pre-Acquisition	Acquisition Price/Date	Comment
Bayer	Agraquest*	\$17 million	\$425M + milestones/ July 2012	25x Revenue purchase price
Hebang Group China	Stockton (51%)	Not available	\$180M / July 2015	1 <sup>st</sup> acquisition of Western biocontrol company by Chinese
Dupont	Taxon Biosciences	0 (pre-revenue)	N/A / May 2015	Taxon specializes in seed and crop protection
Valent	Mycorrhizal Applications	Not available	N/A / March 2015	Valent is Sumitomo Chemical
Koch Agronomic Services	Mendel Biotechnology	Not available	N/A / December 2014	Koch recently entered the crop protection space
Koppert	Manejo Agricola	Not available	N/A / February 2014	Koppert is a leading bumblebee company
Monsanto	Novozymes	JV	\$300M / December 2013	Joint R&D Venture
Bayer	Prophyta	< \$3 million	N/A/ January 2013	Beneficial fungi company
Syngenta	Pastueria	< \$1 million	\$86M + \$27M deferred/ September 2012	Pre-revenue
BASF	Becker Underwood	\$200 million	\$1B / September 2012	4.3x Revenue purchase price



# Extensive Experience to Deliver Plan

- Extensive global Ag industry experience and biological pest and disease control
  - Vice President of Global Marketing, Biologics at **Bayer** CropScience
  - SVP & Executive Team, Global Marketing at **AgraQuest** (acquired by Bayer 2012 for \$425mio)
  - Head of Commercial Operations, **Syngenta** Home Care Division
  - Director of **BPIA** (Biological Products Industry Alliance) – representing Ag-biological industry in North America
- 30+ years experience in the global agriculture industry, particularly in crop protection
  - Previously Global R&D Leader for Lawn & Garden Controls at **Syngenta AG**, Director of Crop Management at **Novartis**, Global Product Management Leader for Insecticides at **Ciba**
  - **Ph.D.** in Entomology from the Swiss Federal Institute of Technology (ETH)
- Extensive manufacturing and value chain experience in crop protection, horticulture
  - Worked at **Syngenta** in Sales Management, Product and Strategic Management positions
  - Bachelor of Science degree in Agricultural Business from the University of Minnesota
- Extensive experience with technical research, marketing, product management, including product launches
  - Worked at **Syngenta** as research manager and technical product lead
  - **Ph.D.** in Horticulture, Cornell Univ.; **MBA** Univ. of North Carolina – Chapel Hill
  - Based in Mexico and bi-lingual; opens access to key markets in Mexico & South America
- Extensive experience in global agricultural markets, led portfolio of biological development projects in **Syngenta**
  - Senior manager with extended Leadership, Business Management, Marketing, Sales and R&D experience
  - Led Based in Switzerland and multi-lingual; opens access to key European markets

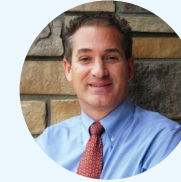
**Ashish Malik**  
President and CEO



**Claude Flueckiger**  
BVT Scientific Advisor  
BVT Board Member



**Greg Faust**  
US Commercial  
Operations



**Dr. Gerardo Suazo**  
Senior Technical  
Manager



**Christoph Lehnen**  
Business Manager,  
Europe



## World Class Experience in Global Crop Protection

- ✓ Big-Ag experience
- ✓ Start-up experience
- ✓ Successful start-up exit
- ✓ Global-Ag background
- ✓ Blockbuster launches
- ✓ Industry network



# Corporate Information (CDN\$)

Symbol (CSE)	BEE
Sales (9mos ended June 30, 2020)	\$292k
Market Capitalization	\$27M
Share Price (10/2/20)	\$0.29
Shares Outstanding	90M
Options (Avg. price \$0.29)	12M
Warrants (Avg. price \$0.38)	20M
Fully Diluted Shares Outstanding	120M
Year-end	September 30 <sup>th</sup>
Cash Balance (June 30, 2020)	\$0.8M