

# Who We Are: Marrone Bio Innovations, Inc.



1

**Public Biopesticide Company in this Technology-Driven Market**

**NASDAQ: MBII**

2

**5 Existing Commercial Products**

3

**Insecticides, miticides, nematicides, fungicides and molluscicides**

4

**Headquarters in Davis, California**

5

**Manufacturing plant in Bangor, Michigan**

6

**Valuable Library of Patents and Intellectual Property**

7

**10 year anniversary in September 2016**

# Safe Harbor Statement

This presentation may include forward-looking statements. These statements reflect the current views of the Company's senior management with respect to future events and financial performance. These statements include forward-looking statements with respect to the Company's business and industry in general, including statements regarding potential market size of Company products, anticipated product development costs, target geographic markets, and future goals. Statements that include the words "expect," "intend," "plan," "believe," "project," "forecast," "estimate," "may," "should," "anticipate", "target", "goals" and similar statements of a future or forward-looking nature identify forward-looking statements for purposes of the federal securities laws or otherwise. Forward-looking statements address matters that involve risks and uncertainties, such as the timing of and costs associated with the launch of products, the difficulty in predicting the timing or outcome of product research and development efforts and regulatory approvals. Accordingly, there are or will be important factors that could cause the Company's actual results to differ materially from those indicated in these statements. The statements made herein speak only as of the date of this presentation.



Use restrictions on fumigants  
Lack of product availability  
Fewer new products compared to other inputs



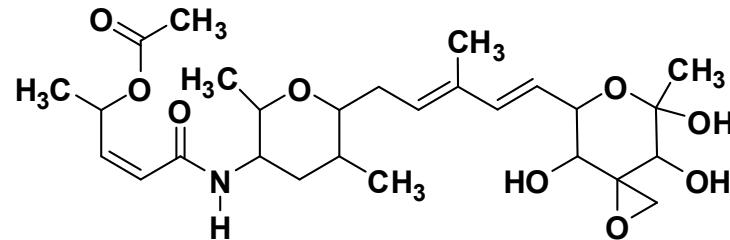
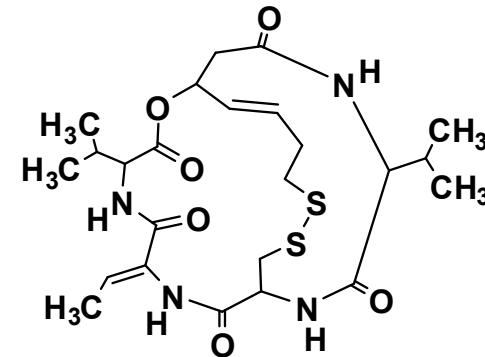
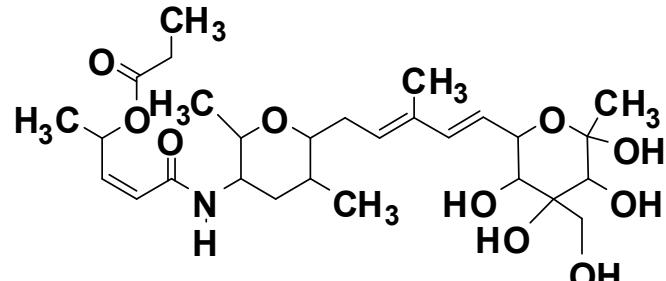
- New bacterium species (*Burkholderia rinojensis* strain A396), isolated from a soil sample taken in Japan
- Product contains heat-killed cells and spent fermentation media, no viable cells
- Nematicidal activity is from metabolites produced during fermentation
- Liquid formulation: Broadly compatible with other pesticides/fertilizers
- Does not require refrigeration, excellent shelf-life characteristics (3 years)

- Introduced in January 2016, EPA Reg. No. 84095-14
- Broad spectrum nematicide when applied at specified concentrations in-furrow, in transplant water or through drip irrigation
- No plant back restrictions, no delay in planting
- Excellent toxicological profile
- Can be used in conventional and organic production (NOP compliant/OMRI listed)

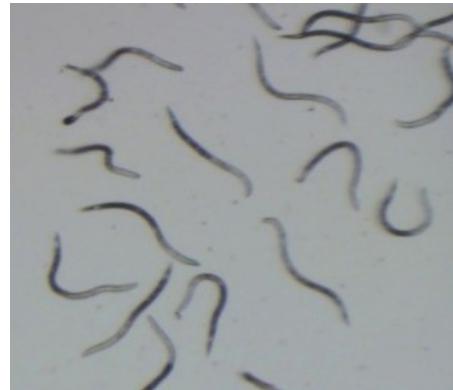
# Biologically Active Compounds



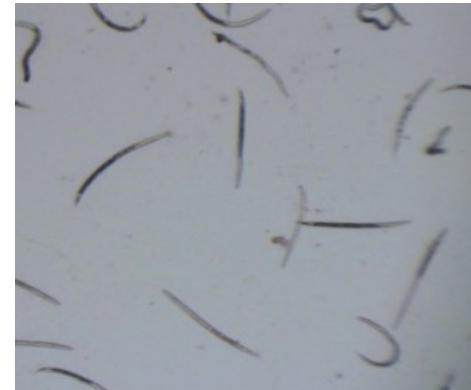
Active against certain insects, mites and nematodes



- Registered in all states except AK, HI and CA with California expected mid-November
- APPLICATION RATE (IN-FURROW, DRIP): 1 - 2 gal/acre
- 4 h REI and 0 h PHI



Healthy Juvenile  
Nematodes (J2s)



Dead J2s

# Some Labeled Crops and Controlled Nematode Genera



Corn



Cotton



Cucurbits



**Tomato/Pepper**



Soybean



Strawberry



*Meloidogyne*



*Pratylenchus*



*Criconema*



*Tylenchorhynchus*



*Belonolaimus*



*Helicotylenchus*



*Rotylenchulus*



*Heterodera*



*Radopholus*

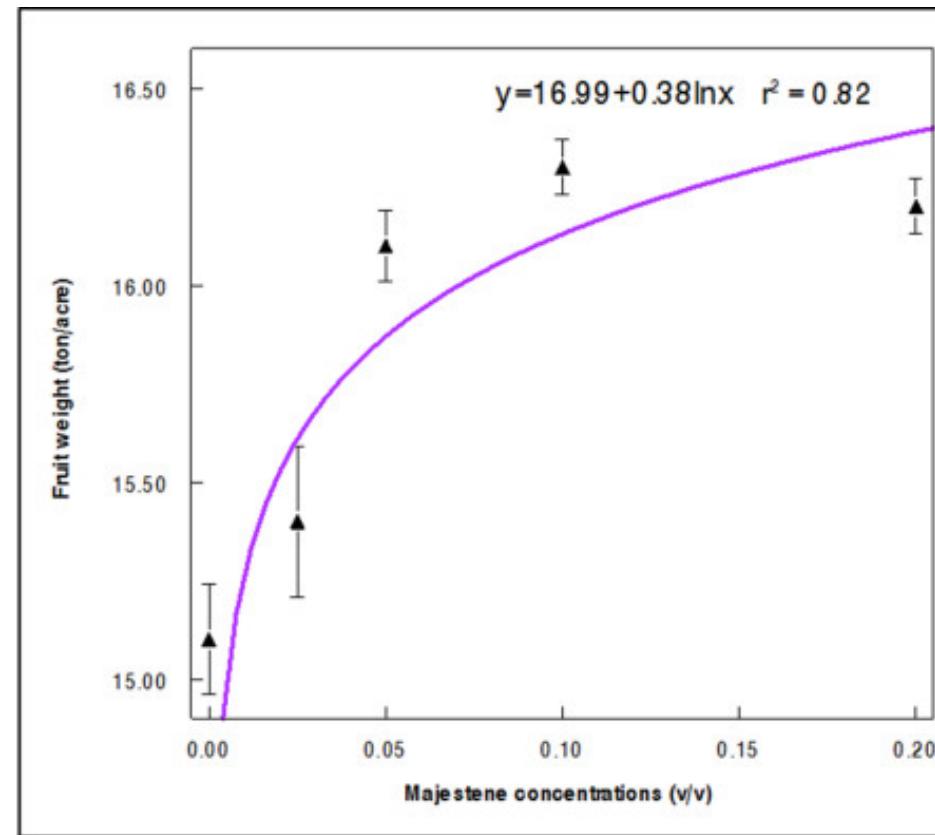
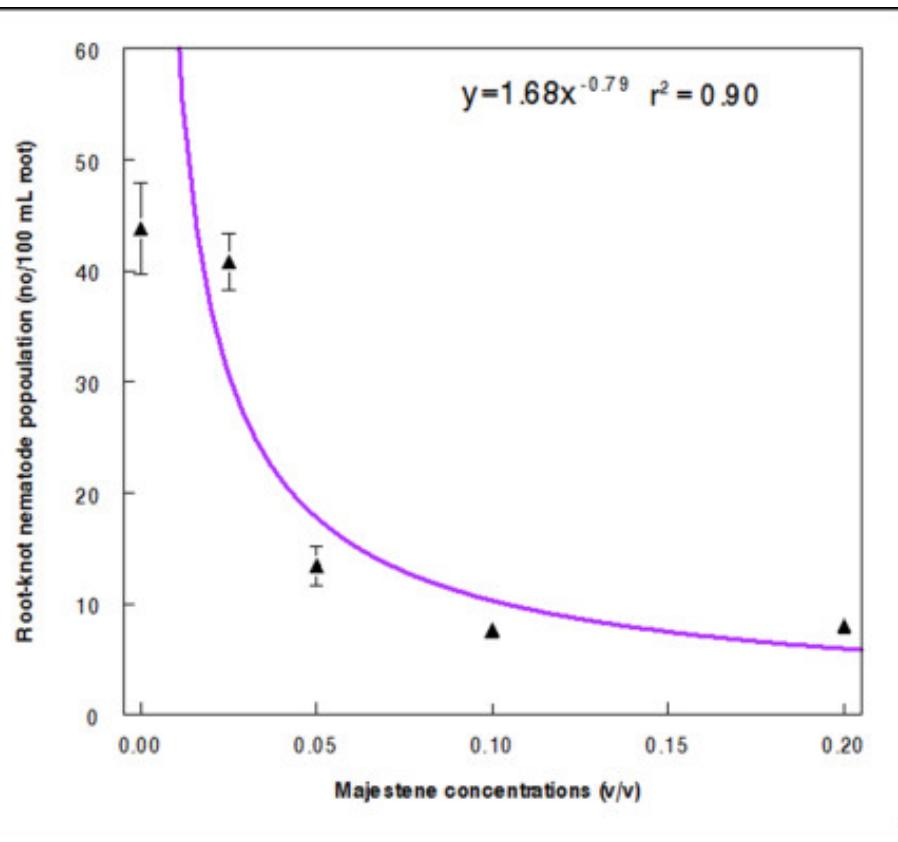


*Haplolaimus*

# Effects of Concentration



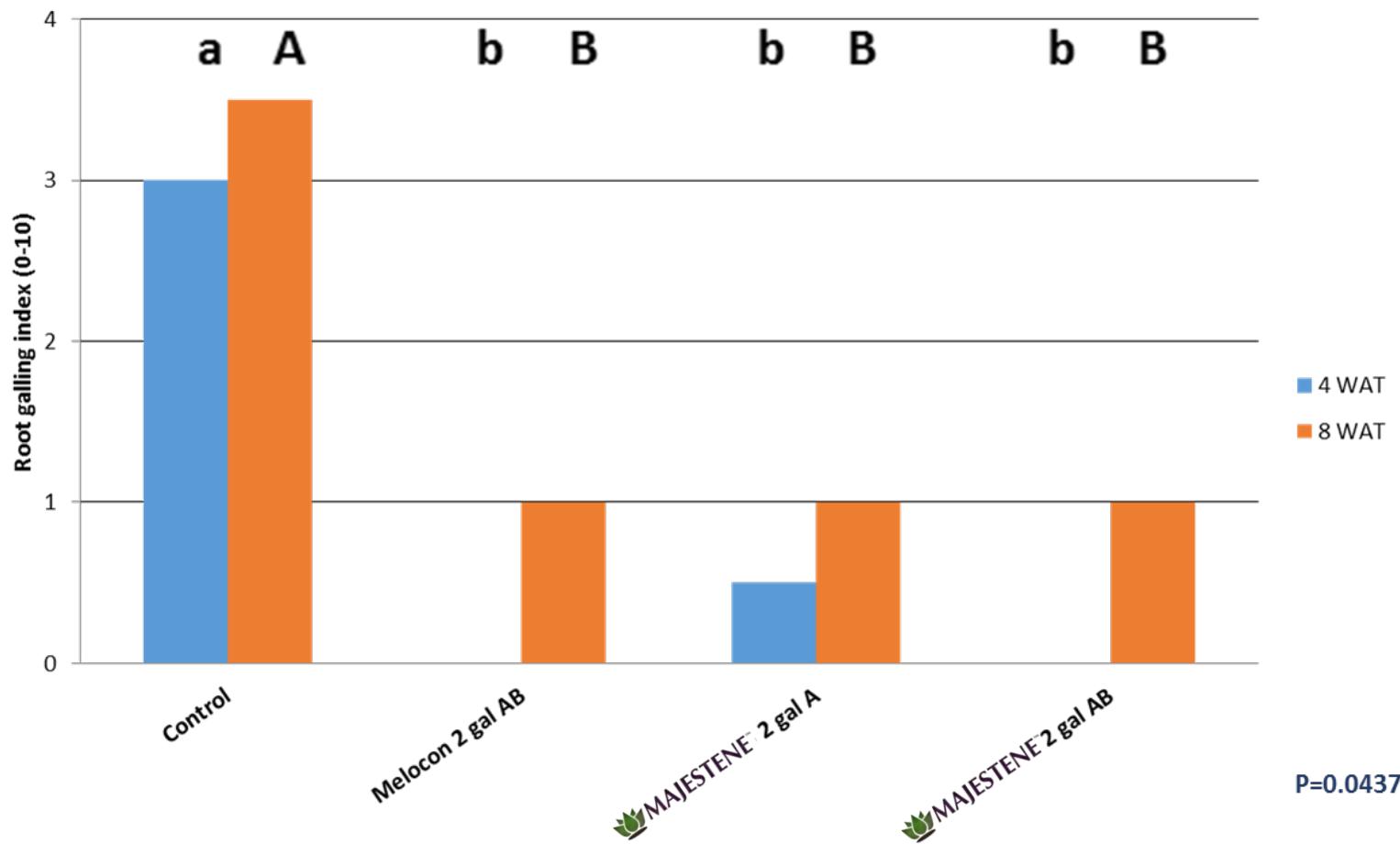
**(16-004BMS)**



*Meloidogyne incognita*

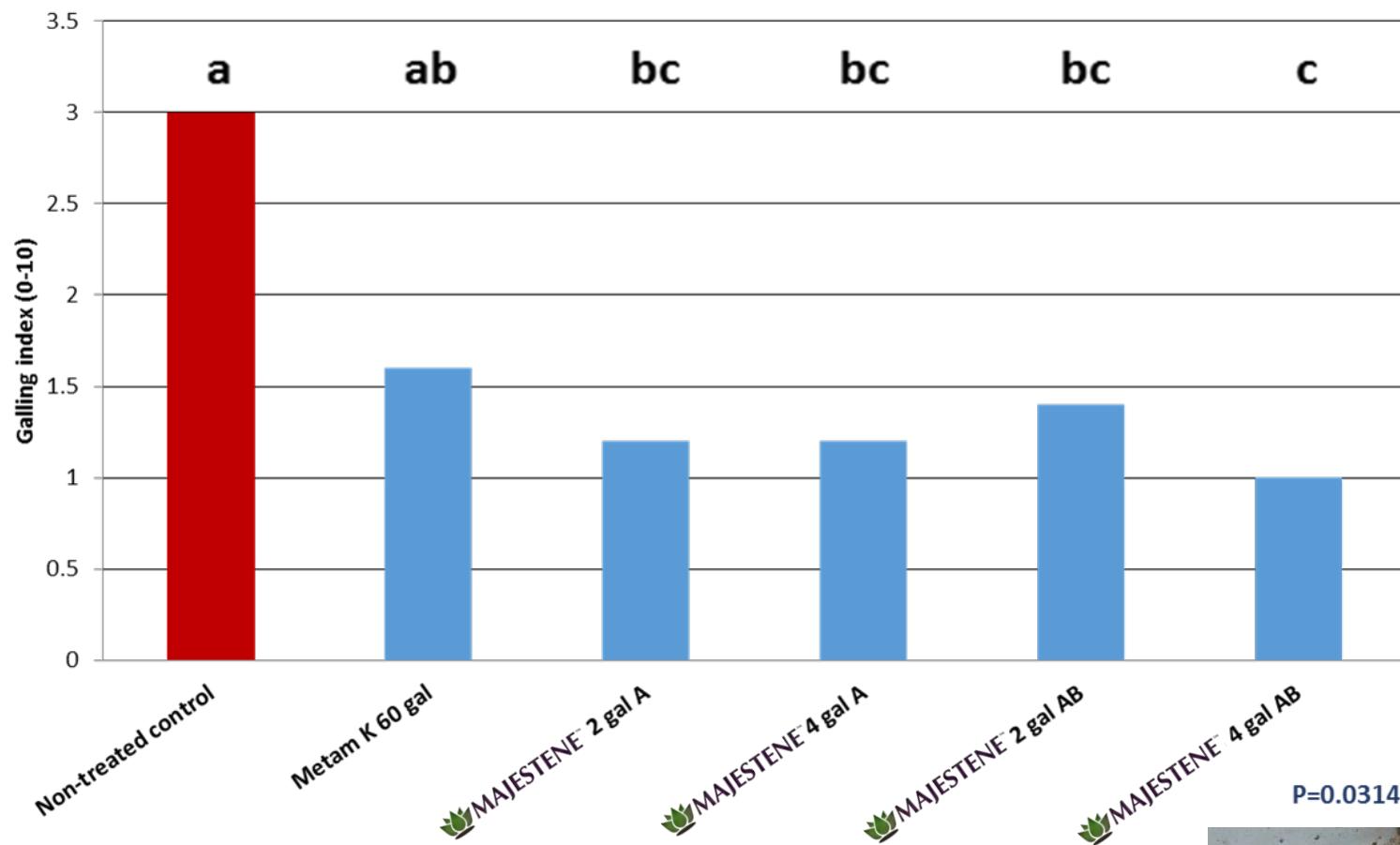
1-2 gallons injected in final 1 hour at end of irrigation cycle

# Tomato: *Meloidogyne incognita*



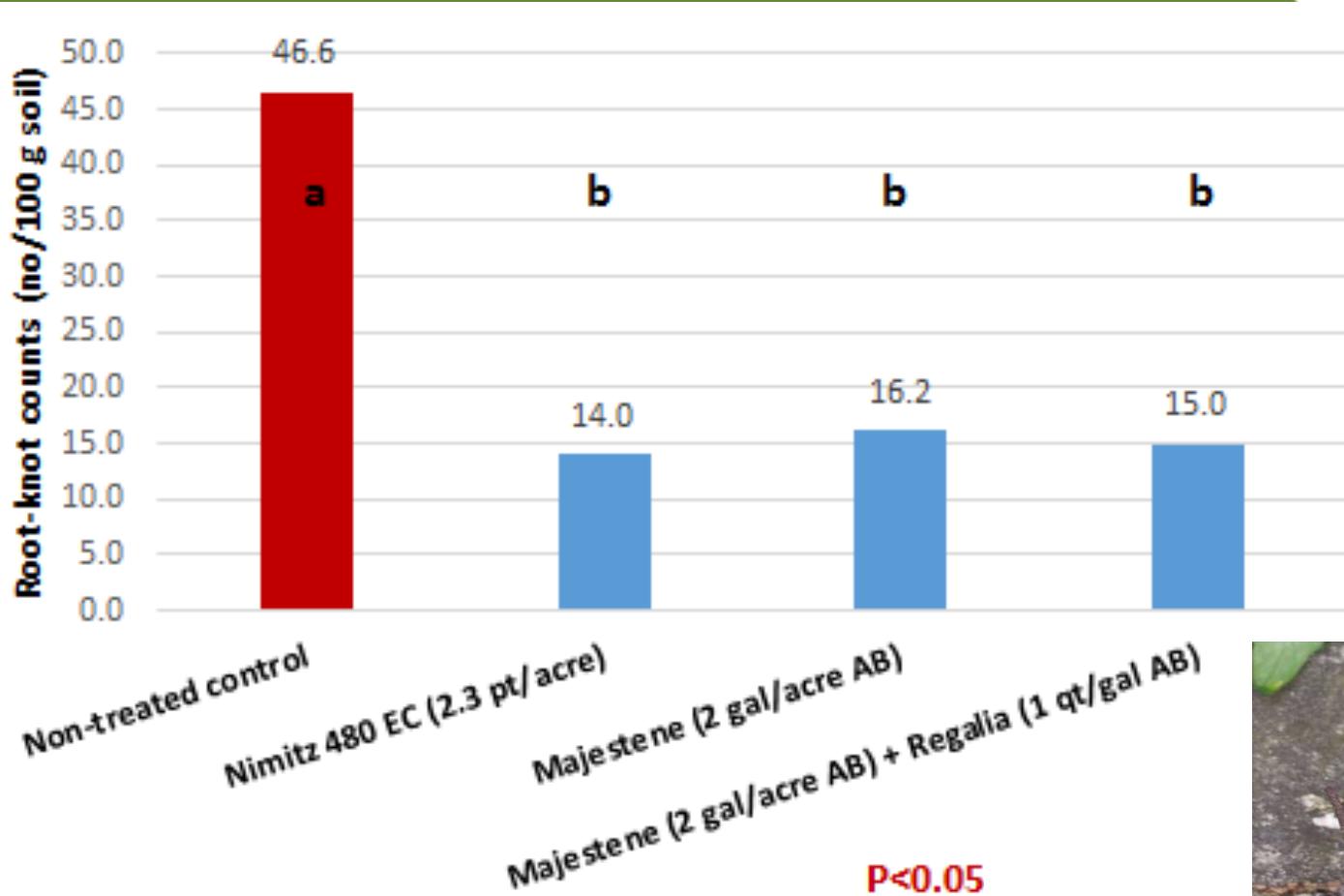
- Majestene through drip.
- One or two applications (30 days apart).
- Galling index taken at 3 weeks after last application.

# Tomato: *Meloidogyne incognita*



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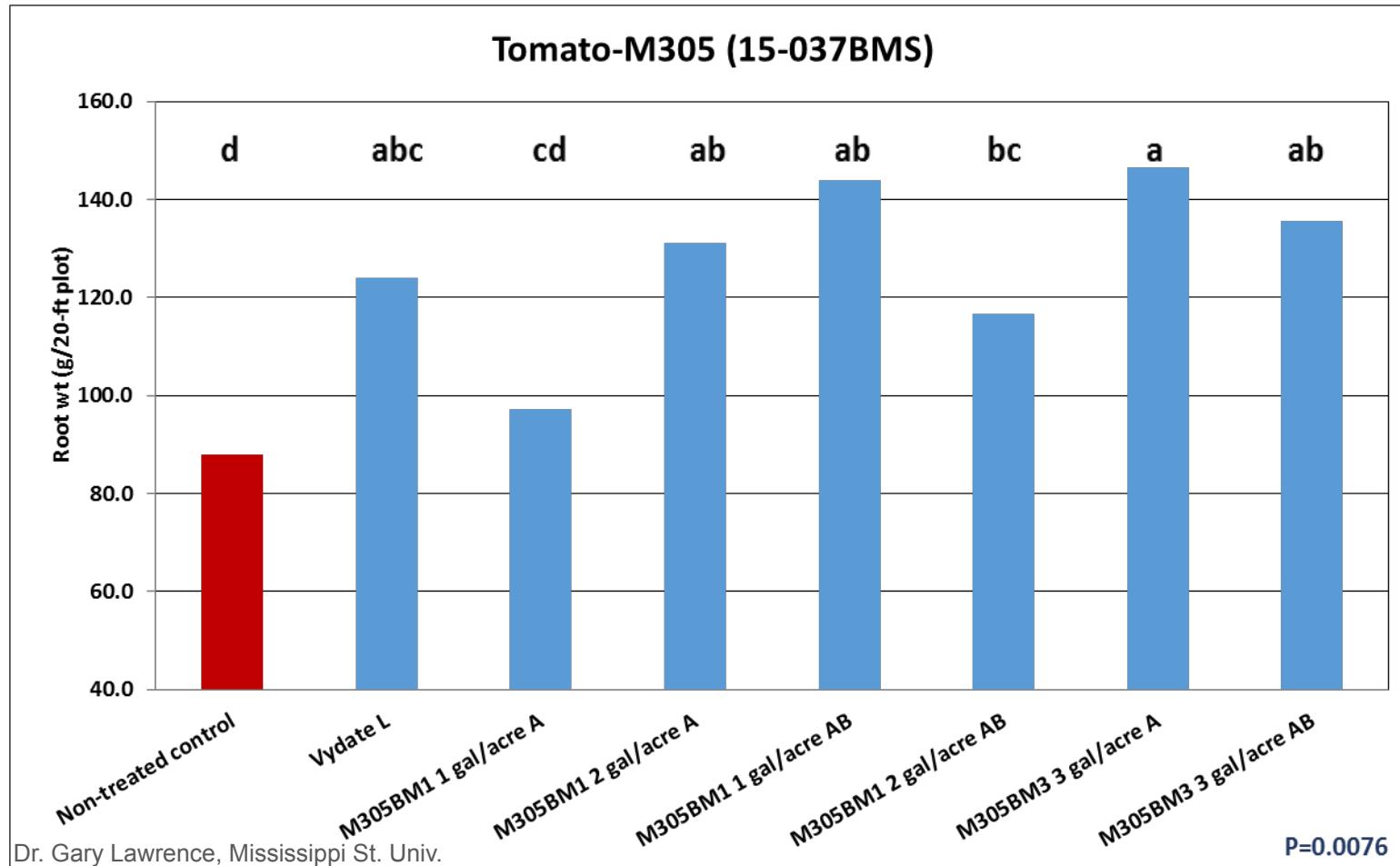
# Tomato: *Meloidogyne incognita*



- Majestene through drip.
- One or two applications (30 days apart).
- Counts taken at 3 weeks after last application. .



# Nematodes in Tomato: Root Weight (NC Trial)



# Strawberry Demo, Plant City, FL



**Majestene @ 2GPA  
following fumigation**



**Untreated following  
fumigation**



*smart.  
natural.  
solutions.*



**Questions??**