



Digital Agriculture

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Forward-Looking Statements

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Fiscal Year

References to year, or to fiscal year, are on a fiscal year basis and refer to the 12-month period ending August 31.

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Climate is The Digital Ag Platform

Enabled by Unique Capabilities, Broad Commercial Reach and Rapid Adoption Today on More than 75 Million Acres



Unique Capabilities

- Most comprehensive team of data scientists and software engineers in the industry
- Largest daily data ingestion & analytics capabilities in the industry

Broad Commercial Reach

- Six strategic retail partnerships enabling more than 3,000 trusted advisor sellers
- Three equipment collaborations including recent John Deere agreement enabling 1,000+ John Deere dealers who are trained to activate connectivity

Unprecedented Adoption and Opportunity to Monetize

- >75 Million Acres Enrolled in the Platform in 2015
- > 5 Million Acres Subscribed to Premium Offerings in 2015
- Nitrogen Advisor Identifies ~ \$1 Billion Opportunity to Improve Productivity in US Corn

Climate's Comprehensive Digital Ag Platform

Investments in Industry Leading Capabilities Drive Comprehensive Digital Agriculture Platform



Proven Ability to Deliver Actionable Insights to Farmers

Seeds & Planting



Fertility



Field Insights



Unparalleled Data Science & Software Engineering Capabilities

CLIMATE

FIELDVIEW™

Data Science

Software Engineering



Broadest Data Access

Weather & Soil

Equipment

Field Testing

Seed, Fertility & Crop Protection

Grower Data

Climate has Emerged as The Leader in Digital Agriculture

Strategic Partnerships & Seamless Delivery of Insights Continue to Drive Rapid Adoption



EQUIPMENT COLLABORATIONS

Enables seamless data collection, sharing & visualization

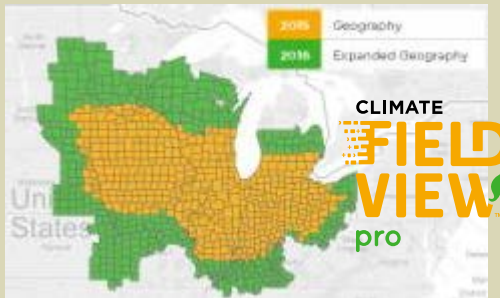
- AGCO
- CNH Industrial
- John Deere's Wireless Data Server



RETAIL PARTNERSHIPS

+ 3,000 Trusted Advisor Sellers

- Winfield Solutions
 - Agrium - CPS
 - Helena Chemical
- GROWMARK, Inc
 - Wilbur Ellis
 - CHS



INSIGHT DELIVERY

Information delivered anywhere & anytime



Milestone Agreement

Advanced Connection with John Deere Expands Digital Agriculture Options for Farmers

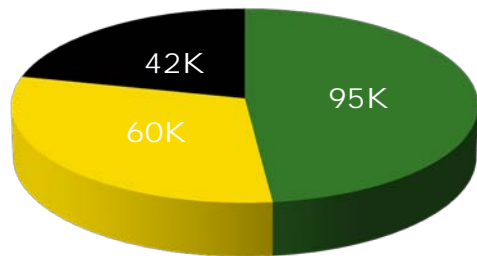


Farmers Want Simple and Seamless In-field Transmission & Storage of Agronomic Data



John Deere has a Leadership Position Across Agriculture

Units of Ag Equipment - US¹



■ Combines ■ Planters ■ Sprayers



CLIMATE
FIELDVIEW™

NEW Milestone Agreement

- First & only third-party wireless connection with near-real time in-cab data visualization
- Fastest, most frequent and highest resolution third-party connectivity in the industry
- +1,000 John Deere dealers trained to activate connectivity

Climate Insights Deliver Significant Monetization Opportunity

Addressing the 40+ decisions farmers make each year around seeding, fertility and crop protection



CLIMATE
FIELDVIEW plus

Data Capture & Visualization



Seamless data collection & visualization for deeper field insights



CLIMATE
FIELDVIEW pro

Seeds & Planting



Rx Script Creator

Increase productivity with a simple, easy-to-use script creation tool



Fertility



N Nitrogen Advisor

See field-level nitrogen supplies based on applications, crop stage and weather



Field Insights

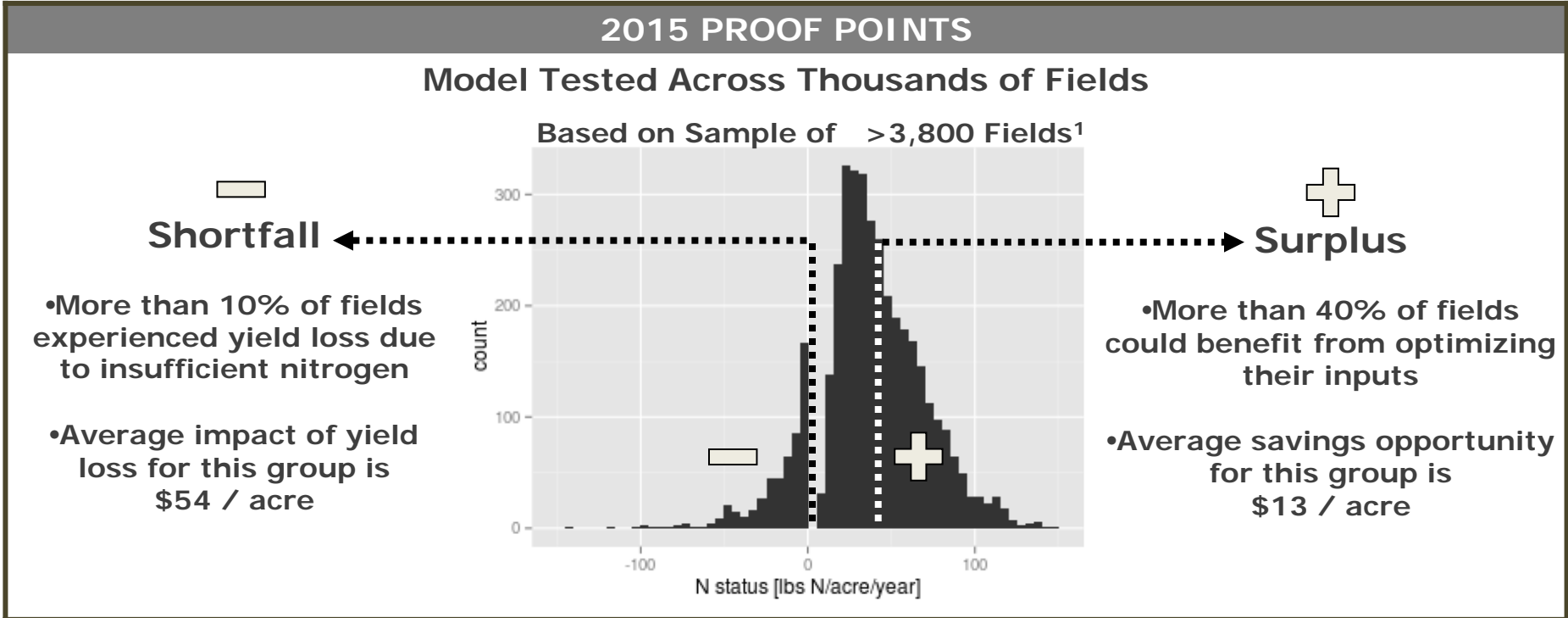


Field Health Advisor

In-season and historical field imaging to evaluate and identify issues yield before they impact yield



Nitrogen Advisor Identifies ~ \$1 Billion Opportunity to Improve Productivity in US Corn



Representative and random sample of >3,800 Nitrogen Advisor Fields where main Nitrogen application was mineral fertilizer. Assumes \$4 / bushel corn, \$0.40 /lb-N fertilizer costs and average yield of 168 bushels per acre

A large, faint, wireframe globe is centered over a landscape. The globe is composed of thin, light-colored lines forming a spherical grid. The background shows a field of tall, golden-brown grass or reeds on the left, a flat, brownish field on the right, and a blue sky with scattered white clouds. The word "DEMO" is overlaid in the center of the globe.

DEMO

DEMO: Nitrogen Proof Points

Proof Points Define Opportunity to Proactively Manage Fertility with Insights



① EXAMPLE: YIELD OPPORTUNITY

SIDE BY SIDE TRIAL: NORTHERN ILLINOIS – JULY 2015



Farmer watched Nitrogen (N) continually drop in the Nitrogen Advisor, due to conditions this season, to the point of a shortage.

Estimate¹ of Avg. Yield Based on Ear Count
217 vs. 175 Bushels /Acre

“Made a 60lb application using Climate Pro Nitrogen Advisor. See the results just 10 days later!”



② EXAMPLE: APPLICATION DECISION

FALL APPLICATION¹: SANGAMON, IL – OCT 2015



Scenario 1:
Planned application timing of 10/26 showed a significant loss of nitrogen due to volatilization

Scenario 2:
Delayed application to early November based on advisor and knowledge that rain and cooler temperatures were in the forecast.

The Bottom Line:
This slight adjustment in application timing saved 11 lbs/ac from being lost into the environment and **\$5 – \$10 per acre**

1. Actual yield will be shown in demo

2. Actual Results from 10/26, demo will be presented real time

DEMO: Field Health Proof Points

Proof Points Define Opportunity to Proactively Manage Fertility, Stress, Disease and Weeds with Insights



FIELD HEALTH

EXAMPLE: NEW RICHLAND, MN – MAY 2015



Sprayer Malfunction:

Grower had a sprayer malfunction with a 120' width and did not get pre-emergent herbicide down

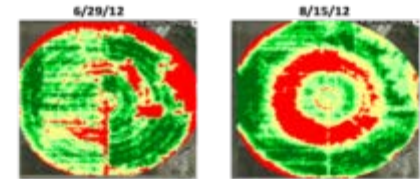
Imagery detected Water Hemp in time to treat with targeted application of glyphosate over the top

FIELD HEALTH

IN-FIELD SCOUTING EXAMPLES

① WATER MANAGEMENT

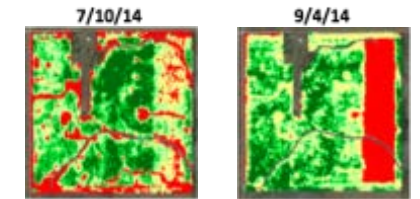
- Plugged irrigation nozzle resulted in reduced yield at harvest
- Stress was identified 2 months prior by Advisor



Madison, IL | Corn | 127 Acres

② DISEASE MANAGEMENT

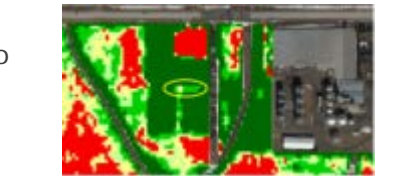
- The hybrid in the affected area is susceptible to grey leaf spot
- Proactive fungicide application in July could have mitigated impact



Carroll, IA | Corn | 145 Acres

③ WEED MANAGEMENT

- Targeted scouting determined two seed varieties damaged by herbicide application
- Variety and product combination will be adjusted going forward



Williamsburg, IA | Soy | 8/4/15

Near-Term Commercial Milestones

Near-Term Strategy and Expansion Plans Unlock Path to Broad Acre Platform Adoption



2015 MILESTONES

Milestones firmly establish Climate *Fieldview* as “**THE**” Digital Ag Platform

- >75 million acres enrolled on the platform
- >55 million active acres¹
- >5 million subscribed to our Climate *PRO* premium offering

N Nitrogen



F Field Health



2016 OPERATIONAL PRIORITIES

Climate *Fieldview* Platform Launched as Tiered Offering to Drive Adoption, Connect Cabs and Deliver Insights

① PAID SERVICES:

- Exceed 12 Million Acres of Paid Services in US



② PLATFORM ADOPTION²:

- Exceed 90 Million Acres Across Climate *Fieldview* Platform



③ GEOGRAPHIC EXPANSION:

- Execute First Field Trials in Brazil











1. Active defined as weekly in-season use. 2. Platform includes Climate *Fieldview Prime*, *PRO* and *PLUS* acres

Growth Opportunity

Monetization & Expansion by 2019 Expected to Enable 300-400 Million Acre Opportunity for Technology Upgrades by 2025



2019 Outlook	2025 Global Opportunity			
<p>Focused on monetization and expansion to new geographies & crops</p> <p><u>Monetization</u></p> <ul style="list-style-type: none"> • Targeting 75 Million Acres of Paid Services Globally • Average Price of \$3-4.50 per acre • Premium Services in High-Single Digit / Acre Range <p><u>Expansion</u></p> <ul style="list-style-type: none"> • Platform Launched in Canada & Brazil • Crop Expansion into Wheat & Soybeans 	MARKET	OPPORTUNITY²	MARKET DYNAMICS	TARGET
	 <p>CANADA</p>	 <p>55M ACRES</p>	<p>Agronomic similarities to northern areas of the US</p>	<p>Targeting 300 - 400 Million Paid Acres by 2025</p>
	 <p>UNITED STATES</p>	 <p>215M ACRES</p>	<p>Wheat farmers seeking digital tools: Corn/Soy rotation unlocks soybeans</p>	
	 <p>BRAZIL & ARGENTINA</p>	 <p>175M ACRES</p>	<p>World's largest soy farms & significant pest pressure</p>	
	 <p>WESTERN & EASTERN EUROPE</p>	 <p>190M ACRES</p>	<p>Strict environmental standards in Western Europe; Large operations in Eastern Europe</p>	
	<p>TOTAL</p>		<p>>600M ACRES OF OPPORTUNITY</p>	

1. Oil Seed Rape 2. Monsanto Internal Estimates for Planted Acres across targeted crops

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