Digital Agriculture

Mike Stern
President & Chief Operating Officer, Climate
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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

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Climate’s Comprehensive Digital Ag Platform
Investments in Industry Leading Capabilities Drive Comprehensive Digital Agriculture Platform

Proven Ability to Deliver Actionable Insights to Farmers

Unparalleled Data Science & Software Engineering Capabilities

Broadest Data Access

Seeds & Planting

Fertility

Field Insights

Data Science

Software Engineering

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

- 42K Combines
- 60K Planters
- 95K 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

1. Estimates are derived from UCC-1 filing data on financed equipment provided to The Climate Corporation by EDA Data
## Climate Insights Deliver Significant Monetization Opportunity

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

### Data Capture & Visualization
- Seamless data collection & visualization for deeper field insights

### Seeds & Planting
- Increase productivity with a simple, easy-to-use script creation tool

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

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

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**Climate FieldView plus**

**Climate FieldView pro**

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See field-level nitrogen supplies based on applications, crop stage and weather.
Nitrogen Advisor Identifies ~ $1 Billion Opportunity to Improve Productivity in US Corn

2015 PROOF POINTS

Model Tested Across Thousands of Fields

Based on Sample of >3,800 Fields

Shortfall

• More than 10% of fields experienced yield loss due to insufficient nitrogen
• Average impact of yield loss for this group is $54 / acre

Surplus

• More than 40% of fields could benefit from optimizing their inputs
• Average savings opportunity for this group is $13 / acre

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
DEM O: 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.

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

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

1. Actual yield will be shown in demo

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

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: WILLIAMSBURG, IA – 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

② DISEASE MANAGEMENT
• The hybrid in the affected area is susceptible to grey leaf spot
• Proactive fungicide application in July could have mitigated impact

③ WEED MANAGEMENT
• Targeted scouting determined two seed varieties damaged by herbicide application
• Variety and product combination will be adjusted going forward
**Near-Term Commercial Milestones**
Near-Term Strategy and Expansion Plans Unlock Path to Broad Acre Platform Adoption

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<tr>
<th>2015 MILESTONES</th>
<th>2016 OPERATIONAL PRIORITIES</th>
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<tr>
<td>Milestones firmly establish Climate Fieldview as “THE” Digital Ag Platform</td>
<td>Climate Fieldview Platform Launched as Tiered Offering to Drive Adoption, Connect Cabs and Deliver Insights</td>
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<tr>
<td>• &gt;75 million acres enrolled on the platform</td>
<td><strong>① PAID SERVICES:</strong></td>
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<tr>
<td>• &gt;55 million active acres¹</td>
<td>• Exceed 12 Million Acres of Paid Services in US</td>
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<tr>
<td>• &gt;5 million subscribed to our Climate PRO premium offering</td>
<td><strong>② PLATFORM ADOPTION²:</strong></td>
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<tr>
<td></td>
<td>• Exceed 90 Million Acres Across Climate Fieldview Platform</td>
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<tr>
<td></td>
<td><strong>③ GEOGRAPHIC EXPANSION:</strong></td>
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<tr>
<td></td>
<td>• Execute First Field Trials in Brazil</td>
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| ¹. Active defined as weekly in-season use. ². Platform includes Climate Fieldview Prime, PRO and PLUS acres | 12
Growth Opportunity
Monetization & Expansion by 2019 Expected to Enable
300-400 Million Acre Opportunity for Technology Upgrades by 2025

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<th>2019 Outlook</th>
<th>2025 Global Opportunity</th>
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<td>Focused on monetization and expansion to new geographies &amp; crops</td>
<td><strong>MARKET</strong></td>
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<td>Monetization</td>
<td><strong>MARKET DYNAMICS</strong></td>
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<tr>
<td>• Targeting 75 Million Acres of Paid Services Globally</td>
<td><strong>CANADA</strong></td>
</tr>
<tr>
<td>• Average Price of $3-4.50 per acre</td>
<td><strong>UNITED STATES</strong></td>
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<tr>
<td>• Premium Services in High-Single Digit / Acre Range</td>
<td><strong>BRAZIL &amp; ARGENTINA</strong></td>
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<tr>
<td>Expansion</td>
<td><strong>WESTERN &amp; EASTERN EUROPE</strong></td>
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<tr>
<td>• Platform Launched in Canada &amp; Brazil</td>
<td>TOTAL</td>
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<td>• Crop Expansion into Wheat &amp; Soybeans</td>
<td><strong>CROP FOCUS</strong></td>
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1. Oil Seed Rape  2. Monsanto Internal Estimates for Planted Acres across targeted crops

Targeting 300 - 400 Million Paid Acres by 2025
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