



THE NATURAL SOLUTION

Eden Research is the only UK-listed company focused on biopesticides for sustainable agriculture. It develops and supplies innovative biopesticide products and natural microencapsulation technologies to the global crop protection, animal health and consumer products industries. Eden's crop protection products are derived from natural plant chemistry and used on high-value fruits and vegetables, improving crop yields and marketability.

Eden's products are formulated with terpene active ingredients, based on natural plant defence metabolites and encapsulated with its branded Sustaine® technology, to enable effective crop applications. Eden Research's lead product, Mevalone®, has been launched in Europe, with a second product, Cedroz™, close to full commercialisation.

We employ talented people in our UK head office, have commercial partnerships across six continents and have established a substantial distributor network for our products, covering relevant European countries, the US, China and others.

"Our focus is on developing products based on sustainable chemistries to protect high-value crops from pests and disease, with equal or better performance when compared with conventional pesticides."

Sean Smith, CEO

MARKET OPPORTUNITY

The biopesticide market is expected to grow to ~\$9bn by 2022, growing at a CAGR of 15%. The demands of a growing global population and the resultant requirement for increased food production yields makes the pesticide market an attractive opportunity.



Consumer demand for chemical free produce



Restrictions on the use of conventional chemical pesticides



Environmental concerns and shift to greener farming practices



Regulators removing certain conventional chemical pesticides from the market

FINANCIALS*

£2.0M

Revenue
(2018: £2.8m)

£0.3M

Upfront and milestone payments
(2018: £1.2m)

£1.7M

Product sales
(2018: £1.6m)

£1.4M

Operating loss
(2018: £0.5m)

KEY STATISTICS

16

countries have granted product authorisation

19

distributorships since 2018 including USA, Brazil, China and Japan

£14M

invested in IP and regulations

110

granted and pending patents



OUR BUSINESS AT A GLANCE

Media Contact: eden@hawthornadvisors.com
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MANAGEMENT TEAM



Sean Smith,
Chief Executive

Over 25 years of experience in the speciality chemicals and industrial biotechnology industries

- 6 years as CEO
- Extensive industry experience in IP-based businesses
- Senior roles previously at Ciba (now BASF) and Honeywell



Lykele Van Der Broek,
Non-Executive Chairman

Formerly Board member of Bayer CropScience and President of Bayer Animal Health, both crop science divisions of Bayer AG



Alex Abrey,
Chief Financial Officer

Experienced Financial Director to a diverse range of businesses including financial and management consultancy



Rob Cridland,
Non-Executive Director

Until recently, Rob served as Chief Financial Officer of Itaconix plc, having joined from Renovo Group plc where he was Executive Director of Finance and Business Development

FROM PLOUGH TO PLATTER

\$100 Billion

The worldwide organic food and drink market was worth over \$100bn for the first time in 2018

50%

Of fruits and vegetables globally are wasted

\$300M

Nematodes cause an estimated \$300m of damage per year in Europe alone



Eden's product Mevalone can be used to extend the shelf-life of produce, reducing food waste and cost in the supply chain



All three EU-registered active ingredients from Eden are approved for use in organic farming



AN INVESTABLE BUSINESS

Eden's performance ambition is to become a leader in the growing biopesticides markets. Building on its strong foundation of approved products and established distribution partners, the company is on a path to delivering strong product sales and capitalising on market opportunities as they present themselves.



Appealing product sales profile



Exposure to high growth markets



Supportive regulatory environment



On the path towards profitability

TERPENES

Active
Ingredient

- Naturally occurring metabolites that are one of evolution's answers to natural plant defence mechanisms
- Historically, terpenes are too volatile and hydrophobic for practical use
- Eden's Sustaine® allows for stable and high capacity loading use of terpenes
- Basis of Eden's biopesticide solutions



Technology

- Naturally sourced, plastic-free, biodegradable microcapsules
- Derived from yeast extract making it easy to mix and apply
- Technology is applicable to agriculture, horticulture and health sectors
- Sustaine® is a proven, viable solution to microplastics problem in formulations requiring encapsulation



Product

- A foliar, contact biofungicide used as a preventative and curative solution for Botrytis cinerea
- Delivers a controlled release pattern of multiple terpene active ingredients
- An efficacious and cost-effective alternative to conventional chemistry
- Approved for use on, grapes, apples, kiwi, aubergine, pomegranate and spring onion

CEDROZ™

post-planting nematicide

Product

- Water based formulation to tackle root-knot nematodes
- High capacity terpene based product
- Can be used in both open field and greenhouse environments.
- Used on a wide range of fruit and veg, including tomatoes, strawberries, cucumbers and peppers

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