



Nature's Solution for Healthy Crops

BVT Investors Deck

October 29, 2019

TSXV:BEE

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 (“BeeVT”, or, the “Company”) expectations and projections. The TSX-V 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.

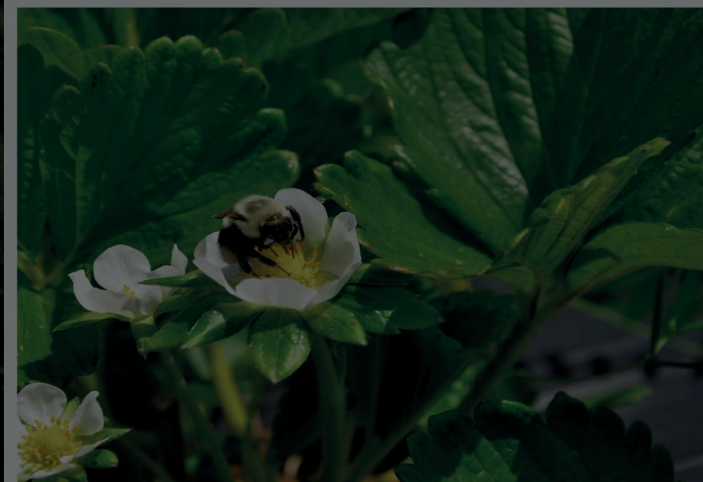


Introduction to BVT and Market Context

Technology and Value Proposition

Business Update

Compelling Investment Window



WORLD POPULATION

How do we feed ourselves?



We must **DOUBLE** crop yields by 2040.
With **less** arable land, **less** water, **less** chemicals.

MASSIVE GLOBAL SHIFT

from chemicals to biologicals

THE NEXT AGRICULTURAL REVOLUTION IS...

PHASE I 1900s

Yields + 50%

- ▶ Introduction of nitrogen, potassium, phosphorus, etc.

The first agricultural revolution in the modern era increased yields.

PHASE II 1950-2000

Yields + 200%

- ▶ Introduction of chemical pesticides
- ▶ GMO advancement

This second revolution was called the Green Revolution – it was anything but this!

...THE NEW GREEN REVOLUTION

PHASE III 2000-2050

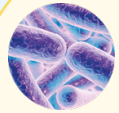
Yields + 100%

- ▶ Technology advancements (e.g. Big Data for farmers)
- ▶ Biologicals, Omics
- ▶ Precision agriculture

IN 30 YEARS,
**BIOLOGICALS WILL
BECOME THE STANDARD**

- ▶ BVT's proprietary technology is at the leading edge of this revolution.

BVT ENABLES THE NEW GREEN REVOLUTION



Biological




An alternative to chemicals



Bee Vectoring

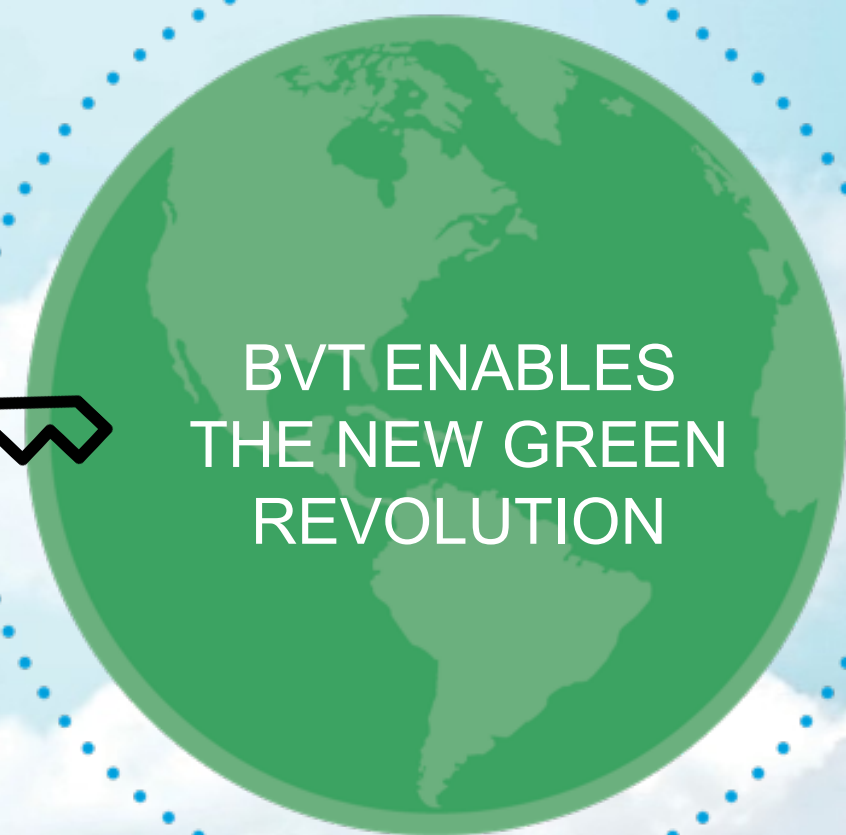
An alternative to spraying

The only Natural Precision Agriculture tool

-  **Precision delivery:** use grams NOT kilograms
-  **Natural:** biologicals NOT chemicals
-  **Sustainable:** natural process NOT mechanical with heavy reliance on water and fuels



BVT ENABLES
THE NEW GREEN
REVOLUTION



AGRICULTURE INDUSTRY CHALLENGES

PROBLEMS WE MUST ADDRESS

in order to feed 10 billion people and keep the planet healthy.



Current farming methods produce **too much CO2**



Current farming methods use **too much water**



Growing consumer **backlash against chemicals**



Spray methods are expensive and wasteful **(98%)**



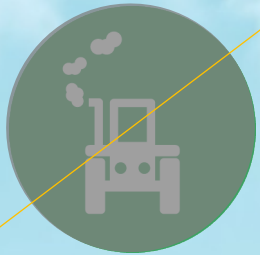
Many treatments can't be used they are simply **too expensive**



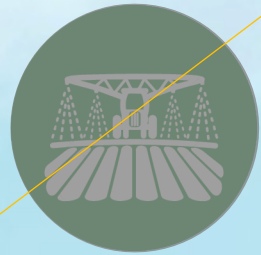
The microbiome has been **depleted**

AGRICULTURE INDUSTRY CHALLENGES

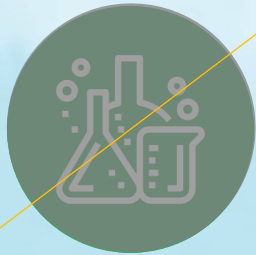
BVT IS THE SOLUTION TO THESE PROBLEMS



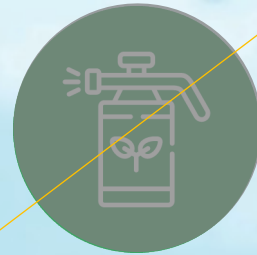
**No mechanical
machinery**



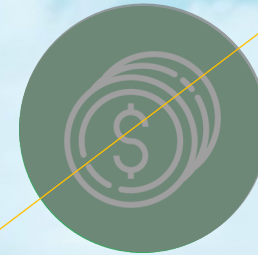
**No water
used**



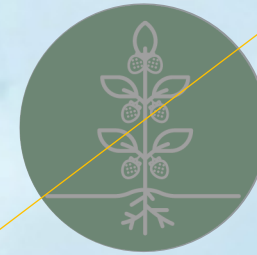
**All natural
product**



**Precision
targeting**

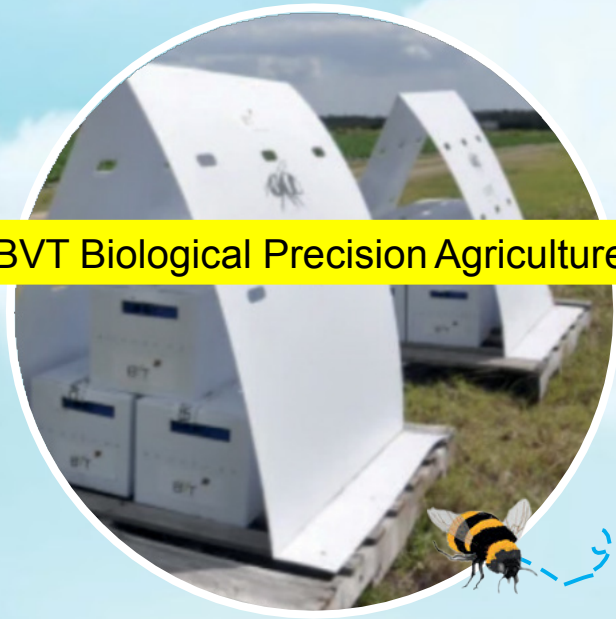


**Cost
effective**



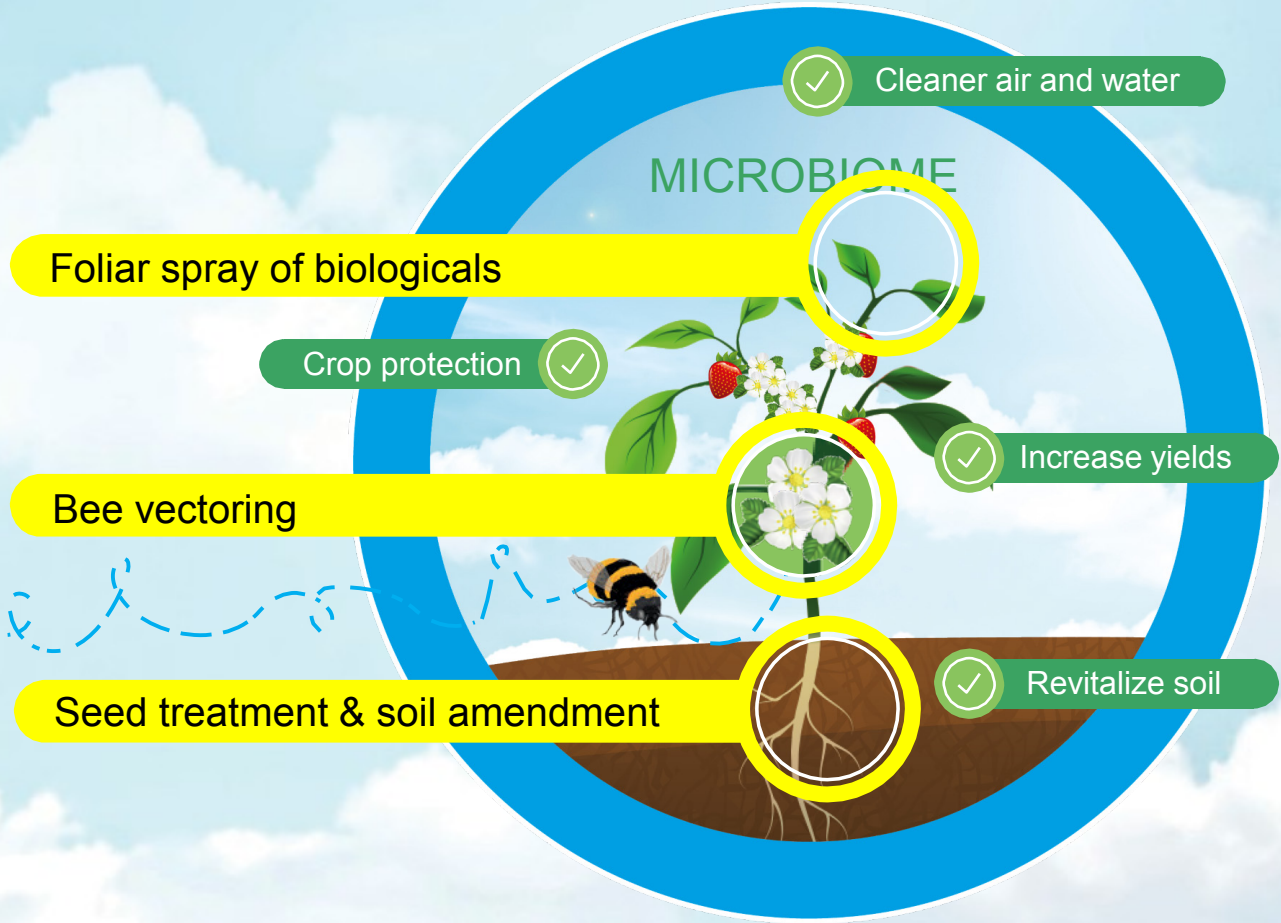
**Return the
microbiome to
health**

UNDERSTANDING THE PLANT ECOSYSTEM



BVT Biological Precision Agriculture

BVT positively affects the entire ecosystem.



MARKET POTENTIAL



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



BVT IS CUSTOMER-CENTRIC

HELPING GROWERS IMPROVE THEIR BOTTOM LINE

Spend less by using less material.



Less Chemicals



Less Water



Less Machinery

Get better results (higher yields).



Higher Yields

Greater flexibility.



Resistance Management



No Re-entry Interval



No Pre-harvest Interval



MRL Exemption

Safe for **consumers & workers**, safe for the **environment**, and safe for **bees**.



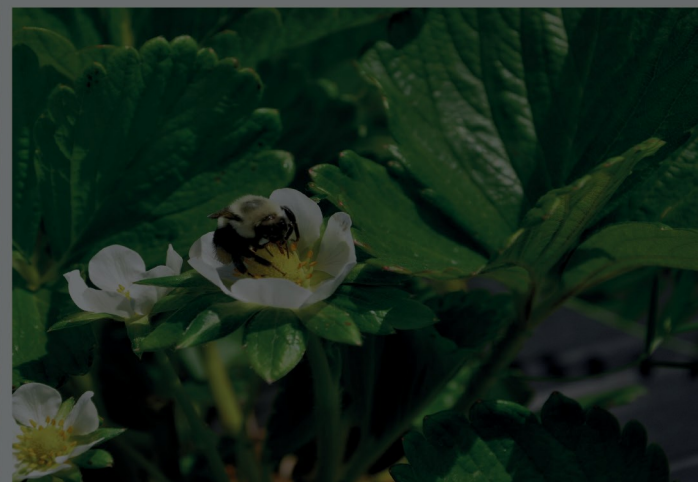
Introduction to BVT and Market Context



Technology and Value Proposition

Business Update

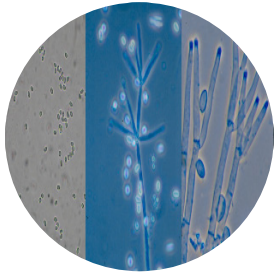
Compelling Investment Window



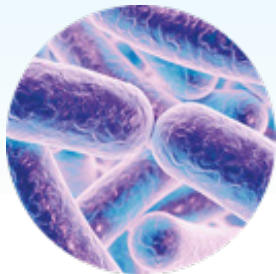
Our Technology: Proven Over 5+ Years of Successful Trials

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

Treatment Agents

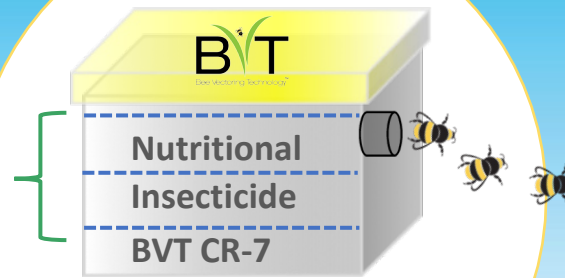


Clonostachys rosea
Proprietary Microbe:
BVT CR-7



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



How BVT Stacks Up to Spraying

NATURAL PRECISION
AGRICULTURE

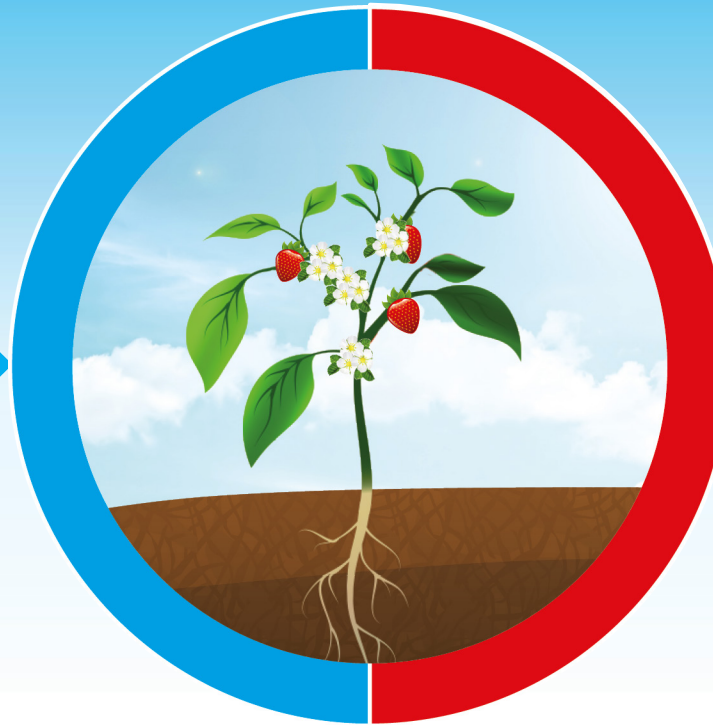
BVT



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.*



2 DELIVERY SYSTEMS

TO MEET UNIQUE GROWER AND CROP NEEDS



Bumble bees, with current channels of distribution



Dispenser tray is incorporated into the lid of commercially reared bumblebee hives

Removable tray contains non-toxic, organic pesticides such as BVT CR-7, that are in powdered form, mixed together with BVT's proprietary carrier Vectorite™

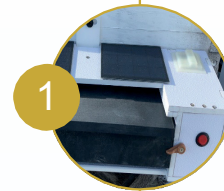


Vectorite™ allows the bumblebees to effectively pick up the inoculum on their way out of the hive

- ✓ Larger insects with greater carrying capacity
- ✓ Generally better fliers in cold/damp weather
- ✓ Existing market structure (*commercial bumble bee production*)
- ✓ Simpler "passive" mechanical system



Honey bees, in partnership with commercial beekeepers



Computer control system for "metered" dispensing and delivery; 2-way system could be used to "in-spense" medicants or bee health products

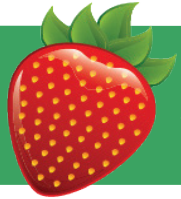
Could include hive health monitoring



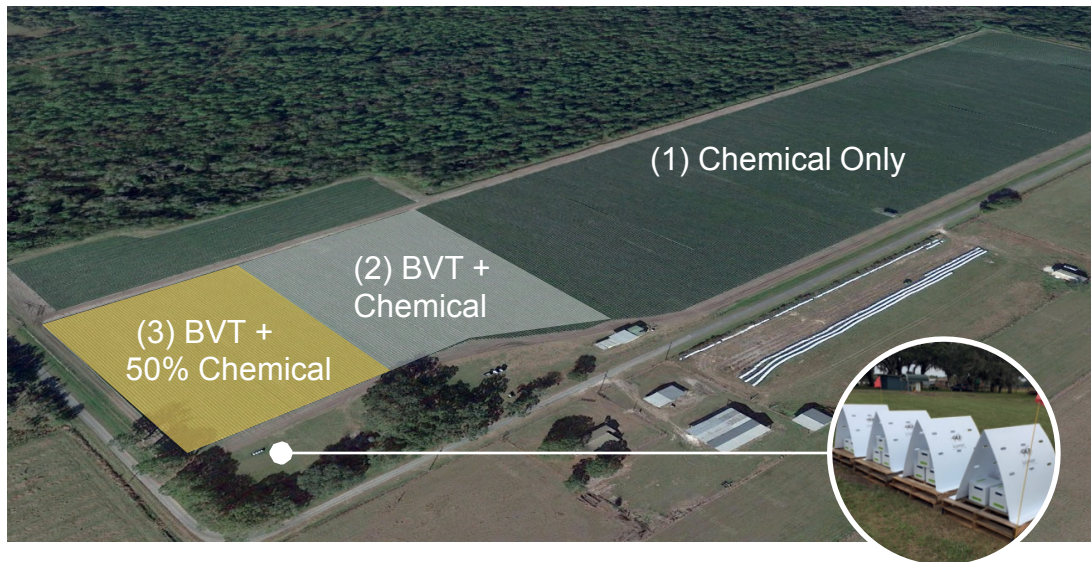
Much larger hives give greater coverage – i.e. acres per hive – for outdoor crops (e.g. almonds, sunflowers, blueberries, apples)

- ✓ Much larger hives (20,000 vs 300)
- ✓ Greater coverage (acres) per hive
- ✓ Computer control system; could include hive health monitoring
- ✓ 4.2 million hives in USA alone

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

Proven Value Proposition on Multiple Crops

BLUEBERRIES Case Study



Major League Blueberries

High-bush blueberry grower in Nicholls, GA

150 acres
(100% of the farm)

✓ Increased commitment to 600 bumble beehives

45 acres

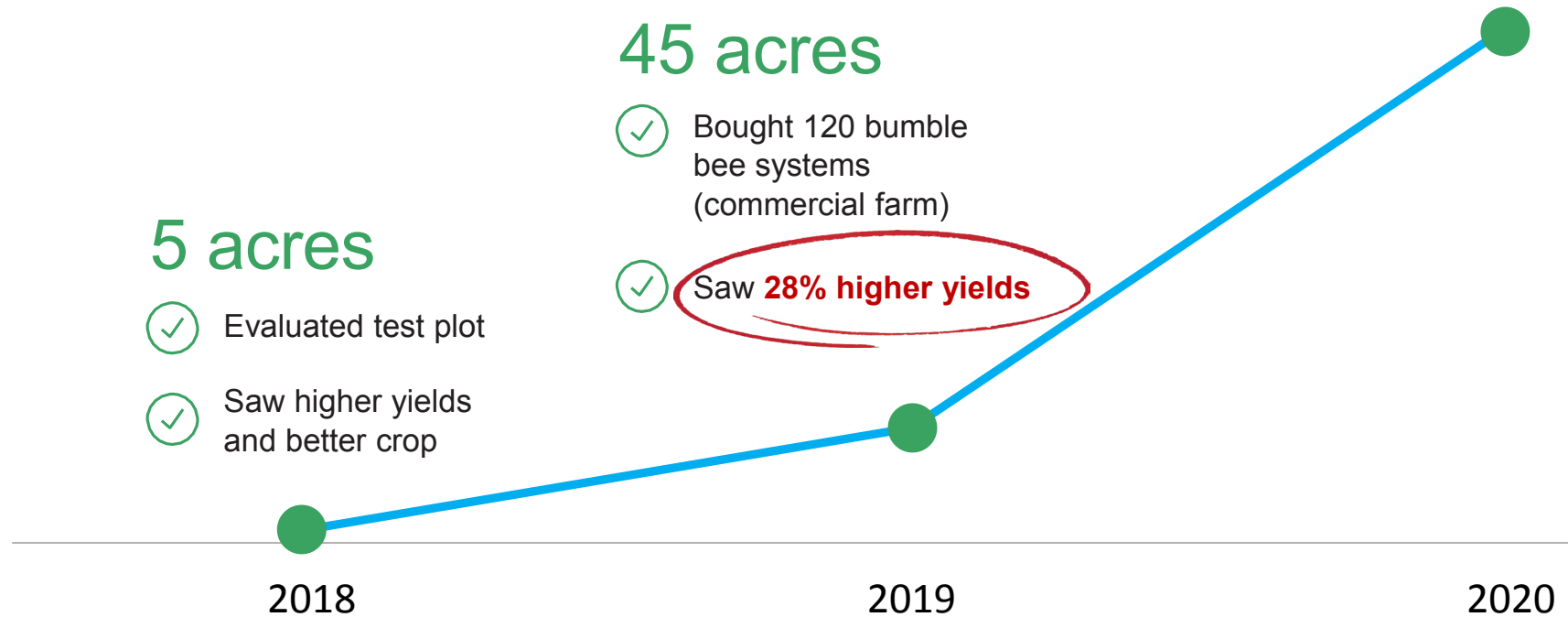
✓ Bought 120 bumble bee systems (commercial farm)

✓ Saw **28% higher yields**

5 acres

✓ Evaluated test plot

✓ Saw higher yields and better crop



Proven Value Proposition on Multiple Crops



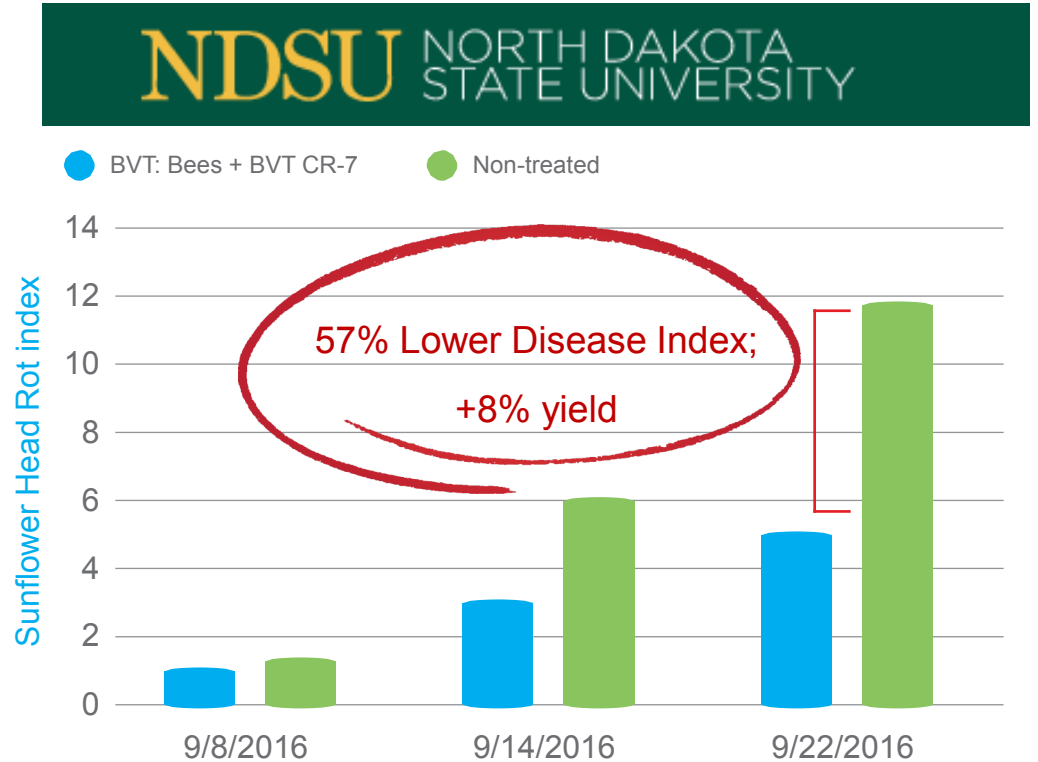
SUNFLOWERS Case Study



1.6 million planted acres in US (50 million worldwide)



Growers do not have any effective chemical solution to manage sclerotinia head rot (sunflower head rot)



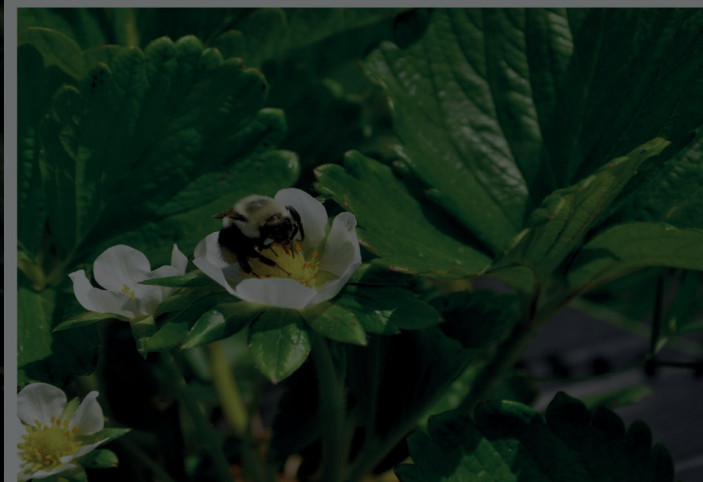
Introduction to BVT and Market Context

Technology and Value Proposition



Business Update

Compelling Investment Window



EPA APPROVED

BVT's *Clonostachys rosea* strain CR-7 and Vecorite™ with CR-7 gained regulatory approval from U.S. EPA Aug 27th, 2019. The registration gives BVT license to operate across 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

Validates and increases value of BVT as a company

- ✓ Credibility and “stamp of approval”
- ✓ Can make claims as a biological pesticide for full value capture

Accelerates global expansion

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

Substantial asset for BVT

- ✓ Industry spends US\$280 million and 11 years on average to bring a new CP product to market

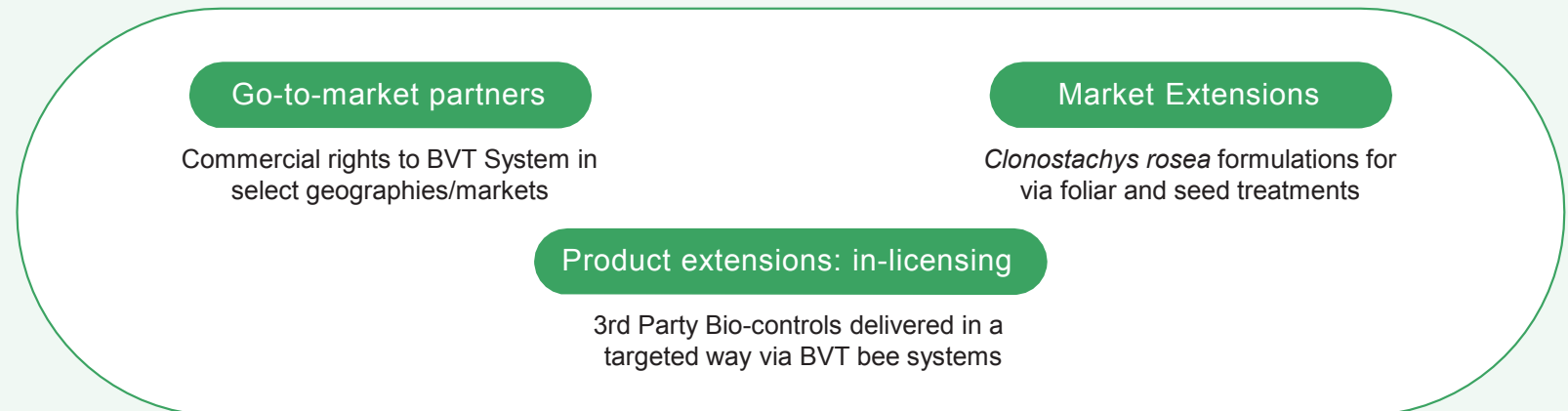
PARTNER-FRIENDLY & SCALABLE

\$20 Billion Opportunity

Total Market Opportunity > \$20B

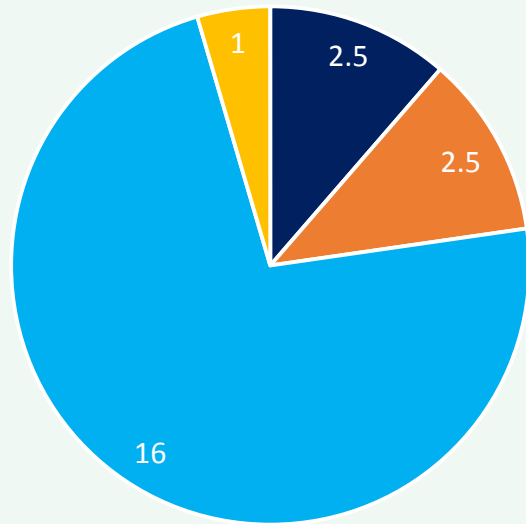


Partnering Opportunities



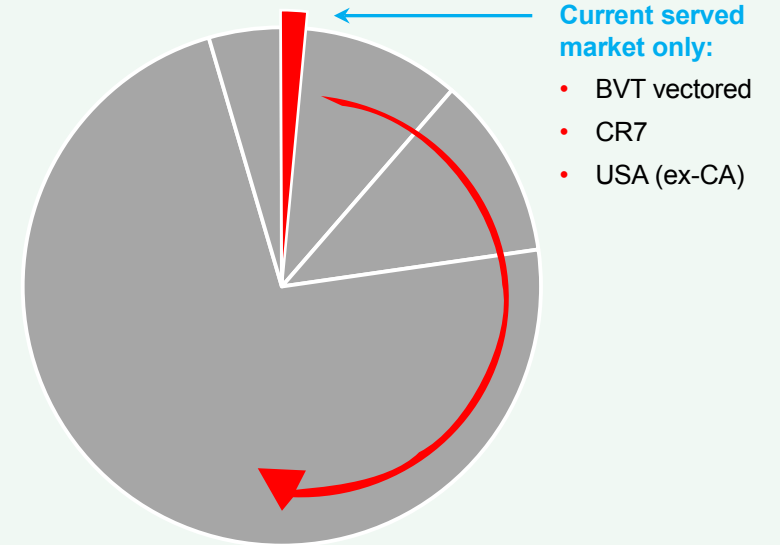
Current Served Market is Tiny Portion of Addressable Market

\$20 Bill Total Market Opportunity



- Vectors CR7
- Vectors other products
- CR7 Foliar
- CR7 Seed Treatment

Current served market is very small percentage



- Vectors CR7
- Vectors other products
- CR7 Foliar
- CR7 Seed Treatment

BVT strategy focused on **market expansion** and **product extension** projects that significantly increase served market size

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

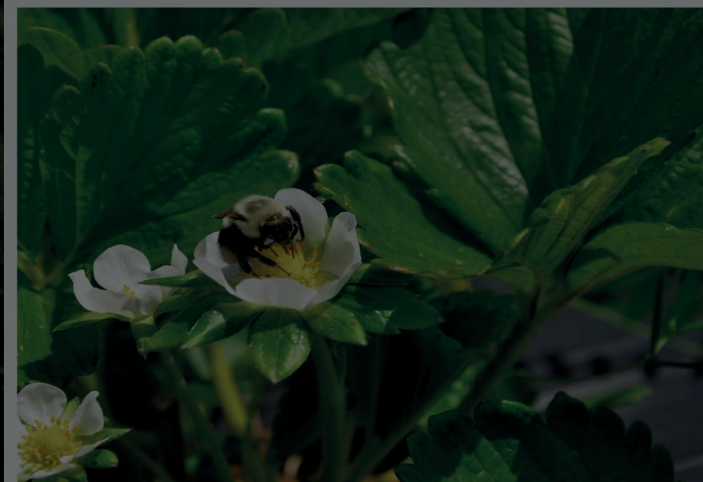
Introduction to BVT and Market Context

Technology and Value Proposition

Business Update



Compelling Investment Window



BVT has Built Significant Assets in Short Time

Current BVT valuation does not reflect the considerable value built in 5 years



Registrations

- ✓ Industry average to bring a new crop protection product to market: \$280 million, 11 years
- ✓ Global players would invest \$40-50 million to develop a biological product



Intellectual Property

- ✓ 65 worldwide patents granted covering 5 patent families
- ✓ 35 pending patents
- ✓ BVT has earned world leadership in bee vectoring and *Clonostachys rosea* spp



Partnerships

- ✓ Technology licensing with Biobest, global biologicals and pollination multinational
- ✓ 15 discussions ongoing



Right to Play

- ✓ Numerous grower endorsements
- ✓ Demonstrated successful trails in multiple countries, multiple crops

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 st 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



Key Milestones

	Key Value-Creating Milestone	Strategic Pillars (Area of Activity)			
		Commercialization	Innovation	License to Operate / Regulatory	Partnerships
2019	1 st revenue – FL strawberries and GA blueberries (Completed April 2019; further revenue expected year-end from FL strawberries)	✓			
	EPA Registration (Completed August 2019)	✓		✓	
	N. American distribution agreement (have agreed to start good faith negotiations with a global multinational player)	✓			✓
	Submit Mexico registration		✓		✓
	Swiss registration	✓			✓
2020	Development agreement with partner for market extension (eg foliar or seed treatment)			✓	
	Agreements with 5 honeybee companies to represent and sell our system in USA	✓		✓	
	1 st in-licensing agreement for product extensions		✓		✓
	Mexico registration	✓			✓
	Submit Europe registration			✓	
	Submit Canada registration			✓	

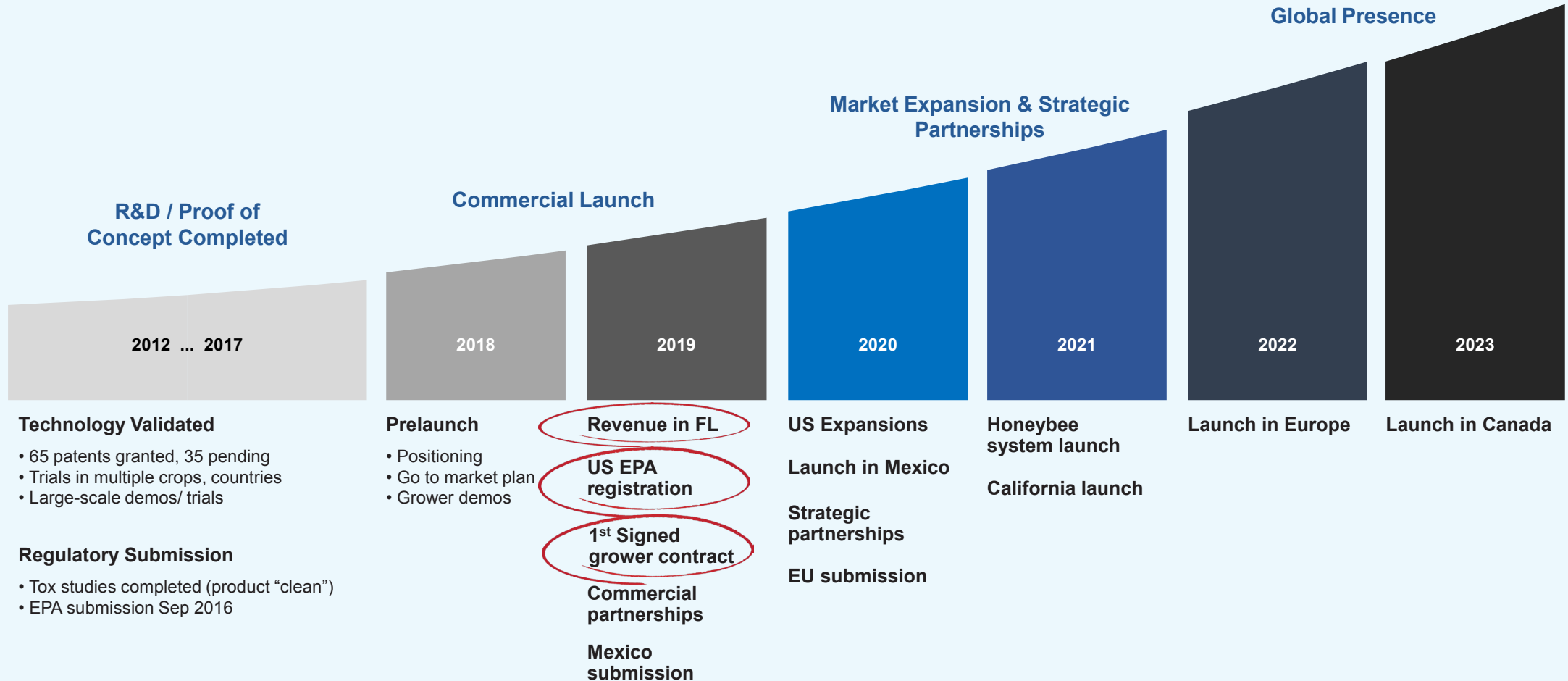
Value-creation Will Come Over Time

BVT's vision to build a disruptive global agri-business will come over the next 5 years, unlike unsustainable short-term fads. Food is a real business.



BEE: A COMPELLING INVESTMENT OPPORTUNITY

BVT: BUILDING A GLOBAL AGRI-BUSINESS



Unique Investment Window to Capture Imminent Upside Opportunity

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

Symbol (TSX-V)	BEE
Market Capitalization	\$24M
Share Price	\$0.31
Shares Outstanding	77M
Options (Avg. price \$0.34)	5M
Warrants (Avg. price \$0.34)	23M
Fully Diluted Shares Outstanding	105M
Year-end	September 30th
Cash Balance (Jun 31, 2019)	\$0.4M *

** The company completed a \$1m financing in Oct 2019*

BEE VECTORING TECHNOLOGIES

TSXV:BEE



- ✓ 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, BVT poised to capitalize on years of research



Ashish Malik
Chief Executive Officer
amalik@beevt.com



Babak Pedram
Investor Relations
bpedram@virtusadvisory.com