



Creating tomorrow's technology together



January 2020
Confidential

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- **Capital Investment**
- **Why Invest?**

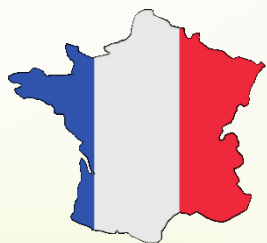


Global Market for Agricultural Sensors

2018 – 750M €

2024 – 2.5 Billiards €

CAGR – 15.5%



French Market for Agricultural Sensors

2018 – 20M €

2024 – 225M €

CAGR – 10%

CAGR soil sensors and sprayers – 15-20%

Integration of new technologies on farms in France

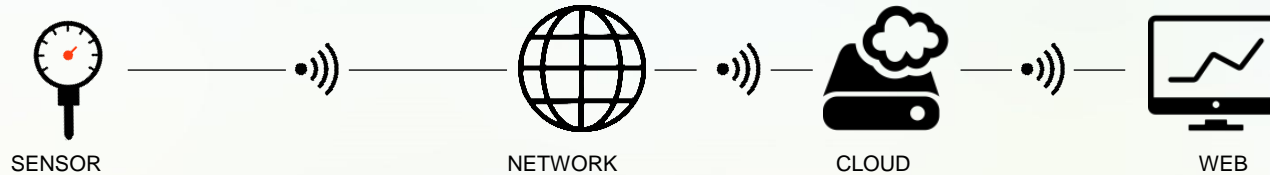
| Material | Percentage owning | % who use it more than 30 min/day |
|-------------------|-------------------|-----------------------------------|
| Computer | 72 | 44 |
| Portable Computer | 59 | |
| Tablet | 28 | 53 |
| Smartphone | 44 | 55 |



addresses 5 specific issues identified by small farmers dealing with an increasing **lack of water**:

- **Water resource management** – Reduction of water consummation
- **Crop yield and quality** – No more over- or under-watering
- **Crop durability and longevity** – Storage times and freshness
- **Trace the evolution of seasonal cycles** – refine annual predictions
- **Budget constraints** – Existing systems are too expensive!





Agricultural Domains

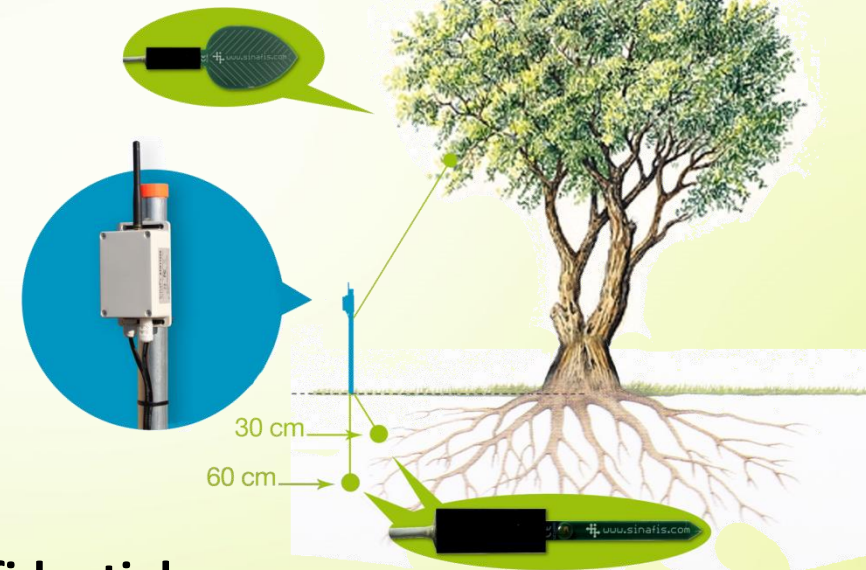
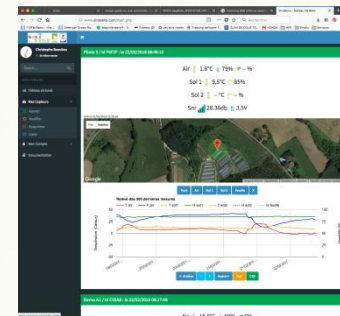
Field crops (wheat, corn, soy, sorghum, etc.),
vegetables, fruit trees, olive groves, vineyards,
medicinal and aromatic plants

End-users

Small and large accounts in the Agro-chemical
markets
Regional, national and international distributors
Research institutes

Value Proposition

High performance, robustness and reliability, price
Of-the-shelf or customizable solutions

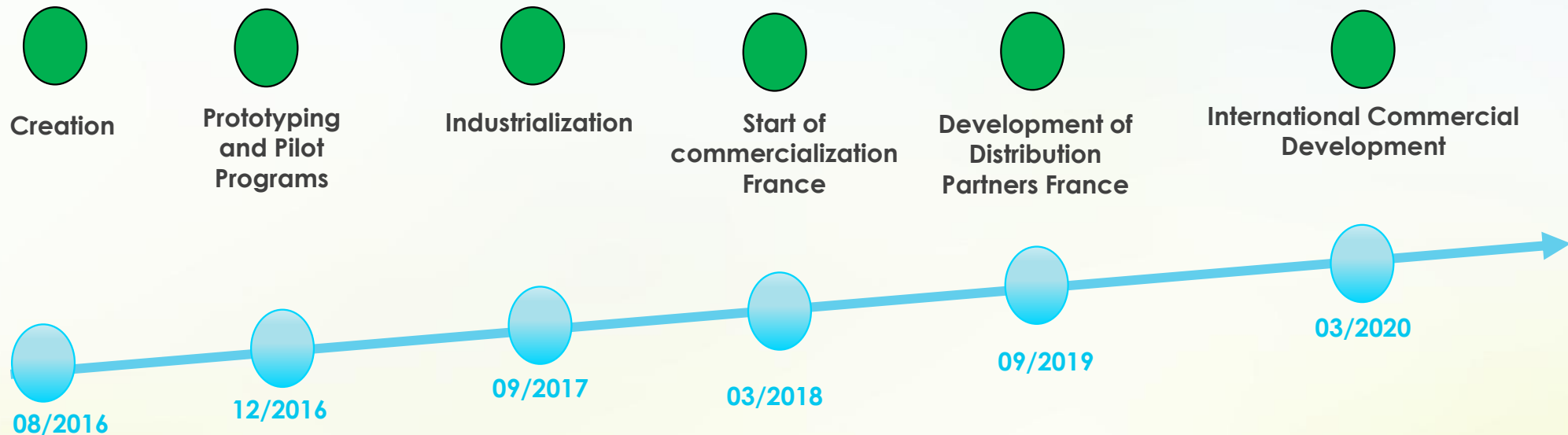


| Company/ Product | Commercial Model | Weather | Temp / Hum Air | Temp / Hum Sol | Leaf Humidity | GPS | Annual Unit Price € (leasing) | Unit Price € (sales) |
|---|-------------------------|------------|----------------|----------------|---------------|------------|----------------------------------|---------------------------------------|
| SINAFIS SinaSens | Leasing or sales | NO | YES | YES | YES | YES | 120 (for 10 for 3 yrs) | 349 |
| Meter Environment (Formerly Decagon) Sensors only | Sales | NO | | YES | YES | NO | — | 150 (without a transmitter) |
| SENCROP * Weather Station + Anemometer | Sales | YES | YES | NO | NO | NO | — | 372 |
| * Weather Station + Pluviometer | | YES | YES | NO | NO | NO | — | 372 |
| * Weather Station + Anemometer + pluviometer | | YES | YES | NO | NO | NO | — | 744 |
| WEENAT * Weather Station | Sales | YES | YES | YES | NO | NO | — | 600 |
| GREEN CITYZEN Hummbbox HB_Soil_TH | Sales | NO | NO | YES | NO | NO | — | 371 |
| Hummbbox HB_Air_Outdoor | | NO | YES | NO | NO | NO | — | 412 |
| AGRALIS - Sentec | Sales | NO | NO | YES | NO | NO | — | 2160 |

SinaSens Lease Plan includes the sensors and transmitter, Sigfox network service, data access and the API. The batteries are consumables. **Decision support tools** are not included.

SinaSens Sales Plan includes the sensors and transmitter, Sigfox network service, data access and the API for one year (renewable for a fee). The batteries are consumables. **Decision support tools** are not included.

History and Timeline



inVIVO[®]








Fermes
LEADER



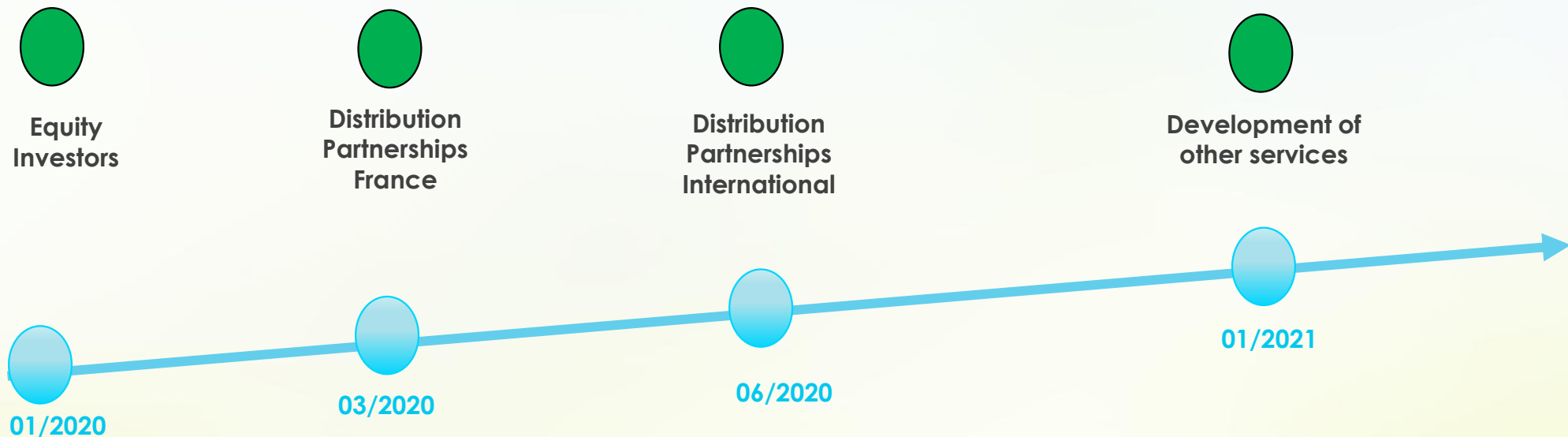
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KOPPERT
BIOLOGICAL SYSTEMS

| Who? | Expected Results Actual Results | Provisional Status for 2020 |
|--|---|---|
|   | Yield Optimization (Corn and Sorghum) Yield increase +10 to 15% | 100 systems Start Date: 10/2018 Provisional : +100 (Q2) |
|   | Prevention of diseases due to leaf infestation (Vineyards and Walnut orchards) Identification of the risk levels and help on decision making | 100 systems Start Date: 10/2018 Provisional: +100 (Q2) |
| CODC Oliviers | Anticipate water-borne illnesses and monitor the development of bacteria impacting the trees (Olive Groves) 30 à 40% increase in the harvest over a two-year cycle | 10 systems Start Date: 01/2018 Provisional: +50 (Q3) |
|  | Management of the ground cover between the vine rows in order to optimize the Water Holding Capacity of the soil. (Vineyards) Optimization of the mowing or grinding to conserve the soil moisture level | 12 systems Start Date: 07/2018 Provisional: +12 (Q1) |
|  | To prevent disease attacks, optimize phytosanitary treatments, and anticipate frost (Vineyards) A reduction of phytosanitary treatments by about 10% | 1 system Start Date: 04/2019 Provisional: +10 (Q2) |
| Maraichers indépendants | Optimizing the management of water resources, controlling the planting of seedlings and improving the quality of production (Various cultures) The optimum choice of watering method and a reduction of 20 to 25% in water consumption. Optimization of working time | 5 systems Start Date: 12/2017 Provisional: +100 (Q3) |
|  | Optimizing the management of water resources and improving the quality of production (Aromatic and Medicinal Plants) The optimum choice of watering method for better quality of production | 12 systems Start Date: 03/2018 Provisional: +10 (Q2) |
|  | Optimizing the deployment of auxiliaries, preventing diseases and optimizing phyto treatments Increased efficiency in the application of auxiliaries (larvae, mini wasps, bumblebees, etc.) → better disease prevention and optimization of bio-control | 20 systems Start Date: 01/2020 Provisional: +500 (Q3) |

Development Strategy



R&D SmartCuve, SmartCrue, Météo, etc.

SmartCuve prototyping and tests

SmartCuve commercialization



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Development Strategy: New Services

New Use Cases

Irrigation management for vegetal walls and roofs for Smart City solutions

Temperature/humidity monitoring for hay fermentation and fire prevention

Temperature/humidity monitoring for field crop storage

Temperature/humidity monitoring for insect farms

Low level of R&D
resources needed

| New Products | |
|-----------------------------------|--|
| SmartCuve | System to control the fermentation of wine in the tank by following the density of the must |
| Analog sensors | Adaptation of existing sensors for integration with analog systems |
| Weather Station Controller Module | Development of a modular control unit for weather stations |
| SmartCrue | Flood detection and alert system that can detect rising water, turbidity, quality (conductivity) and temperature |

High level of R&D
resources needed

- **Christophe Beaulieu – President & CEO**

30 years of experience as Technical Director R & D - Delta Security, Sicli, Chubb / UTC, etc.

➔ All the technical studies and the management of suppliers and subcontractors.



- **Ari Kambouris – Managing Director**

23 years experience as project / program manager - Sogeti, Capgemini and PTC, etc.

➔ Administrative and financial management, commercialization and customer relations.



Philippe Rivière (Business development), Yoann Perez (Technical) – Process Expert

- Our **internal** and **external** activities:



Conception



Prototyping



Industrialization

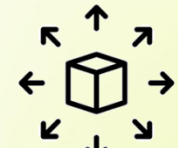


Production

+ Sourcing



Commercial



**Distribution/
Service**

| | 2019 | 2020 | 2021 | 2022 |
|---------------------------------|-------------|--------------|--------------|--------------|
| Sales | 45K€ | 445K€ | 804K€ | 1.1M€ |
| Capital | 30K€ | | | |
| Subventions | 10K€ | 20K | | |
| Anticipated Loans + Investments | | 200K€ | | |
| Total resources | 85K€ | 665K€ | 804K€ | 1.1M€ |
| | | | | |
| R&D | 5K€ | 12K€ | 50K€ | 100K€ |
| Production Charges | 5K€ | 165K€ | 294K€ | 423K€ |
| Management and other charges | 30K€ | 340K€ | 370K€ | 560K€ |
| Total Expenses | 40K€ | 517K€ | 714K€ | 1M€ |
| | | | | |
| Net | 45K€ | 148K€ | 90K€ | 100K€ |

Sinafis SAS has decided, in the light of the results achieved to date, to **increase our capital by € 100,000** in early 2020.

This financing will allow Sinafis to continue **development efforts** and to **accelerate the penetration** of the target markets.



Why Invest?



Low-cost Concept – In-line with **market needs**



First client results are extremely positive



Network of small and large accounts permitting the company to **accelerate market penetration internationally**



Strong in-house ability of the team to **develop new services** at the request of customers



Low financing need with a **fast economic break-even point**