

The Microbe's Best Friend!
GREAT A

Pioneering Algae Metabolites for Agriculture

Distributed by
BetterFedFoods LLC



Disclaimer: All the information, statements and data included here are based on management (or third party) estimates, opinions and projections. These have not been independently verified by third parties.



We manufacture algal metabolites for use as a liquid soil amendment for major crops

The Microbe's Best Friend!
GREAT A

A technology that causes the proliferation of key microbes, not by feeding them,
but by signaling them!

Farmers and the environment

are facing real challenges due to chemical fertilizers

36B

36 billion tons of topsoil
are eroded every year

Source: EC Joint Research
Center¹

(1) [https://www.globalsoilbiodiversity.org/blog-beneath-our-
feet/2018/1/9/how-much-soil-is-lost-every-year](https://www.globalsoilbiodiversity.org/blog-beneath-our-
feet/2018/1/9/how-much-soil-is-lost-every-year)

47%

Cost of chemical fertilizers
has risen **47%** since 2020

Source: USDA-NASS²

(2) https://www.nass.usda.gov/Charts_and_Maps/graphics/data/prod1.txt

73%

NPK causes **73%** of US
nitrous oxide emissions

Source: US Energy Information Admin.³

(3) [https://www.eia.gov/environment/emissions/ghg_report/ghg_nitrous.ph
p](https://www.eia.gov/environment/emissions/ghg_report/ghg_nitrous.ph
p)



Our liquid soil booster addresses these problems

May Improve Soil Fertility

May result in
Better ROI for Farmers

Has Potential to
Help the Environment

20x

8x

+100% soil microbes¹
+200% microbial diversity²

ROI of 8x-20x³
+20% yield increase⁴

Organic, no
NPK chemicals

(1) <https://truealgae.com/wp-content/uploads/2022/05/TrueSolum-Enhances-Mycorrhizal-Communities-in-the-Soil-052022.pdf>

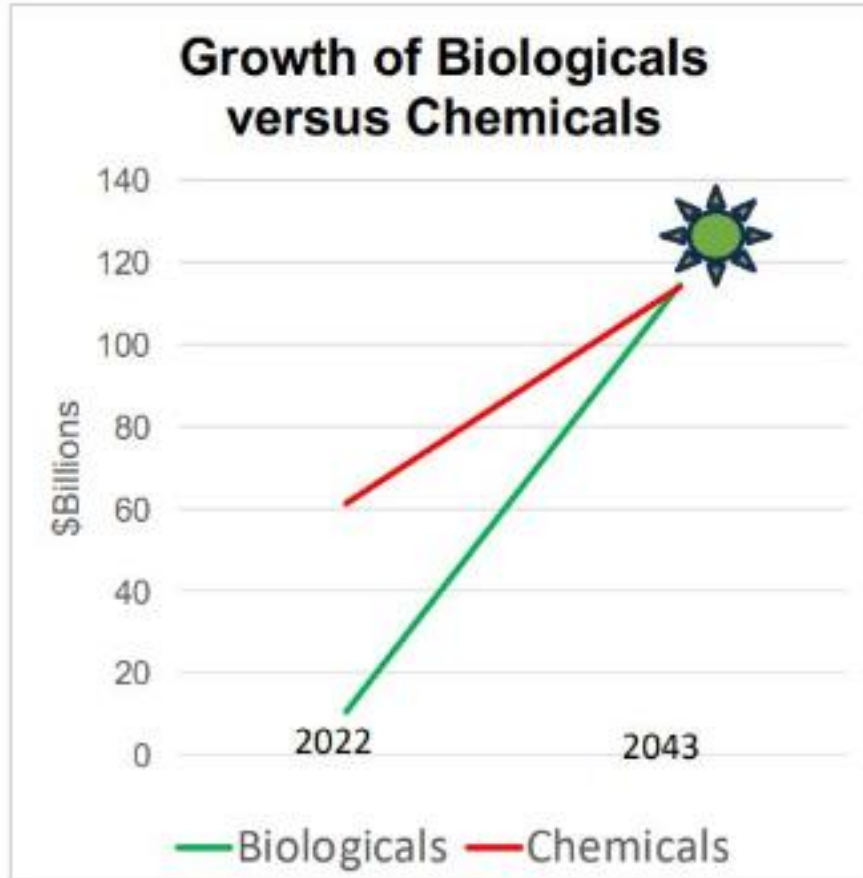
(2) <https://truealgae.com/wp-content/uploads/2022/03/TrueSolum-MoA-Azospirillum-sp-03152022.pdf>

(3) <https://truealgae.com/wp-content/uploads/2021/09/TrueSolum-Strawberries-Data-Sheet.pdf>; <https://truealgae.com/wp-content/uploads/2021/09/TrueSolum-Tomato-Data-Sheet.pdf>; <https://truealgae.com/wp-content/uploads/2021/09/TrueSolum-Pepper-Data-Sheet.pdf>

(4) <https://truealgae.com/wp-content/uploads/2022/02/TrueSolum-Florida-Strawberry-Field-Trial-Summary-030122.pdf>



TAM: \$10.6B now, \$114B in 21 Years



Growth rate (CAGR)	12 %
Number of periods	Biologicals21
Initial value	10,600,000,000 \$
Final value	114,520,791,603.36 \$

Growth rate (CAGR)	3 %
Number of periods	Chemicals21
Initial value	61,300,000,000 \$
Final value	114,036,057,245.79 \$

Source: Shane Thomas, Upstream Insights¹

(1) <https://www.upstream.ag/p/upstream-ag-insights-february-6th>

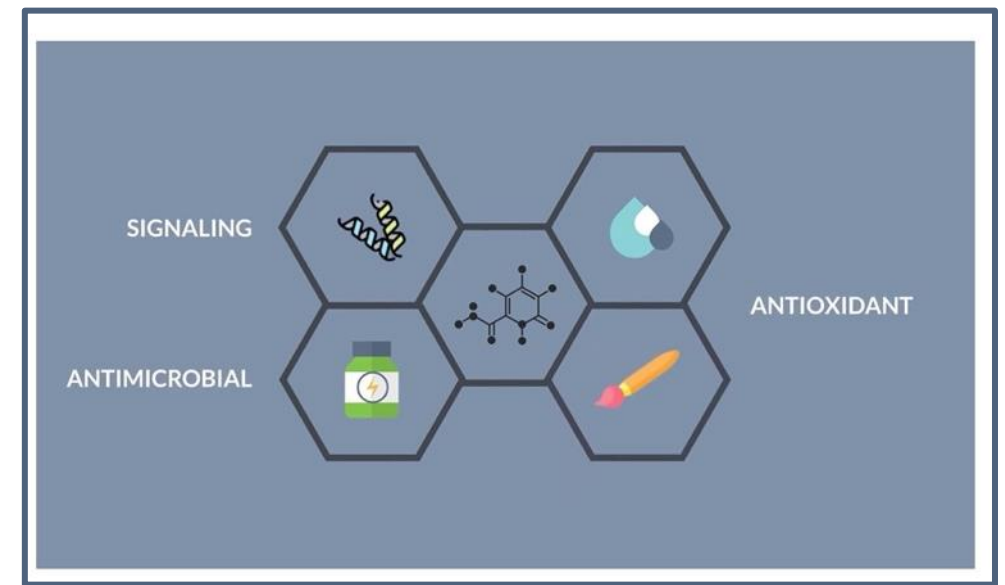


Our platform technology can create multiple metabolite combinations

- We capture useful metabolites expressed by the microalgae as it grows
- Patented in 4 countries, renewable, scalable, very low-energy production
- Low inputs costs result in 60% gross margins

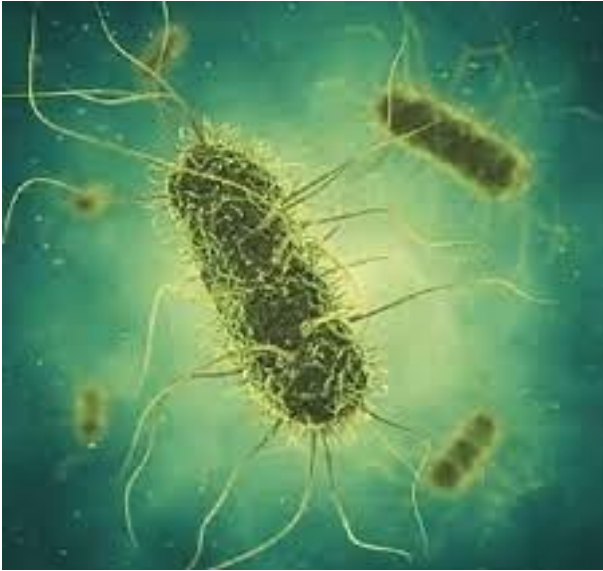
What are Algae Metabolites?

- Small molecules expressed out of algae as it grows
- Functions include **signaling**, catalytic activity, defense, and interactions with other organisms



Signaling Beneficial Soil Microbes To Work

Azospirillum



+200%*

Natural Nitrogen Fixing
Cycles

Mycorrhizae



+100%*

Phosphorus and water Uptake

Pseudomonas



+300%*

Iron Uptake

*Research done by Biome Makers. Please refer to the BetterFedFoods.com web site:

<https://www.truesolum.com/mode-of-action>

<https://static1.squarespace.com/static/63444e757848c71038592cbc/t/63483f5aa7281112561110e8/1665679196275/Glossary-of-Microbial-Terms-1.pdf>

<https://truealgae.com/wp-content/uploads/2022/05/TrueSolum-Enhances-Mycorrhizal-Communities-in-the-Soil-052022.pdf>

Disclaimer: All the information, statements and data included here are based on management (or third party) estimates, opinions and projections. These have not been independently verified by third parties.



Impact on Nutritional Uptake in the Plants

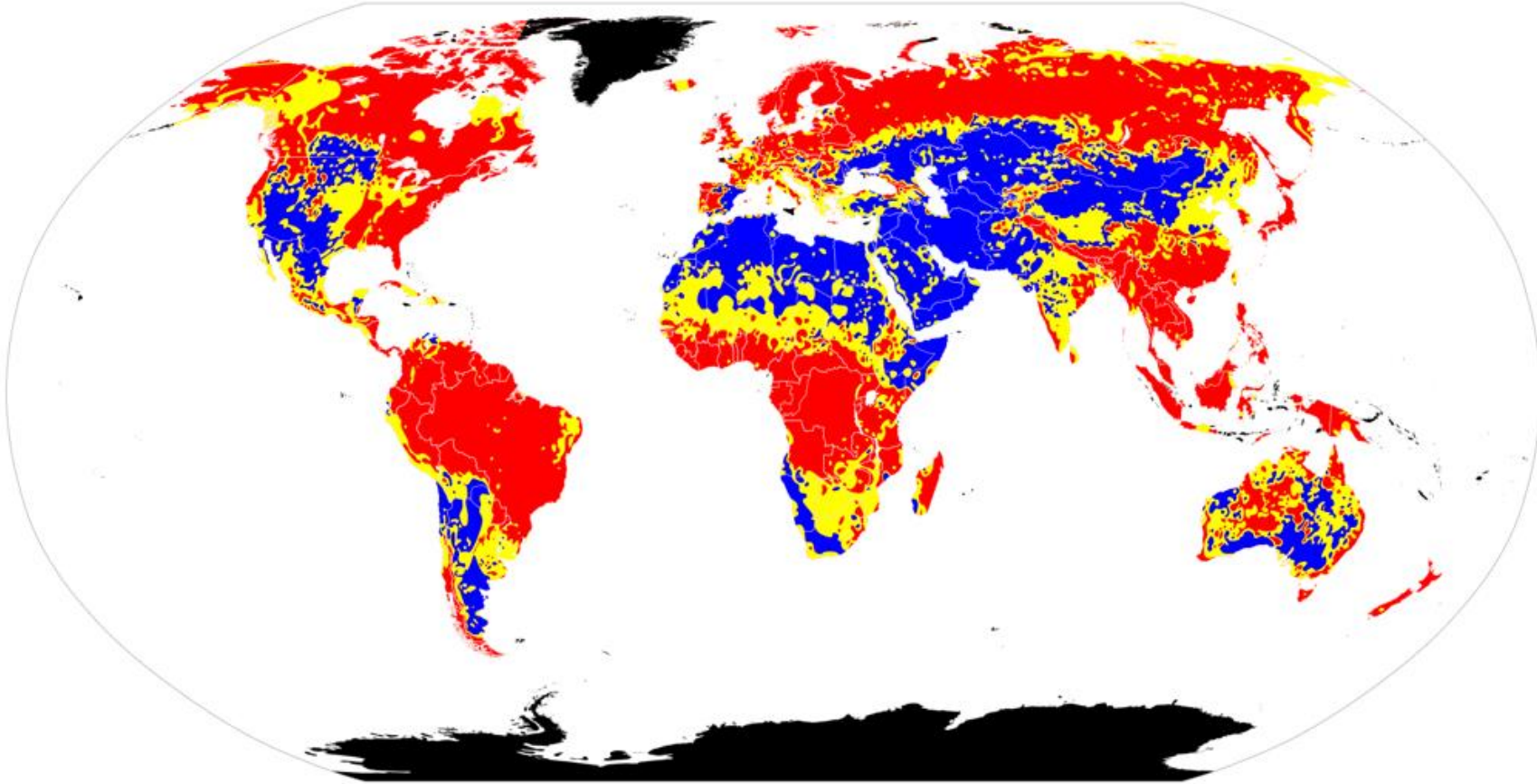
Nutrient	%Increase	Benefit
P	22%	Phosphorus is the second most important key element after nitrogen as a mineral nutrient in terms of quantitative plant requirement. Phosphorus helps transfer energy from sunlight to plants.
Fe	24%	Iron is critical to the transfer of energy which fuels metabolic processes inside plants due to its function of accepting or releasing electrons.
Zn	22%	Zinc helps the production of a plant hormone responsible for stem elongation and leaf expansion. It regulates various metabolic activities.
Mn	17%	Manganese controls photosynthesis and several oxidation-reduction systems.
Mg	23%	Magnesium is a key element of chlorophyll, the green coloring material of plants, and is vital for photosynthesis. It also serves as an enzyme activator.
Ca	22%	Calcium is essential for root health, growth of new roots and root hairs, and the development of leaves. Calcium is also a component of cell walls.

Research done by 12 independent 3rd party field trials, Biome Makers, New Age Laboratories

Disclaimer: All the information, statements and data included here are based on management (or third party) estimates, opinions and projections. These have not been independently verified by third parties.



IDC Prone Soils Around The World



Global variation in soil pH. **Red** = acidic soil. **Yellow** = neutral soil. **Blue** = alkaline soil. **Black** = no data.

Source: https://en.wikipedia.org/wiki/Soil_pH - Zinc, iron, copper and manganese show decreased availability at higher pH.

Disclaimer: All the information, statements and data included here are based on management (or third party) estimates, opinions and projections. These have not been independently verified by third parties.



Iron Deficiency in Agriculture



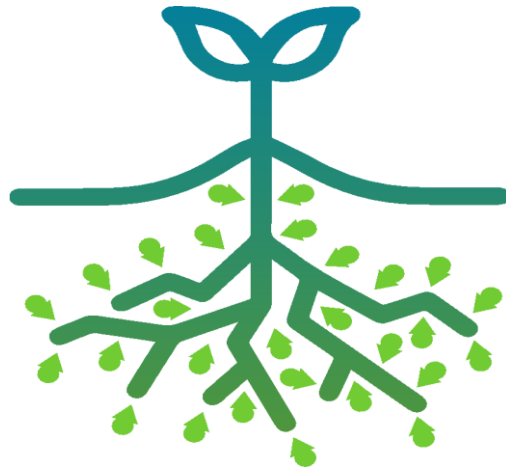
30% of the 1.65B ha global farmland at risk for causing Iron Deficiency Chlorosis (IDC) in crops

Iron is critical for early plant growth and health

Source: <https://pubmed.ncbi.nlm.nih.gov/11329018/> - One of the widest ranging abiotic stresses in world agriculture arises from low iron (Fe) availability due to high soil pH, with 30% of arable land too alkaline for optimal crop production.



May Improve Iron Availability



150%* increase in iron transporting siderophores

May create better Iron Uptake by the Crops

22%*

p=.03*
statistically significant

Competitive Price

16%*

Costs 16% less per acre than leading synthetic chelated Fe

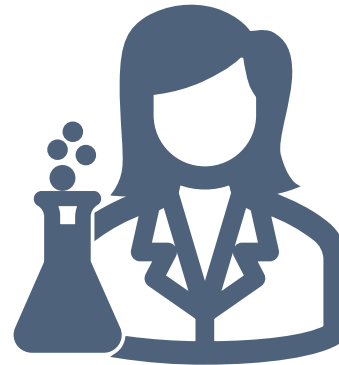
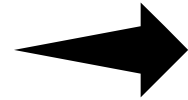
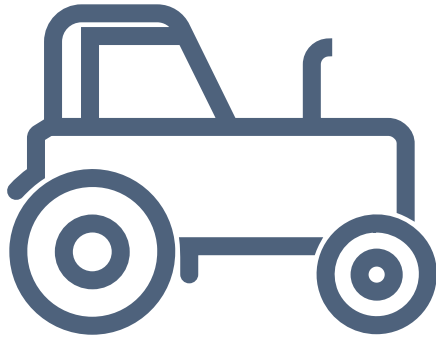
Source: Research done by Biome Makers and New Age Laboratories

<https://truealgae.com/wp-content/uploads/2022/03/TrueSolum-Increases-Bacteria-that-Improve-Fe-Assimilation-and-Zn-and-Mn-Transport-Equilibrium-030122-WP.pdf>

Disclaimer: All the information, statements and data included here are based on management (or third party) estimates, opinions and projections. These have not been independently verified by third parties.



Go to Market Strategy



Proof of Concept

Farmers and Distributors

Continuous

3rd Party Research

Universities and Laboratories

Continuous

B2B Sales

Ag Input Manufacturers

10+ On-going Trials

Return on Investment

- Great A has improved yield by 4 to 15% in corn across 3 trials in 2022
- Assuming 5% yield improvement
 - Cost to farmer: \$4/acre
 - Price of corn: \$5.50/bushel
 - Average yield in bushels: 172/acre
 - 5% = 8.6 additional bushels/acre
 - **Extra revenue = \$47.30/acre**



866% ROI





We are pioneering metabolites for agriculture

- \$10.6B addressable market growing 12%
- Reduced technology and PMF risk
- Product Gross Margin 60%¹
- Growing patent portfolio
- Can scale with more funding

The Microbe's Best Friend!

GREAT A

