



**FBN<sup>SM</sup>**

**BPIA MEETING MAY 2022**

**@FBNfarmers**

**#FARMERSFIRST**

# *FBN* COMPANY BACKGROUND

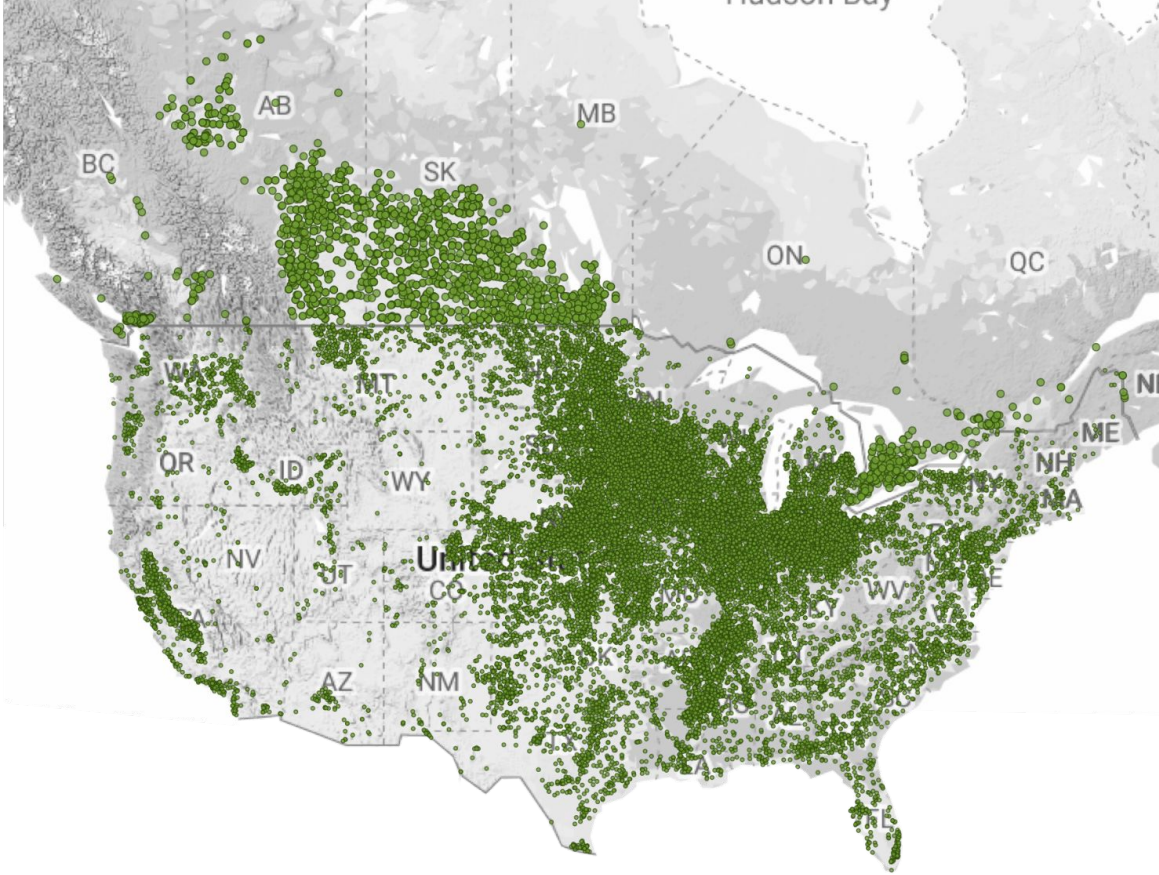
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FARMERS BUSINESS NETWORK®  
IS ON A MISSION  
TO **POWER THE PROSPERITY**  
OF FAMILY FARMERS AROUND  
THE WORLD.



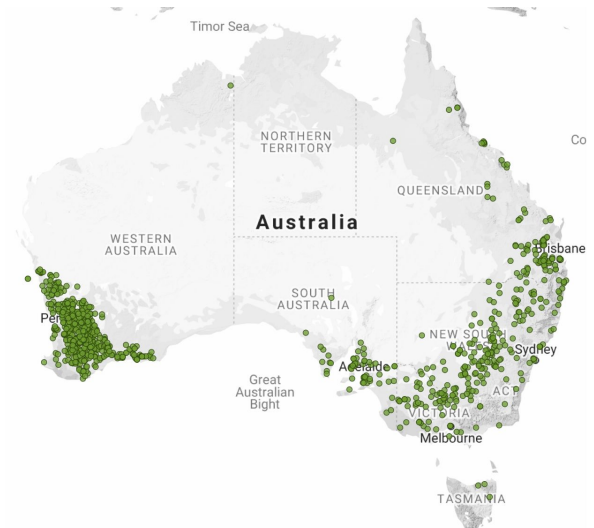


# THE *FBN* NETWORK

30,000+  
Member Farms

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75M+  
Acres



**\$850M+ RAISED  
FROM WORLD CLASS  
INVESTOR BASE**

**BLACKROCK**

 **KLEINER PERKINS**

 **Fidelity**  
INVESTMENTS®

**G/**

**TEMASEK**

**T.RowePrice®**  
INVEST WITH CONFIDENCE

700+ Employees Globally

Major offices in

- San Francisco
- Chicago
- Sioux Falls
- Calgary
- Perth



# Maximize Your Profit Potential with Farmers Business Network®

Make Confident Decisions



*FBN* COMMUNITY

FARMER2FARMER

Reduce the Cost  
of Production

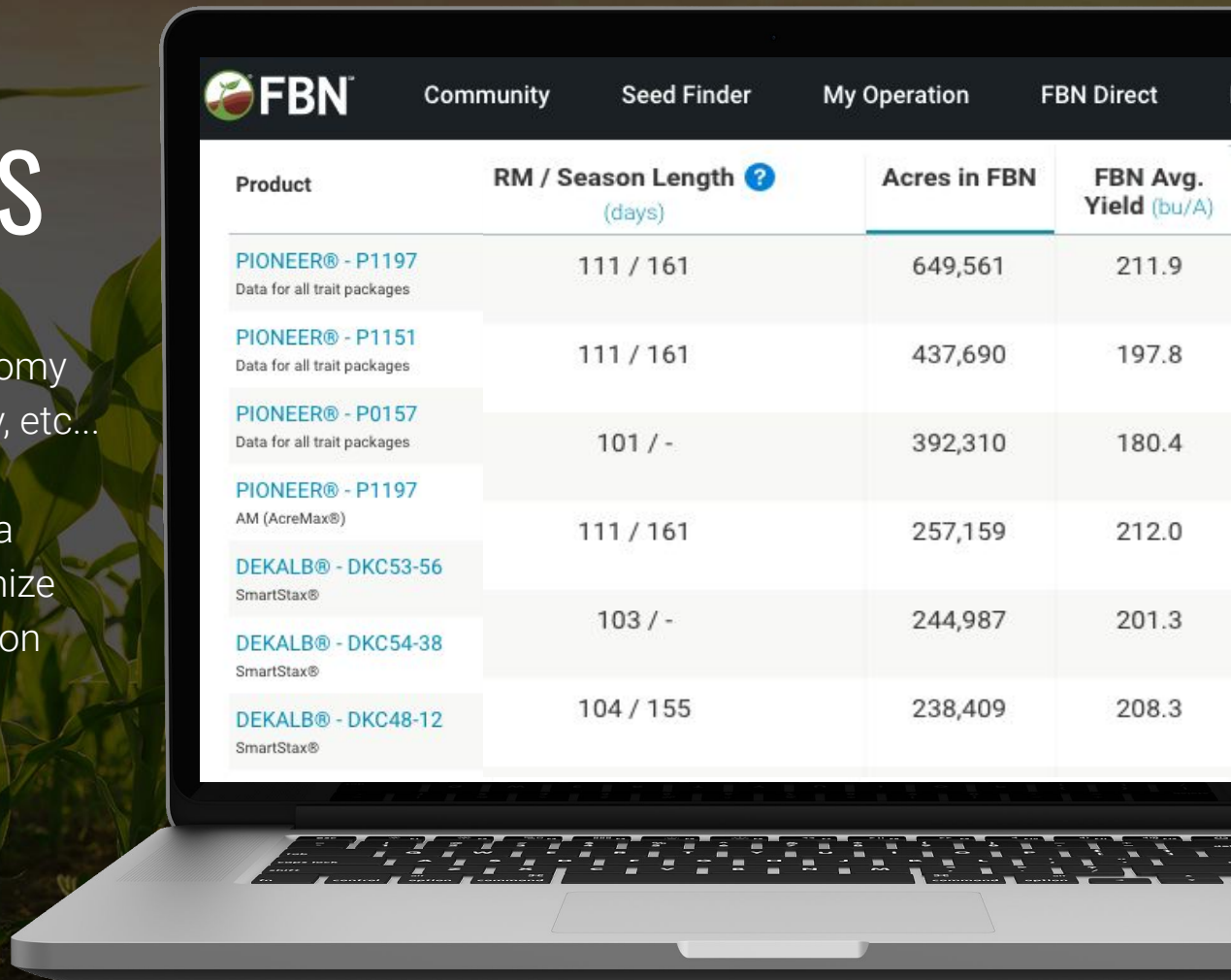


Maximize the Value of Crops  
for the Long Term



# FBN ANALYTICS

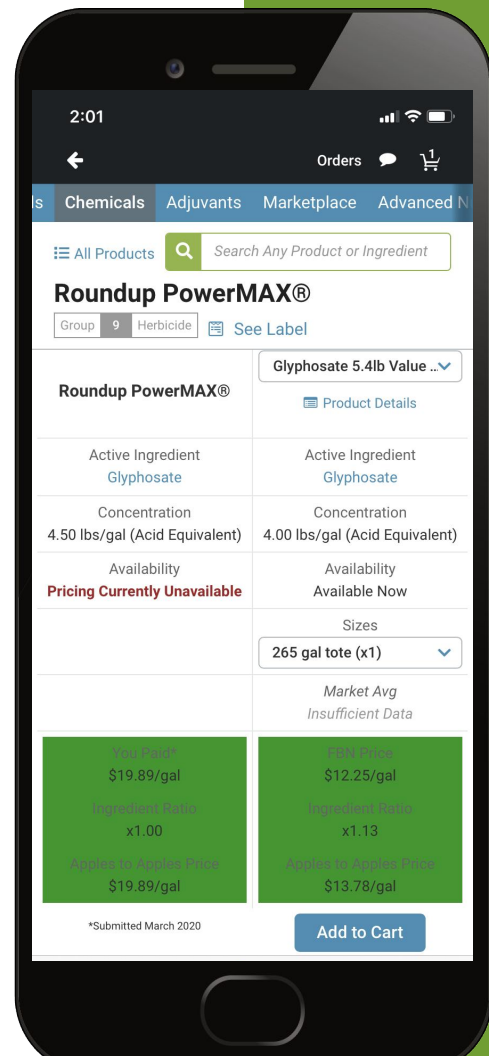
- Integrated precision agronomy data, weather, soil, imagery, etc...
- Real-world, aggregated agronomic and pricing data empowers farms to maximize ROI with data-driven decision making.



Product	RM / Season Length <sup>?</sup> (days)	Acres in FBN	FBN Avg. Yield (bu/A)
<b>PIONEER® - P1197</b> Data for all trait packages	111 / 161	649,561	211.9
<b>PIONEER® - P1151</b> Data for all trait packages	111 / 161	437,690	197.8
<b>PIONEER® - P0157</b> Data for all trait packages	101 / -	392,310	180.4
<b>PIONEER® - P1197</b> AM (AcreMax®)	111 / 161	257,159	212.0
<b>DEKALB® - DKC53-56</b> SmartStax®	103 / -	244,987	201.3
<b>DEKALB® - DKC54-38</b> SmartStax®	104 / 155	238,409	208.3
<b>DEKALB® - DKC48-12</b> SmartStax®			



Direct-to-farmer e-commerce platform for crop protection, seed, and biologicals







# ON-FARM R&D NETWORK

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# TESTING AND COMMERCIALIZING NEW INNOVATIONS

*FBN is an ideal partner to validate new technologies at scale on real world farms - and then accelerate commercialization.*



VALIDATE



COMMERCIALIZE

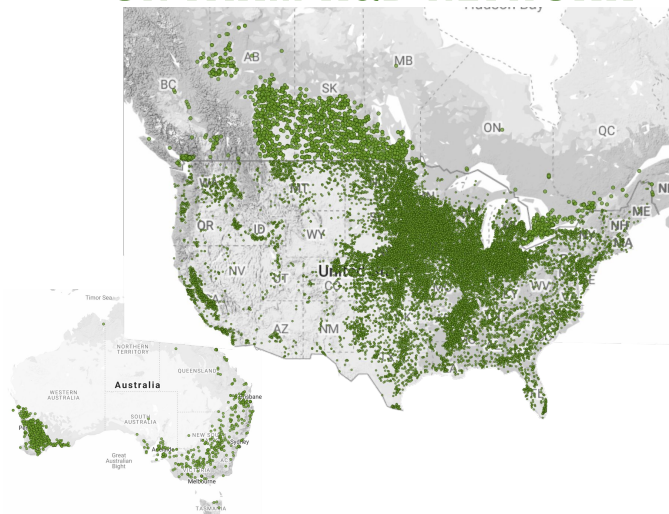


**PRODUCT DEVELOPERS  
& INNOVATORS**

- **BIOLOGICALS**
- **OTHER CROP INPUTS**
- **ROBOTICS**
- **EQUIPMENT/SENSORS**



**ON FARM R&D NETWORK**



**FBN *DIRECT***<sup>SM</sup>

 **Gradable**<sup>TM</sup>



# NEW AG TECHNOLOGIES HAVE TREMENDOUS POTENTIAL

But they face barriers to commercialization.

FBN helps tear down those barriers.

## Barriers Today



**Lack of data** on real-world efficacy and ROI



**Lack of data** on how products interact with environmental conditions and farming practices



**Lack of market access**, especially for new startups



## How FBN Changes the Game



**Unbiased data from large-scale field trials** on FBN member farms, + FBN data science expertise, provides confidence on real-world product performance



**Broad-acre testing** across diverse production environments enables deep agronomic understanding of product performance



Access to FBN's **industry-leading e-commerce** platform to scale distribution to farmers

# OFFERING DETAILS



**Consultative trial design** to optimize testing locations, protocols, and data collection plans



Farmer recruitment from our rapidly-growing network, **using our data to select fields with the right agronomic conditions**



**Large-scale trials in real-world fields**, typically 40+ acres (5-10+ replicates)







THANKS!  
QUESTIONS WELCOME

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