
AGRO SOURCE™

CMNP Abscission Technology as a Harvesting Aide

Citrus Mechanical Harvesting

Field Day Briefing

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AgroSource, Inc.

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SWREC, Immokalee, Florida

Presentation Agenda

1. About AgroSource, Inc.
2. CMNP –
    a. Project Background
    b. Registration Status
    c. Abscission Agent Opportunity
3. Summary and Conclusion

Who is AgroSource?

- An agrochemical company that –
  - develops, registers and commercializes biologically and synthetically derived crop products;
  - focuses on unique needs of growers for highly specialized products;
  - develops and cultivates close partnerships with production agriculture;
  - manufactures FireWall™ and FireLine™ for control of bacterial diseases and is
  - the global leader in abscission technologies

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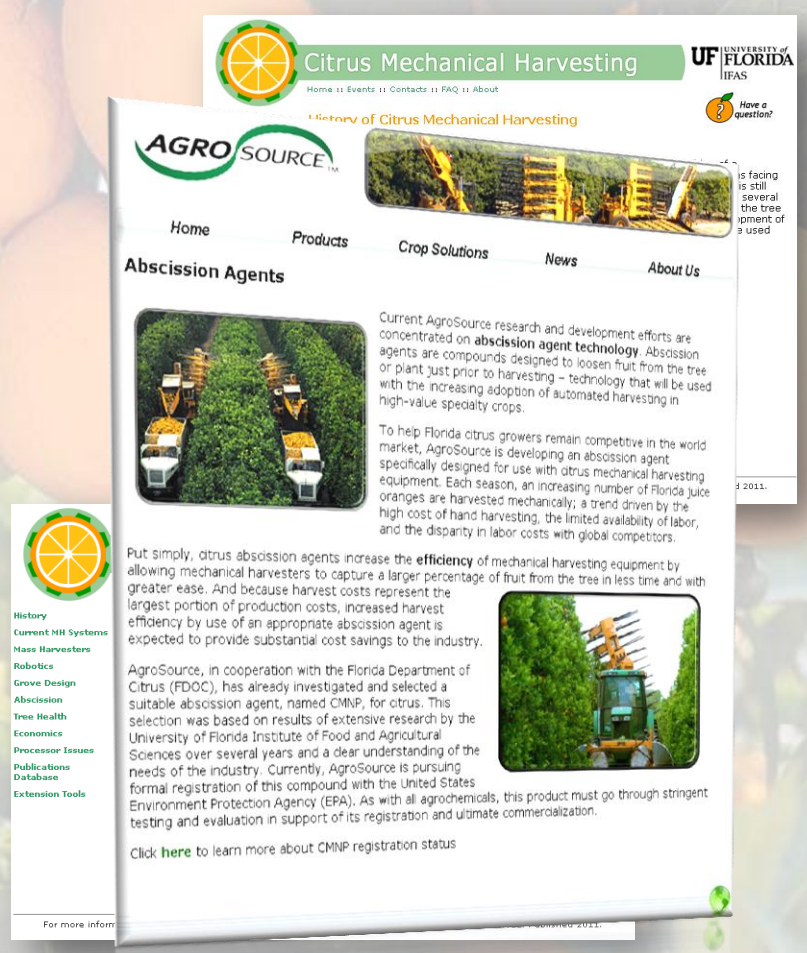
CMNP Project Background

- Over half a century of testing automated harvesting and abscission
- Leadership from FDOC to achieve mechanical harvesting and an abscission agent
- IFAS research and extension of mechanical harvesting and abscission agent candidates
- AgroSource register and commercialize CMNP abscission agent
- An intelligent partnership between industry, a public institution and a private company



The Abscission Agent Opportunity

- Abscission Technology (CMNP) can –
  - reduce harvest costs by decreasing labor requirements, which will
  - create a new paradigm for crop harvesting
  - and thereby revolutionize harvesting of Florida processed oranges

The Abscission Agent Opportunity

- Advantages of abscission technology to mechanical harvesting
  - Reduce manual labor
    - Address limited, complicated and expensive labor issues
    - E-Verify
  - Lower fruit detachment force (FDF)
  - Less energy (CPM) required
    - Minimize tree and fruit damage
    - Limit equipment damage and repair
    - Increase recovery
  - Faster ground speeds
  - Solve the "late season" problem
    - Remove mature Valencias without impacting new crop

The Abscission Agent Opportunity

Advantages of abscission technology to –

- Manual harvesting
  - Increase speed of harvest
  - Reduce labor and management
  - Lower costs
  - Increase CMNP use

Manual harvesting of citrus with the aid of a ladder and bag.

The Abscission Agent Opportunity

Advantages of abscission technology to –

- Automated harvesting
  - Address specific needs that fall between manual and mechanical harvesting
  - Develop new equipment for automated harvesting
  - Design equipment to meet new grove architectures

The Abscission Agent Opportunity

– Integrate abscission technology into future grove management changes

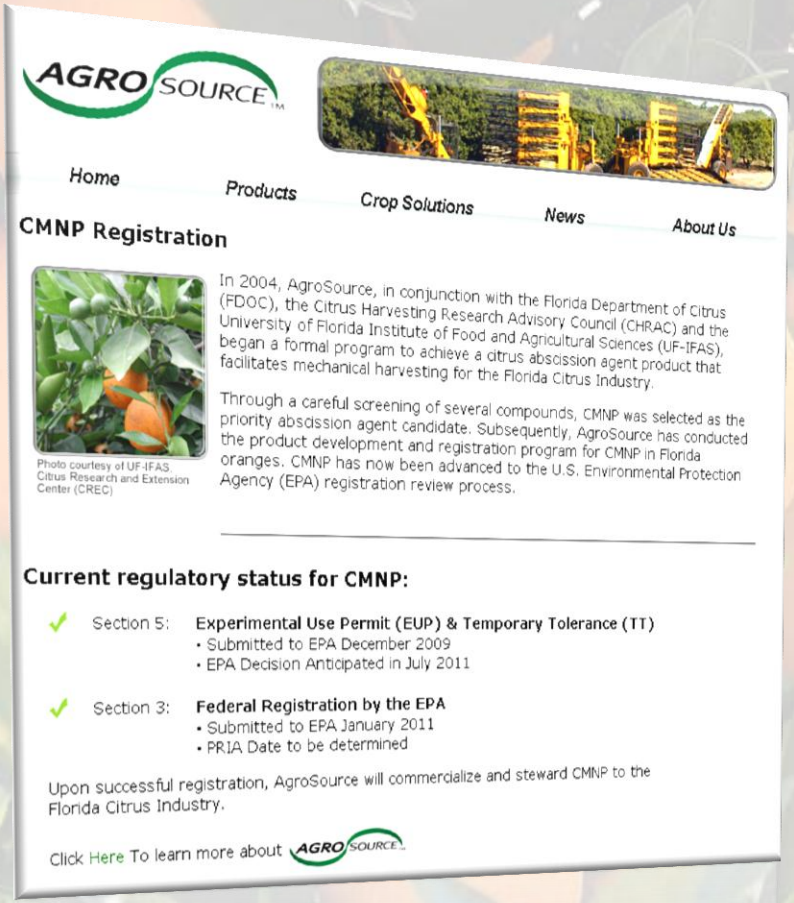
- Advanced Citrus Production & Harvesting Systems Working Group
  - Higher planting density with suitable rootstocks
  - New equipment concepts including over the top harvesting
  - Model grove in Immokalee

CMNP Abscission Agent

- Effective abscission agent for citrus
- Wide margin of safety
- EPA registration potential good
- May have a range of uses:
  - Mechanical harvesting
  - Automated harvesting
  - Manual harvesting
- Expected to reduce harvesting costs
- Should decrease dependence on manual labor

CMNP Registration Status

- Section 5 Experimental Use Permit and Temporary Tolerance
  - Submitted December 2009
- Section 3 Registration and Tolerance
  - Submitted January 2011
- EPA actively reviewing submission packages



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Summary and Conclusions

- AgroSource has worked collaboratively with FDOC, CHRAC and IFAS to bring CMNP abscission technology forward to Florida citrus growers
- Large-scale adoption of CMNP abscission technology can reduce harvest costs thereby creating a new paradigm for the industry
- Section 5 EUP for CMNP and Section 3 registration packages under review by EPA
- AgroSource looks forward to providing the Florida citrus industry a compelling *value proposition* for CMNP as a harvest aid; volumes are critical to achieving product pricing that will deliver the best possible return on investment