

SEPTEMBER 2019

 indigo™





Founded
2014

+\$740M
Private Equity
Funding Raised

+1,000
Employees

5 crops
in production



**Global
Acreage:**

2016: 70K
2017: 350K
2018: 1M
2019: 4M+

**Global
Bookings:**

2016: N/A*
2017: \$67M
2018: \$230M
2019: \$1B+



Harnessing Nature to Help Farmers Sustainably Feed the Planet

... by focusing on
improving farmer
profitability



... by improving the
sustainability of
agriculture



... and by better aligning
agricultural practices with
consumer health



Indigo works across the value chain to support a decommoditized system of agriculture



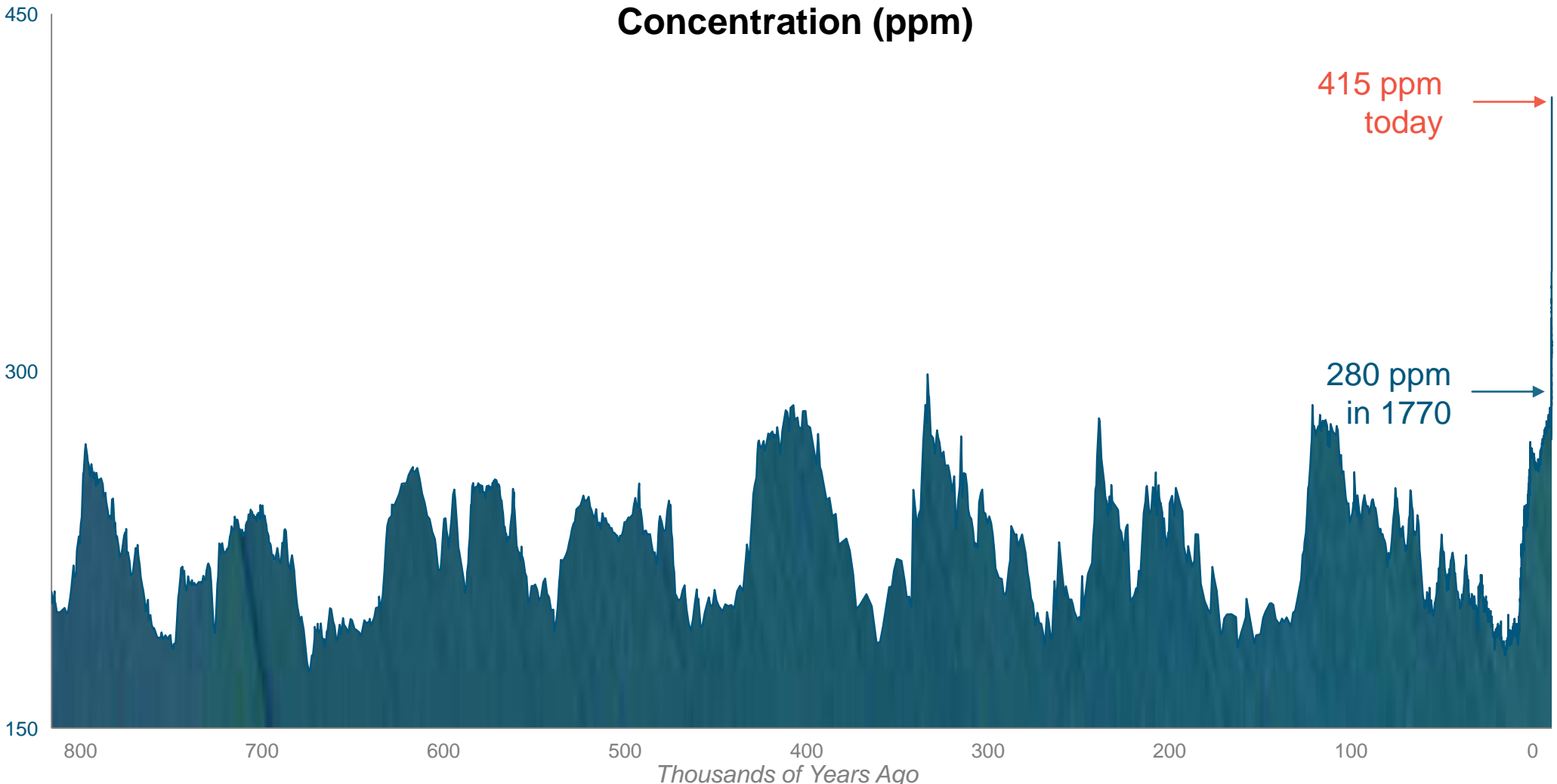
These solutions also create meaningful new value as well as efficiencies



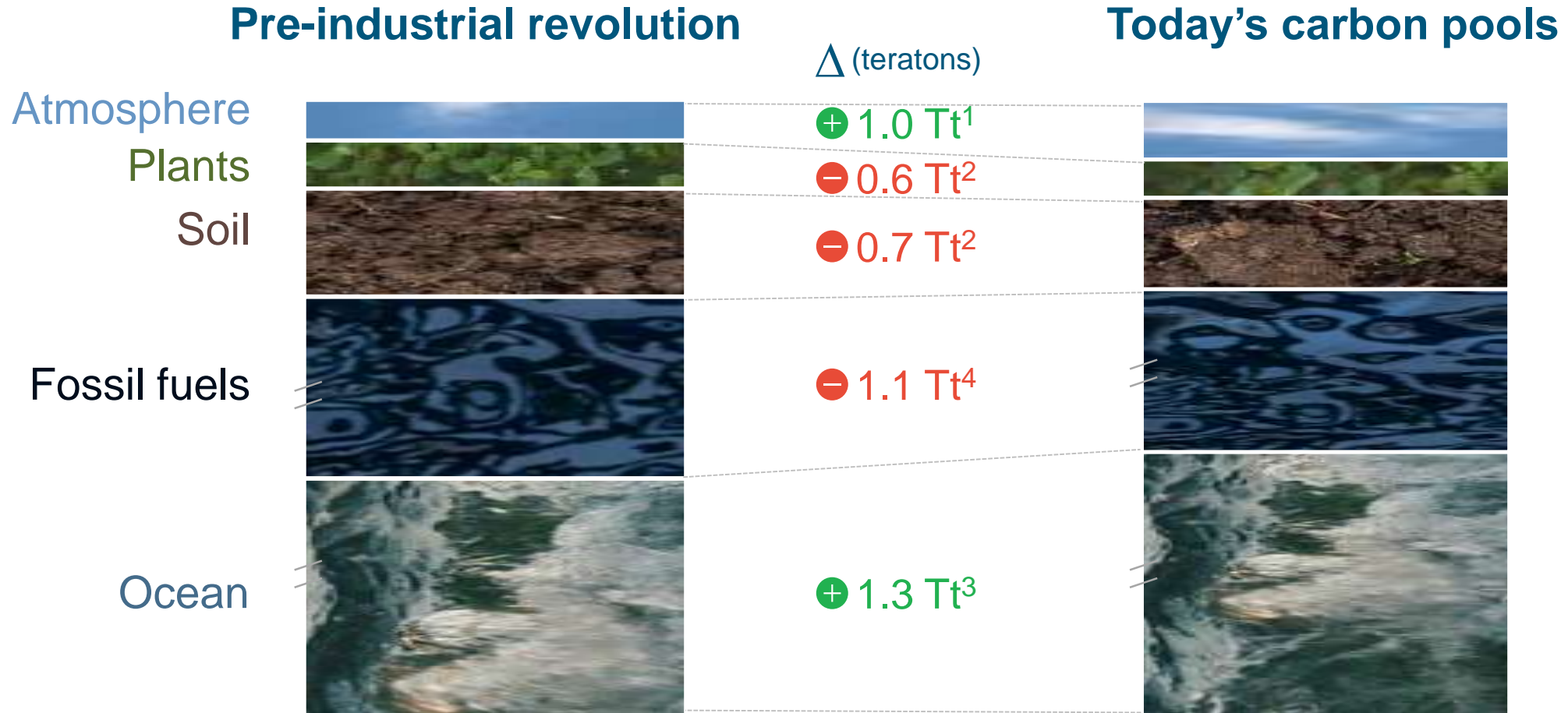
A global effort to remove 1 trillion tons of carbon dioxide from the atmosphere and use it to enrich our agricultural soils

In April, carbon dioxide levels hit a 14 million year high

Global Average Carbon Dioxide Concentration (ppm)



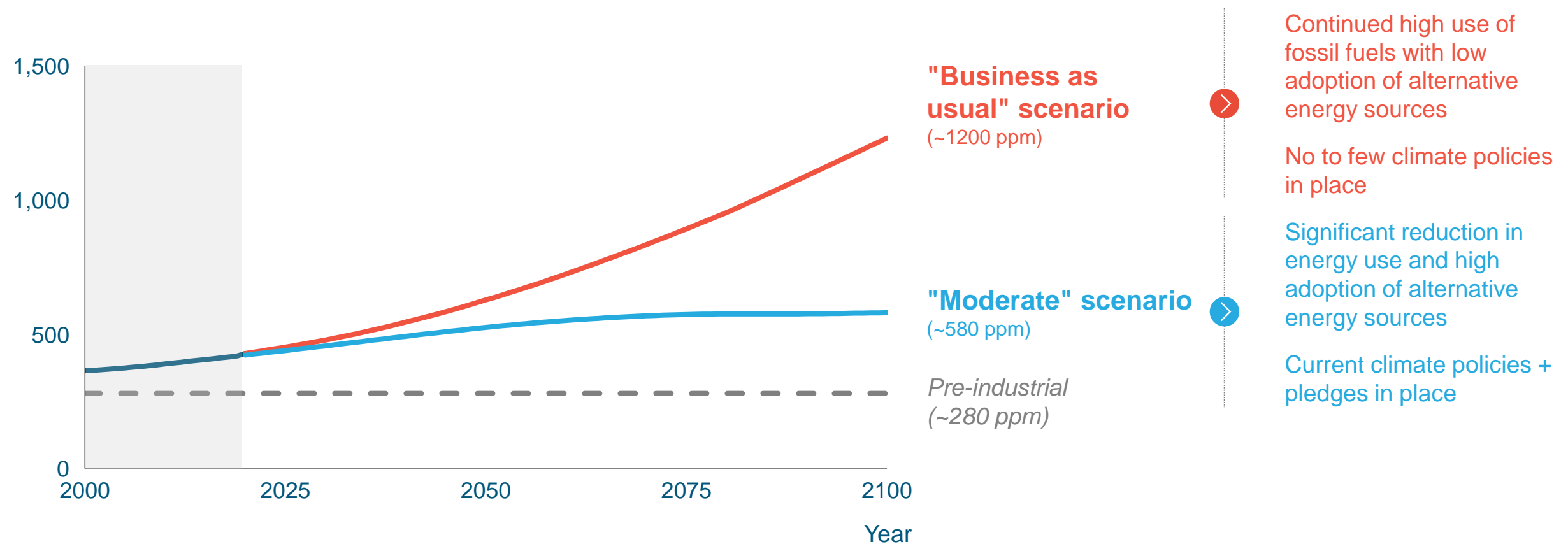
Carbon dioxide has been released from plants, soil, and fossil fuels into our oceans and atmosphere



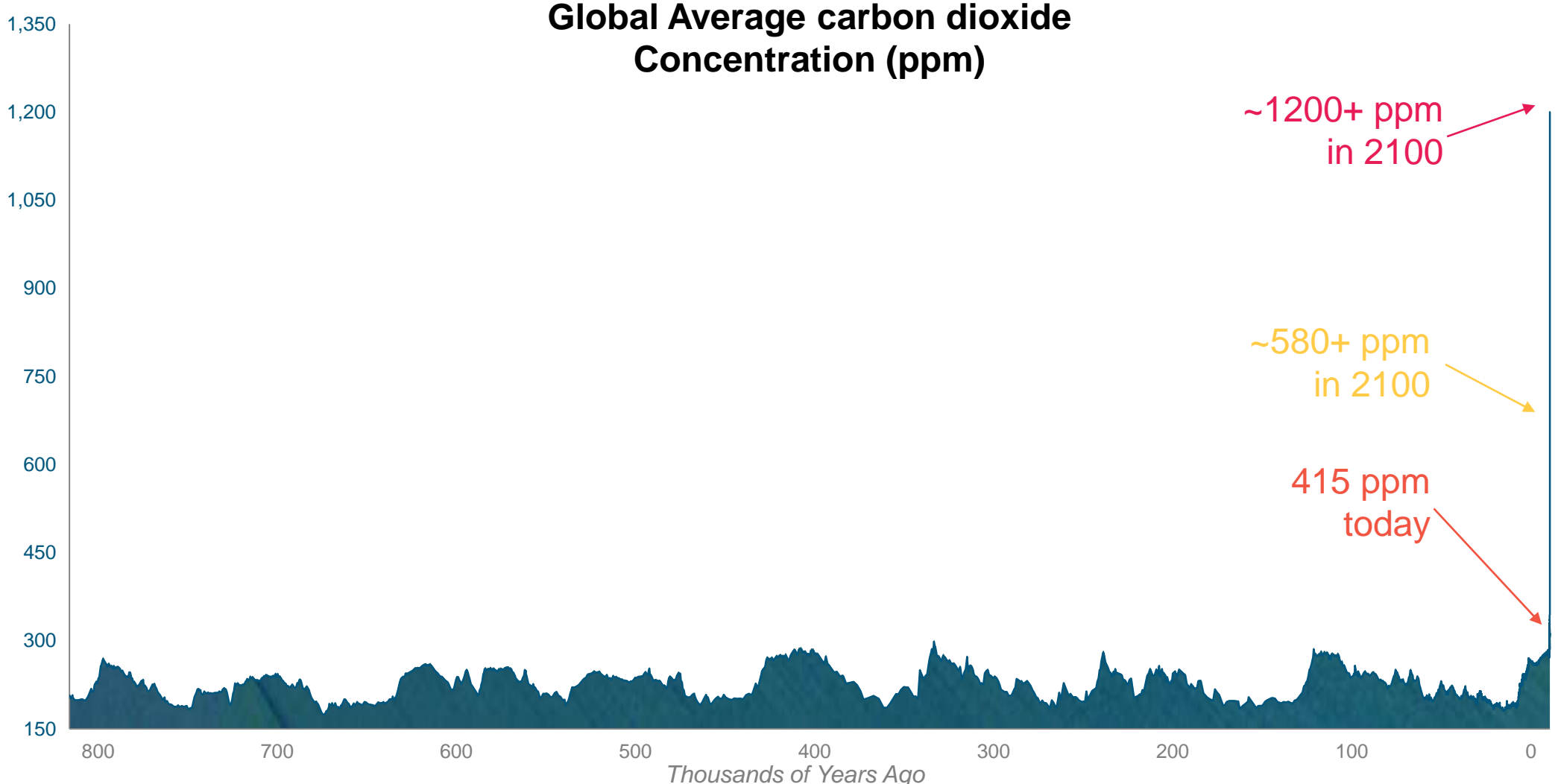
Reducing emissions alone will not address this problem


Historical and Forecast to 2100:
Global atmospheric CO₂e concentrations

(historical & forecast parts per million)



When viewed in the context of the last million years, these would be extraordinarily high levels

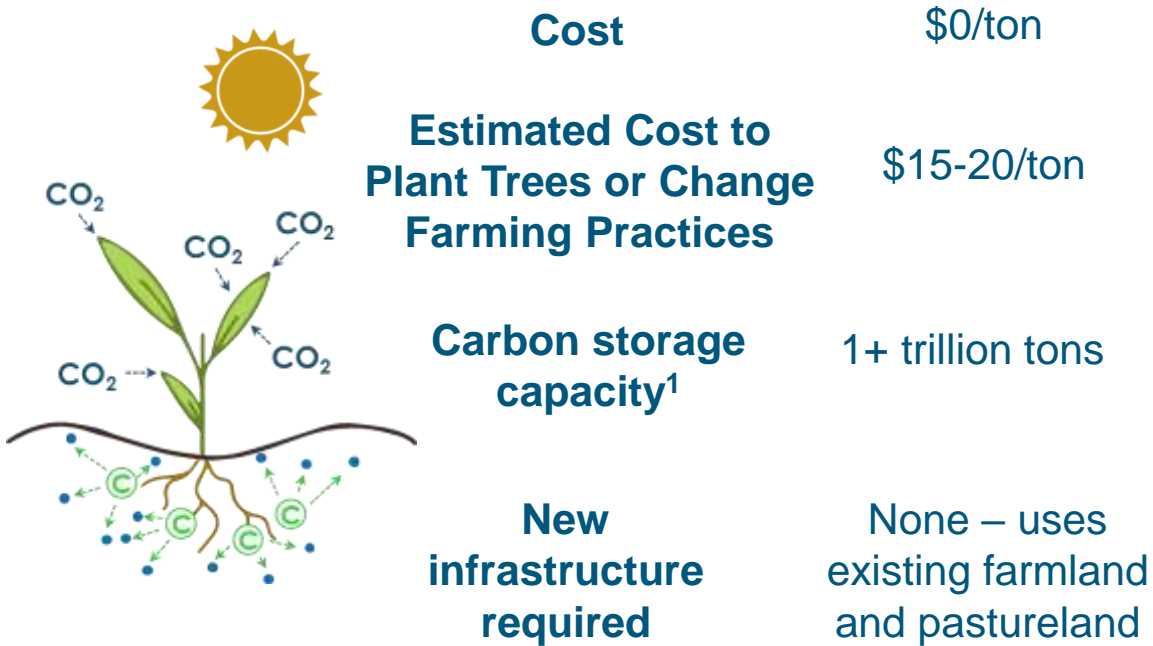


A photograph of a vast field of golden wheat under a cloudy sky. The wheat stalks are in sharp focus in the foreground, with a few taller stalks reaching towards the top of the frame. The background shows a flat horizon line under a grey, overcast sky. The overall tone is muted and natural.

**In addition to emissions
reductions, we must also find
ways of removing carbon
from the atmosphere**

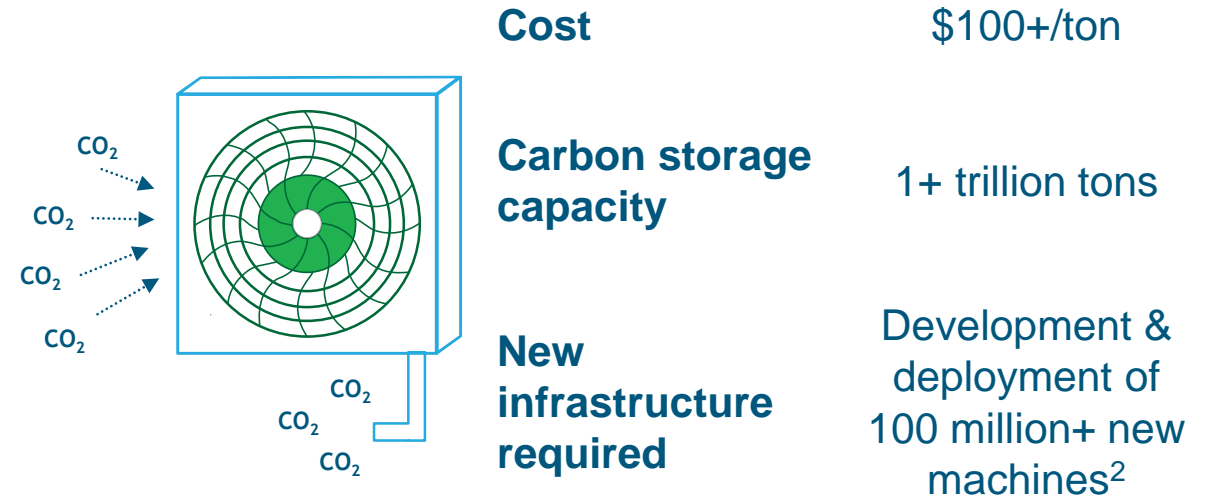
The only affordable, scalable, immediate process for drawdown is photosynthesis

Photosynthesis



Harnesses the natural power of photosynthesis to draw down CO₂ in plants across the globe

Direct Air Capture



Would also require new sources of energy and locations to store CO₂

Photosynthesis can be harnessed to store carbon in agricultural soils, forests, and oceans

Scalable

Affordable

Immediate



Agriculture



Trees



Oceans







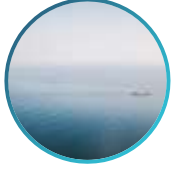


Legend  High  Medium  Low

Photosynthesis can be harnessed to store carbon in agricultural soils, forests, and oceans

	Scalable	Affordable	Immediate
 <p>Agriculture</p>	 <p>Potential for 1+ trillion tons of CO₂</p>		
 <p>Trees</p>	 <p>Potential for ~700 billion tons of CO₂</p>		
 <p>Oceans</p>	 <p>Potential for 1+ trillion tons of CO₂</p>		













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 <p>Oceans</p>	 <p>Potential for 1+ trillion tons of CO₂</p>	 <p>Largely untested; still high cost today</p>	

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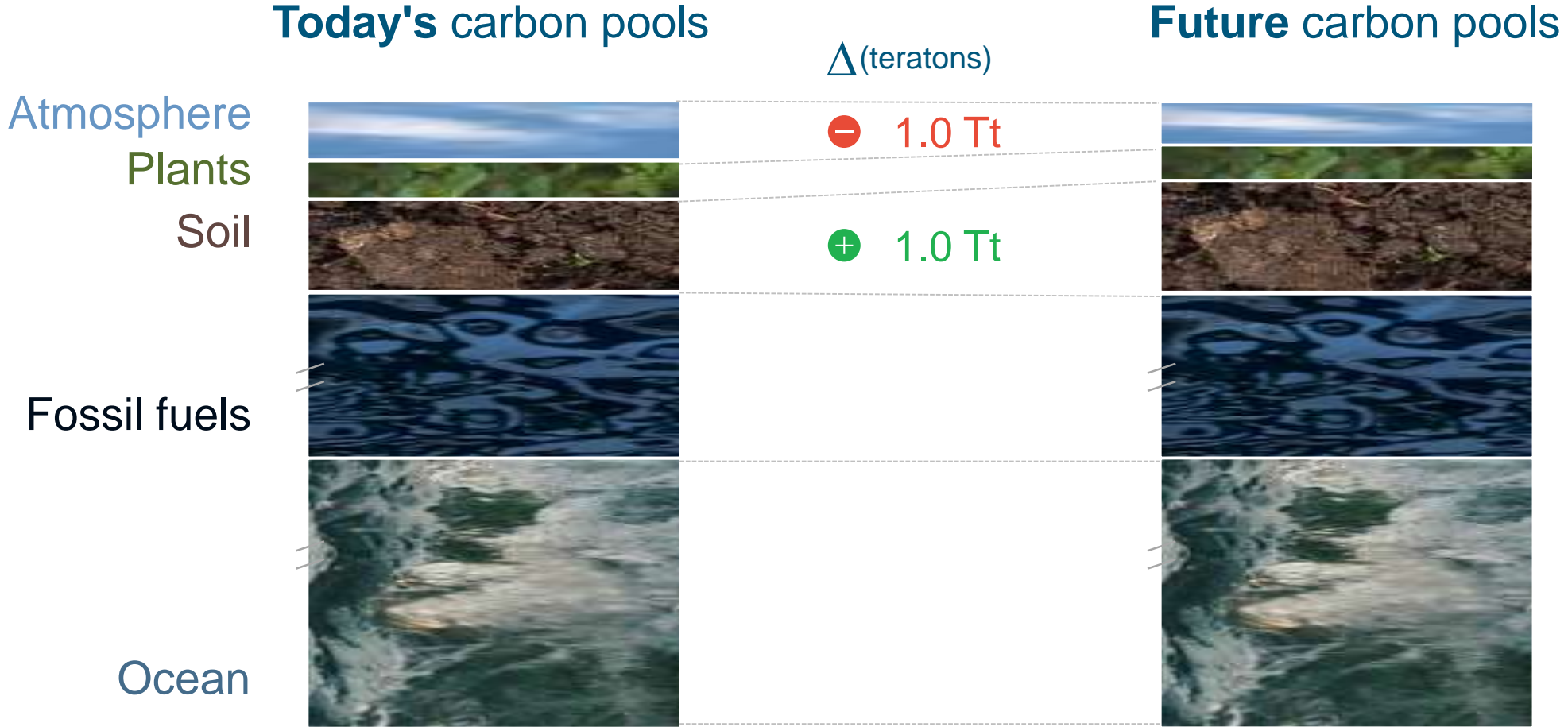
Photosynthesis can be harnessed to store carbon in agricultural soils, forests, and oceans

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 <p>Agriculture</p>	 <p>Potential for 1+ trillion tons of CO₂</p>	 <p>\$15-20 / ton CO₂ stored, with increased farmer profitability</p>	 <p>Farmer control of land Means to make change System to harness collective efforts</p>
 <p>Trees</p>	 <p>Potential for ~700 billion tons of CO₂</p>	 <p>\$15-20 / ton CO₂ stored, unknown opportunity cost</p>	 <p>76% of forest land not controlled by individuals No system to harness collective effort today</p>
 <p>Oceans</p>	 <p>Potential for 1+ trillion tons of CO₂</p>	 <p>Largely untested; still high cost today</p>	 <p>No scalable and affordable solution yet developed</p>

We should pursue carbon storage by both trees and agriculture, but agriculture is more scalable, more affordable, and more immediate

Legend  High  Medium  Low

Our goal is to shift 1 trillion tons of atmospheric carbon dioxide into agricultural soils



An aerial photograph of a vast, green agricultural field. The field is divided into a grid of rectangular plots by thin, light-colored furrows. A prominent road or path runs horizontally across the middle of the image. In the lower-left quadrant, there is a small cluster of trees and a white structure, possibly a farm building. The overall scene is a typical rural landscape.

How do farmers sequester carbon?



These 5 practices are proven to develop carbon enriched soils ...



**Plant cover
crops**



**Use no-till
farming**



Rotate crops



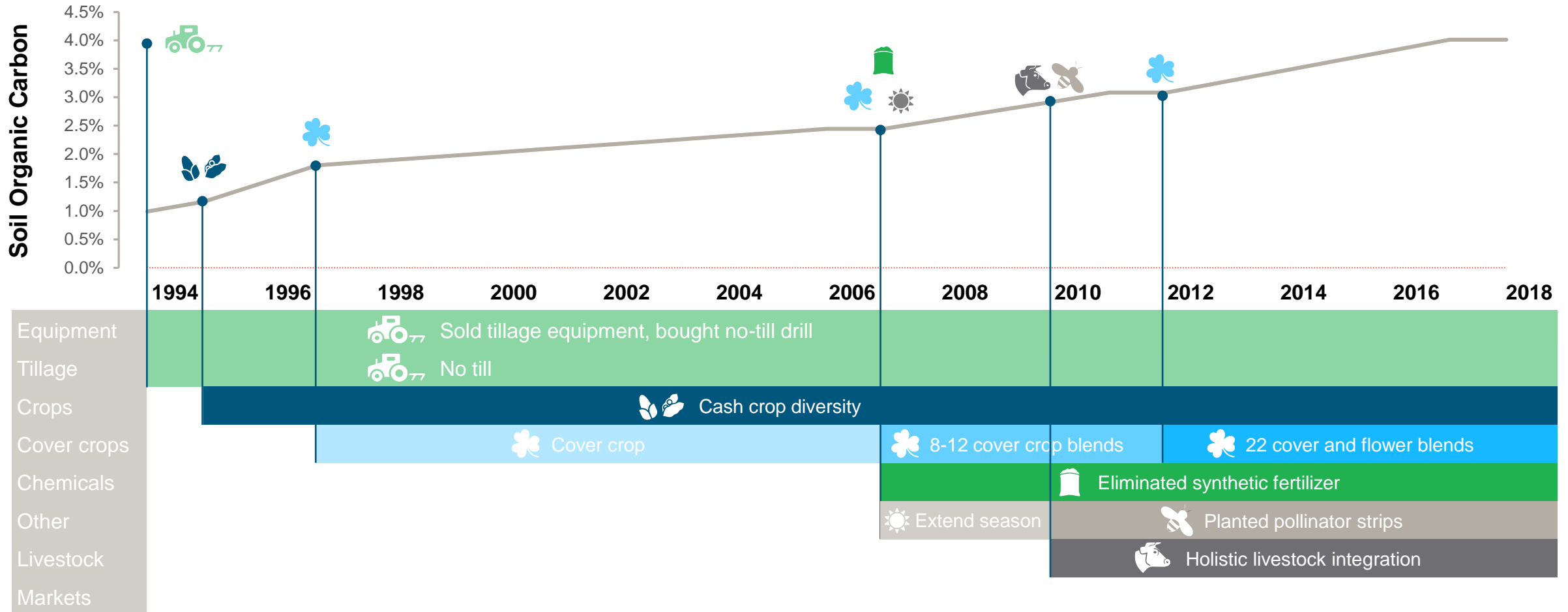
Reduce inputs



**Incorporate
livestock**

...And there are farmers who have already restored their soils to pre-cultivation soil carbon levels

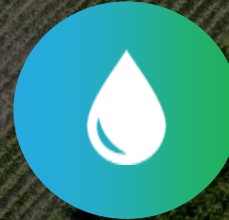
Gabe Brown Farm (1994-2018)



**There are also
other important
benefits to soil
that contains
more carbon**



**Improved Drought
Tolerance**



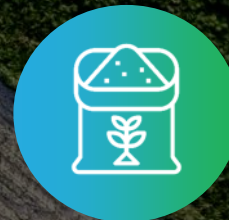
Better Flood Resistance



More Nutritious Crops

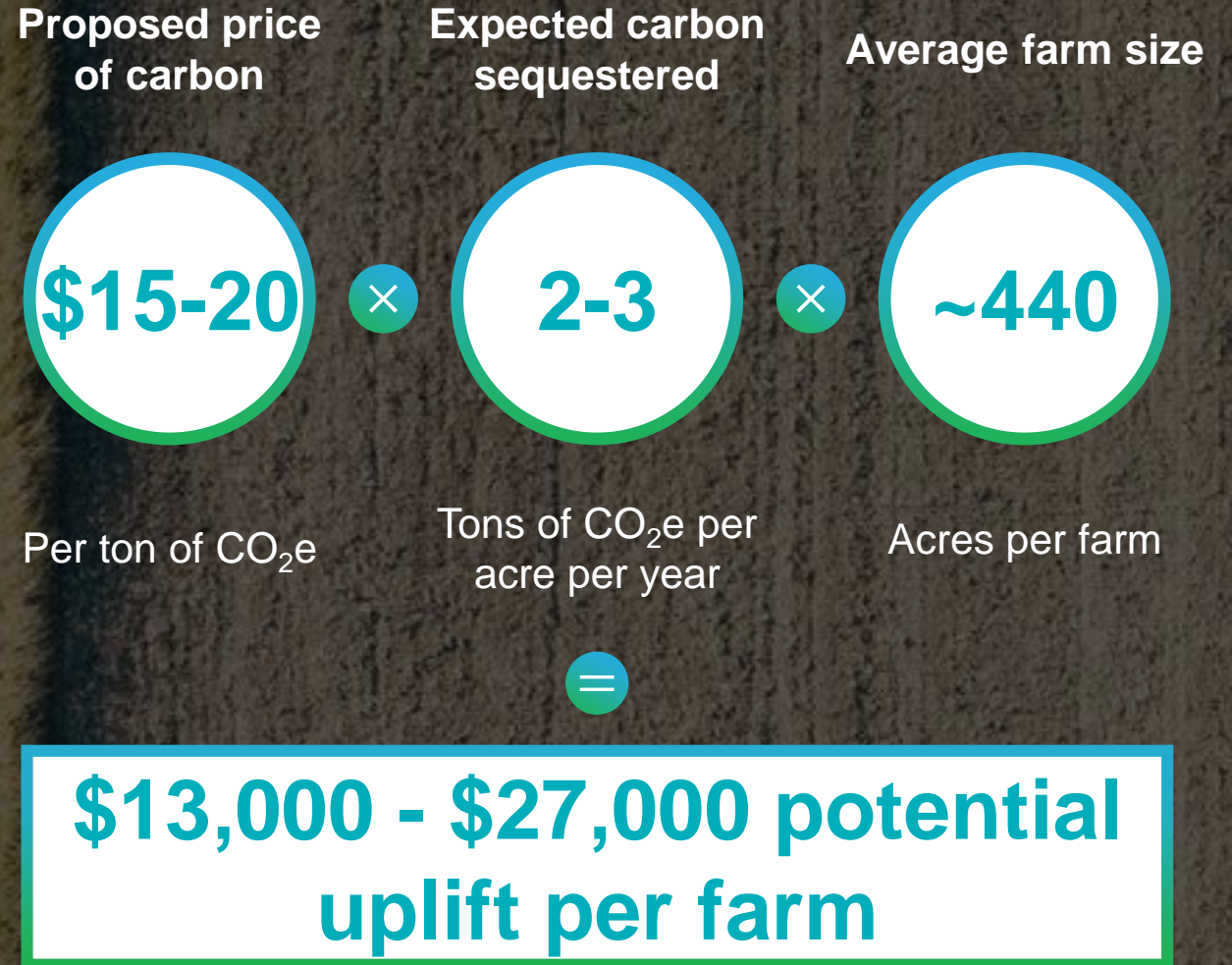
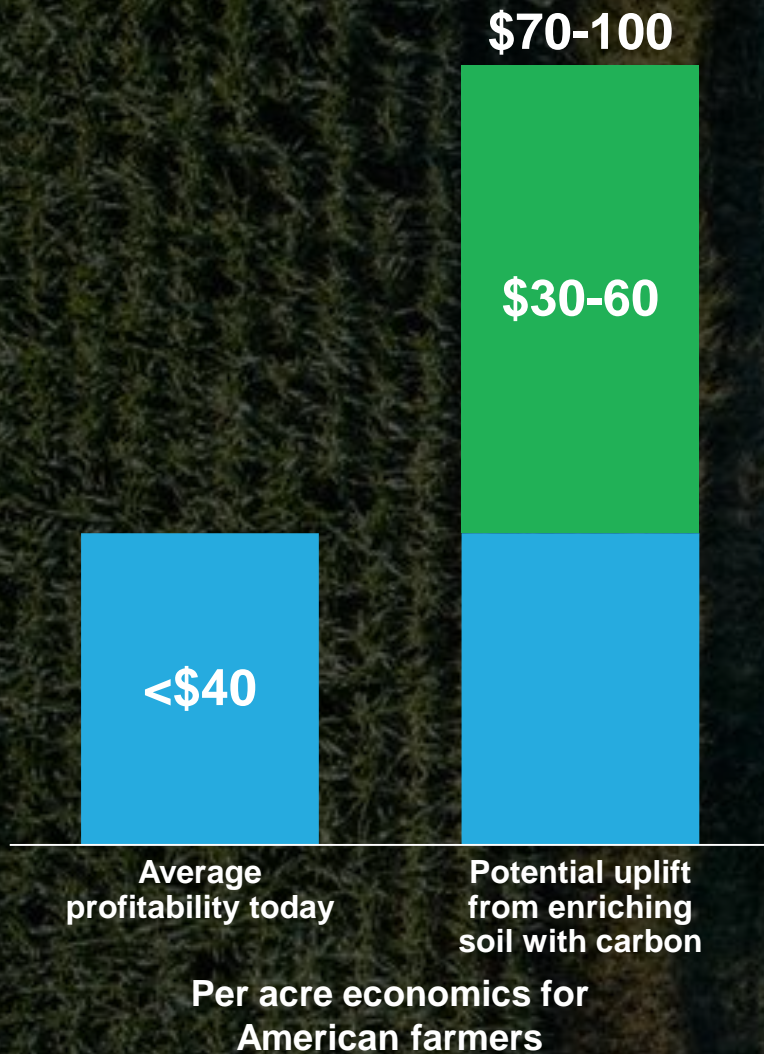


Enhanced Yields



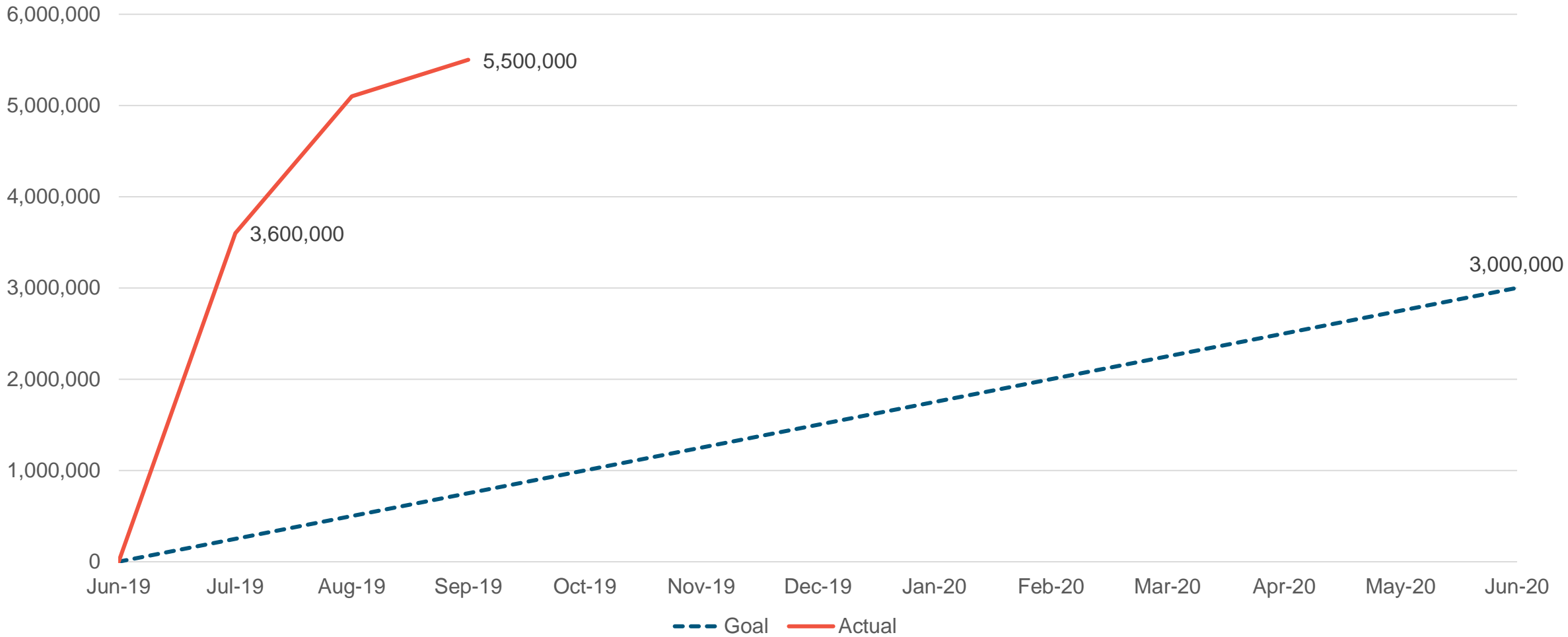
**Decreased Inputs
Required**

\$15 - \$20 per ton of carbon dioxide would be transformative for a farmer's economics



Initial interest is significantly outpacing our projections

Acreage Interest – Goal vs. Actual



We plan to generate demand for carbon credits from four key stakeholders



Consumers

- Direct purchase of carbon credits
- Terraton Certification
- Issuing a credit card
- App that tracks carbon footprint



Businesses

- Terraton Certification
- Direct offset of products or corporate footprint
- Option to offset carbon footprint at purchase



Not for profits

- Donations to the most effective near term climate change solutions



Governments

- Regulations to support carbon markets
- Cap and trade program
- Carbon tax

If the Terraton Initiative achieves its promise, we believe it is possible to:

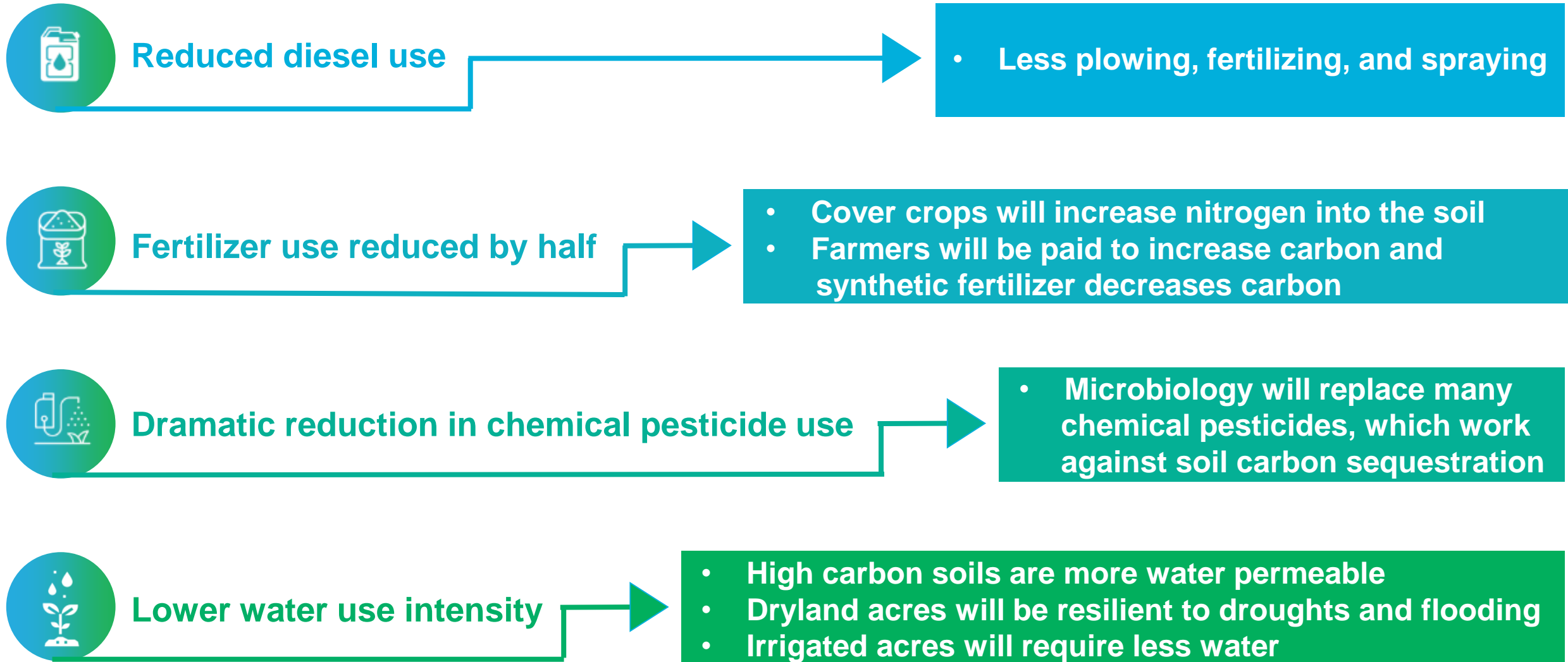
➤ **Enrich agricultural soils with 1 trillion tons** of atmospheric carbon dioxide

➤ **Dramatically improve profitability of farmers** and health of rural communities by providing an additional stream of revenue and reducing their expenses

➤ **Make farms more resilient** to extreme weather by increasing water permeability of soils and water holding capacity to weather floods and droughts

➤ **Improve the nutrition** of crops by improving the health of the soil

A focus on carbon sequestration will change farming practices



Indigo could enable the manufacturing of lower carbon intensity biofuels at scale



Indigo will **measure** how much **carbon** is **sequestered** in the soil and how much carbon is **emitted** during the production of a crop



Indigo Transport enables **traceability** from a farm to the delivery point



Therefore, it is possible to **calculate the carbon intensity** of the feed stocks for any given biofuel which could result in much **lower carbon intensity for biofuels**, perhaps even **carbon positive biofuels**

A photograph of a cornfield with green plants in the foreground and a dark blue sky in the background. The text "What are the implications of this?" is overlaid in white.

What are the implications of this?



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