

# ADDITIONAL Q&A

20 SEPTEMBER, 2023



Q1: Regarding trials:

1. Is it a big deal or big risk for companies (growers) to commit to a trial?
2. How many growers that have engaged in a trial went on to purchase the system? How many, if any, declined to proceed ?

A1:

- 1: No; most growers will do a TAP size based on the size of their facility; if they have an R&D section; and expected future roll-out.
- 2: Our two best examples are Hidroexpo (El Salvador) and a Canadian Greenhouse customer that decided based on the results at The Cucumber Man. While a few have declined, most are continuing with their TAPs

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Q2: Assuming you charge \$1.00 US per square metre and the tomato or pepper production increase by 2kg/m<sup>2</sup> : What's the ROI for the grower? 2 or 3X per dollar spent?

A2: As an example of a typical grower's economics, increase production by 2-4 kg/m<sup>2</sup> results in the following equation: Increase revenue by \$50k per ha/year (-) CO<sub>2</sub> gas usage cost of \$10,000 per ha/year (-) CO<sub>2</sub> GRO PFU fee \$10,000 per ha/year = \$30,000 per ha/year more profit for the grower That's about 3x profit per \$ spent / paid to CO<sub>2</sub> GRO

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Q3: How does the misting work in greenhouses with high air exchange rates?

A3: We can program the grower's environmental control system to turn off fans/air exchange system for about 2 minutes around the time of our misting events.

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Q4: You note a dramatic reduction in powdery mildew problems using your solution. Please provide more colour on this: frequency of problem? Impact on yield if it occurs? Time to get the greenhouse back into production?

A4: Most growers of tomatoes, pepper, cucumber, and roses, will experience powdery mildew to varying degrees. Powdery mildew affects photosynthesis as it blocks light, in addition to other plant health issues, which ultimately reduces yield. By suppressing the spread of powdery mildew through our Pathogen Perimeter Protection (PPP™), growers can have additional insurance to deliver healthier plants and better yields.

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Q5: Aside from the big 4 (tomatoes, cucumbers, peppers, leafy greens), are you testing the technology with other growers/emerging markets?

A5: We are testing it on high value flowers and medicinal crops.

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Q6: Does the injected CO<sub>2</sub> stay in the liquid film (on leaf surface)? and how often do you have to supply the CO<sub>2</sub> via misting to achieve comparable results like in for example CEA closed systems with enriching to 800-1200 ppm CO<sub>2</sub> continuously?

A6: When the aqueous CO<sub>2</sub> film is applied to the leaf, the high concentration of CO<sub>2</sub> in the film compared to the lower concentration of CO<sub>2</sub> in the leaf creates a diffusion gradient which drives the CO<sub>2</sub> in the film into the leaf through tiny cracks in the cuticle (leaf surface). The CO<sub>2</sub> in the leaf is then used by the plant for photosynthesis and production/growth. Application is done based on real time environmental conditions between 1 to 4 times an hour. This application rate results in yield improvements that are comparable to atmospheric enrichment upto 1,200 ppm.

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Q7: How many TAPs are ongoing and what is the average seasons are they on season 1,2 or 3rd season?

A7: We have at least 2 ongoing TAPs in each crop vertical in numerous geographic markets. These are on a range, some are on their third season, some are just getting started.

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Q8: What is the percentage of TAPs that have converted to sales?

A8: Please refer to the response above where we mention Hidroexpo.

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Q9: Great presentation guys very informative thank you! How much cash is the company expected to raise in the future using dilution?

A9: Our funding requirements are under review and will let all stakeholders know when appropriate

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Q10: Are there competing systems to yours that are also attractive for growers? Are your patents protecting you sufficiently?

A10: There are no aqueous CO<sub>2</sub> foliar technologies in the market aside from ours. All other CO<sub>2</sub> options are, in some form, atmospheric enrichment. Yes, our patent portfolio does protect us sufficiently.

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Q11: Is 3 seasons the maximum for TAPs for any one custom?

A11: While we would never say no to a customer if they want to do a 4th season, most customers will need no more than 3 seasons.

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