



OXITEC

Products and Partnership Opportunities

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About Oxitec



- Private UK technology company
 - Oxford University spin out
 - 10 years old
 - 40 staff
- GM insects for agriculture and public health
- Collaborations around the world
 - Moscamed
 - University of São Paulo
 - USDA
 - Bill and Melinda Gates Foundation
 - Malaysian Ministry of Health
 - Gorgas Institute Panama



Our products



Oxitec develops genetically infertile male insects that can suppress pest populations. Our four leading products ...



Medfly



Olive fly



Diamondback moth



Pink bollworm

... are entering field trials to obtain commercial registrations

- Mexfly, *Anastrepha ludens* also available
- Tomato leafminer, *Tuta absoluta* in development
plus
- Unique ability to create new products



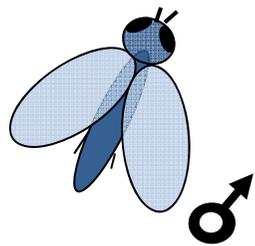
Tomato leafminer

Our technology

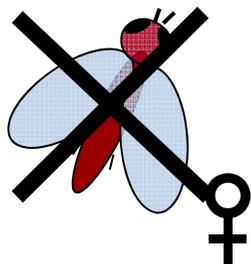
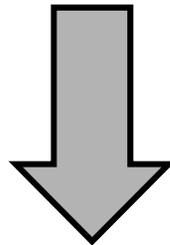
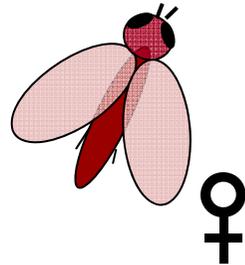


Oxitec male

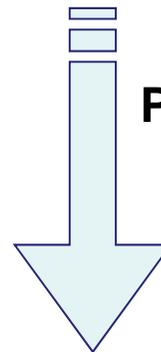
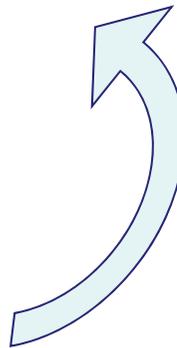
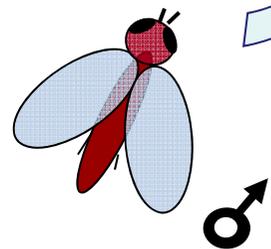
Wild female



X



All female offspring die



Population declines

- Release Oxitec males to outnumber wild males
- They seek wild females
- Species-specific solution
- No damage to crops
- Monitoring assisted by fluorescence



Oxitec Wild

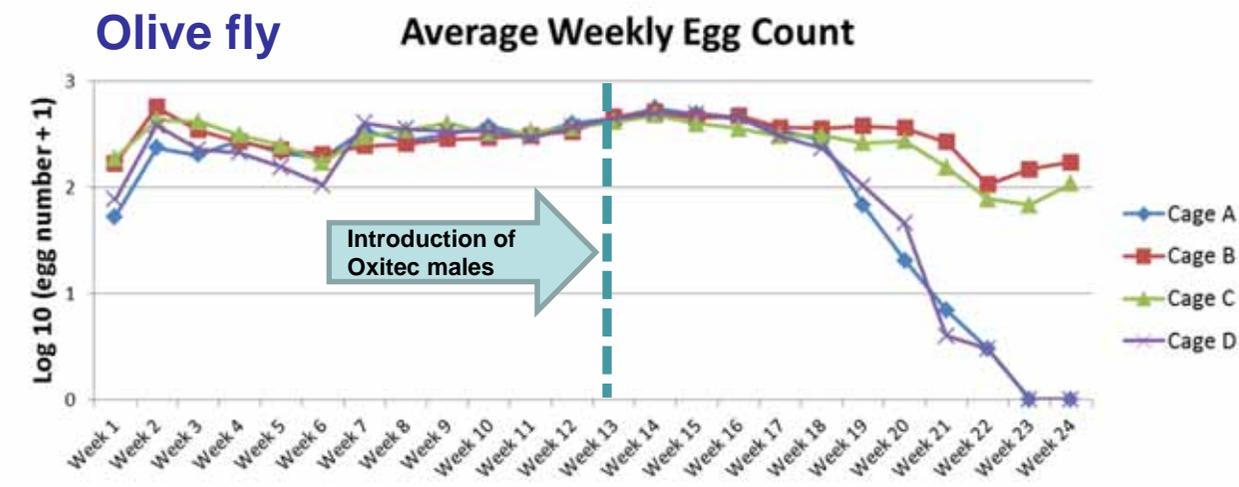
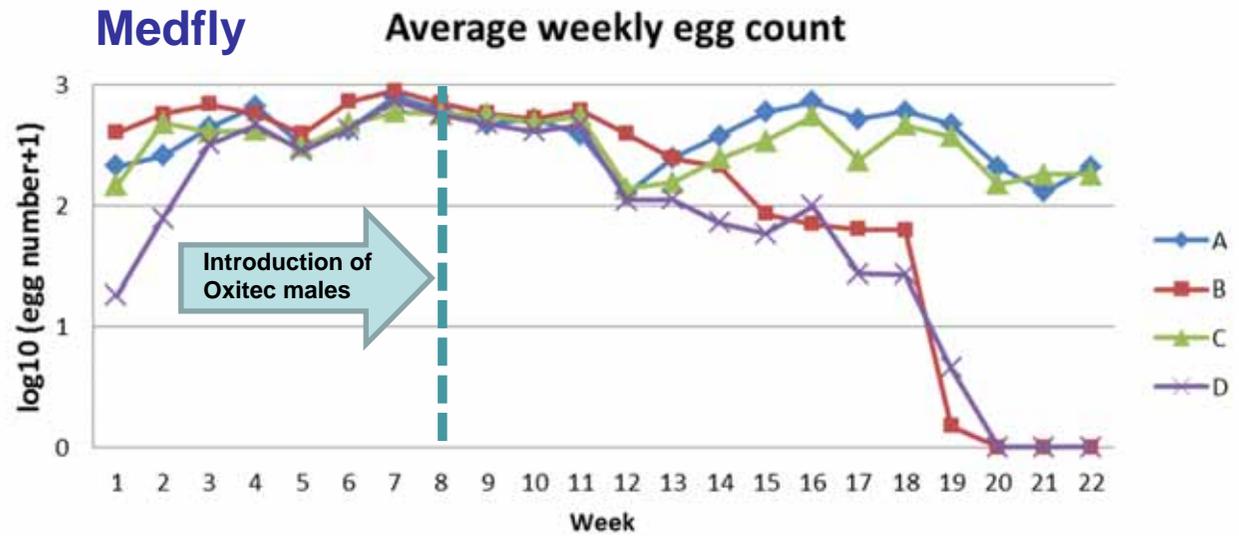
Transforming the biocontrols sector



- Oxitec insects not constrained to glasshouse use
 - Genetic biocontainment prevents establishment
 - Fluorescent marker aids tracking
- Patent protection: Profit protection
- New species available 'on demand'
 - Typically 1-3 years to field trials
 - Potential for a series of new launches
- Complementary to IPM approaches
 - Low environmental impact: species specific
 - Resistance management tool
 - Connect with partners' presence on farm
- High efficacy to achieve and sustain control



Strong results: Caged suppression

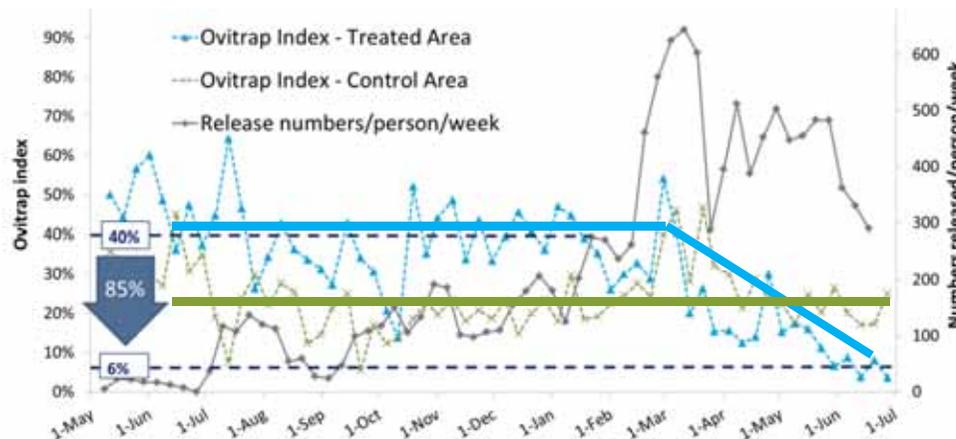


Open trials: Mosquito suppression

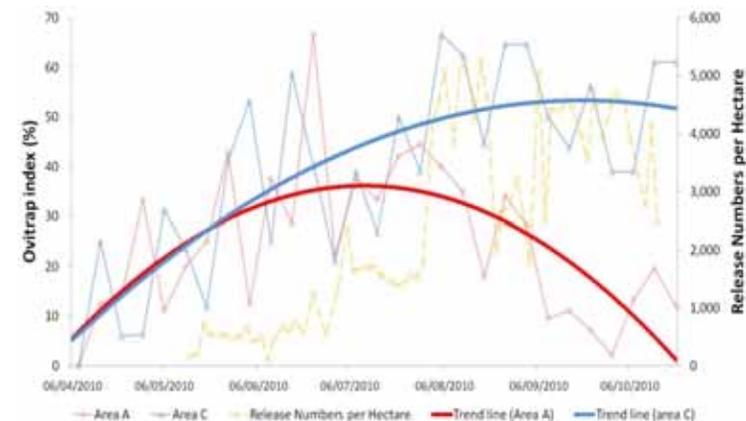


- Technology proven in two open field trials
 - Over 85% suppression in Itaberaba, Brazil
 - Over 80% suppression in Cayman Islands
- More open trials in progress and others planned

Itaberaba, Brazil



Cayman Islands



Open trials: Agriculture

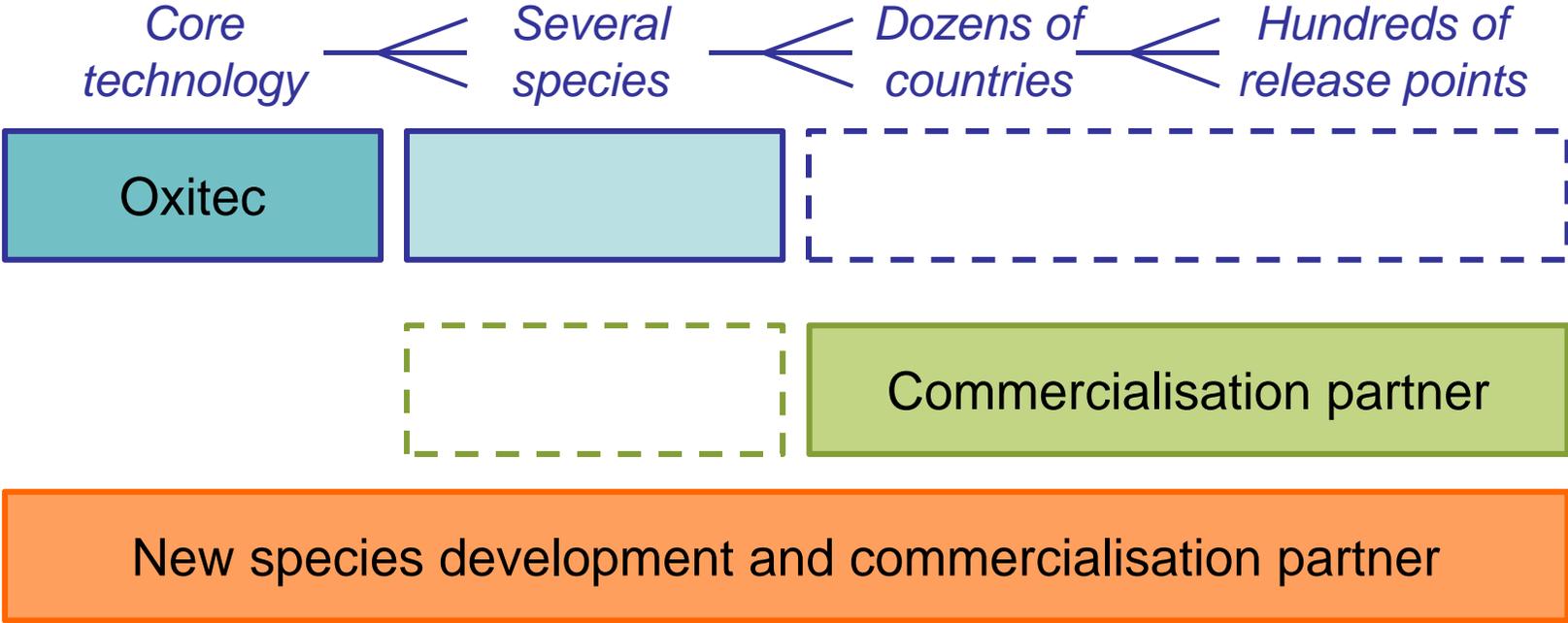
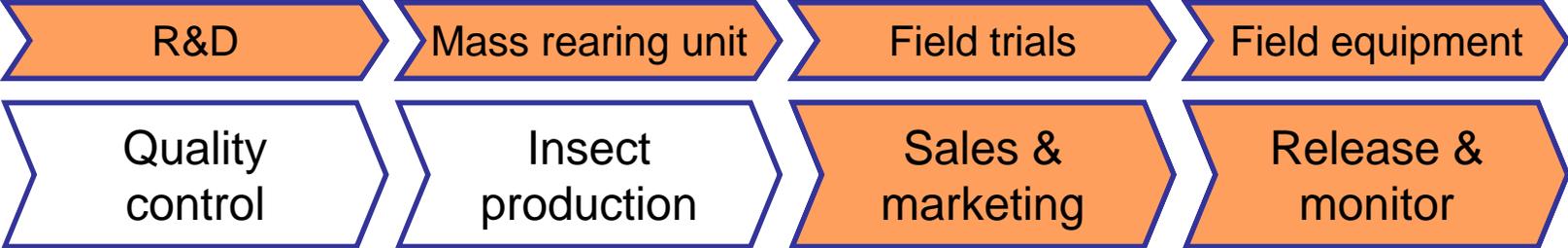


- Medfly trials started in Morocco
 - New production facility approx. 200m²
 - Initial capacity can address 10k ha+
 - Netted field trials in progress
 - Open field trials expected 2013
- Medfly Brazil open trial planned 2013
- Olive fly trials in Southern Europe
 - Spain and Italy releases planned 2013
 - Regulatory approval targeted 2014/15
- DBM contained suppression trials
 - UK and USA 2012/13
 - Open trials to follow



Ideal time to partner commercially

Oxitec: Value chain partners

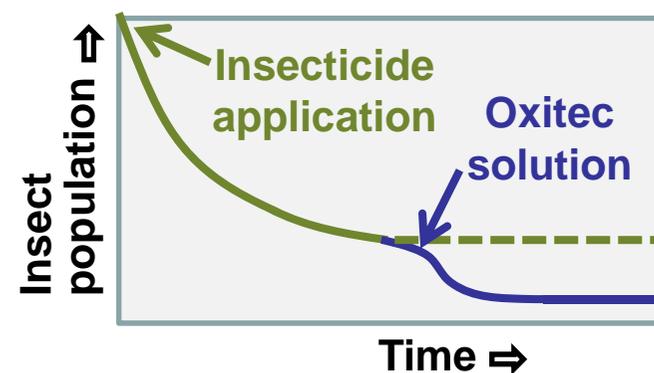


Example: European olives



	Spain	Italy	Greece
Planted hectares	2,093k	1,191k	834k
Value @ €150/ha/yr	€314m	€179m	€125m
30% market share	€94m	€54m	€38m

- Suppression value drivers
 - Insecticide saving
 - Yield increase / protection
 - Oil quality
- Cost drivers
 - Release rate per hectare
 - Number of releases per year (may be seasonal)
 - Distribution logistics



Substantial profit potential, plus cross-selling

- Oxitec technology can transform the biocontrols industry
 - Effective and proprietary
 - Complementary to IPM approaches
- Oxitec products are proven to work
 - Achieved mosquito suppression in Cayman Islands and Brazil
 - Agricultural strains demonstrated in cages and entering field trials
- Oxitec seeks partners to drive commercialisation
 - Trials and regulatory, marketing and sales, delivery and stewardship
 - Investment delivers exclusivity of a profitable, unique IPM component
 - Supported by Oxitec
- Development and production partnerships also possible



Let's discuss!

Thank you!



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