



H E X I M A

Hexima: Tapping into International Markets

Wilson HTM Life Science Conference 2007

October 15th 2007

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Dan O'Brien: CEO of Hexima Limited

- ◆ **Overview of the total global market for Hexima's technologies and the process via which Hexima evaluates the attractiveness of each of these markets.**
- ◆ **Description of the markets Hexima plans to access first and how we propose to tap into those markets**
- ◆ **Brief update on our success to date and a closing summary**

Agriculture is the world's largest growth business. Mechanisation and chemicals drove productivity increases in the 20th century – bio-technology will drive future productivity increases

**Global agriculture market –
US\$2.2 trillion**



**Forces impacting agricultural
demand**

Population growth

Increased affluence

Land scarcity

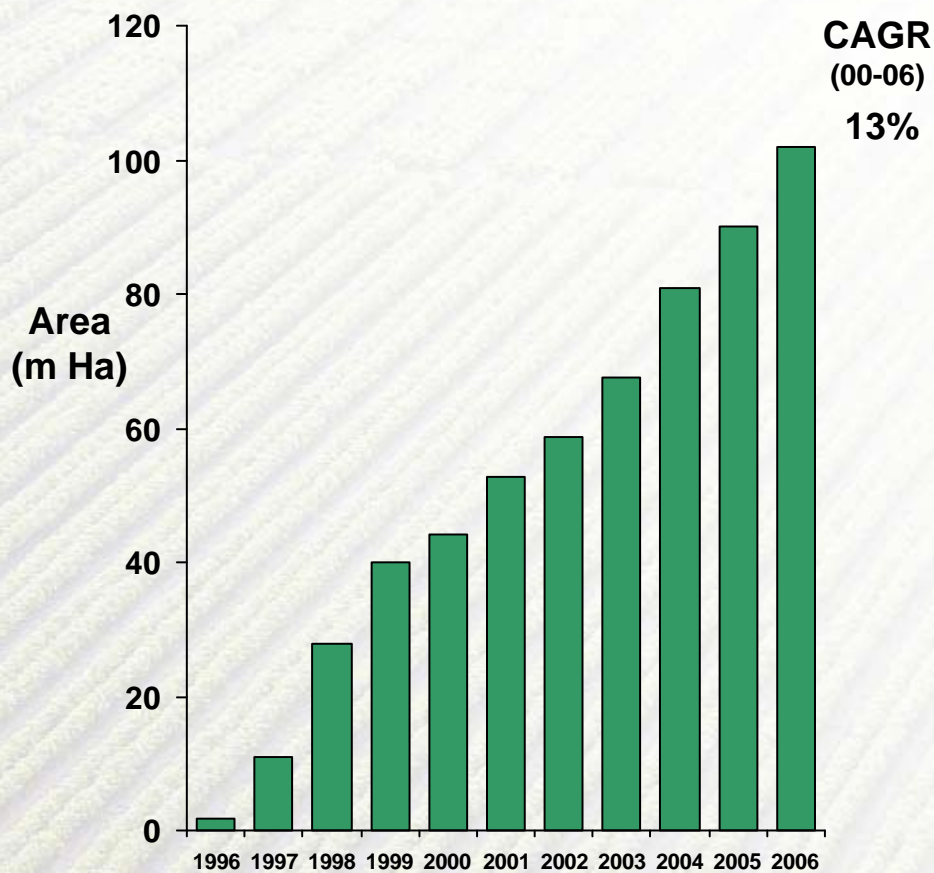
Bio-fuels

“... the adoption of ag-biotech crop technology will be essential to achieve the required productivity gains, as no other technologies, existing or anticipated, will be able to satisfy these demands”

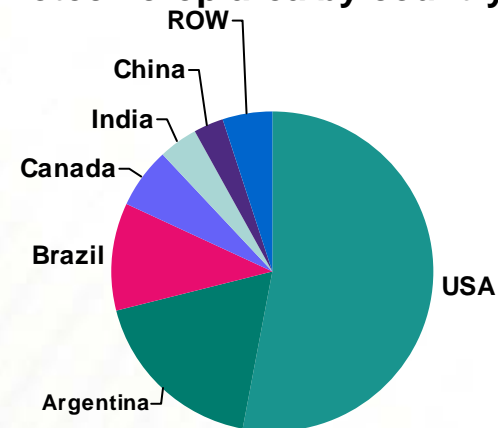
William Goure, PhD (2007)

The global area of biotech crops has risen rapidly

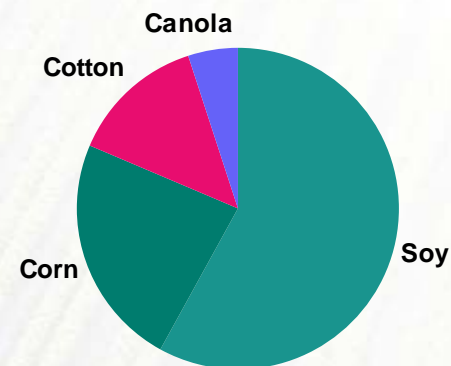
**Global Biotech Crop Area
(1996-2006)**



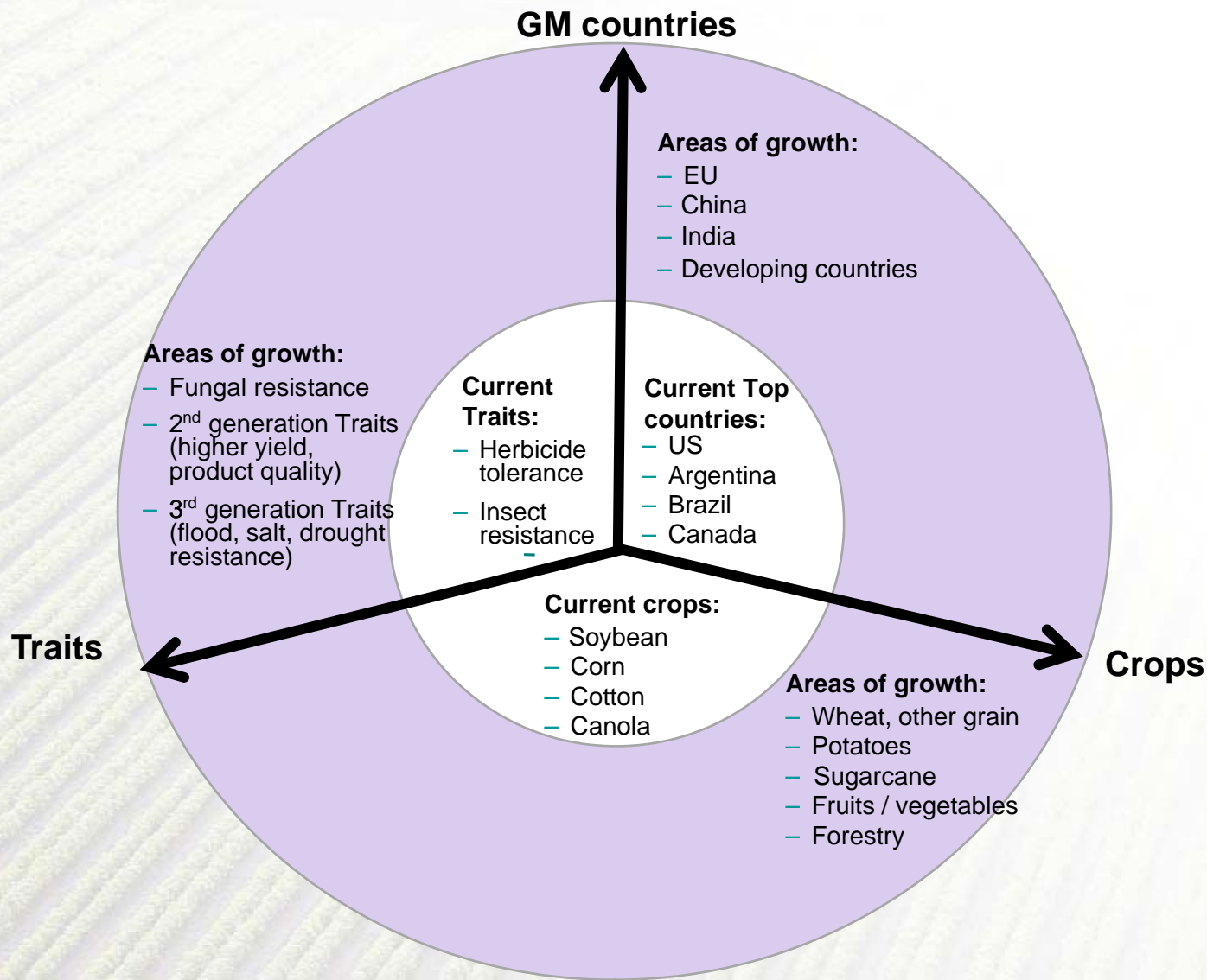
Ag-Biotech crop area by country (2006)



Ag-Biotech crop area by crop (2006)



There are significant drivers of growth across the whole industry in the form of new countries, crops and Traits



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Hexima's technologies are part of the ag biotech growth frontier

Insect resistance technology

- Proteinase Inhibitor (PI) technology
- Provides crops with insect resistance by inhibiting the capacity of insects to digest proteins

Fungal resistance technology

- Defensin technology
- Provides crops with resistance to several fungal pathogens

Gene delivery technology

- Multi-Gene Expression Vehicle (MGEV)
- Molecular tool which facilitates the transfer of multiple genes into a plant in a single event

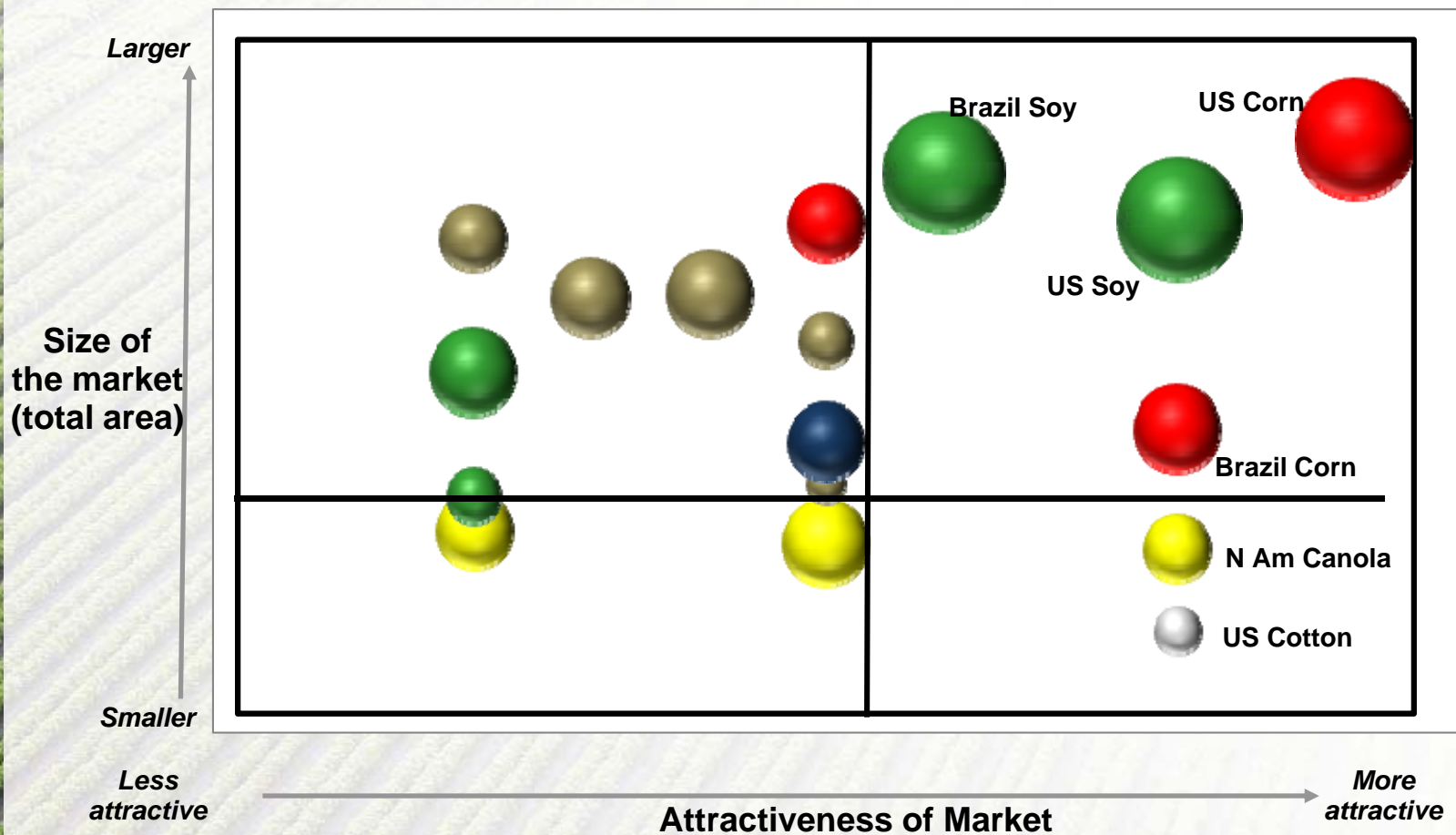
Early stage technology

- Other technologies being developed include:
 - Cyclotide technology
 - Cotton plant transformation technology

Hexima's technologies are covered by more than 50 awarded and pending patents

Hexima has identified the US and Brazil as key markets for Hexima's products

Illustrative attractiveness of crop and country markets for Hexima Traits



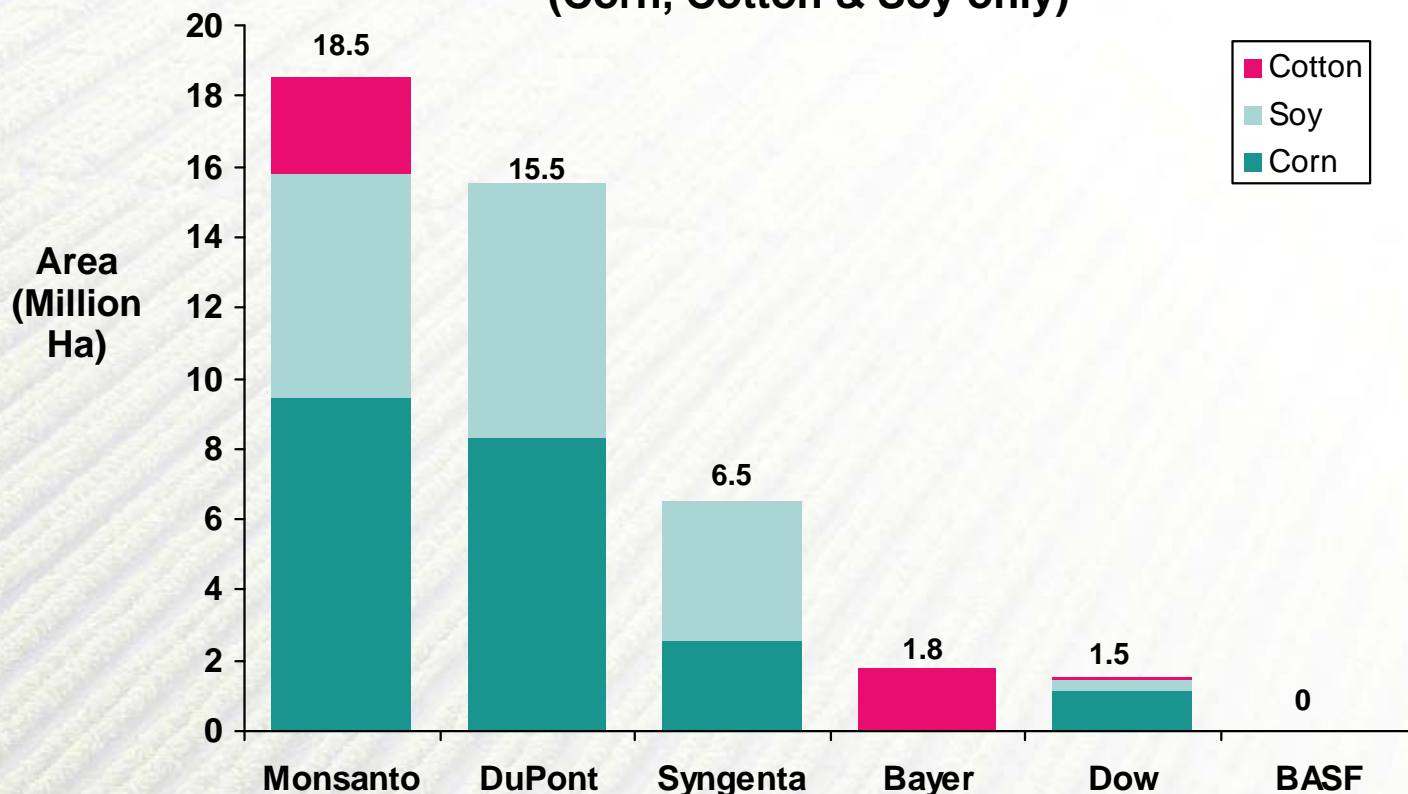
Six global agribusiness groups are the gatekeepers to the ag-biotech market



- **Trait Developers are large chemical companies, all with extensive sales of chemicals for agriculture**
- **Six global agribusiness groups – Monsanto, DuPont / Pioneer, Syngenta, Dow AgroSciences, Bayer and BASF - control the global commercial seed production**
- **Although much smaller than traditional ag-chemical sales, seed and trait sales are growing rapidly**

Monsanto has been the leading ag-biotech Trait developer – however the others are making significant investments to strengthen their position

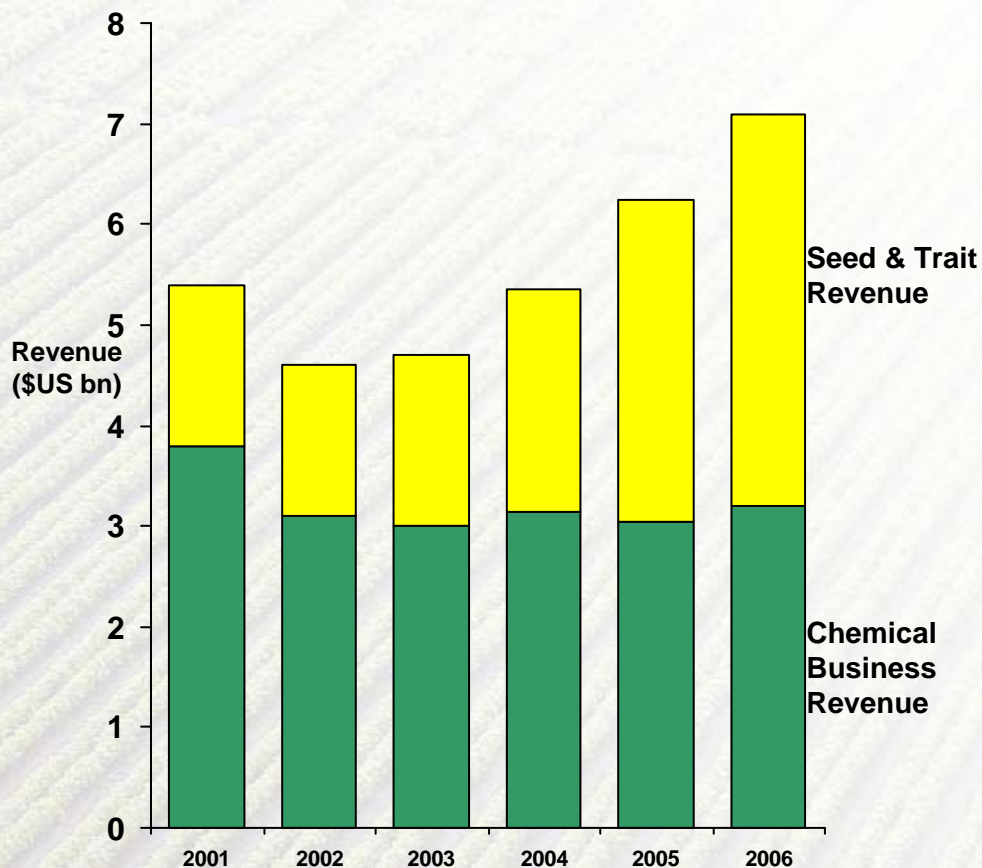
**US Seed Area by Company 2006
(Corn, Cotton & Soy only)**



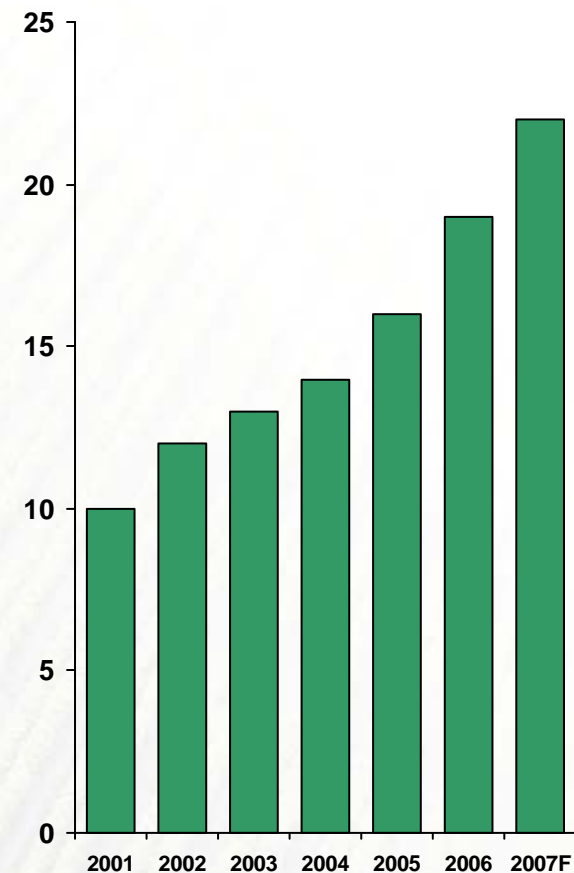
2006 Sales (\$USbn)	Monsanto	DuPont	Syngenta	Bayer	Dow	BASF	Total
Seed & Trait	4	2.8	1.7	0.5	0.3	-	9
Ag-related (inc seed)	7.3	5	3.2	8.1	6.8	4.2	21
Total Sales	7.3	27.4	8	39	49	71	131

The quality of Trait technology is a key driver of growth for the seed industry

**Monsanto Revenue by segment
(2001-2006)**

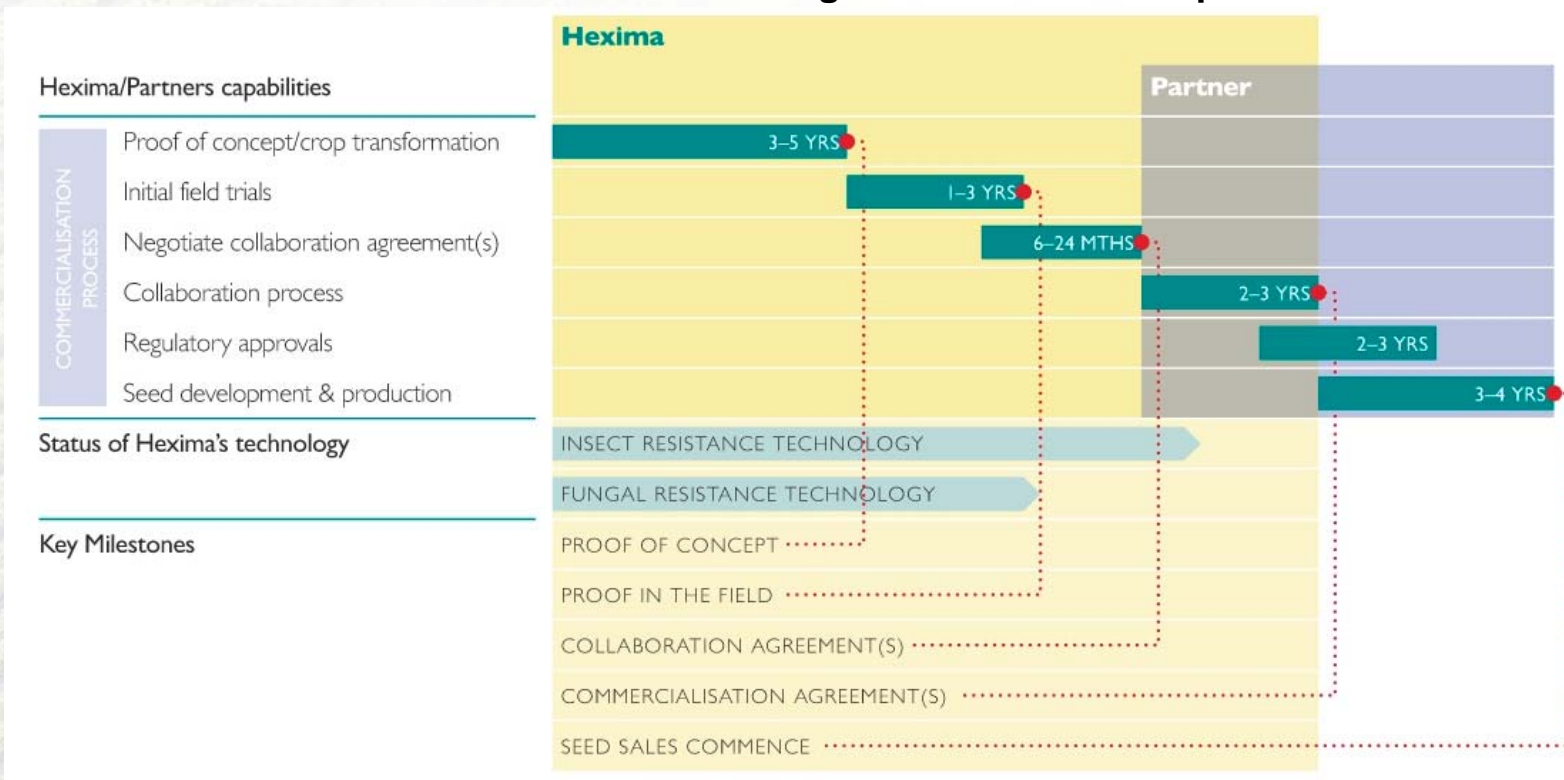


**Monsanto US Corn Seed
Market Share (2001-2006)**



Hexima is on track with its published indicative development timeline and is seeking to accelerate where possible

Indicative Insect-resistance & Fungal-resistance development timeline



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Hexima is using its relationships with key agribusiness groups to tap into the global agriculture markets

- **Hexima's ultimate market is the large Ag biotech crop markets**
 - **The US and Brazil are the most prospective**
- **Six key agribusiness groups can provide Hexima a conduit to these markets**
- **Hexima has established collaborative research agreements with four of these groups or their wholly owned subsidiaries**
 - **In addition, ongoing contract research agreements, including the expanded agreement with Dow AgroSciences, announced on August 29**
- **The Hexima team is engaged in dialogue with these agribusiness groups with a view to execution of further collaboration and ultimately commercialization agreements**