General Presentation
October 2011
Facts & trend

Source: Encyclopedia Britannica
Management Team

- Jacques Vionnet  
  CEO, Entrepreneur background

- Laurent Selles  
  CMO, IP to market expert in water & energy Start-ups

- Lyonel Recorbet  
  Business Development Latin America

- Eng. Franz Kohler  
  Field Manager, Agrochem specialist

- Dr. Peter Good  
  CTO, Chemist, ex- Nestlé Industrial Director in China

- Alain Thomas  
  IP Manager, ex-Nestlé IP Director

Company formed Dec. 13th 2010
Address: 14 Chemin des Baules, CH-1268 Begnins, Switzerland
Science

Soil-water interaction

Water movement in soil

- Gravity
- Infiltration
- Capillarity

Water losses in agricultural practice

- Transpiration
- Surface Water Evaporation
- Soil-Water Evaporation
- Percolation
Guilspare Product

1. Natural, non toxic & auto-degradable water retainer
2. Derived from organic polymer chemistry
3. Composed of siliconates and silicates
Intellectual property

4 variables

- Climate
- Soil
- Crop
- Irrigation system

Know-how

Existing patent in Brazil

Future patents

Dilution
Concentration
Results

Increase of soil water content

![Graph showing increase of soil water content over time. The graph compares treated soil (Green) and untreated soil (Yellow) at depths of 0.15 m and 0.25 m. The graph indicates an increase of +34% at 0.15 m and +53% at 0.25 m in soil water content.]
Applying Guilspare

- Application of concentrate mixed to irrigation water
- Lasts up to 3 years if land is not plowed
- Minimal labour & equipment

Or manual application
Benefits to farmers 1

1. Water (-25 up to -50% water usage) especially in rationalization
2. Crop Yield (+10% up to +80%)
3. Reduces airborne weeds & herbicide/pesticide usage
4. Fire protectant

Without Guilspare

With Guilspare

- More water to roots
- Better plant growth
- Less weeds
Benefits to farmers 2

Yield of okra-gumbo

YIELD OF OKRA IN OMAN – AUTUMN PLANTING

CHOICE: 80% more yield with 100% irrigation water
22% more yield with 50% irrigation water

Confidential - Guilford Holding SA
October 2011
Benefits to Farmers 3

Yield of corn-maize

120% more yield with 50% irrigation rate
Benefits to farmers 4

Controls airborne weeds (Spain)

- Without GUILSPARE®
- With GUILSPARE®

<table>
<thead>
<tr>
<th>DAY OF YEAR (1999)</th>
<th>0</th>
<th>50</th>
<th>100</th>
<th>150</th>
<th>200</th>
</tr>
</thead>
<tbody>
<tr>
<td>Non-treated soil</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
<tr>
<td>GUILSPARE®-treated soil</td>
<td></td>
<td></td>
<td></td>
<td></td>
<td></td>
</tr>
</tbody>
</table>
Benefits to farmers 5

Eggplants flowering and harvesting

Crop precocity: 25% more harvest during the first 15 days
### Audited gain per crop

#### ACADEMIC AUDITED GAINS PER CROP - Reports are downloadable from www.guilford.com (references section)

<table>
<thead>
<tr>
<th>Academic tests</th>
<th>Country</th>
<th>Year</th>
<th>Crop</th>
<th>Yield increase</th>
<th>H2O saving</th>
</tr>
</thead>
<tbody>
<tr>
<td>AMAAF, Rabat</td>
<td>Morocco</td>
<td>2003</td>
<td><strong>Tomato</strong></td>
<td>20 %</td>
<td>12 %</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Eggplant</strong></td>
<td>20 %</td>
<td>12 %</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Lettuce</strong></td>
<td>20 %</td>
<td>12 %</td>
</tr>
<tr>
<td></td>
<td></td>
<td></td>
<td><strong>Avocado</strong></td>
<td>30 %</td>
<td>10 %</td>
</tr>
<tr>
<td>University California,</td>
<td>USA</td>
<td>2002</td>
<td><strong>Tomato</strong></td>
<td>30 %</td>
<td>30 %</td>
</tr>
<tr>
<td>Davis</td>
<td></td>
<td></td>
<td><strong>University California, Davis</strong></td>
<td>USA</td>
<td>2002</td>
</tr>
<tr>
<td>Sultan Qaboos University, Muscat</td>
<td>Oman</td>
<td>2002</td>
<td><strong>Okra</strong></td>
<td>40 %</td>
<td>25 % 67% 50%</td>
</tr>
<tr>
<td>IRNA, Sevilla</td>
<td>Spain</td>
<td>2000 - 2001</td>
<td><strong>Corn</strong></td>
<td>80 %</td>
<td>50 %</td>
</tr>
</tbody>
</table>

*This chart does not take yield vs precocity into account. It is however estimated to be +25% in the first 15 days. See net gain in USD/acre on Californian tomatoes p10.*
Market Segmentation

1. Arid and sandy regions

2. C3 crops: Tomatoe, salad, watermelon, asparagus, eggplant, advocado, etc…
Initial Markets & Partners

- Peru (Interoc Custer, 5th largest distributor) in some Latin America countries
  Working & distributor agreements in place

- Morocco (Soldive): #1 watermelon producer
  Working agreement in place

- China (StarFarm/Metro): « from farm to fork » traceability concept
  Agency agreement signed

Total irrigated Land: 56.1 Million hectares (source: FAO, Aquastat, 2004-2005)

- China: 53.0 Mi ha
- Morocco: 1.4 Mi ha
- Peru: 1.7 Mi ha

Potential market @ € 450.-/ha..........................€ 25 Bi
Business Model

- **Manufacturing:**
  - Concentrate mixed internally, or prepared at suppliers site, centralized
  - Direct Exportation for EU + MENA
  - Joint Ventures: US, China & Australia

- **Client base:**
  - Fertilizers & seeds distributors serving farm coops
  - Large growers (>100’000 ha)
  - Water utilities
# Pricing Guilspare (in €)

- **Distributor price**: 264,00 per 100 liters
- **Coop price**: 330,00
- **Farmer price**: 450,00

- **Quantity required**: 100 liters per treated hectare (=2.47 acres)
- **Dilution with water**: 1 to 2 %
  - 50 to 100 liters of Guilspare mixed to 4'900 to 4'950 liters of water
Ex. of gain in Tunisia

(*source FAO, 2005)

Tomato Production yield = 70 Tonnes / ha
Tomato selling price = € 55 / T
Revenues/ha/year € 55/T x 70 = 3’850 € /ha/y
H2O consumption/ha/year = 8’000 m3
Cost of H2O (€ 0’06 / m3) = 480 €/ha/y

>>> A +30% gain on yield = 91 T/ha/y
or € 5005 /ha/y ...............................................................+ €1155/ha/y
>>> A 20% gain on water cost............................€ 96/ha/y

Total gain € 1251/ha/y – Guilspare cost of € 412/ha/y...€ 839 €/ha/y
Competitive Pricing vs mulch

Max price (Plastic mulch):
- Cost of supply & installation:
- Cost of removal

Total: 600-800 €/ha
+ final disposal

Other competition: absorbent polymers, GMO, dams
2012 Milestones

December 2011...........Technical validation in Morocco
                      Invitation of key players
February 2012......... Technical validation in Peru
                      First orders in Morocco
March 2012...............Demo site in China
April 2012...............Demo site in USA (ex.Cargill)
                      Demo site in France with Veolia & ProNatura
June 2012.................First orders in Peru
September 2012.........Technical validation in China, USA & France
October 2012.............First orders in China, USA & France

N.B Registration of Guilspare as of each above validation phase
Thank You

Lake Mead Reservoir, Ca., USA

Web: www.guilspare.com

Contact:
lyonel.recorbet@guilspare.com
laurent.selles@guilspare.com

Cell: +33.689.68.9977