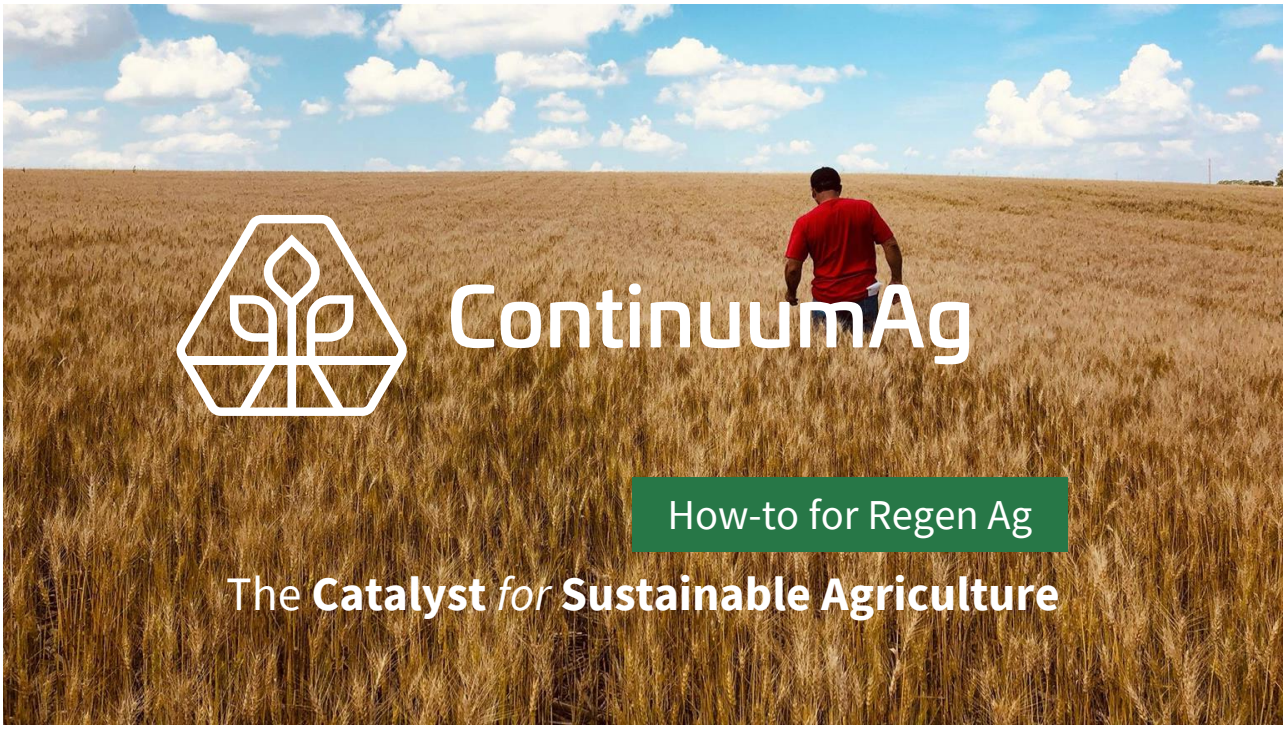


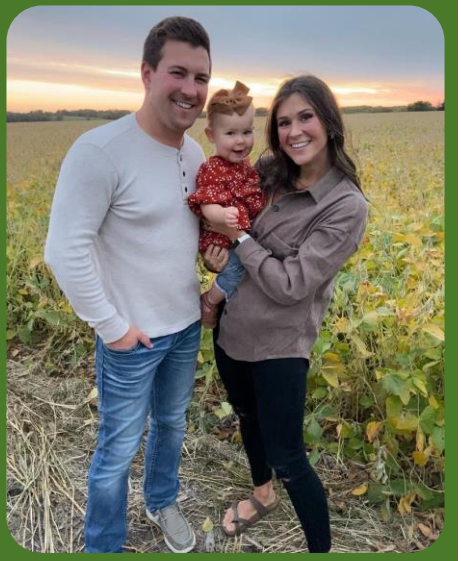
1

About Me

-7th generation Iowa farmer
-Founded Continuum in 2015
-Family has used no-till since 1978 and cover crop since 2013
-2021 Forbes Under 30
-2020 AgGrad 30 Under 30

Personal mission: To be a visionary for a better world and a shepherd of God's creation.

@continuum_ag



2

ContinuumAg

Farmer Solution
The HOW-TO for Regenerative Ag

✓ Better Soil Health

✓ Better Carbon Sequestration

3

FUTURE: Regenerative Farming: Carbon Solution For the Agriculture Sector

PROBLEM: only 4% of Farmers Use Regenerative Farming

96% Farmers don't use Regenerative Farming

Only 4% Use Regenerative Farming

Why?

COMPLEX
How do I implement regenerative practices correctly for my context?

LOGISTIC RISKS
How do I use my equipment effectively & not screw up my yields?

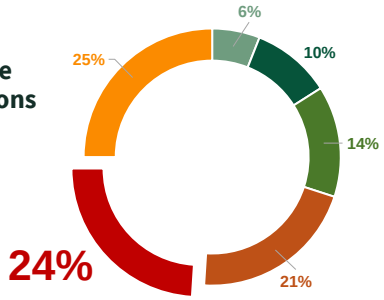
ECONOMIC RISKS
How do I manage inputs and protect my profits?

4

FUTURE: **Regenerative Farming: Carbon Solution For the Agriculture Sector**

Global greenhouse gas emissions

BY SECTOR



buidings · electricity & heat · transportation · industry · **agriculture & land** · other

24% **24% of the greenhouse emissions** come from the Agriculture + Land sector

Solution: Regenerative Farming

- ✓ **improve water + air quality**
- ✓ **enhance ecosystem biodiversity**
- ✓ **produce nutrient-dense food**
- ✓ **Mitigate GHG losses and sequester carbon**

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TopSoil by ContinuumAg

Soil Health data intelligence platform: https://topsoil.ag

Regen Roadmap: Data management and Regen Ag recommendations

RightWay: Haney Soil Health recommendations

Carbon: Carbon soil sampling and market access

Carbon Intensity: The future!

Start organizing your management data now

6

Soil Health Principles

1) Minimize soil chemical and physical disturbance
2) Maximize soil armor
3) Maintain living roots throughout the year
4) Foster diversity of species
5) Integrate livestock
6) Context as the principles are implemented

7

Principle Minimize Disturbance

- Maintain the home for the microbes
- Don't over-apply fertilizer or pesticides
- Enable soil structure
- Foster air and water flow
- Reduce/eliminate tillage

Over 8 billion microbes in 1T of healthy soil

8

9

10

Maximize armor

1) **Protect the soil against rain and wind impact**
2) **Minimize erosion**
3) **Suppress weeds**
4) **Build habitat for beneficials**
5) **Control evaporation and moisture management**
6) **Control soil temperature**

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Temperature management:
June 2021
-91 degree day
-100 degrees at canopy
-76 degrees at soybeans/soil
-126 degrees with bare soil

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Maintain living roots

1) **Feed the microbial system**
2) **Cycle nutrients**
3) **Stabilize left over nutrients**
4) **Avoid pollution**
5) **Sequester carbon**
6) **Build organic matter**

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June interseeded Nitro Tillage Radish

Fall seeded Hairy Vetch

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Interseeded “skip-row” corn
-Cereal rye, annual rye, hairy vetch, cow peas, radish, flax, crimson clover, buckwheat

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Foster diversity

1) **Emulate the native prairie**
2) **Diverse plants feed diverse microbes**
3) **Diverse microbes do diverse functions**
4) **Create synergies**
5) **Avoid disease/pest cycles**
6) **Expand revenue streams**

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Corn planted green into winter wheat, hairy vetch, crimson clover

25


Harvesting malt barley

26


5lbs Crimson Clover March
”frost seeded” into malt barley

27


Mustard grown for seed

28

29

30

31

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Relay cropping soybeans into cereal rye:
-60lbs rye over winter
-Full-season beans drilled in
-30bu/ac rye harvest
-70bu/ac soybean harvest
-Fungicide and 100lbs MAP/AMS

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Integrate Livestock

1) **Mimic the prairie system**
2) **Add nutrients back to the system**
3) **Stimulate biological and plant growth**
4) **Monetize cover crops**
5) **Diversify revenue streams**
6) **Expand the food web**

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Mind your context

1) **Factor these principles into the context of your farm**

- **Soil types**
- **Geography**
- **Climate**
- **Equipment**
- **Labor**
- **Market access**
- **Baseline**

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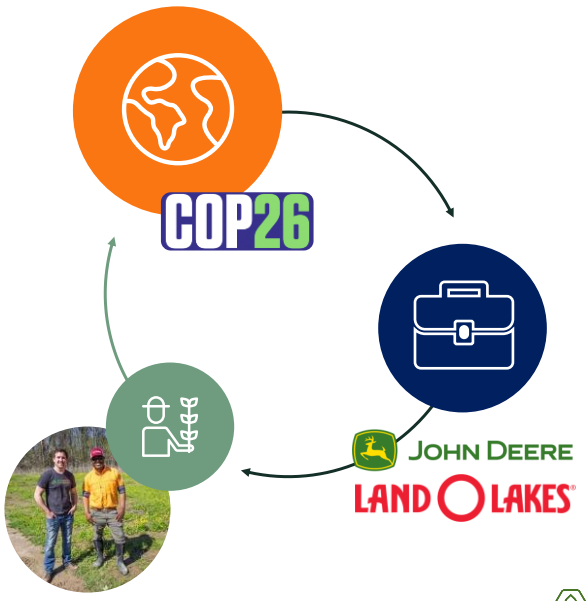
TODAY: The Search For Carbon Solutions

FINANCE SECTOR
$130 trillion dedicated to reducing emissions

CORPORATIONS
"Scope 3" of the finance sector

FARMERS
"Scope 3" of the Corporate Supply Chain



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Become a catalyst for sustainable agriculture today.

Join the Continuum revolution.

mitchell@continuum.ag

www.continuum.ag

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ContinuumAg

We improve:

- Soil Health
- Family Farm Profits
- **Environmental Outcomes**

Regen Ag Tools
from Farmers, for farmers

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TopSoil
by ContinuumAg

Regenerative Farming +
Soil Health intelligence
made *accessible*

The *for* Farmers
by Farmers
Solution

SERVICES
Soil data intelligence processes

REPORTING
Easy farmer data & reports

MEASUREMENT
The first soil health data software

VERIFICATION
One-stop shop for sustainability data

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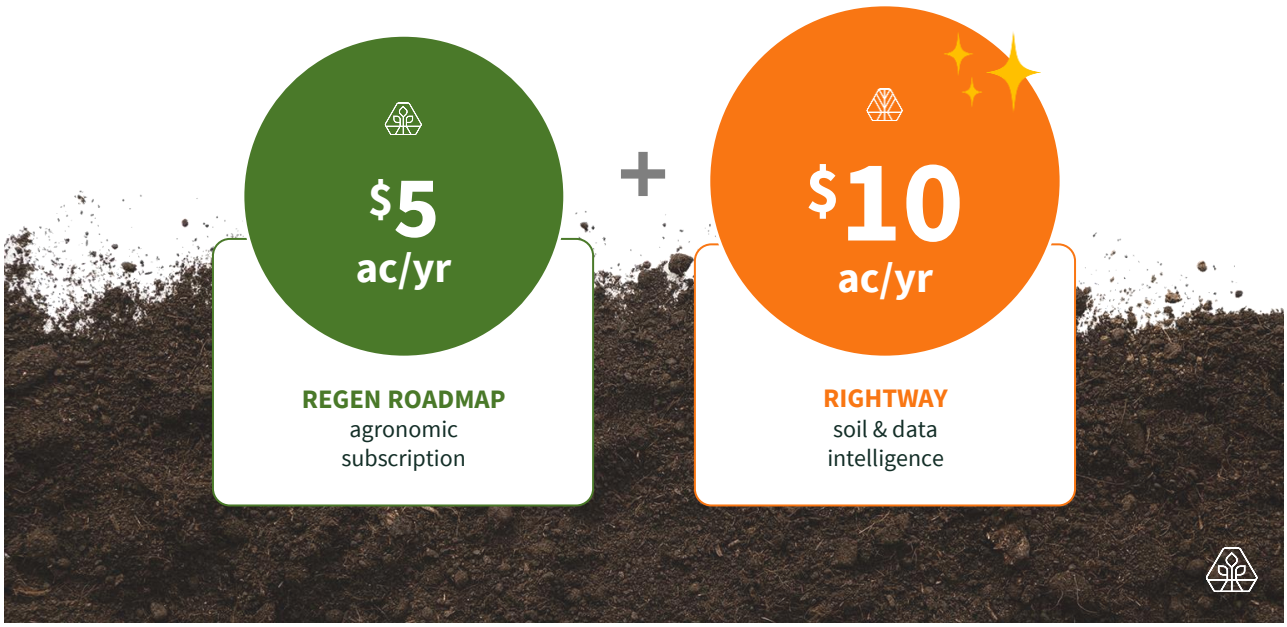
$ / Acre: **The Continuum Model**



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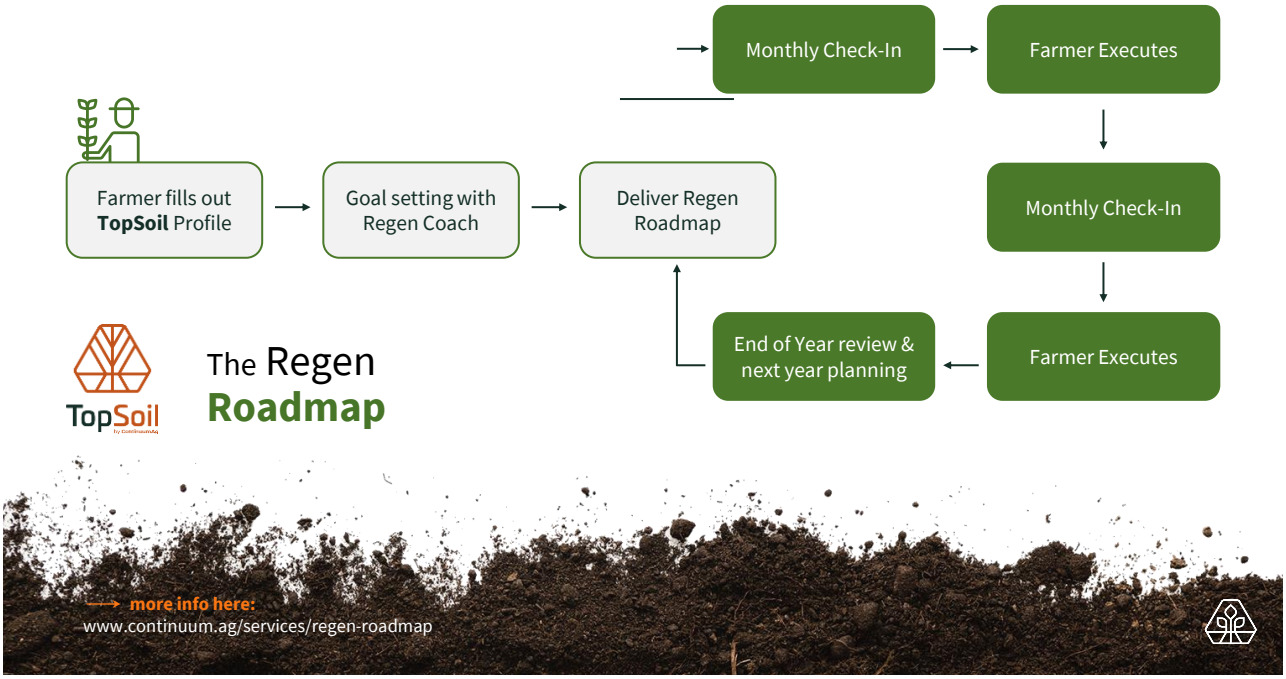

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Making Farmers $ **Better Soil**

COST/ACRE	TRADITIONAL	REGEN	SAVINGS/ COST WITH REGEN
Fertilizer	$297.74	$219.46	$78.28
Till Pass	$9.00	$ —	$9.00
Cover Crop	$ —	$18.50	$(18.50)
Soal Sampling	$4.50	$10.00	$(5.50)
Regen Roadmap		$5.00	$(5.00)
Total	**$311.24**	**$252.96**	**$58.28**

before after

Savings!

Better Soil

Brad McDonald

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Making Farmers $ Better Soil + Carbon Sequestration

COST/ACRE	TRADITIONAL	REGEN	SAVINGS/ COST WITH REGEN
Fertilizer	$297.74	$219.46	$78.28
Till Pass	$9.00	$ —	$9.00
Cover Crop	$ —	$18.50	$(18.50)
State Cost Share	**$ —**	**$(35.00)**	**$35.00**
Carbon Program	**$ —**	**$(35.00)**	**$35.00**
Soal Sampling	$4.50	$10.00	$(5.50)
Regen Roadmap		$5.00	$(5.00)
Total	**$311.24**	**$182.96**	**$128.28**

Bonus!

2x value for Farmers

Carbon Bonus

Brad McDonald

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Agriculture: Big Opportunity

7x ROI for farmers

>4 tons/ac

sequestration accomplished by our farmers

(8x higher than expectations)

$120/ac (+700%)

CARBON BONUS
4 tons/ac*$30/ton
= $120/ac

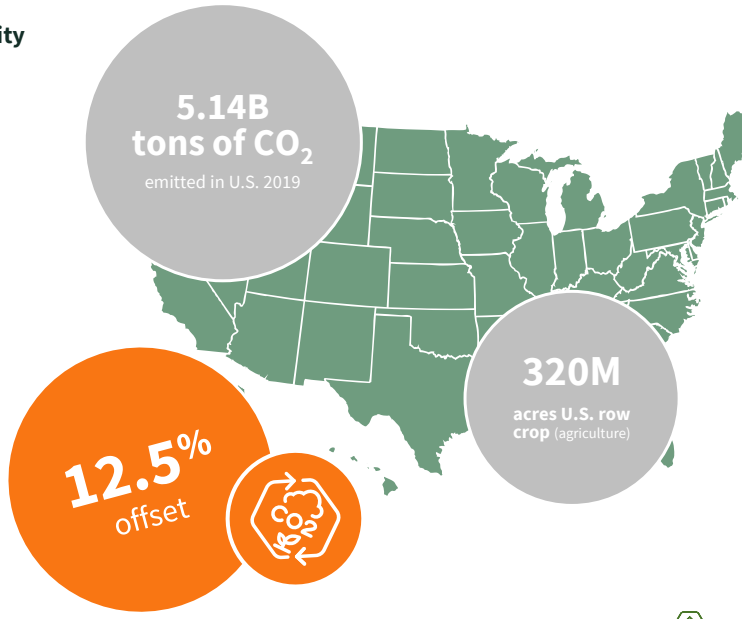
50

Agriculture: Big *Necessary* Opportunity

We can sequester 640M tons CO2/year (2 per acre)

= offset 12.5% of U.S. carbon

+ lessen **erosion**
+ increase **food security**
+ decrease **water usage**
+ improve **human health**



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ContinuumAg

Current Notable Clients

CIBO TECHNOLOGIES

JOHN DEERE

Rabobank

LAND O LAKES

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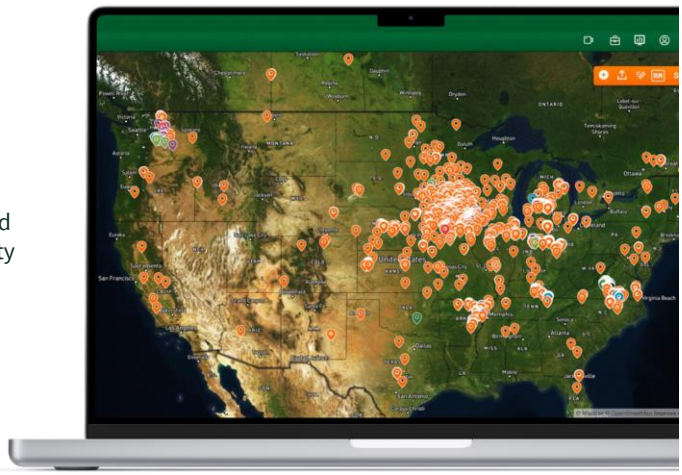
ContinuumAg

- **840,000+ acres** under mgmt.
- **1,500+ users** on our platform
- **$3.9 mil** increased farmer profitability
- **42 state + 20 country** footprint
- **0% churn** on both farmers & enterprise clients



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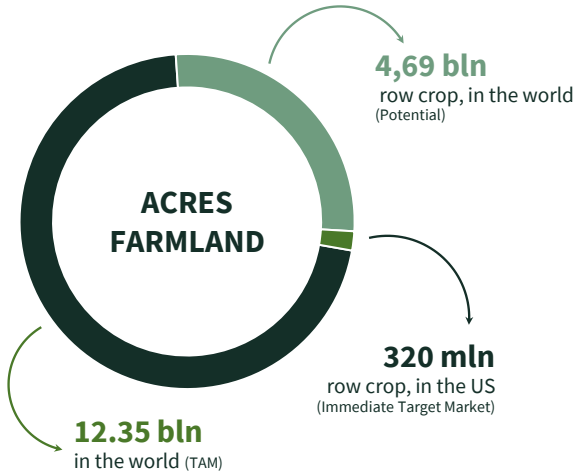
Opportunity: Addressable Market

Our goal is to achieve **3.8 million** acres of paid customers by 2024
(1.18% of target market)



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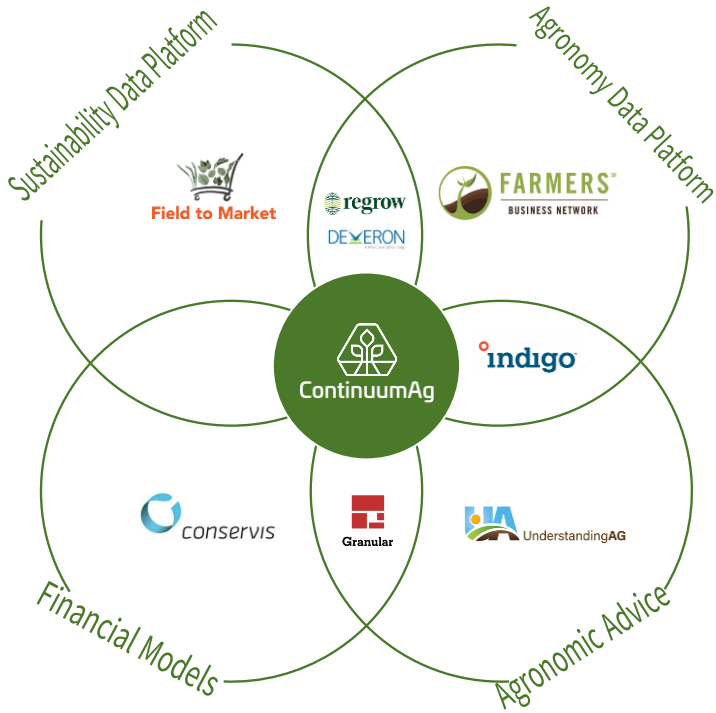
Competition



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Soil health principles

Regen ag: A continual improvement upon implementation of the principles of soil health

- Maintain soil armor
- Minimize disturbance
- Living roots always
- Foster diversity
- Integrate livestock
- Context

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Relay soybeans

- Harvest corn
- Drill cereal rye at 1bu/ac
- Drill soybeans into standing rye (1 maturity group longer than normal) at 160K/ac
- Harvest rye over the top of the soybeans. Rye yielded 30bu/ac in 2021
- Soybeans yielded 68bu/ac
- Soybean check yielded 69bu/ac

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60

61

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Economic Returns- Expenses

- Rye seed: $13/ac
- Rye planting: $18/ac
- Fertilizer: $36/ac
- Soybean seed: $26/ac
- Soybean planting: $18/ac
- Harvest rye: $32/ac
- Herbicide: $18/ac
- Harvest soybeans: $32/ac
- Land expense: $430/ac
- **TOTAL EXPENSES: $702/ac**

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Economic Returns- Income

- Rye: 20 bu/ac at $12/bu = $240/ac
- Soybeans: 70 bu/ac at $13/bu = $910/ac
- **TOTAL REVENUE: $1,150/ac**

- **TOTAL PROFIT: $448/ac**

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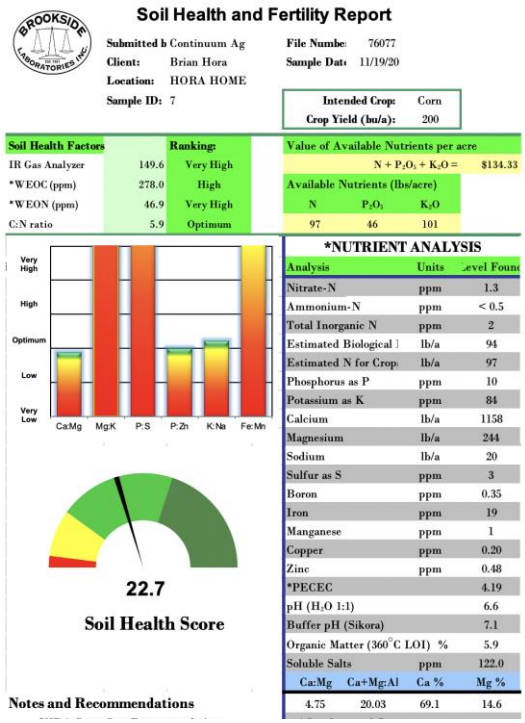
Soil Health Data

- Quantifies:
  - Biological activity
  - Microbe food
  - Microbe available nitrogen to eat the food
  - Eating efficiencies
  - Soil organic nitrogen and phosphorous
  - And all the normal stuff
    - Nitrate, ammonium, P205, K20, Ca, Mg, pH, OM, micros, and so on



Soil Health and Fertility Report

Submitted b Continuum Ag
Client: Brian Hora
Location: HORA HOME
Sample ID: 7

File Numbe 76077
Sample Dat 11/19/20

Intended Crop Corn
Crop Yield (bu/a): 200

Soil Health Factors		Ranking:
IR Gas Analyzer	149.6	Very High
*WEOC (ppm)	278.0	High
*WEON (ppm)	46.9	Very High
C:N ratio	5.9	Optimum

Value of Available Nutrients per acre
$N + P_2O_5 + K_2O =$ $134.33

Available Nutrients (lbs/acre)		
N	P_2O_5	K_2O
97	46	101

Very High / High / Optimum / Low / Very Low
Ca:Mg Mg:K P:S P:Zn K:Na Fe:Mn

22.7
Soil Health Score

Notes and Recommendations

*NUTRIENT ANALYSIS

Analysis	Units	Level Found
Nitrate-N	ppm	1.3
Ammonium-N	ppm	< 0.5
Total Inorganic N	ppm	2
Estimated Biological	lb/a	94
Estimated N for Crop	lb/a	97
Phosphorus as P	ppm	10
Potassium as K	ppm	84
Calcium	lb/a	1158
Magnesium	lb/a	244
Sodium	lb/a	20
Sulfur as S	ppm	3
Boron	ppm	0.35
Iron	ppm	19
Manganese	ppm	1
Copper	ppm	0.20
Zinc	ppm	0.48
*PECEC		4.19
pH (H_2O 1:1)		6.6
Buffer pH (Sikora)		7.1
Organic Matter (360°C LOI)	%	5.9
Soluble Salts	ppm	122.0

Ca:Mg	Ca+Mg:Al	Ca %	Mg %
4.75	20.03	69.1	14.6

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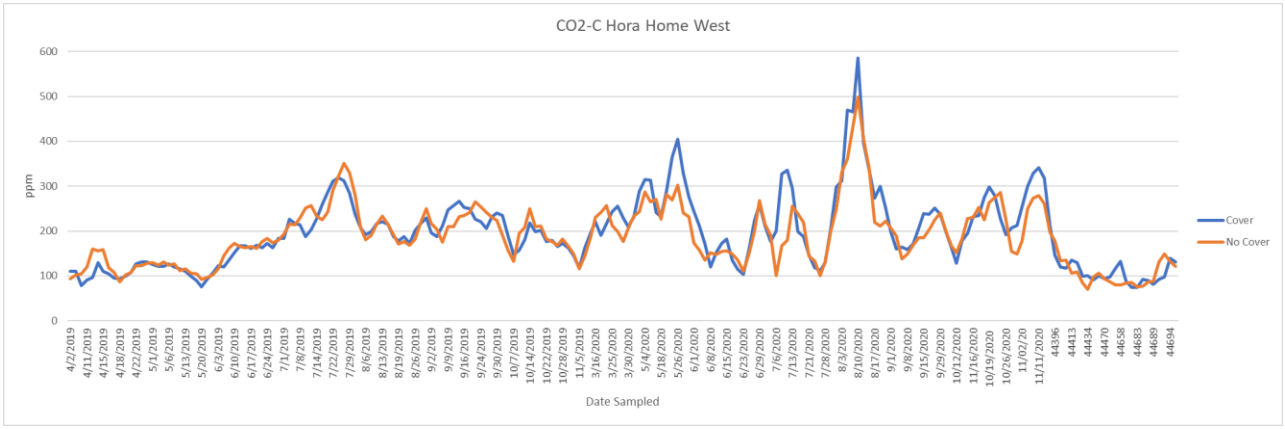

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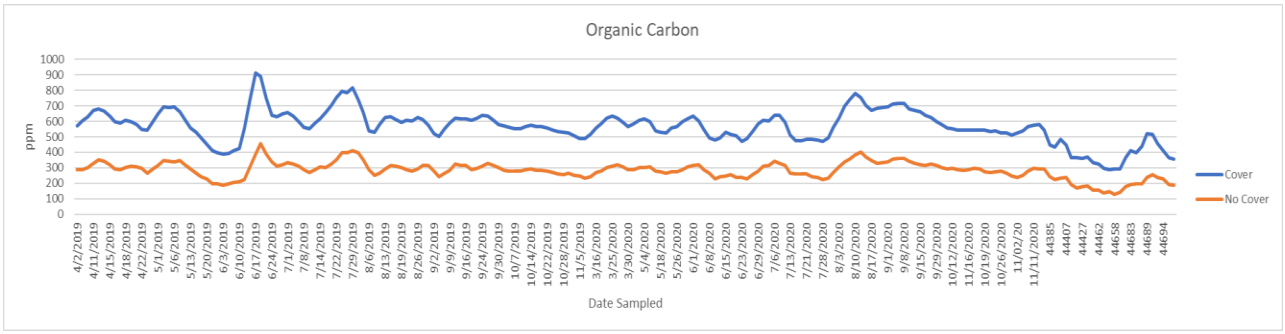
Organic Carbon
ppm
1000
900
800
700
600
500
400
300
200
100
0
Cover
No Cover
Date Sampled

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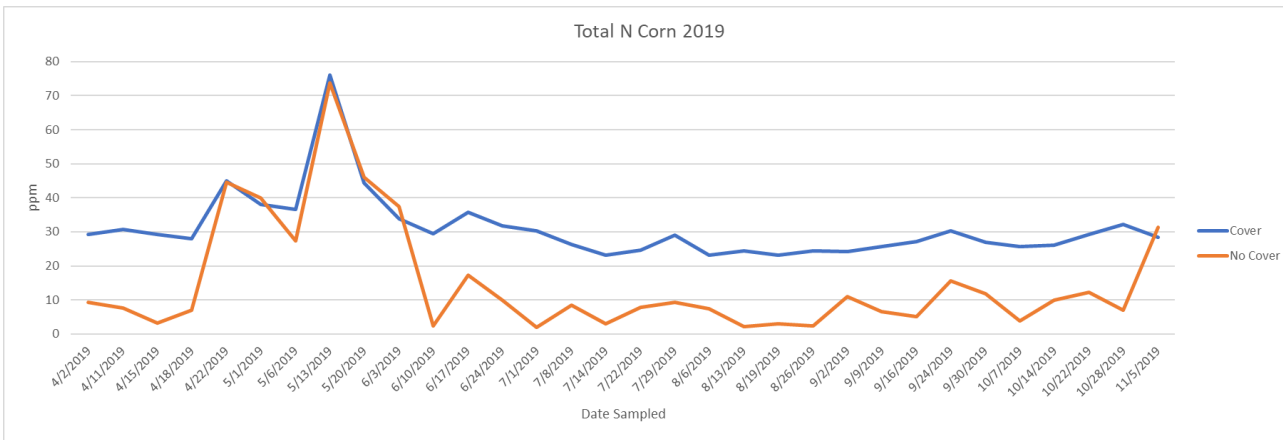
Total N Corn 2019
ppm
80
70
60
50
40
30
20
10
0
Cover
No Cover
Date Sampled

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