Forward-Looking Statements

This presentation contains "forward-looking statements" within the meaning of Section 27A of the Securities Act of 1933, as amended, and Section 21E of the Securities Exchange Act of 1934, as amended, and such forward-looking statements are made pursuant to the safe harbor provisions of the Private Securities Litigation Reform Act of 1995. "Forward-looking statements" describe future expectations, plans, results, or strategies and are generally preceded by words such as "may," "future," "plan" or "planned," "will" or "should," "expected," "anticipates," "draft," "eventually" or "projected." Forward-looking statements in this presentation include, but are not limited to, statements regarding the anticipated commercial availability of the DoubleTeam, as well as the related milestones and associated timelines; estimated market opportunity; potential expansion of DoubleTeam into other markets; planned go-to-market strategy; and advancement of the Company's strategic and commercial plans. You are cautioned that such statements are subject to a multitude of risks and uncertainties that could cause future circumstances, events, or results to differ materially from those projected in the forward-looking statements, including the risks that DoubleTeam may not yield the expected results, the Company's collaboration with ADAMA may not proceed as planned, the market for DoubleTeam may never develop, demand for and production of sorghum in the Company's target markets may decline, and competitors may develop alternative and more effective sorghum hybrids, as well as risks associated with the Company's ability to successfully optimize and commercialize its business, and other risks identified in the Company's 10-K for the fiscal year ended June 30, 2019 and other filings subsequently made by the Company with the Securities and Exchange Commission.
Outline

► Overview
► Summary of Key Deal Terms
► Market Opportunity
► Milestones to Commercialization
► The DoubleTeam™ Solution
► ADAMA – The Right Partner
► Go-to-Market Strategy
Overview

- Collaboration agreement between S&W and ADAMA to bring to market a new ACCCase grass weed management system for sorghum growers.
  - There are no current herbicides labeled for over-the-top application to control grassy weeds in sorghum
  - ADAMA is a subsidiary of ChemChina, with about $4 Billion in annual sales
- Novel solution, to be marketed as DoubleTeam™, will consist of S&W’s non-GMO, herbicide-tolerant sorghum hybrids and ADAMA’s best-in-class herbicides.
  - Sorghum’s inability to compete with grassy weeds often limits yield potential and reduces profitability in the U.S. by an estimated 10-15% annually, costing U.S. grain sorghum growers approximately $220 Million in lost revenue per Management estimates.
  - ADAMA is only chemical company with ACCCase-tolerant crop experience having already partnered to commercialize ACCCase-tolerant rice in the U.S.
- Expected to launch in the United States in Spring 2021, subject to receipt of regulatory approvals.
  - Expansion to international markets will depend on market opportunities and regulatory approvals
- Initially, available exclusively through S&W’s U.S. retail dealer network.
  - S&W plans to license this ACCCase herbicide tolerance technology to other key sorghum seed companies in the future.
- Incremental $75 Million annual U.S. market opportunity for which DoubleTeam™ will be the only available market solution

“No seed or ag chem companies have been successful in solving this grass weed control problem until now.”

Don Panter, Ph.D.
Executive Vice President-Americas
S&W Seed Company
## Summary of Key Deal Terms

<table>
<thead>
<tr>
<th>Parties</th>
<th>S&amp;W Seed Company &amp; ADAMA</th>
</tr>
</thead>
<tbody>
<tr>
<td>Effective Date</td>
<td>June 7, 2020</td>
</tr>
<tr>
<td>Initial Term</td>
<td>10 years</td>
</tr>
<tr>
<td>Territory</td>
<td>United States of America</td>
</tr>
<tr>
<td>Crop Scope</td>
<td>Sorghum species</td>
</tr>
</tbody>
</table>
| IP Contributions | S&W – sorghum genetics carrying proprietary ACCase tolerance trait  
                      ADAMA – proprietary ACCase herbicide formulations; DoubleTeam™ trademark |
| Supply Contributions | S&W – proprietary commercial seeds carrying proprietary ACCase tolerance trait  
                       ADAMA – all commercial herbicide(s) |
| Exclusivity      | S&W will market its proprietary ACCase tolerant seed products exclusively under the DoubleTeam™ system brand  
                      ADAMA will be the exclusive provider of herbicide products for all commercial seed sold under the DoubleTeam™ system brand |
| Value Sharing    | Parties will pool and share their respective contributions:  
                      • ADAMA will contribute the herbicide gross margin  
                      • S&W will contribute the trait value premium |
| Cost Sharing     | Mutually agreed market development activities are shared by Parties  
                      Parties are individually responsible for regulatory costs related to their respective IP contributions |
| Licensing        | S&W retains right to license its IP to other seed companies  
                      • Licensees will be subject to this Agreement’s IP, stewardship and exclusivity provisions  
                      • Royalties collected from Licensees are included in Gross Margin Pool |
DoubleTeam™ Sorghum
Annual Market Opportunity

Incremental U.S. Market Opportunity for which DoubleTeam™ will be the Only Available Market Solution

$75 Million

<table>
<thead>
<tr>
<th></th>
<th>Grain Sorghum Market Opportunity</th>
<th>Forage/Silage Sorghum Market Opportunity</th>
</tr>
</thead>
<tbody>
<tr>
<td>U.S. Sorghum Acres</td>
<td>7.0</td>
<td>3.9</td>
</tr>
<tr>
<td>DoubleTeam™ Seed Estimated Market Value (Seed Genetics + Technology)</td>
<td>$41.8</td>
<td>$4.5</td>
</tr>
<tr>
<td>DoubleTeam™ Chemical Estimated Market Value</td>
<td>$23.2</td>
<td>$6.1</td>
</tr>
</tbody>
</table>

(1,2) Management estimates, assumes 85% adoption rate, 50% stewardship limit per annum
## Milestones to U.S. Commercialization

<table>
<thead>
<tr>
<th>System Component</th>
<th>Details</th>
<th>Status</th>
<th>Target for Completion</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Seed</strong></td>
<td>Regulatory Approval</td>
<td>US – No approvals required</td>
<td>Not Required</td>
</tr>
<tr>
<td></td>
<td></td>
<td>CAN – Have submitted for Plant Novel Trait approval to allow grain to be exported into Canadian markets</td>
<td>2Q22</td>
</tr>
<tr>
<td><strong>Seed</strong></td>
<td>Confirmation of Trait Efficacy</td>
<td>Year 1 (2019) – trials completed with positive results</td>
<td>Completed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Year 2 (2020) – trials underway</td>
<td>4Q20</td>
</tr>
<tr>
<td><strong>Seed</strong></td>
<td>Confirmation of Sorghum Hybrid Field Performance</td>
<td>Year 1 (2019) – trials completed with positive results</td>
<td>Completed</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Year 2 (2020) – trials underway</td>
<td>4Q20</td>
</tr>
<tr>
<td><strong>Seed</strong></td>
<td>Development and Production of Commercial Hybrids</td>
<td>Up to four hybrids planned for Pilot Launch in 2021 Plan for two to five new hybrids to be launched annually beginning in 2022</td>
<td>2Q21 and beyond</td>
</tr>
<tr>
<td><strong>Chemical</strong></td>
<td>Confirmation of Herbicide Efficacy on Target Weed Species</td>
<td>Selected ACCase herbicide (quizalofop) has been labeled for use in many crops for over a decade; its efficacy on target weed species has been fully elucidated</td>
<td>Completed</td>
</tr>
<tr>
<td><strong>Chemical</strong></td>
<td>Regulatory Approval</td>
<td>U.S. – submitted to EPA for label for ACCase herbicide sprayed on sorghum containing ACCase-tolerant trait</td>
<td>2Q21</td>
</tr>
<tr>
<td></td>
<td></td>
<td>Ex-U.S. – will submit for chemical residue tolerances on exported grain</td>
<td>2021 and beyond</td>
</tr>
<tr>
<td><strong>Chemical</strong></td>
<td>Commercial Product Available for Use</td>
<td>New DoubleTeam™ system-specific formulations are currently being developed and evaluated</td>
<td>2Q21</td>
</tr>
</tbody>
</table>
The DoubleTeam™ Solution

► First full-spectrum, over-the-top grass weed control system for grain sorghum

► Designed to improve sorghum growers’ profitability through excellent weed control and superior genetics

► DoubleTeam™ will be sustainable over the long-term due to the collaborative effort among customers, ADAMA and S&W Seed Company to ensure proper stewardship of trait technology and herbicide usage

► DoubleTeam™ will be expanded into forage and silage sorghum markets in coming years to enable the same weed control and profitability advantages achieved in grain sorghum.

DoubleTeam™ is a full-spectrum, over-the-top grass weed control system for grain sorghum.
ADAMA is the only chemical company with ACCase-tolerant crop experience.

- ADAMA is a subsidiary of ChemChina, which also owns Syngenta
  - $4 billion in annual sales across 100+ countries
  - 8,000+ employees in over 40 countries
  - 21 global production sites
  - Over 270 Active Ingredients

- Capable of producing and supplying active ingredients (e.g. ACCase herbicide) and proprietary formulations in its company-owned facilities

- Only chemical company with ACCase-tolerant crop experience; has already partnered with RiceTec to commercialize ACCase-tolerant rice in U.S.
Go-To-Market Strategy

► **S&W will enter the market** with proprietary DoubleTeam™ hybrids in its Sorghum Partners Brand through its U.S. retail channel and private label customers

► **S&W will license** the DoubleTeam™ technology to other key grain and forage sorghum seed companies

► **S&W will offer incentive programs** to industry partners to promote the adoption and growth of the DoubleTeam™ system

► **Expansion into international markets** will depend on market opportunities and regulatory approvals

“The DoubleTeam™ system has the potential to revolutionize the sorghum market in the same way other weed control technologies have enhanced yields for crops such as corn, soybeans, and cotton.”

Mark Wong
Chief Executive Officer
S&W Seed Company