

Marrone Bio Innovations

11:25 11 Sep 2019

Marrone Bio grows business with acquisition of rights, assets to Jet Ag, Jet Oxide product lines

Marrone Bio Innovations Inc (NASDAQ:MBII) revealed Wednesday that it has acquired all the rights and assets to Jet Ag and Jet Oxide products that help control fungal and bacterial diseases in agriculture from Florida-based Jet Harvest Solutions.

In morning trade on Nasdaq, Marrone Bio shares were 1.9% higher at \$1.63.

In a statement, the Davis, California-based company said the transaction builds on a two-year relationship and prior distribution agreement between Jet Harvest and Marrone Bio. Going forward, the portfolio will be sold through Marrone Bio's existing sales force and distribution network, except for the post-harvest business, which has been licensed back to Jet Harvest Solutions.

With gross margins in line with Marrone Bio's current portfolio of products, the Jet Ag and Jet Oxide product lines are expected to add to the company's revenues in 2019 and be accretive to earnings within two years.

READ: Marrone Bio Innovations' CEO Pam Marrone wins top award for biopesticides development

The company said the sticker price for the assets is roughly \$2.5 million in cash, plus five-yearly earn-out payments based on certain sales. In addition, Marrone Bio has retained the founders of Jet Harvest Solutions on a two-year consulting contract.

"We continue to expand our portfolio of products for integrated pest management, giving growers more tools to control diseases, improve plant health, and enhance grower return on investment," said Marrone Bio CEO Pam Marrone in a statement.

"The Jet Ag product line delivers the kind of results we demand of our products: proven performance, capacity for significant revenue growth and attractive gross margins," she added.

Strong fit with Marrone Bio's strategy

The products — which are used in specialty agricultural and field crops as well as greenhouse and irrigation applications — are expected to be a strong fit with Marrone Bio's BioUnite strategy.

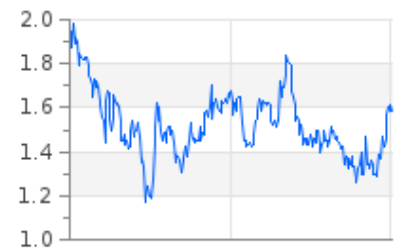
The company said Jet Ag and Jet Oxide can also be used in post-harvest storage, greenhouse surfaces/irrigation systems and agriculture irrigation water and drainage ditches.

"We look forward to continuing our relationship with Jet Harvest, and anticipate both commercial and financial benefits from the addition of Jet Ag to our product portfolio, especially with our Regalia and Stargus families of fungicides," noted Kevin Hammill, chief commercial officer at Marrone Bio.

Price: \$1.59

Market Cap: \$176.06 m

1 Year Share Price Graph



September 2018 March 2019 September 2019

Share Information

Code: MBII

Listing: NASDAQ

52 week	High	Low
	2.05	1.1

Sector: Tech

Website:
www.marronebioinnovations.com

Company Synopsis:

Marrone Bio Innovations Inc. (NASDAQ: MBII) is a growth company leading the movement to more a sustainable world through the discovery, development and sale of innovative biological products for crop protection, plant health and waterway systems treatment that help customers operate more sustainably while increasing their return on investment.

action@proactiveinvestors.com

"Jet Ag gives us the opportunity to immediately expand into new markets with a product that has excellent performance and consistency," he added.

The global fungicide market is pegged at \$16.5 billion. The agricultural disinfectant market which is worth \$1.9 billion, is expected to grow to \$2.1 billion by 20212.

Headquartered in Davis, California, Marrone Bio provides bio-based pest management and plant health products for the US and international agricultural and water markets.

-- Updates with stock price --

Contact Uttara Choudhury at uttara@proactiveinvestors.com

Follow her on Twitter: [@UttaraProactive](https://twitter.com/UttaraProactive)

Proactive Investors facilitate the largest global investor network across 4 continents in 4 languages. With a team of analysts journalists & professional investors Proactive produce independent coverage on 1000's of companies across every sector for private investors, private client brokers, fund managers and international investor communities.

Contact us +44 (0)207 989 0813 action@proactiveinvestors.com

No investment advice

The Company is a publisher. You understand and agree that no content published on the Site constitutes a recommendation that any particular security, portfolio of securities, transaction, or investment strategy is suitable or advisable for any specific person. You understand that the Content on the Site is provided for information purposes only, and none of the information contained on the Site constitutes an offer, solicitation or recommendation to buy or sell a security. You understand that the Company receives either monetary or securities compensation for our services. We stand to benefit from any volume which any Content on the Site may generate.

You further understand that none of the information providers or their affiliates will advise you personally concerning the nature, potential, advisability, value, suitability or profitability of any particular security, portfolio of securities, transaction, investment, investment strategy, or other matter.

You understand that the Site may contain opinions from time to time with regard to securities mentioned in other products, including Company-related products, and that those opinions may be different from those obtained by using another product related to the Company. You understand and agree that contributors may write about securities in which they or their firms have a position, and that they may trade such securities for their own account. In cases where the position is held at the time of publication and such position is known to the Company, appropriate disclosure is made. However, you understand and agree that at the time of any transaction that you make, one or more contributors may have a position in the securities written about. You understand that price and other data is supplied by sources believed to be reliable, that the calculations herein are made using such data, and that neither such data nor such calculations are guaranteed by these sources, the Company, the information providers or any other person or entity, and may not be complete or accurate.

From time to time, reference may be made in our marketing materials to prior articles and opinions we have published. These references may be selective, may reference only a portion of an article or recommendation, and are likely not to be current. As markets change continuously, previously published information and data may not be current and should not be relied upon.

The Site does not, and is not intended to, provide investment, tax, accounting, legal or insurance advice, and is not and should not be construed as providing any of the foregoing. You should consult an attorney or other relevant professional regarding your specific legal, tax, investment or other needs as tailored to your specific situation.

In exchange for publishing services rendered by the Company on behalf of Marrone Bio Innovations named herein, including the promotion by the Company of Marrone Bio Innovations in any Content on the Site, the Company receives from said issuer annual aggregate cash compensation in the amount up to Twenty Five Thousand dollars (\$25,000).