

## Season 2022 Performance Guarantee

### Program Details

#### Description

Sound Agriculture offers a financial refund up to 1x return if **Return on Investment (ROI) from increased yield and nitrogen savings does not offset the price paid** by the grower for the product. Grower may apply SOURCE Corn as a yield enhancer - maintaining their current nitrogen application practices; or as a nitrogen optimizer - reducing nitrogen application by up to twenty-five pounds/acre in the areas treated with SOURCE Corn.

#### Calculation

Value of yield is determined by the difference between treated and untreated (within each field) yield/acre multiplied by the 2022 crop insurance price<sup>2</sup>. Cost per pound of nitrogen fertilizer is \$0.60/applied pound<sup>3</sup>. The maximum payout/acre for the Performance Guarantee is the \$/acre paid by the grower for SOURCE Corn.

#### Eligibility

This program is for SOURCE Corn. An eligible grower purchases SOURCE<sup>1</sup> Corn and applies a minimum of 4 gallons of SOURCE Corn in Season 2022 (732 acres at labeled rate and timing).

#### Program Requirements

- A claim requires a grower to provide agronomic data to qualify.
- The claim submission deadline is January 31, 2023.
- The total acres of the untreated areas must represent at least 5% of treated area in each field.
- Farming practices must be identical across treated and untreated areas except for SOURCE application.
- See full performance guarantee document for more details.

**SOURCE works and we stand behind that promise.**

**When you buy and apply 4 or more gallons in a season (732 acres), you will achieve a return on investment equal to or greater than the price of the product or we will refund the difference.**

<sup>1</sup>) Sound Agriculture reserves the right to limit the number of years a grower can participate in this program.

<sup>2</sup>) Average of CME Group Dec '22 corn futures during February 2022.

<sup>3</sup>) Average per applied pound nitrogen price as of August 2021.



## Program Requirements

- The total acres of the untreated areas must represent at least 5% of treated area in each field. Layouts for treated and untreated areas are described below.
- Farming practices must be identical across treated and untreated areas except for SOURCE application. Practices required to be identical but not limited to the following:
  - Seed (varieties, seeding rates, seed treatments)
  - Nutrients
    - For SOURCE use as a yield-enhancer, macro and micronutrients timing and rates must be identical as shown in Protocol 1 below
    - For SOURCE use in combination with reducing nitrogen fertilizer up to 25 pounds/acre, all macro and micronutrients, timing, and rates other than nitrogen application must be identical as shown in Protocol 2 below
  - Crop protection (products, timing, rates)
  - Soil type
  - Irrigation (timing, rates) if applicable
- Treated and untreated areas must be substantially similar in terms of topography and drainage (headlands excluded for analysis).
- Test Weight Analysis - Test Weight is an important measurement in determining the efficacy of SOURCE. We ask that test weight measurements be taken from applied and non-applied areas while combining. For additional information and our preferred method of testing please read our test weight protocol at <https://www.sound.ag/grower-resources>
- Data must be submitted for all treated and untreated areas.
- Grower must submit required data as defined below by January 31, 2023.



## Protocol 1: Maintain N fertility and boost yield

Keep fertility and practices constant across the entire field. The total acres of the untreated areas must represent at least 5% of treated area in each field.

### Correct

Check strips allow for fair comparison between standard regions of the field.

#### Option 1



#### Option 2



### Incorrect

Check strip is along headlands.



## Protocol 2: Reduce N by 25lb, use SOURCE to protect yield

Keep fertility and practices constant across entire field except for area treated with SOURCE, where you will reduce actual lbs of N applied by 25 lbs. The total acres of the untreated areas must represent at least 5% of treated area in each field.

### Correct

Check strips allow for fair comparison between standard regions of the field.

#### Option 1



#### Option 2



### Incorrect

Check strip is along headlands.



## Making a Performance Promise Claim

Performance Promise Claims should be made by the grower and directly to Sound Agriculture. There is no need to engage a Sound Dealer for the claims process, and Sound Dealer are not authorized to receive Performance Promise Claims.

There are three steps to make a Performance Promise Claim.

1. Contact Customer Service at (833) 768-6320 or email [source@sound.ag](mailto:source@sound.ag) to begin the claims process. You will be asked to provide basic contact information. You may also directly provide information in this form
2. Provide proof of purchase of 4 or more gallons of SOURCE Soybeans (including volume and price of product purchased)
3. Share required data as outlined below.

Sound Agriculture will review the claim promptly and contact you to follow up. Analysis will include determination of average yield of treated and untreated areas and calculate the difference, based on as-applied and yield monitor data. We will endeavor to respond to a claim and determine the amount of the payment within 30 days, but this is not a binding commitment and depends on any follow-up questions or reasonable requests for additional information from the grower.



## Data Sharing

Data for the Performance Guarantee can be shared via common data platforms including Climate FieldView, My John Deere, and AgFiniti. Additionally, you can share raw data from your machinery via ShareFile. Please see Data Share Instructions for details.

### 2022 Performance Guarantee: Data Share Instructions

#### Sharing via Wireless Data Transfer:

##### Climate Fieldview

1. Login to fieldviewplus.com and go to Data > Data Manager
2. Select fields to share or Select All
3. Select Actions > Create Sharing Key
4. Enter source@sound.ag to send the Sharing Key to Sound Agriculture
5. Select Send Key to send Sharing Key to each email address entered.

Note: The key is good for one year from date of creation and provides access to both planting and harvest files. Within the FieldView website, use Actions > Sharing Key History to manage sharing keys.

##### My John Deere

1. Please send an email to source@sound.ag with your My John Deere email.
2. You will receive an email with the request to partner and have the opportunity to share field documentation with Sound. Click Accept. Please ensure that permission settings are set to locations level 3, equipment level 3 and the send/receive files box is checked.
3. Through File Manager in John Deere Ops Center, select the field(s) to share with Sound. 4. Enter source@sound.ag to send the Sharing Key to Sound Agriculture

##### Ag Leader AgFiniti

1. Login and select the “Tools” drop down followed by File Transfer.
2. Select one or more files by checking the box to the left of each file and select the Share Files(s) option on the left side of the webpage.
3. Enter source@sound.ag to share the file with Sound Agriculture.
4. Select Confirm to share file(s).

Note: The shared files will always be stored within Tools – File Transfer – Shared Files. To manage shared files and/or change existing sharing relationships, go to Manage – Account Configuration – Sharing.



## Sharing Data File via Email:

If you will not be sharing via a method above, please share the raw data files directly from your machine to our agronomy team:

1. Download raw data from your display to a USB or JD Ops. Connect USB to your computer to view files.
2. Add all relevant spray files into one folder. **Shapefiles must include a .shp, .shx, and .dbf file.**
3. Name folder according to the file contents. Example: GrowerName\_Applied or GrowerName\_Harvest
4. Zip or compress folder.
  - PC: right click and select “send to” > compressed “zipped” folder
  - Mac: right click and select “compress items”
5. Send the data to [agronomy@sound.ag](mailto:agronomy@sound.ag) or your Sales Agronomy representative

## Privacy and Information Security:

All information provided to Sound Agriculture will only be used by us to analyze, improve, support, and enhance the Products and otherwise for any business purpose. We may use service providers to collect, process, and store your information, and we may share your information in non-identifiable format with third parties. Though we have safeguards in place to protect your data, no transmission or electronic storage of information is guaranteed to be secure. As such, we disclaim any responsibility or liability for unauthorized access, use or disclosure of any information submitted to Sound Agriculture.

## Contact Information:

For additional help, please contact us at [source@sound.ag](mailto:source@sound.ag).



## Performance Guarantee Calculation Examples

Scenario 1: Grower focuses on yield, applies SOURCE Corn, maintains nitrogen fertility

### Example 1: Positive yield response, greater than 1x ROI

Treated area yields: +12 bushels/acre  
Treated area (with 4 gallons of SOURCE): 732 acres  
Corn price / bushel: \$4.58  
SOURCE Corn Price / acre: \$14  
Additional \$ yield / acre: \$54.96  
Net return (Additional \$ yield - Cost of Source) / acre: \$40.96  
Product Promise payment / acre: \$0  
Total Product Promise Payment: \$0

### Example 2: Positive yield response, less than 1x ROI

Treated area yields: +2 bushels/acre  
Treated area (with 4 gallons of SOURCE): 732 acres  
Corn price / bushel: \$4.58  
SOURCE Corn Price / acre: \$14  
Additional \$ yield / acre: \$9.16  
Net return (Additional \$ yield - Cost of Source) / acre: \$-4.84  
Product Promise payment / acre: \$4.84  
Total Product Promise Payment: \$3542.88





Scenario 2: Grower focuses on nitrogen optimization, applies SOURCE Corn, reduces nitrogen by 25 lbs/acre:

### Example 1: Positive yield response, greater than 1x ROI

Treated area yields: +1 bushels/acre  
Treated area (with 4 gallons of SOURCE): 732 acres  
Corn price / bushel: \$4.58  
SOURCE Corn Price / acre: \$14  
Additional \$ yield / acre: \$4.58  
Nitrogen savings / acre: \$15  
Net return (Additional \$ yield + Nitrogen savings - Cost of Source) / acre: \$5.58  
Product Promise payment / acre: \$0  
Total Product Promise Payment: \$0

### Example 2: Positive yield response, less than 1x ROI

Treated area yields: -2 bushel/acre  
Treated area (with 4 gallons of SOURCE): 732 acres  
Corn price / bushel: \$4.58  
SOURCE Corn Price / acre: \$14  
Additional \$ yield / acre: \$-9.16  
Nitrogen savings / acre: \$15  
Net return (Additional \$ yield + Nitrogen savings - Cost of Source) / acre: \$-8.16  
Product Promise payment / acre: \$8.16  
Total Product Promise Payment: \$5978.24

#### Force Majeure:

Notwithstanding anything to the contrary herein, Sound shall not be held responsible for any delay or failure in the performance of SOURCE to the Buyer, to the extent that such delay or failure in the performance of SOURCE is caused by a fire, flood, earthquake, explosion, pandemic, war, strike, embargo, government requirement, civil or military authority, act of God, or other similar causes beyond the parties' control.

1) Proof of purchase must be an original invoice detailing volume and price of SOURCE Corn purchased and date of purchase.

