

## Pivot Bio partners with Red Reef to accelerate nitrogen optimization on North American farmland

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Pivot Bio, one of the world's leading agtech companies delivering patented crop nutrition technologies, announced a special partnership and strategic alliance with Red Reef Partners, a sustainable farmland investment manager focused on building resilient, environmentally responsible portfolios across North America.

The partnership will deploy Pivot Bio's U.S.-made nitrogen solutions across Red Reef's farmland portfolios with the shared goal of substantially reducing synthetic nitrogen fertilizer applications while improving agronomic performance, environmental outcomes, and farm profitability.

"Our long-term relationships with advanced growers support environmental stewardship through innovation," said Suzanne Petrela, Red Reef's Managing Partner. "We are excited to join forces with Pivot Bio to actively advance the responsible management of our farms. We believe this partnership will yield valuable data to support broader nitrogen reduction across the \$4 trillion U.S. farmland market by demonstrating the natural alignment between positive environmental and financial outcomes in sustainable land management."

### Transforming Nitrogen Management at Scale

Nitrogen fertilizer is one of the largest input costs for row crop farmers and a major contributor to agricultural greenhouse gas emissions and water quality challenges. Through this alliance, Red Reef will integrate Pivot Bio's next-gen nitrogen source on eligible corn acres and expand into additional crops over time. The companies expect phased implementation starting this

2026 growing season, with acreage expansion planned over subsequent years based on performance metrics and farmer adoption.

Together, the organizations aim to:

- Materially reduce synthetic nitrogen applications on Red Reef's farms.
- Lower nitrous oxide emissions and reduce nutrient presence in waterways.
- Improve soil health and long-term land productivity.
- Enhance operating margins for local farm operators.

"Red Reef shares our belief that agricultural productivity and environmental stewardship go hand in hand," said Chris Abbott, CEO of Pivot Bio. "This partnership demonstrates how institutional farmland investors can play a leading role in scaling sustainable crop nutrition solutions while strengthening economic outcomes for growers. We couldn't be more excited about this partnership with one of the industry's best farmland investment managers."

### **Environmental and Impact Objectives**

Red Reef incorporates nitrogen optimization strategies into its broader environmental, social, and governance (ESG) framework, using data-driven monitoring to evaluate environmental and crop outcomes across its North American farmland holdings. The collaboration with Pivot Bio is designed to advance measurable impact across Red Reef's farms, including:

- Greenhouse Gas Reduction: Lower field-level nitrous oxide emissions by reducing dependence on synthetic nitrogen fertilizer.
- Water Quality Improvement: Decrease nitrates and nutrients in regional waterways.
- Soil Health Enhancement: Support soil microbial diversity, organic matter, and long-term resilience.
- Climate Alignment: Contribute to portfolio-level sustainability metrics and impact reporting frameworks.

### **Financial and Operational Benefits for Farmers**

In addition to environmental gains, the partnership is structured to deliver financial and operational advantages to local farm operators managing Red Reef lands, notably:

- Reduced input cost volatility associated with synthetic fertilizer markets.
- Improved nitrogen availability throughout the growing season.
- Simplified nutrient management programs.
- Crop yield stability and farm level financial gains.

### **Scaling Sustainable Agriculture Through Capital + Innovation**

By aligning incentives among landowners, farmers, and crop nutrition providers, the partnership seeks to create a high-impact, scalable model for nitrogen reduction as part of a broader sustainable management playbook for institutional farmland investors.

"This alliance represents the future of sustainable farmland investing," said Scott Henry, Partner at Red Reef. "We believe that reducing synthetic nitrogen applications enhances long term asset quality, delivers environmental benefits, and strengthens financial outcomes for our investors and farm operators."