

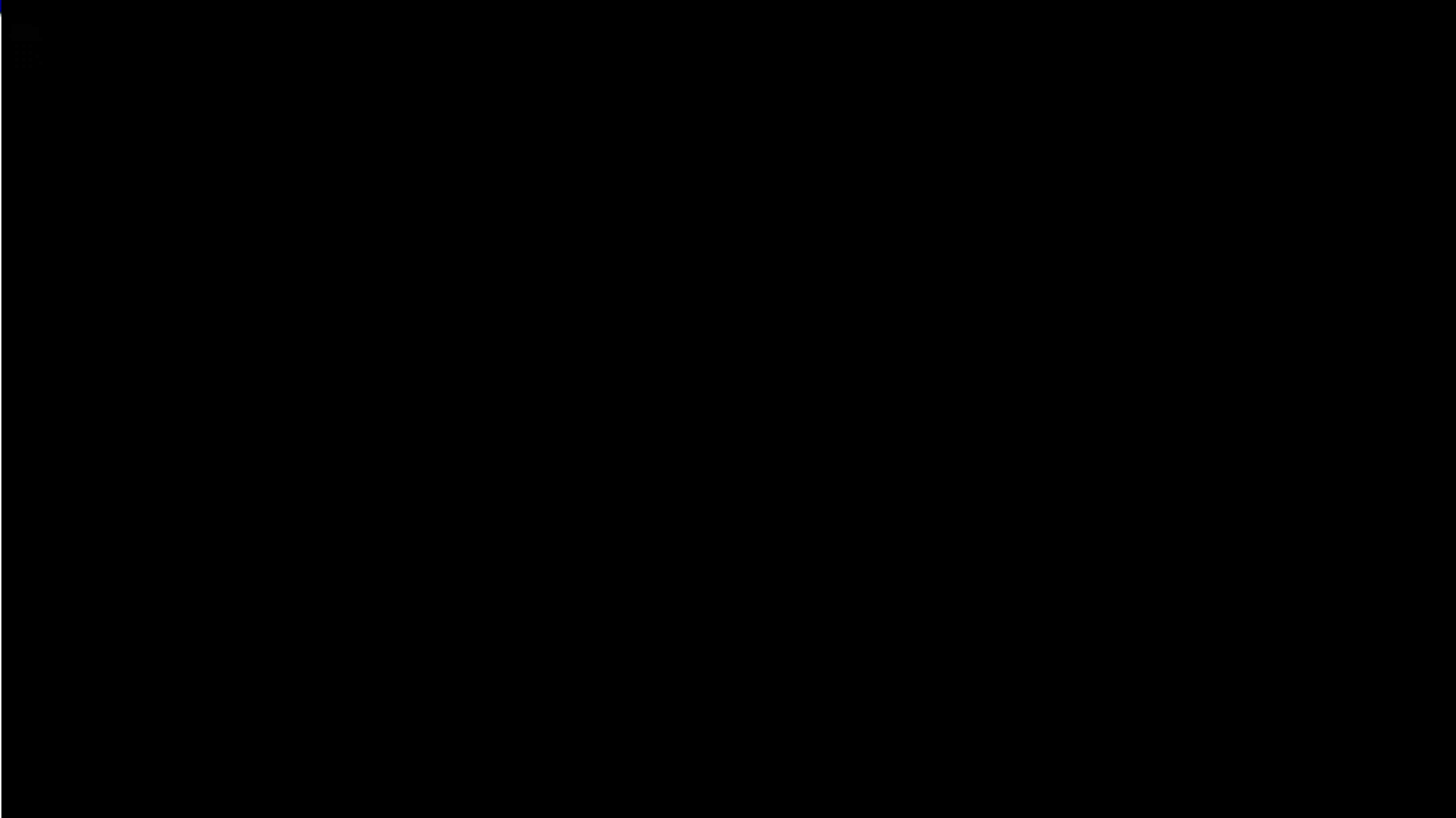
EXTERRA

EXTERRA® Termite Colony Elimination System



ENSYSTEX®
THE INNOVATORS

EXTERRA



ENSYSTEX[®]
THE INNOVATORS



EXTERRA

What is the EXTERRA® Termite Colony Elimination System ?

A System for
Eliminating
Termite
Colonies.

A System for
Better Termite
Management.

A System
offering
Environmentally
Responsible
Termite
Management.

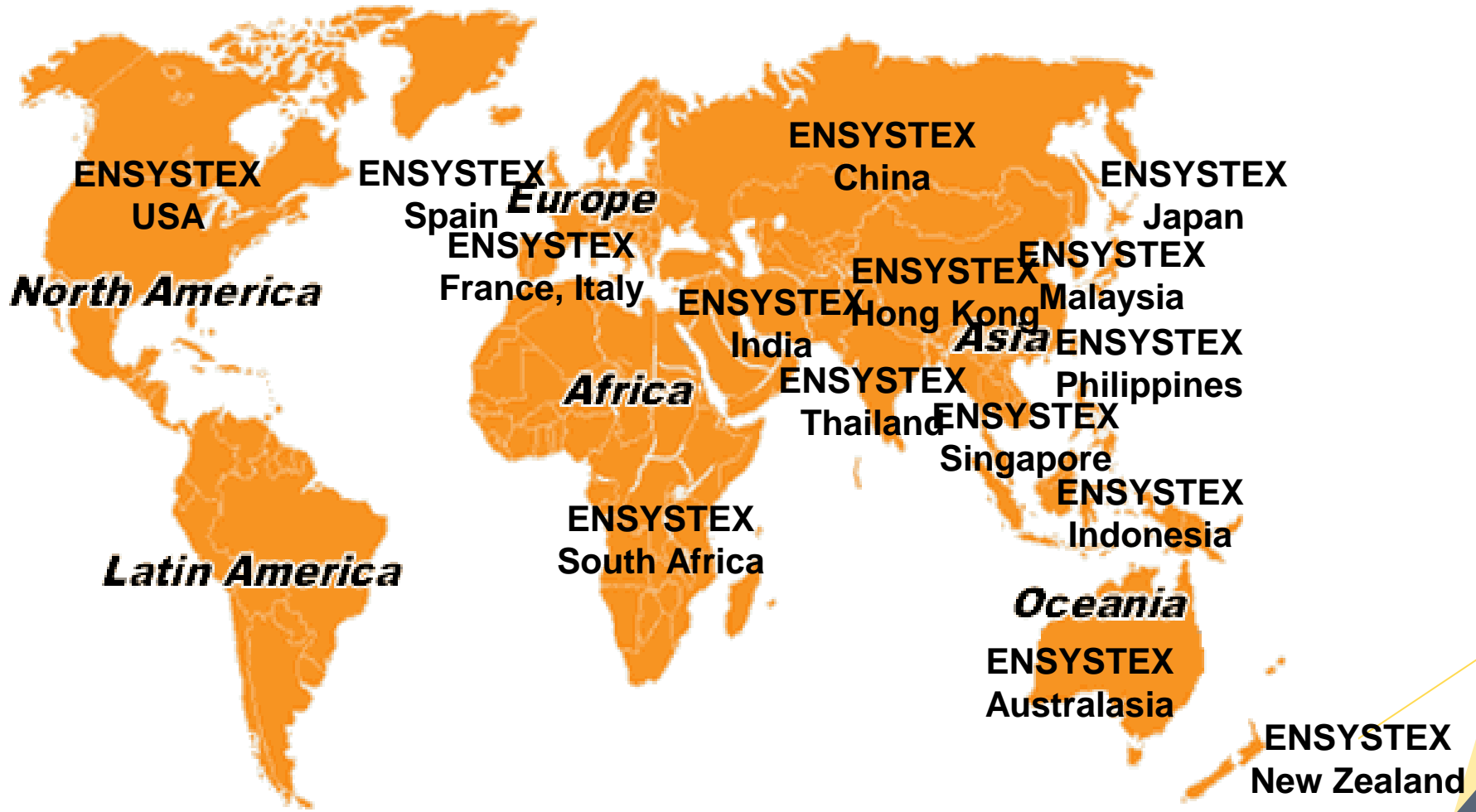
A System that's
SAFE and
EFFECTIVE.



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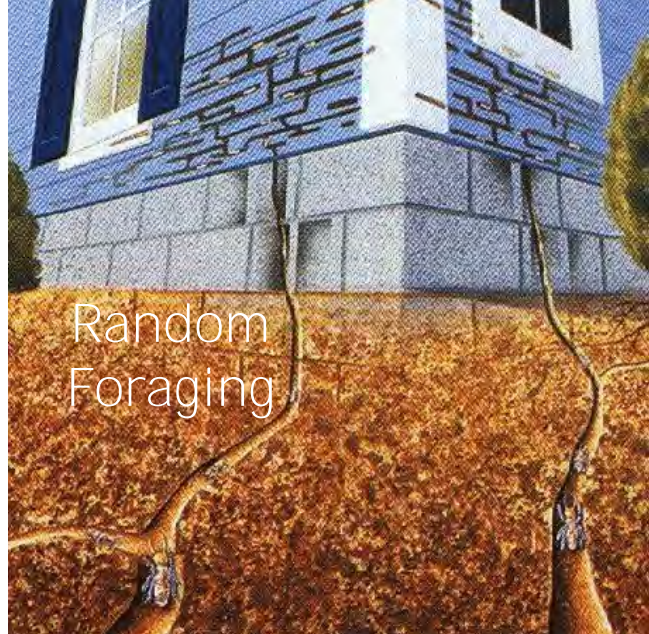


EXTERRA® Termite Colony Elimination System - Around the World

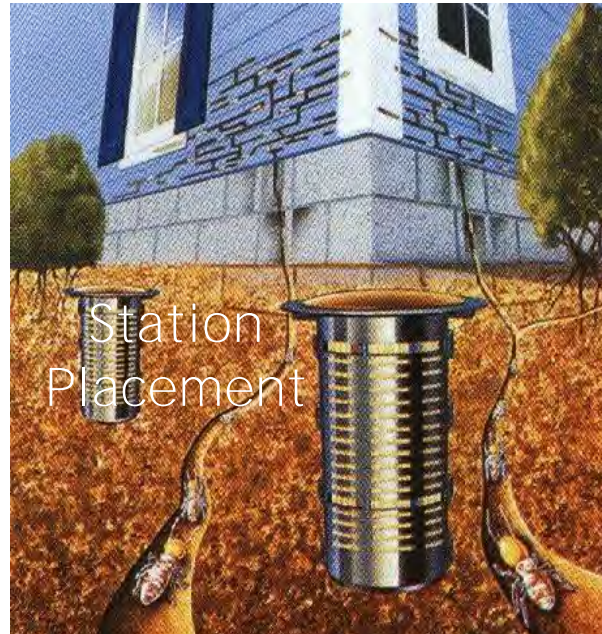




EXTERRA® Termite Colony Elimination System Step by Step



Random Foraging



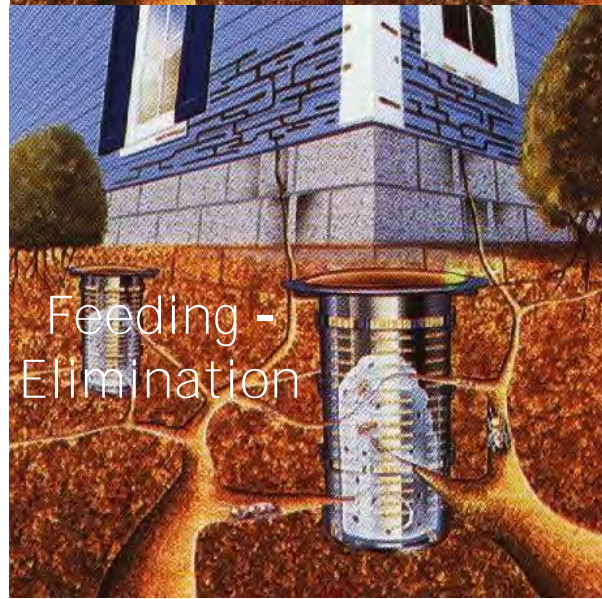
Station Placement



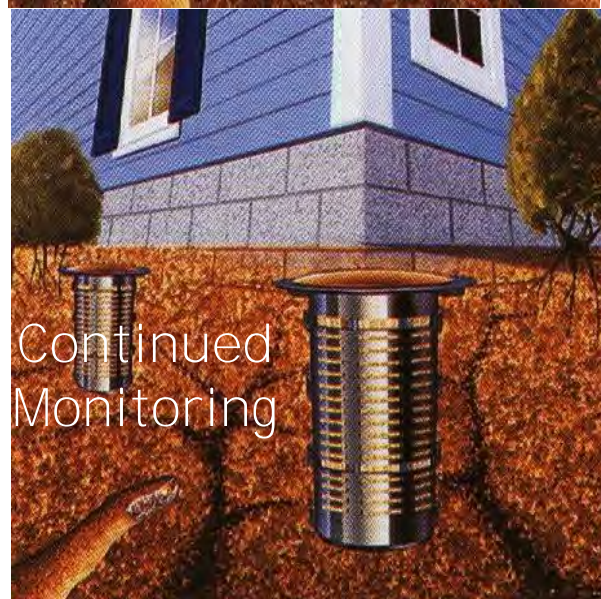
Interception



Bait Placement



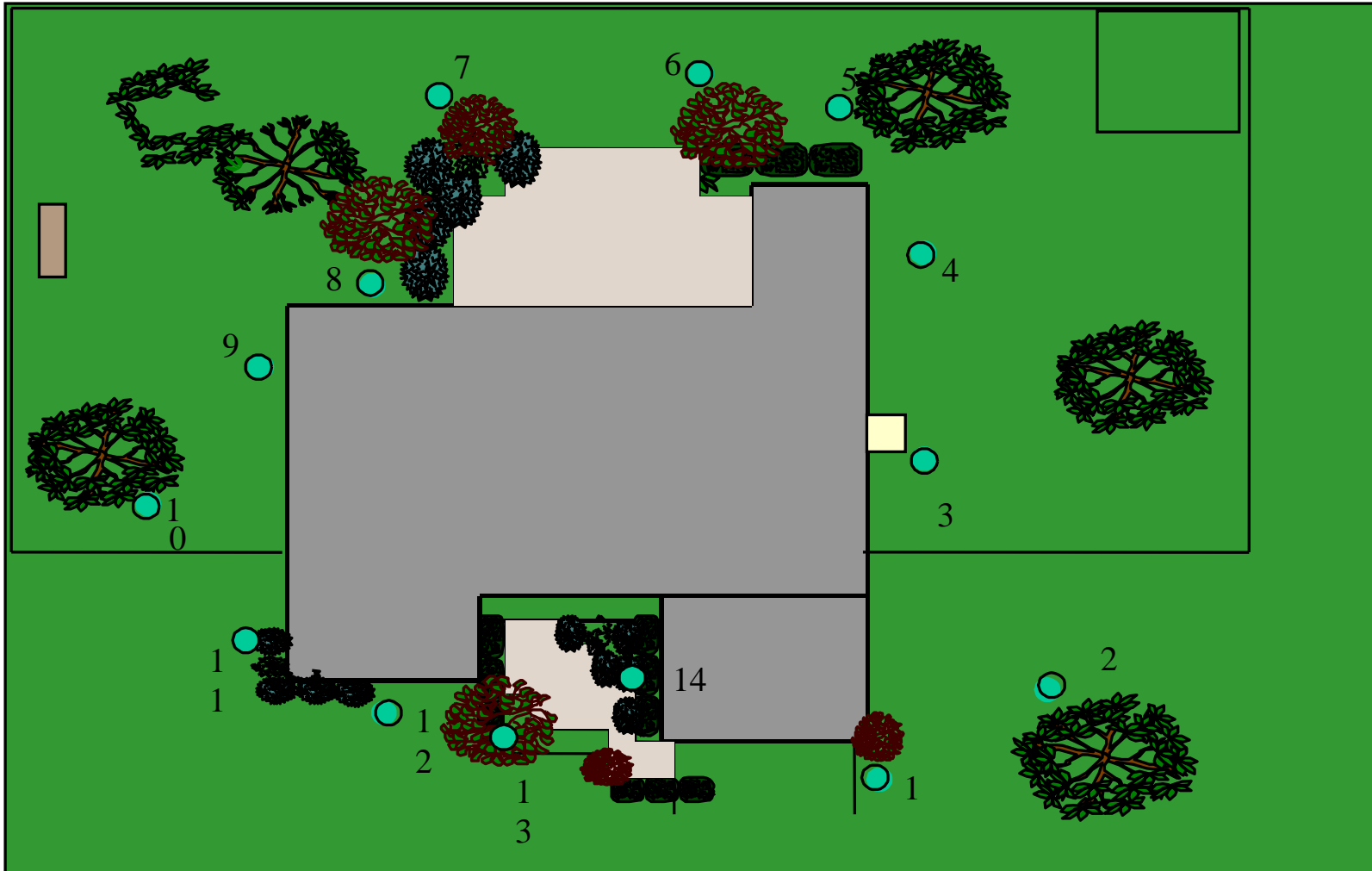
Feeding - Elimination



Continued Monitoring



EXTERRA® Termite Colony Elimination System - Assess the area for placement of Stations



EXTERRA® Termite Colony Elimination System - Assess the area for placement of Stations

- ▶ Protect the perimeter of the property/structure
- ▶ In-Ground stations must be placed at intervals of 3 - 5 meters around the property/structure
- ▶ Stations are placed in areas where termites are most likely to be foraging
- ▶ To minimize the risk of termite infestation, ensure that the area to be treated and subfloor area of buildings should be kept free of stored or waste timber and all other building materials that attract termites

- ▶ Use an Auger to create the holes in the ground for the EXTERRA® In-Ground Stations



The logo for EXTERRA, featuring the word "EXTERRA" in a bold, blue, sans-serif font inside a blue and yellow oval shape.

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Here's how EXTERRA[®] Protects - EXTERRA[®] starts in the ground....

- ▶ In-ground Stations are used to intercept foraging termites.
- ▶ They are non-toxic and contain timber only



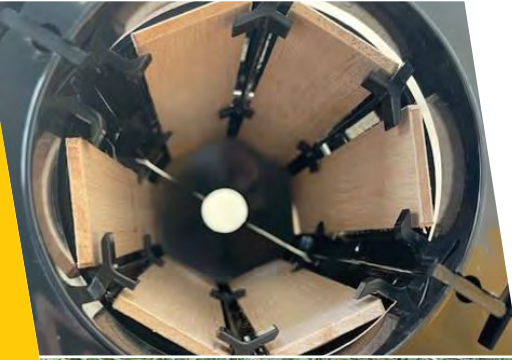
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- ▶ In-Ground Station Twist Lid removal tool



- ▶ In-Ground Bait Station



- ▶ In-Ground Bait Station with 6 x Eucalyptus Interceptors



- ▶ In-Ground Station Twist Lid



EXTERRA® Termite Colony Elimination System - Protects Above Ground



▶ Above-Ground Station





EXTERRA

FOCUS TERMITE ATTRACTANT™

- ▶ Once auger has created the hole
- ▶ Sprinkle 1½ scoops of FOCUS TERMITE ATTRACTANT™ granules into the hole prior to station placement.
- ▶ Ensure granules make contact with moist soil
- ▶ Once a year, place 1½ scoops of FOCUS TERMITE ATTRACTANT™ granules into existing stations that have not shown termite activity.



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▶ Soil moisture is a must for FOCUS TERMITE ATTRACTANT™ to work better.



FOCUS TERMITE ATTRACTANT™

- ▶ A natural, non-toxic, food-based additive
- ▶ Slowly releases a precise, low level of carbon dioxide
- ▶ Attracts termites to the EXTERRA® Station
- ▶ Focus Termite Attraction™ is not used in Above-Ground Stations



FOCUS TERMITE ATTRACTANT™

Background Science

- ▶ Carbon dioxide (CO₂) is a known attractant for soil dwelling insects
- ▶ Termite colonies naturally contain levels of 0.3 - 5% of CO₂
- ▶ A **sensilla** on the antennae contains a neuron that responds to CO₂



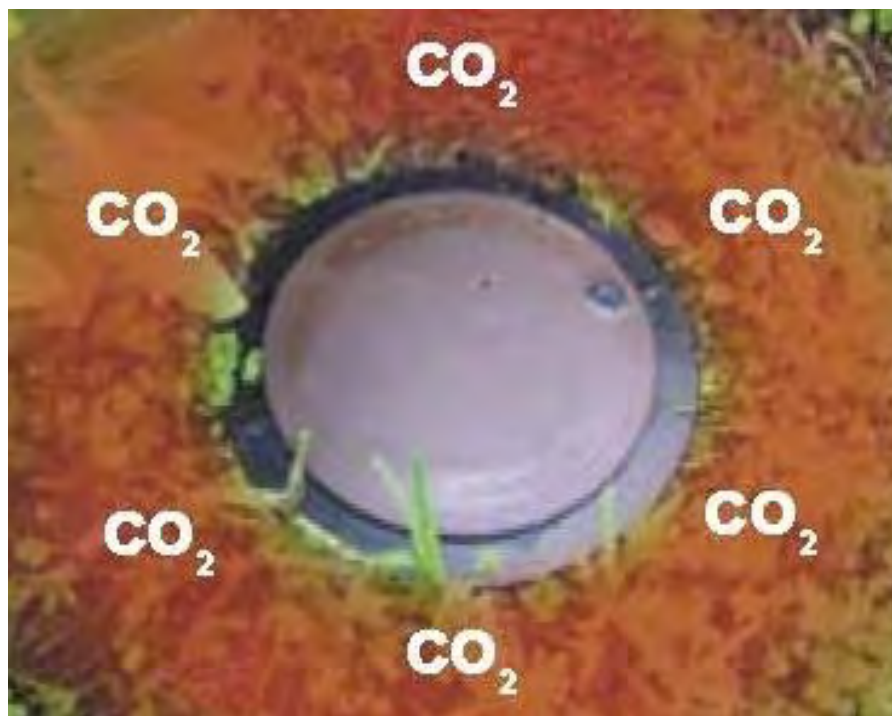


FOCUS TERMITE ATTRACTANT™

Background Science

- ▶ Interacts with soil micro-organisms to release precisely engineered levels of CO₂
 - 0.5 - 1.0%
- ▶ Releases for 12 months plus
- ▶ Creates a 2m radius

Termite Interception Zone





Installing an EXTERRA® In-ground Bait Station

Place EXTERRA®

- ▶ In-ground bait station into the hole
- ▶ Ensure Eucalyptus Interceptors are placed in the station



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Installing an EXTERRA® In-Concrete Bait Station

- ▶ Can use a contractor
- ▶ Core size is 80mm





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Installing an EXTERRA® In-Concrete Bait Station

In-Concrete Plug

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Installation by one of our customers





EXTERRA® In-Ground & In-Concrete Bait Station

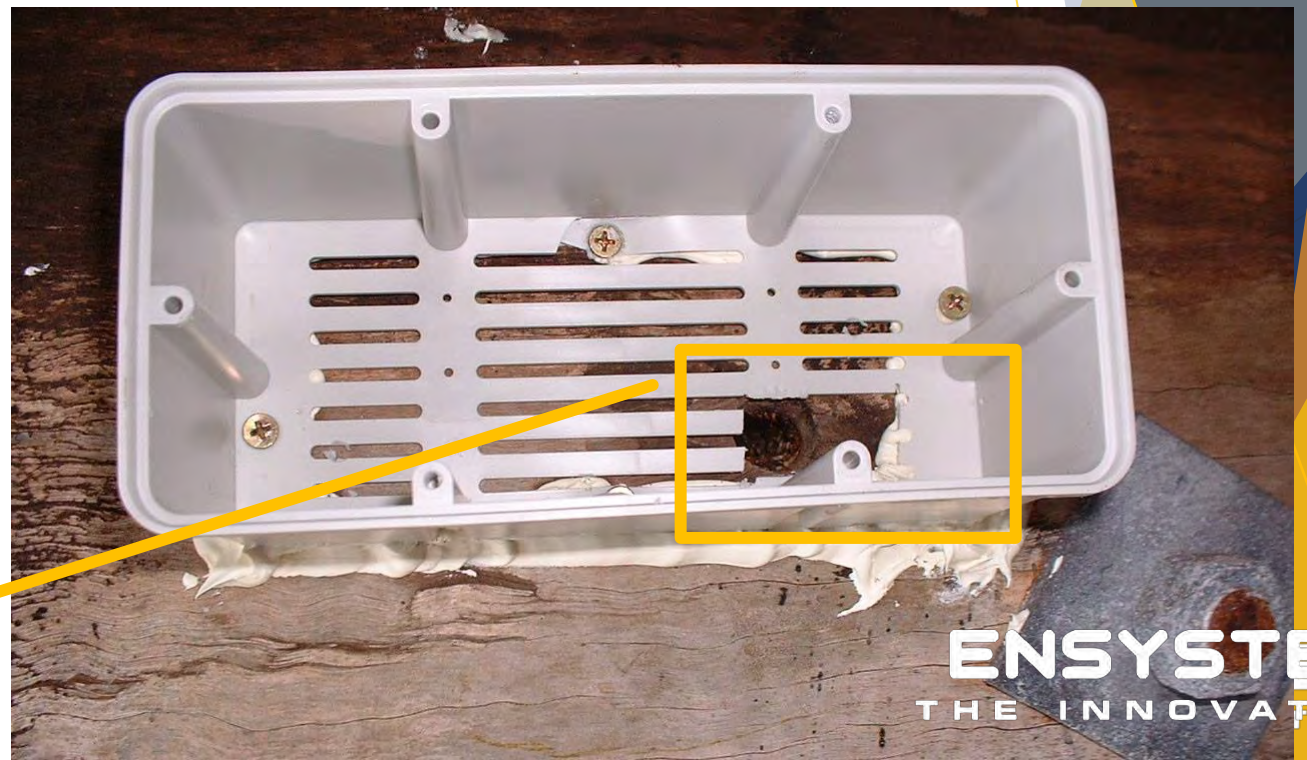


- ▶ Remember to sprinkle 1½ scoops of FOCUS TERMITE ATTRACTANT™ into the bottom of the hole before sealing the station with a twist cover lid or In-Concrete plug
- ▶ 1 Jar treats approximately 110 EXTERRA® In-Ground Stations
- ▶ FOCUS TERMITE ATTRACTANT™ is not used in Above-Ground Stations
- ▶ These stations must be inspected at approximately 8 to 12 week intervals until termites are intercepted.



Installing an EXTERRA[®] Above-Ground Bait Station

Station sited over Access hole





Installing an EXTERRA[®] Above-Ground Bait Station



Installing an EXTERRA® Above-Ground Bait Station

REQUIEM® TERMITE BAIT



- ▶ It's Mode of Action is specific to insects
- ▶ A Chitin Synthesis Inhibitor (CSI)
- ▶ Only insects have an outer skeleton
 - ▶ made of chitin
- ▶ To grow they shed the outer skeleton
- ▶ Requiem STOPS new outer skeleton forming
 - ▶ It is thin and brittle
- ▶ So, the termite dies





EXTERRA

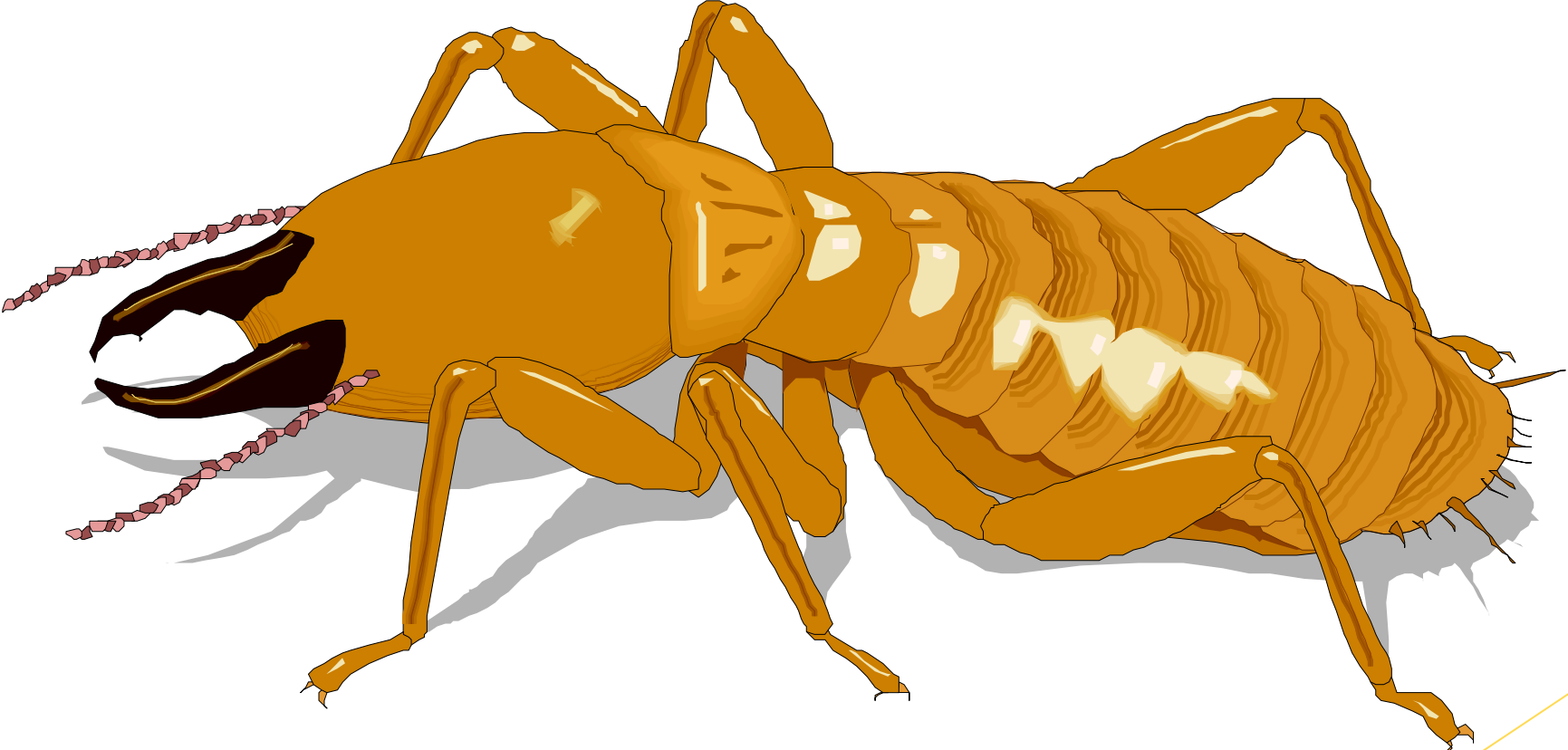
REQUIEM® TERMITE BAIT

- 
- 
- ▶ 1g/kg chlorfluazuron
 - ▶ Technical Chlorfluazuron - Oral LD₅₀ rat - 8,500mg/kg
 - ▶ Requiem - Oral LD₅₀ rat - 85,000,000mg (85kg)/kg
 - ▶ Not at all likely to be toxic in amounts that could be ingested in a single dose. Choking or obstruction (due to inert ingredient) is the most likely hazard from a single dose.
 - ▶ Toxicity: This product is considered non-toxic.
 - ▶ No abnormalities in reproduction tests on rats.
 - ▶ Teratogenicity (disturb the growth n development of an embryo or fetus) not observed in rats and mice.
 - ▶ All mutagenic tests for reverse mutation, aberrant chromosomes and DNA repair were negative.
 - ▶ Effects of large doses of chlorfluazuron on the central nervous system, respiration, blood pressure and electrocardiograms were studied, but no abnormalities were observed.
 - ▶ Advice from Doctor: Treatment unlikely to be required.

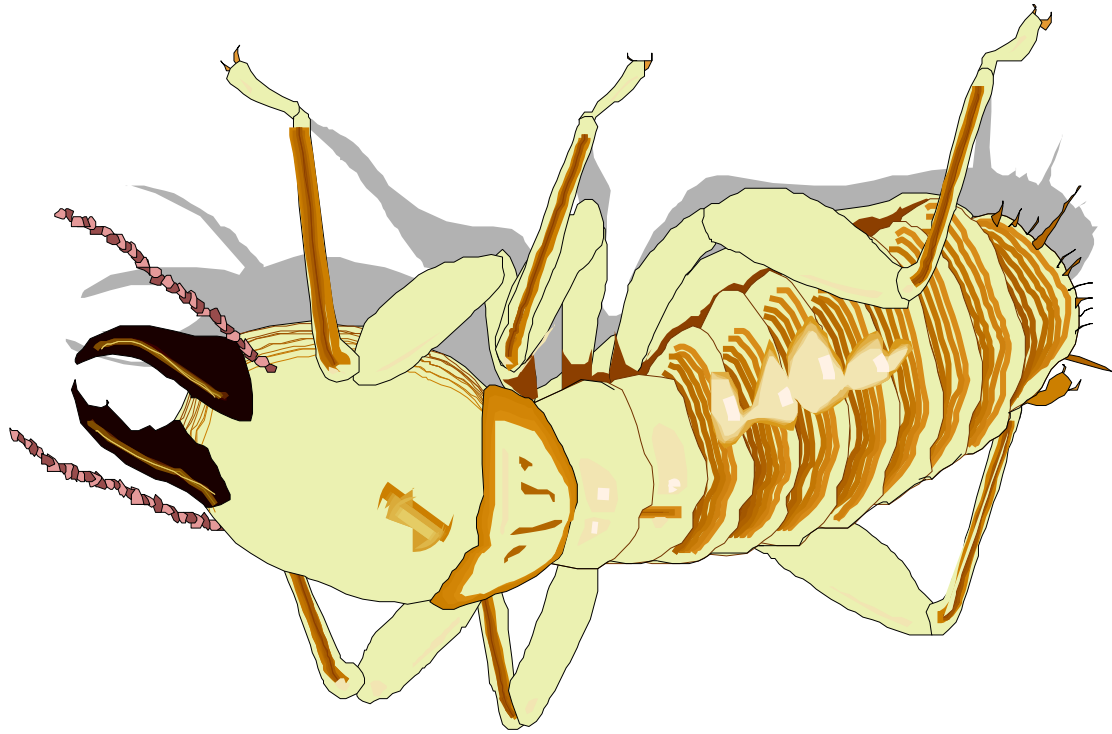
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Termite - Normal Molting



Termite - Molting after Requiem





EXTERRA® In-Ground Station Termite Interception



Termites feeding on
Eucalyptus interceptors

Now we add REQUIEM
TERMITE BAIT

EXTERRA® In-Ground Bait Station

- ▶ Once Termite Interceptions is noticed, we then need to add the REQUIEM™ TERMITE BAIT
 - ▶ Add without disturbing termites.
 - ▶ Requiem is preferred to wood.
 - ▶ So, they stop feeding on timber.
- ▶ Directions of Use
 - ▶ Mix 250 g of REQUIEM™ Termite Bait with 1500 mL of water
 - ▶ Stir until paste of uniform consistency is achieved - similar to pap/stiff mielie meel
 - ▶ Bait Stations need to be inspected 3 to 8 weeks with the more frequent inspections occurring during the initial stages of termite activity





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DO NOT use
tap water
when mixing
Requiem[®]
Termite Bait

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EXTERRA[®] Above-Ground Bait Station

- ▶ Add REQUIEM TERMITE BAIT
- ▶ Directions of Use
 - ▶ Mix 140 g of REQUIEM with 850 mL of water
 - ▶ Stir until paste of uniform consistency is achieved
 - ▶ Bait Stations need to be inspected 3 to 8 weeks with the more frequent inspections occurring during the initial stages of termite



We placed 3 AG's and 2 in the art department.
4 weeks later both were totally consumed.
700g of REQUIEM™ TERMITE BAIT gone. We
know 100g kills a colony. No IG's used.





Week 3 - Behavioural Changes - Outside



Week 3 - Behavioural Changes - Inside





Week 4

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Physiological Changes Colour changes



Week 4



▶ Week 5 - Colony is dead



- ▶ When the colony has been brought under control REQUIEM Termite Bait is removed and fresh timber interceptors are placed in the stations.
- ▶ The stations continue to be monitored on a regular basis.
- ▶ The FOCUS Termite Attractant is replenished every 12 months

EXTERRA® Above-Ground Bait Station

- ▶ When live termites are feeding within a structure, Above-ground Stations containing REQUIEM Termite Bait are installed on areas of active termite feeding.
- ▶ They are then removed once the colony has been controlled or if no feeding occurs.
- ▶ Bait may be placed directly into termite workings









- ▶ As this diagram demonstrates, the home is protected by a complete and continuous EXTERRA® Termite interception Zone.
- ▶ When a termite comes within two meters of the EXTERRA® Station it will usually be attracted by just the right amount of CO₂ and follow the gourmet trail into the EXTERRA® Station

Benefits Compared to Liquid Treatments

More Effective

- Eliminates the Colony

Environmentally Responsible

- Non-toxic
- No soil poisoning

Safer for You

- Non-toxic

Components required to install the EXTERRA® Baiting System

Inground Stations with Eucalyptus Interceptors (Now sold as a kit_

- Each box containing 15 stations each with 6 interceptors



Focus 1.1 kg



Once termite presence is detected



Requiem Termite Bait - 1 kg or 4 kg





EXTERRA® Costing for Inground Stations

In Ground Station costing		
Description	Cost	Cost per Station
EXTERRA In ground station with interceptors (Pack of 15)	R2 821,00	R188,00
EXTERRA Focus termite attractant 1.1kg (110 stations)	R1 638,00	R14,90
COST PER STATION		R202,90
ONLY BAIT THE SYSTEM WITH REQUIEM IF TERMITES ARE PRESENT		
	Per Gram	
EXTERRA Requiem termite bait 4kg - R6800 - 250g	R1,70	R425,00
	Per Litre	
Mixing water - NOT TAP WATER - 1.5L (Average price)	R16,00	R24,00
COST PER STATION		R449,00
ANNUAL SERVICED		
EXTERRA Focus termite attractant 1.1kg (110 stations)	R1 638,00	R14,90
ADDITIONAL COSTS - Transport, labour etc. - Active stations to be checked n baited 3 - 8 weeks		



EXTERRA® Costing for Above Ground Stations

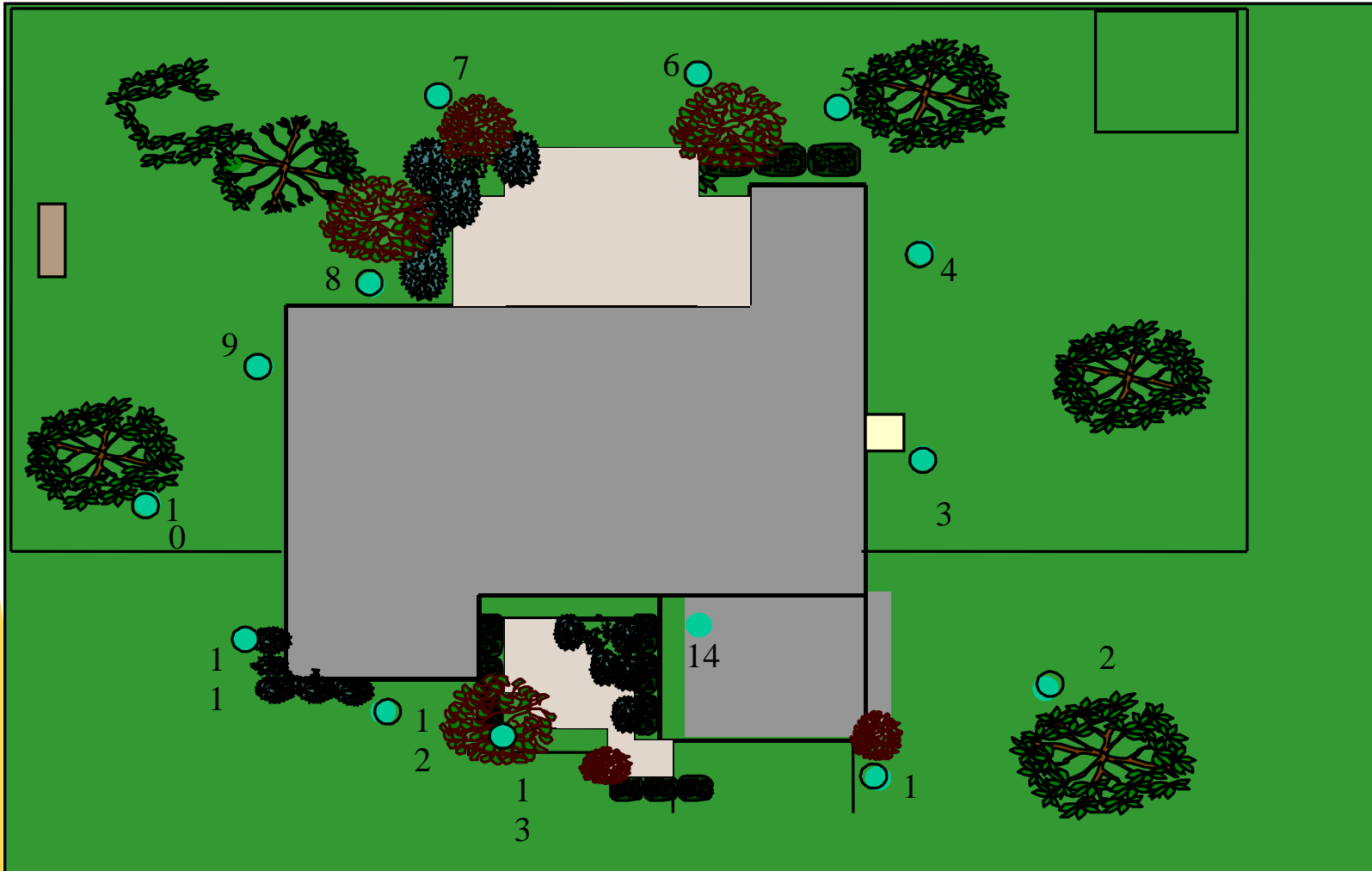
Above Ground Station Costing A25:C37A33A25:C36A25:C36

Description	Cost	Cost per Station
EXTERRA ABOVE GROUND STATION (Pack of 10)	R971	R97.10
	Per Gram	
EXTERRA REQUIEM TERMITE BAIT 4 kg - R6 800 - 140 g	R1.70	R238.00
	Per Litre	
MIXING WATER - NOT TAP WATER - 850 mL - Average pricing	15.25	R15.25
COST PER STATION		R350.35

ADDITIONAL COSTS - TRANSPORT, LABOUR ETC. - Stations to be checked every 2 weeks after installation. If colony is large and still active station might need to be rebaited.



Costing of EXTERRA® Baiting System



14 Stations
Required
Around this home.

Termites detected
In Trees no 2 & 10

Termites detected
In electrical box
No 14



Sample costing as per diagram

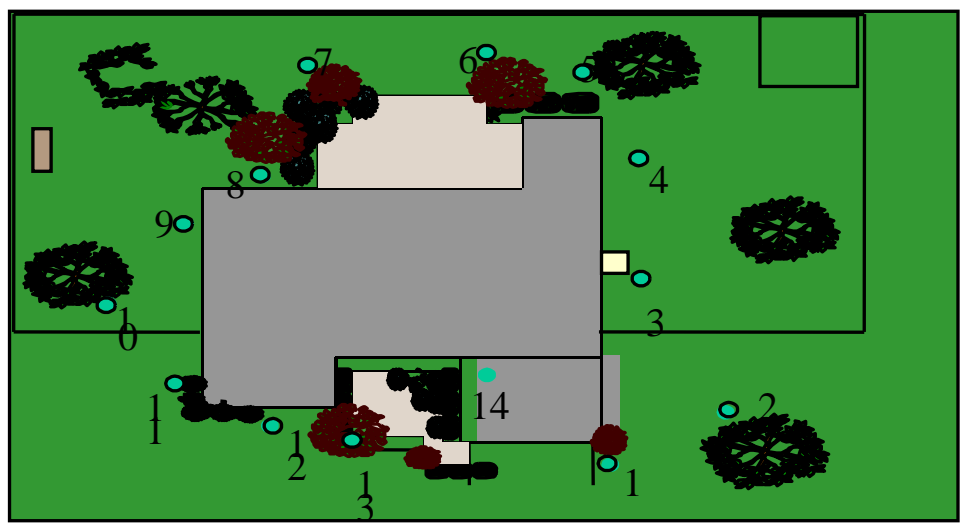
Initial Installation - House requires 14 stations in total.

11 x Inground Ground Stations

1 x Above Ground Station at Electrical Box no 14

2 x Above ground Stations no 2 & 10

Initial Installation	Cost
EXTERRA above ground stations X 3 (R350,35 ea)	R1 051,05
EXTERRA in ground stations with interceptors x 11 (R202,9 ea)	R2 231,90
Total	R3 282,95





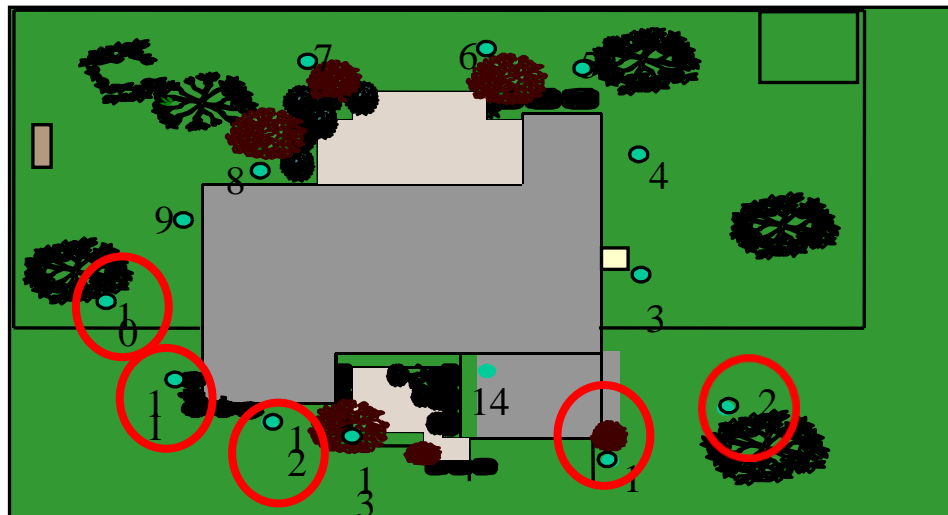
Sample costing as per diagram

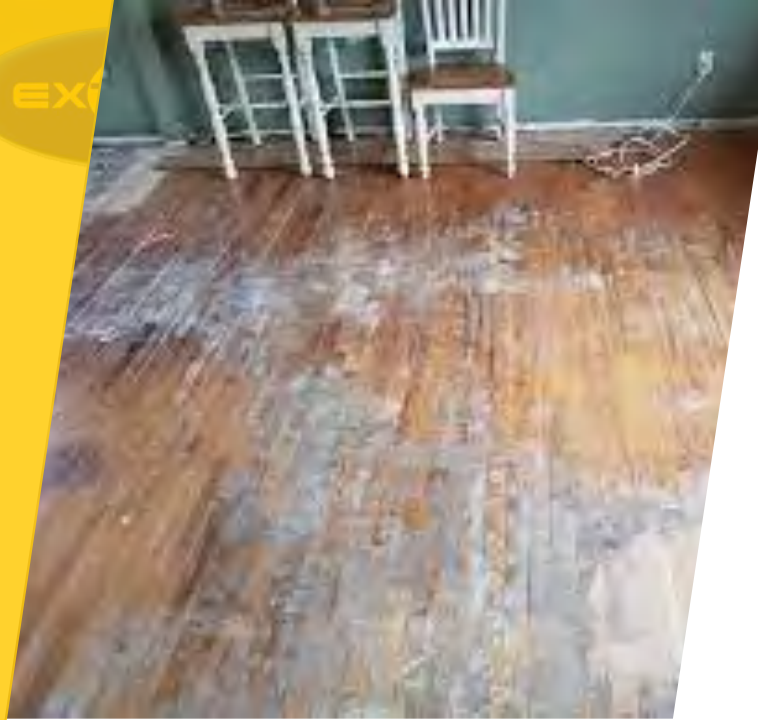
Follow Up treatments

3 x In ground Stations with activity no 1, 11 n 12

2 x Above ground Stations needs rebait no 2 n 10

Follow up x 4 - Rebaiting	Cost
EXTERRA above ground stations X 4 (R350,35 ea)	R1 401,40
EXTERRA in ground stations x 9 (R447,80 ea)	R4 030,20
Total	R5 431,60





Total Cost of Products

R8714,55 for the termination of an entire colony

Compared to the customer having to replace the below

- ▶ Kitchen anything from R150 000
- ▶ Wooden Floor anything from R40 000 per room





Quotation Example

Quotation (Typical) - Initial installation n Service	Cost	Service fee
EXTERRA in ground stations x 11	R2 231,90	R2 200,00
EXTERRA above ground stations with Requiem x 3	R1 051,05	R600,00
S/Total	R3 282,95	R2 800,00
Total	R6 082,95	

Quotation (Typical) - 4 x Service fees (Yearly price)	Cost	Service fee	Total
Inspection of 11 EXTERRA stations (11 x Focus R15 ea / 11 x stations Interceptors R42 ea / Service fee R80 ea p/s)	R627,00	R3 520,00	R4 147,00
Baiting per EXTERRA In ground station (Only if active termites have been found on inspection)	R425,00	R200,00	R625,00
Baiting per EXTERRA Above ground station (Baiting until no termites are present, then stations will be removed)	R238,00	R200,00	R438,00

Focus will only be applied once a year.

We have worked in replacing 11 stations interceptors, due to conditions or activity.

Active stations need to be inspected n services 3 - 8 weeks.

Remember to work inflation into your subsequent year's services.



Why use the EXTERRA® BAITING SYSTEM?

The best thing about termite baiting systems is that no harsh chemicals are used. This environmentally responsible method is advantageous in many different ways.

- These systems are eco-friendly and pose no threat to the wildlife, pets, people, plants and micro-organisms around the property.
- These systems ensure that the soil remains free of harmful chemicals. Therefore, our kids and pets can safely play around on the lawn.
- These systems are flexible, and are compatible with various construction types, new buildings, and different environmental conditions.
- Unlike chemical extermination techniques that are impacted by flooding or soil movement, termite baiting system usually remain unaffected by snow, rain, and other harsh weather conditions.

At Exterra, we offer monitoring stations with termite baits that are completely non-toxic to the environment. If you are looking to protect your commercial property from termites,

