



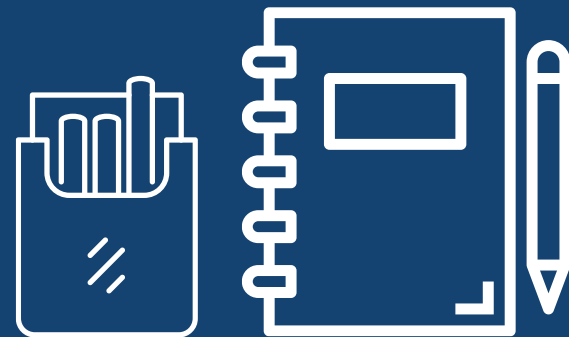
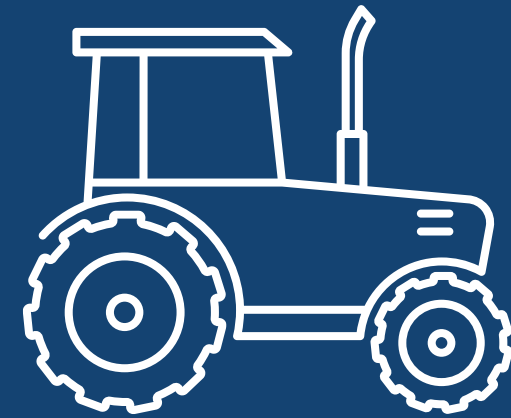
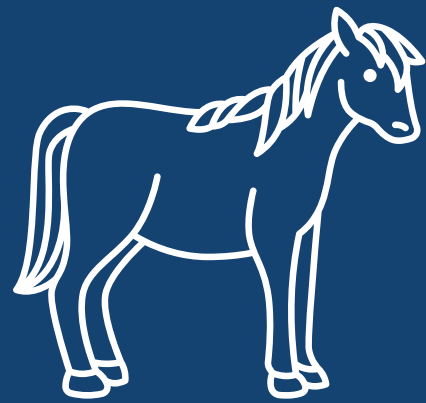
NEW WAYS TO GROW



AgrigateOne[™]

Talitta Jansen

Tracking table
grapes along
the cold chain



Packhouse
Systems



A person wearing a cap and a dark shirt is shown in profile, holding a tablet. In the background, a drone is visible flying over a field. The entire image has a light, hazy overlay.

THE AGTECH LANDSCAPE



CHALLENGES IN AGTECH LANDSCAPE



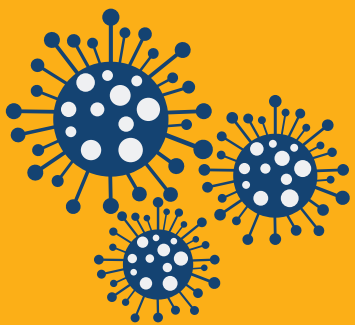
Inflation



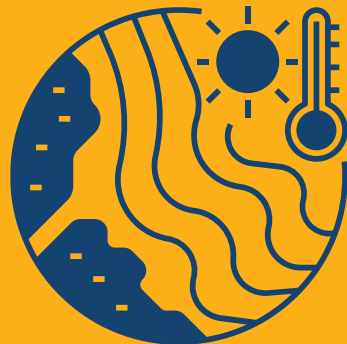
War



Input costs



Covid-19



Weather



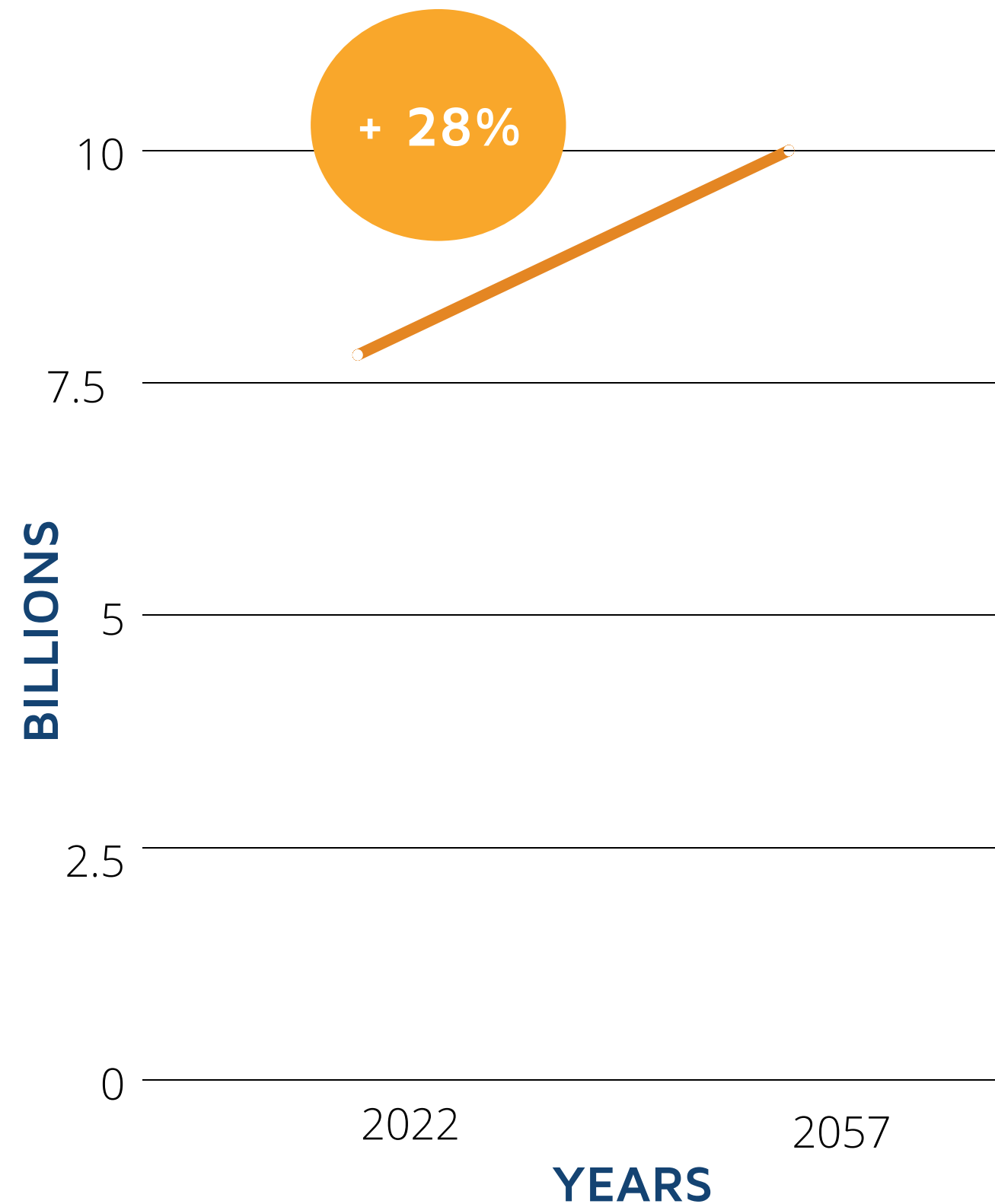
Electricity,
Ports



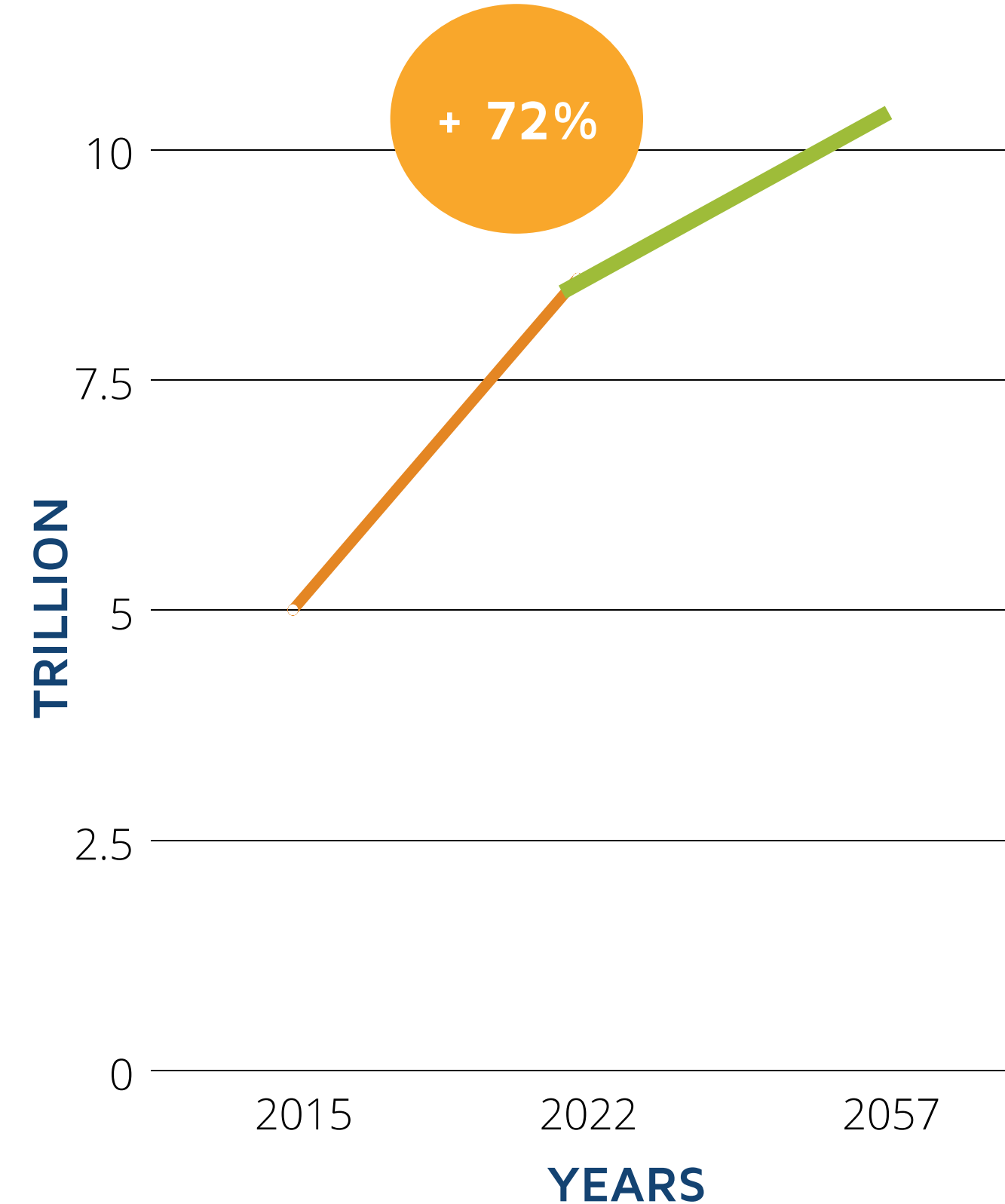
Infrastructure

OPPORTUNITIES IN AGTECH LANDSCAPE

World Population



Food & Agribusiness



What is AgTech?



Big Data



Blockchain



Drones



Robots



Machine
learning



STRATEGY

EXECUTION

VALUE CHAIN PLAYERS

/// SUPPLY ///

YIELD FORECASTING / HARVEST TECH



TRADING PLATFORMS



FIRST MILE: PRODUCER / ORDER MGMT



FOOD SAFETY DETECTION



SUPPLY & TRADE ANALYTICS/STRATEGY



FIRST MILE MONITORING



ERP - COMMODITY & SPECIALTY



FRESHNESS CONTROL/APPLICATION



/// PRODUCTION ///

AI/ML CPG PRODUCT INNOVATION



QUALITY & SAFETY CONTROL



ERP - PRODUCTION



QUALITY & SAFETY MANAGEMENT



PRODUCTION ANALYTICS/STRATEGY



PRODUCTION ROBOTICS & AUTOMATION



MANUFACTURING OPERATIONS MGMT



COLD CHAIN MONITORING



WAREHOUSE / INVENTORY MANAGEMENT



/// LOGISTICS & DISTRIBUTION ///

TRANSPORTATION MGMT & VISIBILITY



ERP - DISTRIBUTION



COLD CHAIN-FOCUSED LOGISTICS/3PL



WAREHOUSE/DC ROBOTICS/AUTOMATION



BUSINESS AUTOMATION & VENDOR/ORDER MGMT



DIGITAL LOGISTICS MARKETPLACES



OMNI-CHANNEL/D2C LOGISTICS



/// DEMAND ///

F&B/RETAIL DEMAND DATA ANALYTICS



F&B/RETAIL DEMAND PLANNING & MGMT



INTEGRATED BUSINESS PLANNING



AG VALUE CHAIN PLATFORMS



TRACEABILITY/3RD PARTY VERIFICATION



ENTERPRISE SUPPLY CHAIN PLATFORMS



SUPPLY CHAIN ANALYTICS & MGMT



SUPPLY CHAIN FOOD RECOVERY



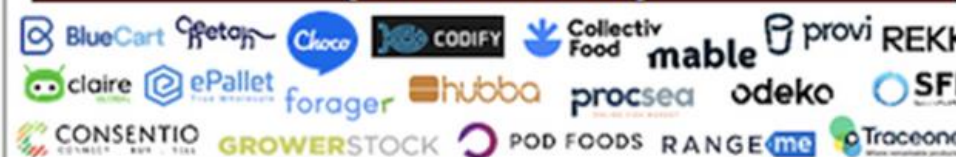
B2B PROCUREMENT MARKETS / PLATFORMS (SUPPLY-FOCUS)



NETWORKED SUPPLY + TRADE + LOGISTICS



B2B PROCUREMENT MARKETS / PLATFORMS (DEMAND-FOCUS)



The AgTech Landscape 2022

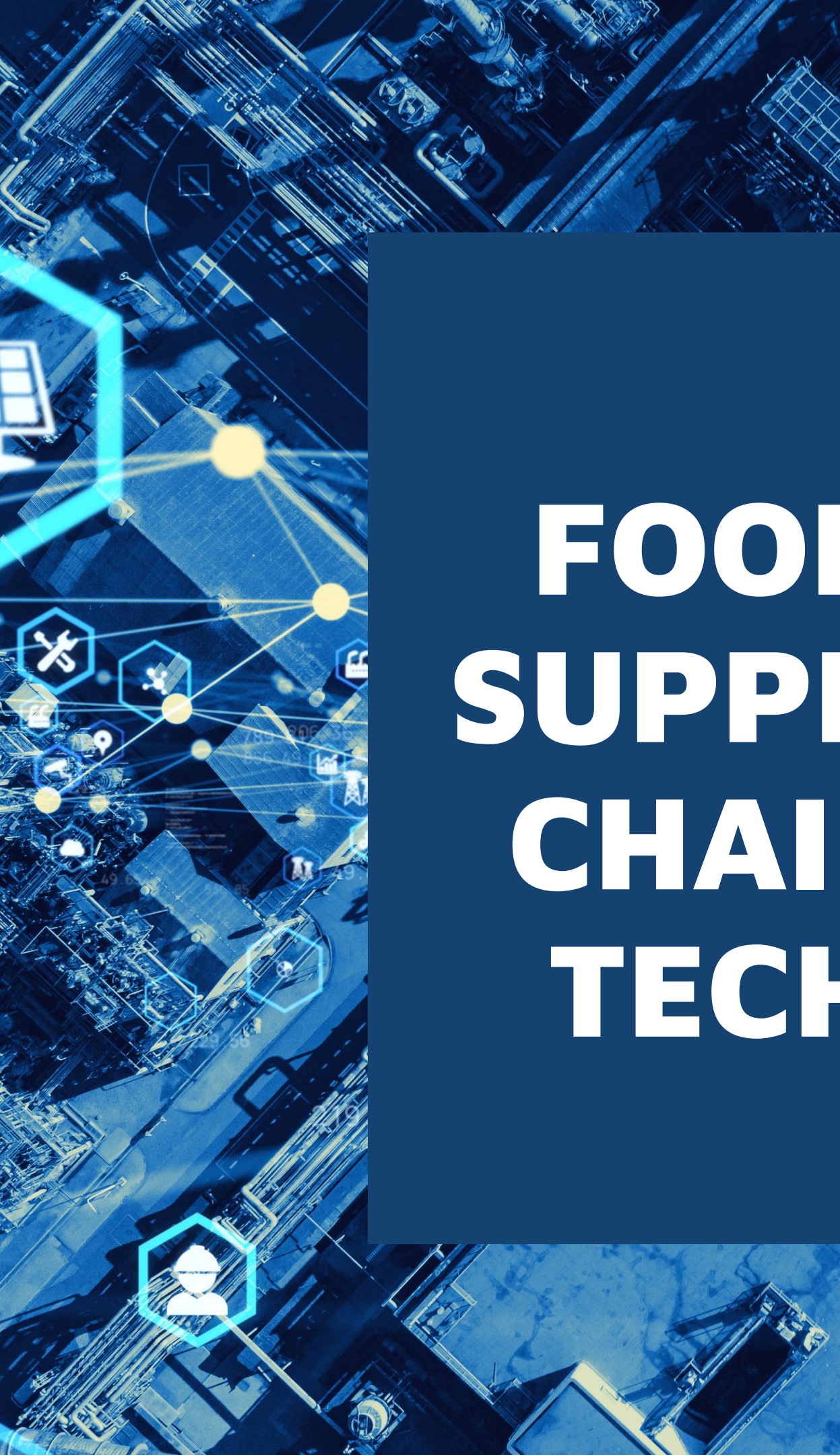
FarmTech

"Everything that happens inside the farmgate".

Food Supply Chain Tech

"Everything that happens post-farmgate".
Also known as the "messy-middle"





FOOD SUPPLY CHAIN TECH

1

FIRST MILE (SUPPLY):

Forecasting your harvest / Certification and compliance

2

PRODUCTION / FOOD PROCESSING (PRIMARY AND SECONDARY)

Manufacturing

3

DISTRIBUTION AND LOGISTICS:

Supply chain - "messy-middle"

4

RETAIL / FOOD SERVICE / D2C (DEMAND):

Procurement

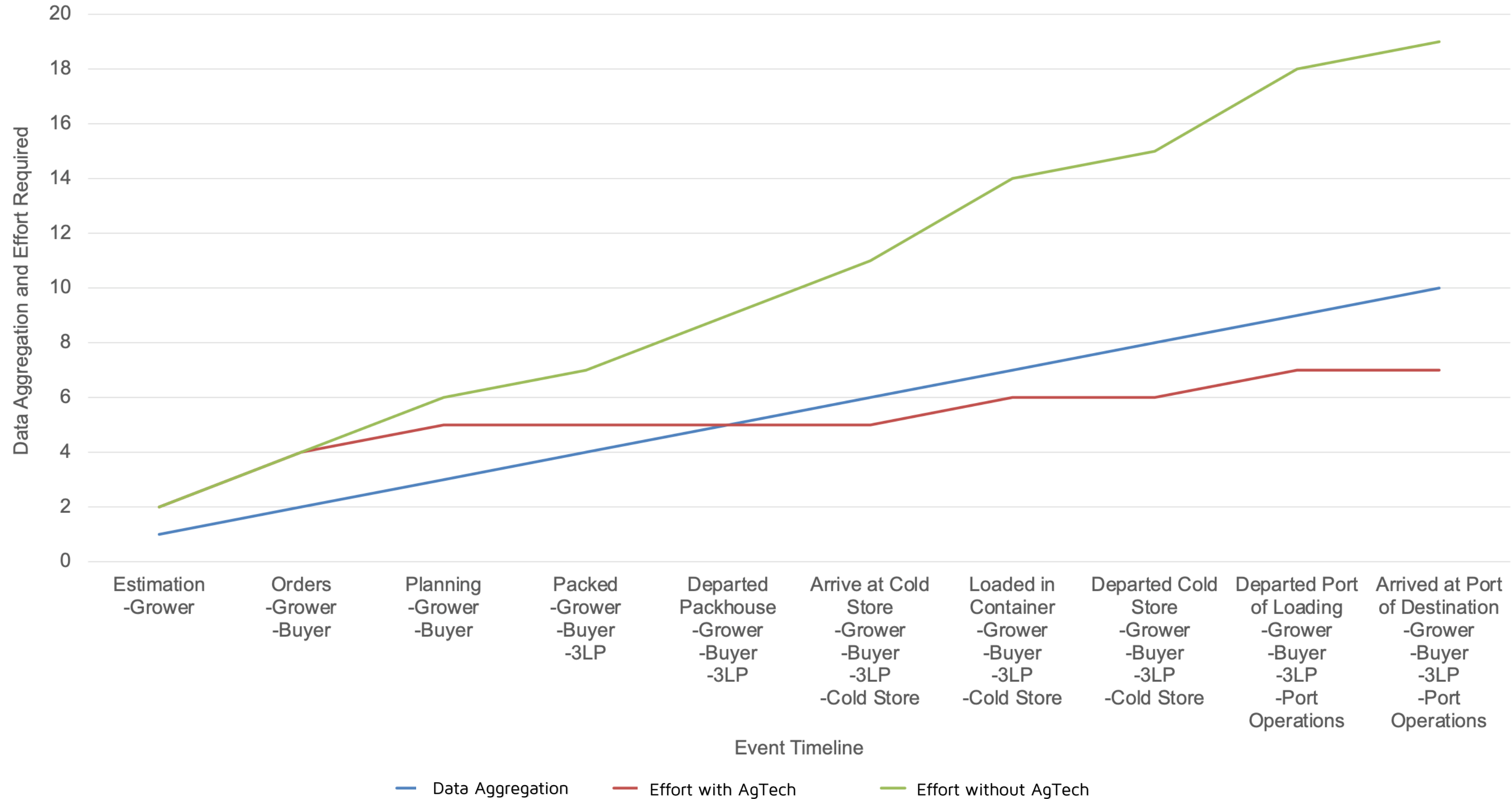
Distribution and Logistics

AGRICULTURAL TECHNOLOGY IN THE MESSY MIDDLE PROVIDES FOR THE FOLLOWING:

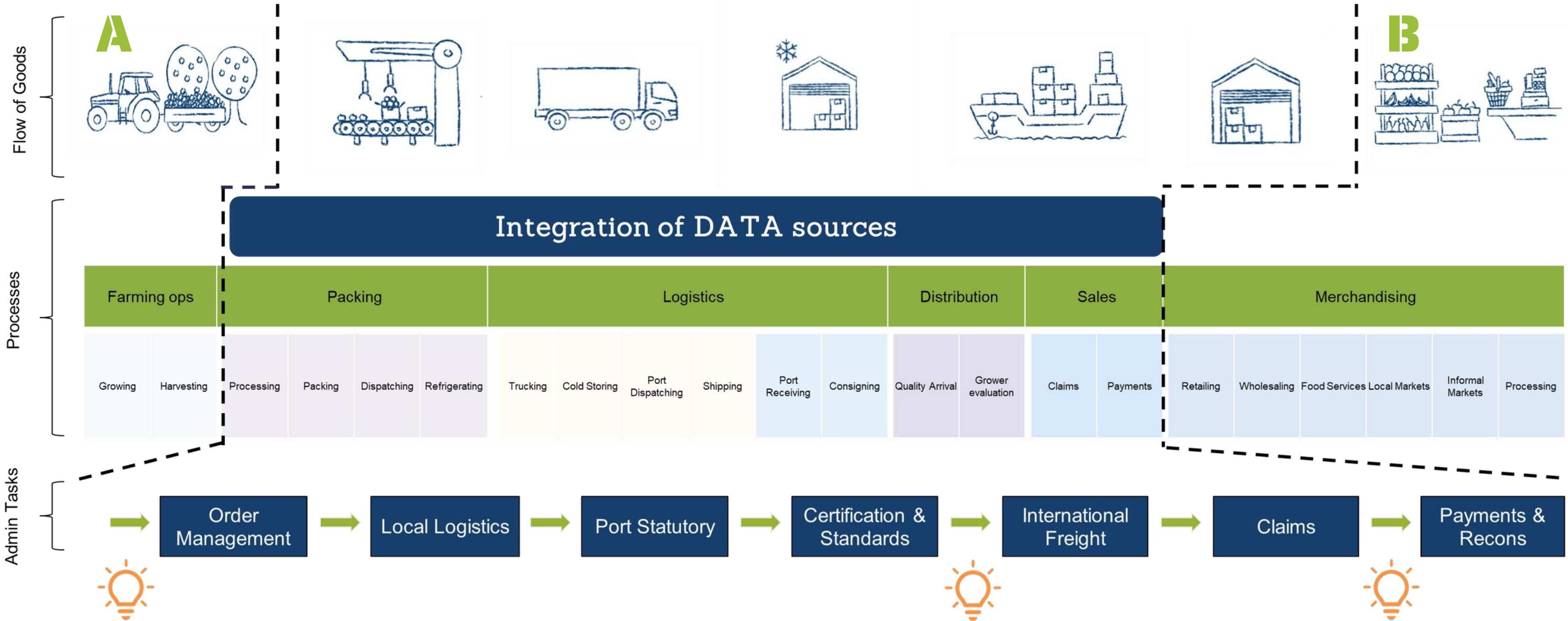
- Supply and cold chain analytics
- Automation – in packhouse and cold stores
- Order management
- Logistics marketplaces and transportation management
- Visibility and traceability technologies



AgTech Value Add



Integration of disparate sources is key to optimal tracking and better decision-making



**OPTIMAL TRACKING | BETTER DECISION-MAKING |
COST-EFFECTIVENESS | FOOD WASTE MANAGEMENT**

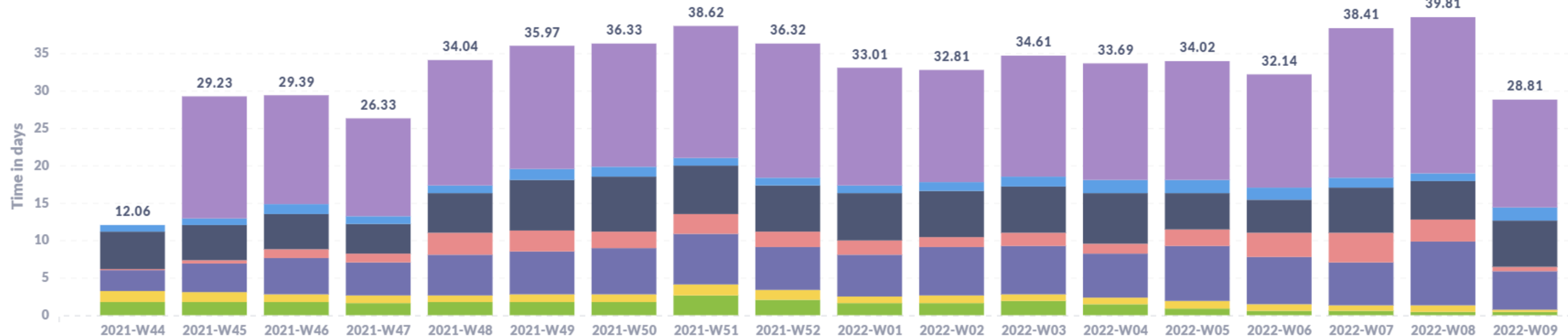
Insights from data & tracking sources



LOGISTICS DWELL TIMES PER WEEK

Logistics per packing week (Containers)

Packhouse Dwell Dispatch Dwell Coldstore Dwell CS to GI Dwell GI to Load Dwell Load to DPL Dwell DPL to ADP Dwell





COLD STORE DWELL TIMES

Weekly Average



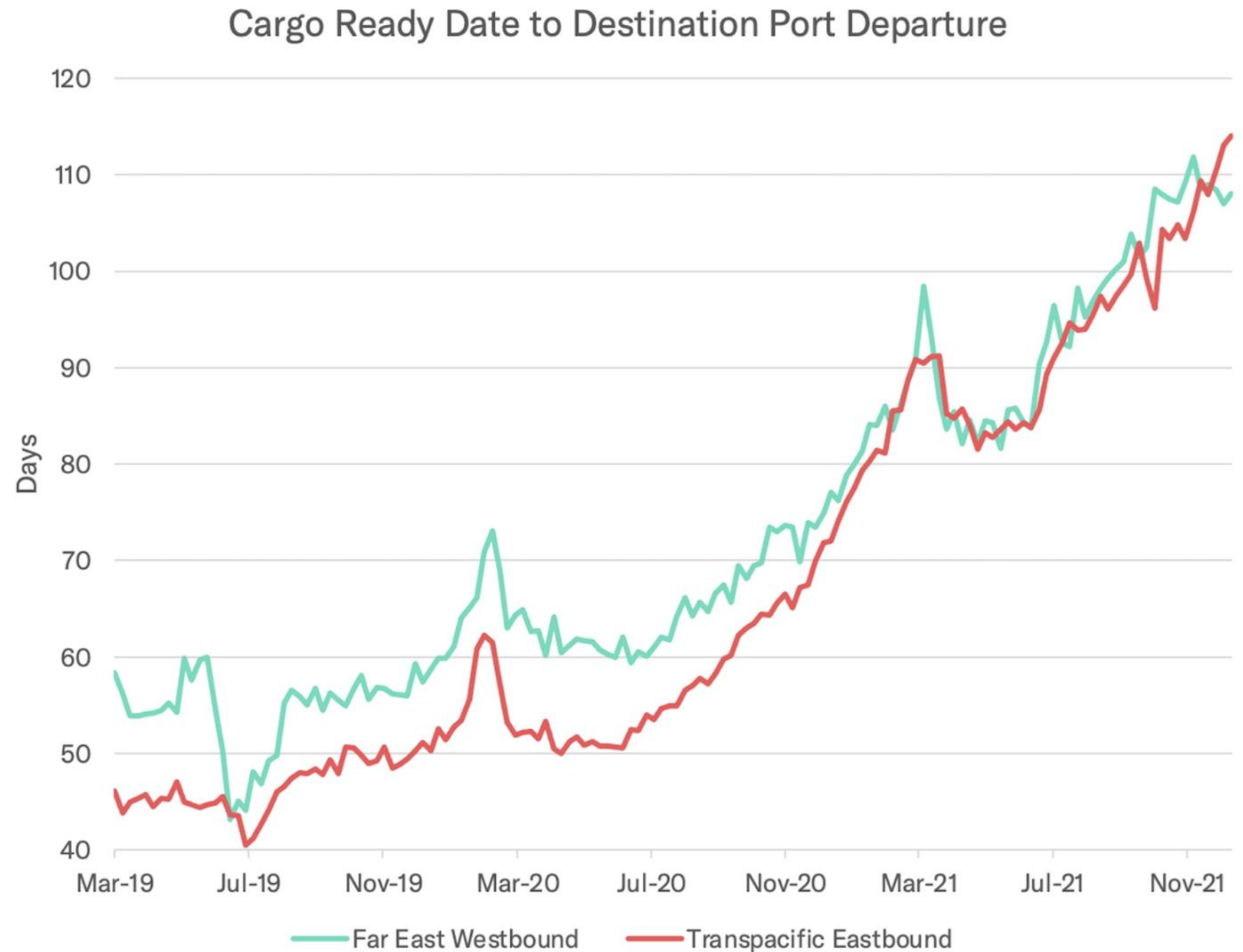
MONITOR YOUR SUPPLY CHAIN

Container shortages

- Forecast earlier
- Action on insights



Ocean Timeliness Indicator for TPEB Third Straight Record



REAL-TIME DATA ENABLES THE TRACKING OF FRUIT ALONG THE COLD CHAIN



DASHBOARD

Give Feedback

Export Container Data

Export All Data



Search

Search...

All

Locations

Columns

32,536 U 30

COSCO IZMIR

Cartons	Containers	Unallocated
10,800	3	0

CAPE TOWN

Containers

Columns

TEMU9361015

Cartons	Next Delivery Datetime	Next Destination Name
3,600	21 Jan 2022, 04:30	Singapore

KKFU6734458

Selected Location: COSCO IZMIR

Pallets

Columns

660099003125125429

Cartons	Commodity Name	Variety Name
180	Grape	IFG SEVENTEEN (SWEET JOY)

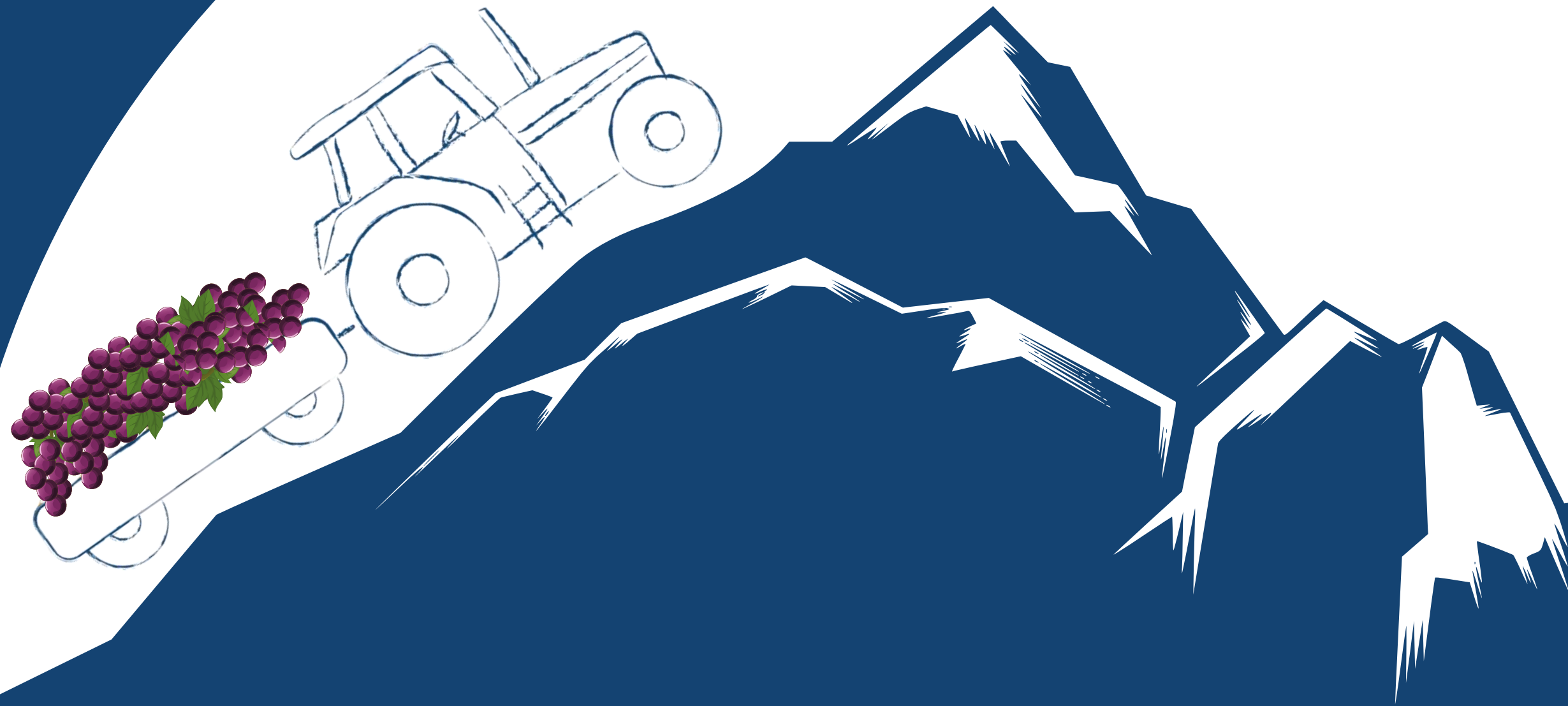
660099003125125436

Selected Container: TEMU9361015

Right Partners

Tracking

Insights





NEW WAYS TO GROW



AgrigateOne™

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Thank You!
Dankie!

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