



Science | Agronomy | Technology

Annual General Meeting
Presentation
December 2017

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Half Year in review

Review of key achievements for the 6 months ended 30 September 2017

Revenue increase of 2,566%

From \$75k for same period last year to over \$2 million for this period

Geographical expansion:

2016: New Zealand

2017: New Zealand
United States of America
Australia

Commodity Growth:

2016: Potatoes

2017: Potatoes
Wheat
Onion

Carrot
Asparagus
Corn

Successful deployment of CropLogic System to Washington State, USA
with 99.25% up time of technology deployed.

Solid strategy for continued Growth and increased profitability

01

ACQUIRE

Acquire local leading companies that act as market entry mechanisms

02

TRANSFORM

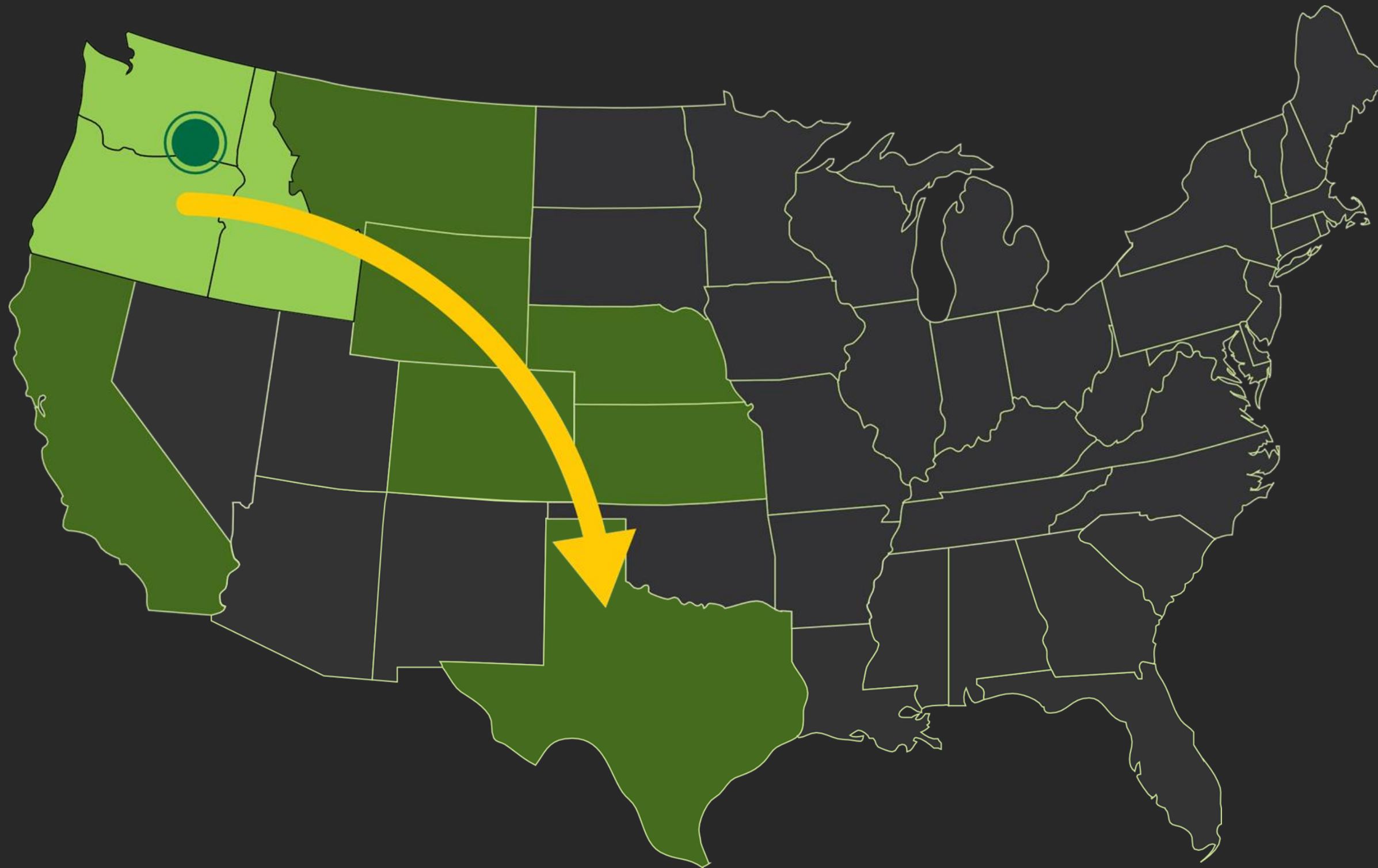
Transform these businesses through the introduction of cutting edge technology such as the CropLogic System

03

GROW

Use these market entry acquisitions as a 'beach head' for further regional growth

ACQUIRE



Acquisition pipeline development

Business acquired in Pasco, Washington State during the period

Approximately 60,000 acres of high-value crops under management today (of a total of ~100,000)

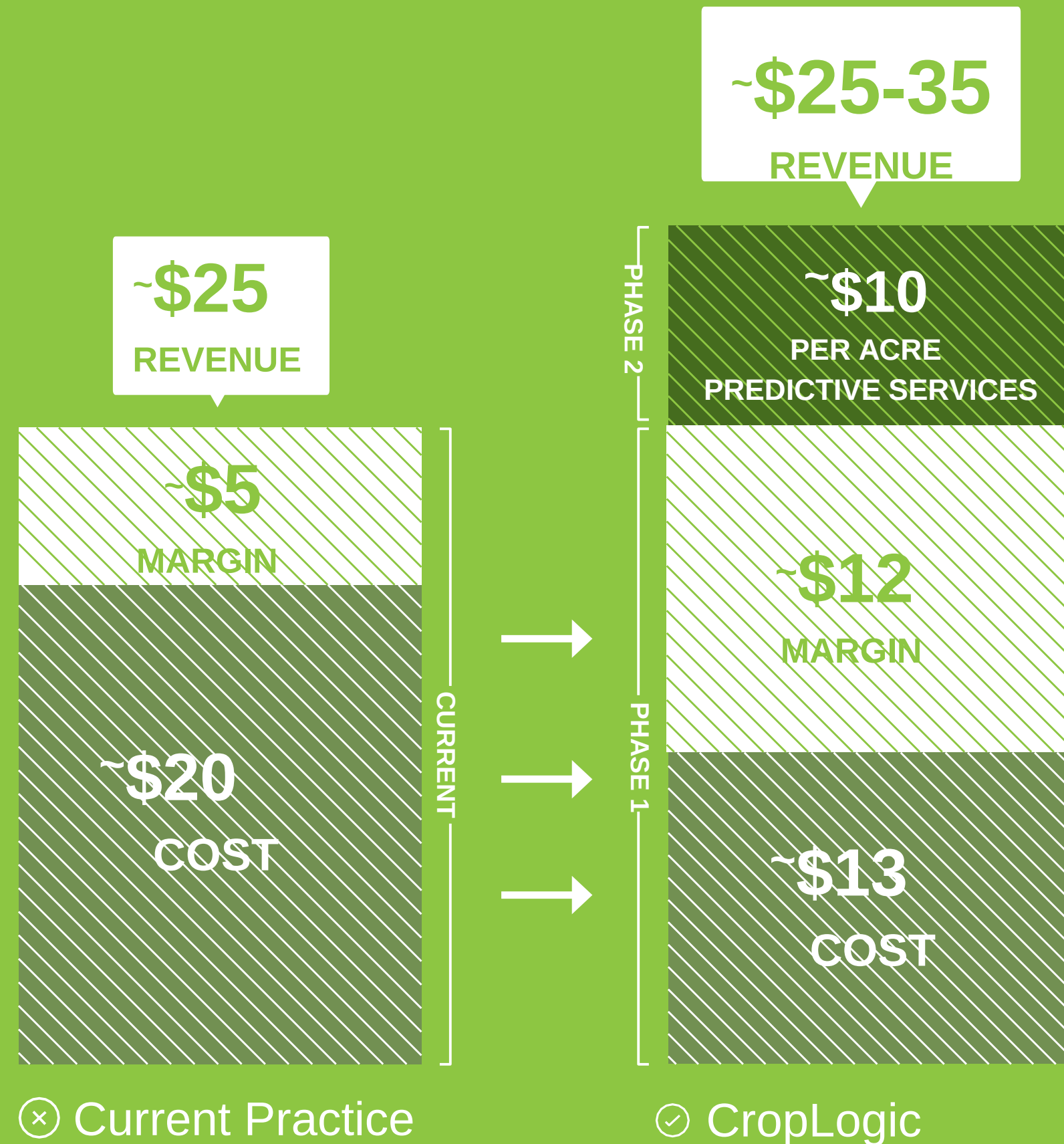
Acquisition pipeline established (US and Australia)

Active discussions with multiple parties at present

Dovetailed with licenses for Corn, Cotton, Soybean, and Wheat

Patience approach adopted – to maximise return for shareholders

TRANSFORM



Fundamentally improve financial performance of acquired entities (Phase 1)

Reduction of in-field costs

Reduction of up to 50% in-field time in specific clients in '17

Open new markets

Increased range for service delivery from existing base of operations

New clients acquired in '17

GROWTH

Commercial opportunities provide long term growth of transformed entities



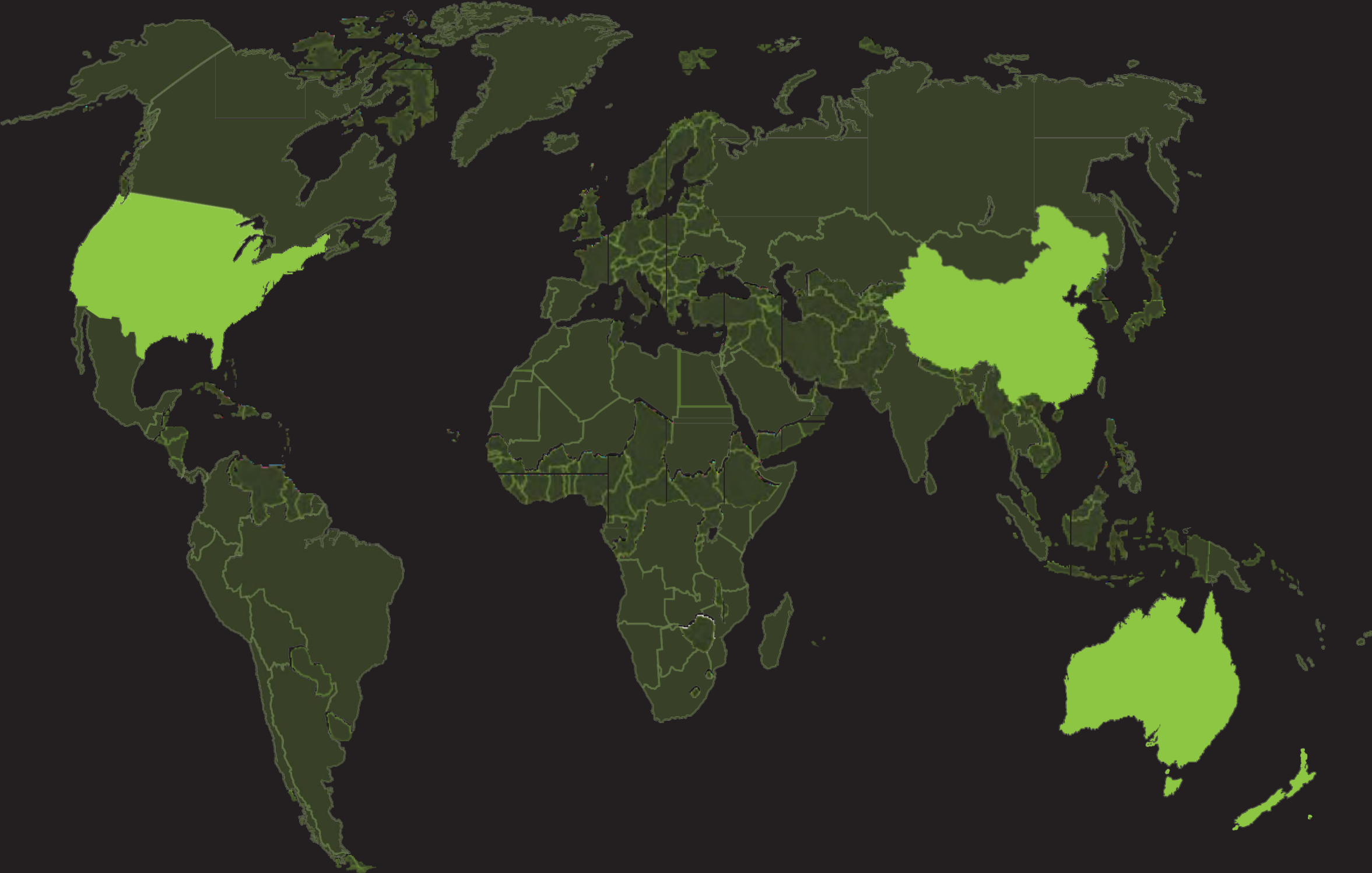
Seasonality of sales cycles in the US means that we see a period of pre-sales activity within the start of calendar Q1

Technology

Technology is still the backbone of the CropLogic value proposition

- The enabler for acquisition and business transformation.
- New soil moisture measurement technology currently being investigated - potential for increased accuracy of data, decreased susceptibility to field conditions, and a pathway to more in-field data.
- Management and user interface enhancements currently being developed for new USA growing season.
- Strong pipeline of technology.

Upcoming activities



Anticipated activity by country



United States

Acquisition pipeline
development
Revenue generation
(C Q2)



China

Market entry
strategy
development



New Zealand

New technology
identification and
validation
Platform development



Australia

Acquisition pipeline
development
Revenue
generation



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