As operations expand, how do we exceed service demands and attract more customers?

How technology is helping meet that goal.
We are a technology company built exclusive for agriculture.

Helping provide a higher quality of service to growers and better outcomes.
Consolidation and growth adds complexity to logistics

Change contributes to complexities with:
• Custom services
• Fleet operations
• Location management
• Accounting, billing and reporting

Directly impacting a retailer's ability to provide high quality service to growers.
Digitizing the Sugarcane Industry at Scale

- Founded in 2007
- Mathematics & analytics
- Rapid consolidation
- Complex business structure
- More than 80% adoption
Expanding Operations and Partnerships

- **US ag services** industry moment
- **US in 2018**, shifting focus to row crops and retailers
- **4 million applied acres** in first year
- **Retailers and co-ops** partnered to develop US solution
Between Brazil & the U.S. all monitored in real-time; these are all paying clients.

We’ve been delivering solutions for ag customers.

~50% development
~30% customer support

Covering the Midwest

15 years
22m+ acres
600+ global team
50+ US team

15 years
22m+ acres
600+ global team
50+ US team
A.I. driven solution incorporates weather, labels, field and machine information.
Tech Adoption is Easy
Solinftec by the Numbers

**SCHEDULING**

15% MORE EFFICIENT TRAVEL

**POTENTIAL SAVINGS**

$57,800 PER SPRAYER PER YEAR

**TENDER TRUCKS & APPLICATION MACHINES**

25% LESS STOPPED & DRIVING TIME

Based off of 4.2M applied acres in 2019, 2020.
Data that Produces Results & Grows Value

- Higher quality of service for farmers.
- Increased customer satisfaction and retention for future sales opportunities.
- More efficient, informed and satisfied workforce from the office to the field.
- Reduced fuel consumption and chemical compliance assistance, contributing to company sustainability goals.
Thank you