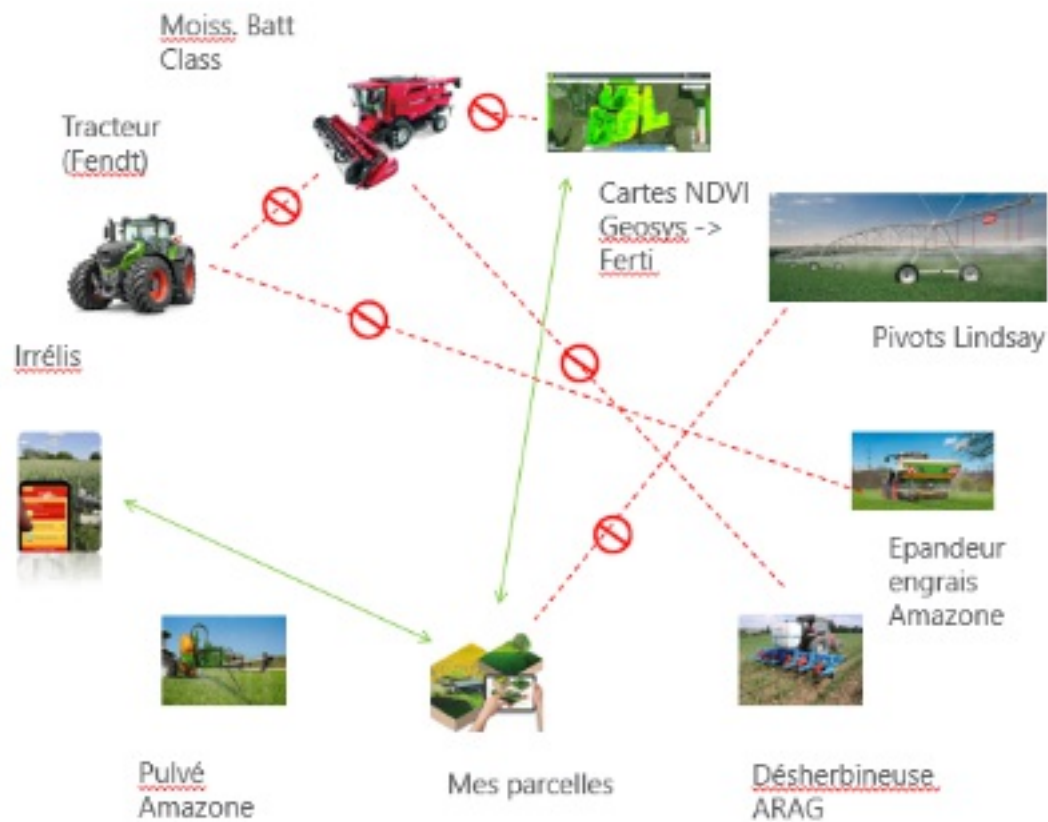# Agbox by Valeur-Tech

Interoperability & Agridata exchanges management.

Agtech tools are developing without interconnexion at the farm level.

- Duplication / loss of data

- Non-coordination of agtech tools

- Additional data treatment tools

- Dispersed data storage

- Complexity of data exchanges with the direct and indirect ecosystem
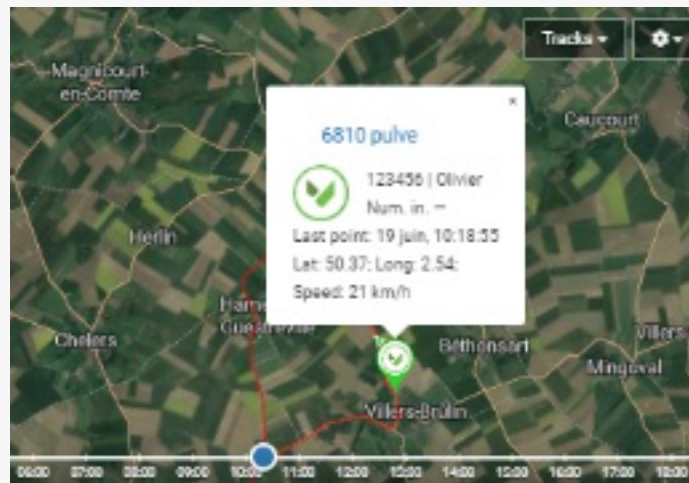
What Agbox is bringing :

- Data interoperability

- Secured storage

- Monetization &
  self-management of
  data-exchanges by the farmer

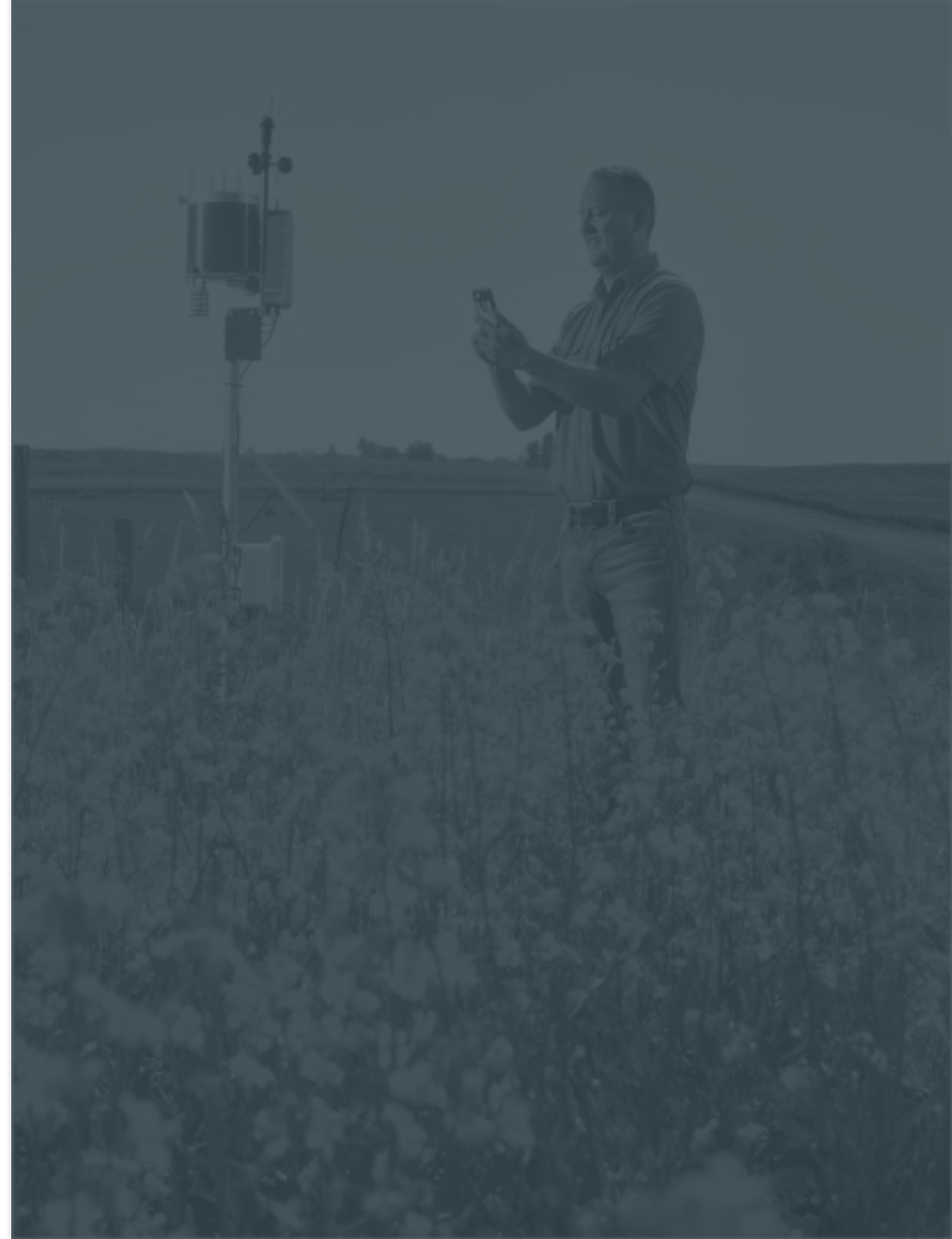# A global solution

Interoperability / Portability / Storage
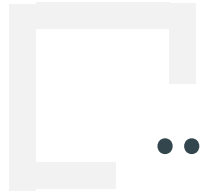

Spatio-temporal correlation of data

Management of access rights & data exchanges by the farmer

Multiple benefits for farmers...

- → Lowering down cost of agtech tools

- → Gaining of time & comfort

- → Enhanced efficiency of precision tools
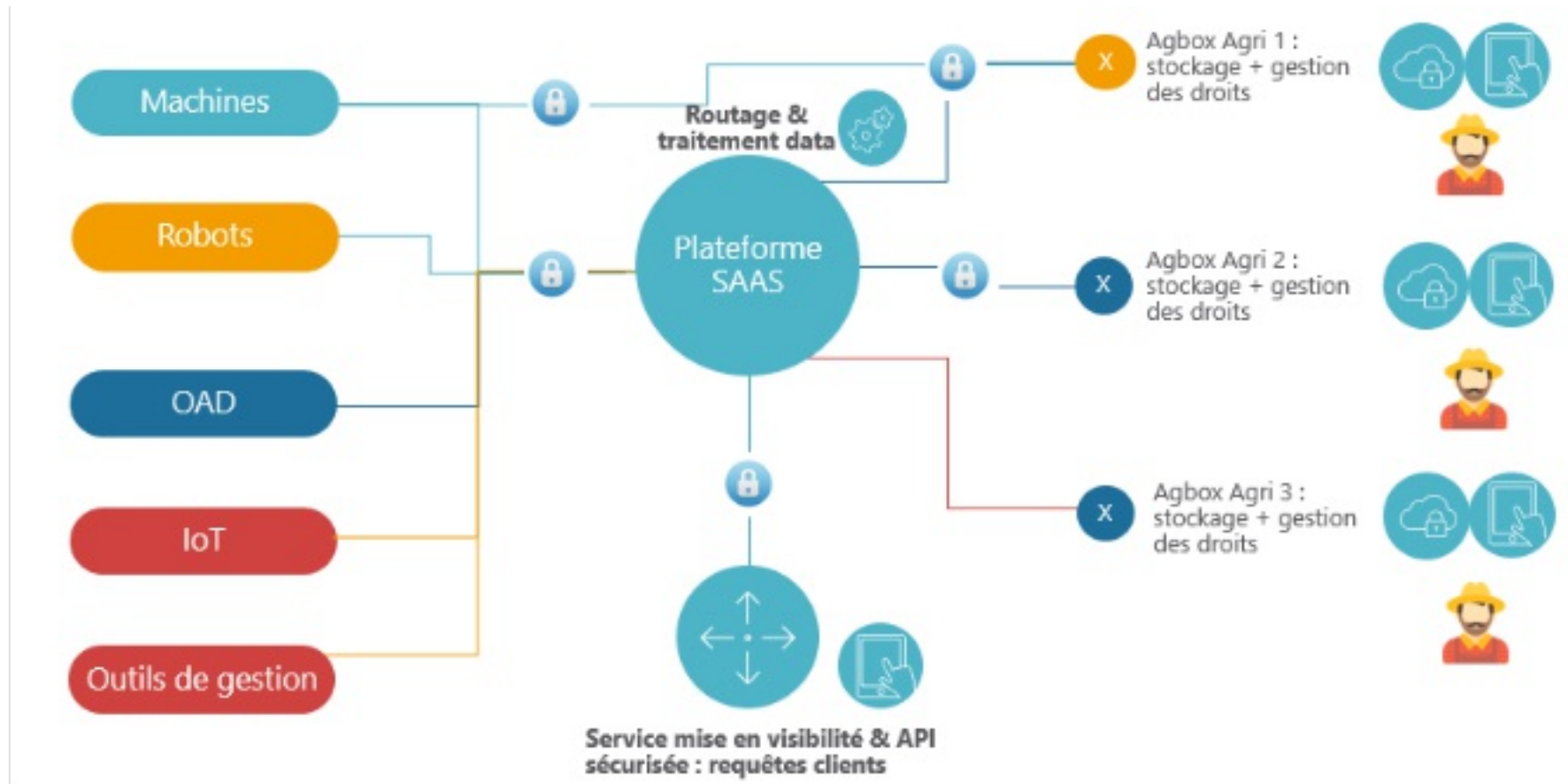
- → Securing storage & exchange of agridata.

...and for its partners

⇢ Symplifying access to quality & useful agridata

⇢ Bringing confidence & legal security (GDPR conformity)

⇢ Lowering down investment on interoperability developments & maintenance

⇢ New & more competitive services.
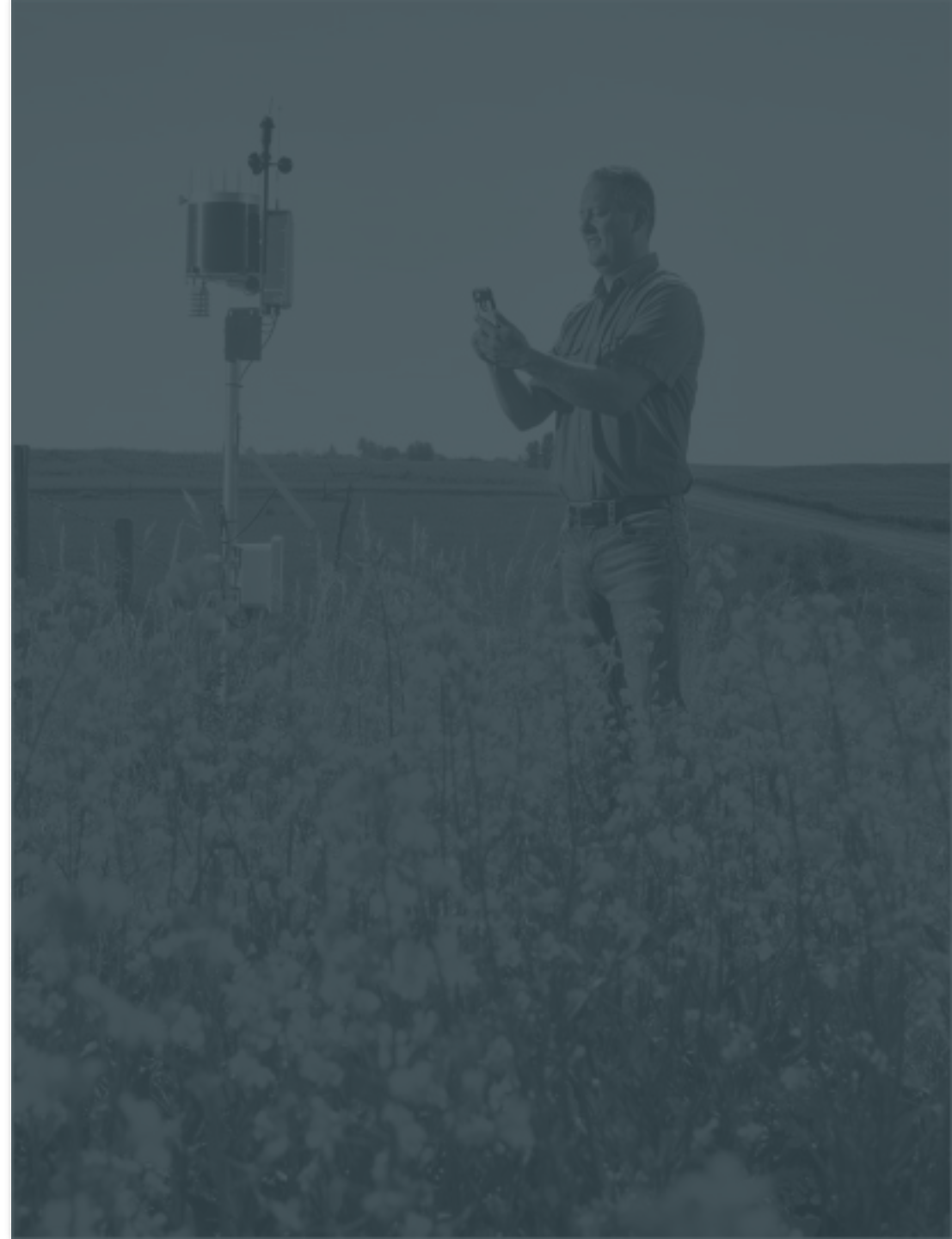
Functional architecture

A clear market-demand

" *Digital is everywhere in my farm, but how could I coordinate my data and keep hold on it?* " - Pierre Vaugarny, livestock breeder, July 2018

" *Interoperability at farm level is a crucial issue for our agriculture*"
- French Ministry of Agriculture, June 2018

" *Our main issue is interoperability between our different systems* "
- KERNEL (Ukraine / 650.000 ha), July 2018

" *We are in need of a HUB gathering all farm-data* at the same place " ProAgrica, March 2018

" *There is a position to be hold on the market for a neutral player, dedicated to data interoperability* " Groupama, February 2018

A global & quickly expanding market

460.000 professional farms
France

24 millions tractors
In the world (FAO Stats) ->
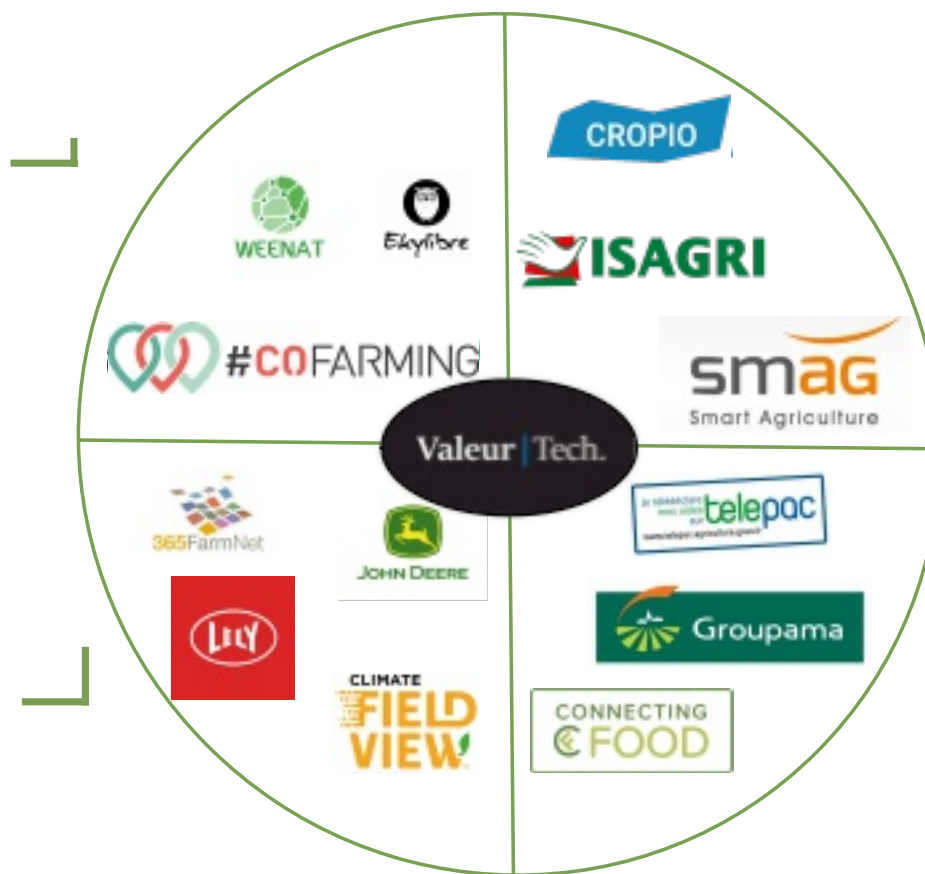5 millions potential customers
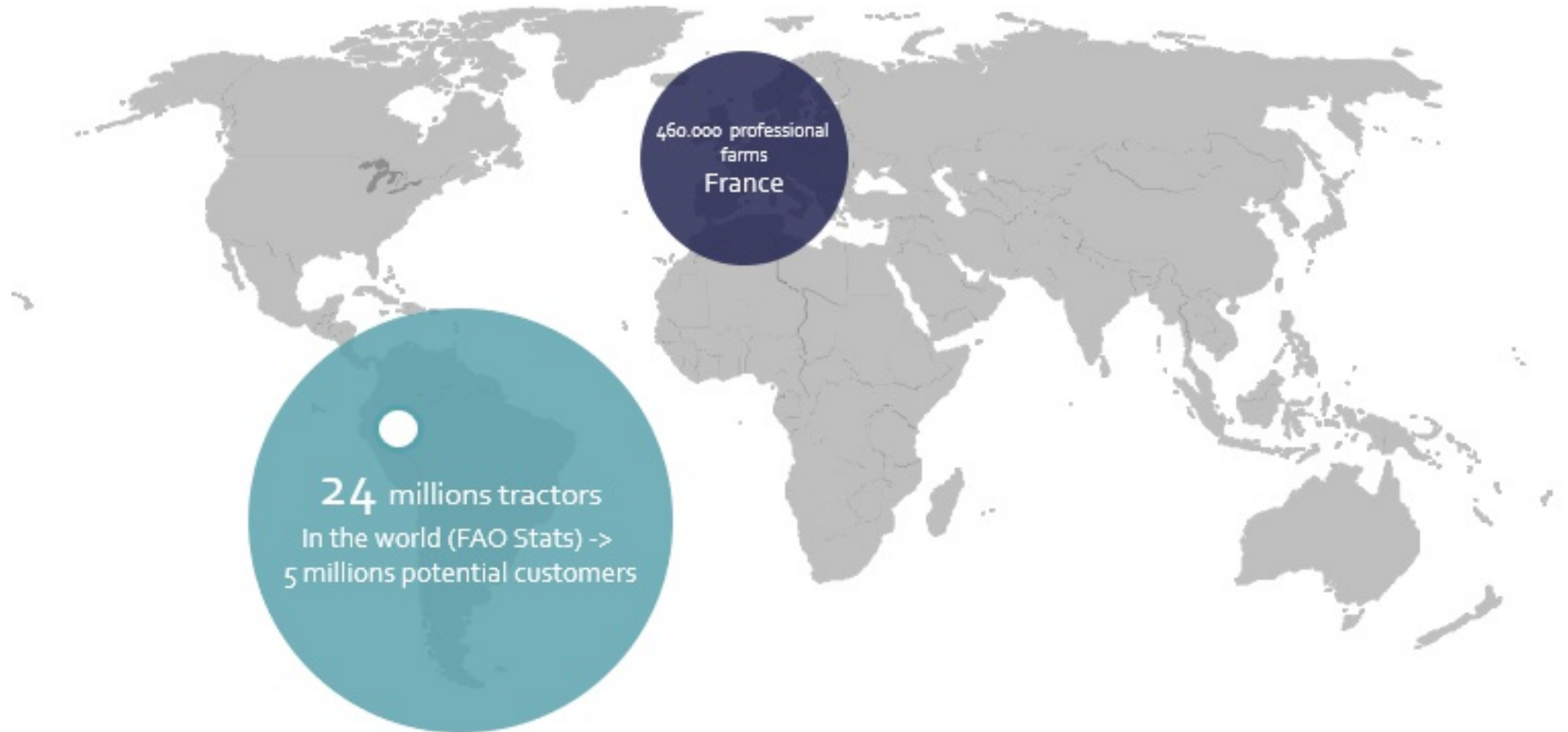
A neutral position,
at the heart of the Agtech ecosystem

Start-up / IoT

Farm Management System / Decision Support Tool

Machinery, seed, phyto/fertilizer manufacturer.

External services (agronomy / veterinary / insurance / banking / State etc.)

Business-model

Revenue share (%)

- Licensing to Agtech services (5% of pricing): 20
- Fee on data exchanges (3-7%): 30
- Rental of storage capacities for farmers: 15
- Targetted marketing: 35
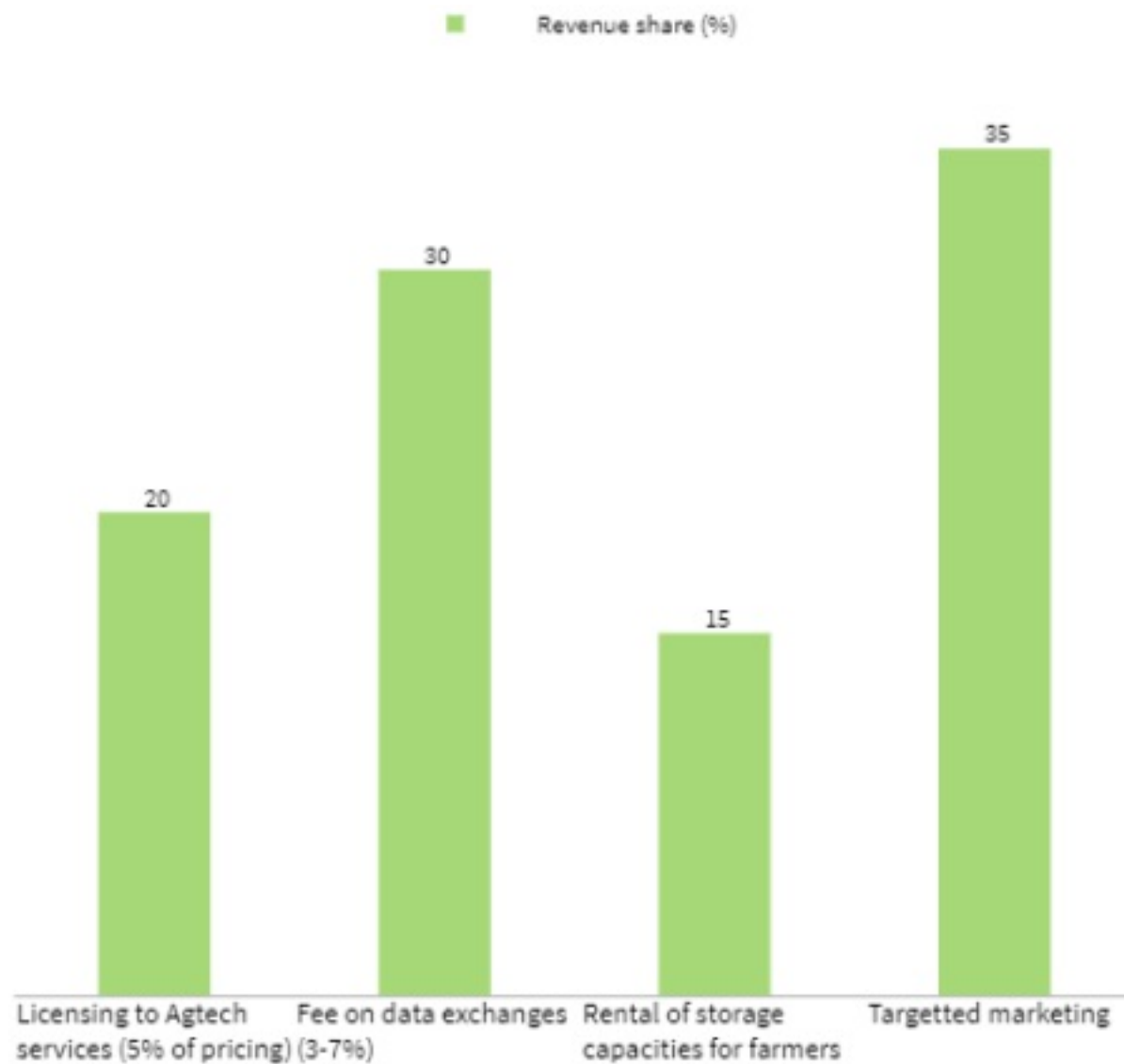
- A balanced & expandable business-model

- Ability to deploy the solution progressively (ST/MT/LT)

- Spill-over effect : solution generates naturally new services

Go to market

Sept. 2017

POC - Grain producer /
Southern France
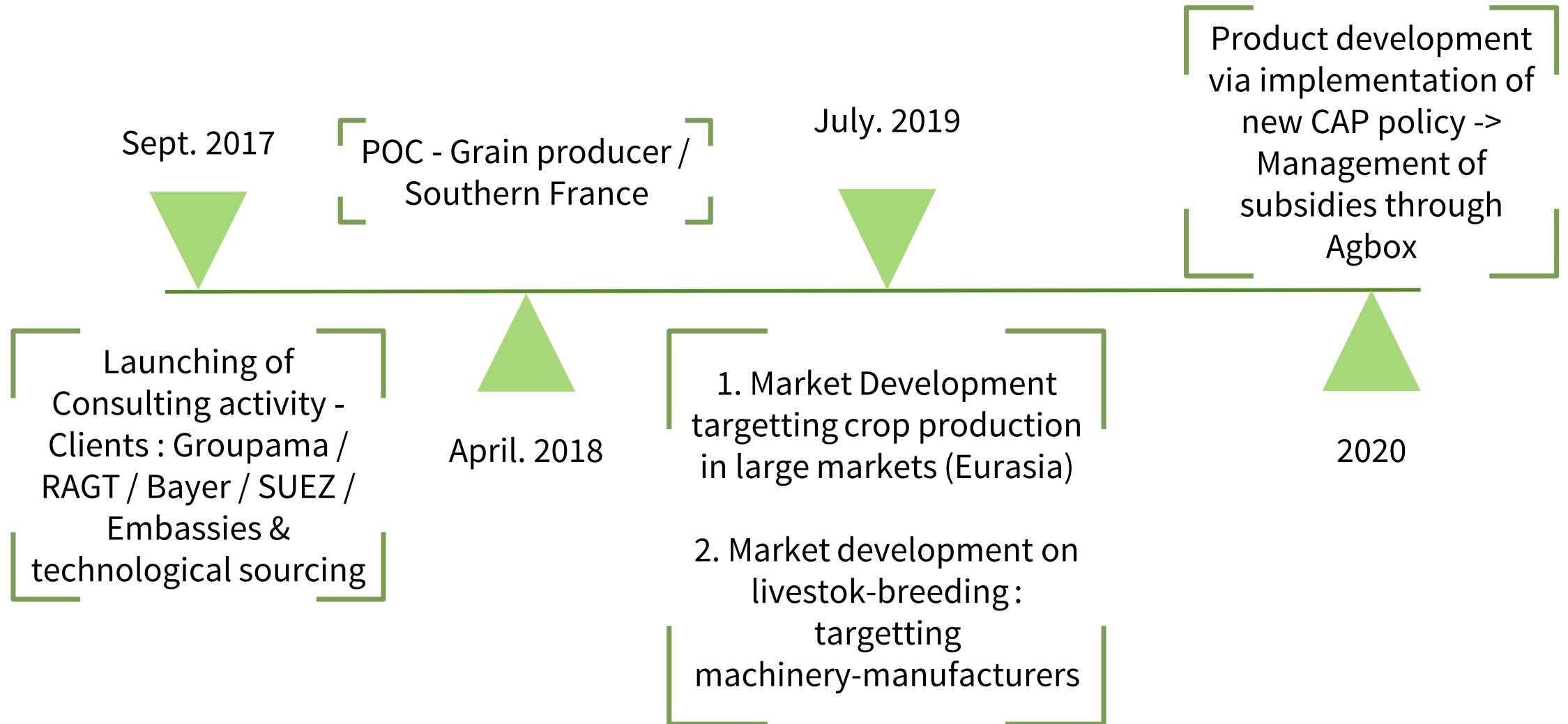
July. 2019

Product development
via implementation of
new CAP policy ->
Management of
subsidies through
Agbox

Launching of
Consulting activity -
Clients : Groupama /
RAGT / Bayer / SUEZ /
Embassies &
technological sourcing

April. 2018

1. Market Development
targetting crop production
in large markets (Eurasia)

2. Market development on
livestok-breeding :
targetting
machinery-manufacturers

2020

Year 1 : objectives met !

Renowned consultancy clients (Groupama / Suez / Bayer / RAGT etc.) & recognition by the agri & technological ecosystem

A structured international positiong : strategic partnership with Ukraine, Morocco, Israël & Australia. Partnership with Business-France

A negociated technological partnership with Thales : non-competition agreement & intellectual property

Team

Pierre Poullain, Co-funder, CEO, Product development [IEP Grenoble - Ex. FAO / FNB]

Fabrizio Delage, Co-funder, Business-Developer
[Dauphine, Les Mines - Ex. Smart-Agriculture Manager at Sigfox]
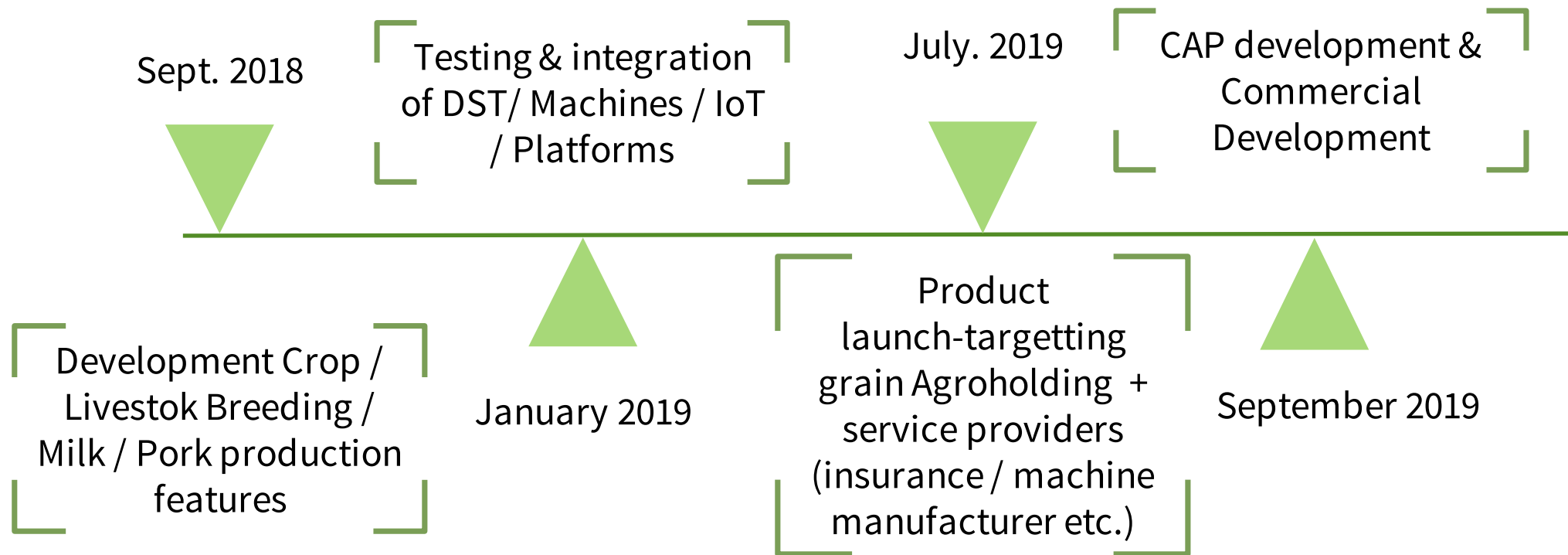

Associated Partners

Pascal Cochelin, Consultant UX / Product Development [Ex. ISAGRI]

Philippe Lehrman, Consultant Grain Value-Chain [Entrepreneur Agtech, ex. AXEREAL]
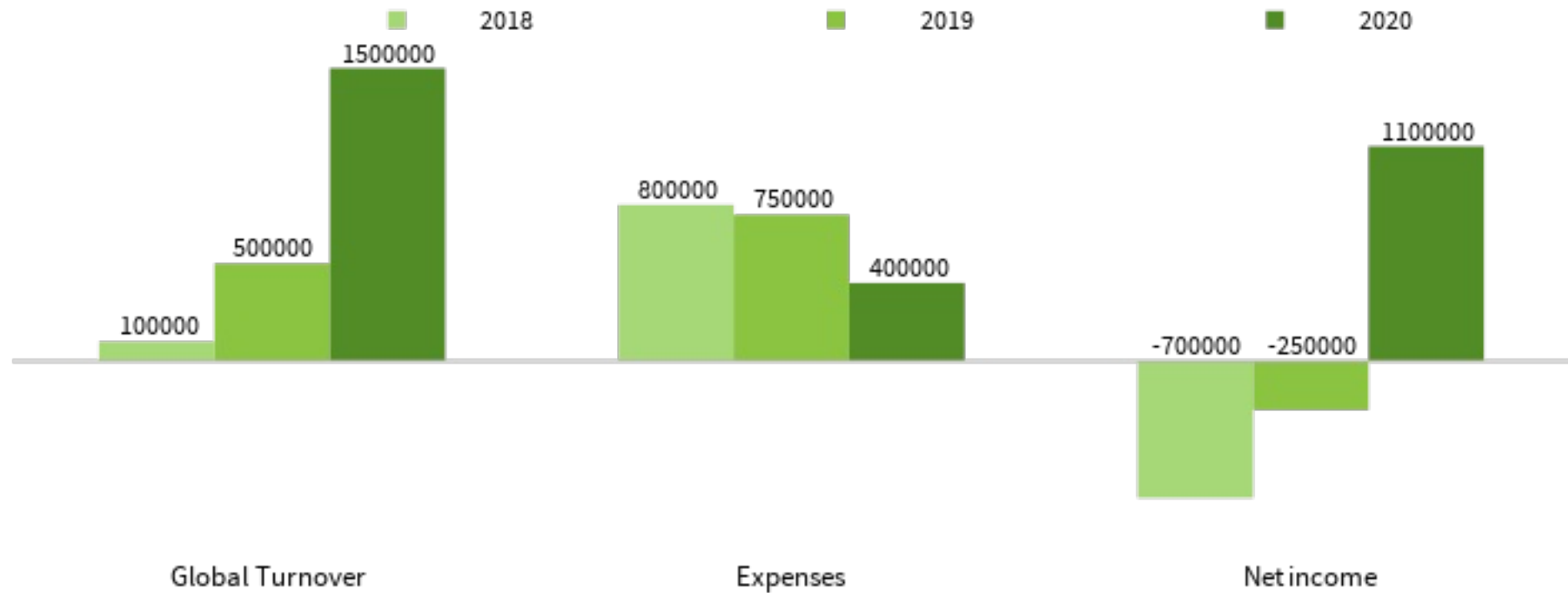
Timeline

Sept. 2018

Testing & integration of DST/ Machines / IoT / Platforms

July. 2019

CAP development & Commercial Development

Development Crop / Livestok Breeding / Milk / Pork production features

January 2019

Product launch-targetting grain Agroholding + service providers (insurance / machine manufacturer etc.)

September 2019

Key figures

Legend: 2018, 2019, 2020

Global Turnover
- 2018: 100000
- 2019: 500000
- 2020: 1500000

Expenses
- 2018: 800000
- 2019: 750000
- 2020: 400000

Net income
- 2018: -700000
- 2019: -250000
- 2020: 1100000

Our ambition : taking the lead as the global *fair-broker* for agridata & related fields of activity.

Valeur | Tech.