

CONNECTED TO A
WORLD OF OPPORTUNITY

AGIC Presentation

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GrainCorp

the digital world, on the back of mobility,
is doubling in size every two years

10x faster than 80's PC revolution

2x faster than 90s internet boom

3x faster than social network

digital is not just **a thing**

it's **a way of doing things**
...around what we do now

the digital revolution will inevitably
change how growers do business

**“The horse is here to stay,
the automobile is a novelty”**

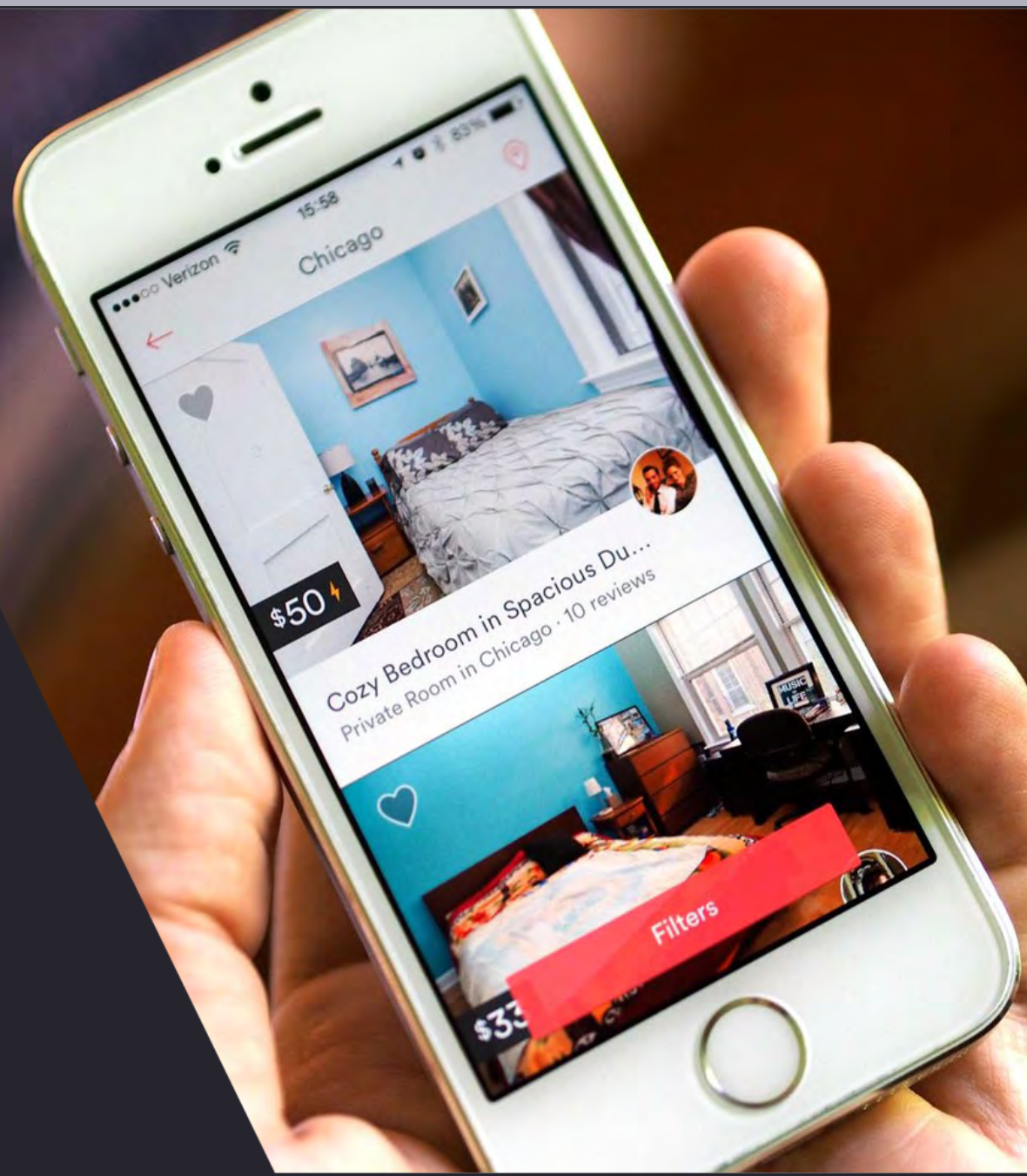
– Michigan bank manager to Henry Ford in 1908

Airbnb

Founded in 2008

Airbnb is a \$25B property rental business...

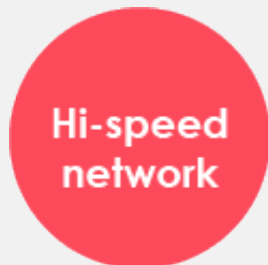
that owns no property



collecting data....

use of 'internet of things' (sensors)
including on farms, silos and transport

2000 **2 Million** 2013 **10 Billion** 2020 **50 Billion**



Source: IoT Analytics, The 10 Most Relevant News in IoT in 2015

collating data....

data, integration & analytics...

- data puddles everywhere
- integrate to allow analysis
- moving from historical reporting to
 - ✓ transactions
 - ✓ predictive tools

industry decisions...

- concerns over data
 - ✓ security
 - ✓ ownership



Internet
of things

Big
Data

Analytics

connecting data....

new approach....

- customer-centric, design thinking process to ideate
- from paper to PC to smartphone
- data driven feedback to learn

rapid deployment..

- agile build, from 18 - 36 month build to 6 - 8 weeks MVP
- rapid deployment, MVP (minimum viable product) then iterate
- no destination - continuous improvement



Hi-speed
network

Mobility

Internet
of things

Big
Data

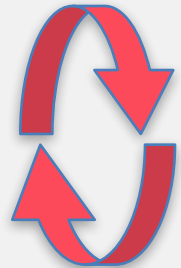
Analytics

so what about AgTec?



CONNECTED GRAIN SUPPLY CHAIN

- weather
- soil nutrients
- farm inputs
- sensors/drones
- harvesting
- yield analytics



- delivery
- optimisation
- monitoring
- transport
- offers & bids
- contracts & settlements
- logistics optimisation
- traceability

connecting the silo

- production information to the silo / buyer
 - ✓ variety and quality data
 - ✓ delivery advice to speed delivery
 - ✓ join virtual queue from the farm
- real-time tickets to the farm
 - ✓ match farm paddock data
 - ✓ optimise harvest
 - ✓ analyse production
- data from sensors & systems stored in cloud for grower access and analysis



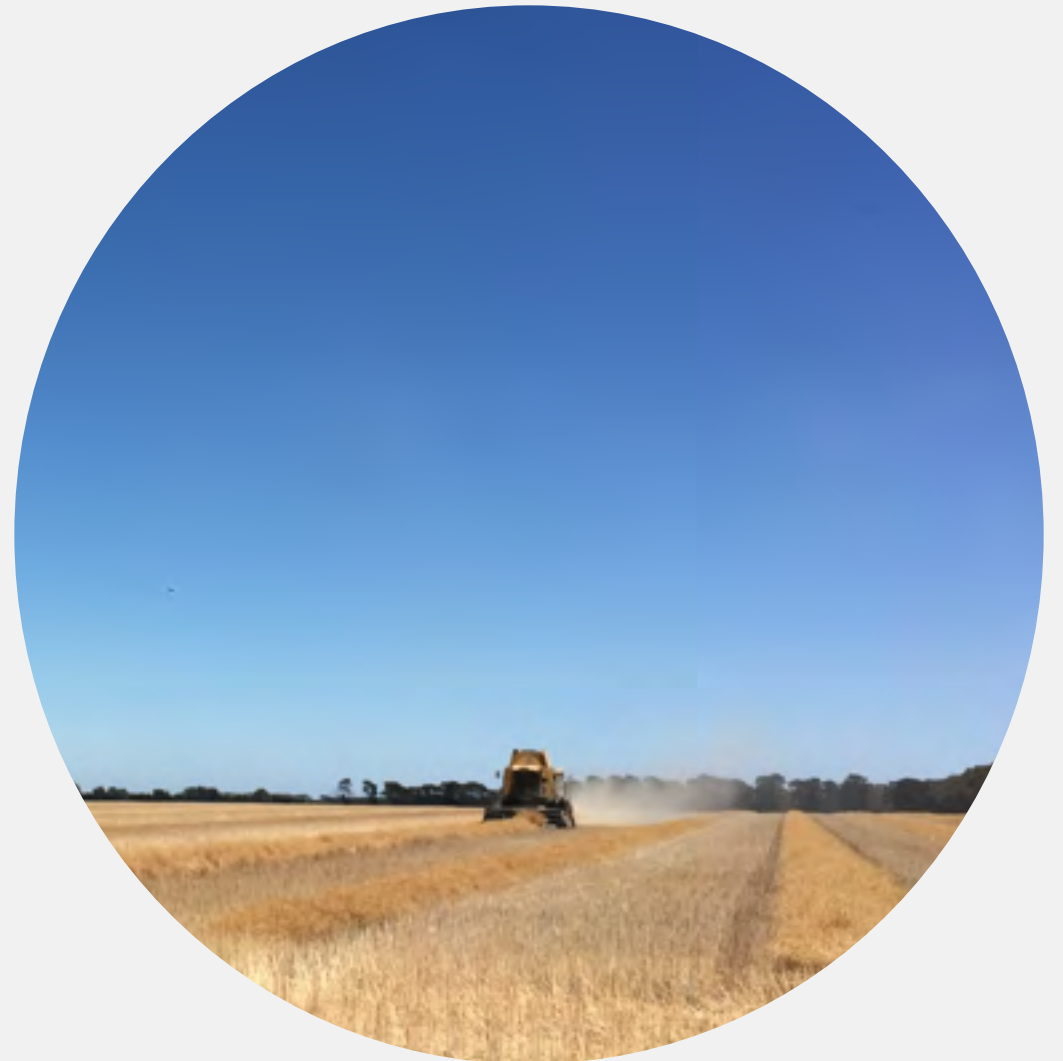
connecting silo operations

- auto probing and camera capture
 - ✓ truck registration and NGR
 - ✓ quality information
 - ✓ links to delivery advice
- algorithm to determine
 - ✓ binning and segregation
 - ✓ grain quality optimisation
- internet of things
 - ✓ monitor movement of grain
 - ✓ monitor grain quality in storage



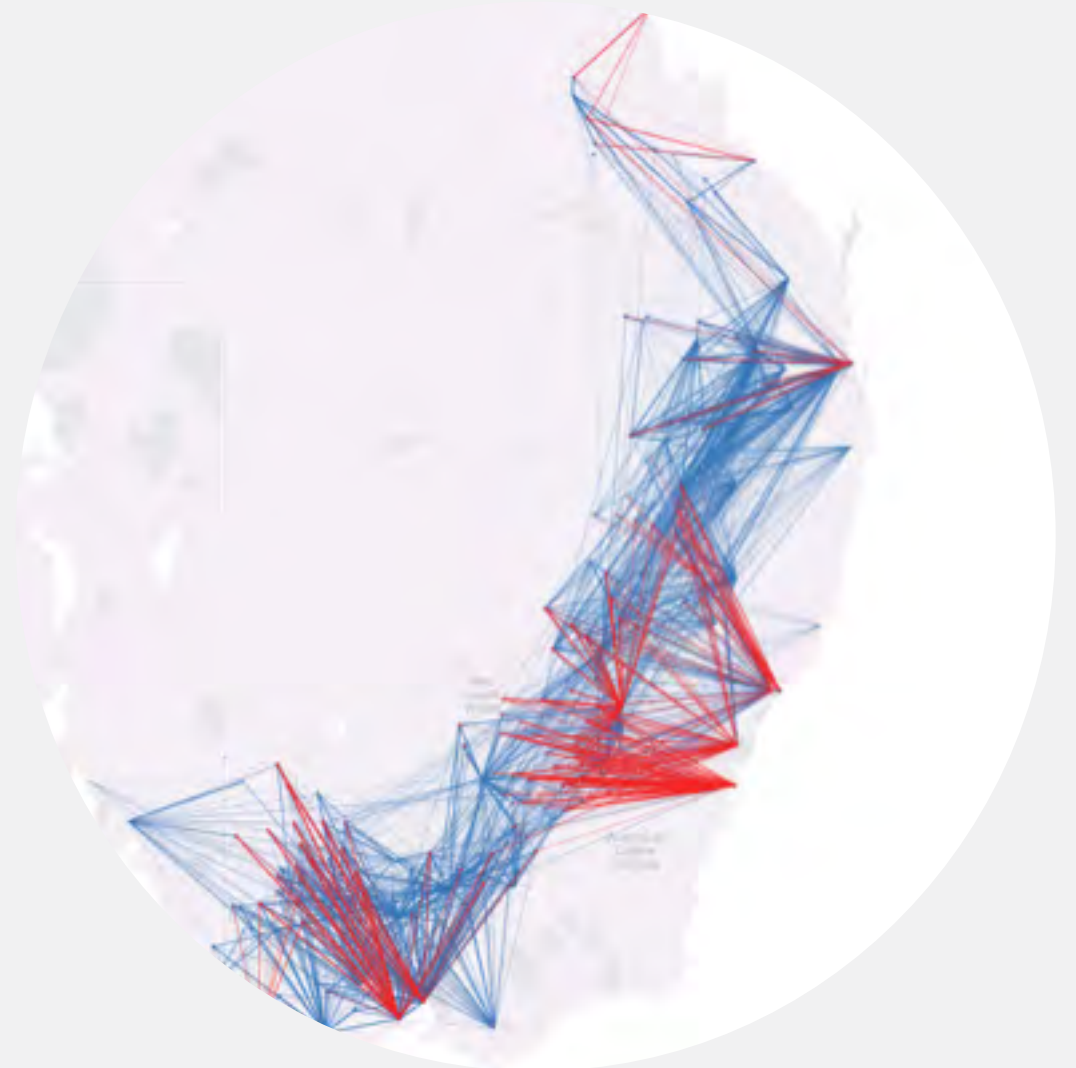
connecting the market

- on-line marketing tools
 - ✓ sell your grain anytime, anywhere
 - ✓ forward contracts and cash
- blockchain technology
 - ✓ smart contracts
 - ✓ track grain delivery
 - ✓ safely and quickly settle contracts
- on-farm extension
 - ✓ grain certification
 - ✓ sale and delivery



connecting the supply chain

- on-line management of grain
 - ✓ ordering and booking
 - ✓ time-slots
- predictive analytics
 - ✓ freight optimisation to reduce cost
- tracking transport and delivery
- API to automate data feeds for systems integration with
 - ✓ buyers and consumers
 - ✓ transport providers



GrainCorp digital road-map

2016 and 2017 pipeline

Grower Portal

FastWeigh

CropConnect

Truckie Portal

1

LINKAGES
LOWER COST

2

OPTIMISE
CREATE VALUE

3

PRODUCTS
NEW VALUE

FastWeigh

THIS HARVEST

- captures quality data directly from sampling equipment
 - ✓ improve data capture
- PCs in sample stands connected to weighbridge PCs and GrainTransact
 - ✓ real time accuracy → visibility
 - ✓ optimise binning → Croptomiser
 - ✓ faster → saves 2 mins/truck weigh
- provides plumbing for future integration
 - ✓ grower deliveries and grower portal
 - ✓ truckie portal



CropConnect

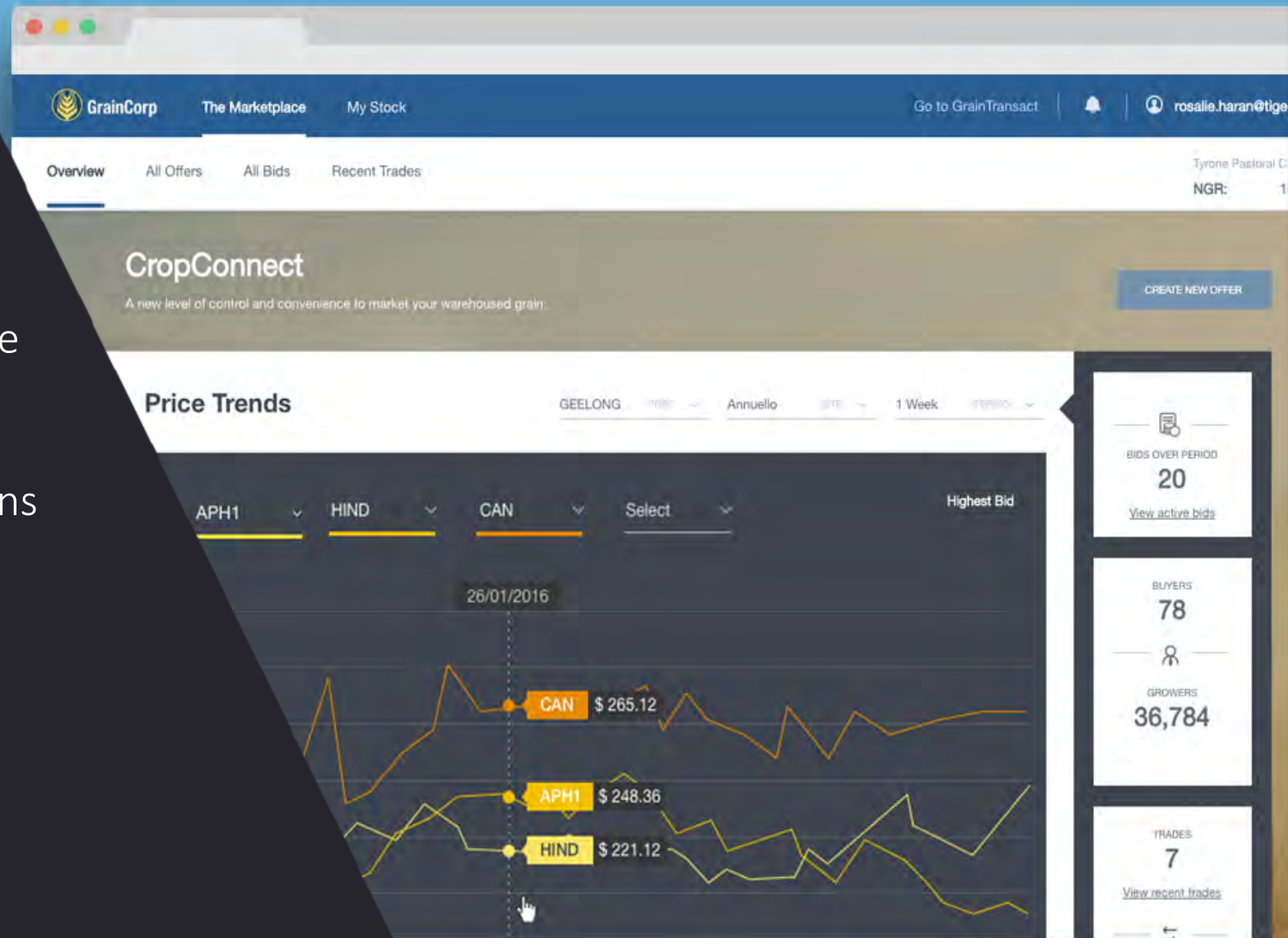
THIS HARVEST

new online cash marketplace for growers to market warehoused grain

- new level of control & convenience
 - mobile enabled & intuitive
- year round information and transactions

- real time market information
- accept bids and make offers
- choose preferred buyers
- auto match offers

No additional cost!



Grower Portal

COMING SOON

log-in for personalised experience

- silo information and queue times
- deliver advice and virtual queue
- track your delivery trucks
- real time delivery tickets
- Croptimiser - quality optimise tickets
- on-line payment of storage fees
- link ticket data to your paddock
- attend grower meetings remotely

