Digitizing the agri-food sector

Brussels, 28th September 2016

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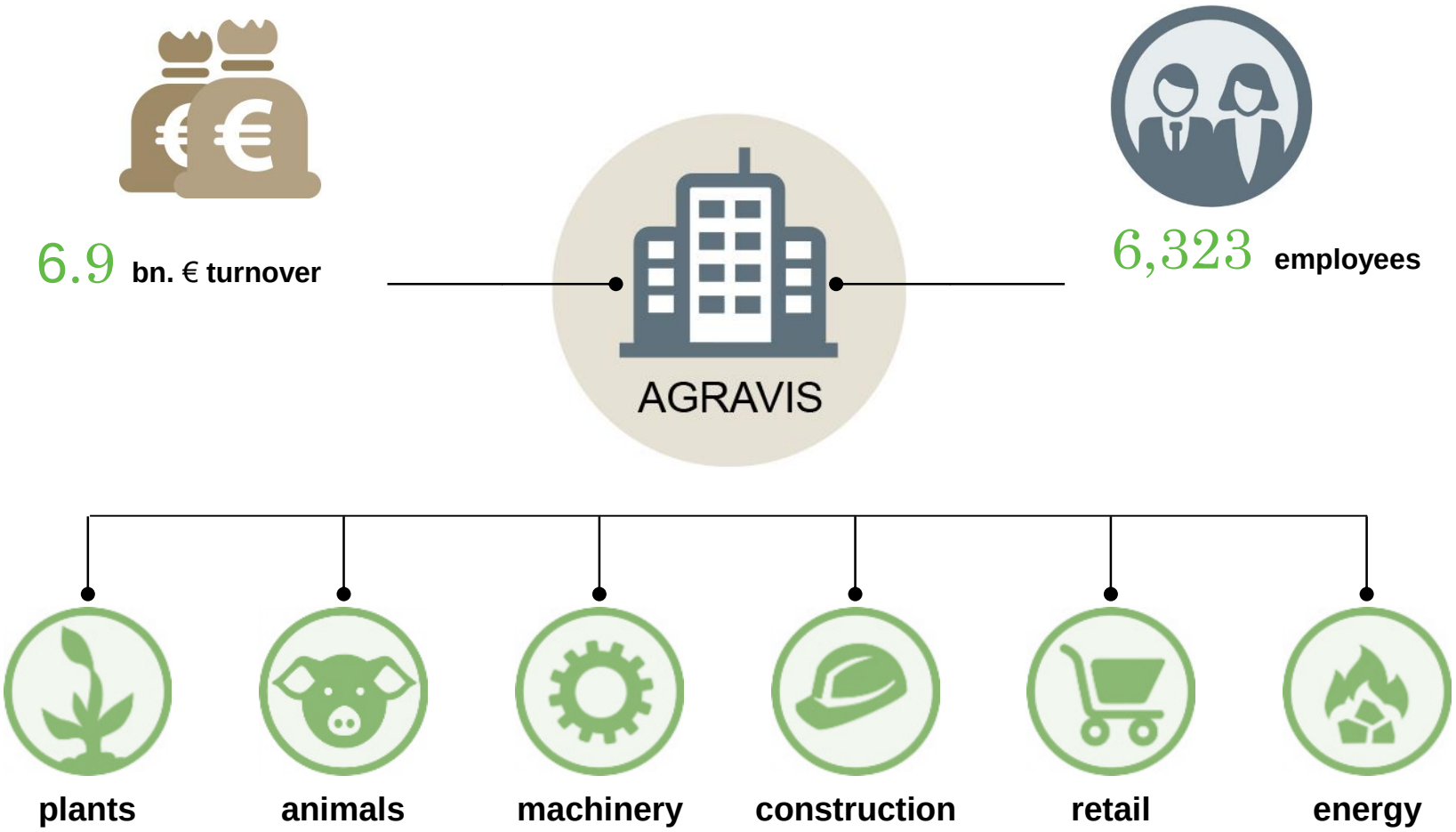
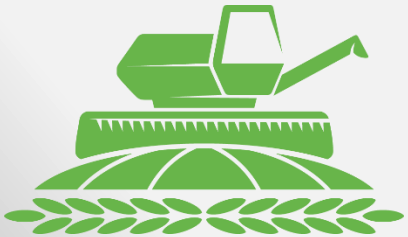
Unsere Handschrift.
Ihr Erfolg.

AGRAVIS

AGRAVIS group
KPIs 2015



Distribution channels

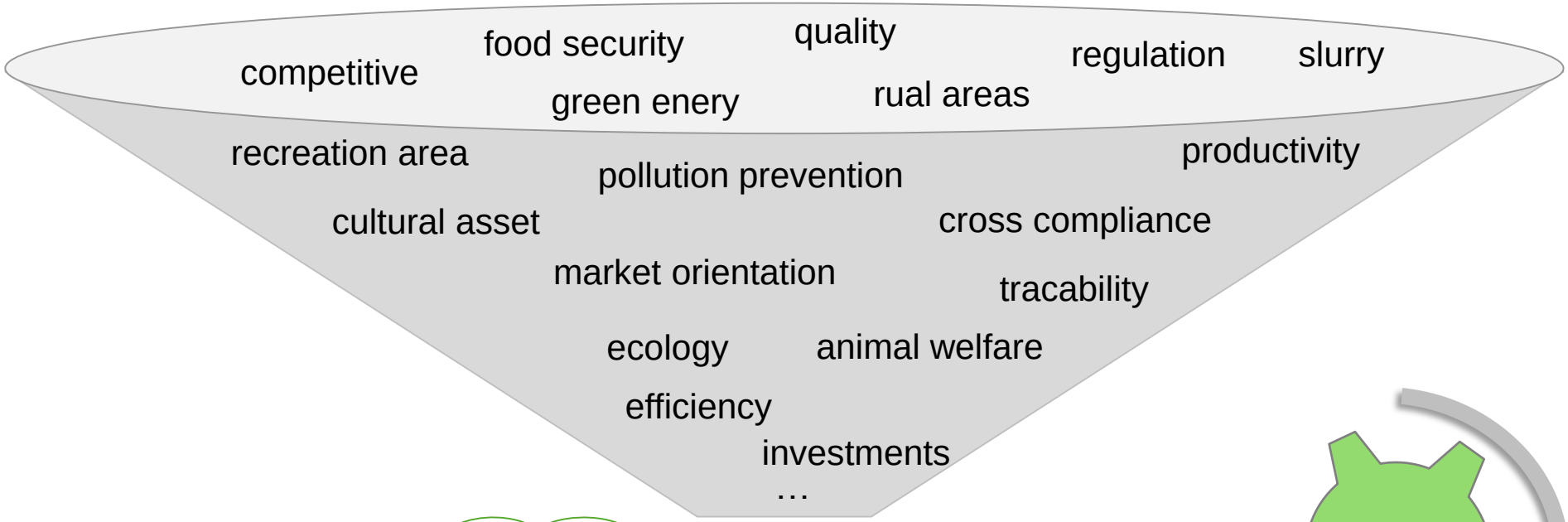


direct business, farmers

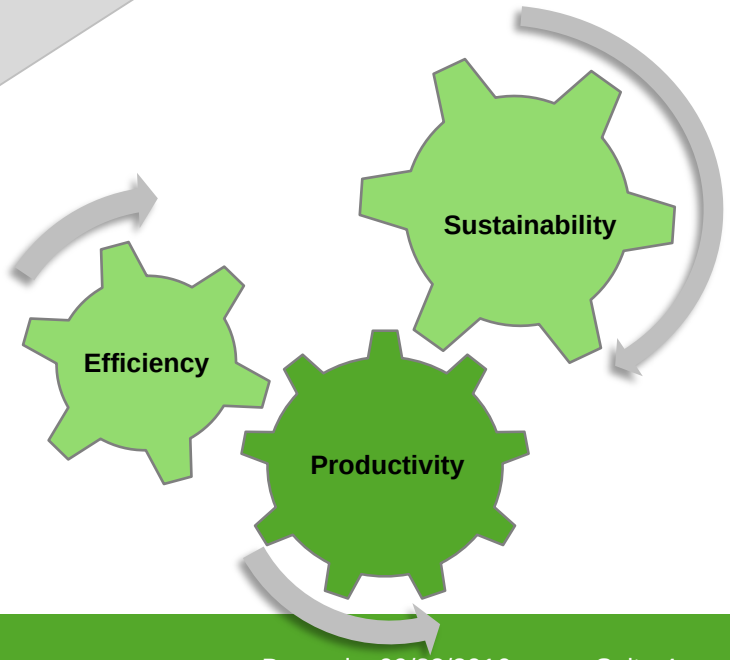
wholesale, cooperatives

export, industry

Farmers under heterogenous pressure



How do i want to manage my farm into the future?



Make farmers live easier by intelligent solutions and direct benefit

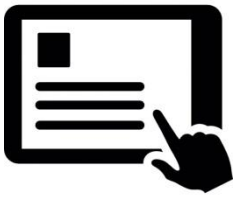
- Support fast, flexibel and value orientated decisions making processes

- Link individual data by intelligent combinations
  - Analyse in real time e.g. benchmark
  - Provide suggestions e.g. best product combination
  - Use predictions e.g. presciptive planting
  - Offer also affordable solutions e.g. backfitting

- Enable machineries and systems to communicate without problems by free standards

- Show trancparency in data handling

- Provide stable and useable solutions



Technologies should be enabler for farmers

- Realize high speed internet all over the country (fixed and mobile)
  - Cloud computing
  - Data analytics
  - Predictives
- Offer integrated solutions with content driven values
  - Sensors
  - Drones
  - 3D printing
  - Robot systems
- Demonstrate new technologies or solutions at an early stage to farmers
- Set clear and practical legislation
  - Data usage > make use of synergies
  - Autonoumous driving and flying

trust is a fundamental value for partnership