



Be part of the robotic revolution of global agriculture



A unique opportunity exists to invest in a world-leading Australian agricultural robotics company.

SwarmFarm Robotics manufactures robotic technology for farmers so they can deploy new farming methods to revolutionise food production. Having partnered with Bosch Australia to manufacture their robotic platform, SwarmFarm is preparing to deliver a new robot design to early-adopter farmers in 2018.

The company now seeks a total capital injection of approximately \$14 million over the next two years to commercialise the SwarmBot robotic platform and fund business growth.

One of SwarmFarm's Founders, Jocie Bate said: "Our SwarmBot robot achieves a level of consistency and cost efficiency that has been unattainable using traditional farming methods. We believe this is the ideal platform to deliver the next wave of agricultural technology to farmers around the world."

Gavin Smith, President of Bosch Australia believes that farmers are ready to enter the 4th revolution in agriculture, harnessing the power and potential of automation, sensing equipment, cloud computing and real-time data usage.

"We are delighted to be partnering with SwarmFarm to help bring about this transformation in Australian farming and the rest of the world," said Mr Smith.

SwarmFarm's innovative technology will help improve the productivity of current farming systems by offering small, lightweight, high-tech robotic machines that will operate in swarms to undertake key tasks within cropping systems, such as planting, weed and pest control, fertiliser application and harvesting. SwarmBots are already being successfully used in commercial broadacre cropping operations, with scope to expand the technology to other agricultural sectors.

SwarmBots operate through the use of software applications, with two applications already finalised – weed spraying and turf mowing.

Arrangements are in place for global crop protection specialists, ADAMA, to be SwarmFarm's preferred global business partner. Dani Harari, Senior Vice President of Strategy and Resources, said: "ADAMA is thrilled to partner with SwarmFarm and to help take this young innovative Australian company to the world."



SwarmFarm's robotic platform is backed by the practical farming expertise and deep industry insight of the company's founders, Andrew and Jocie Bate, who also own and manage a substantial agricultural enterprise in the heart of Queensland's Central Highlands. To bring their vision to reality, SwarmFarm assembled a highly skilled team of innovative agricultural and robotics engineers and mechatronics experts, passionate about leading the way to a new future for farmers.

"Our financial projections for SwarmFarm Robotics indicate positive earnings before interest, taxes, depreciation and amortisation (EBITDA) by FY21, due primarily to the maturity of the technology and the practical application of bots already working on commercial farms," Andrew Bate said. "EBITDA is projected to reach over \$50 million in FY23.

"Revenue is generated from the sale of SwarmBots and replacement parts, and the provision of ongoing support to farmers over the life of each bot through a monthly technology fee. Innovative farmers have been watching SwarmFarm's progress with keen interest ever since the concept bots were demonstrated in 2015, and are incredibly keen to access this technology."

SwarmFarm Robotics has commissioned PwC Australia as lead financial advisor for the company's capital raising and business growth phase. Expressions of Interest should be directed to Mr Rendle O'Connell, Partner – M&A via email at rendle.oconnell@pwc.com

Further details

<http://www.swarmfarm.com/>

Jaclyn Hope

PwC | Director | Food & Agribusiness Advisory

Direct: +61 (7) 3257 5485

Mobile: +61 424 596 858

Email: jaclyn.hope@pwc.com

PricewaterhouseCoopers

480 Queen Street Brisbane QLD 4000

www.pwc.com.au

twitter.com/PwC_AU