



**Agrobit**

• agricultura inteligente •

# 01. **What & where**

# Moving towards sustainability with technology.

Agrobit is an intelligent cloud platform for **managing the agriculture and livestock supply chain**. It integrates production, logistics, and agribusiness with **agronomic, financial, and traceable CO2 data**. Designed for sustainability and powered by advanced technology, Agrobit seamlessly **integrates with SAP ERP**, making it the ultimate partner for digital transformation in the agri-food sector.



Improves  
profitability.



Minimizes  
risks.



Reduces  
carbon footprint.



01. Where we are

Agrobit | 2024



# We are located at different strategic points.



Offices



Partners



Join Venture





# Partners & Marketplaces

Agrobit is available on the SAP and Microsoft marketplaces as an industry vertical solution.



## 02. Vision

# Smart agriculture is sustainable, profitable & reliable.

|                                                                                                                                      | CHALLENGES     | OBJETIVES                  | ACTION                   |                       |
|--------------------------------------------------------------------------------------------------------------------------------------|----------------|----------------------------|--------------------------|-----------------------|
| <br>THE GLOBAL GOALS<br>For Sustainable Development | SUSTAINABILITY | REDUCE ENVIROMENTAL IMPACT | BPA                      | RESOURCE MANAGEMENT   |
| <br>2 NO HUNGER                                     |                | IMPROVE PROFITABILITY      | PRECISION AGRICULTURE    | CO2 FOOTPRINT         |
| <br>8 GOOD JOBS AND ECONOMIC GROWTH                 | AGRIBUSINESS   | OPTIMIZE SUPPLAY CHAIN     | FINANCIAL PLANNING       | RISK ANALYSIS         |
| <br>9 INNOVATION AND INFRASTRUCTURE                 |                |                            | LOGISTIC PLANNING        | TRACEABILITY          |
| <br>13 PROTECT THE PLANET                          | SECURE FOOD    | TRACEABILITY               | INTEGRATION              |                       |
| <br>6 CLEAN WATER AND SANITATION                  |                |                            | BPA PHYTOSANITARY        | SECURE REGISTRATION   |
|                                                                                                                                      |                |                            | TECHNOLOGY CERTIFICATION | PRE & POST MONITORING |

## 03. **Product**



# The models

## Enterprise B2B

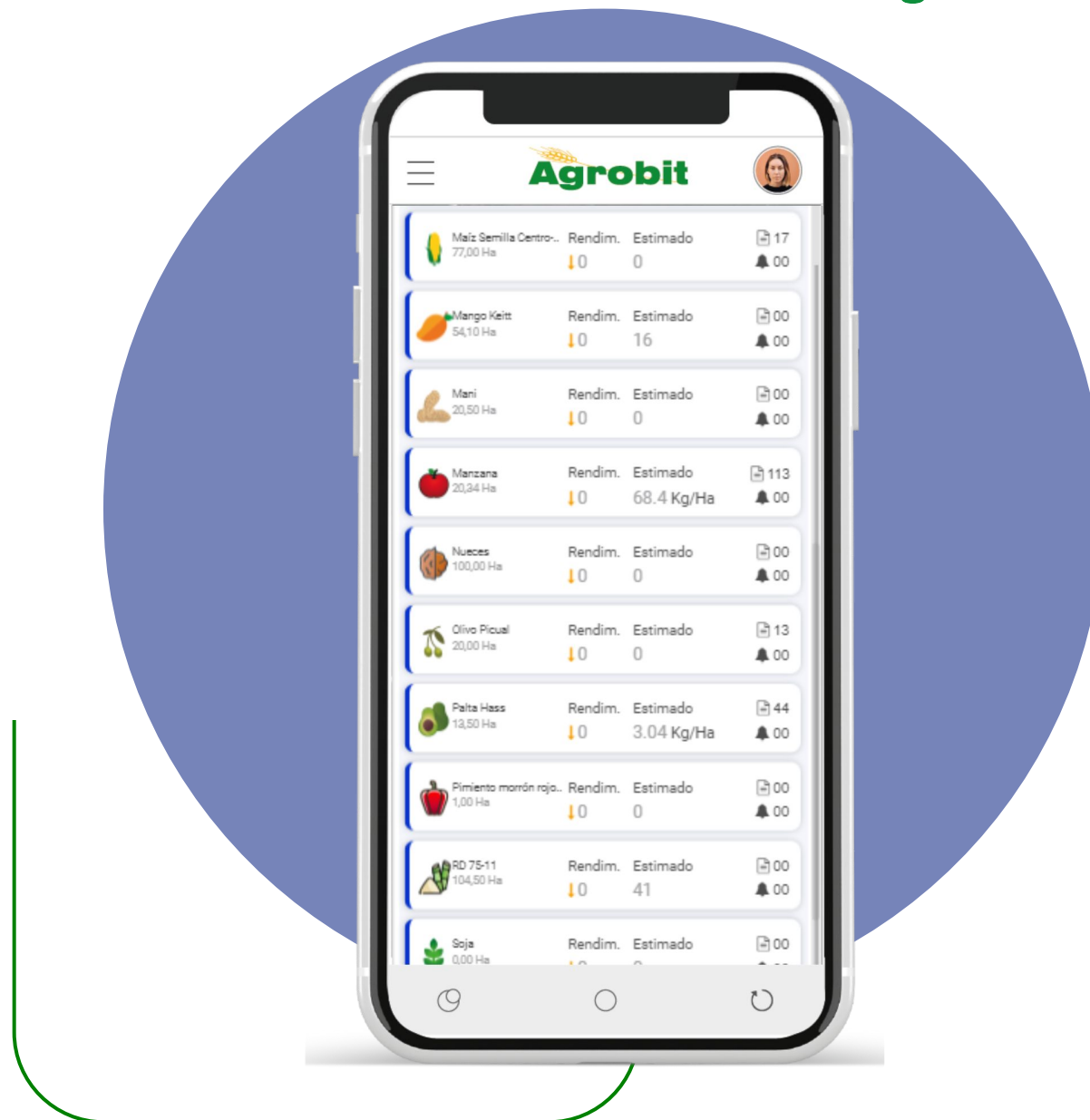
Agribusiness companies looking for a business management of Smart agriculture and livestock on cloud, which combines agricultural, financial data and CO2 footprint with traceability in one place.

## Ecosystem B2B2C

Solution for cooperatives, banks, governments, suppliers, manufacturers of agro-inputs and agricultural communities can provide their customers or associates with our technology as a tool.

# Modules by crop families

-  Cereals, oilseeds & sugar cane
-  Vegetables
-  Fruits
-  Grapevine
-  Forestry



# Intelligent and collaborative ecosystem

## Company / Coop.

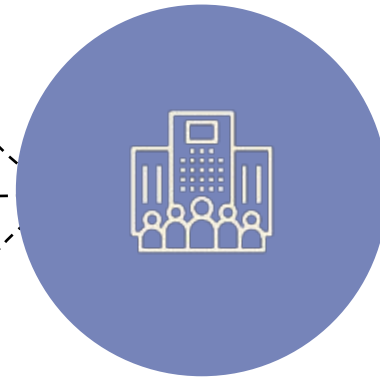
- Formalization

## Technical Advisors

- Best Agricultural Practices

## Industry Services

- Contractors
- Operators
- Carriers
- Machinery



## MarketPlace Agro

- Agro-inputs
- Agribusiness and logistics
- Carbon Credit Market
- Insurance
- Credits



## Business Networks

- Marketing.
- Globalization



## Banks, Government and Public Institutions

- Risk management
- Development initiatives and advocacy

## Intelligent Farming

Task Planning and Control,  
Monitoring, Precision  
Agriculture, Alerts,  
Recommendations

## Agribusiness and Logistics

Contracts, applications,  
settlements, logistics, risk,  
position, trends.

## Agroinputs Marketplace

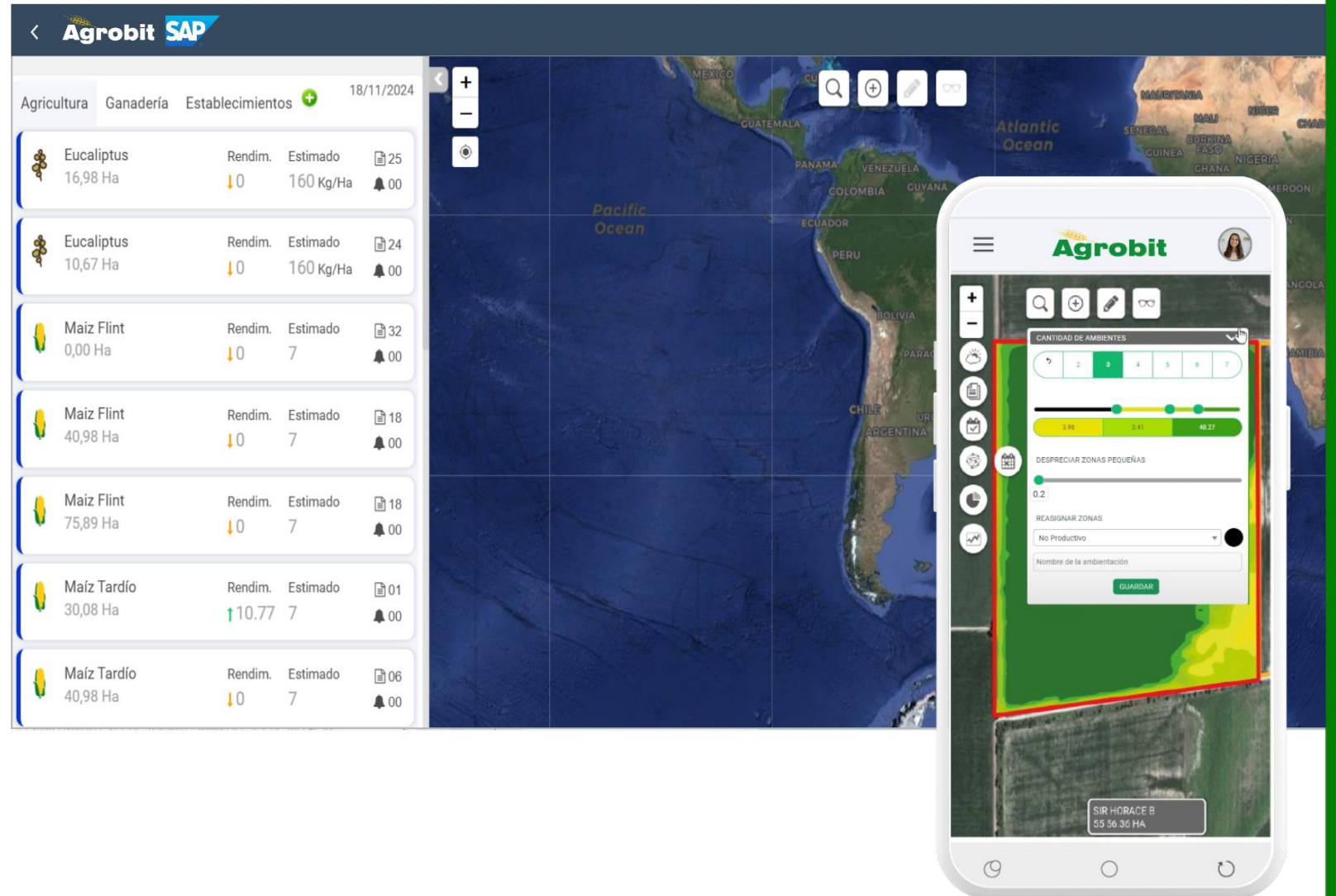
Electronic commerce of inputs,  
spare parts, machinery,  
contractors, freight and  
production.

## Advice

Professional services team,  
knowledge base, best  
practices, sustainability.

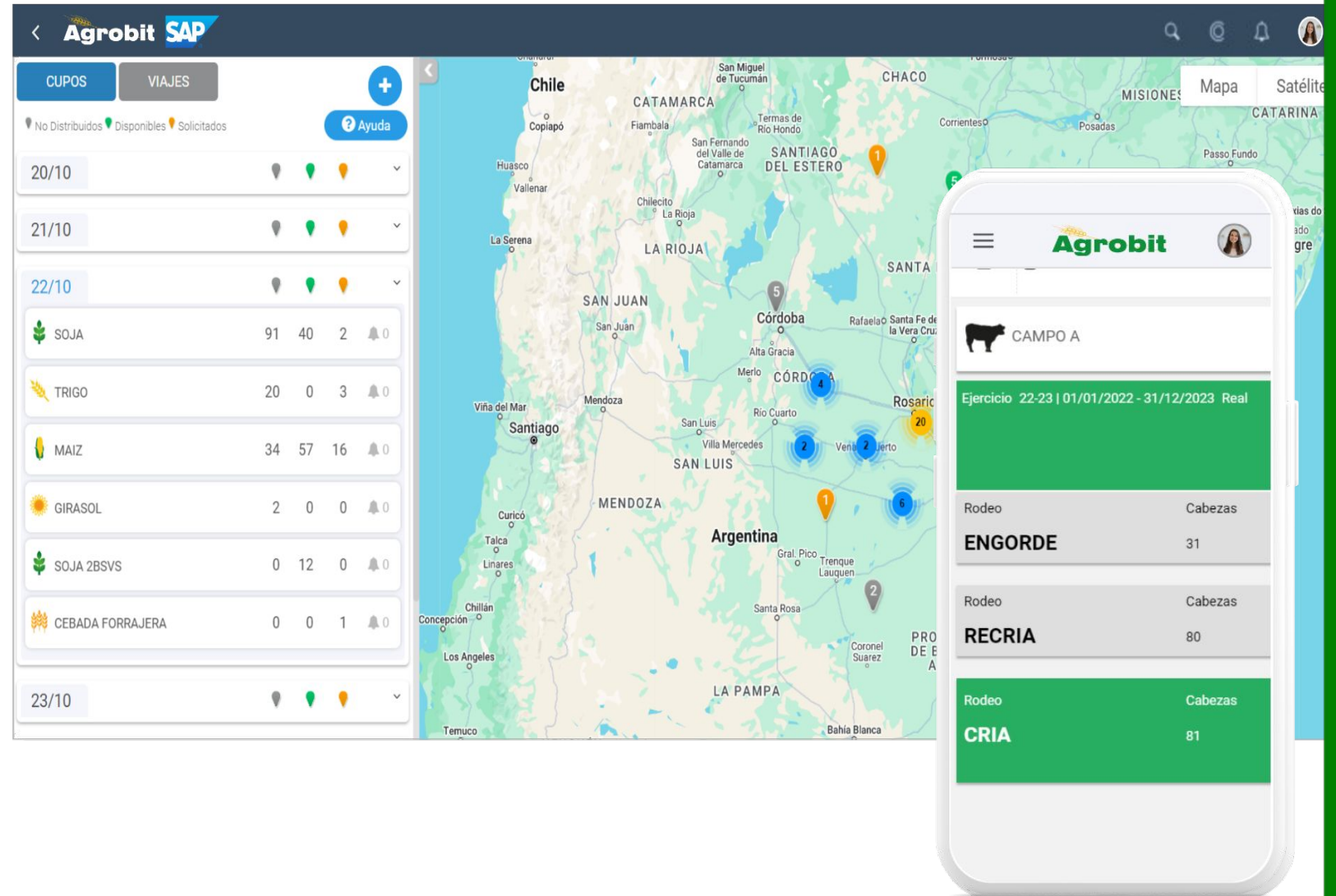
# Agriculture

- Intelligent Planning & Recommendations
- Environmental Mapping
- Real-Time Crop Monitoring
- Anomaly Detection
- Batch-Level Performance Analysis
- Certified Traceability with Advanced Technology
- Automated Alerts
- Collaborative Tools
- Harvest Logistics Integration



# Logistics

- Grain Inventory and Storage Management
- Freight Logistics Oversight and Control
- Multi-Location Stock Monitoring
- Seamless Integration with ERP and Trading Platforms
- Cost and Profitability Analysis
- Automated Customs and Cargo Documentation
- Freight Self-Management Tools
- Quality Control of Raw Materials
- End-to-End Supply Chain Traceability



# Livestock

- Gross Livestock Margin Planning & Control
- Individual and Group Livestock Tracking
- Comprehensive Activity Management (Silvopastoral, Breeding, Feedlot, Dairy)
- Health and Feeding Plans
- Livestock Family Tree
- Integration with Balances and Identifiers
- Tracking Movements of Heads and Weight
- Certified Livestock Traceability

The screenshot displays the Agrobit SAP interface for livestock management. The top navigation bar includes the Agrobit logo and a search icon. Below the navigation bar, there are three summary cards for CAMPO A and CRIA:

| Category | Cabezas | Kgs totales | Kgs promedio |
|----------|---------|-------------|--------------|
| CAMPO A  | 81      | 25,170      | 310          |
| CRIA     |         |             |              |

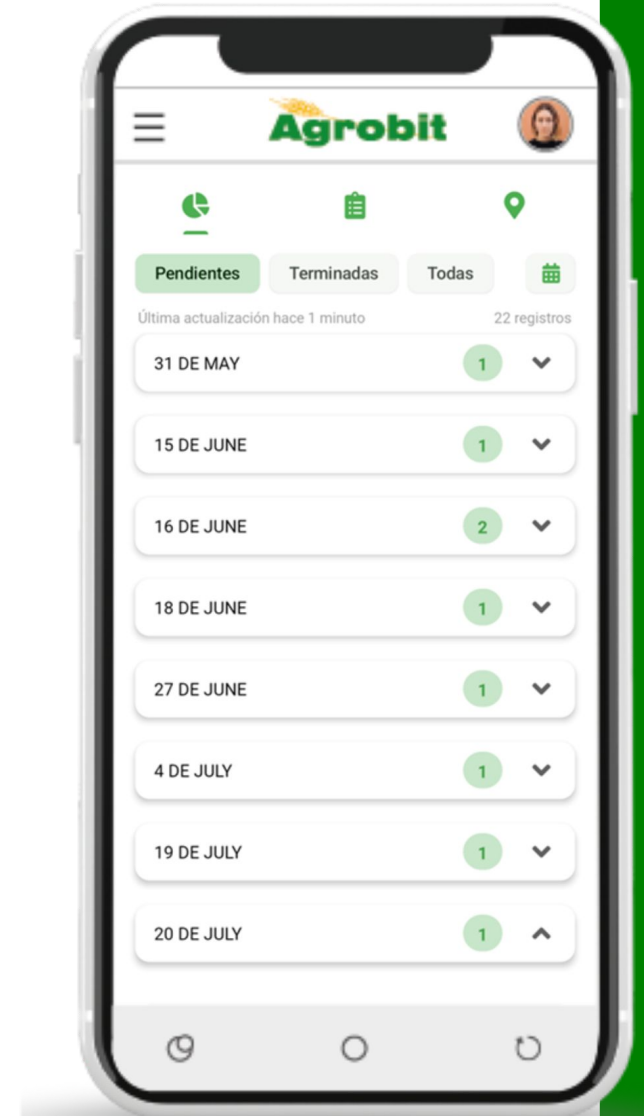
Below the summary cards is a table with the following columns: Tipo, Motivo, Fecha, Cabezas, and Kg. The table contains the following data:

| Tipo    | Motivo                      | Fecha      | Cabezas | Kg  |
|---------|-----------------------------|------------|---------|-----|
| Ingreso | Saldos Iniciales            | 01/01/2022 | 40      | 7,1 |
| Ingreso | Saldos Iniciales            | 01/01/2022 | 40      | 18  |
| Ingreso | Saldos Iniciales            | 01/01/2022 | 40      | 7,1 |
| Ingreso | Pesada GDPV                 | 01/02/2022 | 40      | 8,1 |
| Ingreso | Pesada Representativo Fecha | 01/03/2022 | 40      | 8,1 |
| Egreso  | Cambio de Categoría         | 01/04/2022 | 40      | 8,1 |
| Ingreso | Nacimiento                  | 05/01/2023 | 2       | 80  |

On the right side of the interface, there is a mobile app preview showing the same data for CAMPO A and CRIA. The app interface includes a menu icon, the Agrobit logo, and a summary of the livestock data for CAMPO A and CRIA.

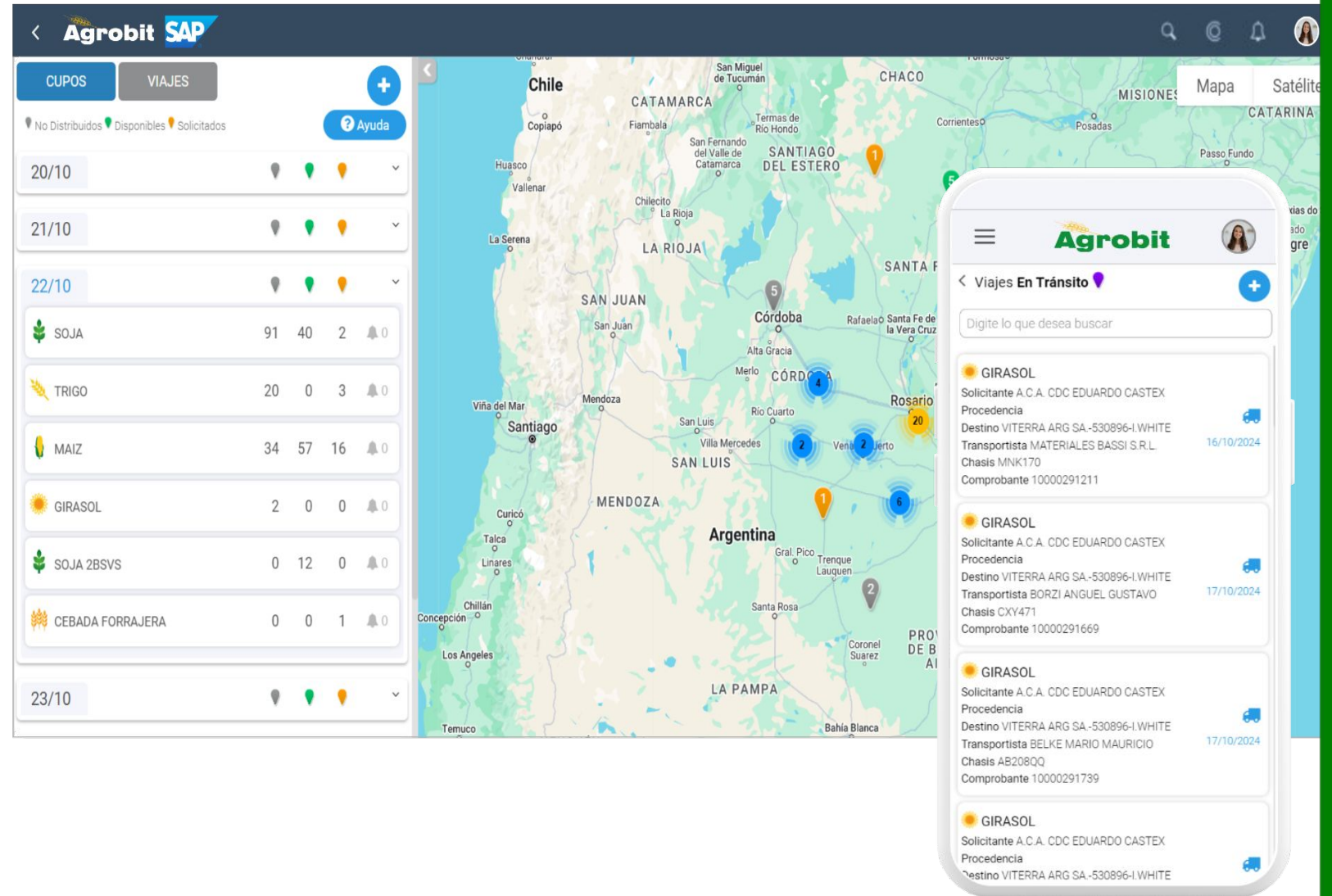
# Inspections & field tasks

- Monitor and Manage Crops Anytime, Anywhere
- Offline Functionality for Connectivity-Limited Areas
- Collect and Geolocate Field Data
- Track Weeds, Pests, and Diseases in Real-Time
- Capture Photos, Voice Notes, and Texts On-the-Go
- Interactive Data Visualization with Tables, Charts, and Maps
- In-Depth Analysis to Drive Informed Decisions
- Automated Report Generation
- Share Insights and Work Orders Seamlessly



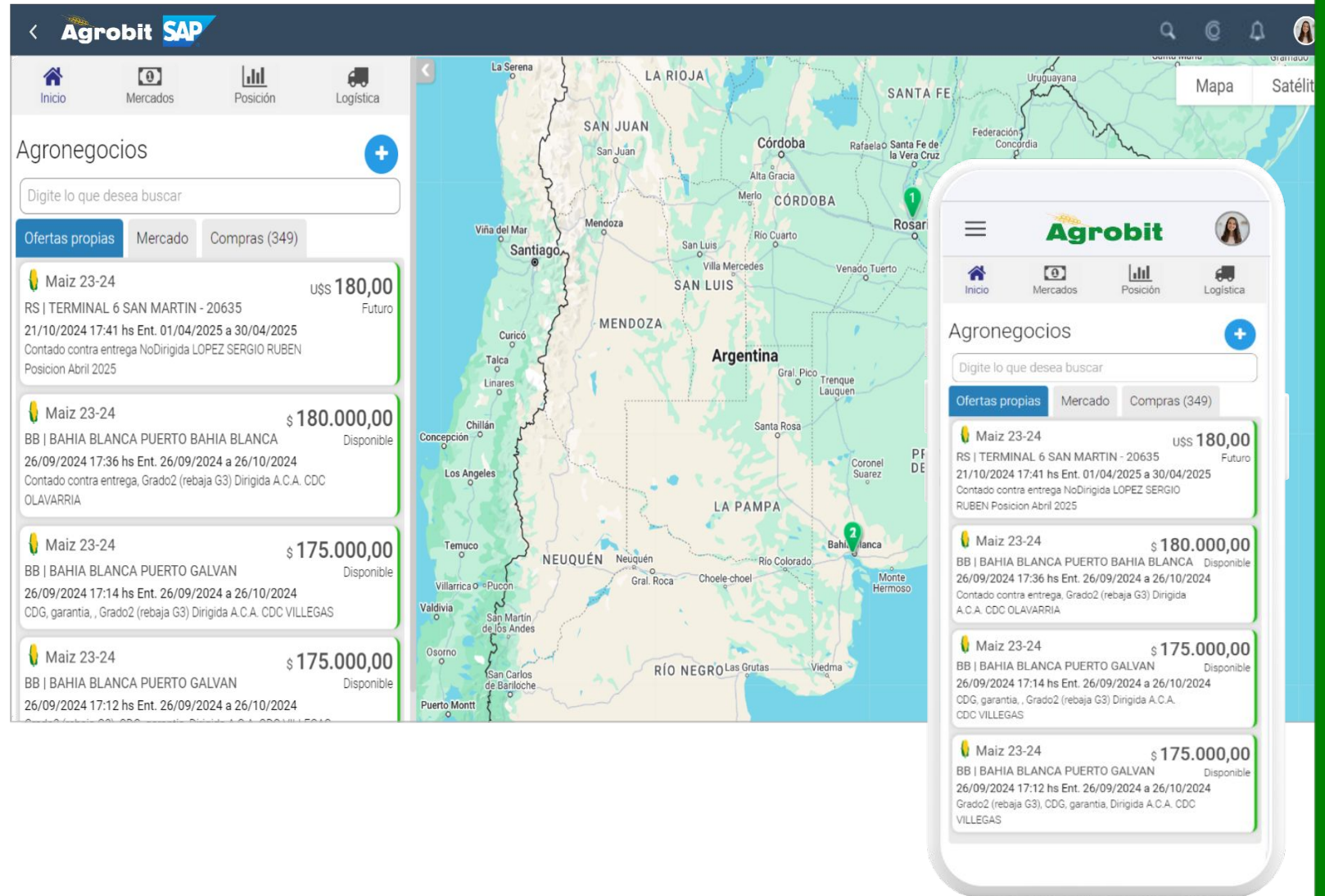
# Logistics

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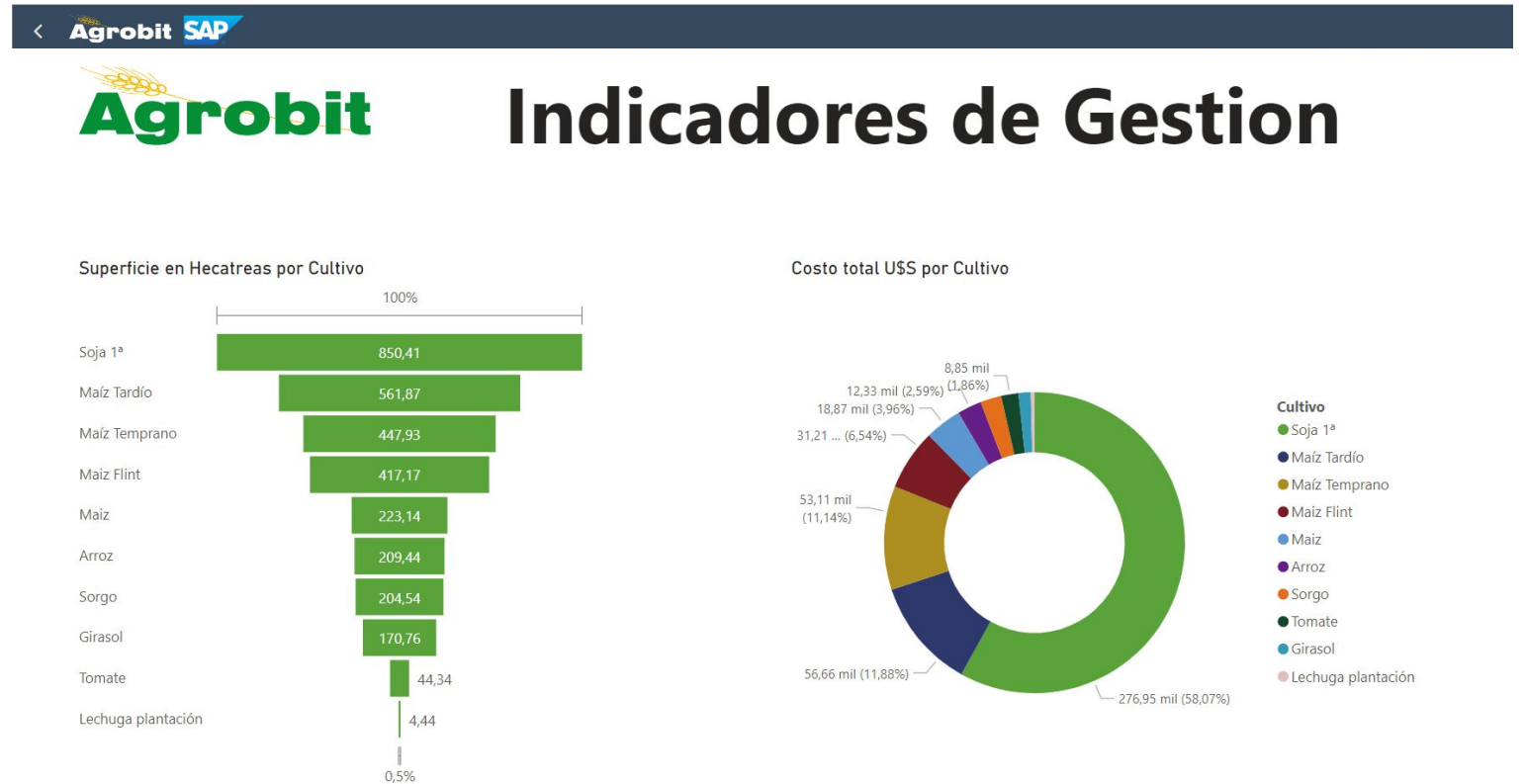
# Agribusiness

- Purchase and Sales Management
- Commercial and Physical Stock Positioning
- Domestic and International Market Management
- Contract Lifecycle Management
- Dynamic Pricing Optimization
- Post-Harvest Conditioning Services
- Quality Assurance and Control
- Settlement Processing and Reconciliation



# Analytics

- Customizable Dashboard with Key KPIs
- Pre-Defined Analytical Models for Agriculture, Livestock, Logistics, and Agribusiness
- Scenario Simulations for Strategic Planning
- Predictive Analytics for Data-Driven Insights
- Open and Flexible Reporting Tools



# CO<sub>2</sub> footprint and traceability

- Sustainable Plot Certification
- with Historical Satellite Data
- CO2 Emission Calculations by Activity, Inputs, and Waste
- Compliance with IPCC and 2BS Protocols
- Detailed Traceability QR with Environmental Impact Metrics (kg CO2/ha and per kg produced)

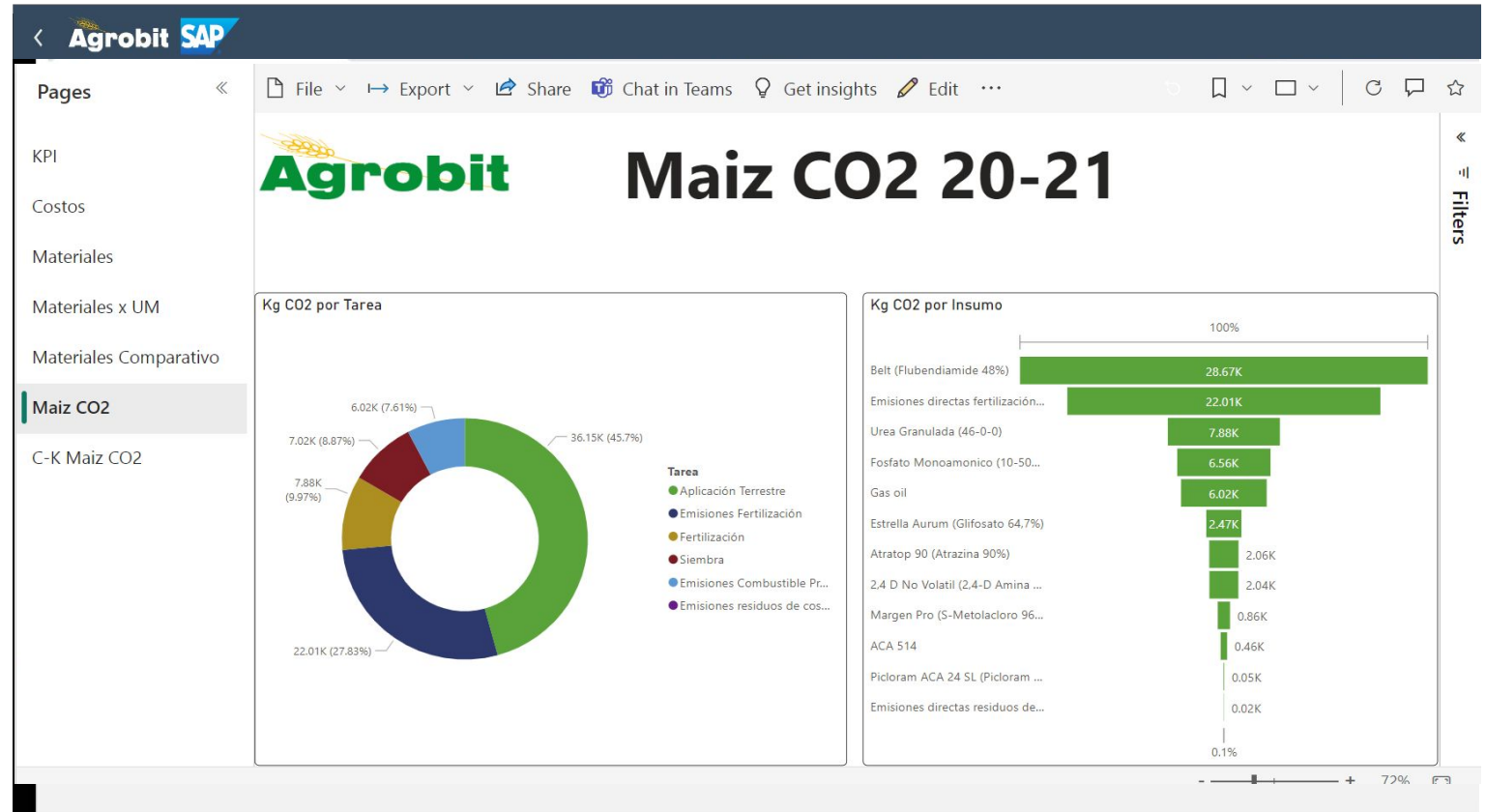
The screenshot shows the Agrobit SAP interface for crop management. The main screen displays a timeline of activities for 'MANI 21-22' (Sir Horace B - 44, 42.16 HA PRODUCTIVAS). The activities include: Control de plagas (29/3/2023), Arrancado (25/4/2023), Cosecha (20/5/2023), Gastos Varios (20/5/2023), Emisiones Combustible Prod- Uso (21/5/2023), and Inspección (27/6/2023). A QR code is generated for traceability, with a 'Descargar' button below it. The 'Lotes' section shows the lot name 'Sir Horace B - 44'.

The 'Trazabilidad' (Traceability) section provides a detailed list of inputs and treatments:

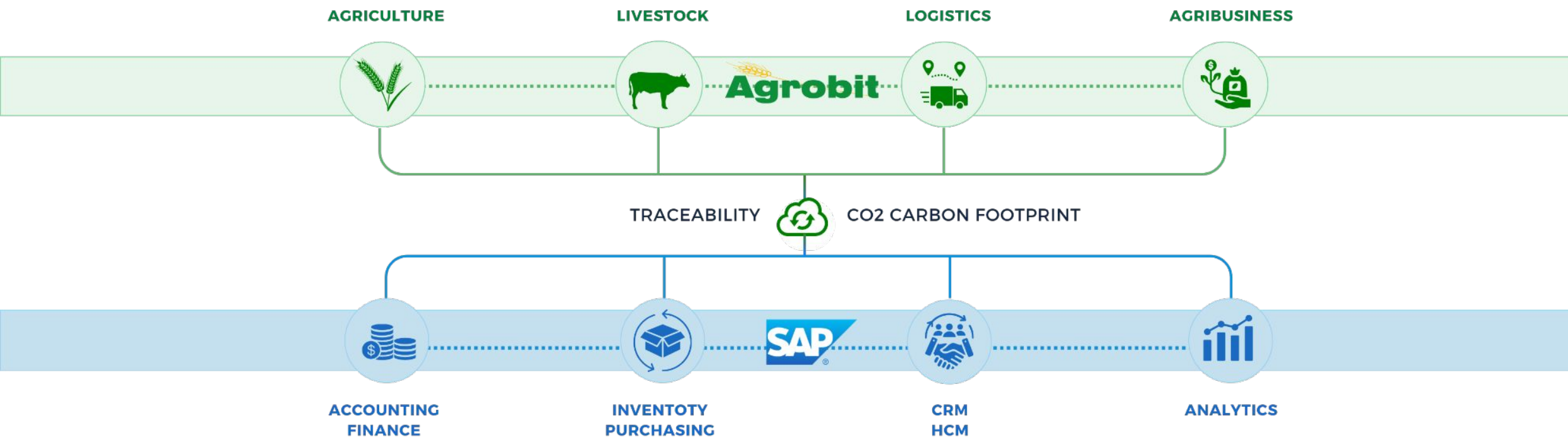
| Trazabilidad                                                 |           |
|--------------------------------------------------------------|-----------|
| <b>PROTECCIÓN Y NUTRICIÓN</b>                                |           |
| <b>Barbecho 1</b>                                            |           |
| 2,4 D No Volatil (2,4-D Amina 80%)                           | 13-may-22 |
| Estrella Aurum (Glifosato 64,7%)                             | 13-may-22 |
| <b>Barbecho 2</b>                                            |           |
| Estrella Aurum (Glifosato 64,7%)                             | 2-oct-22  |
| Ceomax 84 WG (Diclosulam 84%)                                | 2-oct-22  |
| Focus (Esteres metilicos de aceites vegetales 70% + silicona | 2-oct-22  |
| 2,4 D No Volatil (2,4-D Amina 80%)                           | 2-oct-22  |
| <b>Siembra</b>                                               |           |
| Mani                                                         | 1-nov-22  |
| <b>Control de malezas</b>                                    |           |
| Flumioxazin 48% SC (Flumioxazin 48%)                         | 3-nov-22  |
| Margen Pro (S-Metolacoloro 96%)                              | 3-nov-22  |
| Ceomax 84 WG (Diclosulam 84%)                                | 3-nov-22  |
| <b>Control de plagas y malezas</b>                           |           |
| Resolutor (Cletodim 24%)                                     | 25-ene-23 |
| Abamectina AGRO (Abamectina 1,8%)                            | 25-ene-23 |
| Tempus (Azoxistrobina 20% + Ciproconazole                    | 25-ene-23 |

# Sustainability management

- Campaign Planning with BPA Integration and Emission Calculations (IPCC/2BS Protocols)
- Plan Creation and Automated Work Orders
- Task Management with Agronomic, Financial, and Emission Budget Control
- Historical Comparisons and KPI Monitoring
- Annual Updates and Training of Calculation Algorithms



# Agrobit Agribusiness x ERP



## 04. **Benefits & Competitive advantages**

# Benefits

- **Intelligent Supply Chain Management:** Plan, simulate, and manage multiple production scenarios, predict demand, optimize storage, control fleets, and streamline agribusiness contracts, ensuring timely and data-driven decisions.
- **Risk Control:** Stay ahead with automatic alerts for anomalies like weeds, diseases, and pests, while monitoring physical and commercial positions.
- **Immediate ROI:** Maximize efficiency with variable rate prescriptions and maps, driving cost savings and productivity.
- **Reduced Environmental Impact:** Implement precision agriculture technologies, best practices (variable seed, fertilizer, crop protection, and water applications), and optimized logistics to lower your carbon footprint.
- **Traceability and Carbon Footprint Management:** Achieve full transparency with certified traceability and carbon footprint calculations for sustainable operations.
- **Increased Productivity:** Boost yields with advanced planning and decision-making tools.
- **Youth Empowerment:** Simplify knowledge transfer, accelerate adoption curves, and engage the next generation of agricultural leaders.
- **Seamless ERP Integration:** Experience native integration with SAP ERP for a unified management experience.
- **All-in-One Platform:** Consolidate your financial and agronomic data in one place for effortless control and decision-making.



# Competitive advantages

## Enterprise ERP

Native  
Integration

## Agriculture & Livestock

## Logistic & Agribusiness

## All in one Holistic view

Bio,  
enviromental  
and Business

## Monitoring

crop evolution,  
estimated Yield  
Animal status  
Offline scouting

## Farming 4.0

Maps, variable  
prescriptions,  
machine and  
animal  
connected

## Colaborative

Share data  
and tasks (on /  
off line)

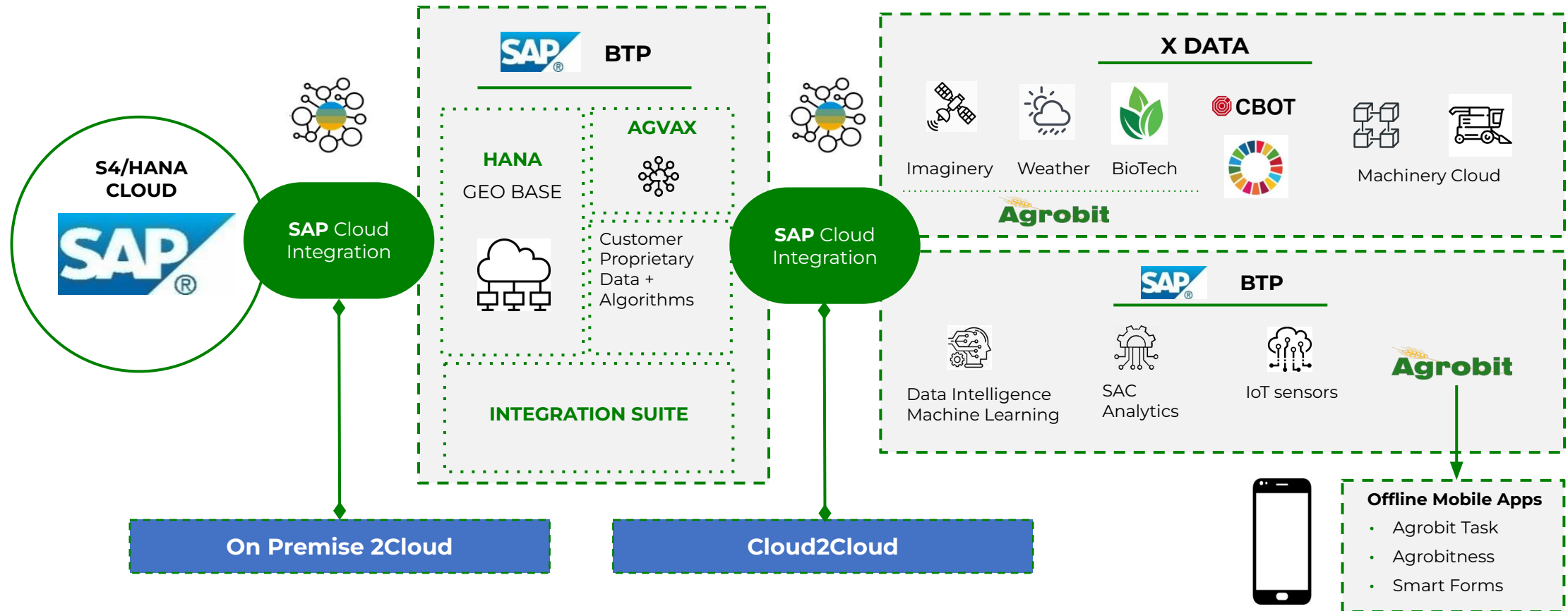
## Traceability CO2 Footprint

# Areas of business

|           | Agro-inputs                                                                                                       | Farming                                                                           | Trading                                                                             | Factories                                                                           | Food industries                                                                     | Retail                                                                              | Consumer                                                                            |
|-----------|-------------------------------------------------------------------------------------------------------------------|-----------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|-------------------------------------------------------------------------------------|
| Crops     |  <p>Crop protection</p>          | Soft commodities, grain coffee, cocoa, sugarcane, oilseeds.                       | Cooperatives, exporters and gatherers.                                              | Grain mills, oil mills, sugar refineries, etanol processing plants.                 |                                                                                     |                                                                                     |                                                                                     |
|           |  <p>Machinery</p>                |  |  |  |  |  |  |
| Livestock |  <p>Nutritional supplements</p> | Meat, fish, dairy products.                                                       |                                                                                     | Livestock trading, companies and cooperatives.                                      | Slauthering, milk processing.                                                       |                                                                                     |                                                                                     |
|           |  <p>Animal nutrition</p>       |                                                                                   |                                                                                     |                                                                                     |                                                                                     |                                                                                     |                                                                                     |

## 05. Technology

# Intelligent agribusiness SAP Agrobit



1. Agrobit As a services
2. Agrobit private SCP tenant

## Certifications



ISO 9001 \_ ISO 27001

## 06. **Success stories**



Success stories

Together with our clients, **we achieve great milestones.**

5.8M

MANAGED  
HECTARES

12.5K

MONITORED  
USERS

95M

TRADED  
TONS

15%

IMPROVEMENT  
IN ROI

20%

REDUCTION IN  
ENVIRONMENTAL  
IMPACT

4.3M

LOGISTICS  
TRANSACTIONS



## Agrobit named a 'Hero of Sustainability' at SAP Innovation Awards.



Highlights

**5.8 million hectares**  
worldwide are  
**managed with**  
**Agrobit**



Highlights

**Reduced a 30% the**  
**environmental**  
**impact** of their  
business.



Highlights

**20% improvement in**  
**the productivity** of  
your customers in  
the first year of use.



[Read the note](#)

[Pitch Deck](#)

# BANRURAL

📍 GUATEMALA

**Banrural provides its clients, through the Agroamigo platform,** with precise satellite information and real-time data, helping to transform their best farming practices, achieve sustainable production goals, improve economic outcomes, and preserve the environment.



## 12K

ASOCIATED  
FARMERS



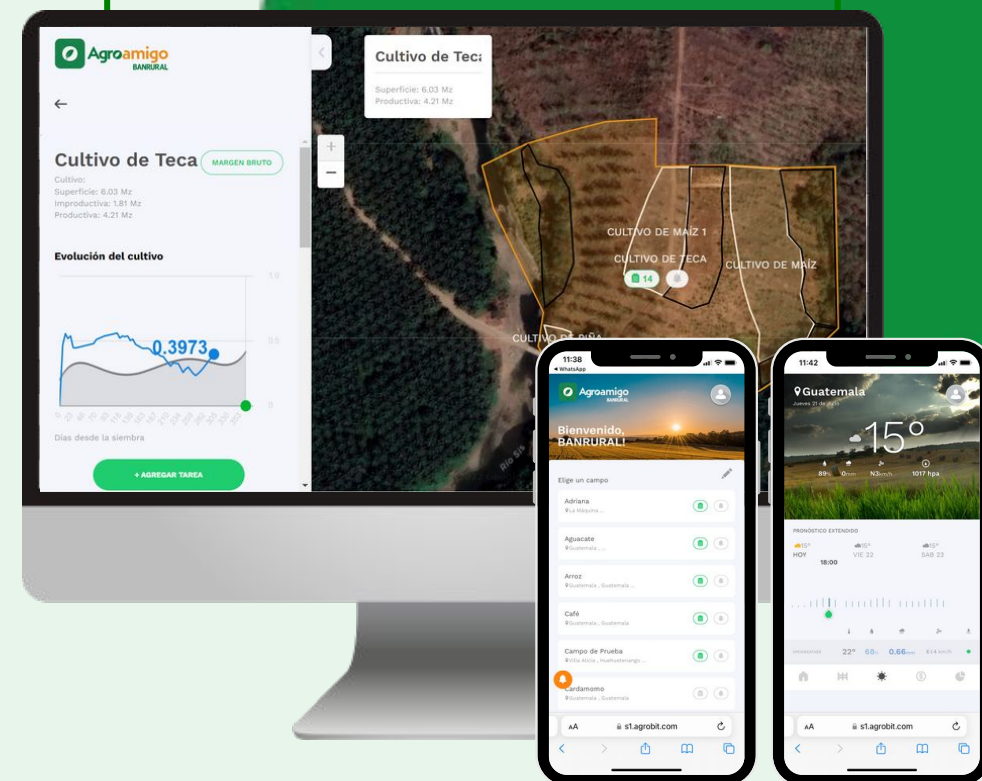
## 15

CROP  
TYPES



## 10

DIVERSE  
REGIONS



# ACA

📍 ARGENTINA

**A digital platform providing comprehensive support to agricultural producers**, integrating and automating farm management to achieve a sustainable production model, improve economic outcomes, and preserve the environment.



## 50K

ASSOCIATED  
FARMERS



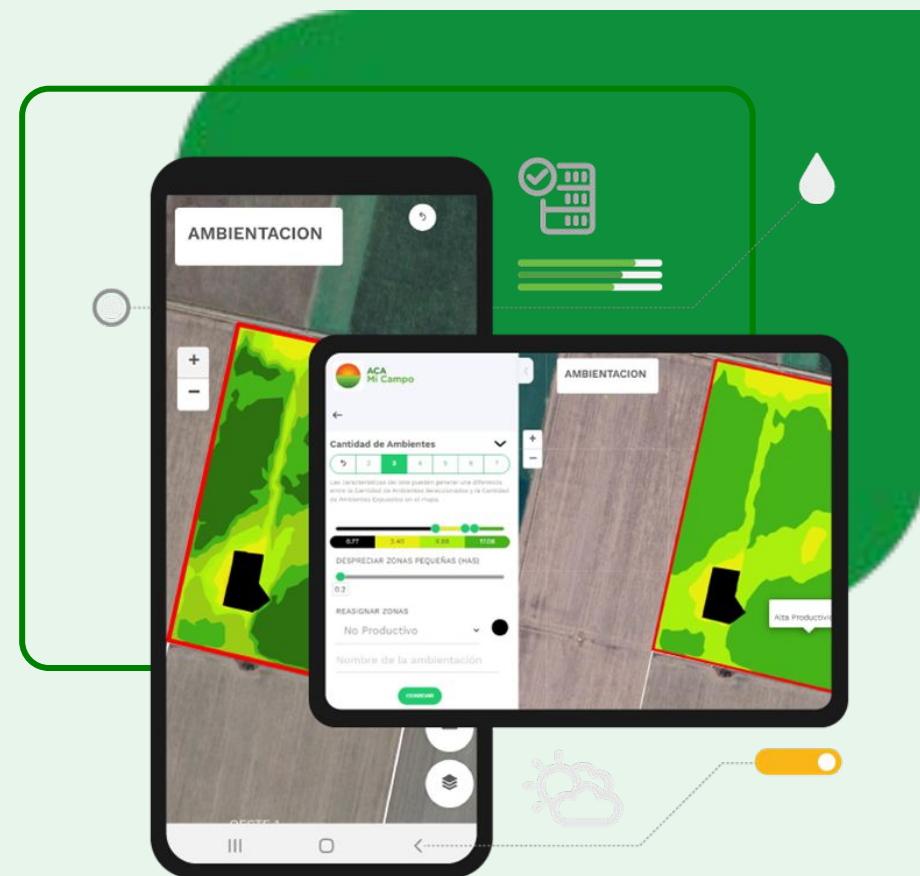
## 200

TYPE OF  
AGRO INPUTS



## 600

DIVERSE  
REGIONS



# CRESUD | BRASILAGRO

📍 ARGENTINA, BRASIL, PARAGUAY, BOLIVIA

**BrasilAgo and Cresud successfully planned, managed, and analyzed agricultural information**, making more precise and strategic decisions by applying technology across their entire agricultural production process using the Agrobite platform integrated with SAP ERP.



## 120

CONNECTED  
USERS



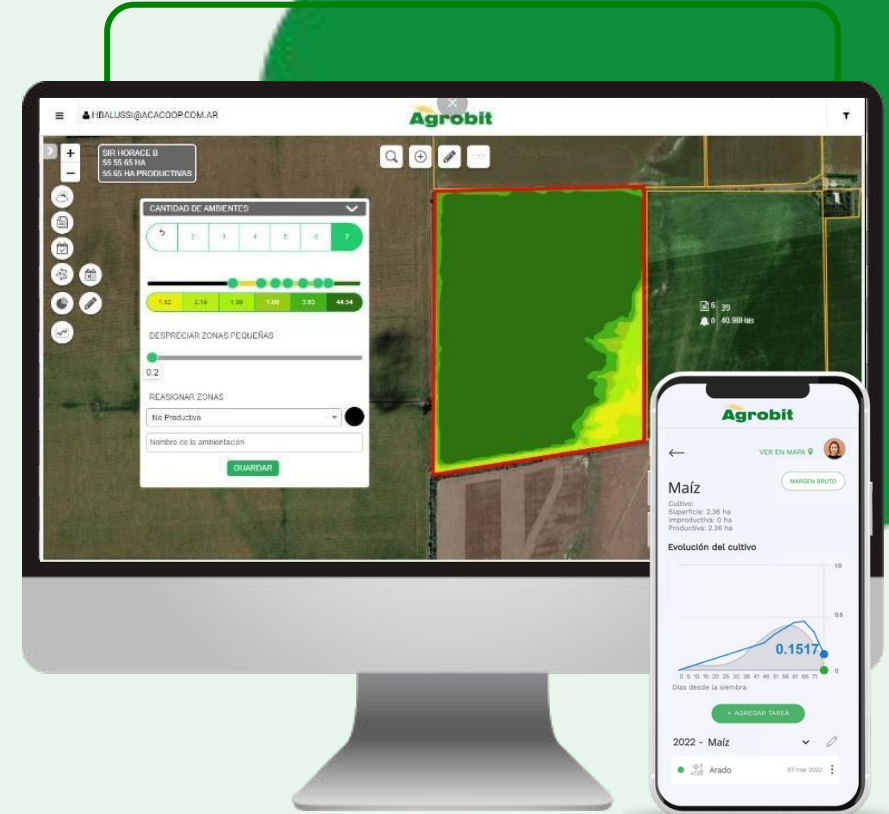
## +50

CROP  
TYPES



## 4

COUNTRIES



# MIRASOLES

📍 MÉXICO

Los Mirasoles specializes in the production and distribution of high-quality fresh fruits and vegetables, delivering their products across more than 25 U.S. states. The implementation of the Agrobít system, synchronized with their SAP ERP, has streamlined their sales and distribution processes, ensuring the freshness and quality of their products.



## +25

YEARS OF  
EXPERIENCE



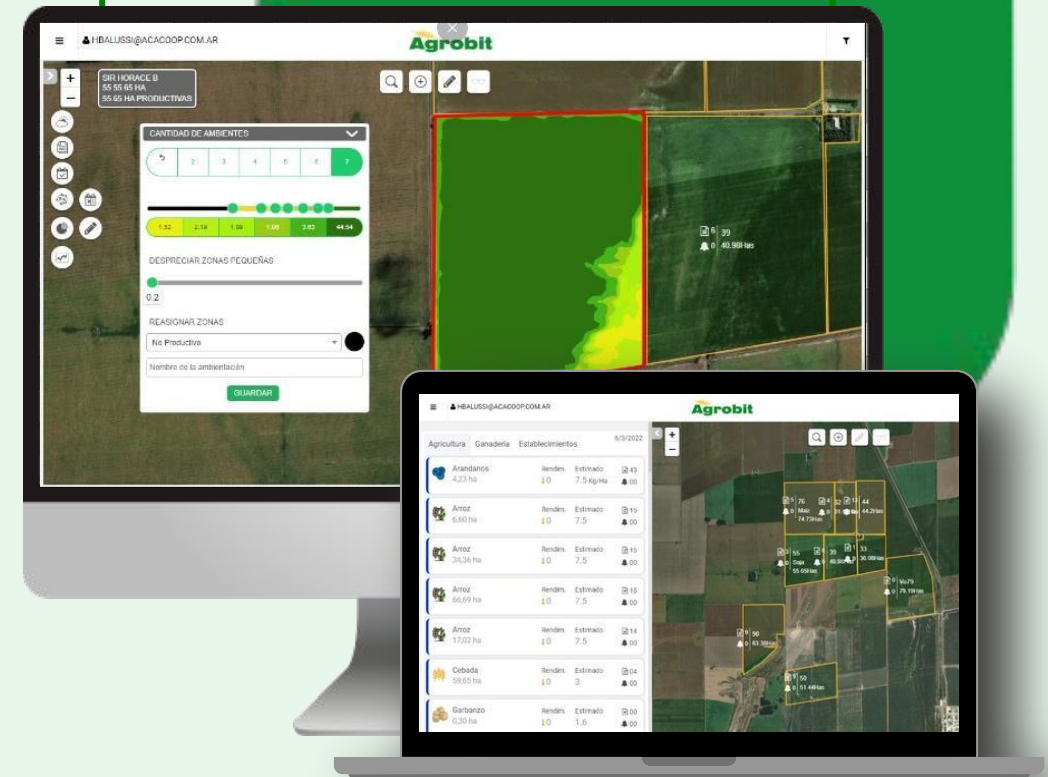
## 20

TYPE OF  
CROPS



## 25

DIVERSE  
REGIONS



# PROAOASS

📍 MÉXICO

**Proaoass, Mexico's leading producer of durum wheat,** leveraged Agrobiz SAP to manage its entire business by centralizing all information and efficiently handling the purchasing and sales of goods, as well as agribusiness logistics, seamlessly connected to administrative and financial data.



+28

YEARS OF  
EXPERIENCE



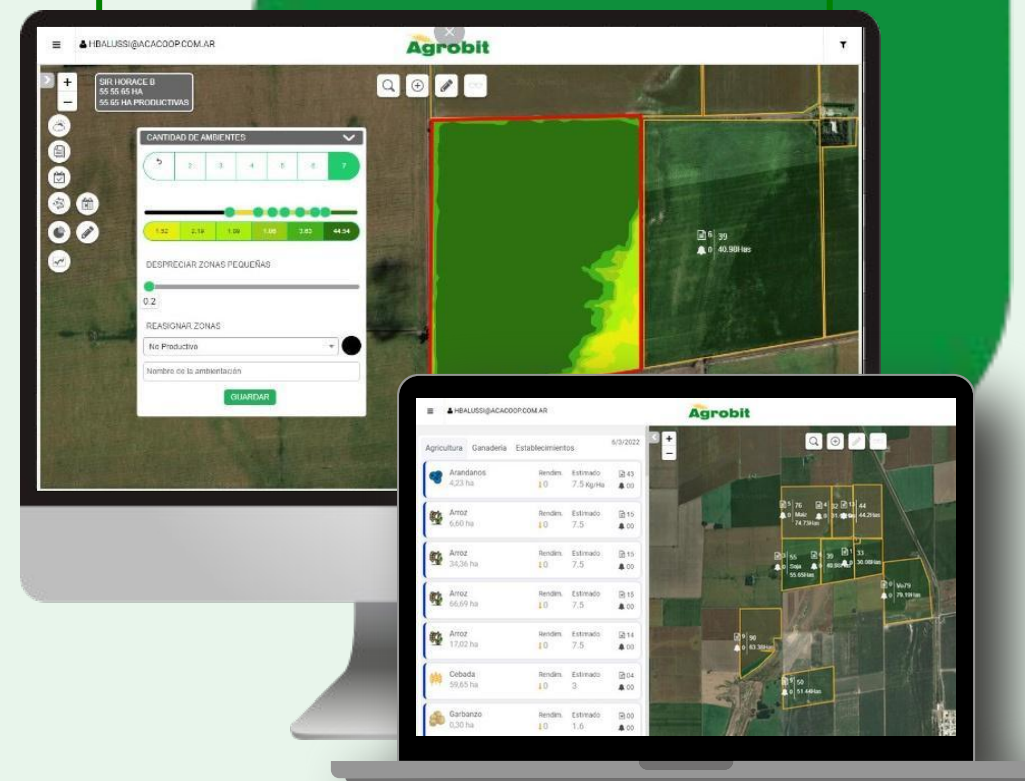
30%

MEETS WHEAT DEMAND



4

DIVERSE  
REGIONS

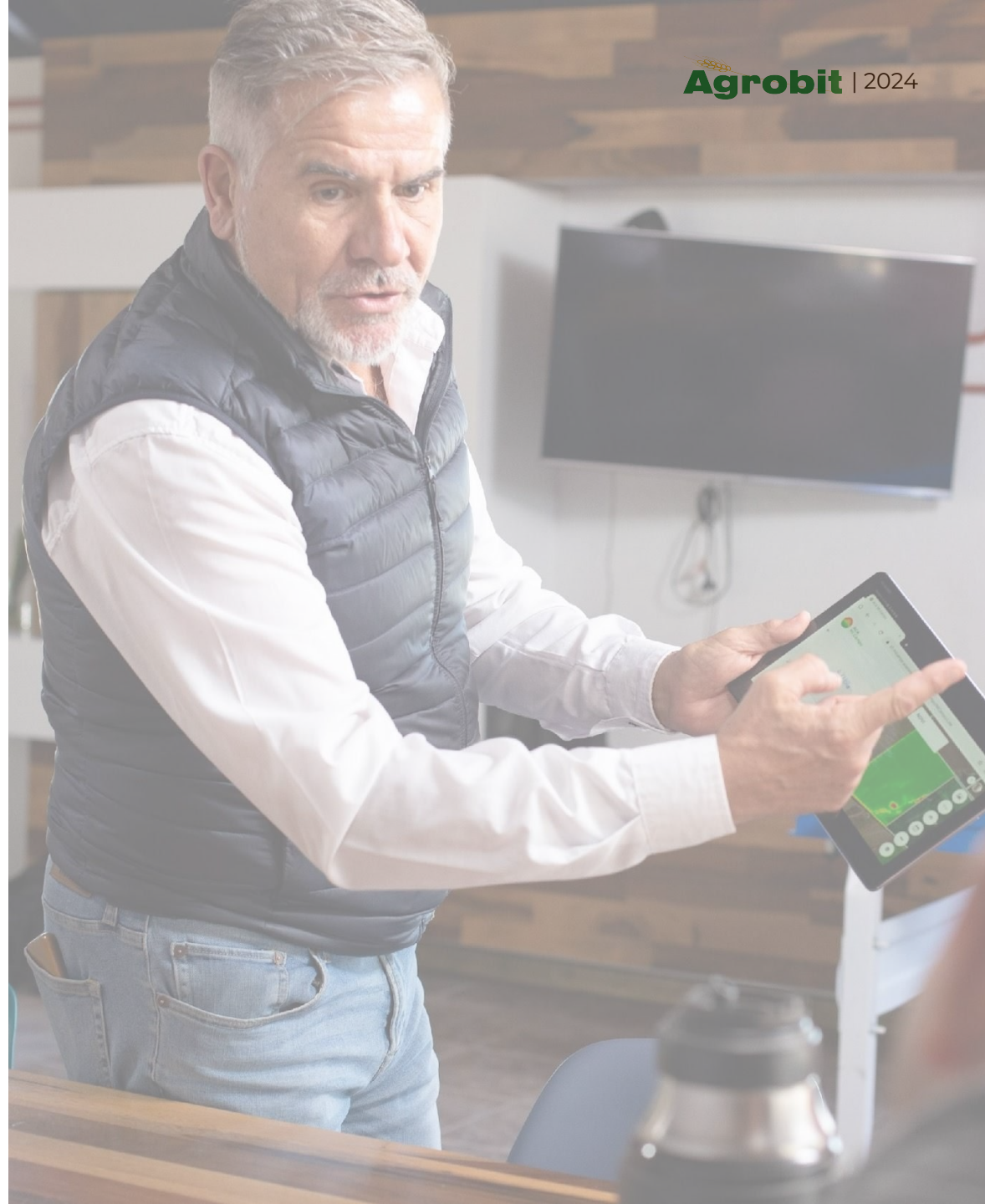






**"Transforming food systems** is the great challenge we face to achieve more **sustainable and resilient production for a better future."**

**Horacio Balussi** | CEO Agrobit



# Thank you!

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#ForABetterFuture





**Agrobit**

• agricultura inteligente •