



Nichi-Go Global X J-Bridge Webinar #3

Presented by Owen Williams – General Manager Agtech and Logistics Hub



Agtech Business Environment in Australia



Agtech and
Logistics Hub

1. **Coordinated – All sectors are aligned to common goals**
2. **Collaborating – Driving greater Innovation**
3. **Commercializing – Become focused on the customers problem we solve to drive demand**

Why am I confident about this...

INTERESTS are driving the Focus

The Four Drivers are all aligning around Interests



Australia's next \$100 billion industry by 2030



A vital part of the Australian economy – Investment & Income



The NFF - peak Farmer body supports Digital Technology



To boost agriculture production by 25 per cent



Queensland Agtech Strengths and Capabilities

88% of QLD Land is used for Agrifood production

- A major focus for State Government
- Supportive Policies to enable Agtech
- Continual Investment to accelerate Agriculture and Agtech

A thriving QLD Ecosystem centered around “Innovation supporting Agrifood Production”.

- Agtech Hubs and Clusters
- World Leading Universities in Ag and Tech
- Tech Hubs supporting tech that can go into Ag
- Innovation Spaces like - The Precincts and AATLIS
- Online Support – QLD Innovation Hub
- A supportive Chief Entrepreneur
- SMART FARMS – Government, Private and Community Owned
- Strong Grower Lobby groups promoting Agtech to their Farmer members



Queensland Agtech Strengths and Capabilities

The most diverse Agro climate in Australia

- QLD – Tropical, Temperate, Dryland Grazing, Summer & Winter Cropping
- All Agricultural sectors represented
- Builds a platform for efficient scaling of Agtech across all Sectors
- No other Geographic area can supply innovators this efficiency.

Significant Private / Corporate investment into Digital infrastructure & Agtech Programs

- Government support is crucial
- Private / Corporate Investment drives long term focus and support

Recent Developments in Qld AgTech

\$6.6M investment in a QLD Agtech and Logistics Hub

Bridge the gap between industry challenges and problem solvers by fast-tracking the deployment of innovative solutions

Located at the AATLIS Precinct in Toowoomba

- A Precinct set up around Innovation and Efficiency for Scaling Business
- Within a 300Km Radius it has over 95% of all Ag Sectors represented in Australia – Efficient Validating / GTM testing

Developed and invested in an Ecosystem that includes Industry, Innovators and Investor

\$20M building being built to provide State of the Art facilities

Unique Programs - Solving Challenges, Business Development & Accelerating deployment

Agnostic

Agtech and
Logistics Hub

Clusters – Drive Solutions & Opportunities



Connectivity



Output:

- 1300+ sites connected
- Digital connectivity
- ↑ Agtech adoption
- Deploying better connected tech

Water



Output:

- Growing more with less
- Reclaiming up to 66% water
- Healthier Animals in feedlots

Other Clusters

1. Labor
2. Digital Platforms
3. Carbon
4. Drones
5. Cyber security
6. Waste

Industry Led – Opportunity For Improvement



Resilience and Efficiency - Sustainability, Production, Resource, Safety, Animal Welfare and Operational Efficiency

Opportunity For Improvement Support Document

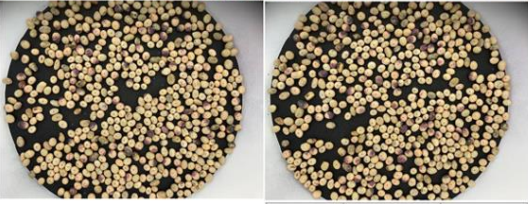
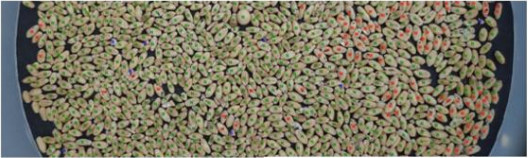
Client	Product	Client Sector	Business Line	Client	Phase Document	Date	Version	
Current Revenue	Current Margin	Current Profit	Targeted QoY					
Item	QoY	Incidents	Fines	Animal	WHS	Energy	Water	Degradable
Challenge 1 - Operational Systems and connectivity								
1	Operational systems connectivity							
2	Maximize system uptime							
3	Pay for service cost reduction							
4	Reduce the number of incidents in the system							
5	Integration of data from IoT devices							
6	Integration of data into existing systems							
Challenge 2 - Feed Management								
1	Track feed conversion ratio							
2	Reduce feed waste							
3	Track feed intake							
4	Improve feed efficiency							
5	Optimize feed costs							
6	Track feed quality							
7	Automated feed delivery							
8								
Challenge 3 - Waste Management								
1	Track waste management							
2	Reduce waste volume							
3	Track waste disposal							
4	Reduce waste disposal costs							
5	Track waste disposal							
6	Reduce waste disposal							
7	Track waste disposal							
8								
Challenge 4 - Lubrication								
1	Track lubrication usage							
2	Reduce lubrication costs							
3	Track lubrication usage							
4	Reduce lubrication usage							
5	Track lubrication usage							
6	Reduce lubrication usage							
7	Track lubrication usage							
8								
Challenge 5 - Inventory								
1	Track inventory levels							
2	Reduce inventory costs							
3	Track inventory levels							
4	Reduce inventory levels							
Opportunities								
1	Track inventory levels							
2	Reduce inventory costs							
3	Track inventory levels							
4	Reduce inventory costs							

Note: Kilo Stacks - Cattle Heat Load ToolKit - heat load monitoring system - integrates this into their platform (Bruce Meter)
 Heatmap reduction - Lubricating at 5 second treatment
 Feedlot, cotton seed etc cannot be used due to GHD free status



Building Pipelines for Innovators – 3 x C's

Coordinate  Collaborate  Commercialise



Quality Parameter	Label on Image	Count	Quality Parameter	Label on Image	Count
Dark Hilum Soybeans	H	145	Dark Hilum Soybeans	H	154
Damaged Soybeans	D	181	Damaged Soybeans	D	156
Purple Stained Soybeans	P	92	Purple Stained Soybeans	P	98
Light Hilum Soybeans	L	41	Light Hilum Soybeans	L	43
Green Stained Soybeans	G	53	Green Stained Soybeans	G	65
Total		522	Total		524



N-Drip Business Growth

- Israel Irrigation Business
- Landed at Hub 1 year ago with 1 x Employee
- Participated in “Commercialise and Grow”
- Business has grown
- Profile high – QLD, NSW, India, NZ
- Team now X 9 Staff



Key Investments in QLD Agtech Sector



With 88% of Land in QLD used for Agrifood the QLD Government support strongly

- Recognized Innovators and Producers need financial support for Agtech deployment

The Agtech and Logistics Hub support Innovators and Producers to maximize funding

The screenshot displays the 'Funding & Grants' section of the Agtech and Logistics Hub website. It is organized into two main columns: 'For the Producer' and 'For the Innovator'. Each column contains a grid of blue boxes representing different funding programs, each with a title and a 'Learn More' link. To the right of these grids are two featured program cards: 'Ignite Ideas Fund' and 'Regional Futures - Collaborative Projects', each with an image and a brief description.

For the Producer			For the Innovator		
Sustainability Loan QLD	Farm Investment Loans	R&D Tax Incentive	Accelerating Commercialisation	New Business Assistance with NEIS	R&D Tax Incentive
CSIRO Kick-Start	STEM PhD Research Subsidy	Innovations Connections	CSIRO Kick-Start	Entrepreneurs' Programme	Innovations Connections
Smart Projects and Supply Chains	Growth Grant	Producer demonstration sites	Smart Projects and Supply Chains	Growth Grant	Ignite Ideas Fund

Ignite Ideas Fund
Applications Open
Ignite Ideas funding is available to commercialise highly innovative and new products or services that are at minimum viable product stage or beyond.

Regional Futures - Collaborative Projects
Applications Open
Creating collaborations across regional Queensland to solve significant innovation challenges.

Alternative Sources of Funding and Grants

AgTech & Logistics Hub support

Find alternative funding / investment

Corporate Investment is popular

- Prepared to invest hardware
- Longer term view on investment

Enables Innovators to Innovate

Navigate and Negotiate



Partnerships with Japan

Alignment on what success looks like for YOU

Planning for Success

Coordination → Collaboration → Commercialisation

Dual Investment Opportunities

- Into Japanese Tech
- Japanese into Australian Tech

Global scaling of Agtech business

Key Take Away's



**Agtech and
Logistics Hub**

1. Australian Agtech is exploding in a perfect environment
2. QLD has unique strengths to accelerate validation, GTM testing & Commercialisation
3. Queensland Government and Private Investment in Agtech is strong
4. Agtech and Logistics Hub accelerates the Coordinate, Collaborate & Commercialise
5. Queensland has a Proven track record of Agtech development

Key Take Away's

Owen Williams

General Manager of Agtech and Logistics Hub

Cnr Witmack Road and Vision Street, Wellcamp QLD 4350

Owen.Williams@agtechlogisticshub.com.au

+61 448 795 206

