



# FarmWise

Farming every plant, every day

# Problems



Changing Demands

- Organic food **+10% y/y**
- Regulation against chemicals



Labor shortage

- Labor supply is dropping
- Labor cost is exploding **+15% y/y**



# Team

Experts in Artificial Intelligence, grew up and worked in farms

Sebastien Boyer



Computer Vision, AI  
Founder - CEO

Thomas Palomares



Big Data, AI  
Founder - CTO

Arthur Flajolet, PhD



Computer Vision, AI  
Lead software

Eric Stahl-David



Mechanical, Electrical  
Lead Hardware

Advised by growers and industry experts



BOSCH



MAILBOX





**Farming every plant, every day** for higher yield with fewer inputs



See



Nurture



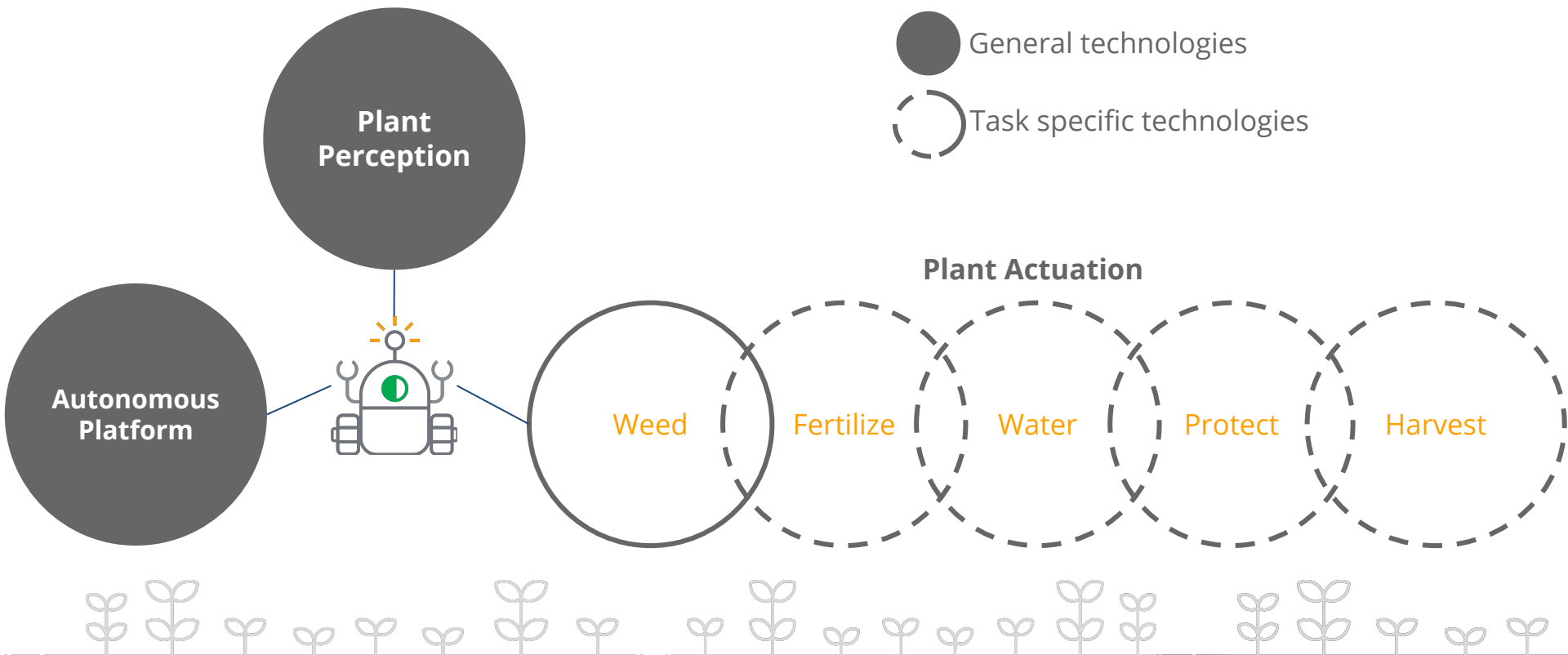
Optimize

without pesticides, without labor



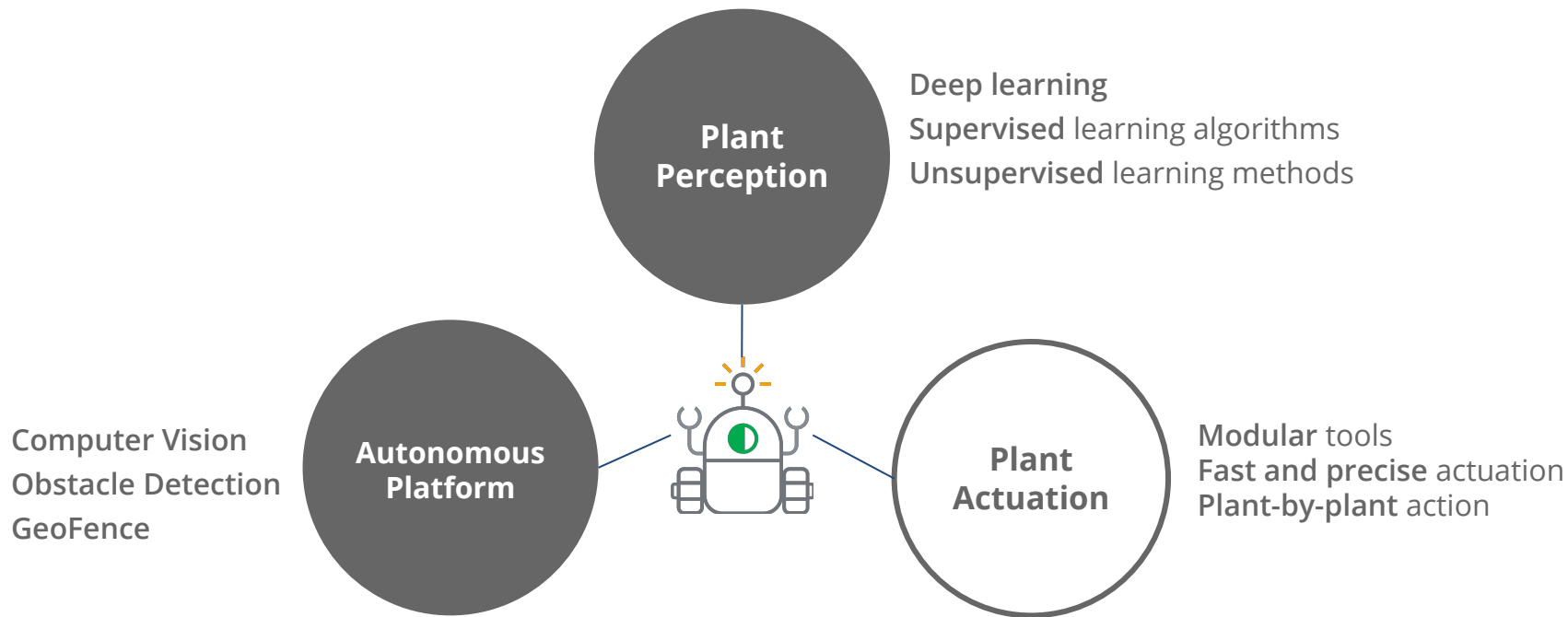
## Solution

# Building the technological blocks for Autonomous Farming



## Solution

Leveraging state-of-the-art AI tools to achieve versatility



# First autonomous farming robot in the US

Generation Beta in fields doing mechanical weeding



<http://farmwise.io/video.html>



# Today - Leasing Autonomous Robots for Weeding

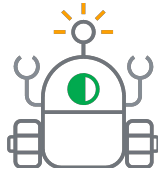
As accurate as manual process



\$500 / acre (+15% yoy)

Wages

Hidden labor cost



Leasing for \$400 / acre

FarmWise price

Farm's savings

- + Always ready to work
- + Works 24/7, days and nights





## Customer traction

When we call, they schedule a demo. When we demo, they sign-up.



*"We hired a full-time engineer to help introduce these technologies to our farms".*

Alain Pincot, Co-owner

**Signed-up  
on Sept 15th**



*"The opportunity to do weeding mechanically is something we are very interested in."*

Pete Aeillo, General Manager

**Signing-up**



*"Count me in for your program. I love the way you are approaching this."*

Peter Odello, Farm Manager

**Signing-up**

Demo scheduled



## Distribution

A large concentrated and local industry



**16 growers,**  
**6h drive** from San Francisco

=

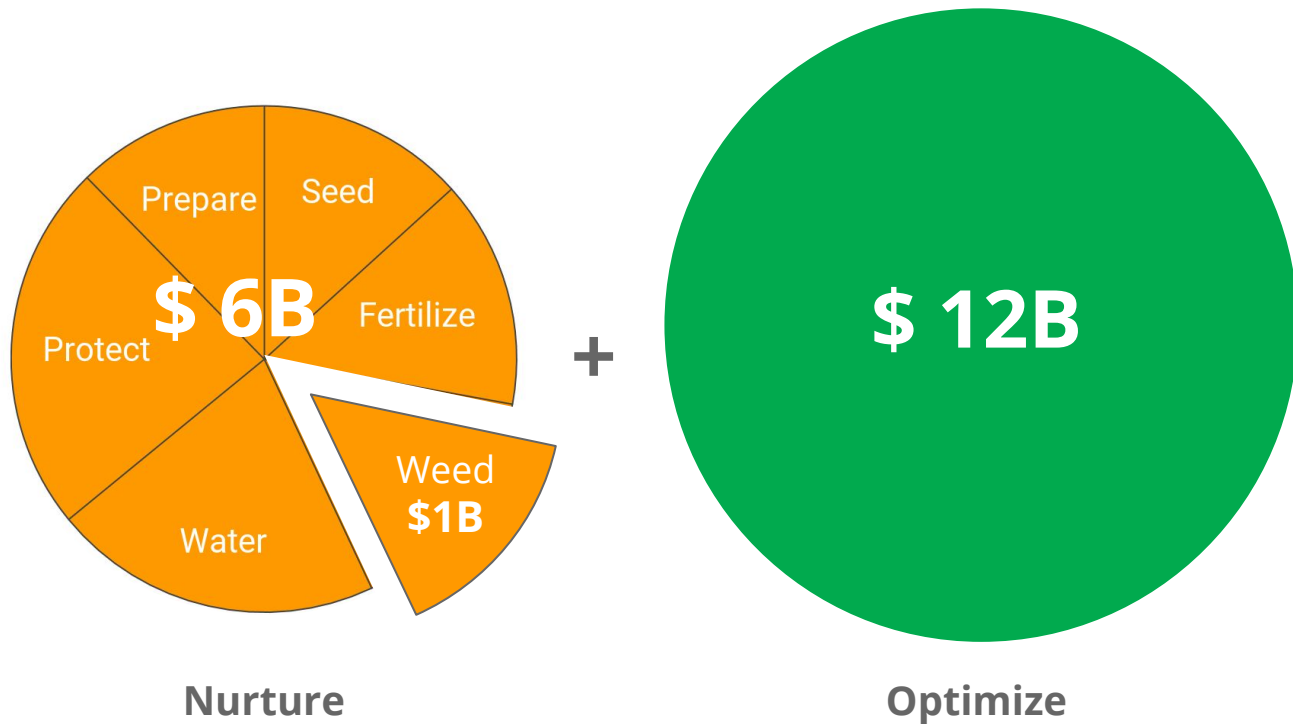
\$130m potential revenues from weeding

 Current prospects



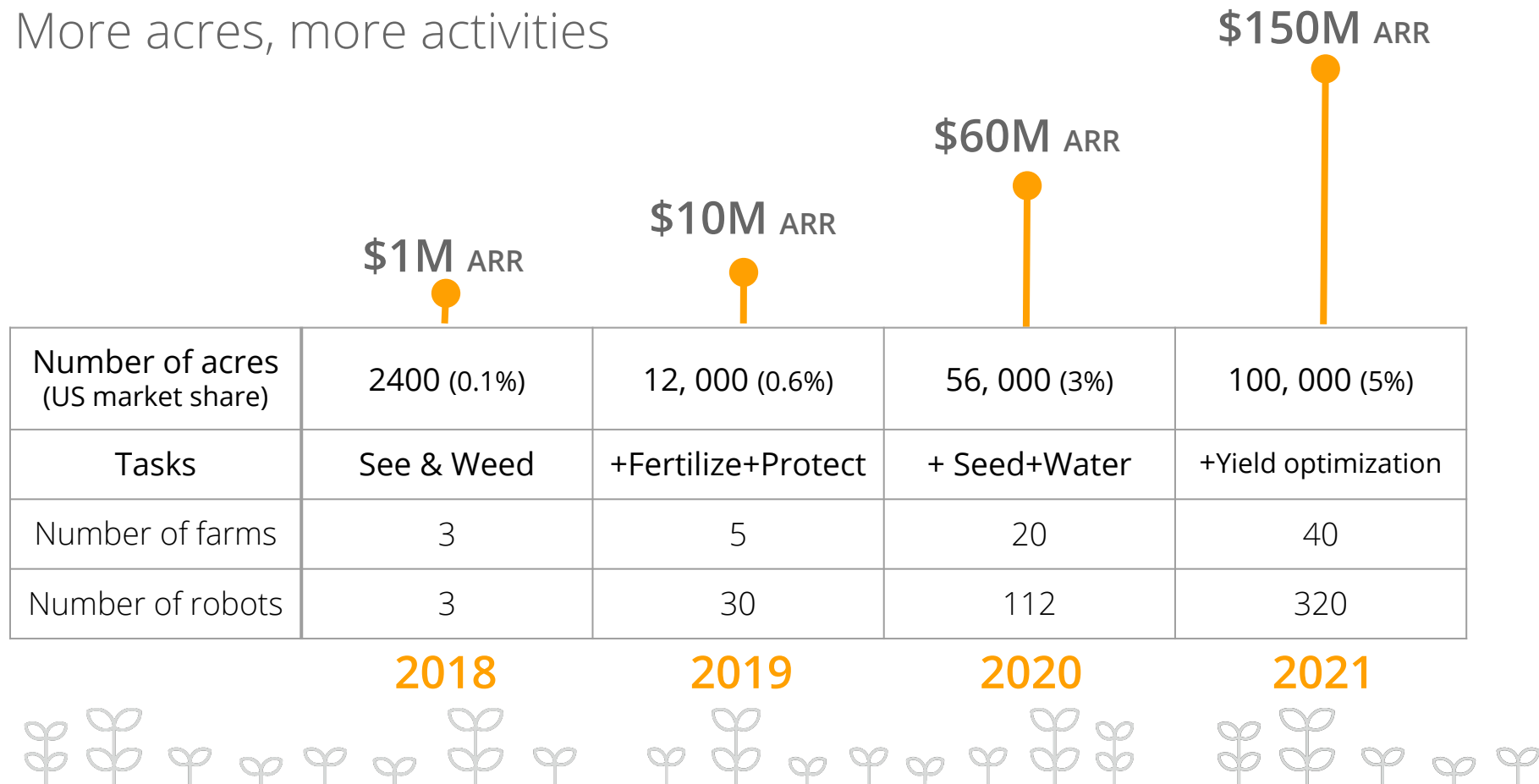
## US+EU market size

Automating outdoor row vegetable farming processes



# Revenue Forecast

More acres, more activities



## Seed Round Goals

Landing autonomous robots in farms, preparing to expand

### Raising \$3m to

- Having rugged robots to reach >\$1M ARR
- Develop modules for fertilizing and Data capture
- Manufacturing plans to expand to 100+ robots





## Why will we win ?

**We move fast** We created the first autonomous farming robot for vegetable farms with \$700k in funding and 4 engineers

**We partner with growers** From the beginning we built trust relationships with the largest growers in California

**More acres, more activities** A scalable approach to start focused on one activity while developing the blocks for autonomous farming.





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