



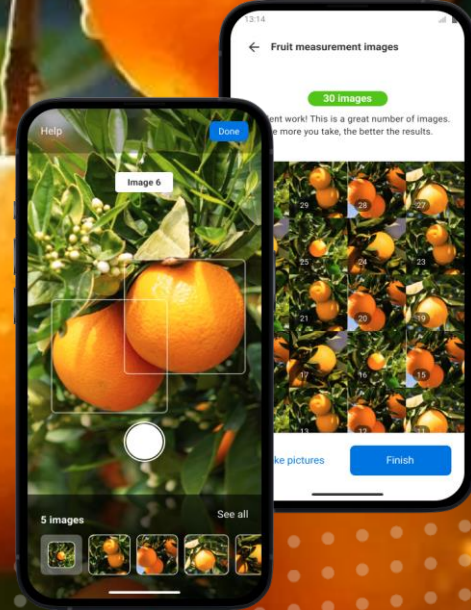
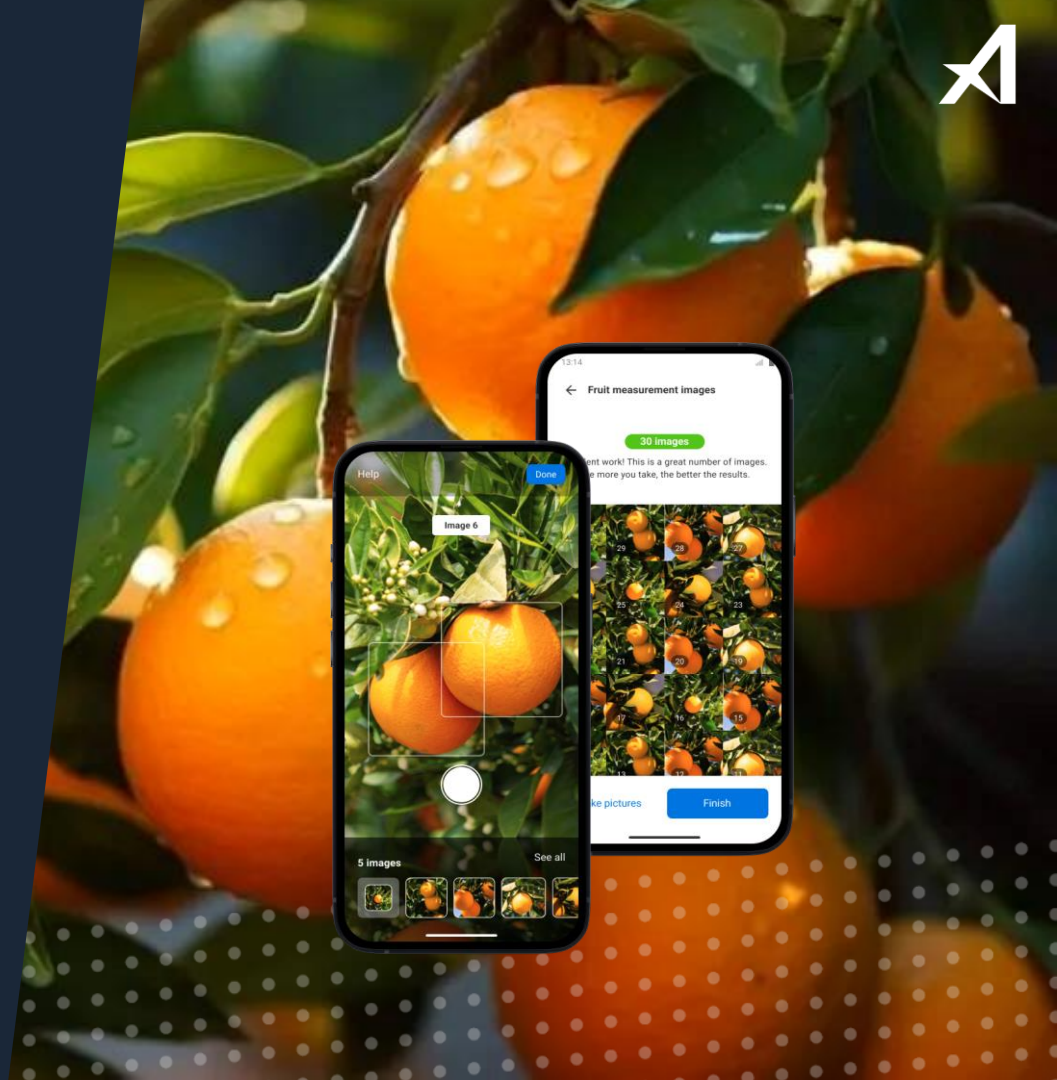
Aerobotics[®]

Improve returns with early season fruit structure
harvest estimates using smartphone imagery

Traction

COMPANY HIGHLIGHTS:

- ✓ 250K+ active hectares across 18 countries
- ✓ 150M+ trees & vines processed
- ✓ 200+ growers, packers & marketers
- ✓ 1M+ TrueFruit images were uploaded and processed last month



Impact of fruit size on profitability



Market Segment:

Citrus - Soft Citrus

Producer

South Africa

INDUSTRY AVERAGE			
Export pack out:		73%	
Size category	Size distribution	Export cartons per ha.	Operating profit per carton*
1xxx	5%	118	R 35.30
1xx	5%	118	R 44.66
1x	15%	353	R 47.71
1	15%	353	R 51.63
2	25%	589	R 48.97
3	20%	471	R 36.01
4	10%	235	R 1.70
5	5%	118	R (22.71)
2	100%	2,355	R 37.38
Operating profit per hectare*			R 88,021.67

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Operating profit per hectare*			R 88,021.67

Aerobotics Customer - ABOVE AVERAGE			
<i>Reduce smaller size cartons (5% of 5s and 4s move to size 3)</i>			
Export pack out:		73%	
Size category	Size distribution	Export cartons per ha.	Operating profit per carton*
1xxx	5%	118	R 37.17
1xx	5%	118	R 46.55
1x	15%	353	R 49.62
1	15%	353	R 53.57
2	25%	589	R 50.95
3	25%	471	R 38.01
4	7%	235	R 3.75
5	3%	118	R (20.62)
2	100%	2,355	R 41.55
Operating profit per hectare*			R 97,838.61
Profit improvement/(loss reduction) per ha			R 9,816.94
Profit improvement/(loss reduction) %			11.15%

Impact of fruit size on profitability



Market Segment:

Citrus - Soft Citrus

Grower

South Africa

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Export pack out:		73%	
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Profit improvement/(loss reduction) per ha			R 9,816.94
Profit improvement/(loss reduction) %			11.15.%

FULL POTENTIAL			
<i>Achieve target fruit sizes</i>			
Export pack out:		73%	
Size category	Size distribution	Export cartons per ha.	Operating profit per carton*
1xxx	0%	-	R 65.42
1xx	17%	400	R 75.41
1x	26%	612	R 79.05
1	26%	612	R 84.70
2	31%	730	R 83.93
3	0%	-	R 72.59
4	0%	-	R 41.09
5	0%	-	R 17.16
		-	
1	100%	2,355	R 81.41
Operating profit per hectare*			R 191,716.16
Profit improvement/(loss reduction) per ha			R 103,694.49
Profit improvement/(loss reduction) %			117.81%

Current sizing methods are challenging



Introducing



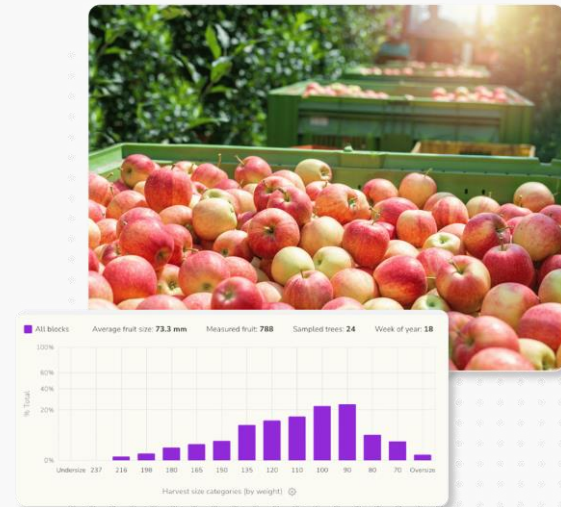
Introducing



TrueFruit® Size



TrueFruit® Bin Scan





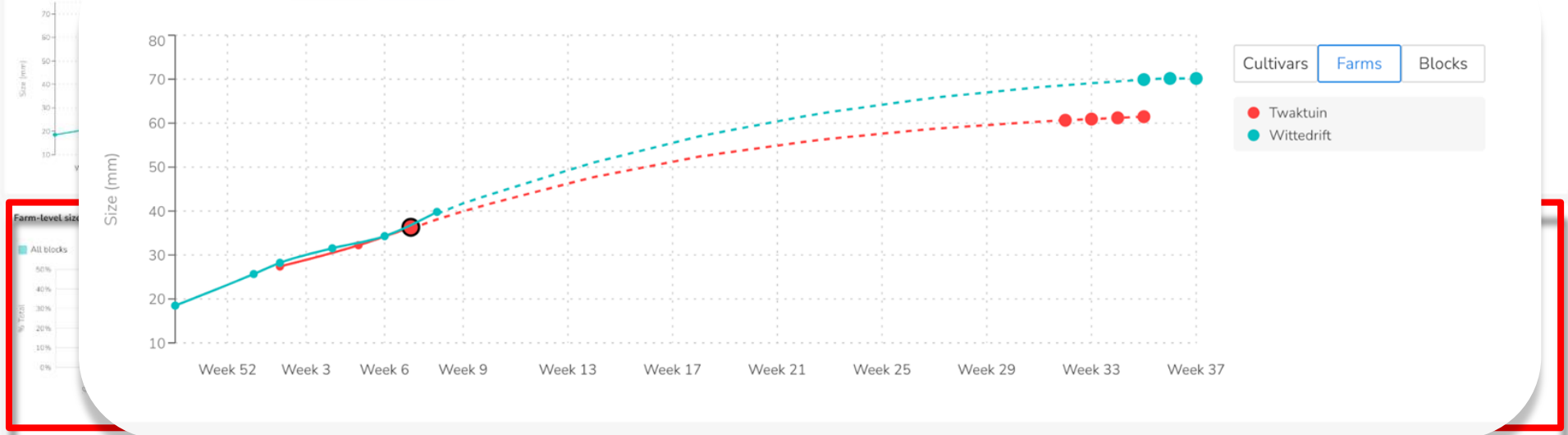


Measured Sizes Overview

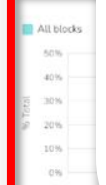
Season: 2023/2024 Crops: Mor x

Export Share

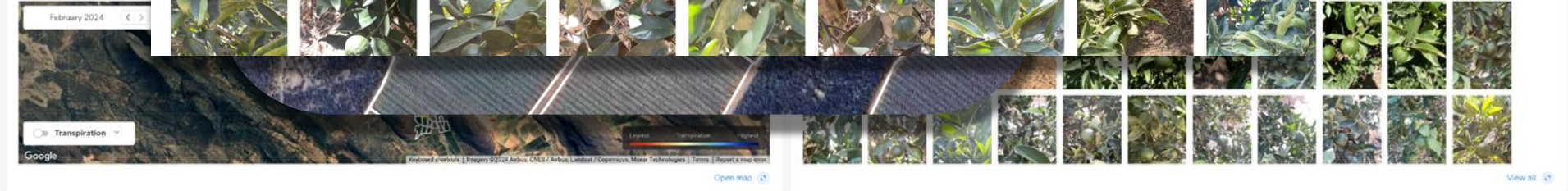
Farm-level overview **Table** **Graph** Forecast



Farm-level size



Sample locations



Connecting the value chain - Marketer

Harvest estimates



Export

Share



Season: 2023/2024 | Crops: All | Farm: All | Block: All

Sizes Latest measurement Forecast earliest Forecast middle Forecast latest

Volume estimates Volume by week Quality metrics

Navel

Make edits / submit data

Cultivar	Farm name	Block name	Week	Average (mm)	Sizes (Forecast middle)										Volume estimates (bins)	
					Undersize	5	4	3	2	1	1X	1XX	1XXX	Oversize	Original	Latest
Cara Cara	Farm 1	14 Cara Cara	18 (2024)	54.4	1.9%	11.8%	29.3%	31.2%	20.5%	4.6%	0.8%	0.0%	0.0%	0.0%	250	355
Cara Cara	Farm 1	17 Cara Cara	18 (2024)	55.1	0.9%	8.4%	30.7%	33.9%	18.3%	7.0%	0.7%	0.0%	0.0%	0.0%	1200	1250
Cara Cara	Farm 2	WD Cara Cara Block 6	18 (2024)	60.6	0.0%	1.0%	7.1%	22.9%	36.4%	17.0%	11.4%	4.2%	0.0%	0.0%	650	700
Lane Late	Farm 1	Lane Late	22 (2024)	58.8	0.3%	2.2%	12.8%	26.9%	33.9%	17.8%	5.4%	0.6%	0.0%	0.0%	325	380
Lane Late	Farm 1	16 Lane Late	22 (2024)	62.8	0.0%	0.0%	4.2%	11.5%	39.8%	22.9%	12.3%	9.3%	0.0%	0.0%	550	600
Lane Late	Farm 2	WD Lane Late Block 9	21 (2024)	72.9	0.0%	0.0%	0.0%	0.0%	1.3%	8.9%	25.3%	47.3%	17.2%	0.0%	210	190
Total			Forecast middle	58.8	0.6%	4.7%	17.6%	24.9%	26.7%	12.8%	6.7%	5.1%	0.9%	0.0%	3185	3475

Soft Citrus

Make edits / submit data

Cultivar	Farm name	Block name	Week	Average (mm)	Sizes (Forecast middle)										Volume estimates (bins)	
					Undersize	5	4	3	2	1	1X	1XX	1XXX	Oversize	Original	Latest
Afourer	Farm 1	05 Afourer	24 (2024)	66.3	0.0%	0.0%	0.3%	1.7%	20.5%	34.9%	32.5%	9.5%	0.5%	0.0%	213.09	200
Afourer	Farm 2	WD Afourer Block 08	25 (2024)	79.6	0.0%	0.0%	0.0%	0.0%	0.0%	0.1%	3.3%	29.8%	56.7%	10.1%	1200	1250
Afourer	Farm 1	07 Afourer mandarin	34 (2024)	60.9	0.0%	0.3%	7.6%	17.4%	41.6%	22.6%	8.1%	2.4%	0.0%	0.0%	550	580
Afourer	Farm 1	13 Afourer mandarin	34 (2024)	61.9	0.0%	0.3%	2.3%	19.2%	40.9%	25.1%	8.1%	4.0%	0.0%	0.0%	110	110
Afourer	Farm 1	22 Afourer	34 (2024)	61.2	0.0%	0.4%	5.8%	21.9%	35.6%	22.0%	9.4%	5.0%	0.0%	0.0%	530	500
Afourer	Farm 2	WD Afourer Block 01	36 (2024)	69.9	0.0%	0.0%	0.0%	0.2%	6.2%	22.1%	32.3%	33.6%	5.6%	0.0%	300	250
Afourer	Farm 2	WD Afourer Block 03	36 (2024)	70.4	0.0%	0.0%	0.0%	0.7%	6.3%	18.4%	32.6%	30.6%	11.3%	0.0%	450	430
Nadorcott	Farm 1	21 Lane Late mandarin	30 (2024)	59.6	0.1%	1.6%	11.4%	24.5%	33.8%	20.0%	5.0%	3.6%	0.0%	0.0%	500	450
Nadorcott	Farm 1	23 Lane Late	30 (2024)	58.7	0.3%	1.5%	14.2%	28.7%	32.8%	16.2%	6.3%	0.0%	0.0%	0.0%	940	920
Nadorcott	Farm 2	WD Nadorcott Block 07	33 (2024)	69.8	0.0%	0.0%	0.0%	0.3%	4.3%	22.8%	40.3%	27.6%	4.8%	0.0%	370	385
Nadorcott	Farm 2	WD Nadorcott LS Bloc...	33 (2024)	73.7	0.0%	0.0%	0.0%	0.0%	3.4%	11.4%	18.8%	29.1%	29.1%	8.2%	170	165
Total			Forecast middle	67.4	0.1%	0.5%	4.9%	11.7%	19.5%	15.6%	13.3%	15.7%	16.0%	2.7%	5333.09	5240

Accuracy leads to truth

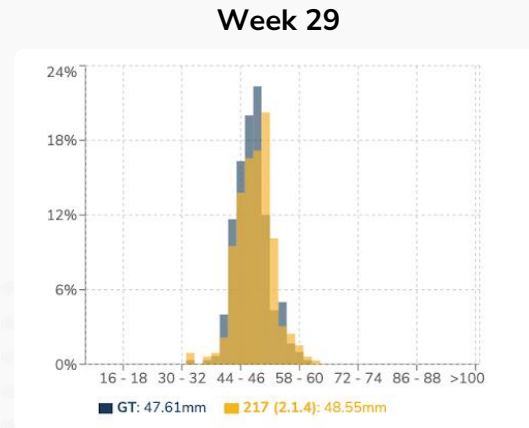
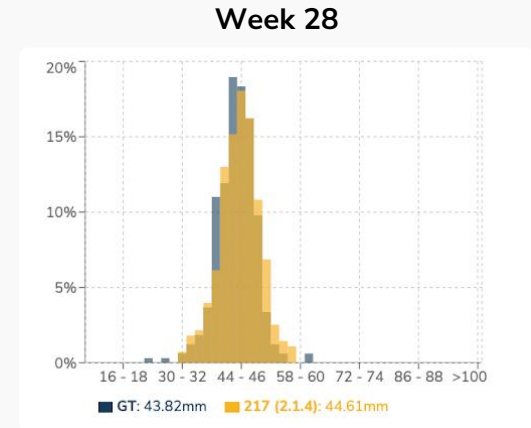
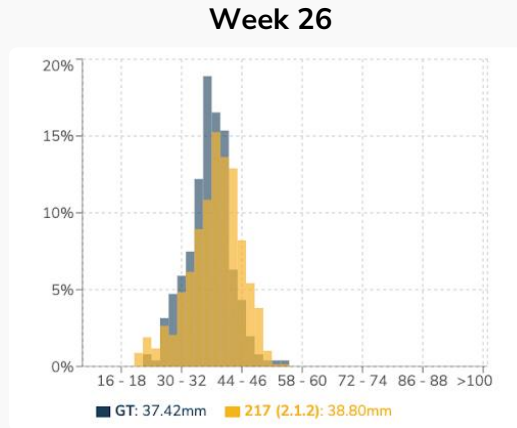


Conclusion	Results
Accurate as current method	✓
Reduced time to measure	✓
Less resource intensive	✓
Less prone to human error	✓
Less weather-dependant	✓
Less cost (time efficiency)	✓

Time to Measure

Time efficiency	3x faster
Measured fruit	+150% sample size

Comparing the time it takes to measure fruit manually vs with AI resulted in increase in sample size in the same time taken.



Much more than a caliper



Fruit images

Full images

Detected fruit

Only blemished fruit (13.9%)





Win 20 Hectares of AI Sizing

Welcome to the TrueFruit challenge!

Guess the true size of the fruit on our citrus tree and you can win 20 hectares of free AI-sizing for your farm. The player with the closest guess to the actual size of the citrus will earn the prestigious title of **Aerobotics TrueFruit Champion** & get complimentary access to our bestselling TrueFruit AI-Sizing tool.

Let's put your skills to the test!



Aerobotics®

Thank You from **Aerobotics**[®]

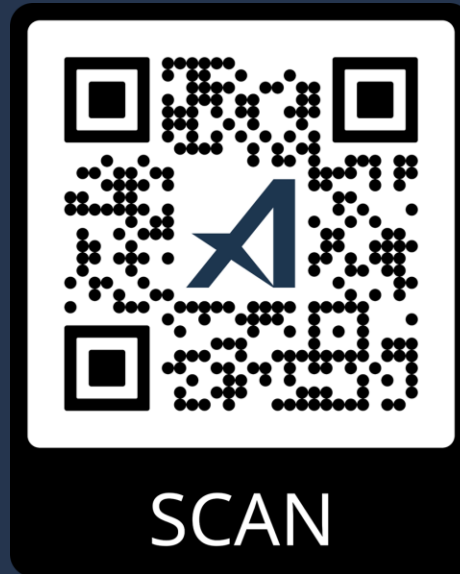
Questions?



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