



Welcome

Tanco Autowrap Ltd. 2019

Tanco Autowrap Ltd.

Founded

1963

Location

**Carlow,
Ireland**

Employees

58

Global Markets

36+



Tanco Products

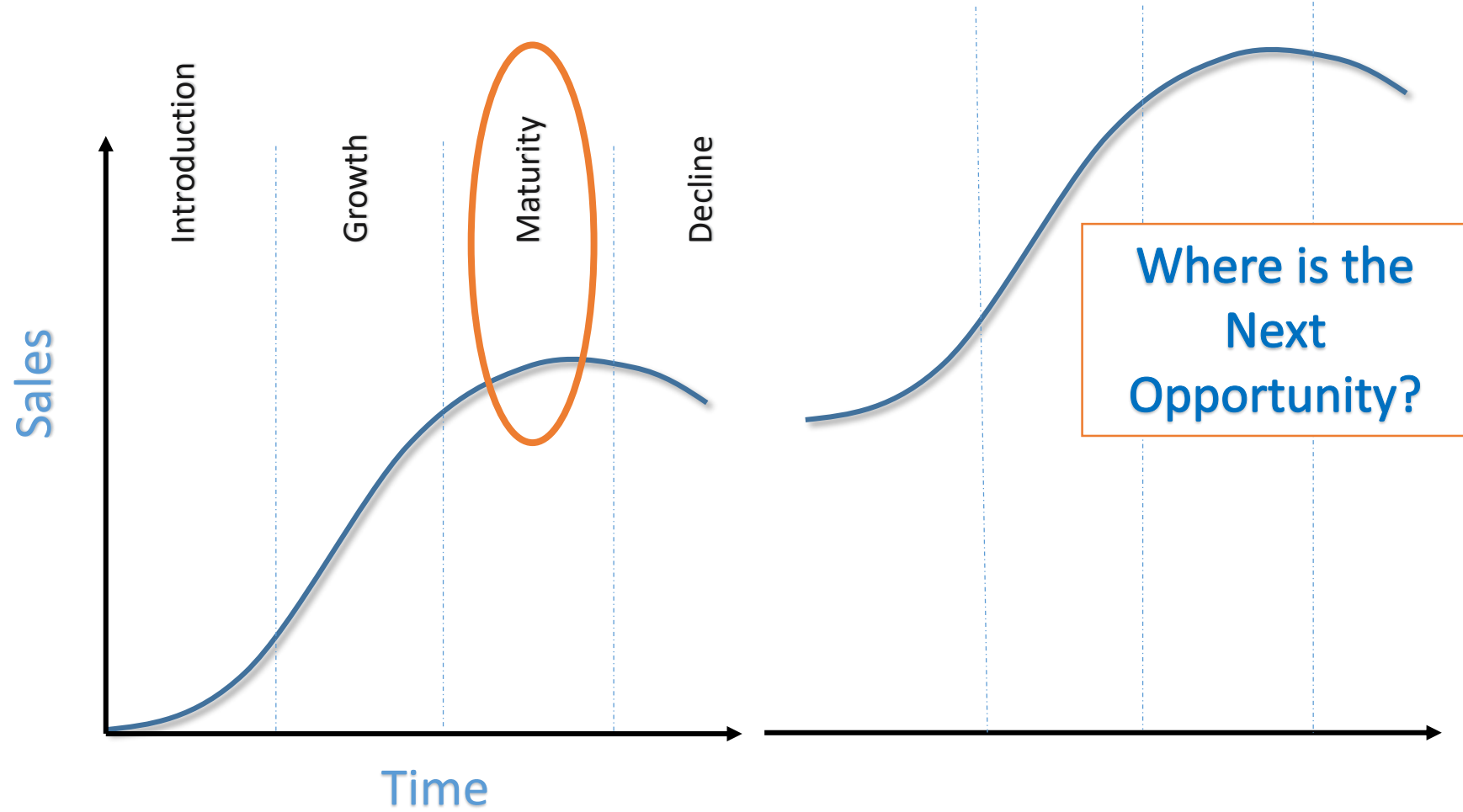
Bale Wrappers



Winter Feeding Equipment



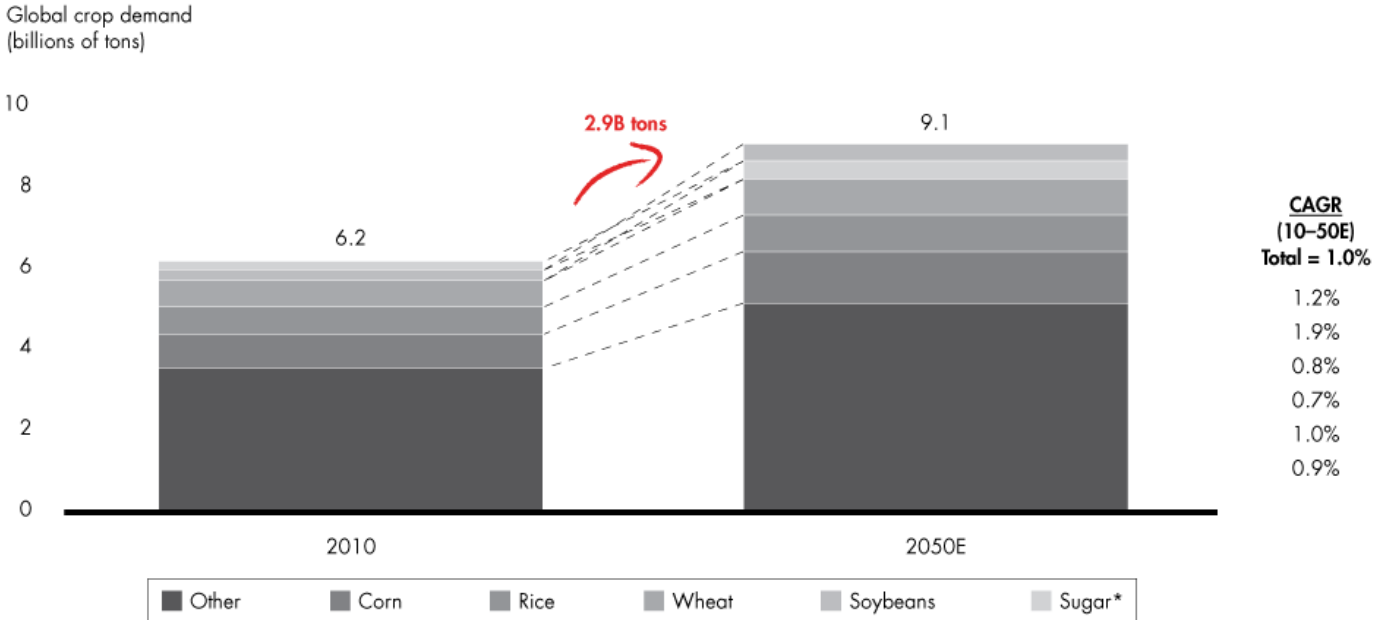
Tanco Product Life Cycle



Global Challenge

Agriculture is under Pressure

By 2050, crop demand will be nearly 50% greater than in 2010



*Sugar equivalent weight; while sugar consumption rates are expected to rise in both developed and developing nations, consumption in developing nations is not expected to reach levels of developed countries, despite increases in standard of living
Note: Other category is largely composed of fruits and vegetables
Sources: United Nations OECD/FAO; Bain analysis

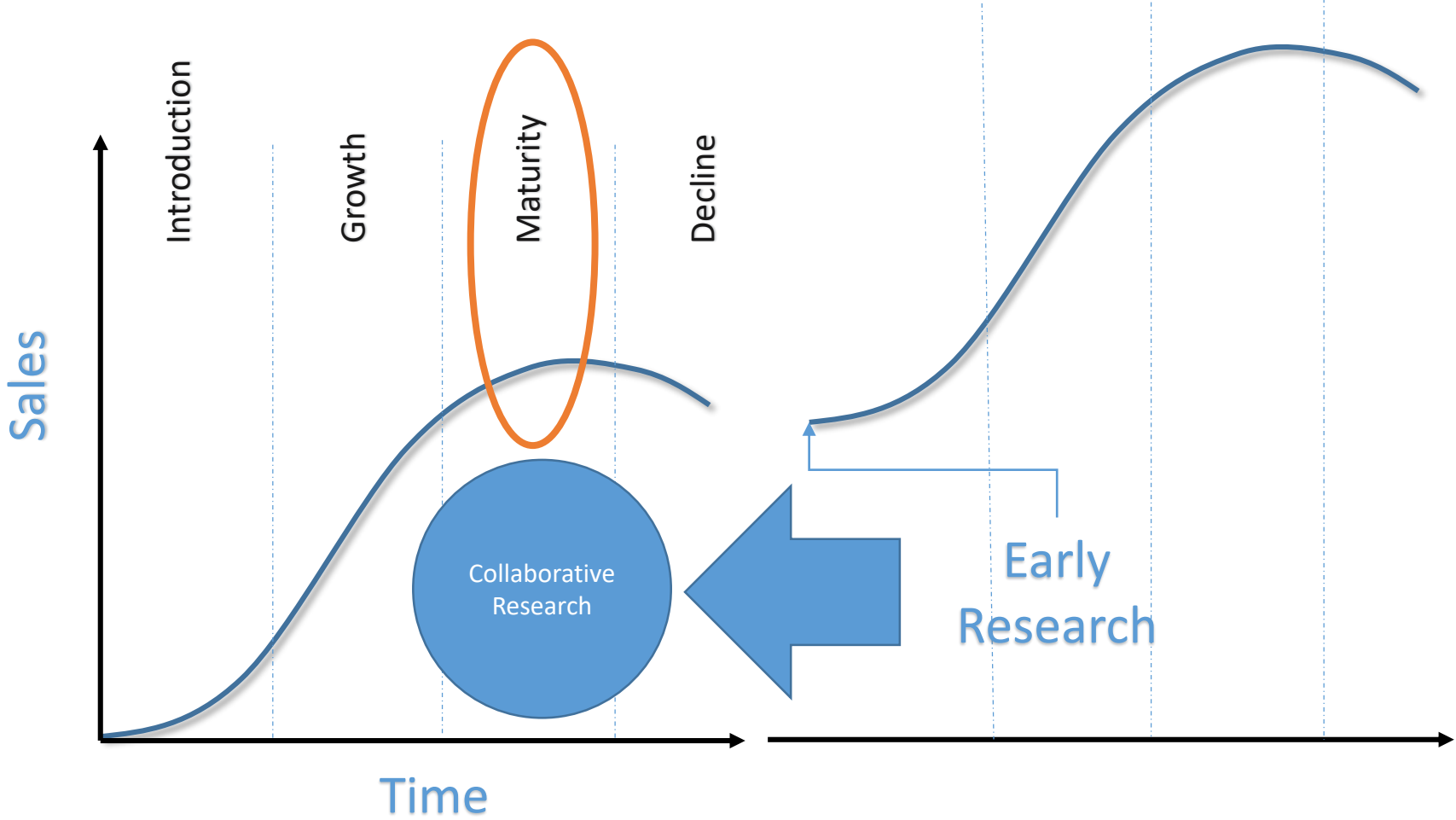
Agriculture 3.0

- Agriculture 1.0 – prevailed for millennia
- Agriculture 2.0 – Seed Genetics, Fertilisation and Mechanisation
- Agriculture 3.0
 - **digital techniques** will drive efficiency improvements
 - Sensors
 - Data Analysis
 - Machine Learning
 - Robotics

Agriculture 3.0 = AgTech

- Investors have woken up to the potential in AgTech
- AgTech investment continues to break records, reaching a staggering \$17 billion in 2018, up more than 5X from 2012. *Source AgFunder
- Big Deals:
 - The Climate Corporation – Acquired by Monsanto for \$930m in 2013
 - Blue River Technology – Acquired by Deere & Company for \$305m in 2017
- **How can a company like Tanco ensure we are going to participate in the next wave of innovation?**

Product Life Cycle



Tanco Focus

Grassland Management Equipment (Dairy Farmer)

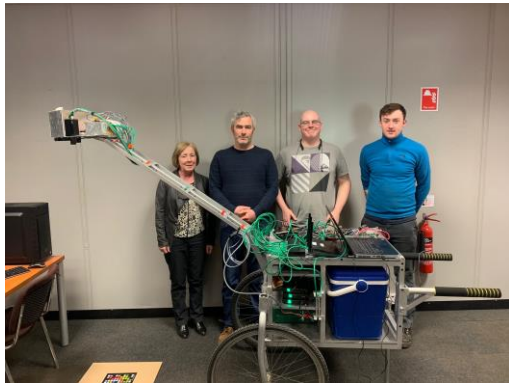
- Tanco Mowers for Silage Harvesting
- Focus on embedding sensor technology into our equipment

Built on GreenEyes

- Research collaboration between Tanco and TUD grant funded by Enterprise Ireland
 - High-definition multi-spectral imaging sensors
 - Machine Learning and Artificial Intelligence to predict vital characteristics for optimal silage performance

Digital Strategy

- Sensors
- Data Analysis
- Machine Learning
- Autonomous Implements
 - ...Robotics





Thank You