INSYLO®
by UBIKWA SYSTEMS

Animal Feed Supply Chain Optimization

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OVERVIEW

1. ANIMAL FEED SUPPLY CHAIN
2. THE PROBLEM
3. OUR SOLUTION: INSYLO
4. VALUE PROPOSITION
5. MARKET SIZE & COMPETITORS
6. ACHIEVEMENTS
7. SMARTLOGISTICS

ANIMAL FEED SUPPLY CHAIN

FEED INVENTORY IN LIVESTOCK FARMS IS CONTROLLED WEEKLY TO SEND ON-TIME THE REPLENISHMENT ORDERS

FEED PRODUCTION AND DELIVERY USUALLY IS DONE IN 24 H - 48 H

THE PROBLEM

FARMER

MANUAL SILO INSPECTIONS ARE RISKY, INACCURATE AND TIME CONSUMING

FARMER

THE PROBLEM
(typical farm with 4 silos)

Time consuming tasks
Labour risks
Inaccurate measurements

22 DAYS
(avoidable annual work)

FEED SUPPLIER

THE PROBLEM
(Typical feed production unit with 80 vehicles that supply to 5.000 silos)

Time consuming tasks
Uncertainty of demand
Costly production interruptions
Excessive transport costs

2.5M€
(avoidable cost x year
500€ x silo)

FEED SUPPLIER

EXCESSIVE MANUAL LABOUR
COSTLY URGENT ORDERS
OPTIMIZATION IS NOT FEASIBLE

REMOTE MONITORING SOLUTION

	PROS	CONS	COMPETITORS	PRICE
WEIGHT 	Accuracy (error < 1%) Low maintenance	Difficult installation Needs mains power Standalone module for Internet connectivity	lindcom FUTEK	2.500 € + annual fee
LEVEL 	Easier installation More affordable	Low accuracy (error > 15%) Needs mains power & cleaning tasks Standalone module for Internet connectivity	AnyBridge ijinus SILO SMART	1.500 € + annual fee

LOW MARKET PENETRATION
< 1%

COMPETITIVE ADVANTAGE

	INSYLO by UBIKWA SYSTEMS 	FUTEK ADVANCED SENSOR TECHNOLOGY, INC 	AnyBridge 
SENSOR TYPE	3D LEVEL	WEIGHT	1 POINT LEVEL
PRICE X SILO	380 € + annual fee	2.000 € + annual fee	1.500 € + annual fee
ACCURACY ERROR	< 1%	< 1%	> 15%
INSTALLATION	Easy 5 min	Difficult 4 h	Medium 2h
SMART LOGISTICS	YES	NO	NO

VALUE PROPOSITION

Expected savings
500€ x SILO x YEAR

REDUCTION TRANSPORT COST

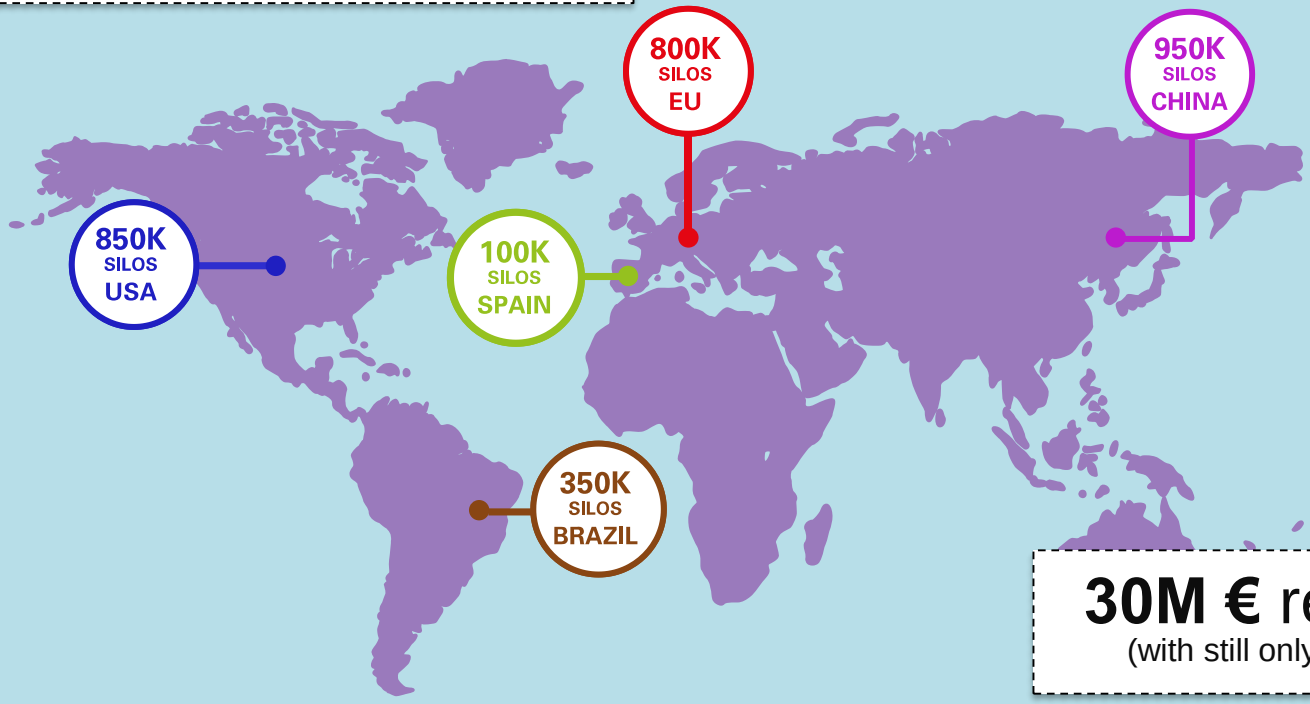
REDUCTION MANUAL LABOUR

REDUCTION CO_2 EMISSIONS

ELIMINATE RISK OF SILO INSPECTIONS

MARKET SIZE

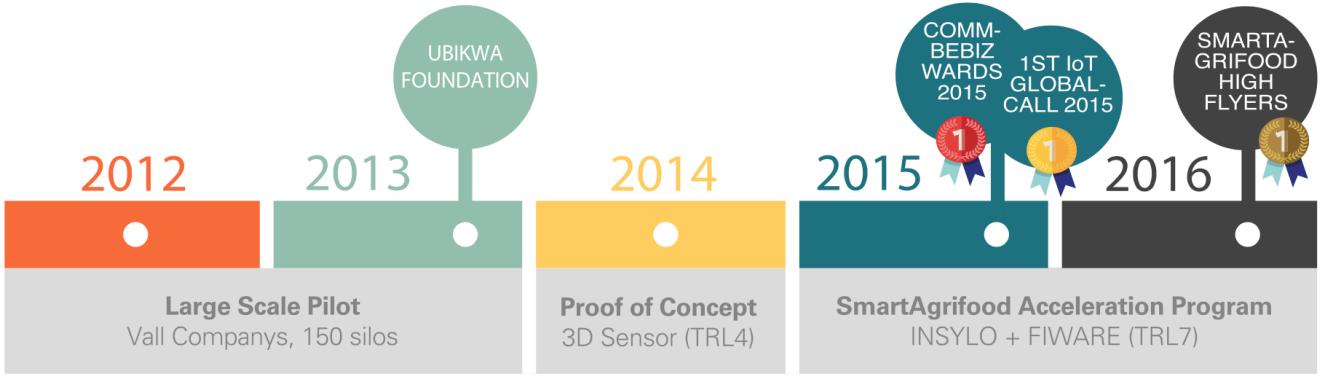
5M silos worldwide

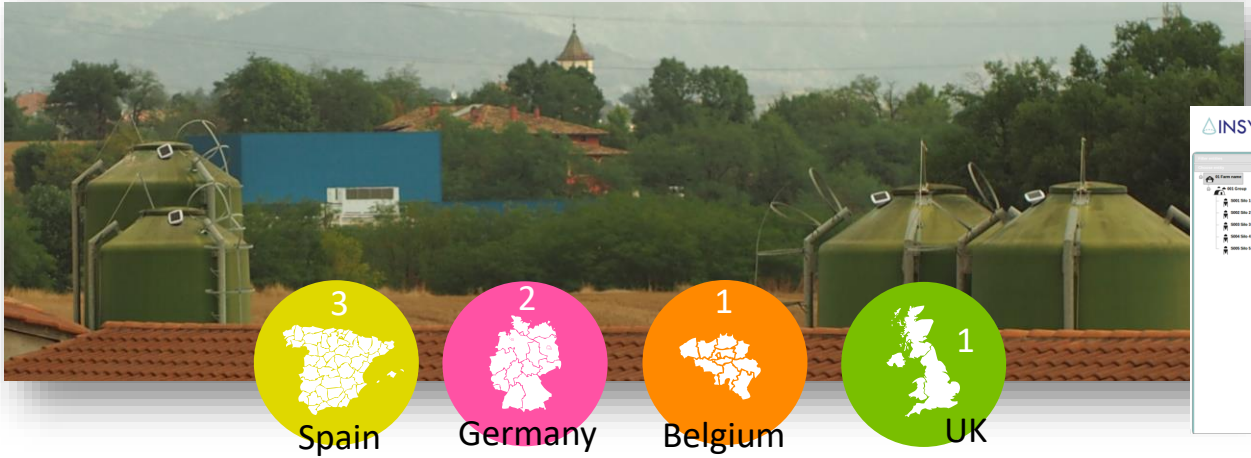


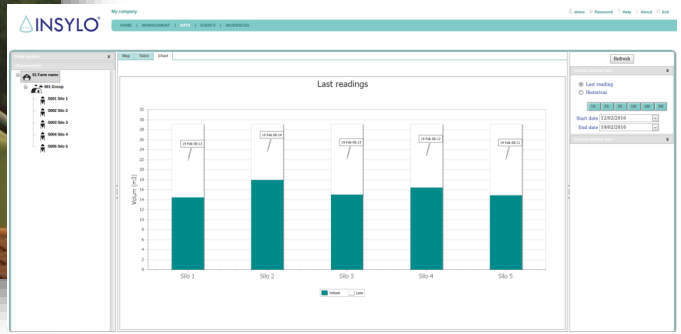
Only in EU feed industry can save **400M €** each year

30M € revenue in 2022
(with still only **3%** of market penetration)

ACHIEVEMENTS







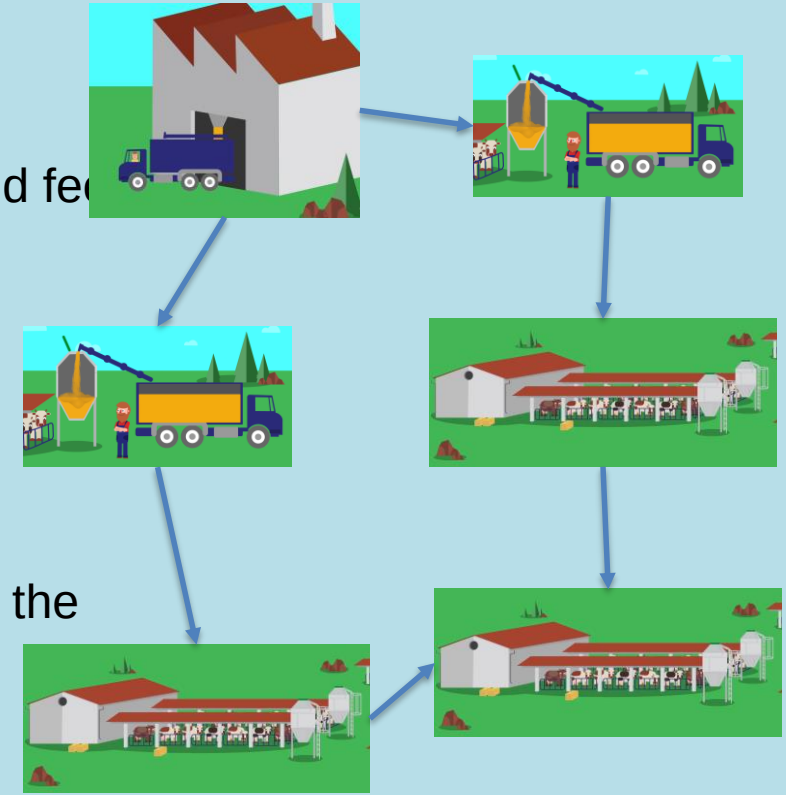
NEXT STEP: SMARTLOGISTICS

OPTIMIZATION GOALS

- Eliminate current inefficiencies
- Optimise feed inventories in livestock farms and fe mills
- Optimise feed production cycles
- Optimise transport cost

How:

- A cost-effective Remote Monitoring System for the silos of the livestock farms
- A Smart Logistics Platform in the cloud



We look for R&D staff to create our SmartLogistics department

TECNIOspring+ Tech transfer through researchers' mobility

Mobility programme that offer **2-year employment contracts to experienced researchers** in order to develop an applied research project.

European Framework
Marie Sklodowska-Curie Actions
(COFUND) - H2020, UE

Funding involved per fellowship

- **Salary costs**: **58.500 €** per year.
- **Research costs**: Up to 8.640 € per year.
- **Mobility costs**: Up to 960 € per year.

Requirements

- PhD + 4 years R&D experience
- Researchers must not have resided in Spain for more than 12 months in the 3 years immediately prior to the deadline for the submission of applications.

- Call deadline: **January 2017**
- Evaluation process: **February 2017 to May 2017**
- Start of fellowships: **June 2017**

INSYLO®

SMART FARMING REVOLUTION

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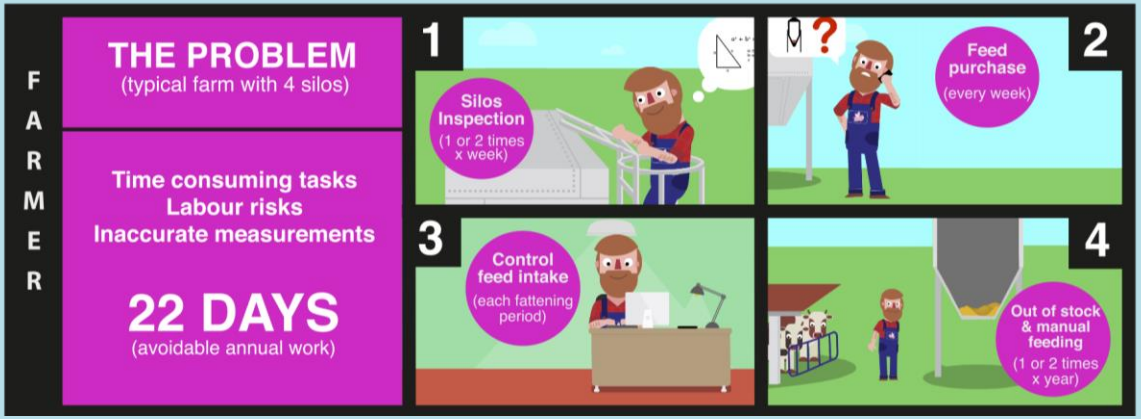
THE PROBLEM



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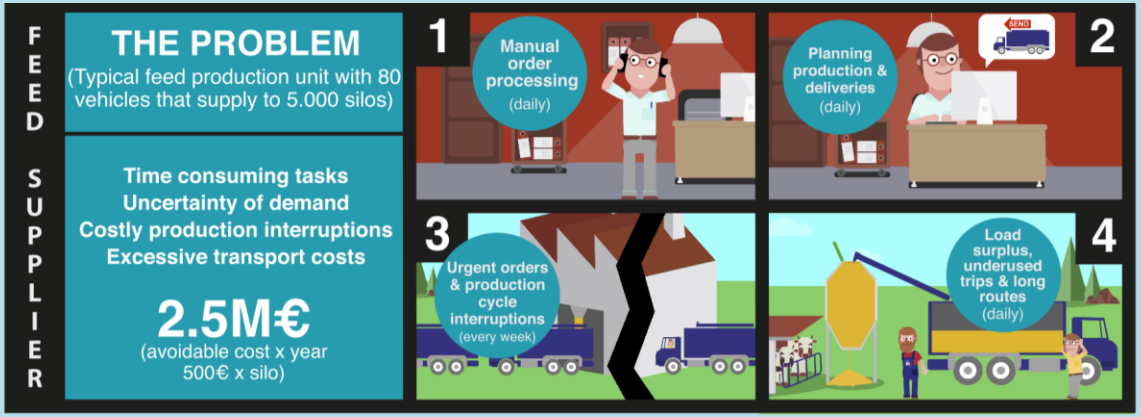
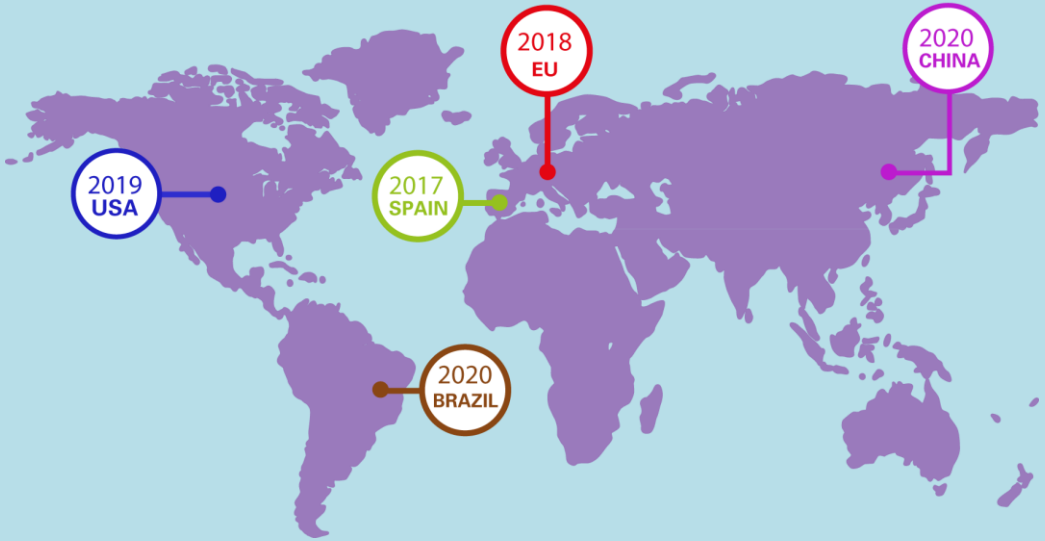


GO TO MARKET



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