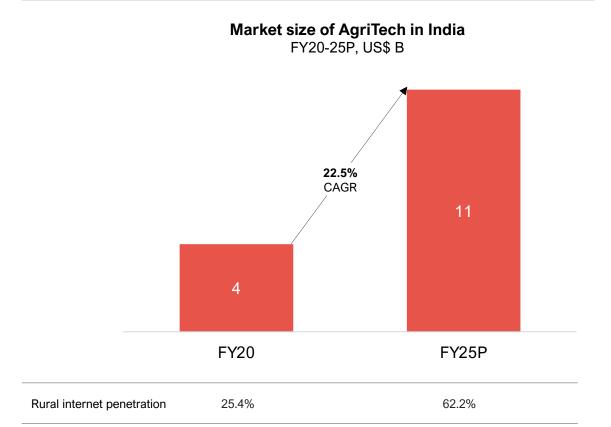


# Overview of the AgriTech Sector in India



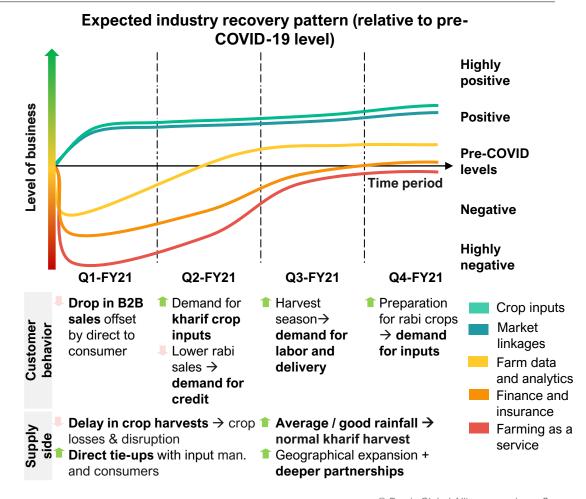
## AgriTech opportunity in India is large and it is positively impacted by COVID-19

Market for AgriTech is set to grow at 20+ % CAGR to add another ~US\$ 7B opportunity in the next 5 years



42.3%

## Overall, AgriTech is positively impacted by COVID-19 led disruptions



46.3%

% of workforce in

agriculture

### AgriTech continues to see sustained investor interest

### AgriTech funding is picking up momentum in India

#### Investments in AgriTech in India US\$ M, 2015 - YTD 2020 Others 257 242 Precision agriculture and farm management Meat delivery Farm inputs 145 124 Marketplace and e-distributor 31 90 10 203 36 *2*7 83 49 2015 2016 2017 2018 2019 YTD - 2020 Notable stellapps ninjacart DeHaat" Jumbotail funded compani es \*AgroStar Licious Zappfresh eC@Zen BIJAK FarmBee

#### We are seeing good investment activity in 2020 so far

	Top investments in 2020 in AgriTech								
Company	Company What do they do		Founded Stage of in funding		Investors				
Fresh Hone	Online seafood and meat	2012	Series C	121	Investment Corporation of Dubai, Ascent Capital				
waycool  Notinegening todays found Stately (State) First Staphen (State)	E-distributor of farm products	2015	Series C	35.1	<ul> <li>Lightbox, FMO, Aspada Investments</li> </ul>				
DeHaat <sup>™</sup>	<ul> <li>Provider of end-to- end farming services to the farming communities</li> </ul>	2012	Series A	12	<ul> <li>Sequoia Capital, AgFunder, Pi Ventures</li> </ul>				
BIJAK	<ul> <li>Online B2B marketplace to trade agriculture commodities</li> </ul>	2019	Series A	12	RTP Global, Surge, Omnivore Partners				
Jumbotail	<ul> <li>Online B2B platform for packaged food products</li> </ul>	2015	Series B	11	Heron Rock, Kalaari Capital				
CLOVER	Commercial cultivation/distributio n of high-quality F&V	2017	Series A	6.5	Omnivore Partners, Alteria Capital, Accel				

## High growth opportunity in multiple segments within AgriTech

			Marketplace and e-distributors	Farm inputs	Crop quality assessment	Precision agriculture and farm mgmt.	Finance and insurance	Farmer advisory / content	Hydroponics
		Company count	~2,000-2,200	~1,000-1,200	~300-500	~1,500-2000	~150-200	~300-500	~800-1,000 Driven by
		Investments (US\$ B, Oct'18 to Oct'20)	1.3	3.3	0.9	0.6	0.3	0.4	cannabis legalizatio
	Global	Notable companies	GrubMarket	PIONEER. Zymergen	AgroFresh purfresh	semios TILT HOLDINGS	Capagr)	REGEN WA Kuza	CRONOS  ANOPY GROWTH  Composition
		Notable investors	BlackRock. TIGERGLOBAL Accel	Viking		MITSULECO.  FOUNDERS FUND	MARC BELL CAPITAL COVENTURE	TPG	TEMASEK MÉRIDA CAPITAL PARTNERS
India		Company count	~400-500	~250-300	~30-50	~75-100	~20-40	~75-100	~50-75
		Investments (US\$ M, Oct'18 to Oct'20)	316	36	10	24	7	1	1
	India	Notable companies	DeHaat AgroStar  waycool wayco	TELLURIS BIOTECH  margenes	CLOVER ZENTRONS Occipital Tech	Cropin   INTELLO LABS	Jai Kisan	KHETHINEXT	BOHECO IDABIST HAMP CONTROL WOOLUGETS MINISTER 18 1 NORTH 18 1 NORTH 18 1 NORTH 18 1 NORTH 18 1
		Notable investors	BII Bertelsmann India Investments TIGERGLOBAL Lightbox Accel	IFC International Finance Corporation WORLE MAK GOOD	omnivore CC alteria capital	VENTURES NEXUS VENTURES VENTUR	Arkam Wentures MARKAM BLUME	IvyCap <sub>ventures</sub>	Angel investors incl. Ratan Tata