

E-FARM founders and investor

The E-FARM founders can rely on substantial and complementary work experience as well as a strong investor from the industry

E-FARM Team



Karsten Will
Processes &
Agriculture

Dr. Nicolas Lohr
Strategy & Economics

Lukas Jaworski
Communication & Startups

Σ = > 30 years of
work experience

Source: E-FARM

Investor



100% family-owned

> € 2,0 billion revenues

Strong network in agribusiness sector

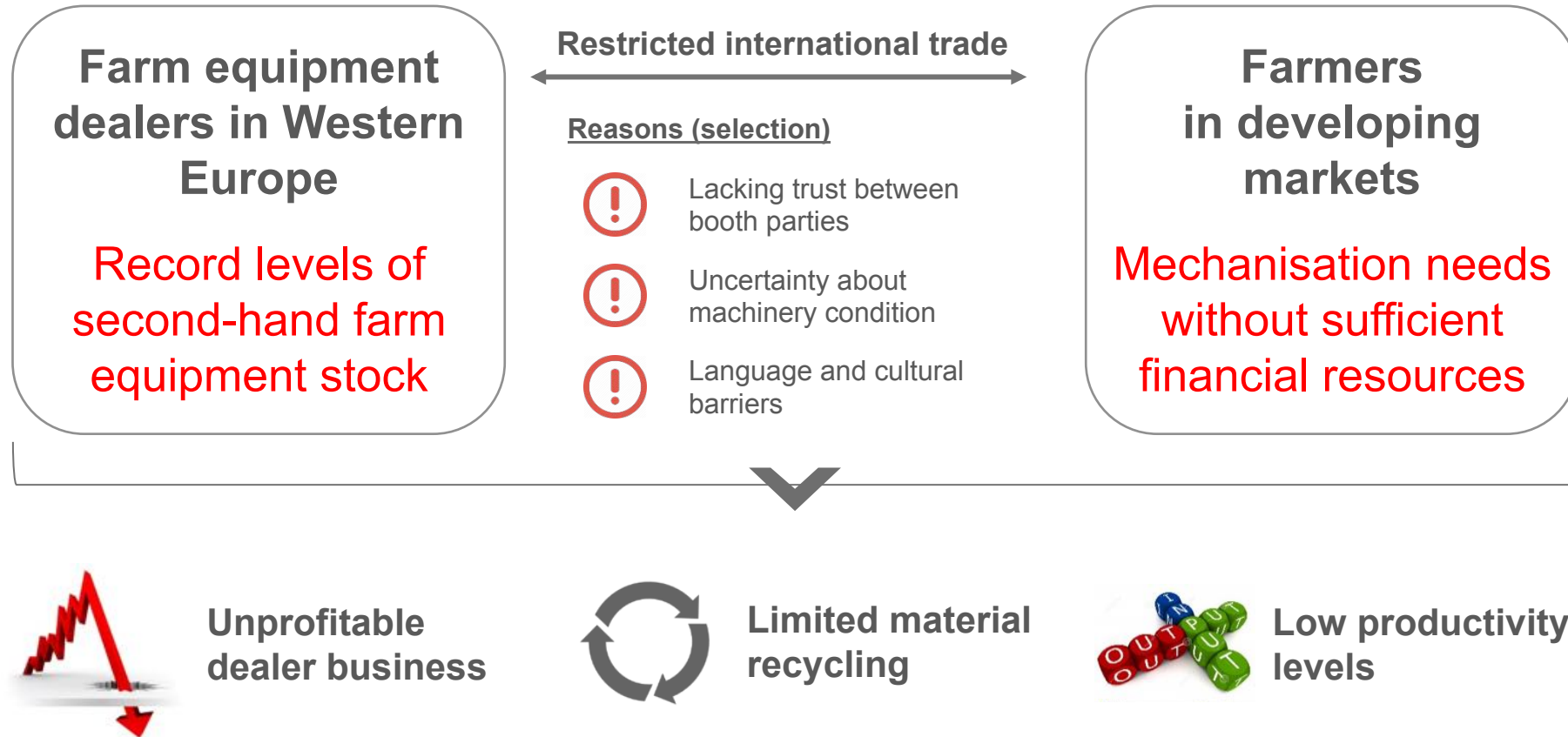


**Long-term
strategic investor from
the agricultural sector with
substantial financial power**

Today's dilemma with second-hand machinery

Despite sufficient machinery supply & demand, international trade is largely restricted with negative implications for all parties and the environment

Current barriers for international trade

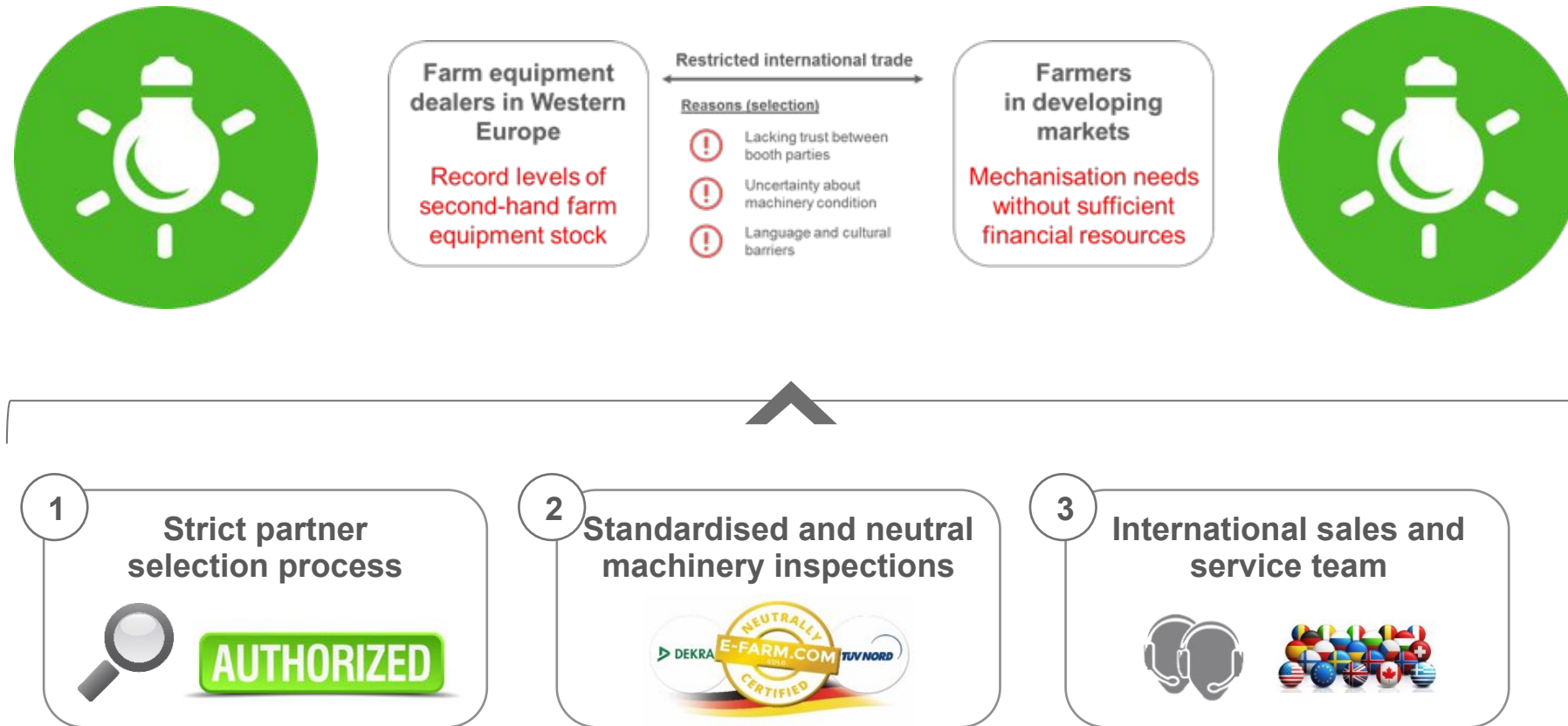


Source: E-FARM

The E-FARM solution

In order to boost international trade for second-hand farm machinery E-FARM has developed a unique approach for more transparency and trust

Approach to overcome barriers of trade



Source: E-FARM

1 Strict partner selection process
 Following a strict partner selection process E-FARM exclusively works with authorized and trustworthy dealers from across Europe

E-FARM Partners (selection)



Authorized dealers from leading brands across Europe
 (Germany, Austria, UK, France, Spain, Poland)



All brands

> 40 dealers

> 1.500 tractors In stock

> 250 combines In stock

> 50 forage harvesters in stock

> €75m machinery value

Source: E-FARM

2

Standardised and neutral machinery inspections

Based on a standardized quality check carried out by neutral inspection companies E-FARM generates international trust

E-FARM machinery inspection process (tractor)

200-Point Quality Check

Equipment history

- Vehicle documents
- Matching VIN
- Service proof
- Prior owner / usage
- Working hours
- ...

Functional test

- Engine
- Transmission
- Hydraulic system
- Braking system
- Front-axle
- ...



Independent inspections by TÜV / DEKRA



Photos / videos of performance results



Detailed inspection reports in > 10 languages

Source: E-FARM

3

International sales team

E-FARM's international sales team facilitates business between different markets and business cultures

E-FARM Sales Team



Name: Kaspar Sternberg
Nationality: German
Languages: German, English



Name: Simon Sulek
Nationality: Slovakian
Languages: Slovak, Czech, German, English



Name: Andrew Moakes
Nationality: American
Languages: English, German



Name: David Aizenberg
Nationality: Lithuanian
Languages: Lithuanian, Russian, English



Name: Giacomo Ferrari
Nationality: Italian
Languages: Italian, German, English



Name: Mohamed Askourih
Nationality: Moroccan
Languages: Arabic, French, English, German



Name: Maxim Talpa
Nationality: Romanian
Languages: Romanian, German, English, Moldavian



Name: Hasan Hasanli
Nationality: Azerbaijan
Languages: Azerbaijani, Russian, Turkish, English



Name: Alireza Deheshtnia
Nationality: Persian
Languages: Farsi, English



Name: Quentin Duquet
Nationality: French
Languages: French, English, Chinese



Name: Francisco Rivera
Nationality: Chilean
Languages: Spanish, English



Name: Forgest Potka
Nationality: Albanian
Languages: Greek, Albanian, English



Building bridges with native-speaker competence in > 15 languages



Source: E-FARM

Outstanding press feedback

Leading journals from the economic and farming sector have already highlighted the innovative E-FARM approach

Economic press



Farming / farm equipment press



Source: E-FARM

Sales and customer feedback

During the pilot phase E-FARM already traded machinery in 3 continents; customer feedback is very positive so far

E-FARM sales during pilot phase

Order entries for partner dealers

> 30 machines
> € 1 Mio. Maschinenwert

Involved markets

(3 continents / 15 countries)



Brands



Machinery types



Buyers

~ 70% farmers /
~ 30% equipment dealers

Transaction type

~ 60% Online /
~ 40% with prior visit

Happy clients



Sales and customer feedback

During the pilot phase E-FARM already traded machinery in 3 continents; customer feedback is very positive so far

Potential partners (excerpt)



Farm-related NGOs



Farming associations



Rural development banks



Farming cooperatives

The logo for E-FARM.COM, featuring a green stylized field icon and the text 'E-FARM.COM Certified equipment you can trust'.
A portrait of Dr. Nicolas Lohr, CEO of E-Farm GmbH & Co. KG.

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Contact us!



Augmented material recycling



Increased farm mechanization



Enhanced farm productivity