



AGFORTEC®

Agricultural and Forestry Technology



# Business concept



Development and sales of a **machine** for the automation of the so-called **value wood delimiting**

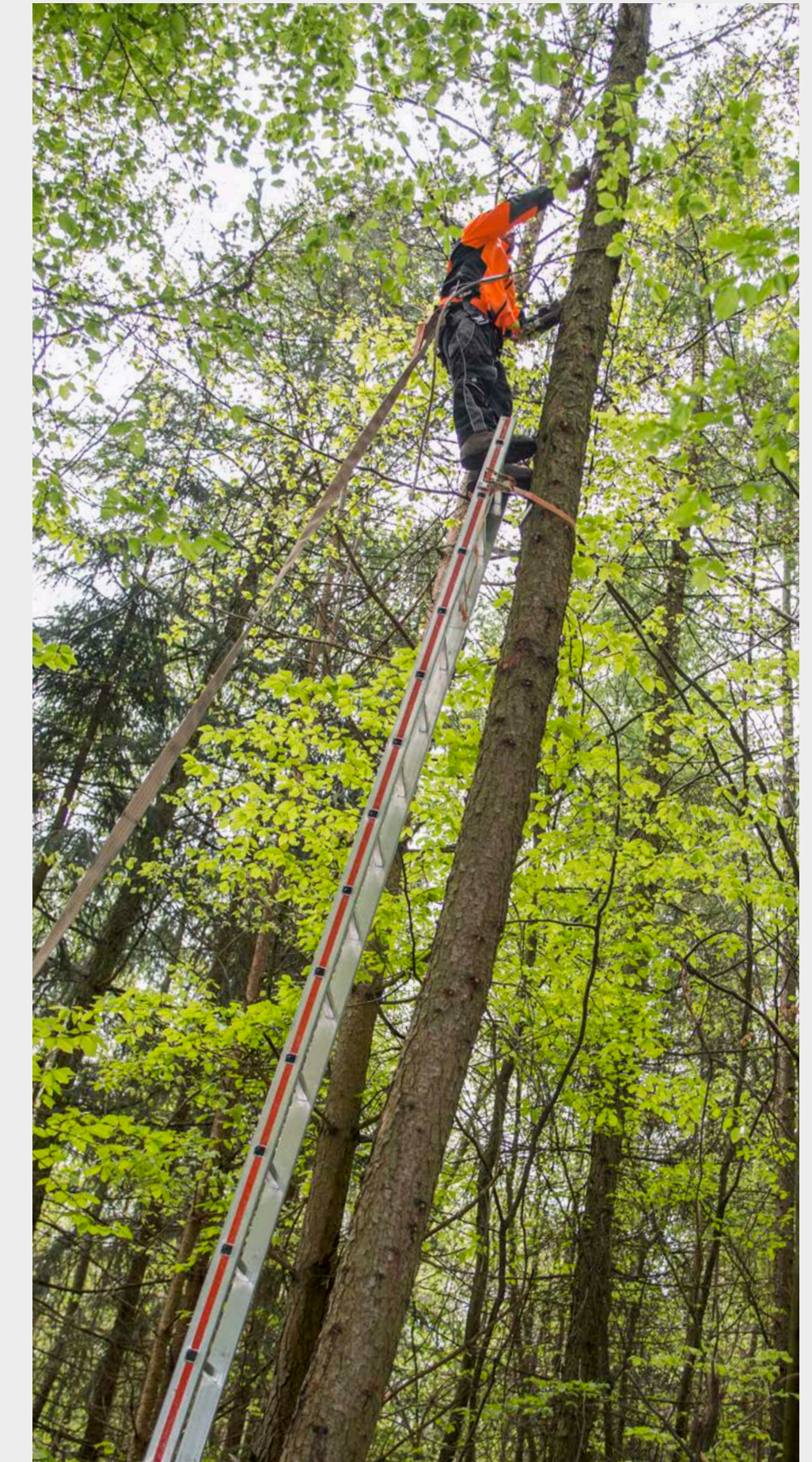


# Product & customer benefit

- ▶ High-quality timber for furniture or veneers
- ▶ Way to achieve this: **value wood delimiting**
- ▶ Raw material price up to four times higher
- ▶ Manual work until now
- ▶ **Lucano** automates
- ▶ Battery-powered
- ▶ Portable by 1 person



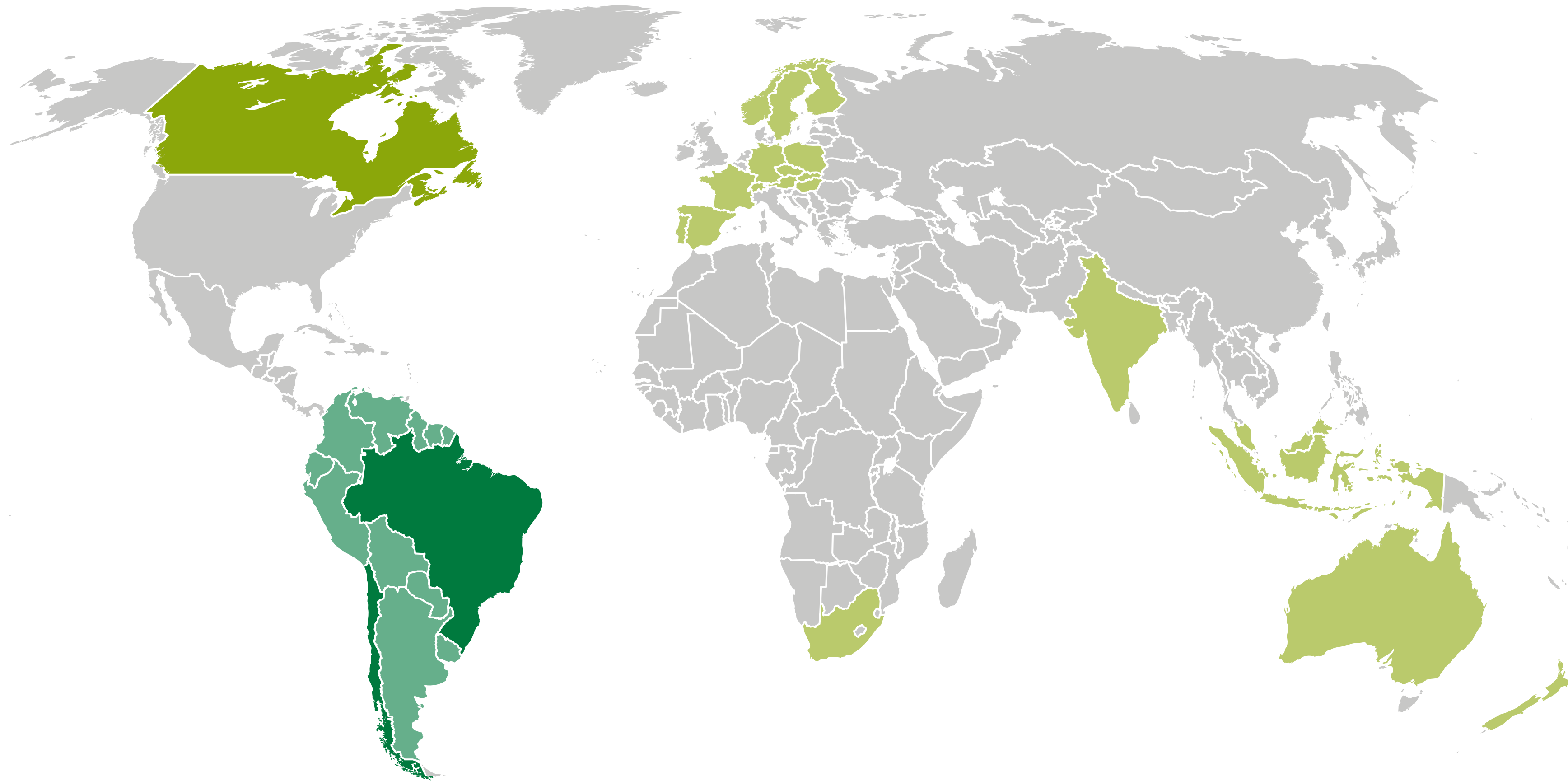
Typical Plantation in Chile



Germany

# Main target audiences

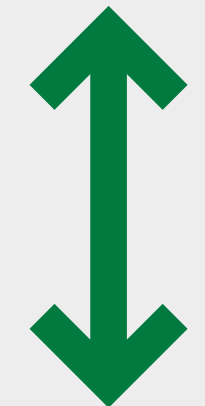
- ▶ Forest- or Plantation owners
- ▶ **Lucano** can delimb higher = more value wood = \$\$\$



- Largest stocks  
Brasil & Chile
- South America  
generally attractive
- Large areas in  
Canada
- Other markets in
  - Europe
  - South Africa
  - Asia
  - Oceania

# USPs

- ▶ **Process patent granted** last August
- ▶ Only one other device with system-related disadvantages
- ▶ **Lucano** = only universal solution against manual labour
- ▶ **IoT machine** using **cloud services**

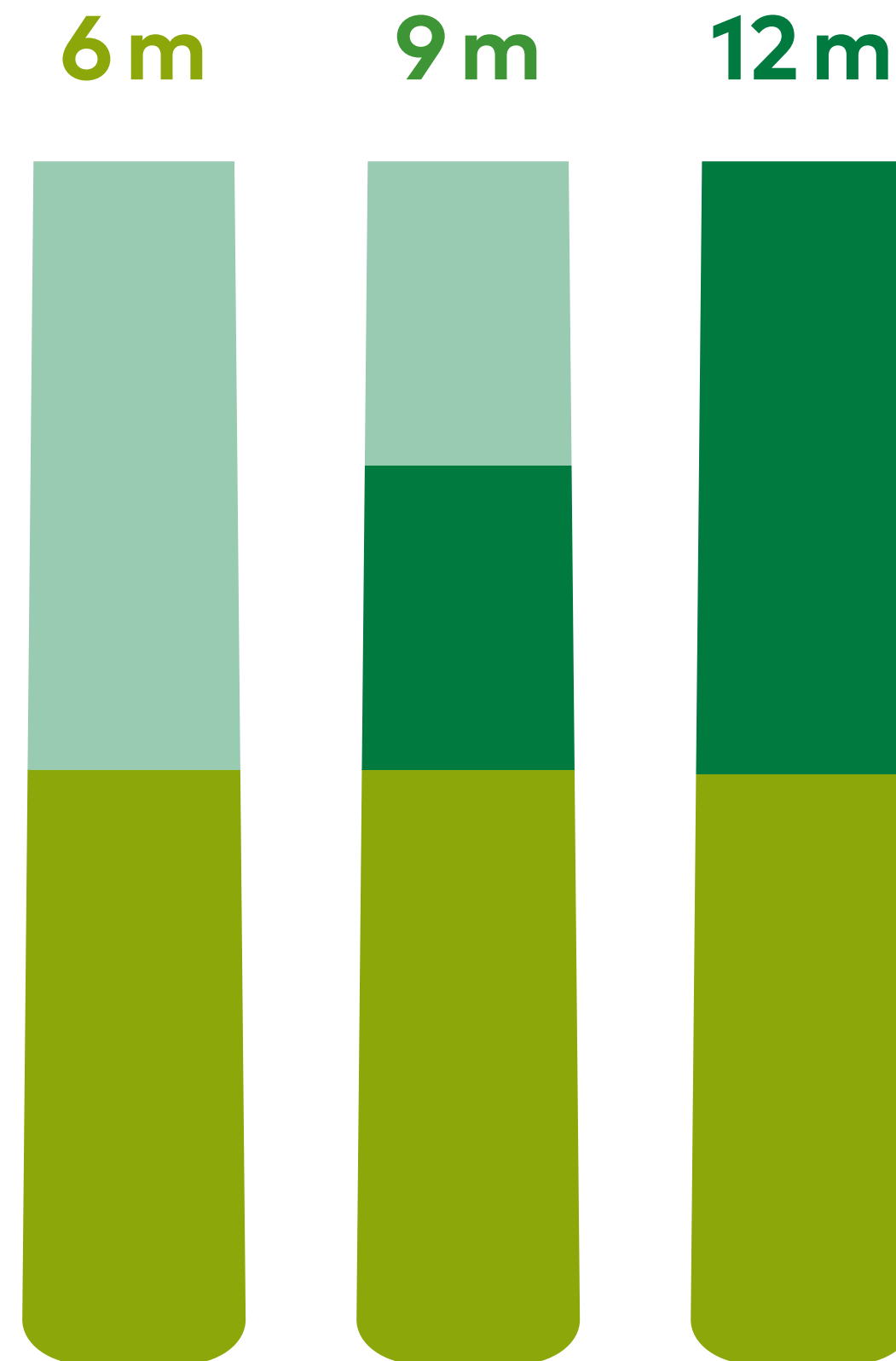
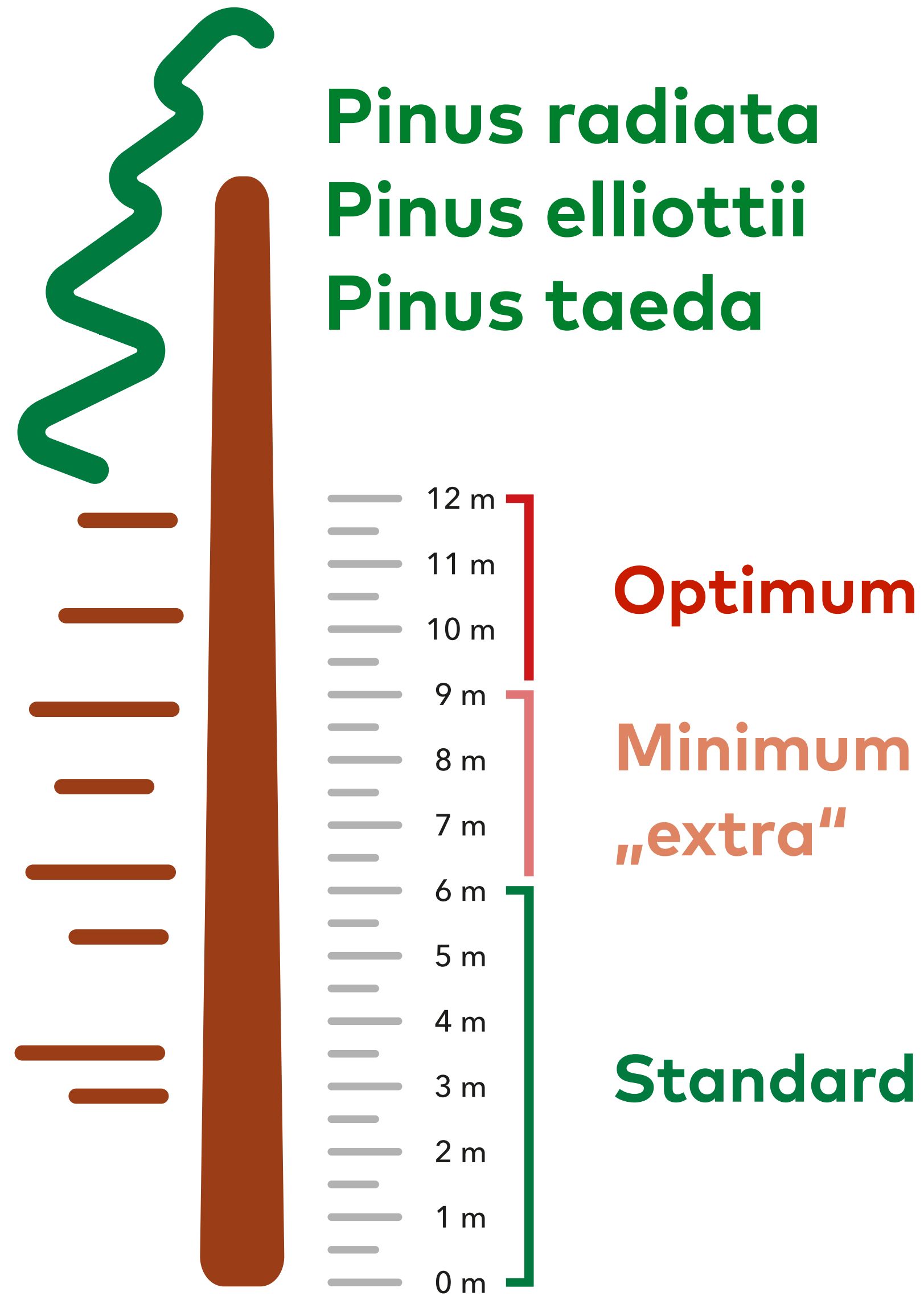





## How it works



WUCFANO

# Market situation in South America



-  Value wood up to 6 m
-  additional yield of value wood
-  Pulp wood

# Customer benefits quantified in South America



Raw material prices \$/m <sup>3</sup>		Difference	in %
Logs for pulp	17,42 \$		
Lumber logs, HQ	34,24 \$	16,82 \$	+96,6 %
□Sawn□	102,25 \$	84,83 \$	+487,0 %
□Dimensioned□	144,74 \$	127,32 \$	+730,9 %
□Planed□	178,68 \$	161,26 \$	+925,8 %

## Comparison of yield of solid m<sup>3</sup> for Pinus Radiata

Delimiting height	6	9	12
m <sup>3</sup> pulp wood	1,2	0,6	0
m <sup>3</sup> value wood	1,2	1,8	2,4
<b>Additional yield / stem</b>		<b>0,6</b>	<b>1,2</b>
Revenue m <sup>3</sup> pulp wood	21 \$	10 \$	0 \$
Revenue m <sup>3</sup> value wood	41 \$	62 \$	82 \$
<b>Sum</b>	<b>62 \$</b>	<b>72 \$</b>	<b>82 \$</b>
Additional revenue / stem		10 \$	20 \$
Additional revenue / ha		4.000 \$	8.000 \$
Area processed by 1 Lucano		15 ha	15 ha
<b>Additional revenue / Lucano</b>		<b>60.000 \$</b>	<b>120.000 \$</b>





# Sustainability - value wood as a raw material

- ▶ We help reduce the CO<sub>2</sub> footprint of mankind



# Wildfire Prevention & Control



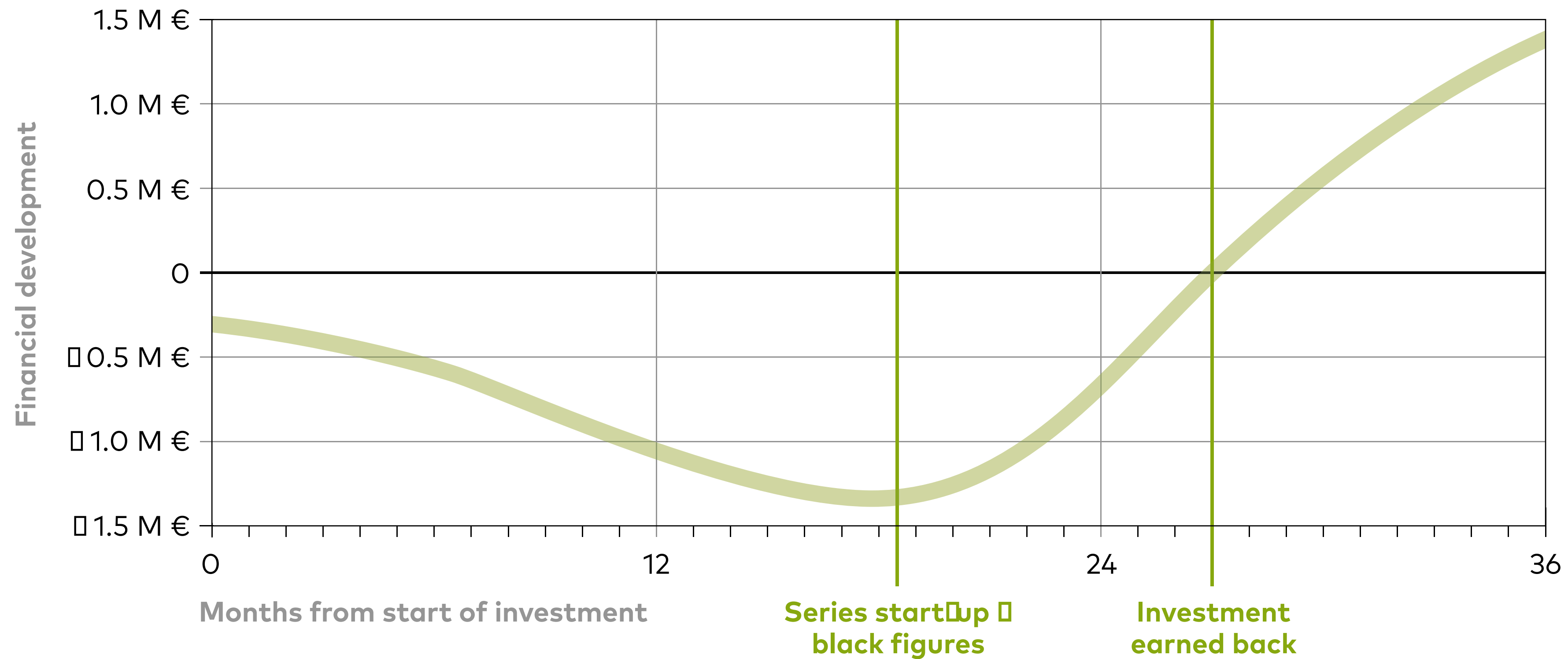
ORFANO



# Economic targets & plans



- ▶ Capital requirements to profitability: 1.4 Mio. €
- ▶ Milestone with smaller investment: 250,000 €



- Green tech
- Future market
- Sole supplier

# Summary

- ▶ Demand economically & ecologically
- ▶ Lucano offers unique intelligent solution
- ▶ Ideal product for Forest 4.0 internationally
- ▶ Market development within 1.5 to 2 years

Thank you



## Founder team & contact details

- ▶ Both founders have experience in forest technology and marketing since 2009



**Roland Priebe**, 58, marketing & sales for ag machines since 1992  
roland.priebe@agfortec.com  
+49 - 172 - 76 90 921



**Frank Arntjen**, 42, engineer,  
inventor of the **Lucano** technology

[www.agfortec.com](http://www.agfortec.com)

