



# ***PHARM ROBOTICS***



# The Problem

## Issues with Labor Shortage

- For every 1,000 cows, 1 full-time employee is needed to give inoculations
- Employees administer 10k - 18k inoculations per 1,000 cows annually
- **Labor cost of \$62,000\* can be saved per employee per year**

## Issues with Compliance for Animal Health Standards

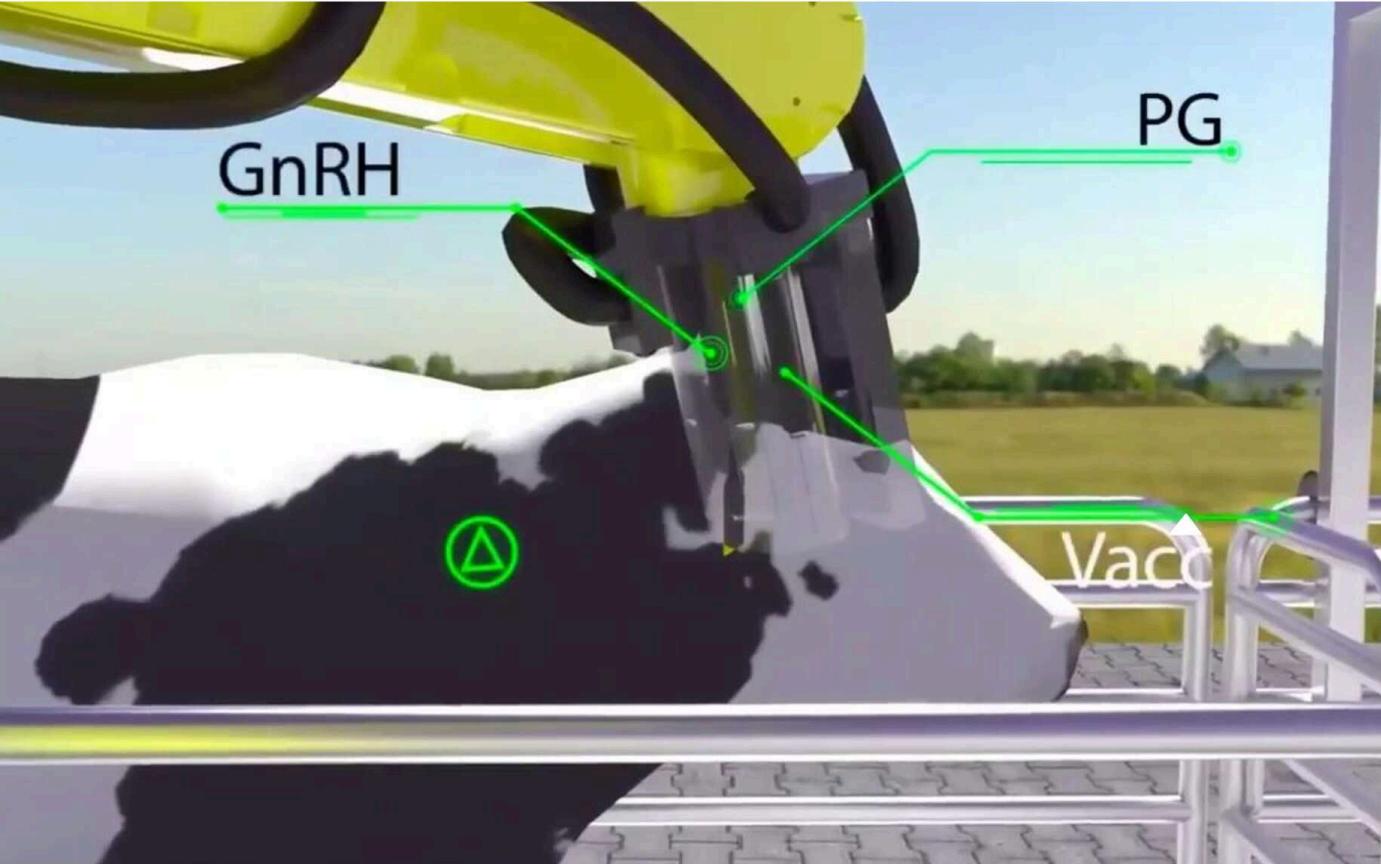
- Even with RFIDs, employees cannot properly locate cows
- 5% inaccuracy per inoculation in a protocol causes a huge loss in pregnancy rates
- **Avg. loss of \$75,000 per 1,000 cows per year due to inaccurate inoculations**
- **Potential avg. gain of \$15 per cow for every 1% increase in preg rate**

## The Bottom Line

- Increased herd health, pregnancy rates, herd size, and milk yields
- Opportunity to increase animal health standards and animal welfare
- **Dairy farmers are missing out on up to \$285 per cow per year**



*\*Represents wages, insurance, and taxes incurred are estimated on a US average*



This is **Sureshot**,  
The robotic health  
center for dairy cows.

*Identifies individual cows*

*99.9% accuracy*

*Real-time data management*

*Automatic needle disposal*

*Robot built for environment*

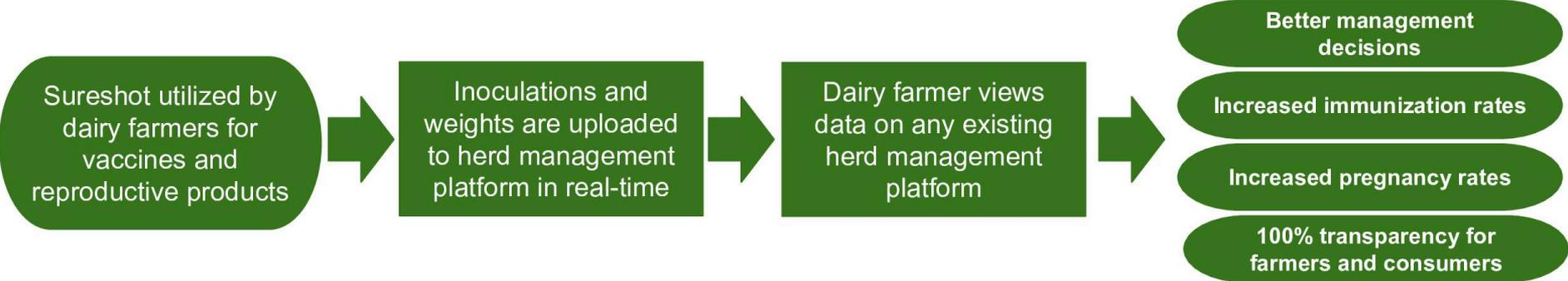
*Keeps up with cow flow*

**No labor required**

Agriculture is a **\$2.4T** industry that will require precision  
based technologies to feed the world's population by 2050



# Value Proposition



- Save up to **\$85/cow/year** on labor costs
- Gain up to **\$200/cow/year** from increased health standards
- In total, up to **\$285/cow/year** could be achieved with Sureshot



# The Farmer's ROI with SureShot

	Customer ROI (1.5 - 3 years)	Labor Savings (\$62k per employee)	Additional Revenue (Increased Health Standards)	Total Potential (Per Year)
600+ Cow Dairies	3 years	1-2 full-time employees	\$110,000	\$234,000
3,000+ Cow Dairies	2.25 years	3 full-time employee	\$520,000	\$706,000
15,000+ Cow Dairies	1.5 years	4-5 full-time employees	\$3,200,000	\$3,510,000

The agriculture robotics market is valued at **\$4.6B** and is expected to increase to **\$20.3B** by 2025

*These are forward looking projections and are not guaranteed.*



## Where is the Industry Heading?

- *Rising cost of labor in the US*
- *Shortage of skilled employees*
- *Competitive food market*
- *US dairies are growing in herd sizes on average*
- *Increased robotics usage amongst dairies in the US*
- *Opportunities to expand into emerging markets*

**Traceability of pharmaceuticals for the very first in a market that cares about where their food came from.**



# Target Market

6,000,000 of the 9,000,000 dairy cows in the U.S.

Expand to large dairies in Asia, Europe, and Middle East

The 50,000,000 beef cows in the U.S.

USA

**34,187**

Dairy Farms in 2019

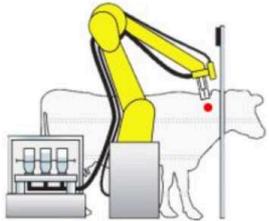


Initially target dairy states such as California, Wisconsin, Idaho, New York, and Texas

- Large dairy operations
- Utilize artificial insemination
- Spend significantly on labor
- Operations with robotics

Target international countries with the such as India, Brazil, China, Ethiopia, and Pakistan.

# Projected Sureshot Sales



**\$300,000 base price plus gate system and installation fees**



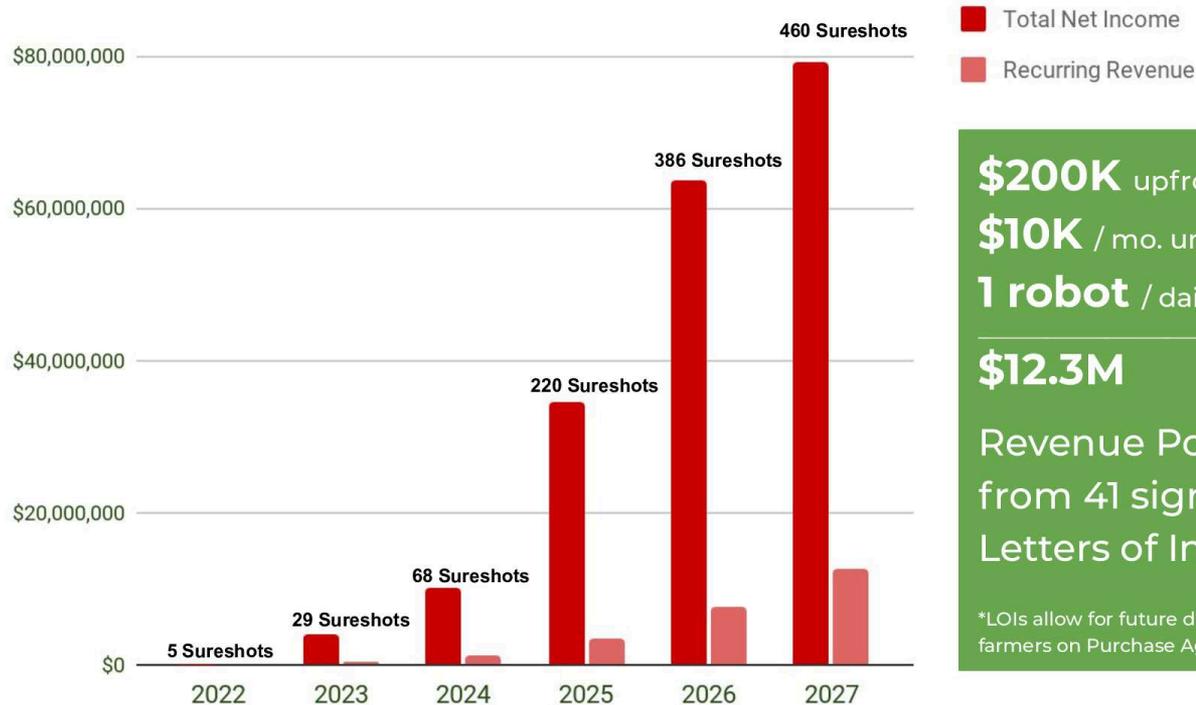
**Pharmaceutical Sales**



**Yearly Licensing Fee**



**Yearly Software Fee**



**\$200K** upfront  
**\$10K** / mo. until paid  
**1 robot** / dairy

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**\$12.3M**

Revenue Potential  
 from 41 signed  
 Letters of Intent

\*LOIs allow for future discussions with farmers on Purchase Agreements

These statements reflect management's current views based on information currently available and are subject to risks and uncertainties that could cause the company's actual results to differ materially. Investors are cautioned not to place undue reliance on these forward-looking statements as they are meant for illustrative purposes and they do not represent guarantees of future results, levels of activity, performance, or achievements, all of which cannot be made. Moreover, no person nor any other person or entity assumes responsibility for the accuracy and completeness of forward-looking statements, and is under no duty to update any such statements to conform them to actual results.

# The Moo-vers of Pharm Robotics



Marinus Dijkstra  
CEO & Co-Founder

20+ years of dairy management experience  
Partner/operator of 2 large dairies  
Reputable CDI member with 3,000+ cows  
CMAB board member



Alexander Chuck  
CFO & Co-Founder

5+ years of dairy operations experience  
Forbes 30 Under 30 Honoree  
AgGrad 30 Under 30 Honoree  
Previous financial analyst  
Previous operations manager  
B.S. in Business w/ Finance Emphasis  
B.S. in Accounting



Connor Broughton  
CMO

M.B.A. Graduate  
Previous Head of Business Development  
and Marketing  
Previous experience in business strategy  
B.S. in Business w/ Finance Emphasis  
B.S. in Accounting  
Minor in Law, Justice, and Social Control

# Partnerships and Collaborations



Thomas Hintz  
Partner

20+ years of renewable energy experience  
Managing Partner of Seahold LLC  
B.A. in Economics  
Assisting in business development and business strategy



Chris van den Berg  
Partner

10+ years of SaaS and management experience  
CEO of FarmTrace  
M.Sc. in General Management  
Assisting in financial strategy and software development



Joe Trujillo & Jason Swart  
Partners

30+ years of dairy equipment experience  
Owners of Specialized Dairy Services,  
Assisting in equipment installations and sales in Western US



Also featured on:

**HOARD'S DAIRYMAN**  
AMERICAN Agriculturist

**PROGRESSIVE DAIRY**

**Dairymen** American PROGRESSIVE DAIRY



## Unrivaled Potential

- ✓ Attended DFA accelerator program from April - June 2018
- ✓ Non-provisional utility patent (Issued on December 29, 2020)
- ✓ Manufacturing, software, market research, and installation channel partners established
- ✓ 41 LOIs (Representing roughly 350,000 cows) & 4 large dairies committed for beta-phase
- ✓ Accepted partnerships with Siemens and Valley Agriculture Software (VAS)
- ✓ Continuing to work with the integrators on some initial RFID and visualization technology
- ✓ Developing roadmap with VAS to build the add-on onto their existing herd management program
- ✓ Sponsor project at CSU, Chico has begun the design process for our gate system/bumper restraint
- ✓ Working on business relationships with global robotics and pharmaceutical companies



## Interested in this opportunity?

- Contributing towards the future of dairy
- First mover with plans to expand into other animal types and industries
- Low investment minimum
- Knowledgeable lead investor who signs off all corporate actions
- Return on investment occurs upon acquisition or IPO

Please Visit:

<https://wefunder.com/pharmrobotics>

# Appendix

## Financial Statement Model for Pharm Robotics

### INCOME STATEMENT

Fiscal year	2022P	2023P	2024P	2025P	2026P	2027P
Fiscal year end date	12/31/21	12/31/22	12/31/23	12/31/24	12/31/25	12/31/26
Revenue	2,250,000	13,050,000	30,600,000	99,000,000	173,700,000	207,000,000
Cost of sales (enter as -)	(1,500,000)	(8,700,000)	(20,400,000)	(66,000,000)	(115,800,000)	(138,000,000)
<b>Gross Profit</b>	<b>\$ 750,000</b>	<b>\$ 4,350,000</b>	<b>\$ 10,200,000</b>	<b>\$ 33,000,000</b>	<b>\$ 57,900,000</b>	<b>\$ 69,000,000</b>
Research & development (enter as -)	(648,000)	(100,000)	(180,000)	(825,000)	(725,000)	(625,000)
Selling, general & administrative (enter as -)	(158,222)	(345,000)	(985,000)	(1,390,000)	(2,100,000)	(2,875,000)
Inventory	(360,000)	(360,000)	(360,000)	(360,000)	(360,000)	(360,000)
<b>Operating profit (EBIT)</b>	<b>\$ (416,222)</b>	<b>\$ 3,545,000</b>	<b>\$ 8,675,000</b>	<b>\$ 30,425,000</b>	<b>\$ 54,715,000</b>	<b>\$ 65,140,000</b>
Other Income- Installation Fees	15,000	87,000	204,000	660,000	1,158,000	1,380,000
<b>Pretax profit</b>	<b>\$ (401,222)</b>	<b>\$ 3,632,000</b>	<b>\$ 8,879,000</b>	<b>\$ 31,085,000</b>	<b>\$ 55,873,000</b>	<b>\$ 66,520,000</b>
Taxes	(1,400)	(1,400)	(1,400)	(1,400)	(1,400)	(1,400)
<b>Net income</b>	<b>\$ (402,622)</b>	<b>\$ 3,630,600</b>	<b>\$ 8,877,600</b>	<b>\$ 31,083,600</b>	<b>\$ 55,871,600</b>	<b>\$ 66,518,600</b>
Free Cash Flow from Recurring Income	\$ 54,500	\$ 370,600	\$ 1,111,800	\$ 3,509,800	\$ 7,717,200	\$ 12,731,200
<b>Total Net Income</b>	<b>\$ (348,122)</b>	<b>\$ 4,001,200</b>	<b>\$ 9,989,400</b>	<b>\$ 34,593,400</b>	<b>\$ 63,588,800</b>	<b>\$ 79,249,800</b>
<b>Units</b>	5	29	68	220	386	460
<b>% Growth</b>		480.0%	134.5%	223.5%	75.5%	19.2%

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