

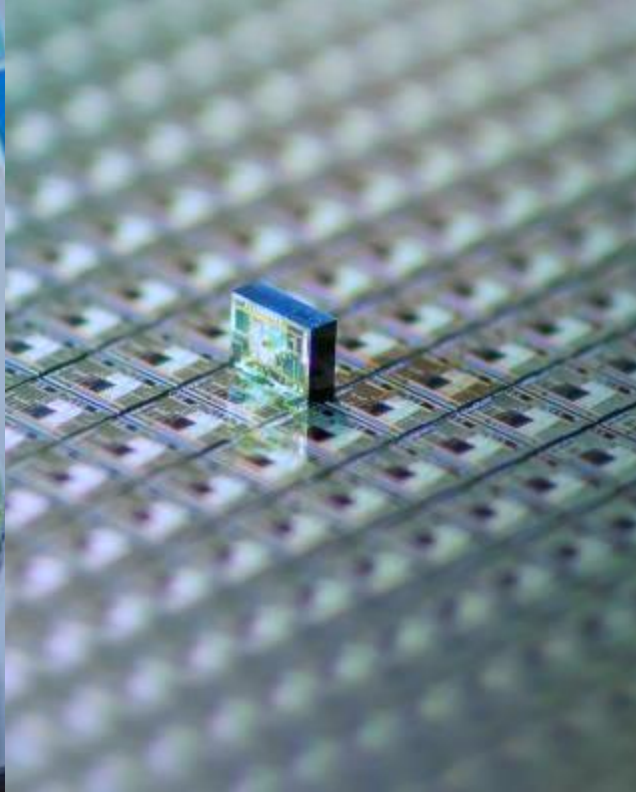


The Connected Farm: Smart Machines Optimize Productivity

Joel Schroeder, Director, Land Mobile

June 15, 2023





Market Headwinds

Today, farmers are facing many challenges, including decreasing margins, increasingly complex regulatory requirements, greater scrutiny from consumers, growing complexity of machinery, and changing weather patterns that are increasing the incidence of droughts and extreme storms.

There are over 570 million farms worldwide, many in rural locations with little or no access to terrestrial networks.



570,000,000+*

The Rise of the Connected Farm



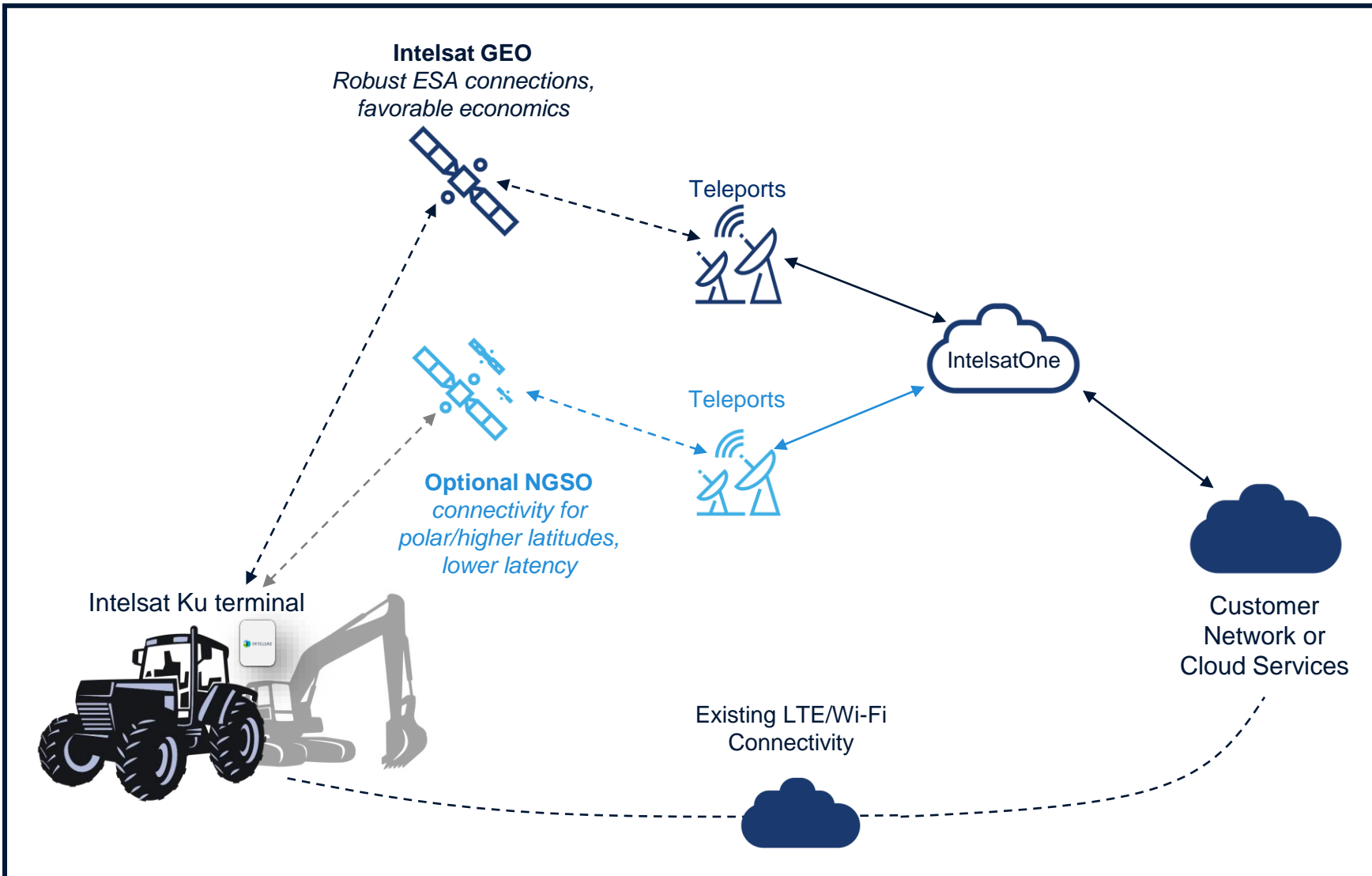
\$26B

Heavy equipment and machinery market for agriculture will reach nearly \$10 billion this year, growing to more than \$26 billion in 2030*

70%

Just over 37 percent of the farms in the U.S. had connected equipment last year and is expected to grow to more than 70 percent by 2030*

FlexMove Fleet Connectivity Solution



Powerful unified system combining multiple connectivity layers

99.999% satellite availability with overall system at 99.99%

Family of terminals to address range of machine requirements

Flexible and cost-effective service plans including data pools

Scalable network solution to support growing user population

Enterprise-grade global IP/MPLS backbone

Seamless integration to customer networks or cloud services

The Power of Connected Farming



Increased Productivity

Precision planting optimizes output while machine monitoring reduces downtime



Decreased Costs

Smart technology targets use of fertilizer, pesticide, and water, reducing consumption



Sustainability & Compliance

Reduce emissions and waste to meet regulations, protecting the environment



End-to-End Visibility

Real-time data on operations and production using Integrated 5G and satellite networks

Delivering the Next Generation Network for Farming Equipment Connections



Software-defined satellites

Dynamic capacity driven by automated resource management



Multi-orbit constellation

Seamless integration into a single solution



Software-defined network

Virtualized network cloud-native functions orchestrated via software



5G Standards based

End-to-end 5G leveraging new NTN standards



Smart Edge terminals

Empowering the Edge to create new value

- Lower cost
- The end of hardware obsolescence
- Consistent user experience with ultra-high reliability