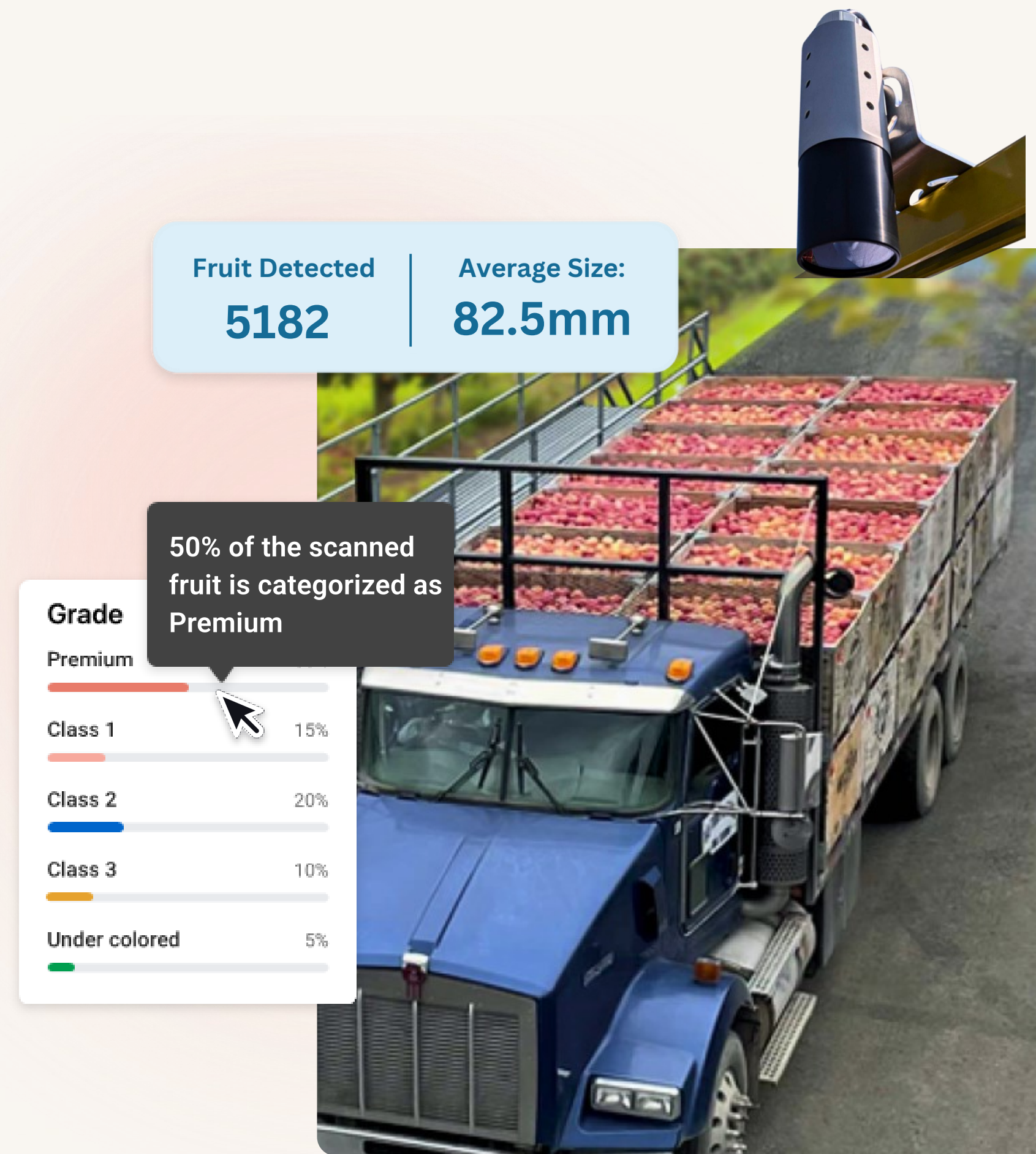
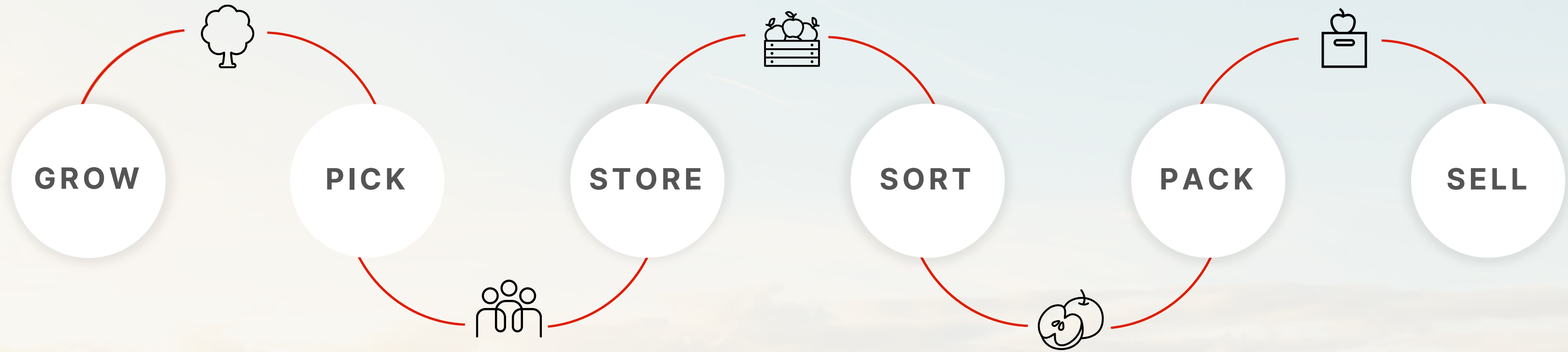


OVOCNÁŘSKÉ DNY

AWARD-WINNING FRUIT TECHNOLOGIES
FOR PACKERS



Hectre Vision



hectre.

Cost Based
Analytics

People
Management

Harvest
Management

Fruit Quality
Vision AI

Virtual
Inventory

**Data
Platform**

Green Finance
& Lending

Supply Chain
Visibility

Predictive Supply
& Demand

Food Safety
& ESG

Agrichemical
Ecommerce

Insurance Claims
& Settlements

Some of our customers from around the world





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Solutions for
packers

Fruit quality AI

hectre.

417,775,484

FRUIT SIZED BY HECTRE

303,324,299

APPLES

101,438,138

CHERRIES

6,114,288

PEARS

4,012,873

STONE FRUITS

1,570,436

CITRUS

All-time stats as of November 2024

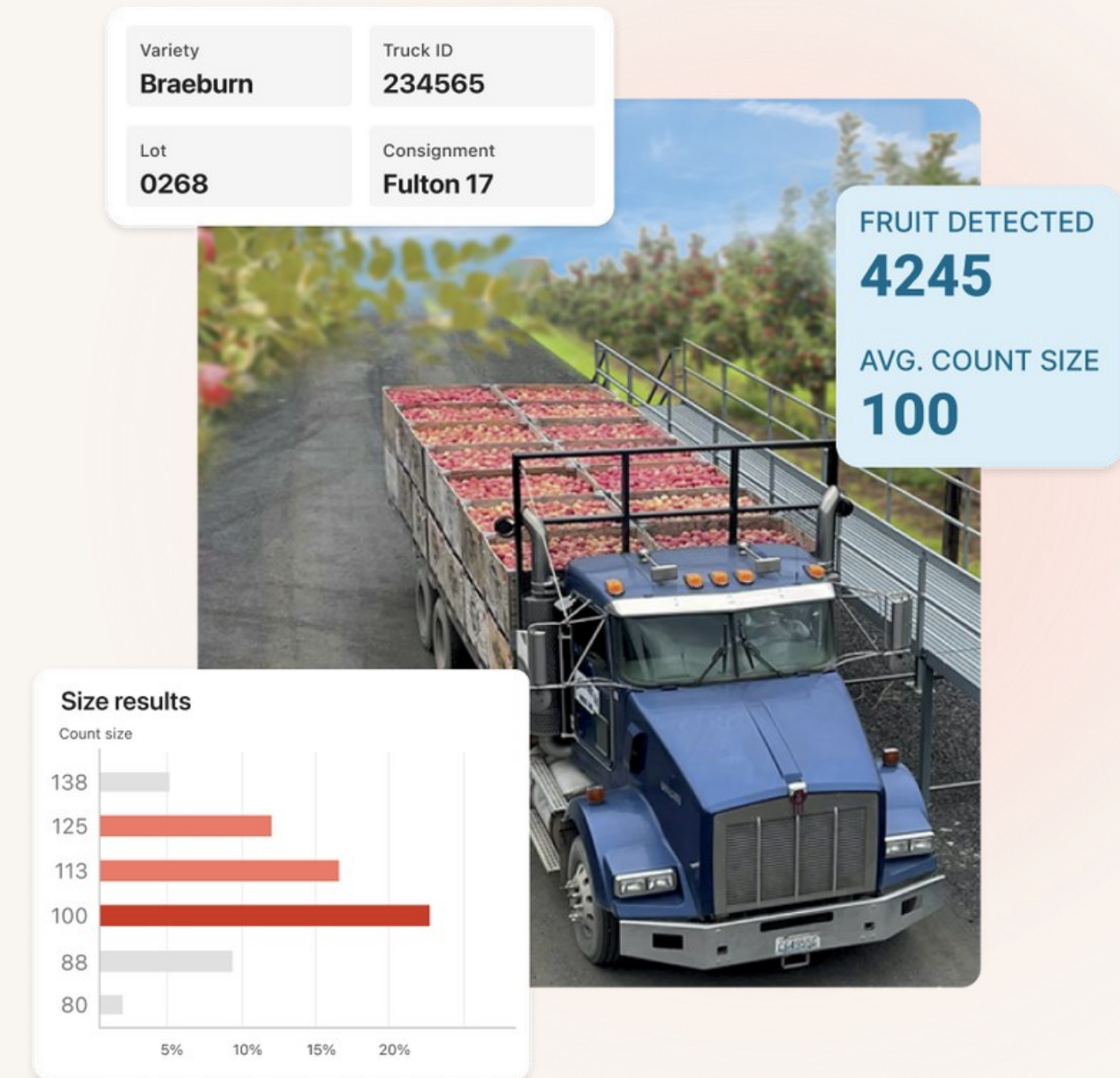
Hectre Top Down

- ✓ Capture **4000-6000** samples per truck straight at receiving
- ✓ Automated Sampling In Seconds
- ✓ Process results immediately
- ✓ Know exactly what fruit you are receiving from your producers before the grader
- ✓ Non invasive & fast
- ✓ Accurate to 95.7%

Spectre Fruit Size



Just like a grader in your pocket

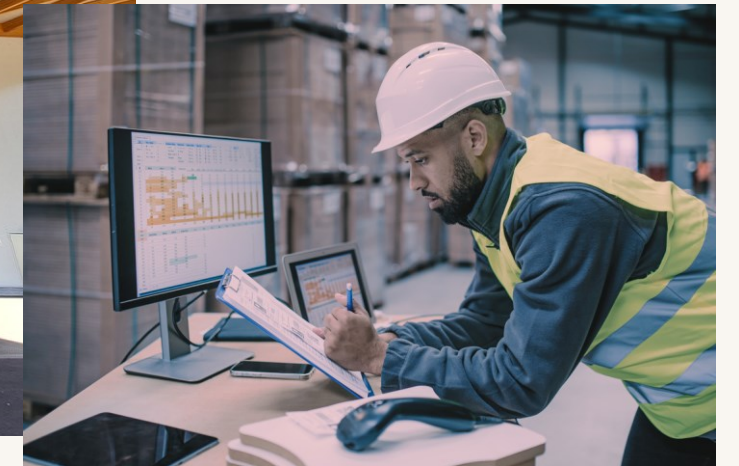


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Top Down Automation



Automating the Spectre system



Hectre shares automation API details



Automation trigger is decided



Mandatory fields are entered in customer system




Trigger starts Top Down recording



Spectre data is available within minutes

*Recording will stop automatically

Split loads

 Automated segmentation of bins

Total Bins: 8
Total Fruit: 1019
Average Size: 80.8mm


Grower 1



Bin detection enables the automatic segmentation of lots/growers into different groups, allowing the viewing of their individual size and color grade data.

Total Bins: 12
Total Fruit: 2169
Average Size: 70.54mm

Grower 2

 Side camera scans QR code



Fruit Quality AI Hectre Hand-Held

Adjust your pick in real-time

Know your **size results** as soon as fruit is picked

Pick to maximize the return on your fruit

Use on **any phone, tablet** or our proprietary cameras

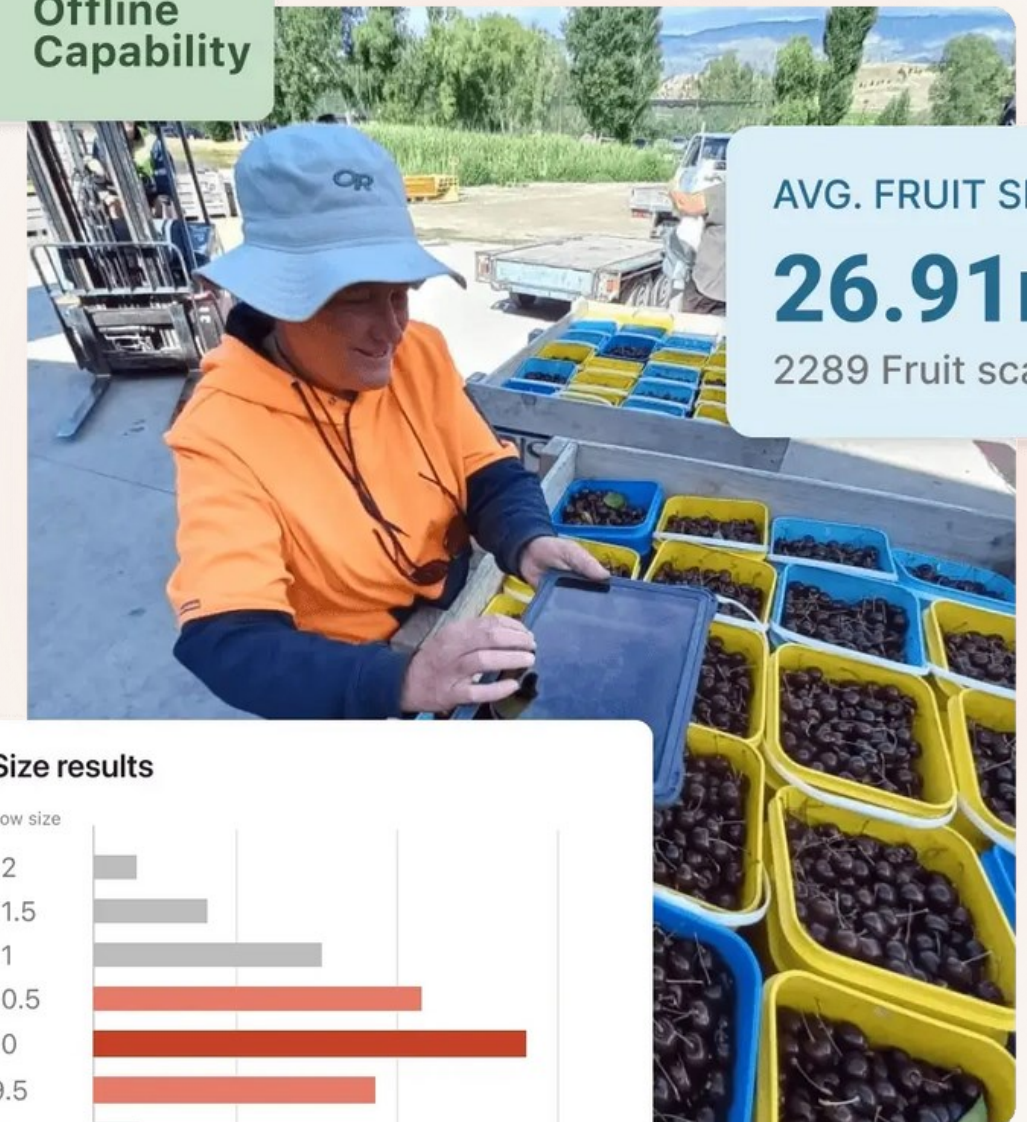
Use in the field, the coolstore, or the packhouse

Works **online / offline**

Search for specific size or color profiles to locate the right fruit to fulfill targeted orders



Offline Capability



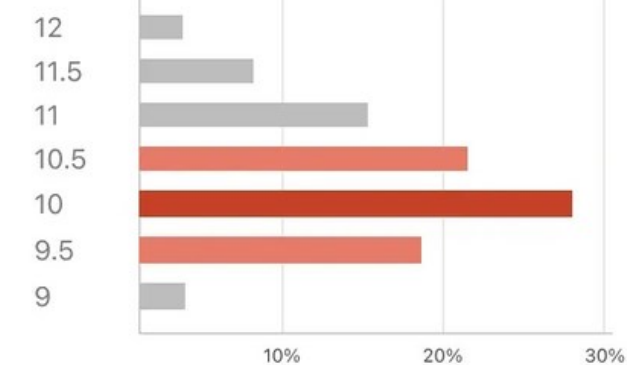
AVG. FRUIT SIZE

26.91mm

2289 Fruit scanned

Size results

Row size



Fruit Quality AI Fruit Sizing & Color grade

Inventory visibility to
improve storage, packing
and sales decisions



Accurate to 95%

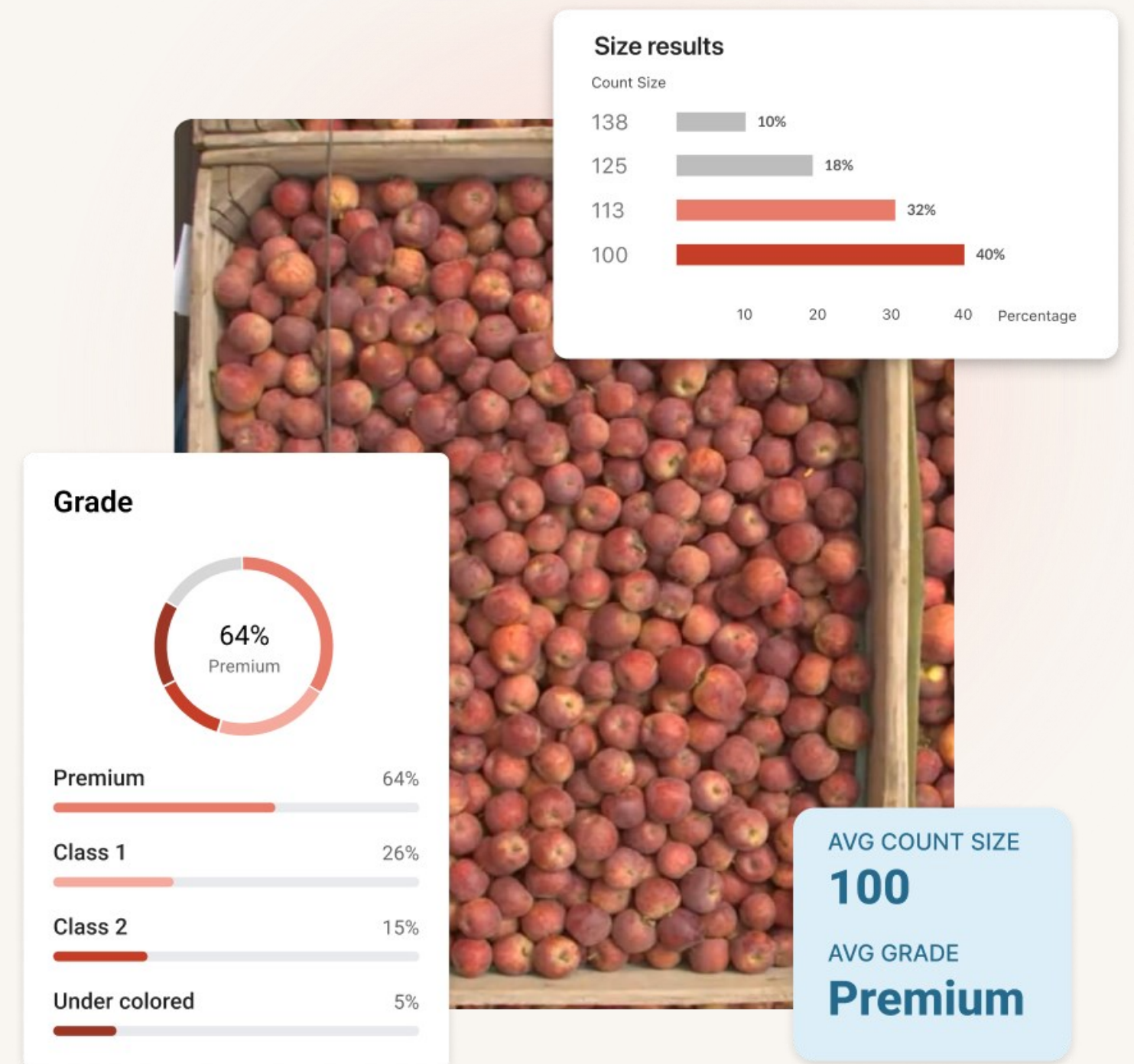
Validated against over 50,
multimillion dollar grading
machines worldwide

Easy to learn & use

Just like a grader in your
pocket, easy to pick up,
easy to learn

Non invasive & fast

Leave your fruit unharmed and
your processes unchanged



hectre.

FOR PACKERS

Capture **more return** for your growers

- ✓ Configure color parameters to match grading line and sales standards
- ✓ Process results **immediately** with **95%+ accuracy**
- ✓ Versatility across **different produce types**

Increase sales revenue

- Enhance inventory management
- Do promotional planning with confidence
- Sell your fruit at the best prices
- Minimize aged-fruit, defects and losses

Optimize packing line

- Decrease repack
- Optimize drops and load for precisely what you need
- Improve efficiency of pre-grader utilization

hectre.

FOR GROWERS

Give **rapid feedback** to your pickers

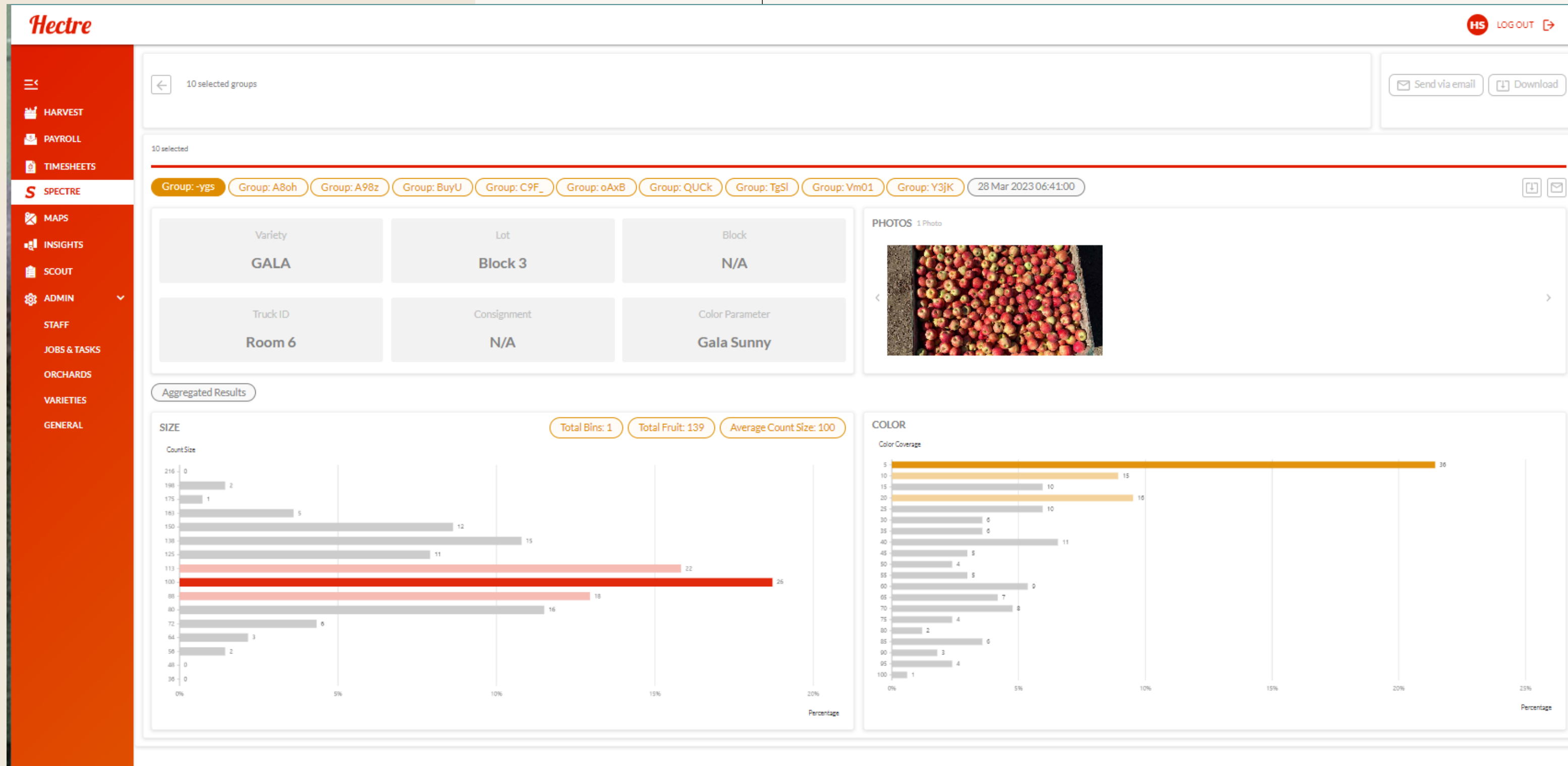
- ✓ Configure color parameters to match grading line and sales standards
- ✓ Flexible device options, minimal training. Easy-to-use, consistent grading across your team
- ✓ Process results **immediately** with **95%+ accuracy**

Color Grade the same day you pick so you can target more of your high value crop.

- Identify color grade as soon as fruit is picked
- Set up automatic notifications based on thresholds
- **Give rapid feedback to your pickers**
- Ensure that fruit picked will make it to market for best returns
- Works online / offline

Dashboards

Live data, access from anywhere



A woman in a red sweater and grey vest is pouring apples from a grey bucket into a wooden crate. The crate is filled with red apples. In the background, other workers are visible in an orchard setting.

hectre.

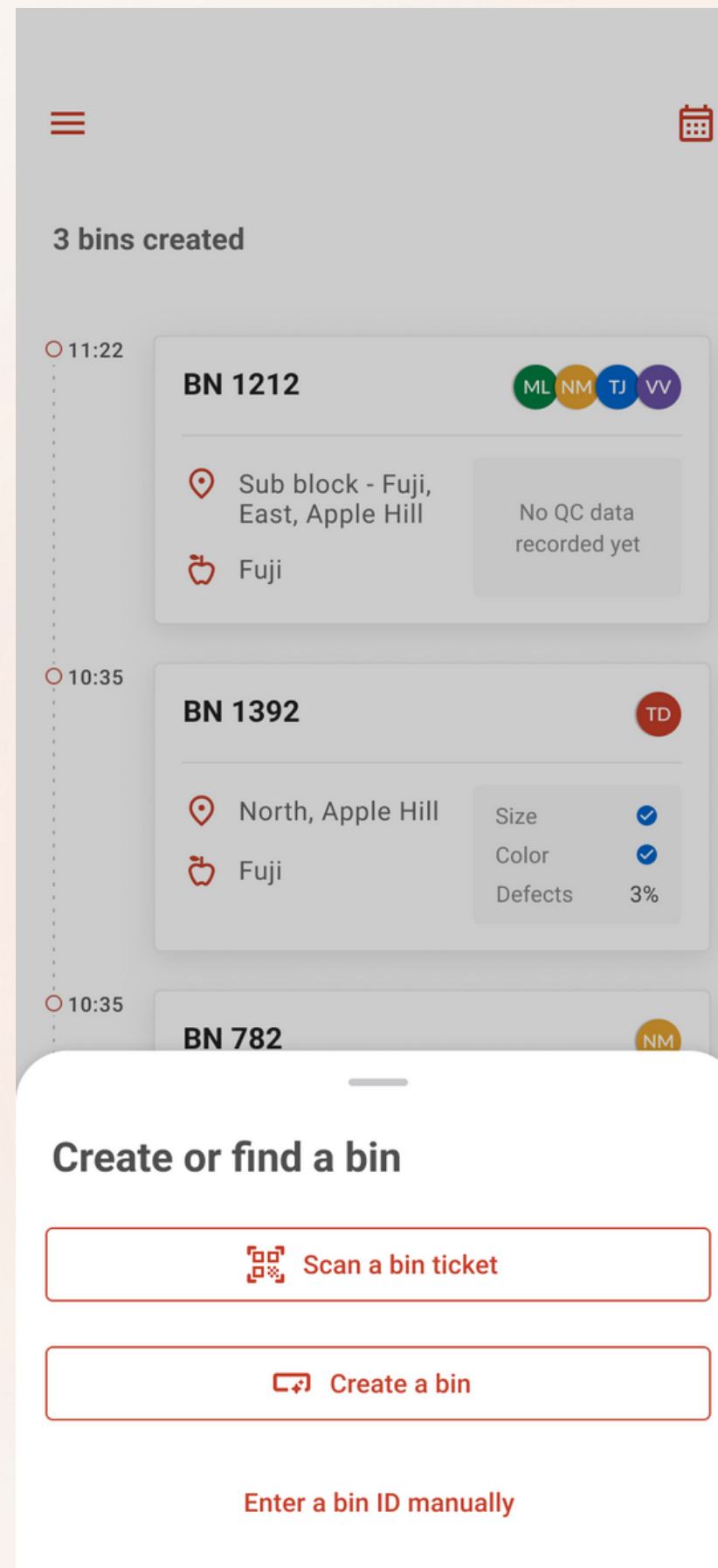
Solutions for
growers

Hectre Perform

Bins scanning

Create new or scan existing bin tickets



Scan a bin ticket, or create a virtual bin. We can accept any bin ticket once it has a QR code or a barcode.



The screenshot shows a mobile application interface for bin management. At the top, it says "3 bins created". Below this, there is a list of bins with their details:

- 11:22**
BN 1212 (ML, NM, TJ, VV)
Sub block - Fuji, East, Apple Hill
Fuji
No QC data recorded yet
- 10:35**
BN 1392 (TD)
North, Apple Hill
Fuji
Size:
Color:
Defects: 3%
- 10:35**
BN 782 (NM)

A modal titled "Create or find a bin" is overlaid on the bottom, with the following options:

-  Scan a bin ticket
-  Create a bin
- Enter a bin ID manually





Size and Color

Find out if your pickers are picking to the right specs

When a bin or bucket is scanned into the Hectre Perform, the supervisor or QC, will have the option to take a quick picture of the container, this will give them instant feedback on the size and color. They will receive notifications if a bin is under color, wrong size or if a picker is not picking to spec.





Quality Control

QC bins to track picker performance in real time

A simple system to record defects on fruit, these can be customised, and thresholds can be set up to ensure your pickers are staying on their quality targets.

Bin details

BN 1212 Gala

Apple Hill Edit

East

Sub block - Gala


Aaron Croft Edit


Today, 09:01 AM

Size & colour 📷

Defects +

Pickers +

 **Gerry King**
#03922

 **Oscar Gomes**
#33829

Bin details

BN 1212 Gala

Apple Hill Edit

East

Sub block - Gala

Add QC sample Sample size: 25

Picker (24%) Cosmetic (0%) Pest (0%)

- **4** Bruising - **0** Puncture - **2** Undersized

0 Stem pull **0** Bad color

Clear all Save



Bins will have more data attached to them

As a bin is picked, or moved it will continue to receive more QCs or scans, all this information will now be associated with the bin, this could be sent to packhouses or used to make storage or sales decisions.

Today • 3 bins created

- 11:22
BN 1212 (ML, NM, TJ, VV)
Sub block - Fuji, East, Apple Hill
Fuji
No QC data recorded yet
- 10:35
BN 1392 (TD)
North, Apple Hill
Fuji
Size:
Color:
Defects: 3%
- 10:35
BN 782 (NM)
Sub block - Gala, East, Apple Hill
Gala
Size:
Color:
Defects: +

Bottom navigation: Bins, Insights, Settings

Bin details

BN 1212 Gala

Apple Hill East
Sub block - Gala

Aaron Croft

Today, 09:01 AM

Size & colour

Defects

Sample 1 • 25 pieces QC: Rico Jervois

28%	0%	0%
Picker	Cosmetic	Pest

Pickers

Gerry King #03922

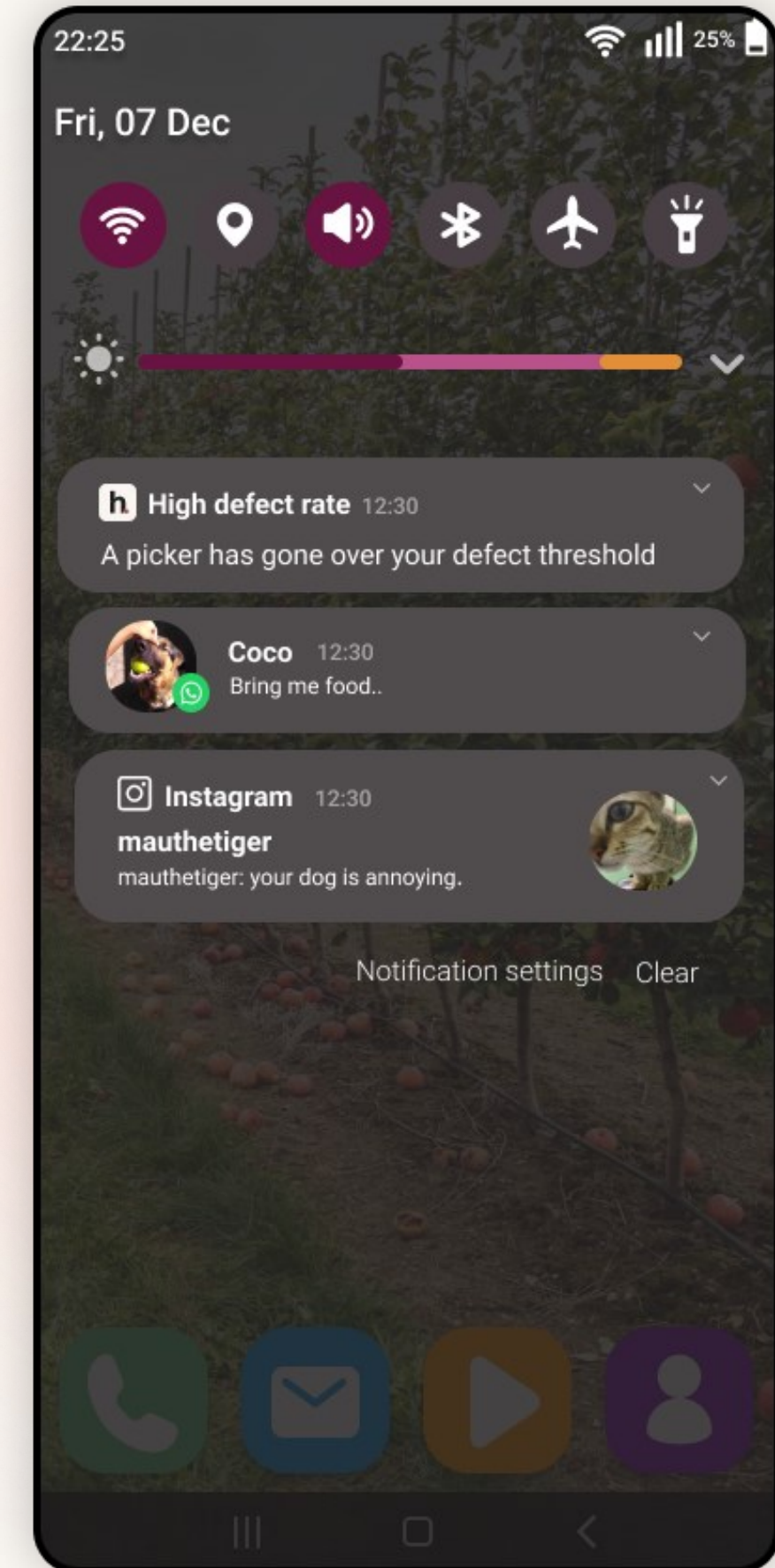


Proactive
communication

Receive timely alerts to prevent continued mistakes

Receive live updates on which pickers are damaging fruit, so the problem can be stopped in the moment.

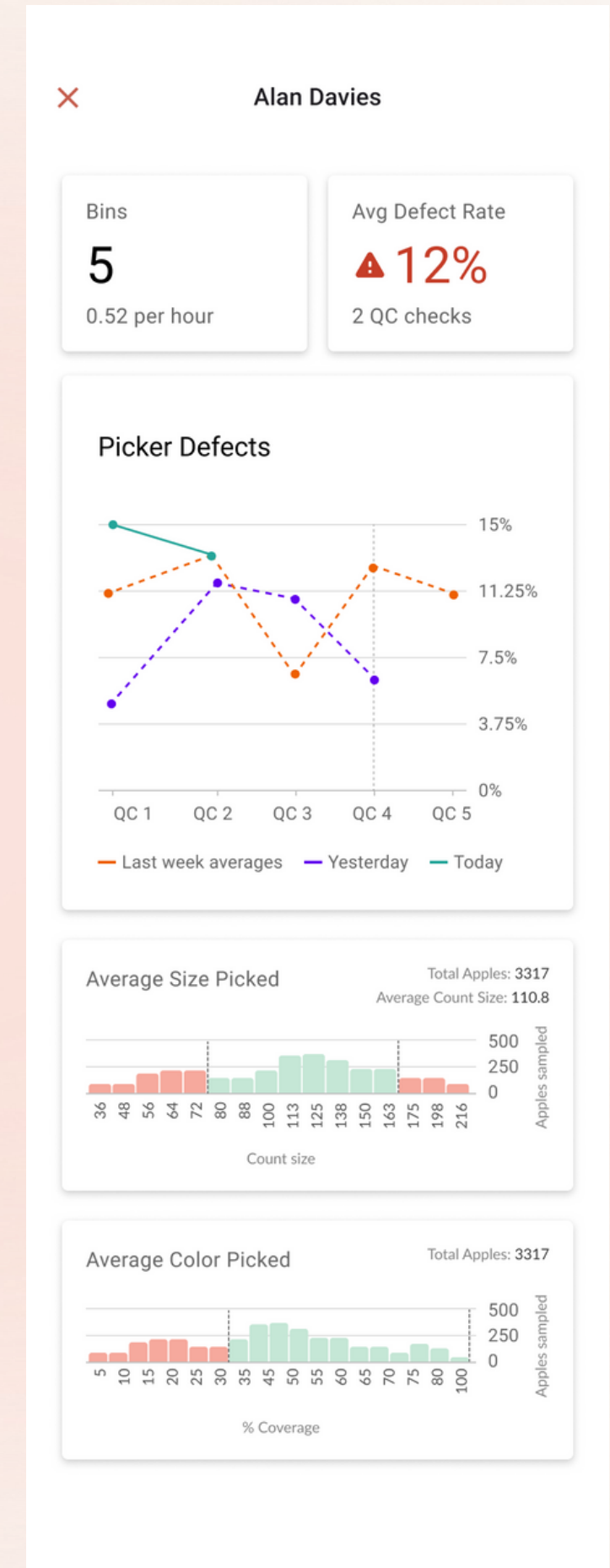
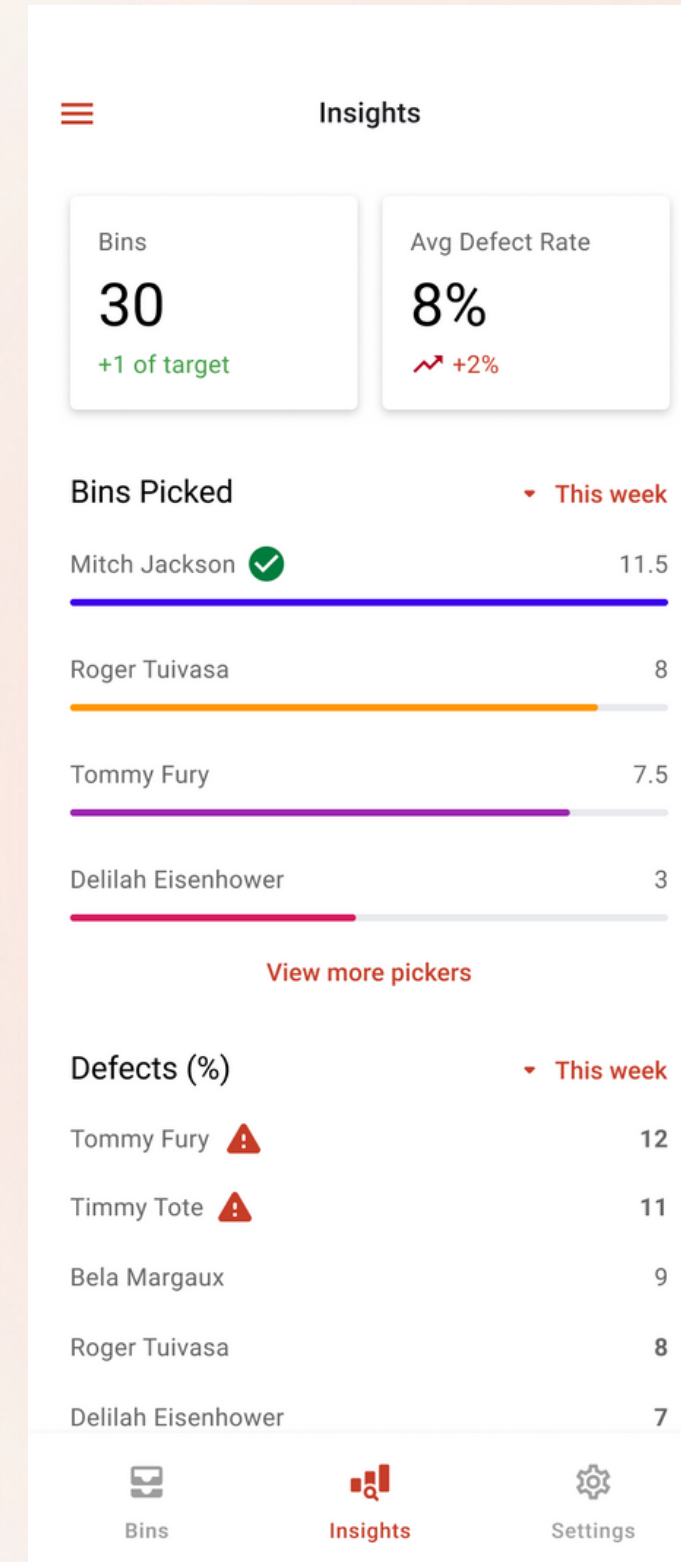
Send better quality data to your packhouse on fruit quality and have a better understanding of your fruit quality

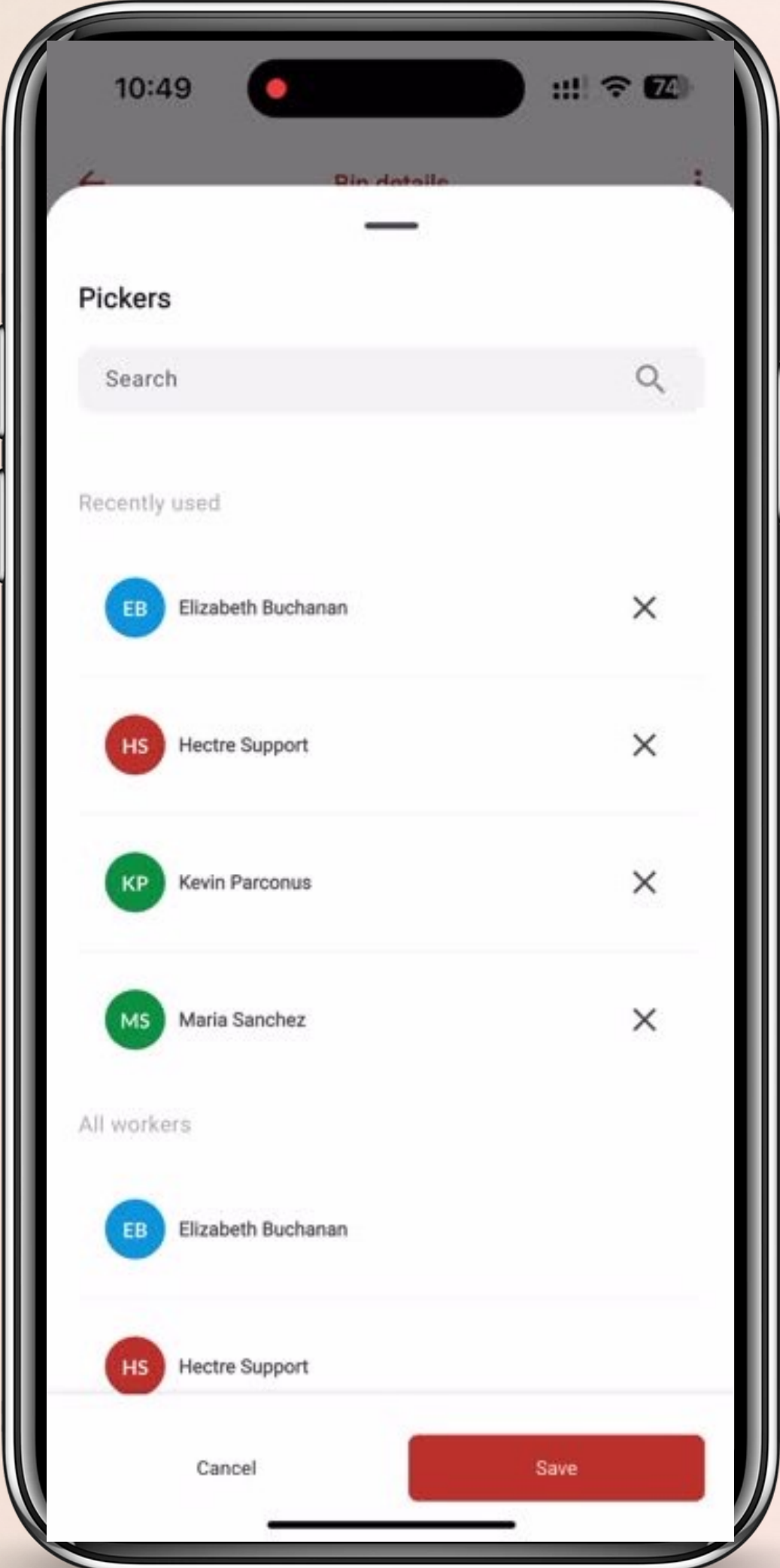


Insights dashboards

Multiple dashboards where managers and supervisors can view data on Pickers, Bins, Blocks and Orchards

View the performance of pickers, teams or view data on an entire orchard, either proactively or reactively when notified.





10:49

74


Bin details

Pickers

Search 

Recently used


 Elizabeth Buchanan 

 Hectre Support 

 Kevin Parconus 

 Maria Sanchez 

All workers

 Elizabeth Buchanan

 Hectre Support

Cancel

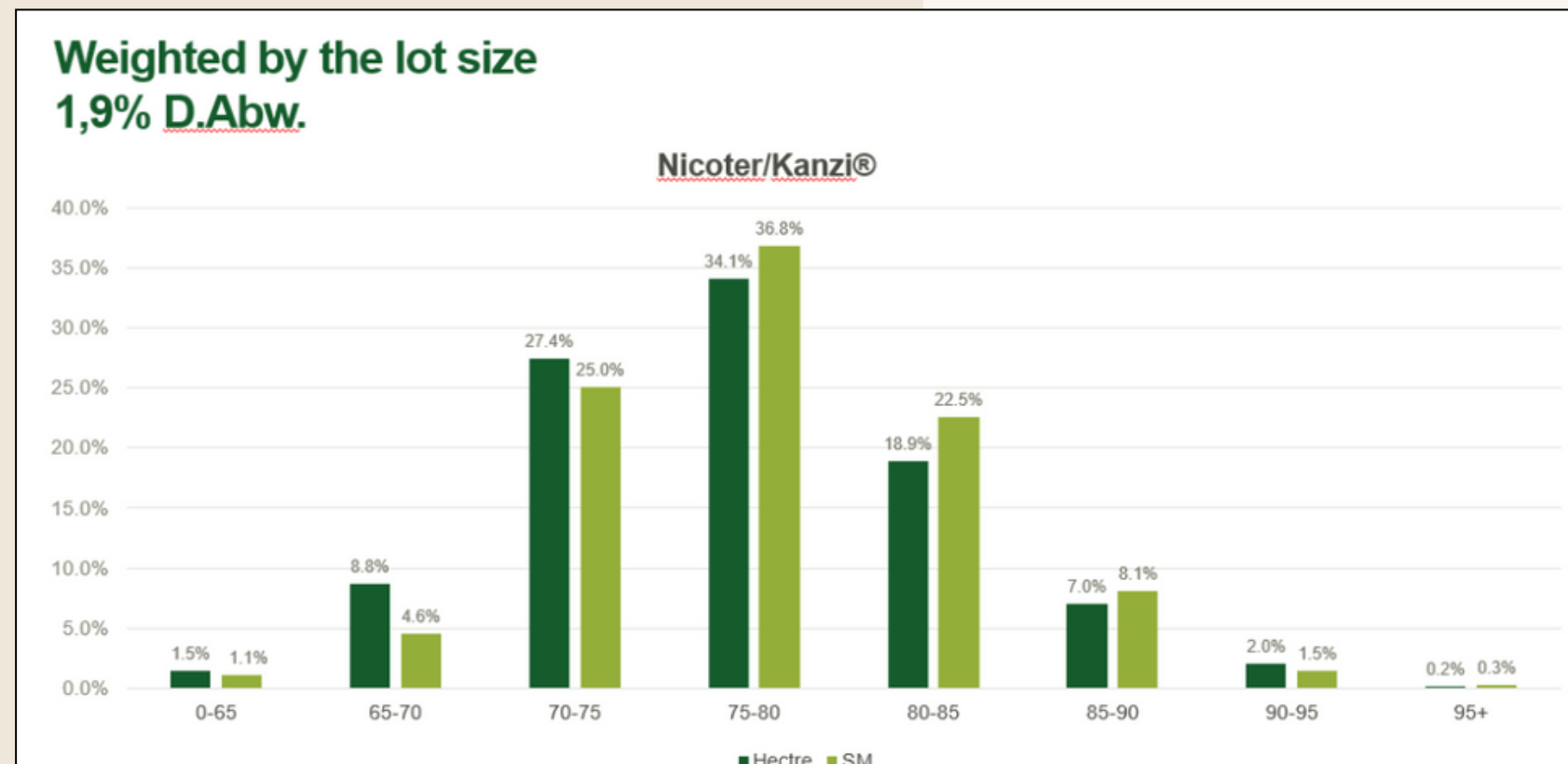
Save

hectre.

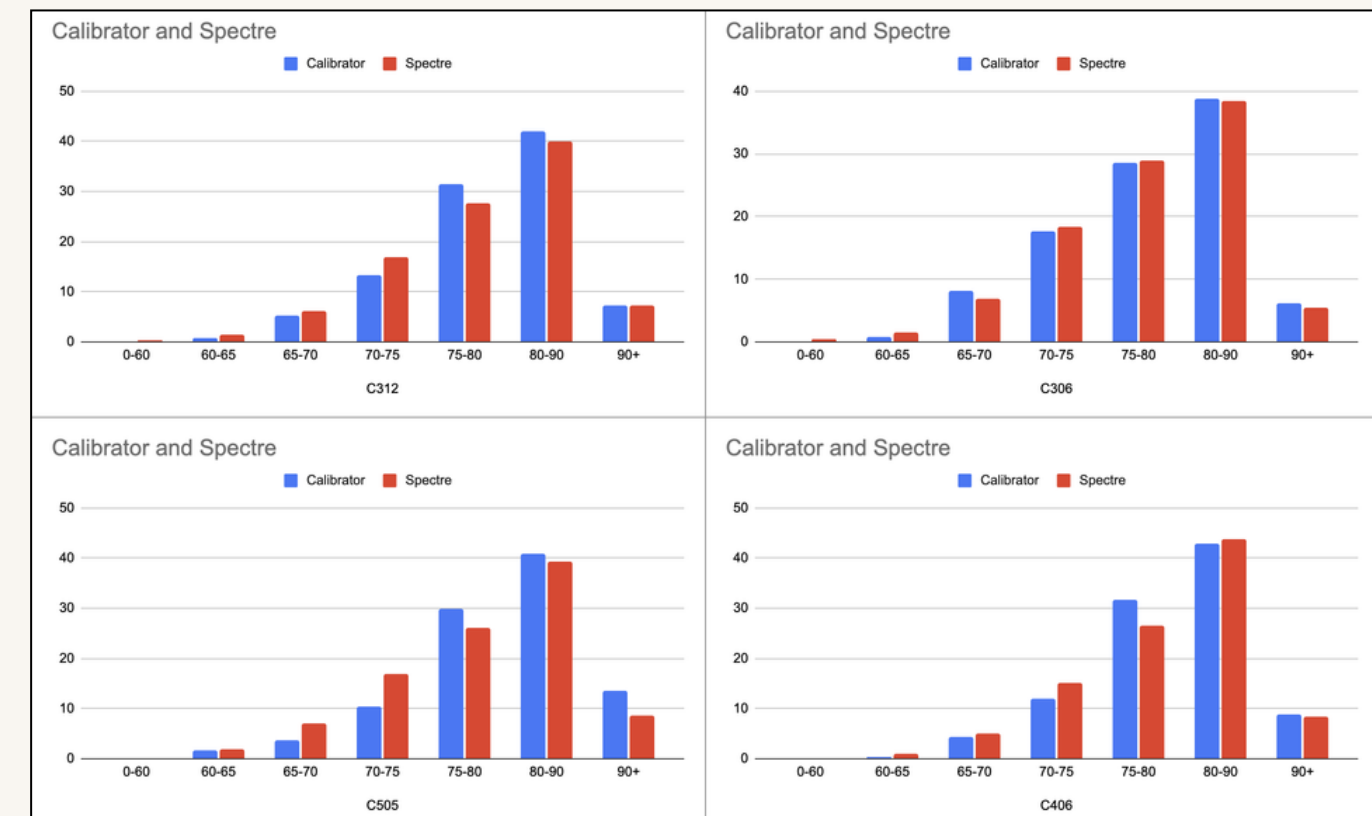
Hectre Top Down
Accuracy

Accuracy

Proven Accuracy and Service in Europe



Italian Customer Comparison for Kanzi



Spanish Customer Comparison for Envy per Room

Combined Before and After calibrations for the shared Varieties

Before calibrations

Before	Total Groups	0-60	60-65	65-70	70-75	75-80	80-85	85-90	90-95	95+	MAE
CIVM49/RedPop [®]	68	1.90%	4.00%	-1.50%	-4.10%	-0.70%	-0.10%	0.50%	0.10%	0.00%	3.30%
Gala	1,560	0.70%	2.30%	-1.40%	-4.00%	-0.40%	1.50%	1.00%	0.20%	0.00%	3.20%
Granny Smith	348	-1.60%	1.80%	0.70%	-2.30%	-0.90%	-0.10%	1.70%	0.70%	0.10%	3.40%
Nicoter/Kanzi [®]	413	0.30%	1.80%	1.10%	-3.90%	-3.60%	1.30%	2.20%	0.60%	0.10%	3.30%
Red Delicious	454	1.80%	4.20%	3.40%	1.80%	0.50%	-4.10%	-4.70%	-2.20%	-0.80%	5.00%
Golden Delicious	135	0.20%	0.90%	-1.00%	-5.00%	-8.50%	0.20%	7.00%	5.00%	1.20%	4.30%
Braeburn	50	0.50%	2.00%	-1.30%	-7.90%	0.60%	4.00%	1.90%	0.30%	0.00%	3.20%

After calibrations

After	Total bins	0-60	60-65	65-70	70-75	75-80	80-85	85-90	90-95	95+	MAE
CivmRedPop	200	-1.16%	-4.17%	-3.53%	3.02%	4.55%	1.45%	-0.15%	-0.04%	-0.01%	2.42%
Gala	2758	-0.53%	-2.92%	-1.10%	0.85%	2.37%	1.15%	0.14%	0.00%	0.01%	1.40%
Granny	821	0.30%	-0.98%	-0.86%	0.46%	-1.68%	1.15%	1.00%	0.44%	0.16%	2.49%
Kanzi	662	-0.09%	-0.66%	1.28%	4.64%	0.73%	-1.90%	-3.13%	-0.90%	-0.02%	2.23%
Red Del	1022	-0.25%	-1.32%	-0.84%	0.24%	0.51%	0.76%	-0.32%	0.51%	0.72%	1.93%
Golden	474	-0.12%	-0.88%	-1.60%	0.25%	6.07%	0.97%	-3.04%	-1.41%	-0.24%	1.82%
Braeburn	77	-0.14%	-0.52%	2.55%	4.06%	-2.89%	-2.34%	-0.63%	-0.13%	0.01%	1.61%

Combined Before and After calibrations for each shared Variety

All post calibration results are now within 3.2% to the aggregate grader data supplied

		Before Calibration								
		<60	60-65	65-70	70-75	75-80	80-85	85-90	90+	
Before calibrations	RedPop combined	-3.6	-5.1	2.4	7.3	1.6	-1.2	-1.2	-0.2	
	Gala combined	-0.8	-3.7	2.2	7.3	1.3	-3.3	-2.2	-0.6	
			<65	65-70	70-75	75-80	80-85	85-90	90-95	95+
	Granny combined	-2.2	-1	5.8	5	-0.5	-3.9	-2.6	-0.8	
	RedDel combined	-3.1	-4.5	3.6	6.5	3.3	-1.6	-2.7	-1.3	
			<65	65-75	75-80	80-85	85-90	90-95	95+	
Kanzi combined	-2	-2.5	10.4	-0.5	-3.6	-1.6	-0.3			
		After Calibration								
		<60	60-65	65-70	70-75	75-80	80-85	85-90	90+	
After calibrations	RedPop combined	-0.7	-1.3	1.5	-0.4	-0.1	1.4	-0.3	-0.1	
	Gala combined	0.2	-2.4	1	0.3	-0.5	1	0.4	0	
			<65	65-70	70-75	75-80	80-85	85-90	90-95	95+
	Granny combined	-0.8	-0.6	1.2	-0.6	0.6	0	0.1	0.1	
	RedDel combined	0.1	-3.2	1.6	-0.4	-0.3	0	1.2	1	
			<65	65-75	75-80	80-85	85-90	90-95	95+	
Kanzi combined	1.3	-0.5	-0.2	-0.6	-0.3	0.1	0.1			

GALA - Before / After Calibration

Before calibrations

OG	number of groups	0-60	60-65	65-70	70-75	75-80	80-85	85-90	90-95	95+	MAE
2	263	0.20%	1.90%	0.10%	-2.20%	-0.20%	0.10%	0.10%	0.00%	0.00%	2.10%
6	582	0.00%	0.60%	-3.60%	-4.40%	1.50%	3.60%	1.80%	0.40%	0.00%	3.00%
20	20	-1.10%	0.80%	-2.10%	-3.00%	1.70%	2.10%	1.30%	0.50%	0.00%	2.60%
31	206	0.20%	1.30%	-1.30%	-4.70%	0.10%	2.20%	1.70%	0.40%	0.00%	3.20%
36	243	0.50%	2.80%	1.90%	-1.60%	-2.70%	-1.10%	0.10%	0.10%	0.00%	3.40%
68	18	2.20%	6.20%	-0.50%	-5.20%	-3.50%	0.50%	0.20%	0.10%	0.00%	3.40%

After calibrations

OG	bins	0-60	60-65	65-70	70-75	75-80	80-85	85-90	90-95	95+	MAE
2	968	-0.17%	-2.09%	-1.45%	-0.10%	1.49%	1.73%	0.49%	0.09%	-0.01%	0.85%
6	484	-0.42%	-2.60%	-3.24%	-2.63%	3.91%	4.11%	0.87%	0.00%	0.00%	1.98%
20	61	1.18%	-0.63%	2.32%	-0.32%	-2.84%	-0.04%	0.46%	-0.17%	0.02%	0.88%
31	406	-0.24%	-1.72%	0.59%	4.02%	0.21%	-1.62%	-1.11%	-0.16%	0.02%	1.08%
36	780	-0.62%	-3.45%	-3.83%	-0.07%	4.07%	3.10%	0.66%	0.09%	0.04%	1.77%
68	28	-2.51%	-7.19%	-0.25%	4.66%	4.63%	0.49%	0.12%	0.02%	0.00%	2.21%

Red Delicious - Before / After Calibration

Before calibrations

OG	number of groups	0-60	60-65	65-70	70-75	75-80	80-85	85-90	90-95	95+	MAE
2	15	0.50%	2.30%	5.20%	10.50%	5.60%	-9.00%	-10.50%	-3.90%	-0.80%	5.60%
6	78	0.50%	1.60%	1.00%	2.20%	3.90%	-1.50%	-4.80%	-2.20%	-0.60%	3.80%
31	47	0.30%	1.50%	3.00%	7.10%	5.60%	-3.60%	-7.00%	-4.70%	-2.20%	5.10%
36	217	0.70%	2.20%	0.30%	-0.60%	1.90%	-0.90%	-2.10%	-1.00%	-0.50%	3.60%

After calibrations

OG	bins	0-60	60-65	65-70	70-75	75-80	80-85	85-90	90-95	95+	MAE
2	74	-0.26%	-1.43%	-2.83%	-4.74%	-1.92%	5.27%	3.21%	2.03%	0.68%	2.48%
6	271	-0.20%	-0.55%	1.98%	4.44%	0.99%	-2.60%	-2.87%	-1.29%	0.11%	1.67%
31	124	-0.12%	-1.33%	-1.87%	-2.54%	-1.74%	1.77%	1.87%	2.27%	1.69%	1.69%
36	516	-0.34%	-1.30%	1.61%	5.74%	2.71%	-1.66%	-4.83%	-1.85%	-0.10%	2.24%



hectre.

Solutions for
growers

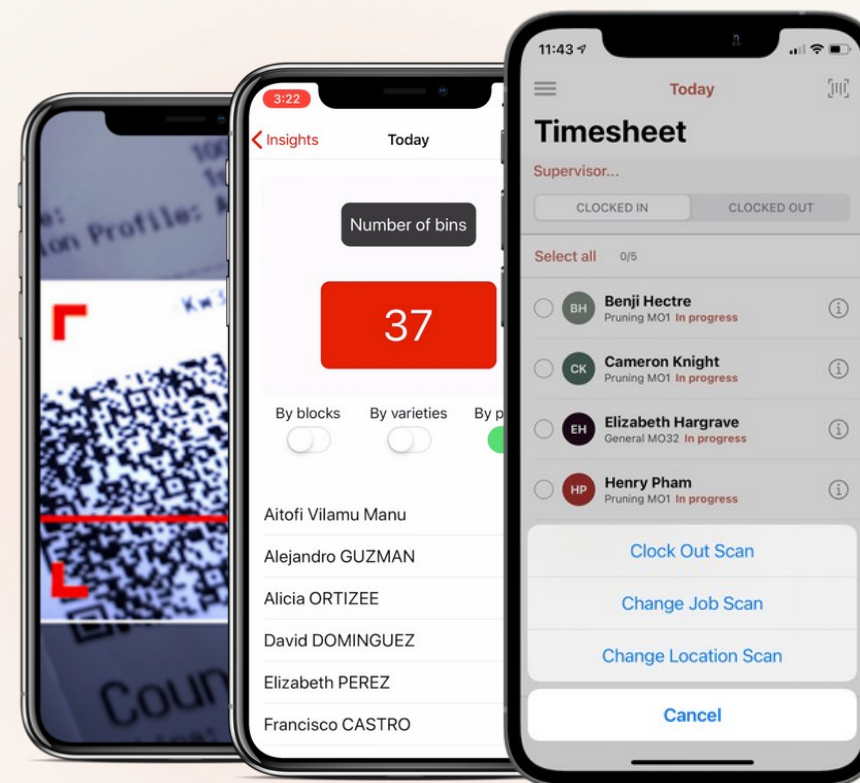
Orchard
Management app

Harvest Timesheets & Payroll

Orchard Labour
Management Solution

Hectre's Harvest & Timesheet/Payroll modules robustly supports 'Labour Management' for all types of orchards and operations.

- Productivity reporting down to granular levels (e.g. block, row, workers, teams)
- Mobile print or scan bin tickets in the field in seconds (API-enabled to Packers)
- Digital timesheets; one entry in the field flows all the way through to payroll and analysis.
- Auto calculation of piece rates, overtime, double time and minimum wage top ups
- Capture breaks, sick days, contractor groups, leave and more
- Automated export file creation for accounting system for transaction
- Works offline; data is sync with the cloud when app is re-connected to the internet
- Available on iOS and Android coming mid-next year



Mobile App

Date	Rate Type	Supervisor	Activity	Orchard	Block	Sub Block	Variety	Volume	Rate	Hours	Avg Hourly Rate	Start	End	Comment	Contractor
GRAND TOTAL															
								1,203.02							
22 Sep		Hectre Support	Picking	Burham(11)	Grandma Bays Block		Gala	1.00	\$30		200 AM			In Progress	
30 Sep		Hectre Support	Picking	Clusia	Apples	No Rows	Antibola				20:15 AM			In Progress	
25 Oct		Hectre Support	Picking	Apples	Rows		Golden Delicious	4.00			7:15 AM			In Progress	
25 Oct		Hectre Support	Picking	Apples	Rows		Golden Delicious				7:15 AM			In Progress	
24 Nov		Hectre Support	Picking	Apples	No Rows		Antibola	14.75			3:45 PM			6:30 AM	In Progress
15 Nov		Hectre Support	Picking	Apples	Rows		Golden Delicious				5:15 AM			In Progress	
TOTAL								1.00	\$8.75						
06 Jul		Hectre Support	Picking Apples	Apples	No Rows		Antibola	1.00	\$2.25	3.50	\$164	6:30 AM		10:00 AM	In Progress
12 Jul		Hectre Support	Picking Cherries	Cherries	Cherry		Cherry				9:30 AM			In Progress	
13 Jul		Hectre Support	Picking Cherries	Cherries	Cherry		Cherry	1.00	\$2.25	2.00		9:00 AM		7:00 AM	In Progress
13 Jul		Hectre Support	Picking	Burham(11)	Grandma Bays Block		Gala	0.50	\$25		7:30 AM			In Progress	
19 Jul		Hectre Support	Picking	Cherries	Cherry		Cherry				1:15 AM			In Progress	
21 Jul		Hectre Support	Picking	Burham(11)	Grandma Bays Block		Gala	0.50	\$20	1.75		5:15 AM		7:00 AM	In Progress

Payroll Web Dashboard

Analytics Pro

View actual vs budget, cost per bin, production volume, fruit quality and more

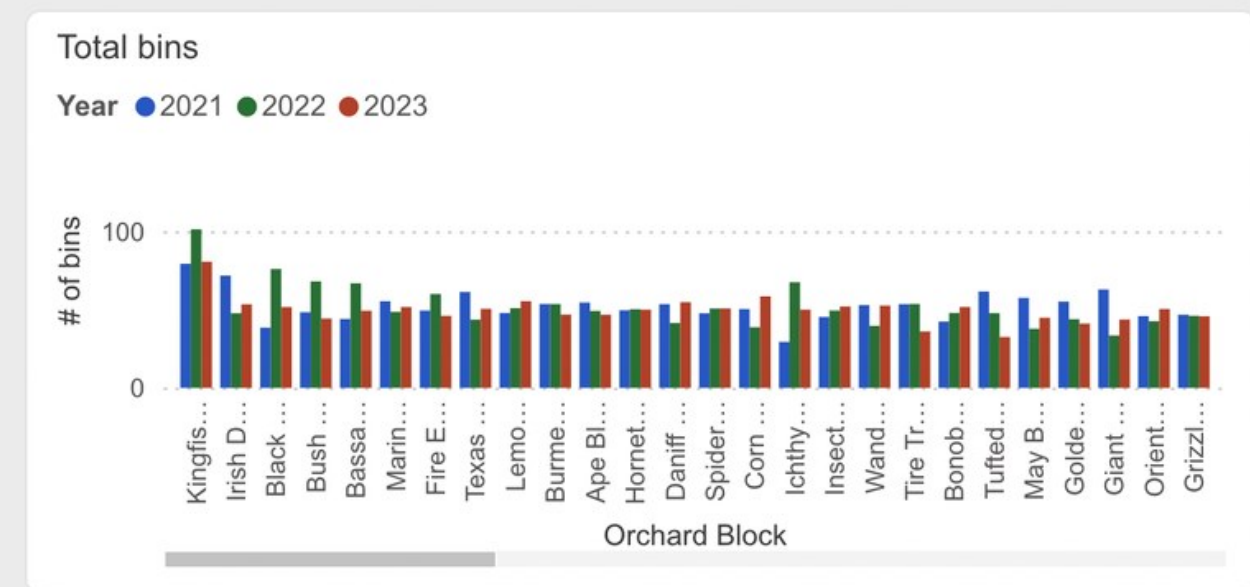
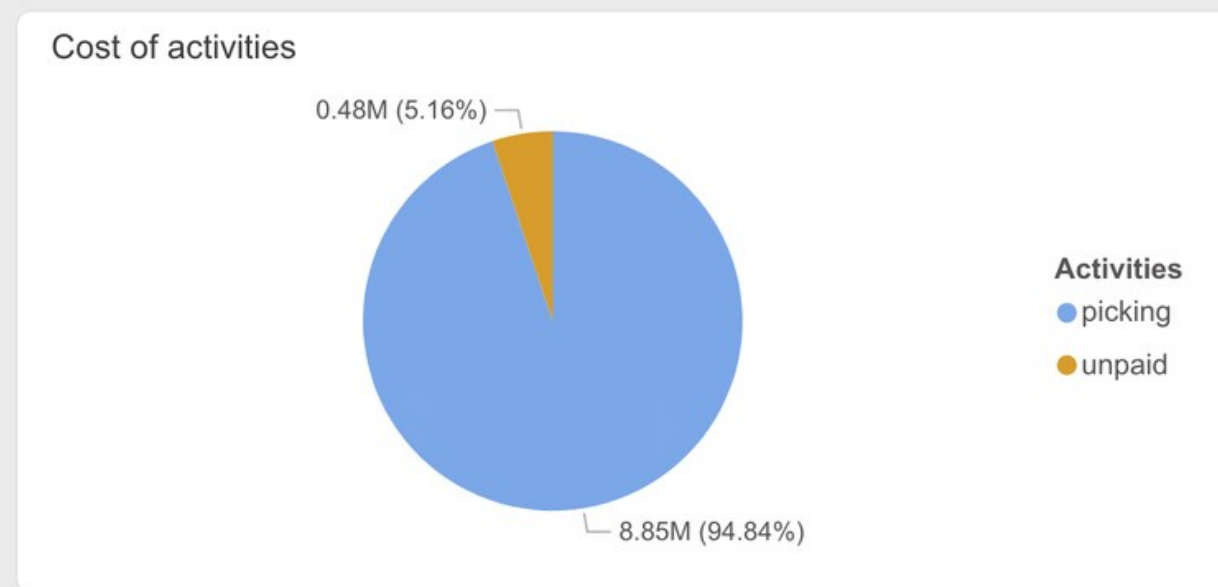
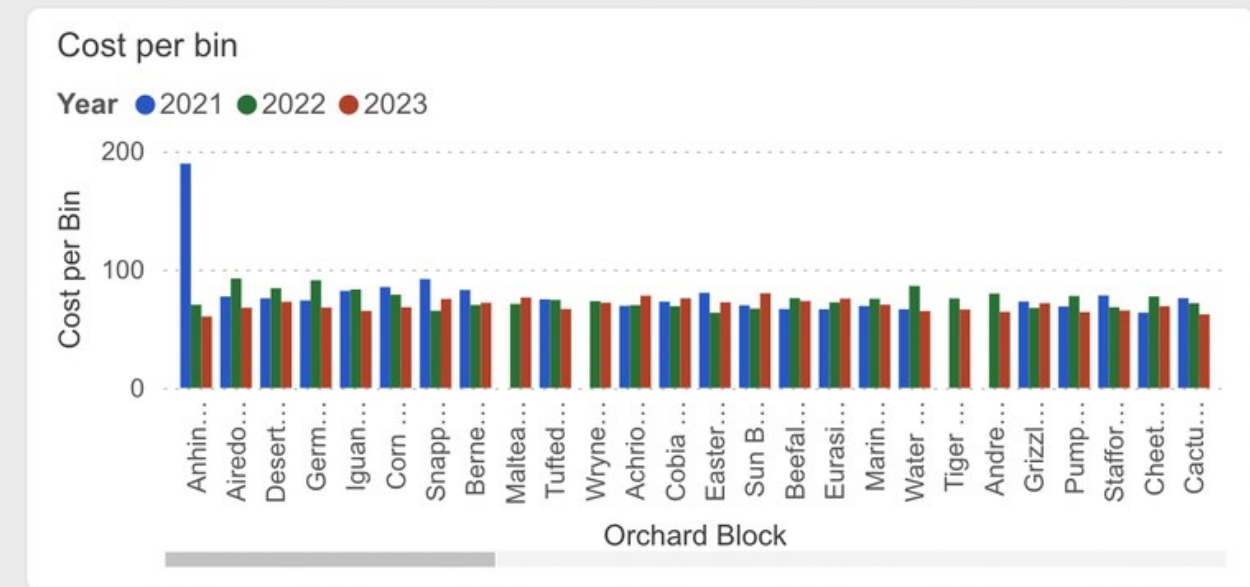
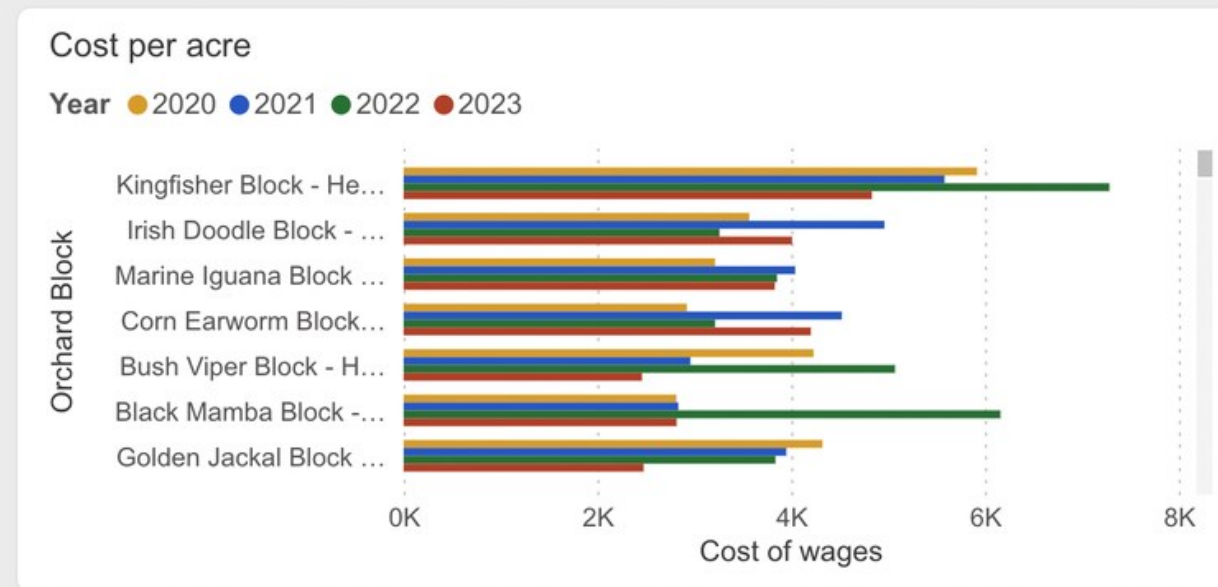


Data is made accessible through API to your preferred data analytics and visualisation tools

Integrate with your other farm data to get the full picture of your costs

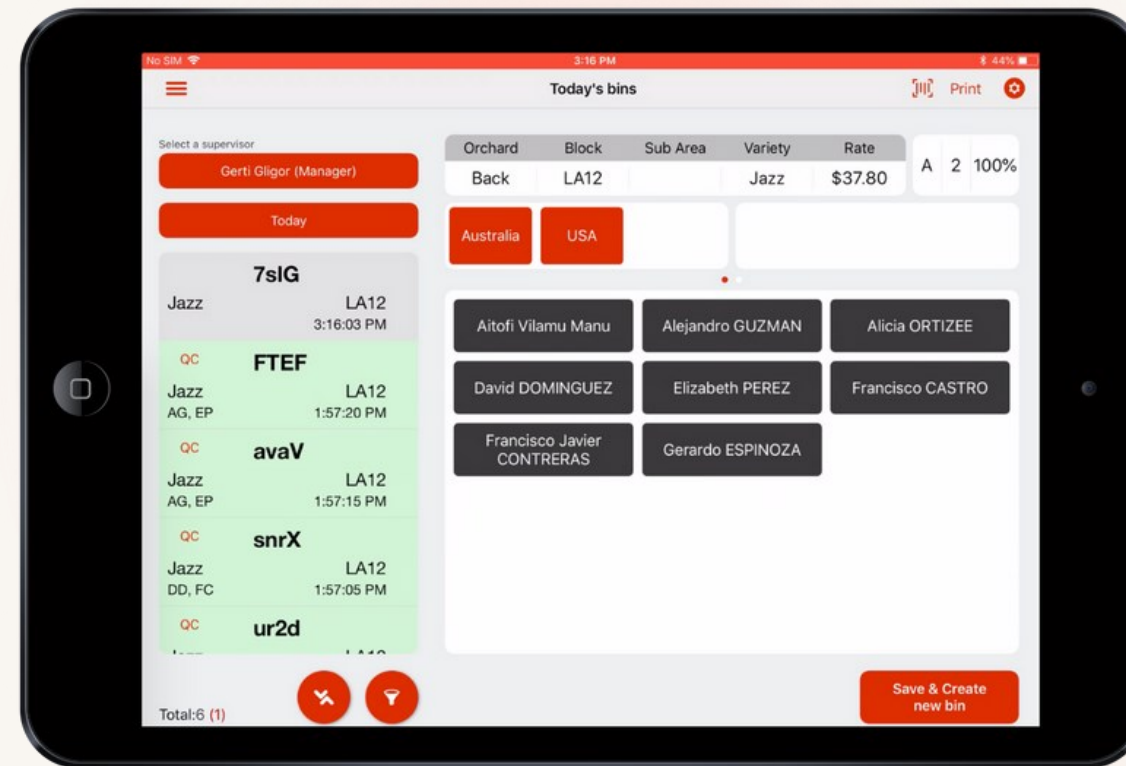
Ready to go dashboards, reporting and incentive models

Integrate sales data to unlock profitability by variety and block



Orchard & Labor Management

Harvest & Picking



Cost & Yield Reporting
(down to block level)

Trace your fruit right back
to where it was picked

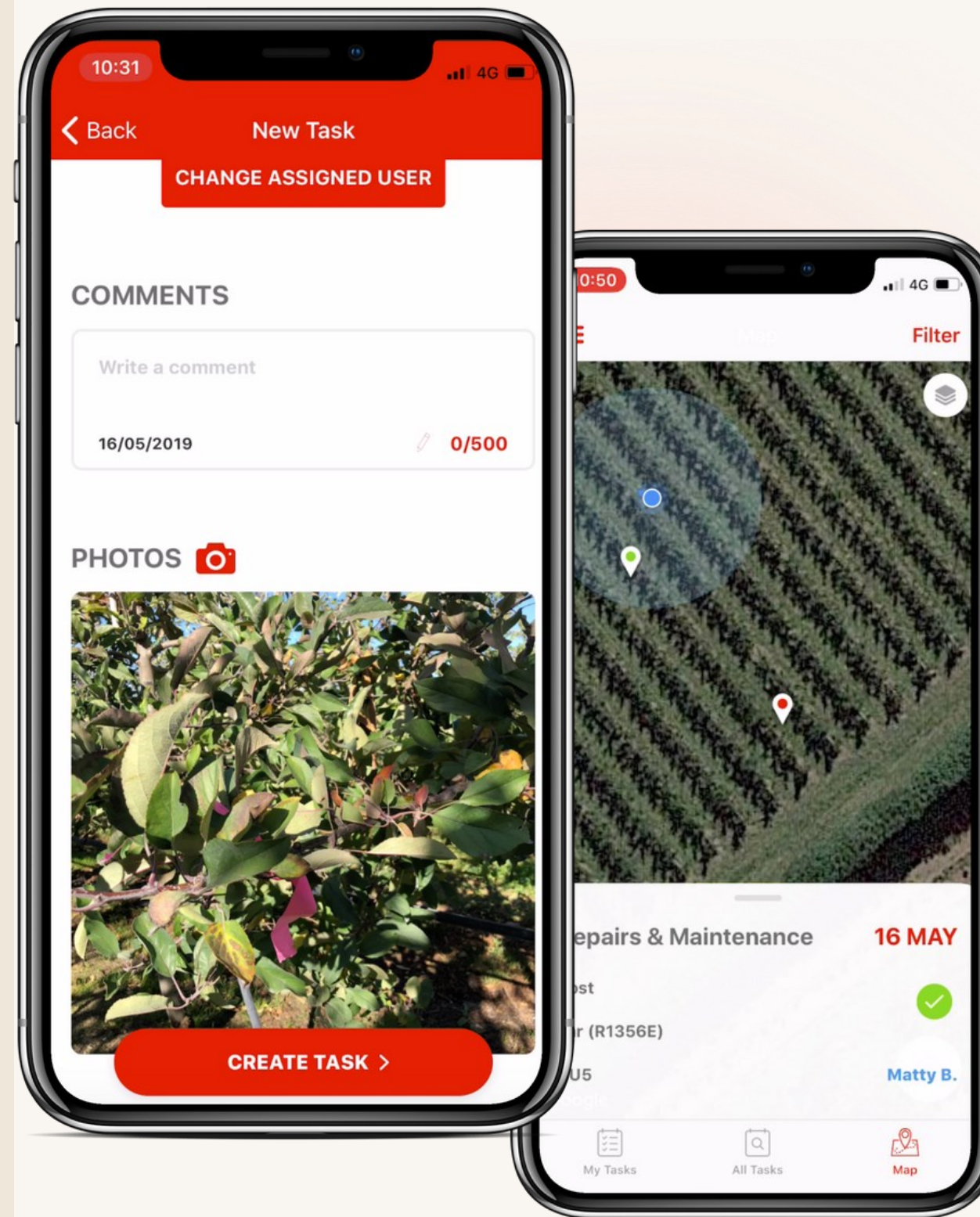


Print **waterproof bin tickets** in
the field in seconds, or **scan**
packhouse bin tickets, whichever
suits your process

Gain a **real time view of the**
harvest as it's happening in
the orchard with our heat
map technology

hectre.

Scout Task Management For Orchard



Plan orchards tasks from one place

Assign staff on the spot

GPS tag locations

Identify hazards for health & safety

Capture maintenance & repairs

Prevent loss

Spray

Streamline your agrichemical applications

Clear operator instructions
Easy plan sharing & duplication

Review your spray plan

Print 

[← Back](#)

[Confirm spray plan !\[\]\(e3f8612927870f2e0f9f5989e6dd3064_img.jpg\)](#)

• Ensure the area of your sub blocks has been set

In order for us to make accurate calculations, please make sure you have set the size of your sub blocks in your admin section



Total area

10ha

of tanks

5

Total volume

10000L

Chemical Mix

Product	Target	Active ingredient	PHI	Re-entry period	Product needed / Tank	Label Rate	Total Product needed
Captan	Black rot	Captan	14 days	2 hours	3200ml	160ml/100L	16,000ml
powder	Whatever	Something powdery	40 days	2 hours	6kg	3kg/ha	30kg

Personnel

Operator	License ID	Sprayer	Sprayer ID	Tank size
Michael Lillis	3820218	Cropliner 1	EPR111	2000L
Nevetha Mani	31213213	Cropliner 2	EPR2390	2000L
Waldo Theron	123213	Cropliner 3	EPR239	2000L

Spray Instructions

Mc Kinley (R4321) 

9.00, 21 Dec 23

Location for spray	Variety	Ha	Application rate	Total volume
All Blocks / All Sub Blocks	Gala	10.00	1000L/ha	10000L

hectre.

Value of Hectre

How our customers capture
value from Hectre



The Value of Hectre

A value driver tree to reveal where your gains come from

Value \$\$\$

Hectre Spectre

Reduce aged stock with accurate size, color, and CA room inventory data ensures more fruit is sold fresh, boosting revenue and minimizing waste

[See ROI scenario 1](#)

Get the best price for your fruit by improving forecasting and meeting sales commitments, avoiding urgent discounts on quality fruit caused by inaccurate planning

[See ROI scenario 2](#)

Take on more fulfillable orders with precise inventory insights, reducing wasted resources on orders you can't fulfill and maximizing profitability

[See ROI scenario 3](#)

Hectre Perform

Pick better fruit by giving your growers immediate feedback on size, color, and defects, increasing the % of higher quality fruit and boosting pack-out volumes and revenues

[See ROI scenario 4](#)

Hectre Spectre

Reduce repacking costs by avoiding misjudgments with accurate inventory, increasing profit margins and simplifying operations

[See ROI scenario 5](#)

Increase grader efficiency by optimizing sorting accuracy to the specific fruit, resulting in more fruit processed, reduced downtime, and maximized grader performance

[See ROI scenario 6](#)

Hectre Perform

Decrease cost per bin by having growers pick only high-value crops to meet packhouse specs, ensuring only quality fruit is processed, benefiting both packers and growers.

[See ROI scenario 7](#)

ROI scenario 1: Reduction of defect rates via lowering aged fruit provides virtually pure profit

SCENARIO

Due to aging, Royal Gala defects were increased by 5%. We assume 10% of fruit is considered “aged” and Hectre Top Down could have reduced this impact by 50%. We assume a price reduction of 0.50€ / KG when fruit is sold as processed compared to fresh.

SCENARIO VARIABLES:

- Bins Throughput: 30,739
- Total Production: 10M kg (325 kg per bin)
- Price Difference:
 - Average Process Price: € 0.20/kg
 - Fresh Market Price: € 0.70/kg
- Aged Fruit Impact:
 - 10% of production is aged (1M kg)
 - Defect rate increases by 5% for aged fruit, costing € 35.000 annually

ROI scenario 1: Reduction of defect rates via lowering aged fruit provides virtually pure profit

HECTRE IMPACT

- Reduction in Aged Stock: 50% (50,000 kg)
- Revenue Opportunity: **€17,500 in added revenue**

$f(x)$ Revenue Opportunity = (Reduction in Aged Stock × Total Production × Fresh Price) – (Aged Stock Percentage × Total Production × Defect Increase Rate × Process Price)

TOTAL
DEFECT COST

$$\begin{array}{ccccccccc} \mathbf{10\%} & \times & \mathbf{10M\ kg} & & \times & \mathbf{5\%} & \times & \mathbf{€0.70} & = & \mathbf{€35,000} \\ \text{AGED FRUIT} & & \text{TOTAL PRODUCTION} & & & \text{DEFECT INCREASE} & & \text{PER KG PRICE REDUCTION} & & \text{TOTAL DEFECT COST} \end{array}$$

OPPORTUNITY
SIZE WITH
HECTRE

$$\begin{array}{ccccccc} \mathbf{50\%} & \times & \mathbf{€\ 35,900} & = & \mathbf{€17,500} \\ \text{REDUCTION IN AGED STOCK} & & \text{TOTAL DEFECT COST} & & \text{REVENUE OPPORTUNITY} \end{array}$$

ROI scenario 2: Reducing discounted fruit sales

SCENARIO

It was discovered that the wrong CA room had been opened, containing less than half the fruit needed to fulfill a large order. To complete the order, another CA room was opened, leading to larger-sized fruit being sold at a discounted price to meet the deadline. Additionally, the remaining fruit from the first room, which was smaller in size, also needed to be sold quickly at a discounted price due to aging and developing defects.

SCENARIO VARIABLES:

- Total Bins Processed: 30,739
- Total Production: 10,000,000 kg (325 kg per bin)
- Reduced Price per kg: €0,50
- Achievable Fresh Market Price per kg: €0.70
- Occurrence of Discounting: 5% of production volume
- Discounted Volume: 500,000 kg (5% of total production)
- Current Revenue Loss from Discounting: €100,000

ROI scenario 2: Reducing discounted fruit sales

HECTRE IMPACT

- Hectre's Potential Impact on Reduction: 50%
- Revenue Opportunity with Hectre: **€50,000**

$f(x)$

- Revenue Loss = Discounted Volume \times (Achievable Price - Reduced Price)
- Revenue Gain with Hectre = Revenue Loss \times Potential Impact

REVENUE
LOSS

$$\begin{array}{ccccc} \mathbf{500,000\text{kg}} & \times & \mathbf{(\text{€}0,70 - 0,50)} & = & \mathbf{\text{€}100,000} \\ \text{DISCOUNTED VOLUME} & & \text{ACHIEVABLE PRICE - REDUCED PRICE} & & \text{REVENUE LOSS} \end{array}$$

OPPORTUNITY
SIZE WITH
HECTRE

$$\begin{array}{ccccc} \mathbf{50\%} & \times & \mathbf{\text{€}100,000} & = & \mathbf{\text{€}50,000} \\ \text{REDUCTION IN} & & \text{TOTAL DEFECT COST} & & \text{REVENUE OPPORTUNITY} \\ \text{AGED STOCK} & & & & \end{array}$$

Revenue scenario 3: Get additional revenue by reducing downtime and increasing grader efficiency

SCENARIO

This ROI scenario highlights how Hectre's Top Down reduces downtime and line stops, increasing grader efficiency. By minimizing daily stops and optimizing throughput, Hectre enables packers to process more fruit per day, generating additional revenue per day and significantly boosting seasonal revenue.

SCENARIO VARIABLES:

- Number of Bins Throughput = 30,739 bins
- Total Kgs Processed in a Season = 10,000,000 kg
- Busy Days in a Season = 300 days
- Kgs Processed per Day = 33,500 kg
- Line Stops per Day (before Hectre) = 2 stops
- Duration of Stops = 0.5 hours per stop
- Working Hours per Day = 16 hours
- Inefficiency Rate (before Hectre) = 6.25%
- Reduction in Stops by Hectre = 75%
- Efficiency Gained with Hectre = 4.69%
- Additional Processing Output per Day with Hectre = 1,289 kg
- Process Cost Packers Can Charge Growers = € 0.20 per kg

Revenue scenario 3: Get additional revenue by reducing downtime and increasing grader efficiency

HECTRE IMPACT

- Additional Revenue per Day with Hectre = € 314,23
- Additional Revenue per Harvest = **€94,269**

$f(x)$ Daily Efficiency Gain (kgs) with Hectre:
Additional Processing Output per Day = Kgs Processed per Day × Efficiency Gained with Hectre = $33,500 \times 4.69\% = 1,571$ kg per day

Additional Revenue per Day = Additional Processing Output per Day × Process Cost = $1,571 \times 0,20 = 314,23$

**ADDITIONAL
REVENUE PER
HARVEST**

€314,23 × **300** = **€94,269**

ADDITIONAL REVENUE PER DAY DAYS IN SEASON REVENUE OPPORTUNITY



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Thank

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you