

ANDREW WALSH | TERRA DURA LANDSCAPES | BLACKLAND
SUPPLY CO

TECH TRENDS INFLUENCING THE LANDSCAPE INDUSTRY



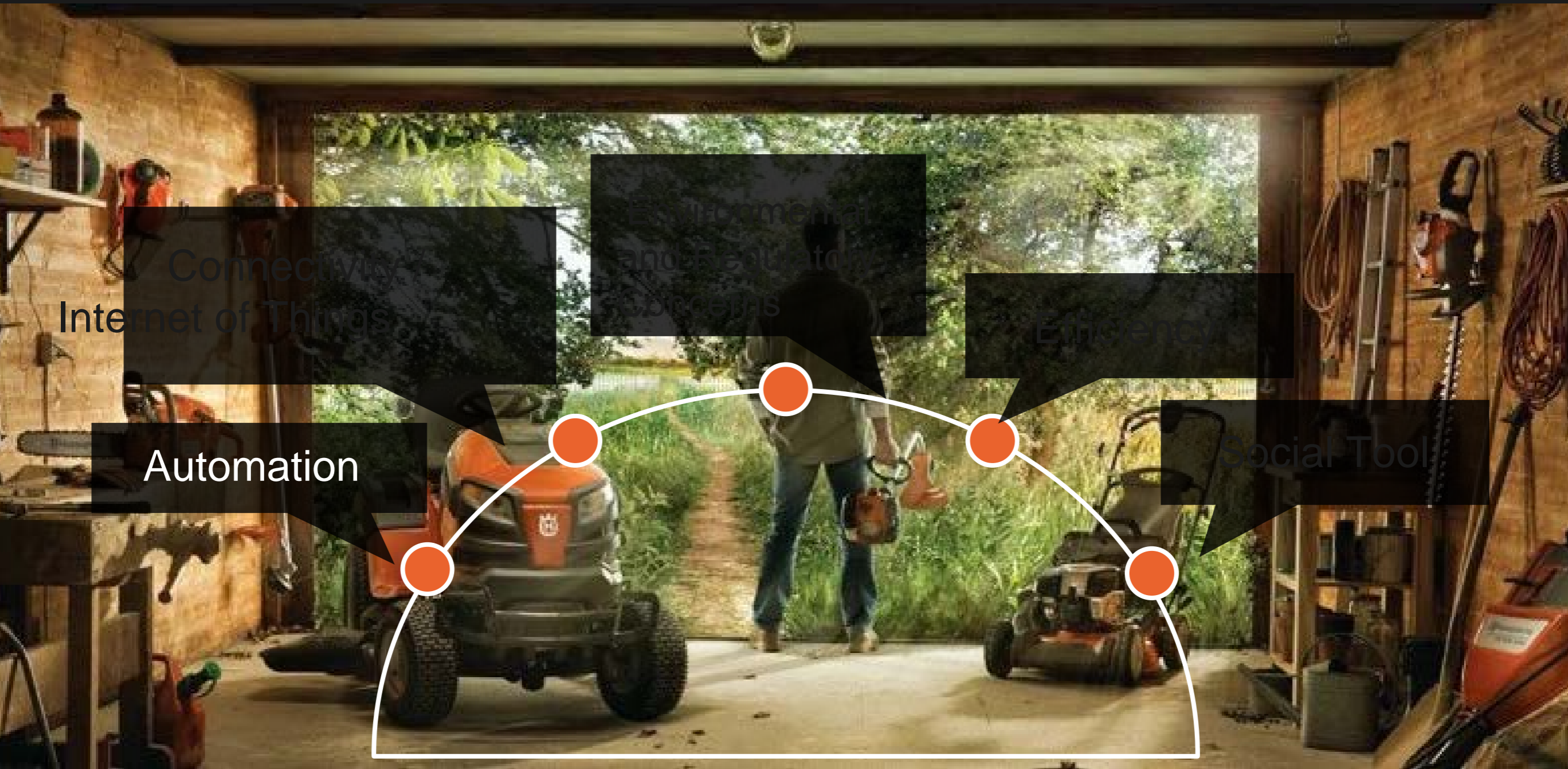
NETFLIX



UBER



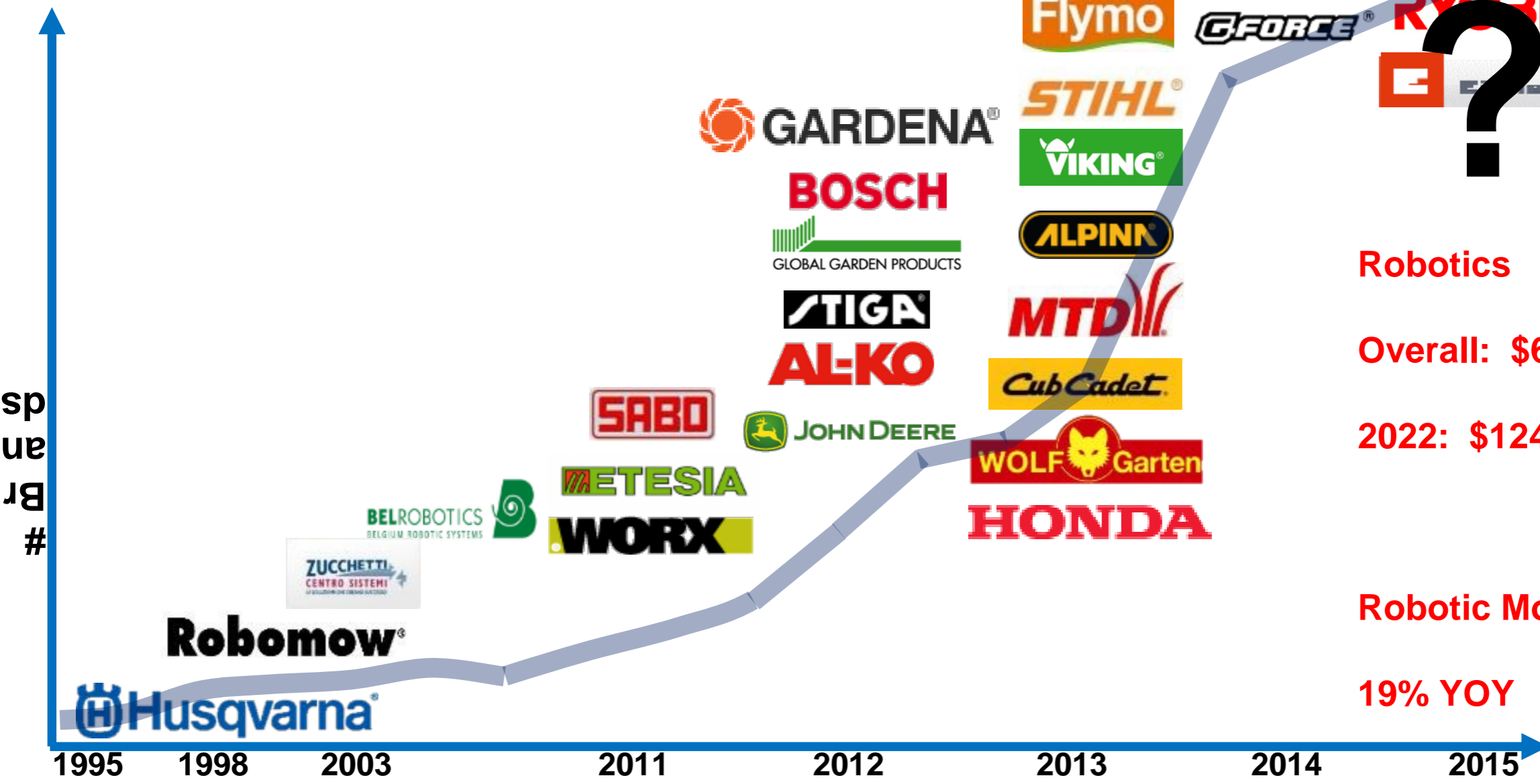
TRENDS INFLUENCING THE INDUSTRY



ROBOTIC MOWERS



Commercialization



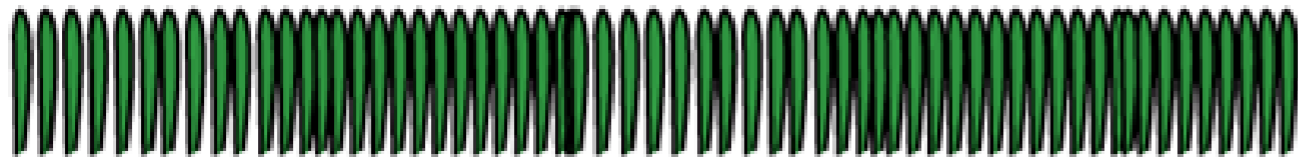
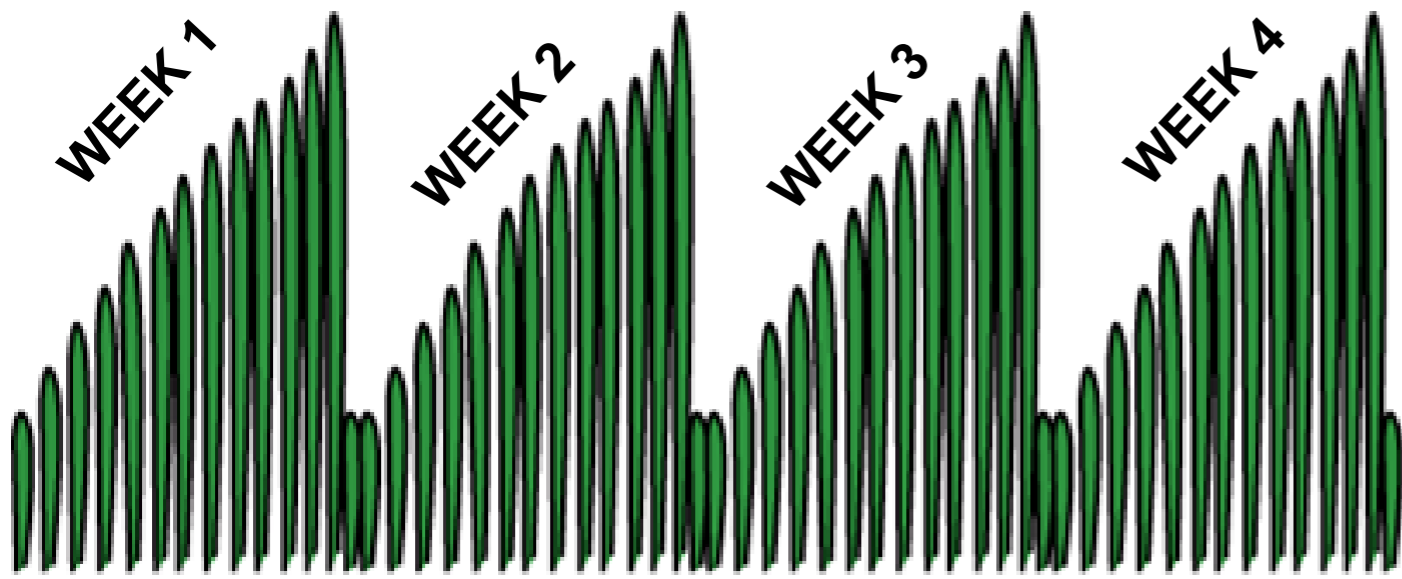
Robotics

Overall: \$64B

2022: \$124B

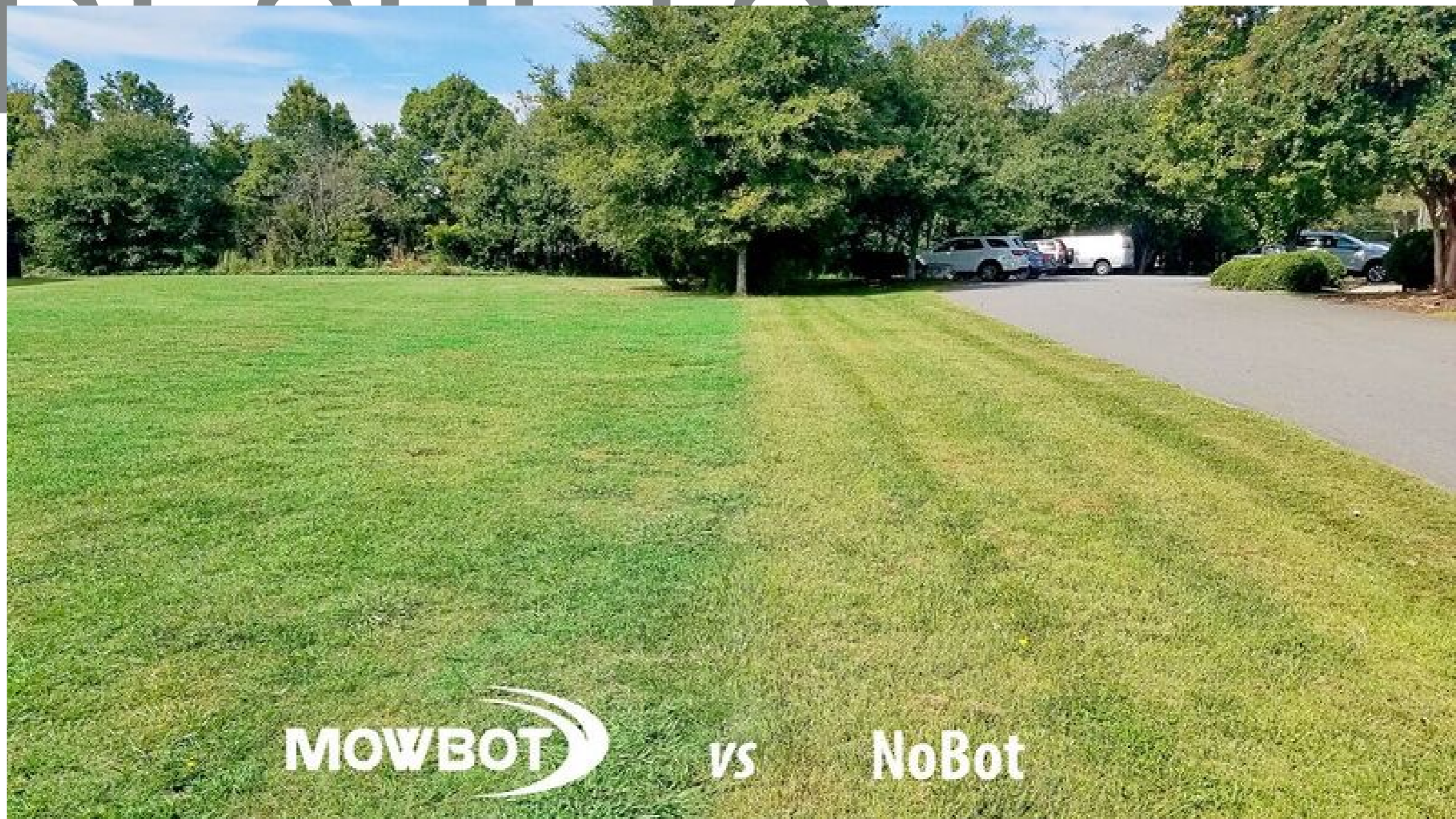
Robotic Mowers

19% YOY



ROBOTIC

RESEARCH



MOWBOT 

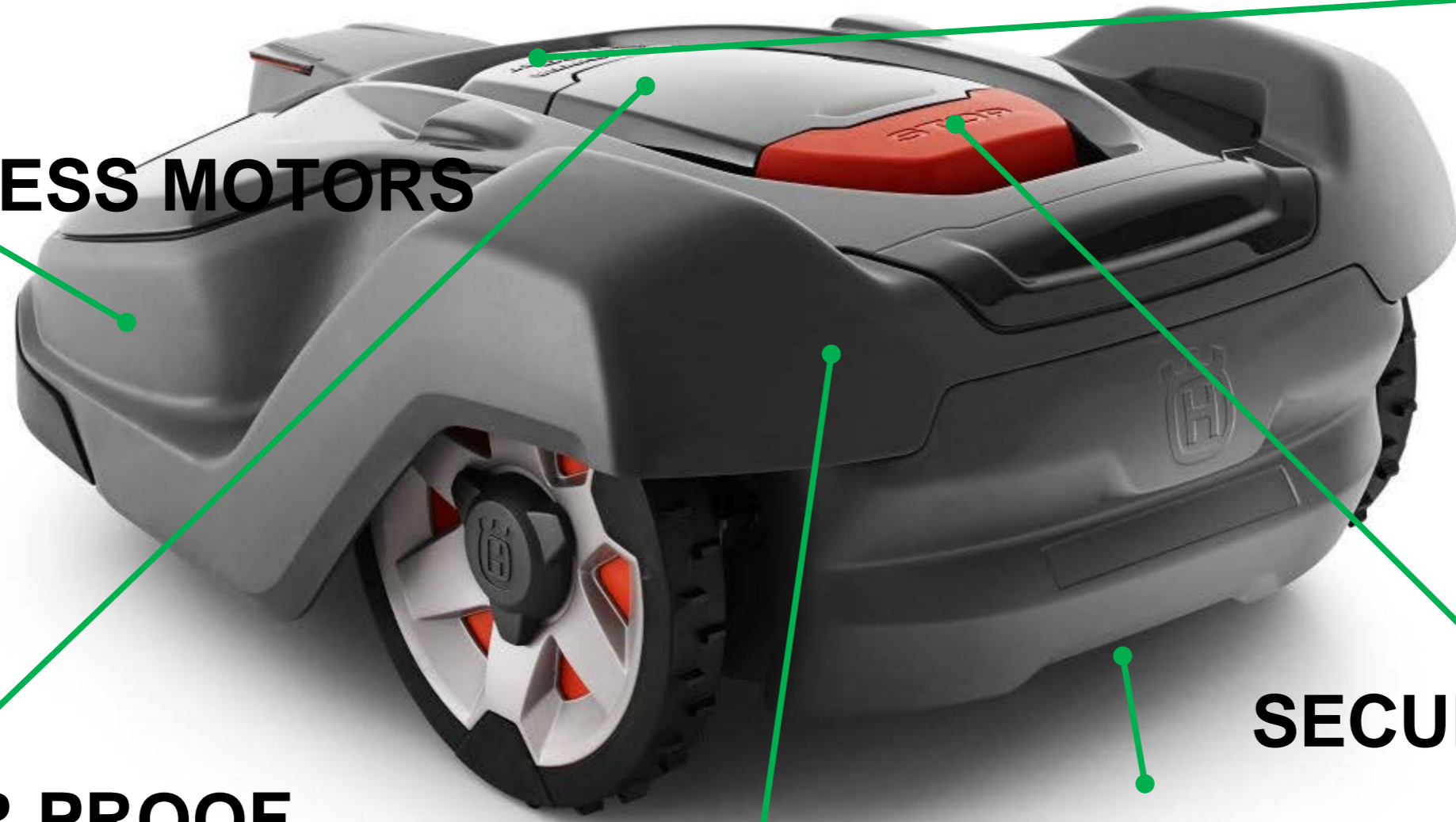
vs

NoBot

AUTOMOWER 450X

BRUSHLESS MOTORS

GPS



WEATHER PROOF

SECURITY

SAFE CUTTING BLADES

DUAL Li-ION BATTERIES

THE CONCEPT

HOW IT WORKS!

PRINCIPLE FUNCTION

- Unattended mowing.
- Mow little but efficiently and frequently.
- Good performance even in wet weather.

GUIDE WIRE

BOUNDARY WIRE

COLLISION AND LIFT SENSORS

Collision and lift sensors increases safety. When the mower runs in to an object it will reverse, turn and choose another direction. If it is lifted the blade and mower will stop immediately.

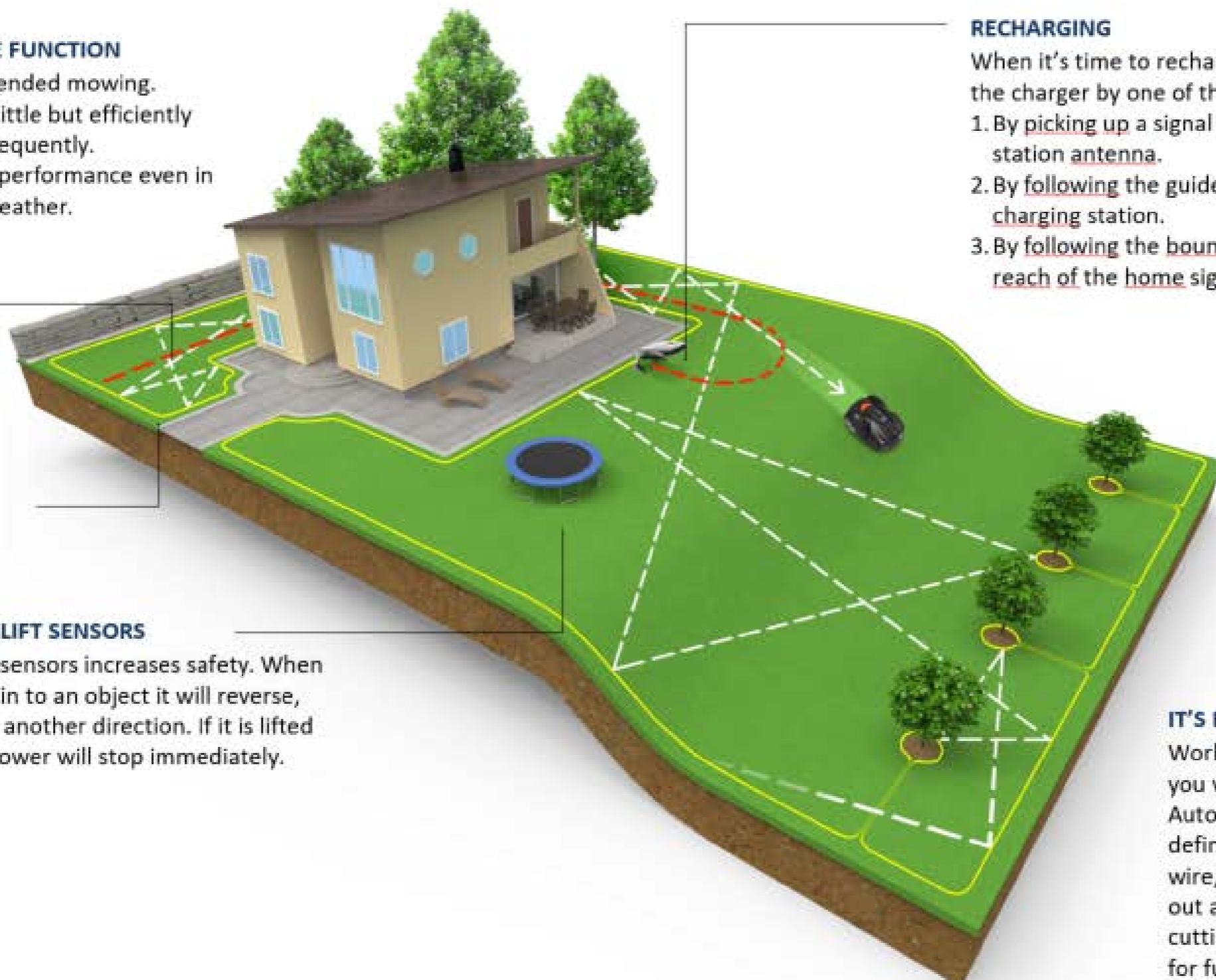
RECHARGING

When it's time to recharge, the mower finds the charger by one of three methods.

1. By picking up a signal from the charge station antenna.
2. By following the guide wire back to the charging station.
3. By following the boundary until within reach of the home signal.

IT'S EASY TO SET UP

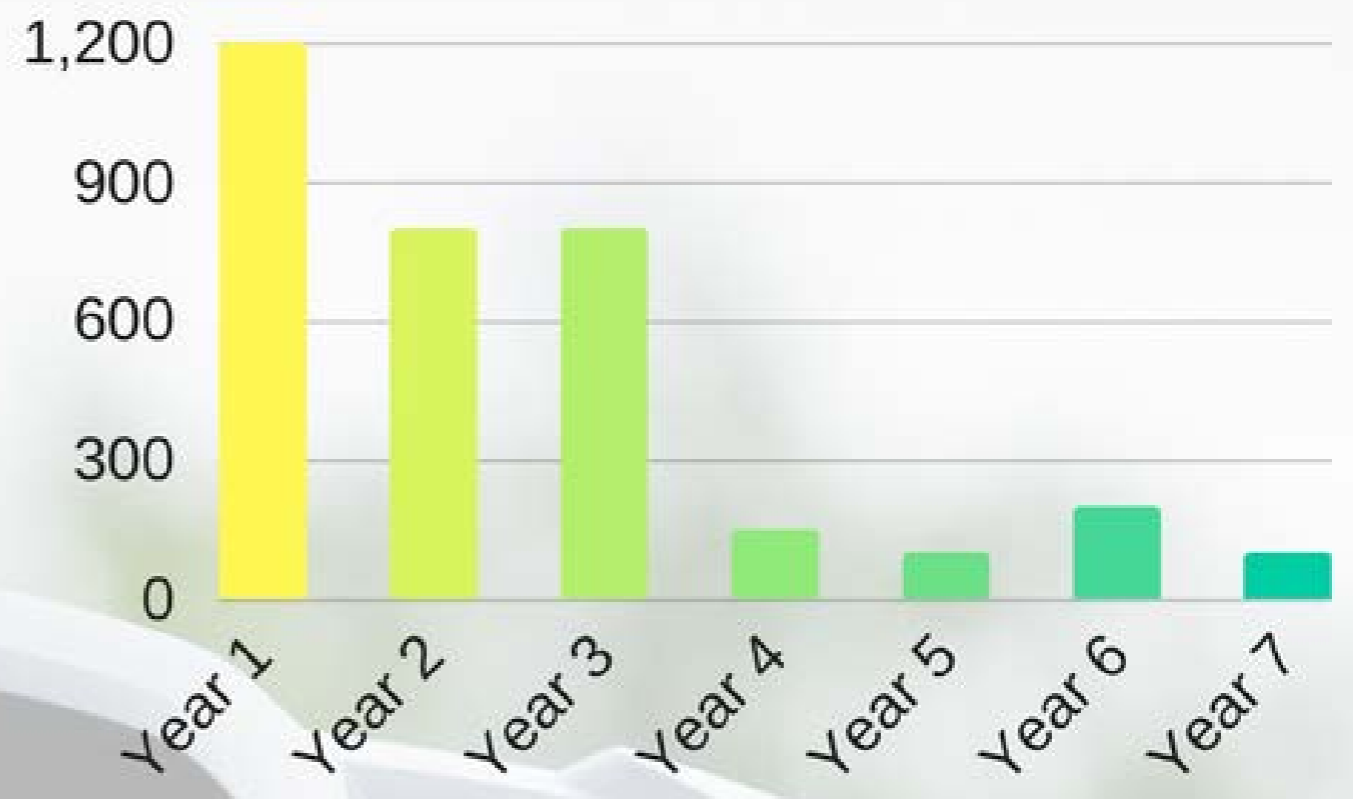
Working area and areas you want the Husqvarna Automower® to avoid is defined by a boundary wire, which is easily laid out around the desired cutting area. See page 21 for further information on installations.



COST OF AUTOMOWER OVER 7 YEARS

With a 3 year payment plan on the Automower and estimated service cost included.

Automower does not miss a mow due to weather or personal issues.



COST OF LAWN CARE COMPANY OVER 7 YEARS

Service plan for Bi-weekly lawn care at \$45 every other week.

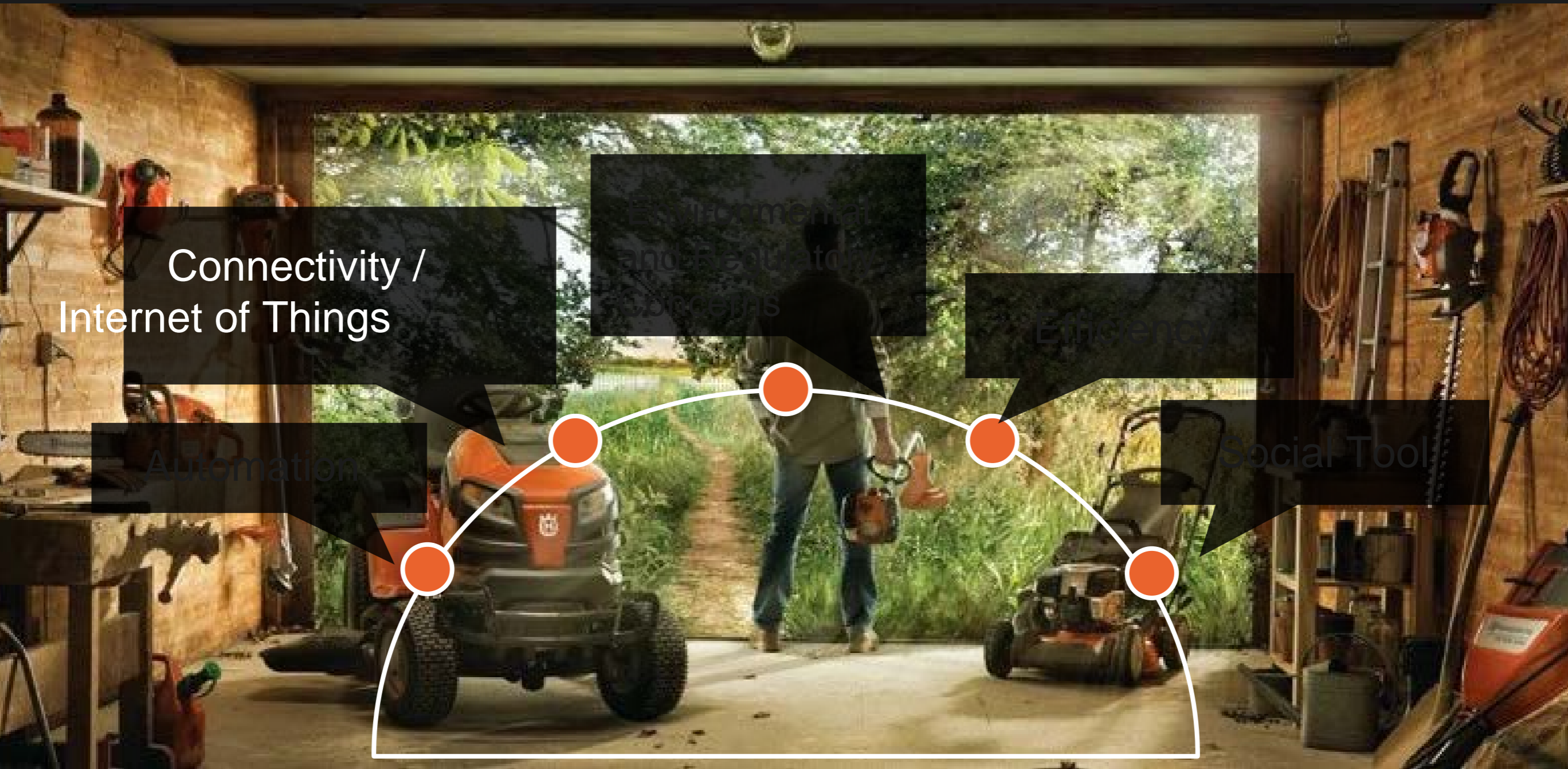
Consider noise, missed mows, and security issues.



OTHER ROBOTIC EQUIPMENT COMING...



TRENDS INFLUENCING THE INDUSTRY



Connectivity /
Internet of Things

Automation

Environmental
and Safety
Sensors

Ergonomics

Social Tools



Water Savings

Connectivity

Weather Station

Remote Control

Soil Sensors

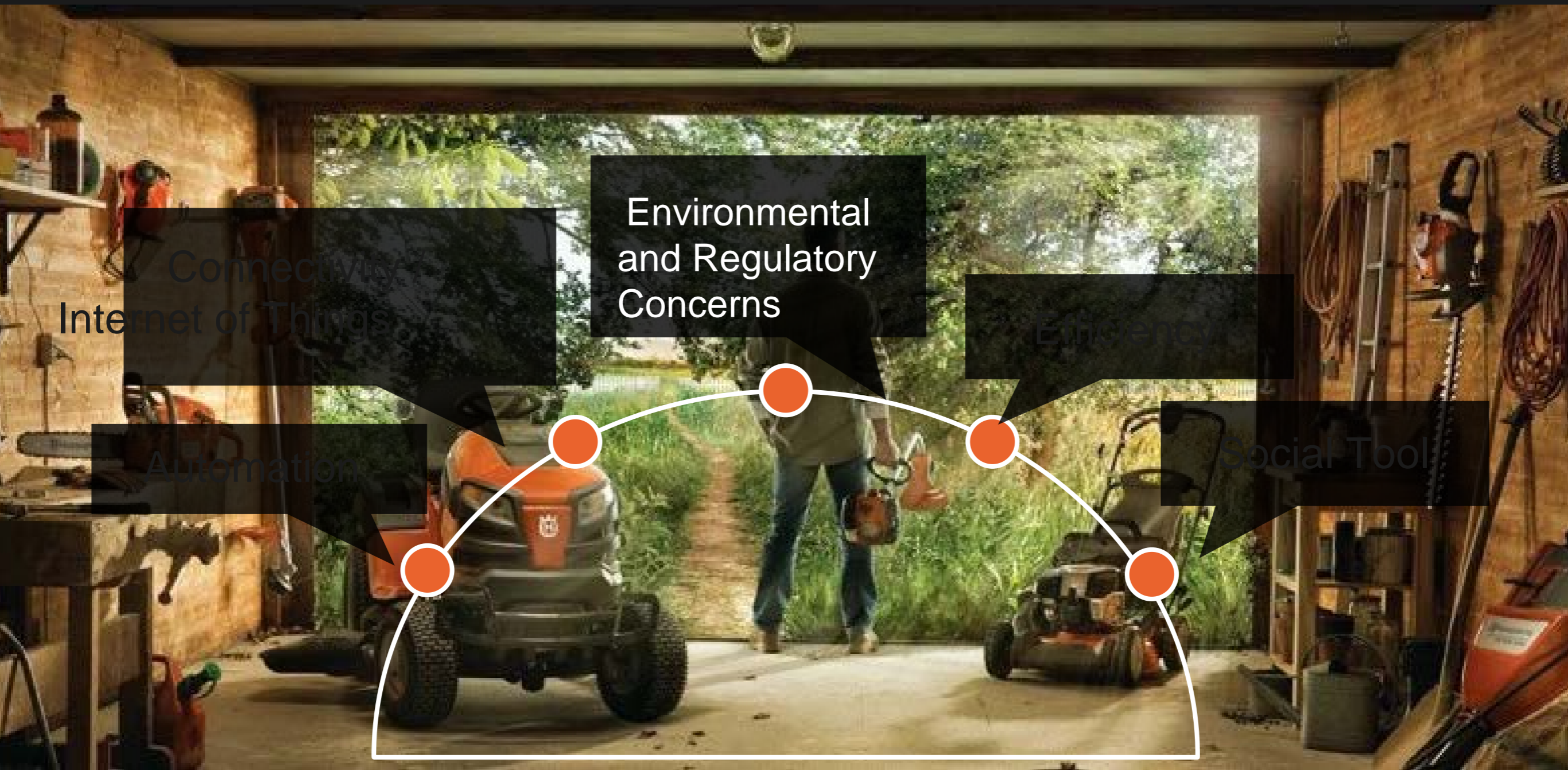
Flow Meters

Notifications





TRENDS INFLUENCING THE INDUSTRY



Connectivity
Internet of Things

Environmental
and Regulatory
Concerns

Efficiency

Automation

Social Tools



88%



12%

GAS VS. BATTERY



536LiHD60X

\$ 730 (with battery and charger)

\$ 470 (w/o battery and charger)



\$ 0.06 per
charge*

1 battery = 1 tank

1800
re-charges / re-fueling

\$ 0.92
per fueling**

226HD60s

\$ 500



+



+



saving
\$ 1309



+



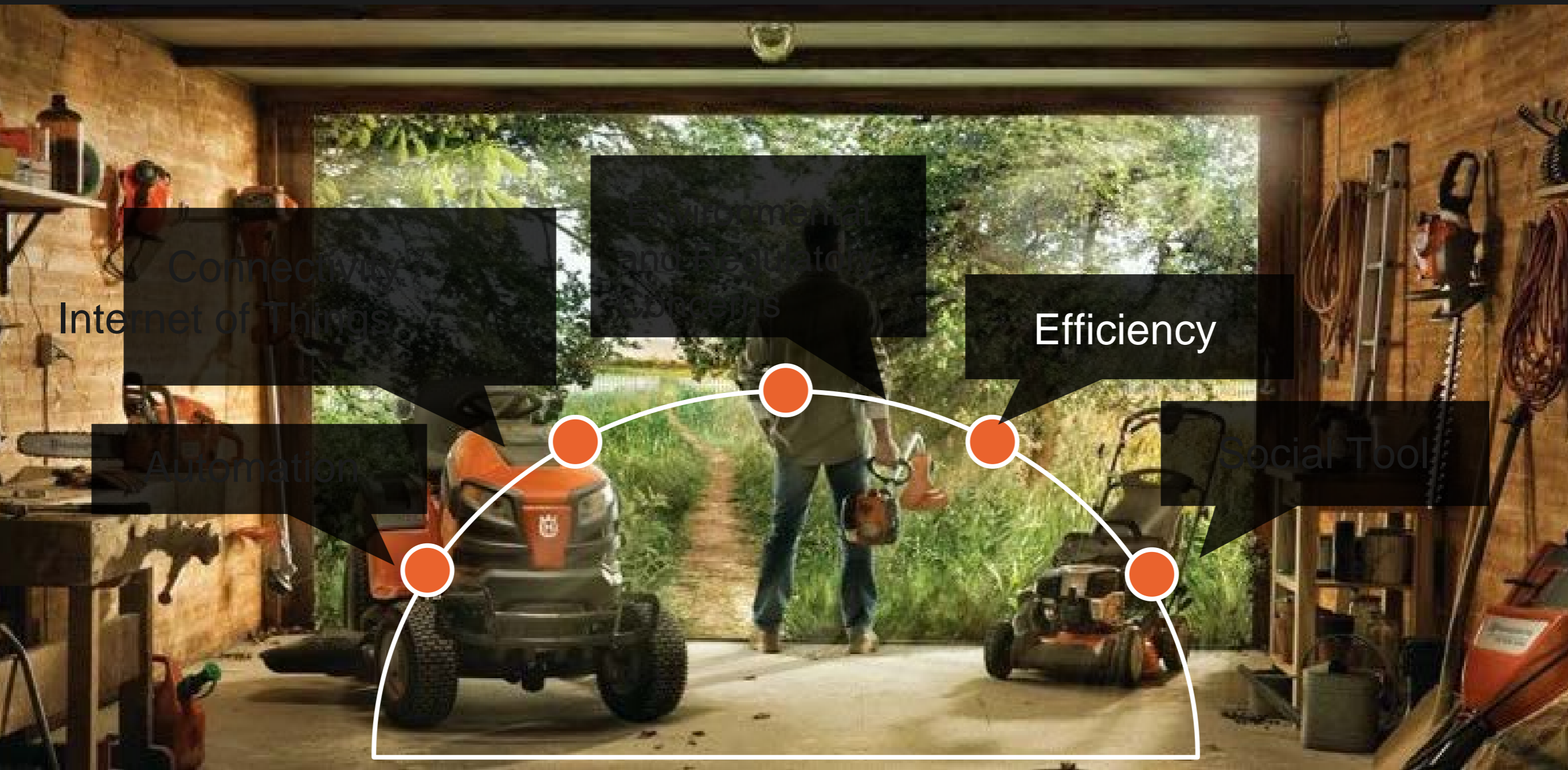
+



= \$ 838 (\$730 +
\$108)

= \$ 2147 (\$500 + \$846 +
\$801)

TRENDS INFLUENCING THE INDUSTRY





Location

Run Times

Engine

Diagnostic

Maintenance

Mobile App

Plus More



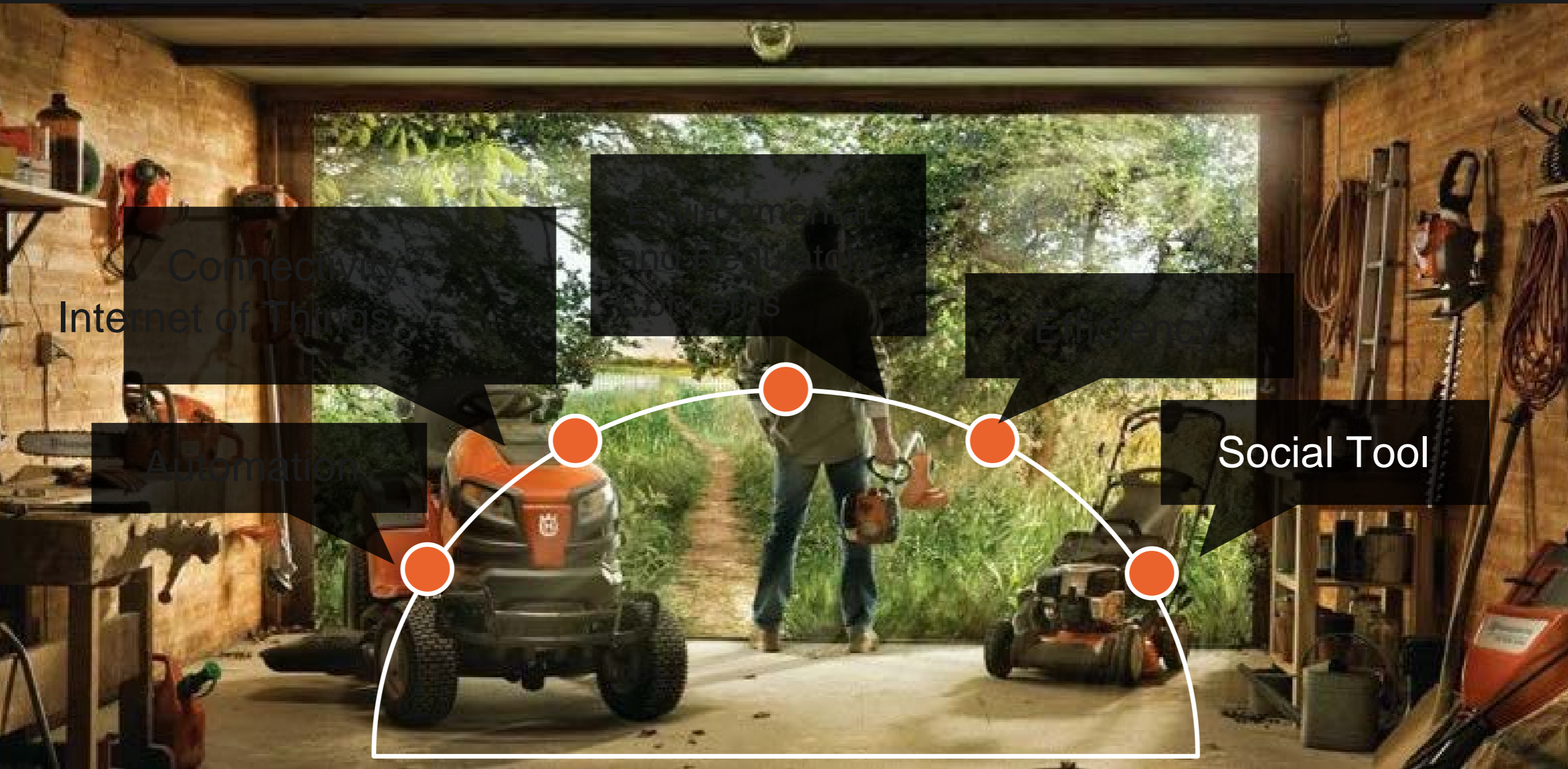
FIELD SERVICES ONLINE TOOLS



COCONSTRUCTTM
coordinate + communicate + control

Service **Autopilot**TM

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