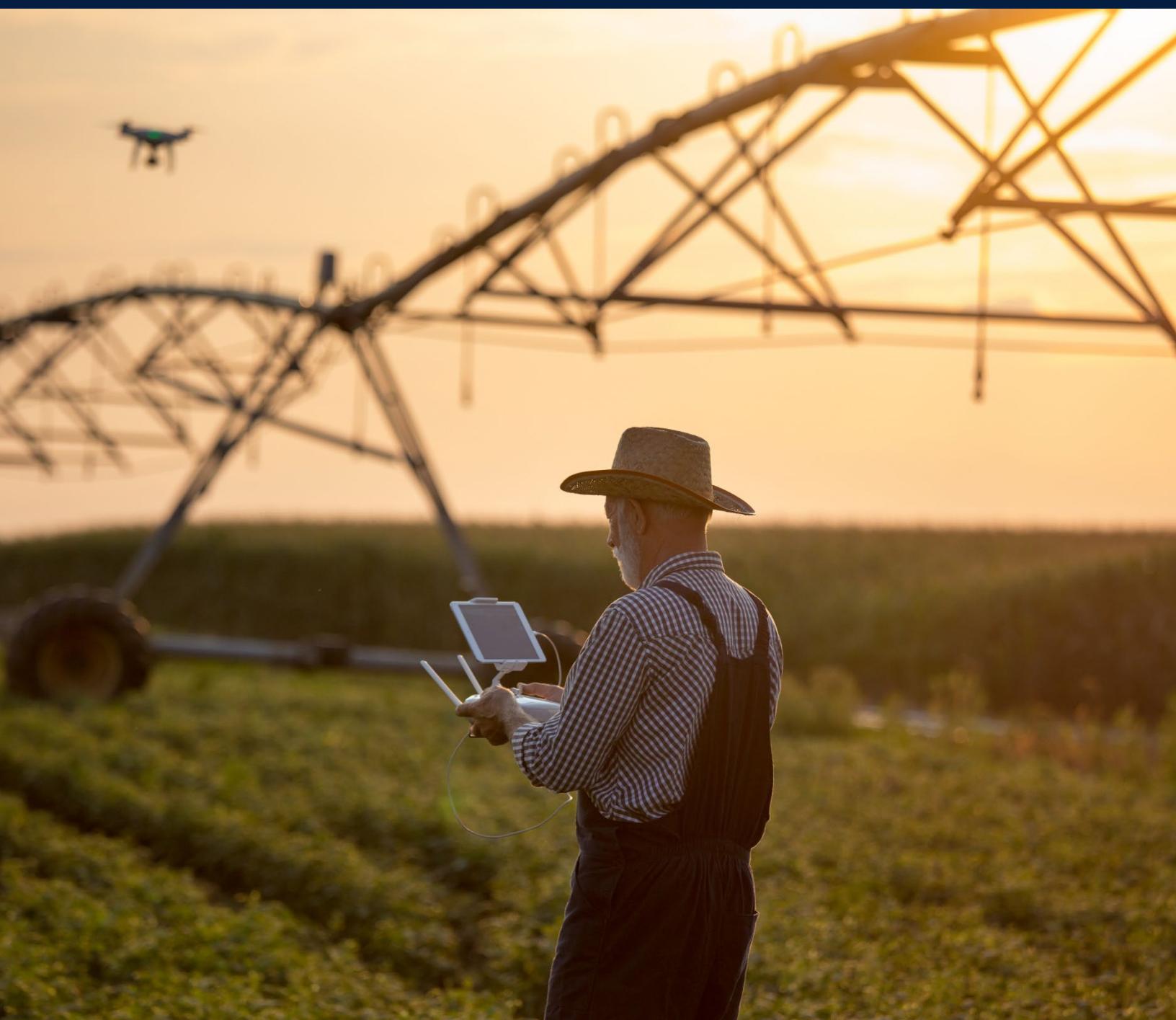


# AGTECH M&A VOLUME IS UP AS BUYERS SEEK TO EXPAND PRODUCT AND TECHNOLOGY OFFERINGS

AGRICULTURE TECHNOLOGY SECTOR UPDATE | FEBRUARY 2026



CAPSTONE  
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## Agriculture Technology

# AgTech M&A Volume Is Up as Buyers Seek to Expand Product and Technology Offerings

## KEY SECTOR TAKEAWAYS

Capstone Partners' Agriculture Investment Banking Group is pleased to share its Agriculture Technology (AgTech) report. Falling crop prices, rising input costs, and prolonged interest rate pressures weakened the farm-level spending power needed for capital-intensive technology and equipment purchases throughout 2025. While these pressures weighed on end market demand and balance sheet health, buyers used the downturn to ramp up consolidation activity and bolster product offerings. Targets with advanced capabilities, particularly in areas experiencing rapid technological development like artificial intelligence (AI) and robotics, were a key area of interest for AgTech acquirers. Headwinds are expected to continue driving acquirers towards acquisitions of scalable AgTech startups with solutions that have effectively demonstrated go-to-market feasibility and tangible farm-level benefits such as cost savings, enhanced yields, and operational efficiencies. Several key takeaways are outlined below.

1. In 2025, AgTech merger and acquisition (M&A) activity grew 4.3% year-over-year (YOY) as sector participants ramped up consolidation activity to expand portfolio offerings.
2. Companies offering precision AgTech solutions that address long-term challenges like sustainability and food security continued to attract interest from farmers, buyers, and growth capital investors due to their demonstrable financial value proposition.
3. A flight to quality in the AgTech sector lifted total equity capital invested, rising 51.6% YOY despite steady transaction activity.
4. Increased focus on company-level climate and energy goals propped up Carbon Credit markets in 2025, a trend that in turn helped fuel innovation and investments in carbon sequestration technologies for agricultural applications.
5. Despite the high-cost barriers to entry for controlled environment agriculture operations (CEA), factors like population growth, food scarcity demands, and the environmental impacts associated with field-based agricultural production helped support continued long-term investor interest and growth within the segment.
6. Gradual improvements across the Agriculture economy will likely further propel sector M&A, particularly as ongoing AgTech adoption continues to improve the health and sustainability of farming operations.

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## GROWTH CONTINUES DESPITE PERSISTENT ADOPTION HEADWINDS

AgTech adoption and sector growth were constrained in 2025 by falling commodity crop prices, rising input costs, and prolonged interest rate pressures. These factors continued to weaken end market farm demand while eroding the spending power needed for capital-intensive technology and equipment purchases. Moreover, machinery costs ballooned—with select tractor costs rising 31.7% from 2021 to 2023 and an additional 2.7% increase through year-end 2025, according to a 2025 September Farmdoc article.<sup>1</sup> The majority (55%) of growers cite the resulting strains on farm net income as the main factor preventing their adoption of precision tools and 52% of producers plan to reduce farm machinery purchases in the next twelve-months (NTM), according to two 2025 Purdue survey reports.<sup>2,3</sup> The whipsaw of margin strains and rising AgTech costs has been challenging for smaller-scale farms that do not benefit from the same cost per acre savings that growers with more than 3,000 acres receive, according to the Farmdoc article.

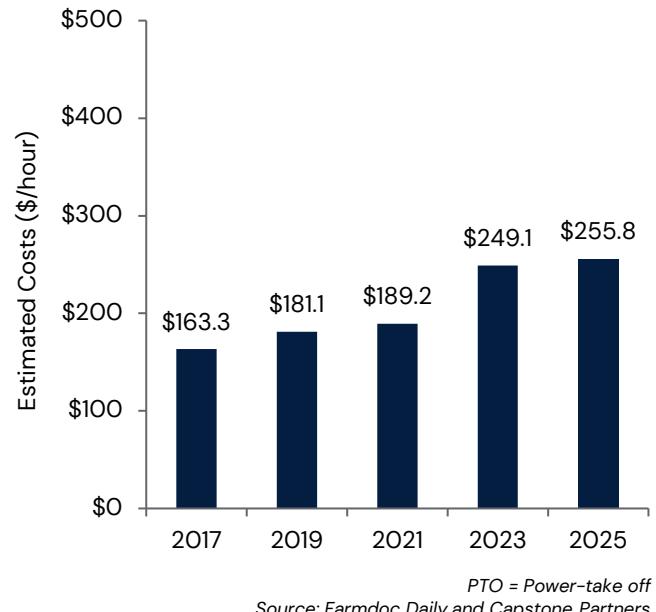
To mitigate the revenue impacts of demand weakness, established manufacturers slowed production output while promoting more cost-effective, used equipment and upgrade packages with attractive customer incentives. In contrast, AgTech startup revenues were pressured by limited go-to-market capabilities, long research and development (R&D) timelines, and reliance on customer adoption to prompt growth.

Despite these challenges, ongoing technology advancements in AI, automation, and robotics led to modest AgTech adoption and sector growth in 2025. Next generation products that can help address solutions to systemic challenges—such as climate change and food security—while providing farmers with clear financial benefits and operational efficiencies continued to stimulate farmer adoption interest. Since 2000, the use of precision agriculture technologies has added \$118,000 per 1,000 acres in annual economic value and boosted crop yields by 5% annually, according to an August 2025 Association of Equipment Manufacturers (AEM) research report.<sup>4</sup> As a result, sector M&A and equity financing has started to rebound as acquirers and investors alike have looked to capitalize on rapid technological development to expand existing capabilities and to invest in potentially market leading solutions. Capstone expects this momentum to continue accelerating, particularly as interest and inflation rates drop.



**Jerry Sturgill,**  
Managing Director  
Head of Agriculture

### Estimated Costs for a PTO 310 Horsepower Tractor Surge in Past Five Years



PTO = Power-take off

Source: Farmdoc Daily and Capstone Partners

*"Smart AgTech systems help farmers do more with fewer inputs and greater precision. That said, AgTech adoption rates remain challenged but are picking up with larger and younger operations leading the way. More broadly, adoption rates should continue to improve as financing conditions normalize and Agricultural markets stabilize. That is why we expect a corresponding acceleration in AgTech M&A deal activity with growing private equity involvement and targeted investments in precision and sustainability technologies."*



## FARMERS SEE OPERATIONAL EFFICIENCIES FROM PRECISION AGTECH

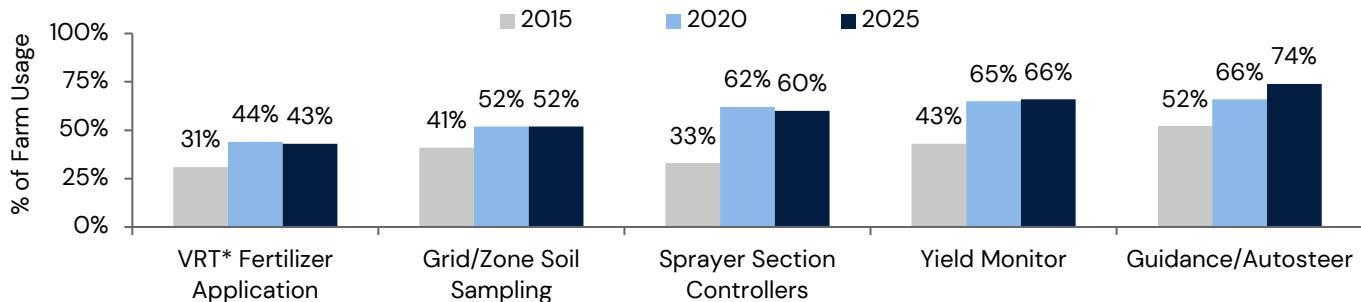
Precision agriculture, or the use of tools and technologies for monitoring and managing crop growth variability, has grown in popularity as farmers have looked for ways to enhance yields and improve operational efficiency. As these new and advanced technologies continue to develop and reach maturity, precision AgTech adoption will likely accelerate as it becomes more widely available and more cost-effective at scale.

### Farmer Motivation for AgTech Adoption:

A 2024 survey of growers identified the top functional and emotional needs leading to farmer adoption of AgTech Solutions, according to a Boston Consulting Group report.<sup>5</sup> These include:

- Functional Needs: improved revenue, reliability, and lower operating costs.
- Emotional Needs: saving time from busy work, feeling like a better steward of the soil, and having a greater sense of control.

### Precision AgTech Adoption Rates Expand Since 2015



\*Encompasses use of Variable Rate Technologies (VRT) for fertilizer application  
Source: 2025 CropLife-Purdue Precision Agriculture Dealership Survey and Capstone Partners

### Benefits of Precision Farming

#### Economic Impact



**\$118 per acre,**  
the estimated annual economic value realized through the adoption of precision agriculture tools and technologies.

#### Herbicide Savings



**9% less herbicide used,**  
an estimated \$12 per acre of cost savings

#### Fertilizer Savings



**8% less fertilizer used,**  
an estimated \$20 per acre of cost savings

#### Fuel Savings



**7% less fuel used,**  
an estimated \$4 per acre of cost savings

#### Water Savings



**5% less water used,**  
an estimated \$16 per acre of cost savings

#### Boosted Yields



**5% crop yield increase,**  
an estimated \$66 per acre of added revenue

Source: Association of Equipment Manufacturers (AEM) and Capstone Partners



## AGTECH M&A BEGINS TO RECOVER, VALUATIONS COMPRESS

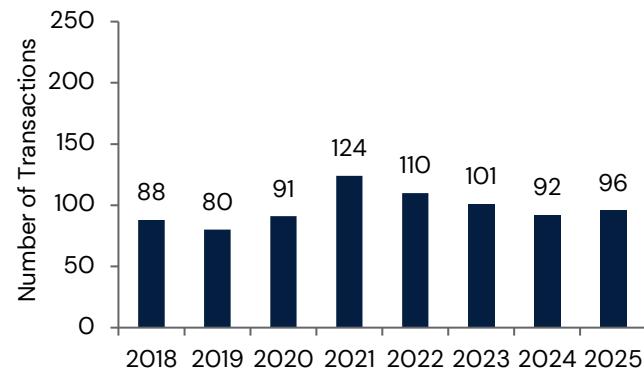
While headwinds to end market farm demand intensified, sector participants used the downturn to ramp up consolidation activity and bolster product offerings. AgTech M&A volume grew 4.3% YOY to 96 transactions announced or closed in 2025. Most of this M&A activity targeted the businesses operating in the Equipment & Automation (37.5%), Precision Farming (22.9%), and Data & Analytics (21.9%) segments. This growth is reflective of buyer efforts to bolster existing portfolios by acquiring advanced capabilities in areas such as AI and automation, a trend that Capstone expects will continue.

Strategic buyers led M&A gains across the AgTech sector, with deal volume up 7.8% YOY. Both public and private buyers accelerated consolidation activity as they looked to expand offerings via targets with synergistic solutions that are balance-sheet accretive. Public strategic M&A increased by four deals YOY, while private buyers added one new deal in the same period.

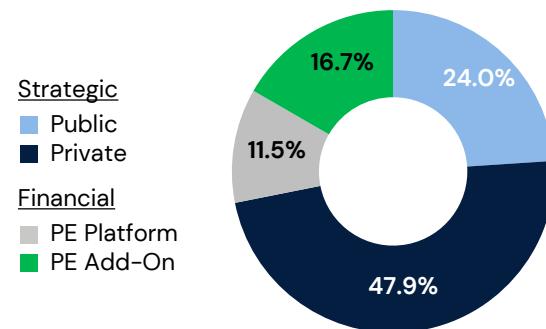
Leveraging a similar inorganic growth strategy to bolster product offerings, private equity (PE) add-on acquisitions also expanded, gaining one deal YOY in 2025. In contrast, weak end market demand amid ongoing farm-level margin pressure dissuaded many PE firms from exploring new platform formations in the space until industry conditions improve. Consequently, the sector recorded two less PE platform deals YOY in 2025. However, interest rate cuts in 2025 are expected to have the complementary effects of stimulating farmer demand and reducing borrowing costs for potential buyers.

Meanwhile, valuation multiples have remained compressed. Sustained sector-wide adoption weakness pushed AgTech M&A multiples lower through year-end 2025. Between 2022 and 2025, sector M&A pricing averaged 2.7x EV/Revenue and 9.2x EV/EBITDA, a decline from the 3.1x EV/Revenue and 9.9x EV/EBITDA averages seen from 2018 to 2021. Valuation conditions should improve as pressures to farm spending power subside. In the meantime, these headwinds are expected to continue driving sector acquirers towards acquisitions of scalable AgTech startups with solutions that have effectively demonstrated go-to-market feasibility and attractive farm-level benefits such as cost savings, enhanced yields, and operational efficiencies.

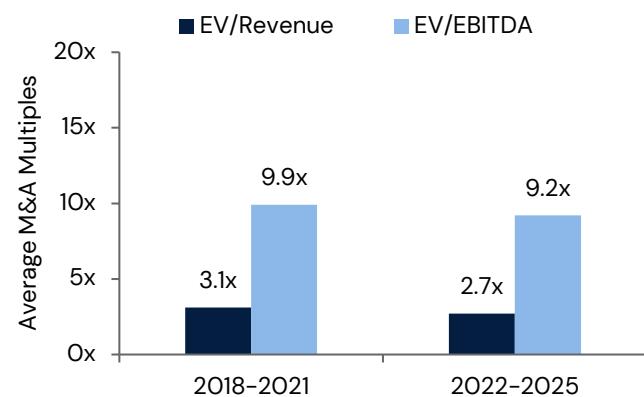
### AgTech M&A Rebounds in 2025



### Private Strategies Lead AgTech M&A Activity in 2025



### Sustained Demand Pressures Drive AgTech Sector M&A Multiples Lower



Source: Capital IQ, FactSet, PitchBook, and Capstone Partners

## NOTABLE AGTECH M&A TRANSACTIONS



In September 2025, Unverferth Manufacturing acquired the Premier Tillage product portfolio for an undisclosed sum. The tillage product portfolio includes the Minimizer blade plow tillage tool, a Tillage Equipment market leader since its invention more than 40 years ago, according to a press release.<sup>6</sup> The tool helps with water infiltration and reduces topsoil erosion by removing chemical-resistant weeds with little residual disturbance. Unverferth cited an expanded product portfolio as key deal rationale, with plans to move manufacturing operations of the Minimizer tool to its production facility in Nebraska. "Farmers are continually seeking equipment that improves soil health and crop performance while maximizing operational efficiency. The Premier Tillage product lineup, and specifically the Minimizer blade plow, aligns perfectly with our mission to deliver solutions that help growers achieve greater success in their fields," noted Unverferth President, Larry Unverferth, in the press release.



Agricultural equipment and solutions provider, John Deere (NYSE:DE), acquired GUSS Automation (August 2025, undisclosed). GUSS manufactures autonomous vineyard and orchard sprayers with remote monitoring solutions that enable an operator to manage up to eight machines at one time, according to a press release.<sup>7</sup> The machines provide growers up to 50% cost savings on chemical and water use via targeted spraying capabilities. After closing, Deere plans to accelerate GUSS global expansion and technology development while integrating it into its existing portfolio of precision agriculture solutions. "Fully integrating GUSS...is a continuation of our dedication to serving high-value crop customers with advanced, scalable technologies to help them do more with less. GUSS brings a proven solution to a fast-growing segment of agriculture, and its team has a deep understanding of customer needs in orchards and vineyards," said Deere Director, Julien Le Vely, in the press release.



Bonsai Robotics, a provider of AI-enabled vision-based autonomy software for agricultural robotics solutions, acquired farm-ng in July 2025 for an undisclosed sum. Farm-ng develops modular electronic robotics for farm management applications. Bonsai plans to integrate its autonomous AI software with farm-ng's customizable robotics hardware solutions. The integration will provide growers with affordable mixed-fleet crop management solutions that boost efficiency while reducing operational costs.

"Our vision has been to make autonomy and AI accessible, easy to use, and deployable across all farm equipment whether retrofitted onto existing tractors or built into the next generation machine. This acquisition allows us to now develop those next generation machines to augment and empower today's workforce while optimizing farm productivity," noted Tyler Niday, Founder and CEO of Bonsai Robotics, in a deal press release.<sup>8</sup>



In May 2025, mission-critical thermal management solutions provider, Modine Manufacturing (NYSE:MOD), announced its acquisition of L.B. White for an enterprise value of \$112 million, equivalent to 1.5x EV/Revenue. L.B. White manufactures direct- and indirect-fired forced air, radiant, and electrical heating solutions for the Agricultural, Construction, and Special Events industries. Modine cited L.B. White's complementary product portfolio and industry leading position in swine and poultry heating solutions in North America as key deal rationale.

"L.B. White's product lines align well with our technology expertise. The complementary product technologies, additional sales channels and cross-selling opportunities position Modine to meet the evolving needs of our customers with the right product at the right time," noted Eric McGinnis, President of Modine's Climate Solutions Unit, in a press release related to the deal.<sup>9</sup>

## SELECT AGTECH M&A TRANSACTIONS

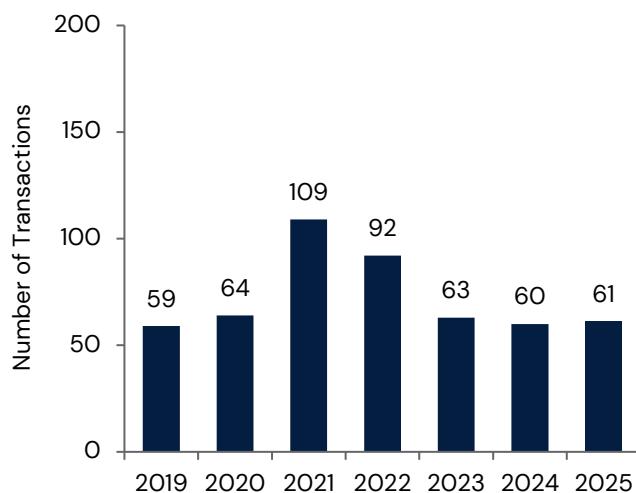
Date	Target	Acquirer	Target Business Description	Enterprise Value (mm)		EV / LTM	
				Revenue	EBITDA	Revenue	EBITDA
12/22/25	Aquabyte	Vitruvian Partners	Designs an AI computer vision platform to monitor fish health and aquaculture operations.	-	-	-	-
12/12/25	CropCore	Insure.ag	Develops an advanced AI system to determine optimal crop insurance coverage levels.	-	-	-	-
12/05/25	SPX FLOW	ITT Industries	Manufactures industrial process equipment for various industries including Dairy and Agriculture.	\$4,779.2	3.6x	16.1x	-
11/25/25	In-Situ	Veralto (NYSE:VLTO)	Designs water monitoring instruments for Environmental and Aquaculture industries.	\$435.0	-	-	-
10/31/25	Orange Enterprises	Silo Technologies	Develops labor, harvest, and productivity software solutions for the Agriculture industry.	-	-	-	-
10/03/25	Mindsgate Indoor Farm Platform	TrustBIX (TSX:TBIX)	Comprises a production-ready indoor farm management platform asset.	\$0.1	-	-	-
09/23/25	Premier Tillage	Unverferth Manufacturing	Manufactures a line of tillage equipment products for agricultural applications.	-	-	-	-
09/23/25	AMI Global	S. J. Electro Systems	Develops industrial Internet of Things (IoT) and Internet of Agriculture (IoA) systems.	-	-	-	-
08/27/25	GUSS Automation	Deere & Company (NYSE:DE)	Manufactures autonomous orchard and vineyard sprayers for agricultural businesses.	-	-	-	-
08/27/25	Linco-Precision	Duo Lift	Develops precision agriculture equipment solutions for farmers.	-	-	-	-
08/25/25	Lockwood Manufacturing	Brattle Technologies	Manufactures potato equipment.	-	-	-	-
08/20/25	GroGuru	Goanna AG	Develops precision soil and irrigation monitoring system solutions.	-	-	-	-
07/30/25	Grain Discovery	DTN	Operates a producer management system designed for agricultural businesses.	-	-	-	-
07/29/25	FarmTest	Growers Edge Financial	Operates an automated farm equipment performance testing platform.	-	-	-	-
07/24/25	farm-ng	Bonsai Robotics	Develops sustainable agriculture re-imagining farm robots.	-	-	-	-
07/07/25	Trace Genomics	Miraterra Technologies	Produces AI-based soil diagnostic tools for agricultural operations.	-	-	-	-
06/23/25	BasicSoft	ExtendAg	Develops automation technology solutions for raw produce grading applications.	-	-	-	-
05/30/25	L.B. White	Modine Manufacturing (NYSE:MOD)	Manufactures agricultural, horticultural, and industrial electronic heating equipment.	\$112.0	1.5x	-	-
05/23/25	Sentera	Deere & Company (NYSE:DE)	Develops integrated agricultural software and sensor products.	-	-	-	-
04/17/25	Technologies SGG Canada	AgriTechProperties	Manufactures cold storage and sustainable agricultural solutions.	\$165.0	-	-	-
04/15/25	G&D Chillers	Ingersoll Rand (NYSE:IR)	Produces glycol chillers for breweries, wineries, distilleries, and food manufacturers.	\$27.0	-	-	-
03/31/25	EmissionTech RX	Carbon RX	Develops solutions to reduce agricultural methane and carbon emissions.	\$5.22	-	-	-
03/14/25	HerdStar	ATS (TSX:ATS)	Manufactures bin scale monitoring products for the Industrial and Livestock industries.	-	-	-	-

Source: Capital IQ, PitchBook, FactSet, and Capstone Partners

## LARGER DEALS PUSH TOTAL AGTECH GROWTH EQUITY VALUE UP IN 2025

Despite ongoing end market demand weakness, equity financing deal activity in the AgTech sector kept pace YOY with investors favoring high quality, larger startups. AgTech equity financing deal count notched a marginal one deal gain YOY to 61 transactions. While deal flow remained stable, a flight to quality saw total capital invested in the sector rebound YOY—up from \$3 billion in 2024 to \$4.6 billion in 2025. This increase in total capital invested stemmed from an uptick in large-scale funding deals, evidenced by the median pre-money valuation rising 20.2% YOY. Biotechnology businesses with valuable intellectual property (IP) and precision agriculture companies offering advanced automation and AI capabilities were a key driving force behind this growth. Long-term demand for solutions that improve yields, enhance crop health, mitigate weather risk, bolster efficiency, and reduce input costs will likely continue to support long-term AgTech equity financing activity.

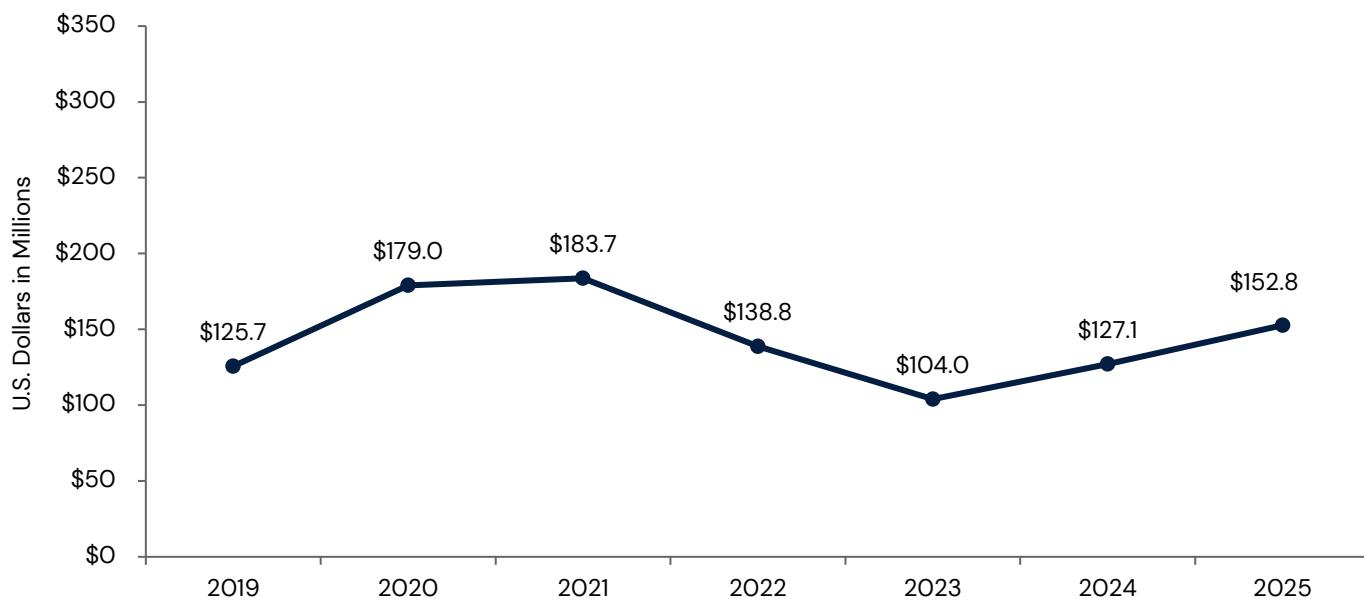
**Growth Equity Deal Count Inches Up YOY**



**Sector Growth Capital Deployed Rises**



**Large-Scale Fundraises Push AgTech Median Pre-Money Valuation Up in 2025**



Includes Targets in the Americas, Canada, and the U.S.; Data excludes deals less than \$20 million  
Source: PitchBook and Capstone Partners

## NOTABLE AGTECH FINANCING ROUNDS



**\$20.9 Million**  
Series D2  
October 2025

In October 2025, Carbon Robotics secured \$20.9 million in Series D2 financing for a post-money valuation of \$548 million. Giant Venture led the funding round. Carbon Robotics develops AI-powered autonomous robotics for on-farm weed control. The funds will be used to further develop AI, machine learning, and computer vision-powered solutions for tasks beyond weed control.



**\$50 Million**  
Series C  
August 2025

BinSentry raised \$50 million in Series C financing led by Lead Edge Capital (August 2025). The company develops AI-powered animal feed monitoring sensors and software. BinSentry's 100% YOY growth, 0% customer churn rate, and activation across 40,000 bins helped attract the investment, which it plans to use to accelerate its global expansion, according to a press release.<sup>10</sup>



**\$20 Million**  
Late Stage  
April 2025

iUNU, a developer of AI and computer vision solutions for greenhouse growers, secured \$20 million in late stage financing (April 2025). S2G Investments led the round, citing rising vine crop demand and iUNU's ability to help ease CEA margin strains and reduce operational inefficiencies as key to its participation. iUNU will use the capital to scale its platform and expand into new markets.



**\$68.5 Million**  
Series D  
September 2025

Moleaer raised \$68.5 million of Series D financing in September 2025 for a post-money valuation of \$264.5 million. Moleaer develops nanobubble technologies used in Wastewater, Aquaculture, and Greenhouse environments. The funds will be used to commercially scale the solutions, a key feature of the deal which includes a global distribution agreement with lead investor Xylem (NYSE:XYL).



**\$29.3 Million**  
Series B  
July 2025

In July 2025, 4AG Robotics raised \$29.3 million in Series B financing which the company plans to use to scale its fully autonomous mushroom harvesting robots. Astanor Ventures and Cibus Capital led the round with participation from new investor Voyager Capital and existing investors InBC, Emmertech, BDC Industrial Innovation Fund, Stray Dog Capital, and Seraph Group.



**\$25 Million**  
PE Growth  
March 2025

In March 2025, Greenlight Biosciences secured \$25 million of PE growth funding led by new investor Just Climate. Greenlight Biosciences develops ribonucleic acid (RNA) crop protection technologies. The company plans to use funds to scale operations commercially, accelerate product development initiatives, and expand into international markets.

### EQUITY CAPITAL MARKETS GROUP

The Equity Capital Markets Group focuses on raising equity capital financing for growth-oriented companies and is active in the AgTech sector. Our team works closely with our Agriculture group to help our clients secure equity capital to fund growth initiatives, recapitalize the balance sheet (often including shareholder liquidity), and to finance M&A transactions.

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## CARBON CREDIT MARKET FUELS DEMAND FOR SEQUESTRATION AGTECH

Increased focus on company-level climate and energy goals has propped up Carbon Credit markets to date, a trend that has helped fuel innovation and investments in carbon sequestration technologies for agricultural applications. Companies offering sequestration solutions that can be sold as carbon credits to businesses looking to offset their carbon dioxide (CO<sub>2</sub>) emissions have benefited from this momentum. Low prices for reforestation and regenerative agricultural sequestration practices have made these companies particularly attractive for carbon credit buyers to date. As of June 2024, regenerative agriculture provider Indigo Ag's carbon program typically charges between \$20-\$40 per carbon credit but has seen its prices reach as high as \$80 per credit, according to a press release.<sup>12</sup> This represents a dramatic contrast to the average last twelve-month (LTM) 2025 carbon credit prices of other more costly agricultural sequestration practices including, direct air capture (DAC) at \$741/tonne of CO<sub>2</sub> equivalent (tCO<sub>2</sub>e), enhanced rock weathering at \$352/tCO<sub>2</sub>e, and biochar at \$174/tCO<sub>2</sub>e, according to a May 2025 article from the Financial Times.<sup>13</sup> While enhanced rock weathering sequestration has been a relatively cheap add-on to existing industrial and agricultural processes, the high cost of measuring captured carbon levels has kept its prices elevated in contrast to other solutions. As demand from companies seeking a diversified carbon credit portfolio continues to grow, technological advancements can help ease these costs while improving carbon credit value per acre in agricultural instances. The high greenhouse gas emissions associated with agriculture and industrial operations will likely continue making these industries key areas of focus for carbon sequestration innovation and investment activity for the foreseeable future.

### Recent Carbon Sequestration Activity Across Agricultural Applications



**Key Update:** Project Launch  
**Type:** Carbon Capture & Storage

In November 2025, ADM (NYSE:ADM) launched its newest carbon capture and storage project at its Nebraska corn processing complex, making it the largest bioethanol carbon capture facility in the world, according to a press release.<sup>14</sup> ADM partnered with energy infrastructure provider Tallgrass for the project. Captured CO<sub>2</sub> from ADM's ethanol plant will be transported through Tallgrass' Trailblazer pipeline and stored at its underground sequestration hub in Wyoming.



**Key Update:** Offtake Agreement  
**Type:** Regenerative Agriculture

Agoro Carbon signed a 12-year agreement with Microsoft (NYSE:MSFT) in June 2025 to deliver 2.6 million carbon removal credits, marking one of the largest soil-based carbon removal commitments to date, according to a press release.<sup>15</sup> The credits are generated through regenerative agriculture carbon sequestration practices like reduced tillage, cover cropping, and improved grazing. These Agoro-led projects provide participating growers with soil enhancements and additional income.



**Key Update:** Series A Financing  
**Type:** DAC

Aircapture raised \$50 million in Series A financing for a post-money valuation of \$80 million (June 2025). Larsen Lam Climate Change Foundation led the round, citing Aircapture's revenue-positive commercial viability as key to its participation. Via its DAC solutions, Aircapture sells CO<sub>2</sub> to CEA, Carbonated Beverages, and Industrials sector customers. The funds will be used to accelerate technology deployments and manufacturing while reducing the cost of its DAC solutions.



**Key Update:** Grant Funding  
**Type:** Enhanced Rock Weathering

In April 2025, Mati Carbon secured \$50 million of grant funding after winning the grand prize of the XPRIZE Carbon Removal Competition. Shortly afterwards, Mati secured additional debt financing from J.P. Morgan (NYSE:JPM) in May 2025 (undisclosed). Mati's enhanced rock weathering solutions remove atmospheric carbon and restore nutrients to degraded soils. Mati plans to use the funds to expand operations globally and scale its program working with smallholder farmers.

## CEA INVESTORS WEIGH HIGH COSTS AGAINST LONG-TERM FOOD NEEDS

The potential to address key issues faced by traditional field-based agriculture continued to support long-term growth, investment activity, and M&A interest in CEA operations. Of note, total global venture capital (VC) funding in the CEA segment rebounded to \$1 billion in 2025—outpacing 2024 by 133%. While this increase bucked years of subdued activity in the space, VC financing will likely remain well below 2021's peak of \$3 billion. Inflated valuations in the broader VC market and high upfront and operational costs in the segment damped investment interest between 2022 and 2024. High energy requirements have been the largest financial challenge for CEA operations, limiting the ability to compete with field-based agriculture's prices. The cost of energy needed to produce one unit of wheat at a CEA facility would exceed its market value price by 100X, according to a U.S. Department of Agriculture (USDA) Economic Research Service (ERS) CEA report.<sup>11</sup> As a result, profitability and scalability remained elusive at many CEA operations. However, the potential for CEA over time to address food scarcity needs, mitigate increasing weather risk, and some day compete with field-based agriculture has sustained long-term investment theses in the segment. Moreover, investors expect technological advancements to continue to ease high capital and operating costs and eventually make CEA operations more feasible and more attractive for investors and consolidators.

### CEA'S POTENTIAL TO OUTPERFORM FIELD-GROWN SUPPORTS SEGMENT GROWTH OUTLOOK

- Potential Production Capacity**

For certain crops, CEA operations have the potential to produce more per acre than field-grown equivalents, attributable to higher crop concentration in compact production spaces and the ability to control environmental factors like light, humidity, and nutrient concentration in every season. For example, for certain vegetable crops, one acre of vertical farming can have as much production volume as 390 acres of traditional field farmland, according to the USDA ERS report on CEA systems. Compared to traditional field-grown production, average CEA-grown yields (per unit of area) were 40%, 400%, and 2,100% higher for strawberries, tomatoes, and cucumbers, respectively.

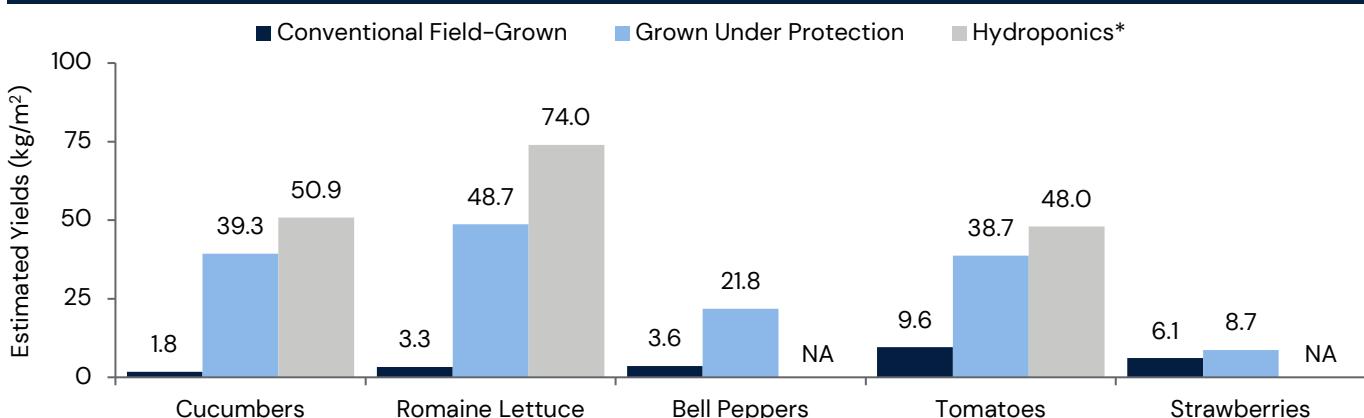
- Flexible Operational Environments**

Compared to field-grown operations, CEA operations can produce harvests over an extended season or year-round in a variety of environments. This flexibility enables CEA environments to be closer to the consumer, helping reduce spoilage losses and damage during transportation. Proximity to end market consumers can also help reduce food shortages and reliance on crops grown outside the U.S.

- Input Efficiency**

CEA growing environments enable more efficient use of resources and crop inputs like water, fertilizer, nutrients, and chemicals. This efficiency helps maximize usage while reducing spend on increasingly costly crop inputs. Estimates indicate that use of precision agriculture, recycling gray water, and lowering evaporation inside CEA operations enables 80–99% less water use than traditional field agriculture, according to the CEA USDA report.

#### Average CEA Production Per Unit of Area Outpaces Field-Grown Yields



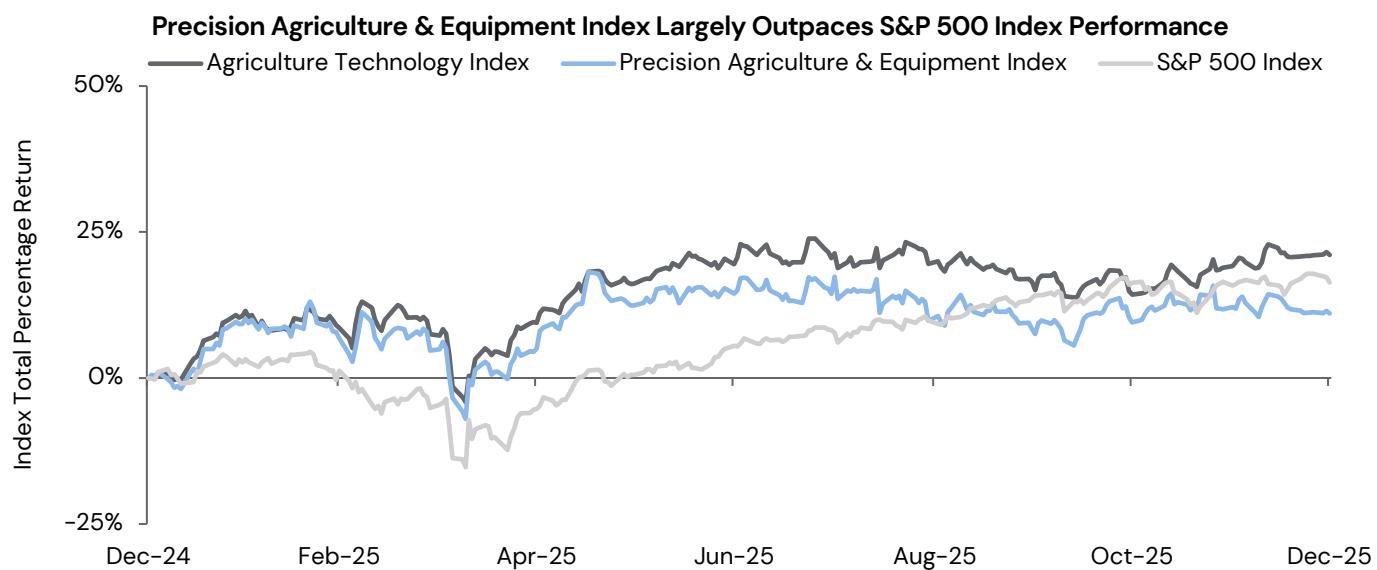
\*Estimated yields from scientific experiments; Data as of 2019  
Source: U.S. Department of Agriculture Economic Research Service and Capstone Partners



## PUBLIC COMPANY DATA: PRECISION AGRICULTURE & EQUIPMENT

Company	Price	% 52 Wk	Market	Enterprise	LTM			EV / LTM	
	12/31/25	High	Cap	Value	Revenue	EBITDA	Margin	Revenue	EBITDA
AGCO Corporation	\$104.32	86.1%	\$7,784.7	\$10,223.2	\$10,049.1	\$1,108.3	11.0%	1.0x	9.2x
CNH Industrial N.V.	\$9.22	64.6%	\$11,491.9	\$37,495.9	\$17,814.0	\$1,468.0	8.2%	2.1x	25.5x
Deere & Company	\$465.57	87.2%	\$125,911.3	\$183,670.3	\$45,628.0	\$8,852.0	19.4%	4.0x	20.7x
Kubota Corporation	\$14.18	94.4%	\$15,954.5	\$29,226.5	\$19,884.2	\$2,564.8	12.9%	1.5x	11.4x
Mahindra & Mahindra	\$41.28	97.7%	\$46,080.4	\$57,937.7	\$20,016.7	\$3,979.4	19.9%	2.9x	14.6x
Valmont Industries	\$402.32	93.0%	\$7,925.6	\$8,636.3	\$4,103.1	\$635.8	15.5%	2.1x	13.6x
					Mean		14.5%	2.3x	15.8x
					Median		14.2%	2.1x	14.1x
					Harmonic Mean		13.2%	1.9x	14.1x

EV = enterprise value; LTM = last twelve months  
\$ in millions, except per share data



Agriculture Technology Index includes: 6326, 512070, ADM, AGCO, BAS, BAYN, BIOX, CNH, CTVA, CUBX.F, DE, GRWG, HYFM, M&M, MOS, NTR, SMG, UGRO, VMI, YAR

Precision Agriculture & Equipment Index includes: 6326, AGCO, CNH, DE, M&M, VMI

Source: Capital IQ and Capstone Partners

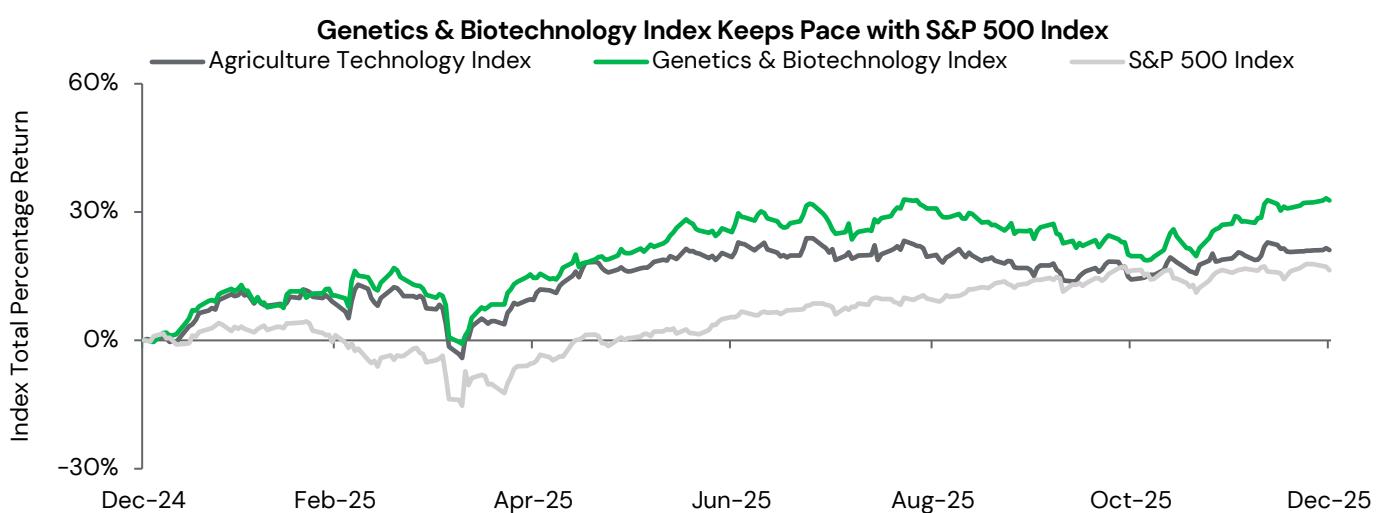




## PUBLIC COMPANY DATA: GENETICS & BIOTECHNOLOGY

Company	Price	% 52 Wk	Market	Enterprise	LTM			EV / LTM	
	12/31/25	High	Cap	Value	Revenue	EBITDA	Margin	Revenue	EBITDA
Archer-Daniels-Midland Company	\$57.49	88.4%	\$27,628.0	\$35,858.0	\$83,211.0	\$3,445.8	4.1%	0.4x	10.4x
BASF SE	\$52.26	80.7%	\$46,308.4	\$74,407.5	\$75,447.6	\$7,087.9	9.4%	1.0x	10.5x
Bayer Aktiengesellschaft	\$43.54	99.6%	\$42,770.9	\$81,024.0	\$53,814.4	\$9,679.7	18.0%	1.5x	8.4x
Bioceres Crop Solutions	\$1.31	17.6%	\$83.2	\$354.7	\$318.2	\$16.9	5.3%	1.1x	21.0x
Corteva	\$67.03	86.6%	\$45,294.3	\$47,302.3	\$17,469.0	\$3,987.0	22.8%	2.7x	11.9x
Nutrien	\$61.79	96.2%	\$29,865.1	\$43,672.9	\$25,671.0	\$5,691.0	22.2%	1.7x	7.7x
The Mosaic Company	\$24.09	63.0%	\$7,646.4	\$12,453.4	\$11,894.6	\$2,580.9	21.7%	1.0x	4.8x
The Scott's Miracle-Gro Company	\$58.35	73.8%	\$3,384.7	\$5,727.8	\$3,413.1	\$633.2	18.6%	1.7x	9.0x
UPL	\$8.84	99.2%	\$7,468.2	\$10,926.9	\$5,371.4	\$846.0	15.7%	2.0x	12.9x
Yara International	\$41.25	99.0%	\$10,507.5	\$13,831.5	\$15,075.0	\$2,306.0	15.3%	0.9x	6.0x
					<b>Mean</b>		<b>15.3%</b>	<b>1.4x</b>	<b>10.3x</b>
					<b>Median</b>		<b>16.9%</b>	<b>1.3x</b>	<b>9.7x</b>
					<b>Harmonic Mean</b>		<b>11.0%</b>	<b>1.1x</b>	<b>8.8x</b>

EV = enterprise value; LTM = last twelve months  
\$ in millions, except per share data



*Agriculture Technology Index includes: 6326, 512070, ADM, AGCO, BAS, BAYN, BIOX, CNH, CTVA, CUBX.F, DE, GRWG, HYFM, M&M, MOS, NTR, SMG, UGRO, VMI, YAR*

*Genetics & Biotechnology Index includes: 512070, ADM, BAS, BAYN, BIOX, CTVA, MOS, NTR, SMG, YAR*

*Source: Capital IQ and Capstone Partners*



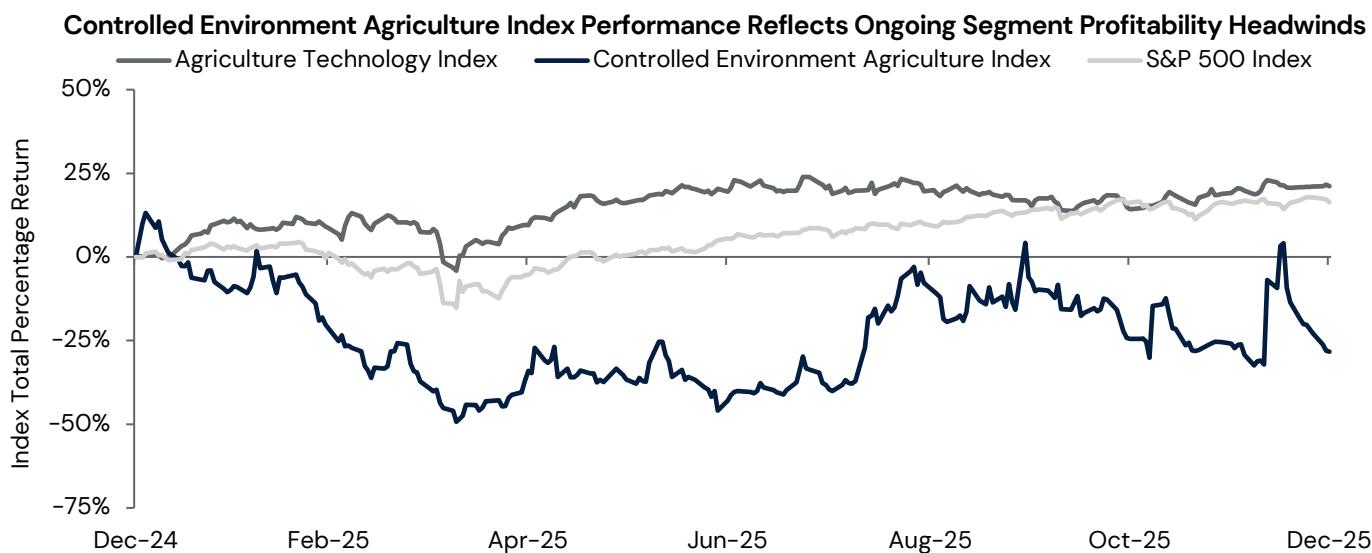


## PUBLIC COMPANY DATA: CONTROLLED ENVIRONMENT AGRICULTURE

Company	Price	% 52 Wk	Market	Enterprise	LTM			EV / LTM	
	12/31/25	High	Cap	Value	Revenue	EBITDA	Margin	Revenue	EBITDA
CubicFarm Systems Corp.	\$0.04	12.0%	\$1.7	\$15.7	\$0.5	NM	NA	NM	NM
GrowGeneration Corp.	\$1.50	62.5%	\$89.8	\$73.4	\$161.4	NM	NA	0.5x	NM
Hydrofarm Holdings Group, Inc.	\$1.51	20.1%	\$7.0	\$158.3	\$146.4	NM	NA	1.0x	NM
Urban-gro, Inc.	\$0.28	23.5%	\$3.6	\$8.9	\$60.0	NM	NA	0.1x	NM

Mean	NA	0.6x	NA
Median	NA	0.5x	NA
Harmonic Mean	NA	0.3x	NA

EV = enterprise value; LTM = last twelve months  
\$ in millions, except per share data  
NM = Not Meaningful; NA = Not Applicable



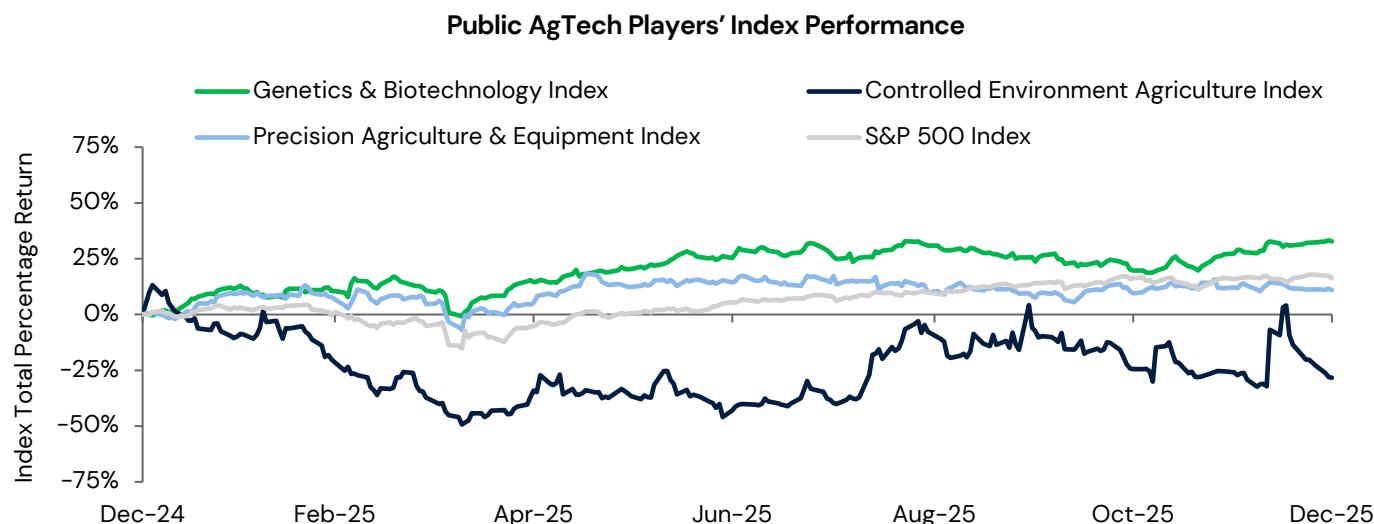
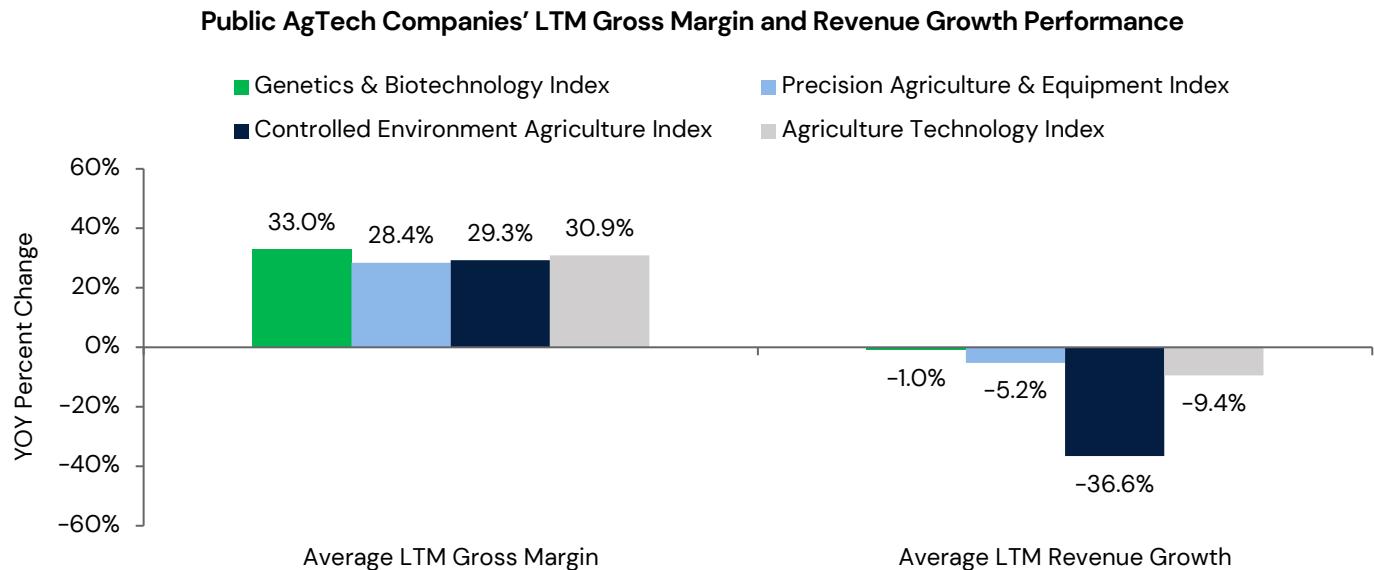
*Agriculture Technology Index includes: 6326, 512070, ADM, AGCO, BAS, BAYN, BIOX, CNH, CTV, CUBX.F, DE, GRWG, HYFM, M&M, MOS, NTR, SMG, UGRO, VMI, YAR*

*Controlled Environment Agriculture Index includes: CUBX.F, GRWG, HYFM, UGRO*

*Source: Capital IQ and Capstone Partners*



## CEA COMPANIES LAG BROADER AGTECH PUBLIC SECTOR PERFORMANCE



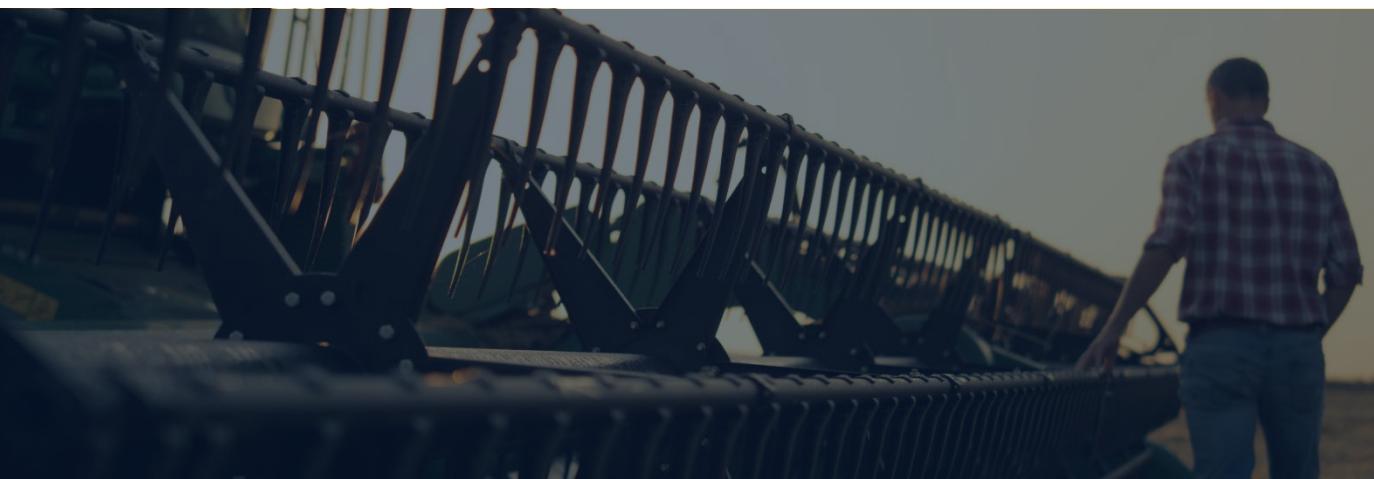
Genetics & Biotechnology Index includes: 512070, ADM, BAS, BAYN, BIOX, CTVA, MOS, NTR, SMG, YAR  
 Controlled Environment Agriculture Index Includes: CUBX.F, GRWG, HYFM, UGRO

Precision Agriculture & Equipment Index Includes: 6326, AGCO, CNH, DE, M&M, VMI

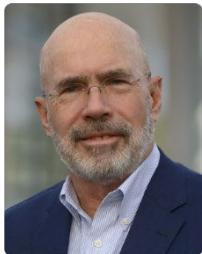
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DE, GRWG, HYFM, M&M, MOS, NTR, SMG, UGRO, VMI, YAR

LTM = Last Twelve Months; Source: Capital IQ and Capstone Partners



## AGRICULTURE TECHNOLOGY REPORT CONTRIBUTORS

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Jerry is a Managing Director and leads Capstone Partners' Agriculture Investment Banking Group. He has more than 30 years of experience across multiple disciplines, including investment banking, corporate law, and business operations. Jerry specializes in working with companies operating in agriculture, related food-processing, ag-tech and farm-based energy production. His vast expertise spans many areas, including mergers & acquisitions advisory, capital structuring, corporate governance, and tax structuring.

Prior to rejoining Capstone, Jerry co-founded boutique investment banking firm Galena Capital, based in Boise, ID. Previously, he was a Managing Director at Headwaters MB (now Capstone Partners). Additionally, he has experience as the turnaround CEO of a regional security company and as a board member and investor in a dairy processing company with distribution throughout the U.S. Jerry began his career as a corporate attorney at Latham & Watkins in New York, NY and Stoel Rives LLP in Boise, ID.

**Skye Root**

Managing Director  
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Skye is a Managing Director within Capstone Partners' Agriculture Investment Banking Group. He brings nearly 20 years of vast experience in both institutional investment and agriculture, having developed a unique combination of deep expertise in the intersection of the two industries. He specializes in working with companies operating in the food and agricultural production, agricultural inputs, and ag-tech sub sectors. Skye is also the Founder of Root Agricultural Advisory where his team manages and grows farmland portfolios throughout the western U.S.

Prior to Capstone, Skye was a Managing Director and Head of the Agricultural practice at Galena Capital, a boutique investment banking firm based in Boise, ID. Previously, he was a Senior Vice President at Westchester Group Investment Management, a global farmland asset management firm. Skye has served on several private and non-profit boards and committees, including the Americans Society of Farm Managers and Rural Appraisers (ASFMRA), CFA Society of Idaho, Boy Scouts of America, and Farmer to Farmer. He was named the 2022 ASFMRA Farm Manager of the Year. He is a licensed real estate broker and is a graduate of Leadership Idaho Agriculture.

**Izzy Jack**

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Izzy serves as a Market Intelligence Associate at Capstone Partners covering the Agriculture, Transportation & Logistics, and Building Products & Construction Services industries. Prior to joining Capstone, Izzy was a Research and Insights Associate for the PR Agency Racepoint Global, where she conducted secondary research to help guide brand communication strategies for clients in industries such as Consumer Technology. Izzy graduated with a Bachelor of Arts degree in Business from Southwestern University.

## FIRM TRACK RECORD

Capstone Partners' Agriculture Investment Banking Group has represented clients across various Agricultural specialties. Our deep industry focus allows us to provide our clients with real-time transaction feedback and immediate access to key decision makers among the most active acquirers and investors in the Agriculture industry. A sampling of closed transactions is shown below.



**Easterday Farms**  
FAMILY OWNED  
1884

HAS BEEN ACQUIRED BY





**DFA**  
Dairy Farmers of America

HAS DIVESTED ASSETS TO

**NDSM Holdings LLC**  
a joint venture entity formed by

  
**BORDEN**

  
**Select Milk Producers, Inc.**  
Serving in Major Markets



**ORIGINATION O2D**

HAS BEEN ACQUIRED BY



**WIND POINT PARTNERS**



**OPC**  
OREGON POTATO CO.

HAS PARTNERED WITH

**nuveen**  
A TIAA Company

**Mensonides Dairy**

HAS BEEN ACQUIRED BY





**TETON VALLEY BRANDS**

HAS RAISED SEED CAPITAL

**FINANCIAL ADVISOR**

**English Ranches**

HAS BEEN ACQUIRED BY



**Homestead Capital**



**PRIMA**

HAS BEEN ACQUIRED BY



**WAWONA  
PACKING COMPANY**



**STRAUSS**

HAS BEEN ACQUIRED BY

 | **Insight Equity**



**WAWONA  
PACKING COMPANY**

HAS BEEN ACQUIRED BY



**PAINE SCHWARTZ PARTNERS**



**Global Organic Specialty Source, Inc.**

HAS BEEN ACQUIRED BY





**unfi**  
DRIVEN BY NATURE



**Babe' Farms**

HAS BEEN ACQUIRED BY

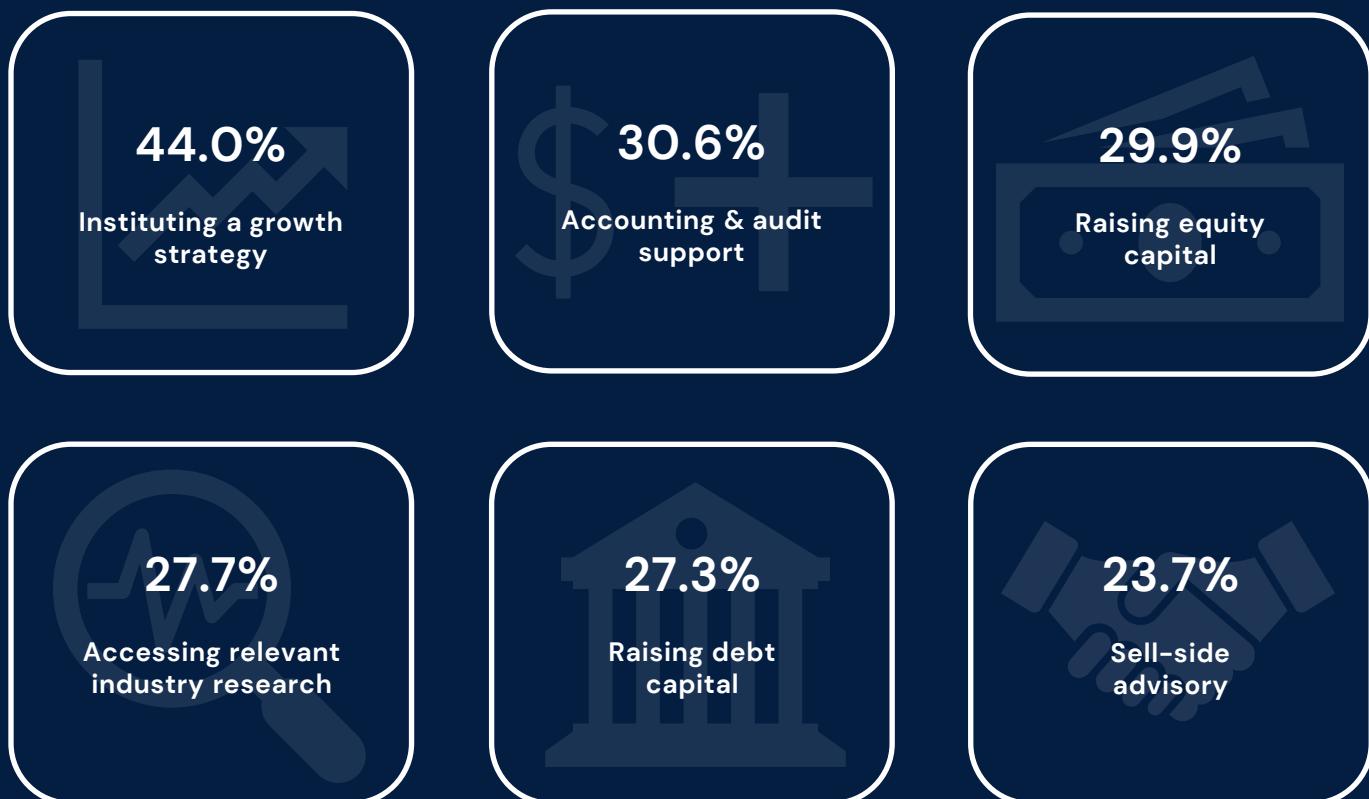
**AN INDIVIDUAL INVESTOR**

## CAPSTONE'S PROPRIETARY RESEARCH REVEALS TOP SERVICES IN DEMAND

The stage and initiatives of a business often dictate which financial services are in demand. As the bulk of CEOs polled in Capstone's 2025 Middle Market Business Owners Survey indicated growth strategies are a priority for 2026, the lion's share (44.0%) of owners anticipate a need for growth strategy support services. Similarly, nearly one-third of CEOs require equity capital advisory services to support operational initiatives and business expansion. Notably, 27.7% of CEOs demonstrated an interest in accessing relevant industry research to keep up with emerging industry trends, complete competitor analyses, and track capital markets activity in their space. In addition, 23.7% of business owners have sought sell-side advisory support as they plan for retirement or position themselves for a liquidity event.

Capstone has developed a full suite of [corporate finance solutions](#) to help privately owned businesses and private equity firms through each stage of the company's lifecycle, ranging from growth to an ultimate exit transaction. In addition, we developed specialty advisory practices to provide financial performance, buy-side, employee stock ownership plan (ESOP), and equity and debt services. All of these capabilities are supported by 12 industry banking groups, an active sponsor coverage group, and a dedicated Market Intelligence Team.

### Top Financial Services Required by Business Owners in 2026



Question: Have you ever had, or do you anticipate having, a need for any of the following services?  
Source: Capstone Partners' Middle Market Business Owner Survey, Rebased Sample Size (N): 300



## ENDNOTES

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**CAPSTONE  
PARTNERS**

## Market Presence

With a long-established U.S. footprint, together with an international partner platform, we provide clients with broad expertise and access to key market relationships on a global basis. Our presence is backed by ~200 professionals in the U.S. with 450+ professionals across 51 countries.



### United States

~200 professionals  
8 offices

Boston · Denver · Chicago · Dallas  
Detroit · Irvine · New York · Tampa

### International

450+ professionals  
60+ offices in 51 countries

**Asia:** China · India · Japan · Thailand  
**Africa:** Congo · Cameroon · Ghana · Mauritius · Morocco · Senegal · South Africa · Uganda · Zimbabwe  
**Americas:** USA · Canada · Argentina · Brazil · Chile · Colombia · Mexico · Panama & Central America · Paraguay · Peru  
**Europe:** Belgium · Bosnia & Herzegovina · Croatia · Czech Republic · Denmark · Finland · France · Germany · Hungary · Ireland · Italy · Netherlands · Poland · Portugal · Romania · Serbia · Slovakia · Slovenia · Spain · Sweden · United Kingdom  
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