



Australian Government
Australian Trade and Investment Commission

Australia-India

AgTech Business Opportunities Report



Report 2026

Contents

Foreword	1
Executive Summary	7
Why India	13
Introduction	17
Section I : AgTech Innovation Landscape: Global, Australia, and India	19
Section II: Australia-India: Areas of Strategic Alliance	47
Section III: Engagement Models & Tools to Guide	133
Letter to an Australian Friend	167
Endnotes	171

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Acknowledgement of country

We acknowledge the Traditional Custodians of lands throughout Australia and pay our respects to their Elders past and present. We recognise the enduring connection of First Nations people to land, sea and waters, and their deep care for the Country over 65,000 years. We honour the enormous contribution First Nations cultures and traditions make to the visitor experience in Australia, and commit to protecting and nurturing these cultures in partnership with First Nations communities.

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Foreword



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General Manager and Head of Austrade, South Asia

As Austrade’s General Manager and Head for South Asia, I am pleased to present the Australia-India: AgTech Business Opportunities report.

Since the Australia-India Economic Cooperation and Trade Agreement (ECTA) came into force in 2022, bilateral trade in agriculture has surged, with Australian agricultural exports to India more than tripling from around 490 million AUD in 2019 to over 1.6 billion AUD in 2023, underscoring the role of agriculture as a key growth corridor in the relationship.

Alongside this, India’s agricultural ecosystem is transforming with ongoing shifts in digital adoption, supply chain development and a focus on farmer needs and climate resilience. These changes contribute to demand for

practical, tailored solutions and a growing role for Australian innovation within a modernising value chain.

The Australia-India: AgTech Business Opportunities report is built on insights from companies, growers, and research institutions across both nations, and identifies five areas where Australian capabilities align with current needs in India’s agricultural sector:

- Precision AgTech
- AgBiotechnology
- ClimateAgTech
- AgTech Supply Chain Innovations
- Allied Sectors of Livestock, Meat, Dairy, Poultry, and Aquaculture

The report presents over 60 case studies, as a sample, for drawing insights from real world businesses and partnerships that indicate opportunities, learnings and practical working models.

Under the New Roadmap for Australia’s Economic Engagement with India, agriculture is identified as a superhighway of growth, and agtech as an area of natural complementarity. India offers a large and growing domestic market, rising demand for diversified diets, and major reform agendas around farmer incomes, food security and climate-ready agriculture. Australia brings science-led innovation, world-class research institutions, advanced farm technologies, and trusted regulatory systems that complement India’s aspirations.

Looking ahead, the agritech opportunity will be shaped by how effectively we connect ideas to implementation, research to industry, and innovation to impact. By working together, we can transform agricultural challenges into opportunities for growth, sustainability, and long-term business collaboration.

In presenting this report, I invite any Australian agritech companies interested in these opportunities to reach out to my Austrade colleagues in India.

I thank all contributors to the consultation process for this report.












Executive Summary



Automated application systems to ensure human safety and efficiency






Bilateral AgTech Innovation Outlook: Australia and India

India's AgTech Sector

-  **150 million** farmers (80% smallholders)
-  **>400 million** engaged in agriculture
-  Women farmers: **64%**
-  Top online queries from farmers: Pest control, Weather updates, and Product usage
-  Farmer mobile ownership & internet connectivity: **60%**
-  **>4,000** AgTechs
-  **>692** funded
-  **AUD 9.39** billion raised
-  **>150** AgTechs Series A or beyond
-  **20** IPOs
-  Cities with the highest AgTech concentration
Bengaluru (**488**)
Hyderabad (**321**)
Delhi (**258**)
Pune (**262**)
Mumbai (**255**)



Australia's AgTech Sector






-  **>987** AgTechs
-  **161** funded
-  **>AUD 859** million raised
-  **6** IPOs
-  **>53** AgTechs Series A or beyond



Observed Models for Bilateral Collaborations

-  Knowledge Sharing/ Programs
-  R&D & Trials
-  Product Integrations
-  Channel Partnerships
-  Subsidiary/ Country Office
-  IP License
-  Joint Venture

Factors Driving Strategic Alliance Areas

-  **AgBioTech**
 - Climate resilience
 - Regulatory landscape
 - Synergies with Precision AgTech
-  **AgAllied Sectors**
 - Biosecurity and health
 - Value-chain integrity
 - Cold-chain resilience
-  **Precision AgTech**
 - Digital connectivity
 - Climate adaptation
 - Data interoperability
-  **Climate AgTech**
 - Global policy mandates
 - ESG stewardship
 - Systemic integrations
-  **Supply-Chain AgTech**
 - Digital infrastructure
 - Market optimisation
 - End-to-end traceability



Innovation Landscape and Intersections

This report, **“Australia-India: AgTech Business Opportunities,”** examines the landscape of AgTech innovations, highlighting India’s growing prominence and the strategic alliance opportunities with Australia.

The alliance between Australia and India in AgTech is driven by complementary strengths. Australia offers advanced agri-input technologies, expertise in farm business performance, animal

health monitoring, climate-resilient feed, advanced breeding and genetics, and robust traceability systems. India provides a vast market, strong supply chain integration, agri-waste based feed innovation, and a growing ecosystem of AgTech startups.

Over 90 diverse sets of stakeholders were interviewed- startups, corporations, investors, incubators, associations, foundations, and others, to identify these sectors of strategic alliance. The five prominent areas for strategic alliance are:



Precision AgTech

This domain focuses on optimising input usage, boosting productivity, and fostering sustainability through advanced technologies. Collaboration opportunities include data-intelligence and management (geospatial data analytics, satellite-based crop analytics), farm mechanisation (precision drones, mini-tractors, agricultural robots), and IoT and sensors (smart irrigation controllers, soil moisture management). The aim is to deliver customised, affordable solutions for India’s diverse farming landscape.



AgBiotechnology

Both the countries are focused on sustainable, climate-resilient agriculture through bio-based innovations including but not limited to biopesticides, biostimulants, and biofertilisers. Opportunities exist in co-development, technology transfer, and strategic partnerships for microbial products, seaweed-based inputs, and nanotechnologies, besides others.



ClimateAgTech

This domain is critical for both mitigation and resilience in agriculture. Collaboration focuses on innovative inputs, resource use efficiency, waste valorisation, soil health preservation, water resource management, methane emission reduction, and risk mitigation instruments. ClimateAgTech’s interdisciplinary nature overlaps with other AgTech categories promoting integrated and climate-conscious approaches.



AgTech Supply Chain Innovations (Upstream, Post-Harvest, Downstream)

India’s agricultural supply chain is undergoing significant integration, offering opportunities for innovative inputs, digital technologies, comprehensive dry and cold storage infrastructure, value addition, input financing, advisory services, mechanisation & automation, resource use-efficiency & conservation, green energy adoption, advanced monitoring, and enhanced traceability. The post-harvest sector, in particular, presents strong linkages with food preservation, especially for high-value imported produce and meat from Australia



Ag-Allied Sectors (Livestock, Meat & Dairy, Poultry, and Aquaculture)

Key collaboration areas include co-developing farm management platforms for smallholder systems, joint R&D in climate-resilient feed solutions (e.g., methane reduction), transferring breeding technologies, adapting health management technologies, and jointly designing digital traceability systems. Significant potential also lies in waste-to-feed conversion and the co-creation of end-to-end cold-chain technologies.



Partnership Models and Pathways

Australia-India collaborations are expanding through licensing, joint ventures, joint R&D, technology transfer, and strategic partnerships. These leverage Australian scientific expertise and India's scale and manufacturing capabilities, and aim to foster localised solutions, build capacity, and accelerate market access for startups in both the nations.

Cross-border AgTech collaborations require a structured, phased approach supported by practical tools and frameworks that ensure alignment between strategy, market readiness, and partnership execution.

“Australia-India: AgTech Business Opportunities” report presents over 60 case studies, as a sample, for drawing insights from real world businesses and partnerships (domestic and international), indicating opportunities, learnings and working models.

Ecosystem and Facilitation

The report studies symmetrical and asymmetrical (similar or disparate scale, stature and market influence) collaboration models between various stakeholders, especially corporates, AgTechs and R&D institutions. The facilitation model emerges as a critical piece for deepening these cross-country partnerships.

Facilitation is when AgTechs are introduced and accelerated, for setting up businesses in new markets, especially international. The primary facilitators from the ecosystem considered for the report being- Accelerators & Incubators, Investors, Universities, R&D institutions and Industry Associations.

Facilitators play a vital role through long-term acceleration, policy support, and market synergy creation by offering milestone-linked funding, strategic guidance, curated business meetings, and R&D support. Strengthening regulatory clarity, intellectual property protection, and stakeholder engagement—alongside

flexible corporate partnerships and patient, blended capital from investors—collectively creates an enabling ecosystem for impactful and sustainable international AgTech partnerships.

Facilitation helps bridge information gaps and de-risks early-stage investments and collaborations, reduces the gestation period for market validations, and steepens the learning curves. Organised initiatives help build initial trust and enhance the orbit-change pace, while they also offer vital cross-border business networks. Furthermore, facilitation aids in contextualising, co-designing and localising technologies to ensure they are relevant and effective for the new markets being explored.

The Inflection Point

The Australia-India AgTech collaboration is at an inflection point, with both nations uniquely positioned to advance shared goals in climate resilience, digital transformation, and sustainable agriculture. To move from exploration to execution, the partnership must focus on contextual market entry, co-creation, and institutional alignment.

Recognising India's diversity, AgTech engagement should prioritise localised strategies tailored to agro-climatic zones, value chains, and farmer contexts. Establishing pilot clusters and a Market Readiness Index can guide targeted entry and scalability.

Collaboration should deepen through joint R&D programs, shared Intellectual Property (IP) frameworks, and co-validation pilots that enhance technology localisation and regulatory readiness.

Building trust through field-level interactions, immersion programs, and transparent partner due diligence will be critical for sustained engagement. Strengthening visibility through bilateral showcases and knowledge exchanges will reinforce confidence and continuity.

A long-term vision requires integrated value-chain participation, policy facilitation, and capital alignment. Joint initiatives should promote interoperability in digital systems, carbon accounting, and traceability to create efficiencies across advisory, logistics, and finance.

Institutional frameworks — including a dedicated Australia-India AgTech Innovation Fund and Bilateral Fellowship Program — can nurture innovation, blended finance, and talent exchange.

Short-term priorities should build visibility and confidence; mid-term actions should scale pilots and unlock blended investments; and long-term goals should institutionalise collaboration through centers of excellence, regulatory sandboxes, and impact monitoring.

With clear success metrics and patient investment, the partnership can evolve from transactional engagement to a sustained innovation alliance — transforming agriculture into a driver of climate action, productivity, and inclusive rural growth across both nations.



Site preparation and soil tillage for crop plantation