



ADVANCING HUMANITY THROUGH DRONE INTELLIGENCE

# WHO Global Brand for All Things Drone with largest footprint in the industry

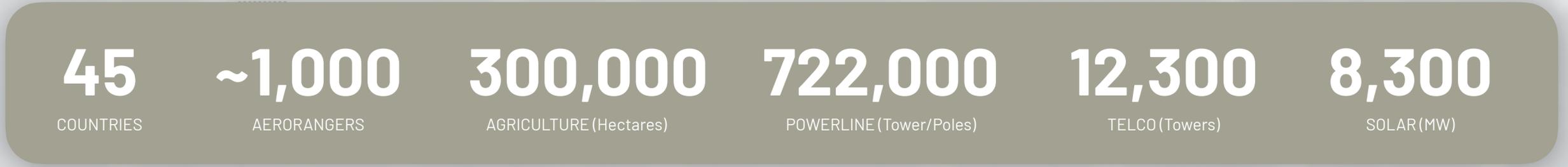


Ranked **#1** Drone Industry Insights  
 DRONE REMOTE SENSING SERVICE PROVIDER  
 GLOBALLY 2021 - 2023

## 360DT3

Drone Technology  
 Data Technology  
 Digital Transformation

### Investors



# WHY We solve critical industrial challenges with 360DT3



- Cost and inefficiencies
- Performance
- Sustainability
- Labour
- Visibility
- Safety and security
- Geospatial Intelligence
- Equality and freedom

TELCO, GRID, SOLAR, WIND,  
HIGHWAYS, RAIL, PORT

INDUSTRIAL  
DELIVERIES

O&G, BORDER,  
LARGE FACILITIES

FULL ECOSYSTEM  
SOLUTION PROVIDER

LIDAR,  
PHOTOGRAMMETRY  
AND SATELLITE

01

Critical Infrastructure  
Assets Management

**DRONOS**

02

Logistics and  
Transportations

**ARGENTAVIS**

03

Border, Perimeter, Area  
Safety Management

**FULCRUM**

04

Agriculture, Plantation and  
Forest Management

**AGRIMOR**

05

Geospatial and GIS  
Challenges

**GEOSPATIAL**

Global cost of unplanned  
downtime in the power sector  
is estimated to be **\$100 billion**  
per year (source: IEA)

Drone deliveries could  
provide more than **\$100  
billion** in savings through  
lower costs associated with  
labour and fuel (source: Bain &  
Co)

At least **US\$40.5 billion** in  
current tax revenues is lost  
each year by governments to  
illicit cigarette smuggling  
(source: WHO)

The industry could tack on  
**\$500 billion** in additional  
value by implementing  
technology successfully  
(source: Mck)

The cost of inaccurate  
geospatial information cost  
10% of global GDP at **\$960bn**  
(source: World Bank)

# DRONOS

DRONE TECH | DATA TECH | DIGITAL TRANSFORMATION

Objective  
Aware

## Fly

Define a list of requirements for the autonomous systems to perform the mission

Context  
Aware

## Extract

Obtain insights from your deployed fleet of aerial robots

Sensor  
Fusion

## Analyse

Correlate findings from multiple data sources

Always  
Aware

## Organise

Data ingestion on a scalable cloud architecture enables you to get the data you need - however complex

Predictive  
Prescriptive

## Act

Issues are highlighted for data-driven decision making



## Transforming critical infrastructure management with drone and data tech

1. Up to 75% proven cost savings
2. 30x faster speed of inspection
3. Ensuring uninterrupted services & maximising asset integrity
4. Tech
  1. **DRONOS Superplatform**
  2. **Digital Twin**
  3. **UTM**





## Transforming agriculture and addressing food security challenges

1. Driving large-scale precision agriculture worldwide, using emerging technologies
2. Up to 67% increase in crop yields
3. Tech
  1. Precision Agriculture
  2. Drone Hardware and sensors
  3. SaaS Platform



# MID TERM | Transforming Agriculture with AGRIMOR



TAM total addressable market - '23 - '27

# 21.6

million hectares

- Oil palm
- Rubber
- Paddy
- Durian
- Wheat
- Cotton
- Tea
- Millet
- Corn
- Soybean
- Sugarcane
- Coffee
- Cocoa
- Yam
- Cassava



A

### Farmland Management

1. User level management
2. Workforce management
3. Asset monitoring & tracking
4. Communication
5. Performance management



B

### Crop Intelligence

1. Crop excellence
2. Crop monitoring
  - i. vigour analysis
  - ii. stress analysis
  - iii. chlorophyll analysis
  - iv. water uptake analysis
  - v. water logging analysis
3. GIS cloud processing + Farm temporal data
4. Satellite & weather data



C

### Crop Services

1. Drone services
  - i. crop protection
  - ii. fertiliser application
  - iii. mapping
  - iv. audit & census
2. Machineries services (soil leveller, tiller, harvester)



D

### Crop Technology & Production

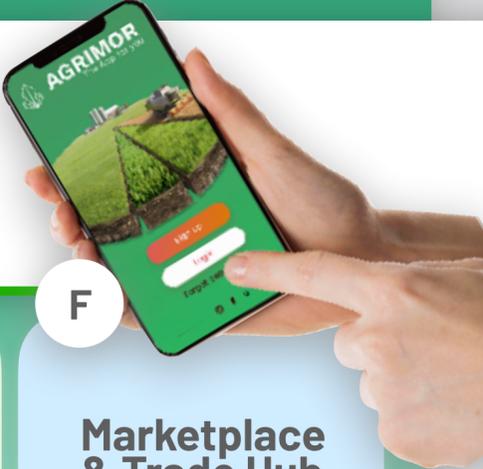
1. Greenhouse systems
  - i. climatic system
  - ii. non-climatic system
2. Aquaculture systems
  - i. shrimp
  - ii. freshwater fisheries
3. Open field system (Paditen)



E

### Financing & Credits

1. Agregate FIs
2. Farm technology financing
3. Facilitate micro-credits with financial institution
4. Crop insurance



F

### Marketplace & Trade Hub

1. Fresh Produce (high nutrient veggies and premium fruits)
1. Agriculture input
2. Extension services
3. Consultancy & best practices
4. Fresh produce
5. B2B and B2C

# CURRENT | Integrated Smart Monitoring with FUCRUM



AI Driven Automated Drone Nest

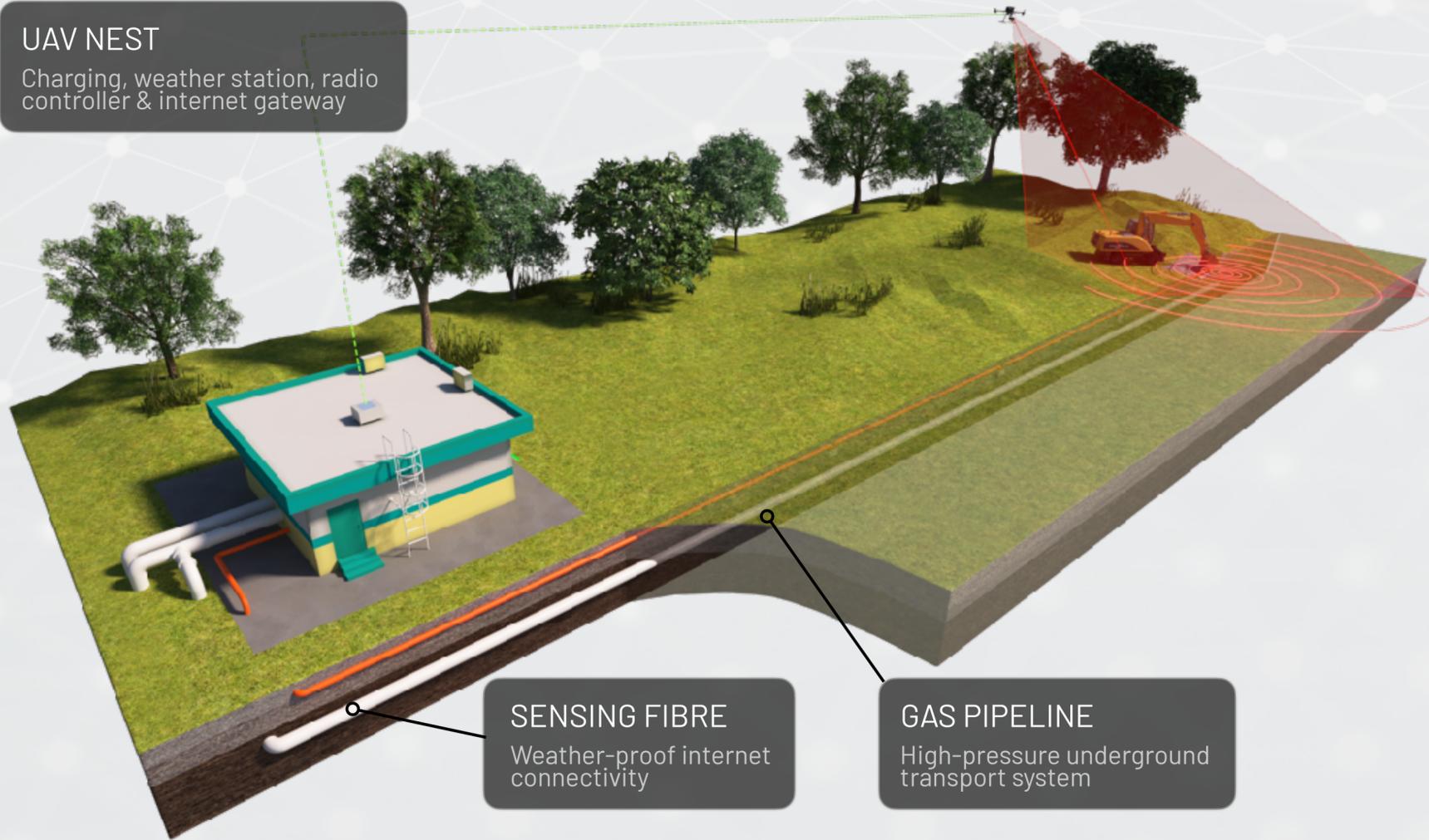
2500 km Pipeline Monitoring

Border Security

Geospatial Intelligence

UAV NEST

Charging, weather station, radio controller & internet gateway

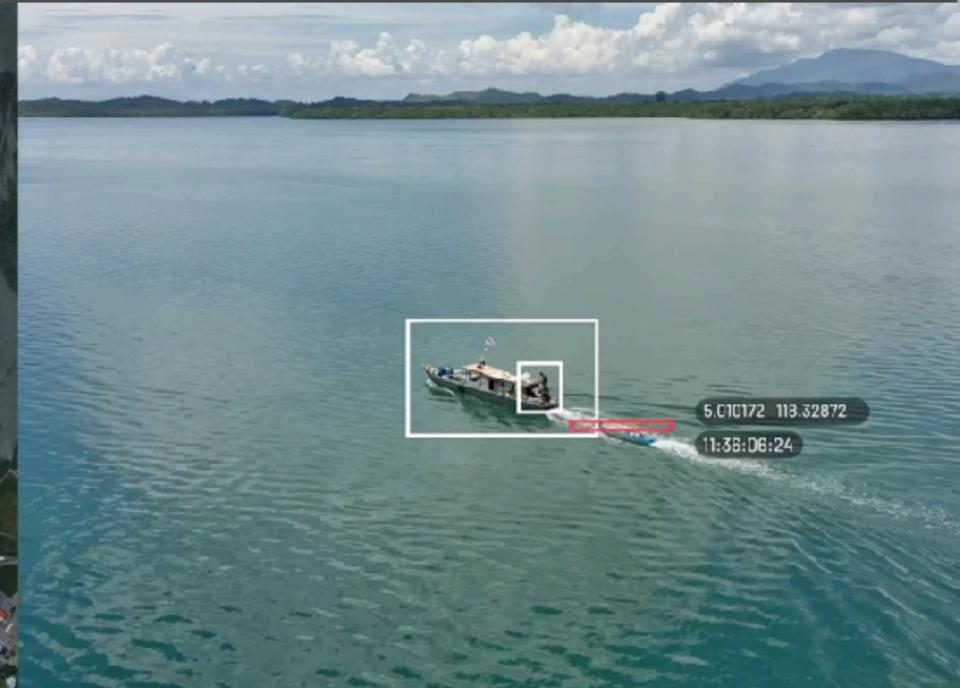
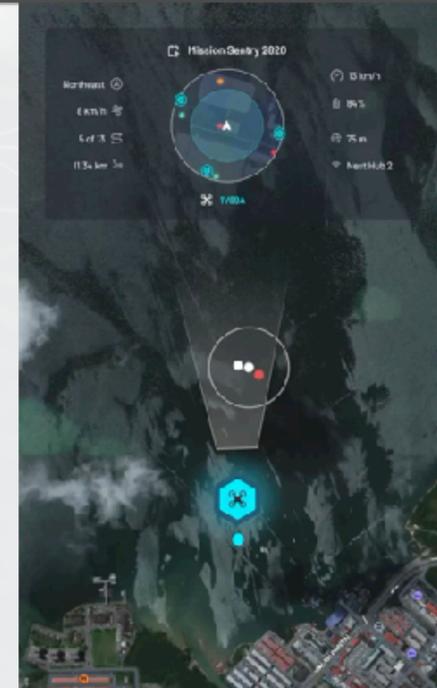


SENSING FIBRE

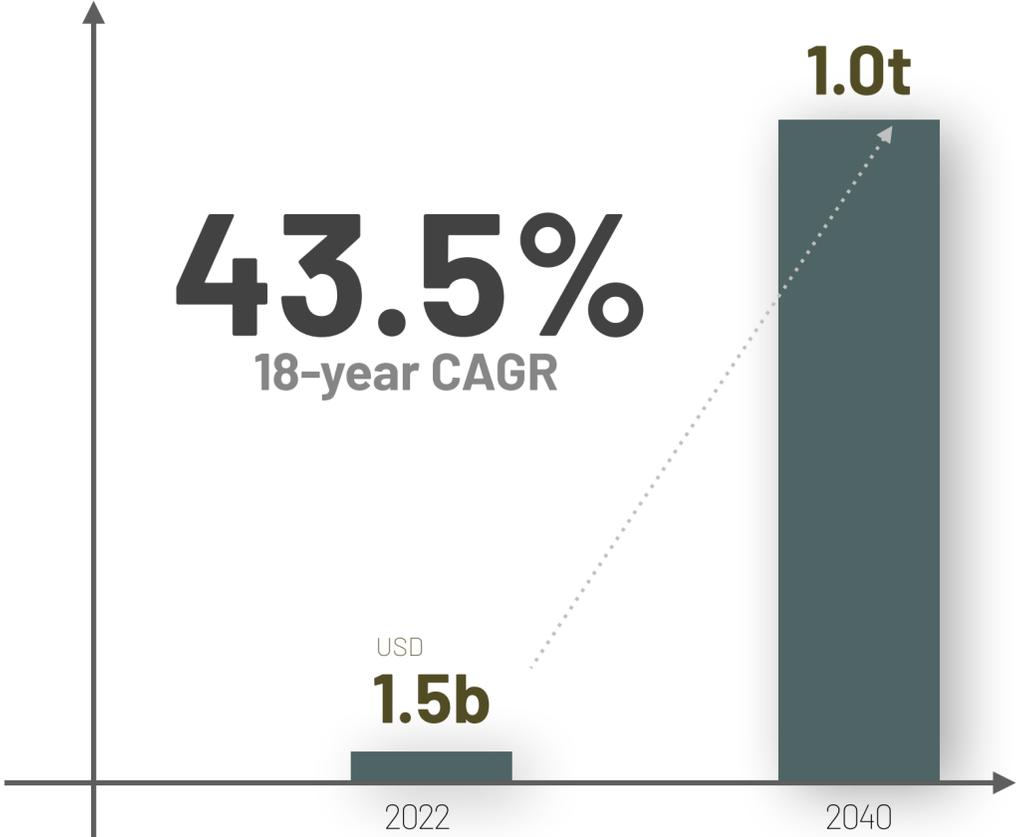
Weather-proof internet connectivity

GAS PIPELINE

High-pressure underground transport system



# LONG TERM | Transforming Logistics with ARGENTAVIS

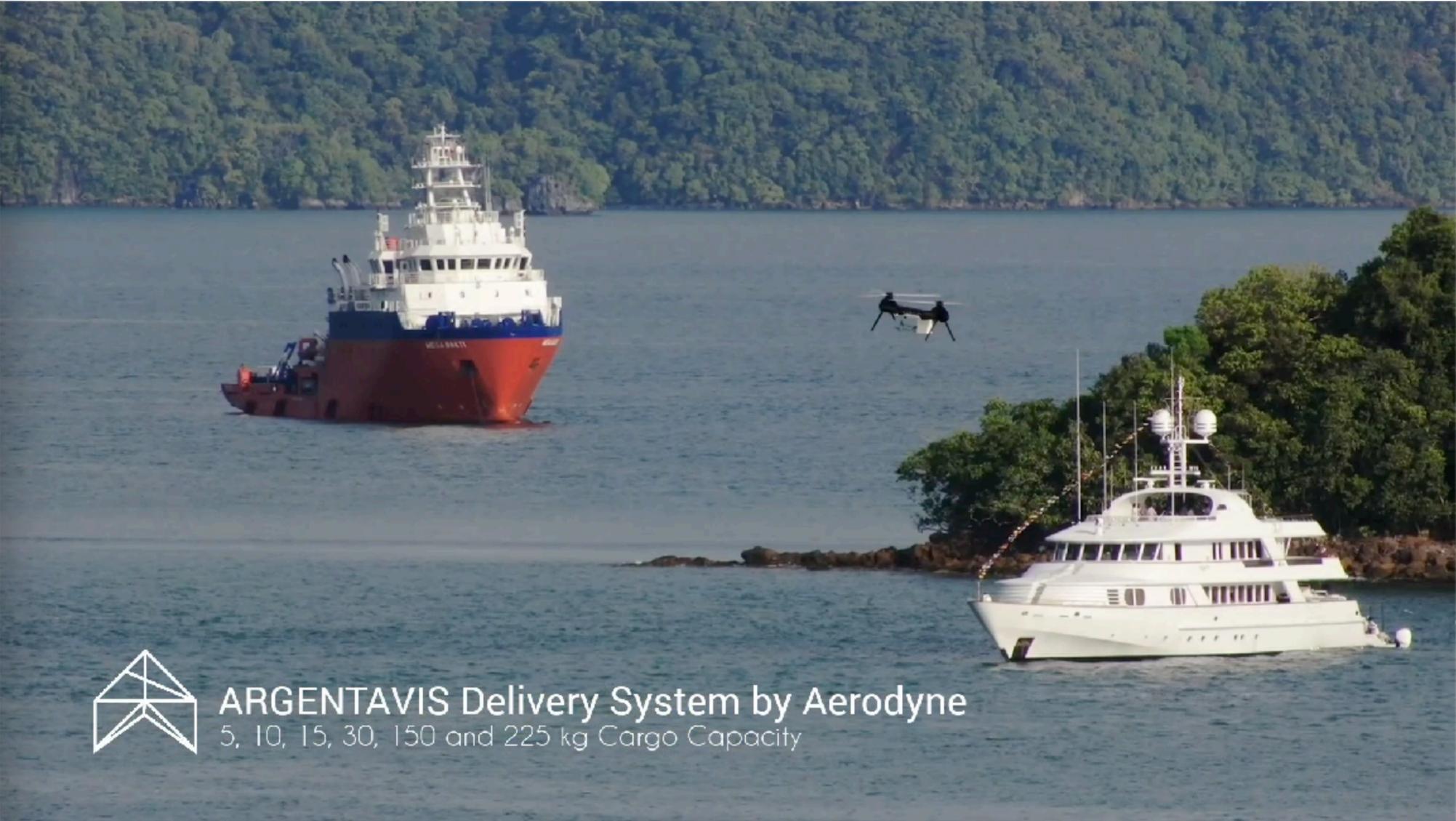


Source: Morgan Stanley

**2,000** drone deliveries per day globally

As of early 2022, we estimate that more than 2,000 drone deliveries are occurring each day worldwide. The growth rate is accelerating every week, and we project that there will be close to 1.5 million deliveries in 2022 as a whole, up from just under half a million in 2021.

Source: McKinsey



**ARGENTAVIS Delivery System by Aerodyne**  
5, 10, 15, 30, 150 and 225 kg Cargo Capacity

# Our Edge



## Strong Global Presence

01

02

## Proven Dx

03

04

## Drone Sogoshosha

05

## Deep-tech focused

## Global Readiness

### 1. Direct presence in 45 countries and growing

1. 2 Corporate HQs
2. 6 Regional HQs
3. 37 Subsidiaries and Partners Offices
4. Aggressive expansion strategy
5. Many strategic partnerships and collaborations

### 1. Solving deep industrial challenges

### 2. Four deep tech verticals

1. AGRIMOR
2. DRONOS
3. FULCRUM
4. ARGENTAVIS

### 1. Solutions that make business sense for various industrial applications

1. Hayai, Yasui, Umai, Anzen

### 1. Internal DX

1. ERP, performance management systems etc
2. Sustainability-conscious practice

### 2. Growth of global operations

1. Industry consolidation
2. 21 M&As (5 upcoming opportunities in 2023)

### 1. 360DT3 - the go to platform for all things drone

1. DT3
2. Build, Operate, Transfer
3. Exploring adjacent opportunities

### 2. Strengthening resources and value chain integration