

INVESTOR DECK · MAY 2026 · CONFIDENTIAL

We rent drones to Indian farmers.

Every flight is also a survey. Same drone earns from farmers and sells data to insurers.

PROBLEM

Two markets, same missing piece: flights.

FARMERS

146M farmers.
No national drone operator.

Manual spray: 120 min/acre, 180L water, 40%
chemical drift.

INSURERS

\$9.1B by 2030.
Underwriting on bad data.

Satellites are 10-30m resolution, days old, blind under
canopy.

WHAT WE DO

One drone. Three steps. Two revenues.

01

Spray.

₹450 / acre

Farmers pay us.

25 acres per drone per day. 8 min per acre. 5 service tiers.

02

Capture.

Same flight

Zero extra cost.

Onboard sensors record the field. We do this because the drone is already flying.

03

License.

\$0.50-\$2 / acre

Insurers pay us.

Crop insurers and re-insurers buy field-level data they cannot get elsewhere.

MARKET

Big, growing, and addressable from one hub.

₹5,000 Cr

INDIAN AGRI-DRONE SERVICES BY 2030

4x growth from ₹1,200 Cr in 2024

\$9.1B

GLOBAL AGRI-DATA LICENSING BY 2030

Up from \$4.2B in 2024

44.6 lakh

ADDRESSABLE ACRES IN OUR HUB

5 districts · 3 states · 238 FPOs

OUR TARGET

8-10% market share by Y3 = 350K-450K acres serviced per year from one hub.

Every drone pays itself back in 23 months.

₹450

/ acre revenue

25

acres / drone / day

23 mo

payback per drone

52%

annual ROI

ENGINE A — SERVICES (TODAY)

₹1.1 Cr / drone / year

45-50% gross margin · cash-flowing from month one

ENGINE B — DATA (Y2+)

\$1-\$2 / acre / year

90%+ gross margin · same flights, zero extra cost

The founder prices risk for a living.



Sumin Pillai

FOUNDER & CEO

- Option-pricing professional. Stochastic processes, derivative risk, volatility surfaces.
- Research: dissertation complete, 4 publications forthcoming next quarter.
- Built the financial model, cost sheet, and break-even analysis from first principles.

I price risk. Farmland is the world's largest unpriced asset. AGRIDRONE creates the data to price it.

ADVISOR

Chandrasekhar Reddy

Karnataka agri-business. FPO relationships across the 5-district hub.

HIRING WITH THE ROUND

- Head of Data
- Head of Fleet Ops
- BD Lead — insurance

THE ASK

\$1M. 18 months.


on a \$10M post-money SAFE.

USE OF FUNDS

\$380K 5 drones + sensor stack



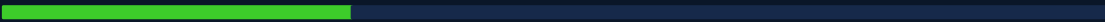
\$240K Data + ML engineers (3)



\$180K BD lead + compliance



\$120K Hub buildout — Raichur



\$80K Working capital



18-MONTH MILESTONES

100,000+

ACRES SERVICED

3 signed

DATA CONTRACTS

\$2M

ARR RUN-RATE

50%+

GROSS MARGIN

Build the data layer for global farmland.

India is the wedge. 146M farmers. ₹40,000 Cr in subsidies. DGCA-cleared airspace. From here we fly pan-Asia.