View on Crops From Space

Survey Satellite Agro

Key to the market worth 40,4+ Billion USD (2022) and growing by 10% annually worldwide – agriculture crops insurance

www.surveyagro.space

02 Problem of crops insurance: loss adjustment

Until early 2000 all crops insurance was indemnity based. However, the development of crops insurance had an obstacle: loss adjustment. From time to time, it might be slow, untimely, erroneous and corrupted, making growth of industry difficult. Crops insurance industry found a way out through developing parametric insurance. However this kind of covers has a problem itself – basis risk. Agro-producers worldwide prefer classic indemnity based crops insurance.

03

Solution of the crops insurance problem

Survey Satellite Agro (SSA) is a solution to the crops loss adjustment challenge. SSA technology allows to make agro crops loss adjustment in a precise and fast way, human errors-free, at a lower, than traditional loss adjustment, cost, for any crop in a field or in the garden, anywhere in the world.

SURVEY SATELLITE AGRO СУПУТНИКОВИЙ АГРО СЮРВЕЙ

04

Service description

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- Survey Satellite Agro evaluate crop productivity and other crop parameters with high precision of 90-95% of actual biological productivity (yield).
- We do it using various satellite (remote sensing) data, processed with mathematical models.
- SSA can tell you within a couple of days after a catastrophic event what acreages suffered and what yield remained there.
- We don't have to visit fields.

This is a truly objective tool of control of the harvests and of the yields: human errors-free and quarantine-ignoring

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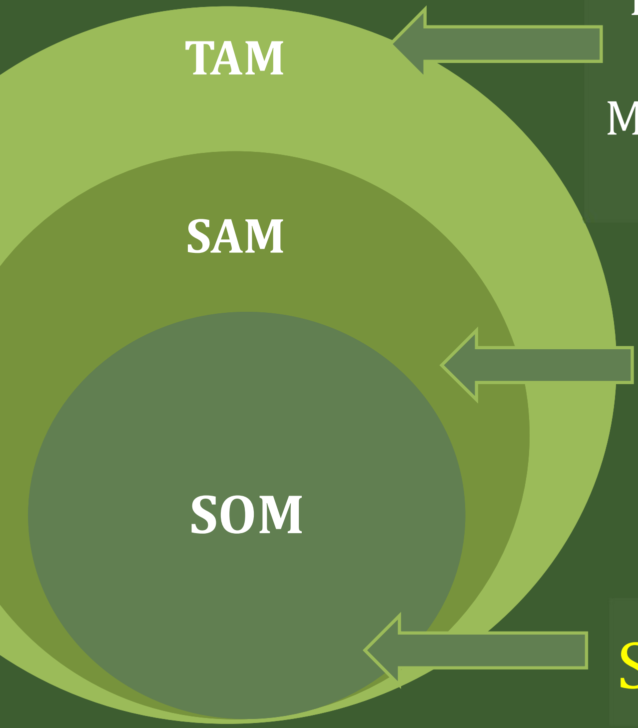
05

Market size: TAM, SAM, SOM



In 2022 Global Crop Insurance Market Size was valued at USD 40.4 Billion, this amount is projected to grow up to USD 55.07 Billion in 2029 and up to USD 61.30 Billion in 2030.
Market of agro production creditors: In 2020 credits issued for agriculture production amounted 1.136 Billion USD, or 2,38% of total world credit

About 40% of TAM, or USD 22,03 Billion of insurance premium, and circa USD 0,5 Billion of monitorings for banks (2029)

SSA plan to take up to 10% of the SAM during 2024-2030, worth USD 2,4 Billion in terms of insurance premiums served (2030)

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06

Competitors

Companies providing yields prognosis using Vegetation Indexes, LAI & WOFOST- EOS, EarthDaily Agro. 70-85% productivity precision

Companies providing yield estimation using Vegetation Indexes & ground sensors, web-application based – Regrow Ag, Cropio. 80-95% productivity precision

Companies making crop monitoring & yield estimation which are SAR based - Planet Watchers, Cropix. 70-85% productivity precision

Organizations using crop growth mechanistic model – WOFOST & its derivative MARS EU for large-scale yield forecast. Estimate the yield by comparing actual weather, soil etc. data with their Long-term Terms Average values

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07

SSA competitive advantages

High accuracy of evaluation

S.S.A. work not only with field crops, but also with orchards & vegetables

S.S.A. propose similar product to various categories of clients & markets

S.S.A. can perform various functions for same clients

Relatively low cost and fast crops evaluation delivery

Scalability, when fully algorithmized

Data downloading is already (2023) fully algorithmized

SURVEY SATELLITE AGRO

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08

Business model. Market adoption

Our customer segment are agriculture insurance & reinsurance companies; banks financing agriculture production; agro producers which may require third-party productivity & harvest forecast

SSA revenue streams are the payments for the services delivered, on-demand and on subscription basis

S.S.A. business model is B2B. We are AgroTech startup.

Markets adoption by SSA: while the war's ongoing, direct mail; when war is over, that and participation in national and international forums of agriculture insurers, like AIAG, in HiTech for agro

SSA value proposition is precise measurement or forecast of harvest, at any moment of time

SSA key resources are its team, access to the open APIs of satellite constellations, and development of new technologies, like own crops ID

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09

KPIs

SSA charge per field basis, basic fee of $100 a field.

In 2024 SSA plan to get 4-6 clients ordering 8-12 packets of fields to be evaluated, altogether 300 to 500 fields during 2024, bringing SSA from $ 30,000 to $ 40,000 during the year

In 2025 SSA plan to renew 4 clients, and get 10 new ones. They will order 20 to 30 packets of fields, altogether 500 to 1,000 fields during 2025, bringing SSA from $ 50,000 to $ 80,000 during the year.

Funding requested

Survey Satellite Agro is looking for two rounds of investments, of $ 90,000 in 2024 and of $ 100,000 in 2025

The funds are necessary to cover in 2024:

- Running cost approximately $70,000
- Algorithmizing of final stages of productivity evaluation approximately $ 10,000
- Necessary equipment purchase approximately $ 5,000
- Beginning of creation of «exotic» crops yields data base – oranges, cotton, sugar cane, coffee, cocoa, olives – for further development of productivity models, $ 5,000

The funds are necessary to cover in 2025:

- Running cost approximately $80,000
- Participation in international and national conferences $10,000
- Necessary equipment purchase approximately $ 5,000
- Creation of exotic crops yields data base – oranges, cotton, sugar cane, coffee, cocoa, olives – and development of these crops' productivity models, $ 5,000

SSA team

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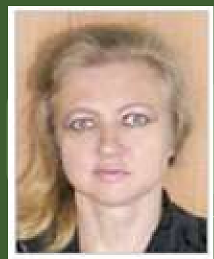
Viktor Basenko



Olena Shykula

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Thank you!!!

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