World Bank Challenge 2019

DRONE TECHNOLOGY TO SOLVE AFRICAN CHALLENGES
- Outdated farming methods that do not leverage actionable, up to date data in decision making.
- Lack of access to quality up to date actionable data.
Futura — Mapping drone

ENDURANCE
1.5 HRS

ACREAGE
1,000 ACRES

FULLY AUTONOMOUS

$ 2 / ACRES
Milestone: Successfully collected actionable data on 3,000 acres of farmland

Outcome: set to map 14,000 acre farm after successful pilot completion
OUR 3 YEAR FLIGHT PLAN

1,000

5,000

10,000
**COMPETITIVE LANDSCAPE**

When compared to other drone companies, Astral Aerial is better placed to meet the gap in Kenya’s cargo, industrial and humanitarian services market.

<table>
<thead>
<tr>
<th>Characteristics</th>
<th>Competition</th>
</tr>
</thead>
<tbody>
<tr>
<td>Certified drone pilots</td>
<td>✓</td>
</tr>
<tr>
<td>Existing aviation experience</td>
<td>✗</td>
</tr>
<tr>
<td>No advanced scheduling requirement</td>
<td>✓</td>
</tr>
<tr>
<td>Carrying multiple payloads</td>
<td>✗</td>
</tr>
<tr>
<td>Flexibility in aircraft fleet</td>
<td>✗</td>
</tr>
<tr>
<td>Covers different industries</td>
<td>✗</td>
</tr>
</tbody>
</table>
Challenges

• Regulatory challenges.

• Pilot project required - as it is a new technology, most farms require a pilot project to assess the value of our solutions to them.

Platform benefit

• Platform benefit – access to collective groups of small scale farmers growing different crops in a particular region.
• We deliver up to date crop data, as well as support services, like precision crop spraying
• Access to collective groups of small holder farmers within a specific region

• With a threshold number of 100 – 1,000 farmers, we can offer our services and disseminate data to small scale farmers.

• Access to farmers through Agri-services firms within the World Bank Platform or involvement in World bank projects like Kenya Climate Smart Agriculture project will enable us reach our threshold numbers successfully.
PARTNERSHIPS

*Companies that have initiated talks with us so far*
TEAM

Astral’s team is made up of experienced professionals in the aviation industry.

Sanjeev Gadhia  
CEO

Kush Gadhia  
Business Development Officer

Mwanzia Mawili  
Chief Technical Officer

Geoffrey Nyaga  
Chief Operations Officer
Thank you!