

# gaorai



Empowering precision farming in SEA





**What If...**



Land Plot Management & Rental



Land Preparation



Carbon Footprint Tracing



Satellite & Soil Data Analytics



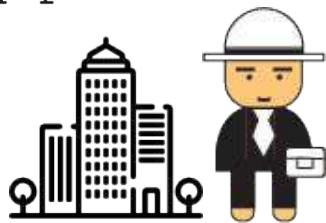
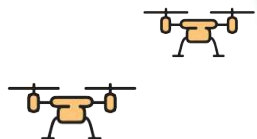
Crop Protection Services & Products



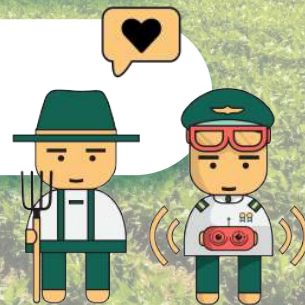
Harvesting Machineries

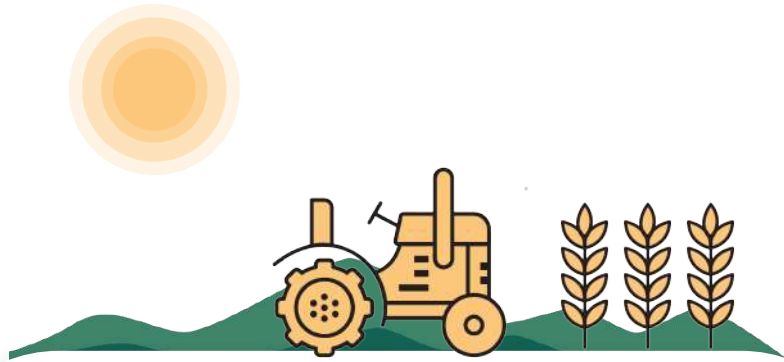


E-commerce



New Generation of Farmers





**Why Now ?**



**8,036,218,100**

**World Population**

All of Us Right Now



# 10,000,000,000

**World Population by 2050**

All of Us in the Near Future



# Agricultural Consumption Will Increase by

# 70%

How do we feed next generations in 30 years?

[Source](#)







## Climate Change [Source](#)

Fluctuation of temperature reduces yield, severe droughts/flood, & increases threat to crop



## Insufficient Funds

production cost increases, farmers aren't able to purchase sufficient nutrients & chemicals for crops



## Urbanisation

lack of agricultural workforce  
(by 2050 68% of population will be in cities )



## Chemical Abuse

Threatening long term production capability due to soil damage and environmental contamination







**War in Ukraine**

24% of World's Grain  
70% of World's Sunflower Oil

Russia Bans Export

Kazakhstan Bans Export

Port Ban

Egypt Bans Export

Indonesia Bans Export

780 million people  
are currently STARVING

**Massive Disruption**

**Global Food Supply Chain**

Food price increase  
by 100%++

500 million people  
Will face acute hunger in 2023

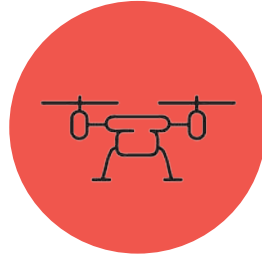
Argentina Bans Export

Global food price inflation

How about  
**Thailand?**



**Low Efficiency**  
& Productivity

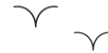


**Only 6% of Farmers**  
are using Technology



**Aging Society**  
average age of 58 Years Old

(Employs  $\frac{1}{3}$  of country's labor force  
But only contributes to 5-10% of GDP)



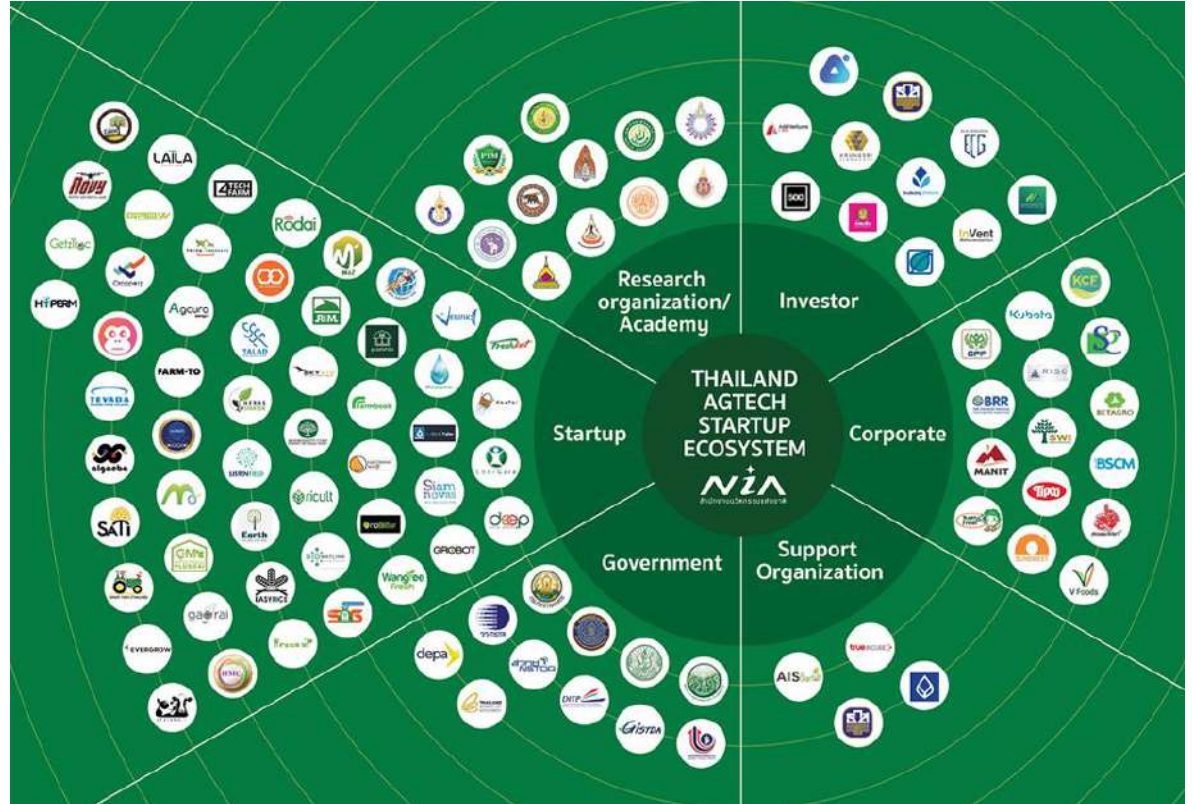
# Thailand's Agtech Ecosystem & Market Overview

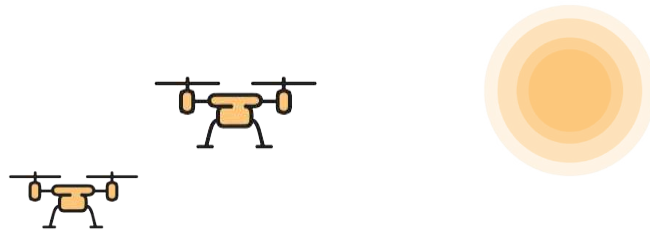
## Ecosystem

Early Stage Ecosystem

Majority competitors are drone hardware distributors

Majority of platforms are using sky data





# What Gaorai Has Now?



# About Gaorai

*Empowering precision farming in SEA.*

**Gaorai** is an **agri-tech platform** that helps to improve land productivity by utilising latest **UAV, Robotics, Data, and Farm Management Tools.**



# Available Technology

## Agricultural Drones



- ✓ Pesticide
- ✓ Fertiliser
- ✓ Other Chemicals

**Fleet of Drone tailored for Agriculture**  
in Thailand

2022

15

Drones

15

Pilots  
& Co-Pilots

2023

56

Drones

78

Pilots  
& Co-Pilots

Credentials



*Professional Certified Pilot Team*  
*Internal/External Training Courses*

Gaorai's  
**Fleet**



**3-4 times less chemical** but  
produces **10-15% higher yield**



**90% less water**

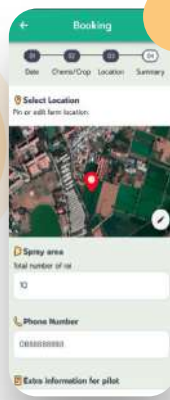
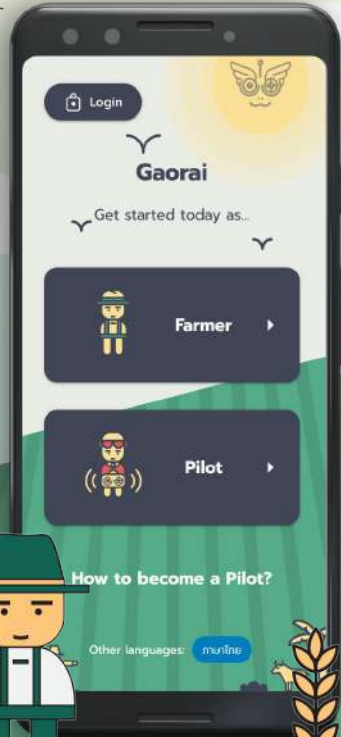


**40 times faster**



**Reduces** need of manual labor

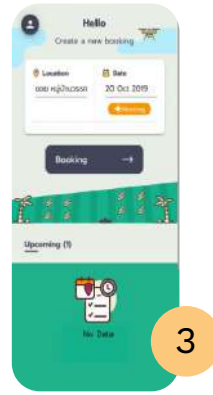
# Gaorai Web Application



Create Profile & Buy Credits



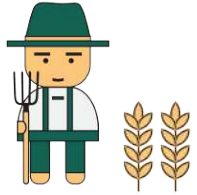
2



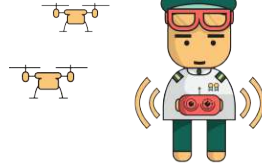
3

Upload Data

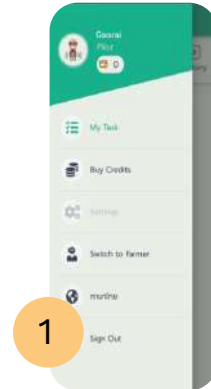
FARMER



PILOT

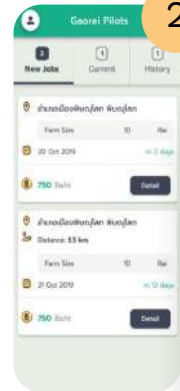


Confirm Booking

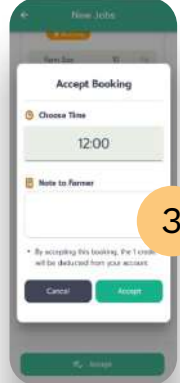


1

Select Location & Date



2



3

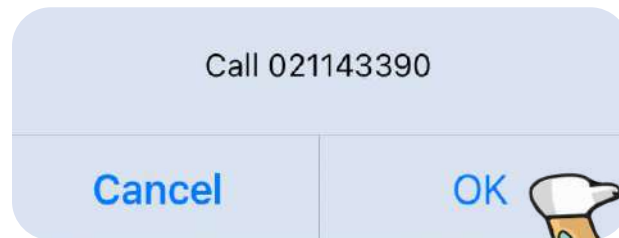
Select Crop & Chemical type



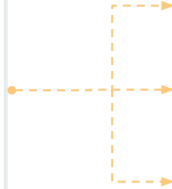
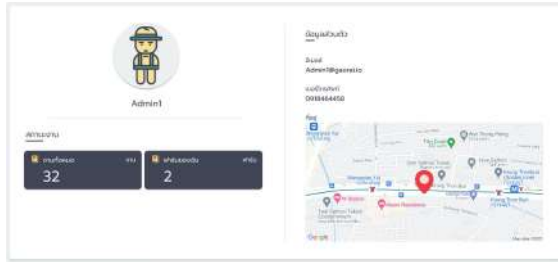
Gaorai  
**Line Official**



Gaorai  
**Call Center**



# On Ground Data Data Report



Farm Location



Crop Type & Health Status



GPS Flight Map



Satellite Index  
NDVI, NDRE, MSAVI,  
NRECI, Moisture NDMI

A screenshot of a table with columns for date, location, chemical name, and status. The table contains several rows of data.

Date	Location	Chemical Name	Status
18 Nov 2021	...	...	...
18 Nov 2021	...	...	...
24 Nov 2021	...	...	...
23 Dec 2021	...	...	...
09 Dec 2021	...	...	...



Amount of Chemical



Chemical Brand



Additional crop photos upon request



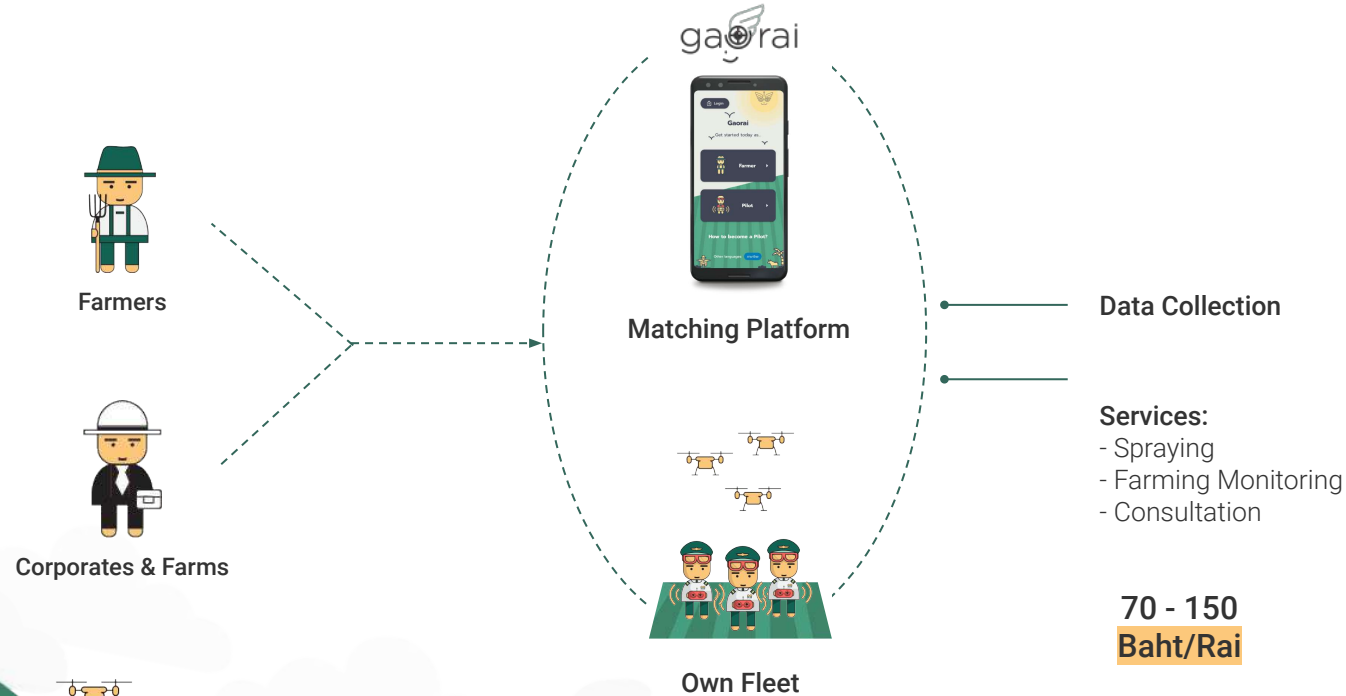
Soil Analysis

## Farmer's Profile

Available for Download via web application



# Gaorai's Business Model



With our fleet of qualified pilots, we can commit to provide **large scale services**. Aiming to provide **efficiency, accuracy, and on-time delivery** for our large scale client. And scalability through our freelance model.

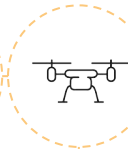
# Remote Farming

## Subscription Model

- Corn
- Cassava
- Sugarcane
- Rice
- More coming soon...



### Crop Cycle Subscription for One-Stop Service

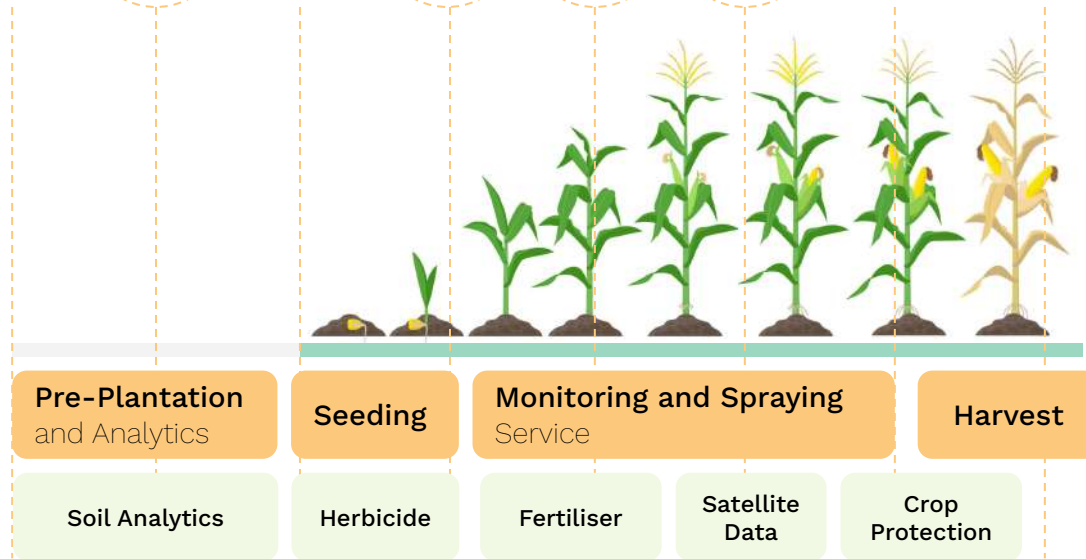


Starting at

**฿2599 - 3599 / rai**

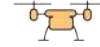
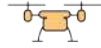
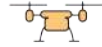
Base Package

- Annual **Soil Health Analysis**
- Bi-Weekly **Satellite Monitoring**
- Crop **Management Plan**
- **Chemicals** (*Fertilisers, Herbicides, Pesticides, Fungicides*)
- 10 **On-site Fleet Visits**
- **Carbon Credit**



Gaorai

## Management Team



**Matas Danielevicius**  
CEO



**Dr. Korsak Towantakawanich**  
BDO



**Sittinon Sukhaya**  
CTO, COO



**Kastytis Kemezys**  
CFO



**Kanpraechat Chuayjuljit**  
Business Development  
Manager



**Thitipong Siriwat**  
Operations Manager



**Phurichya Jirayutat**  
Junior Entrepreneur in Residence



**Pitchakorn Chaisirithanya**  
Marketing Content Creator



**Ann Punyajaray**  
Graphic Designer



10+ Drone Pilots  
and Co-Pilots



# Gaorai Partnerships

Ecosystem



Drones



Organisations



Universities/Gov





# Participations & Awards



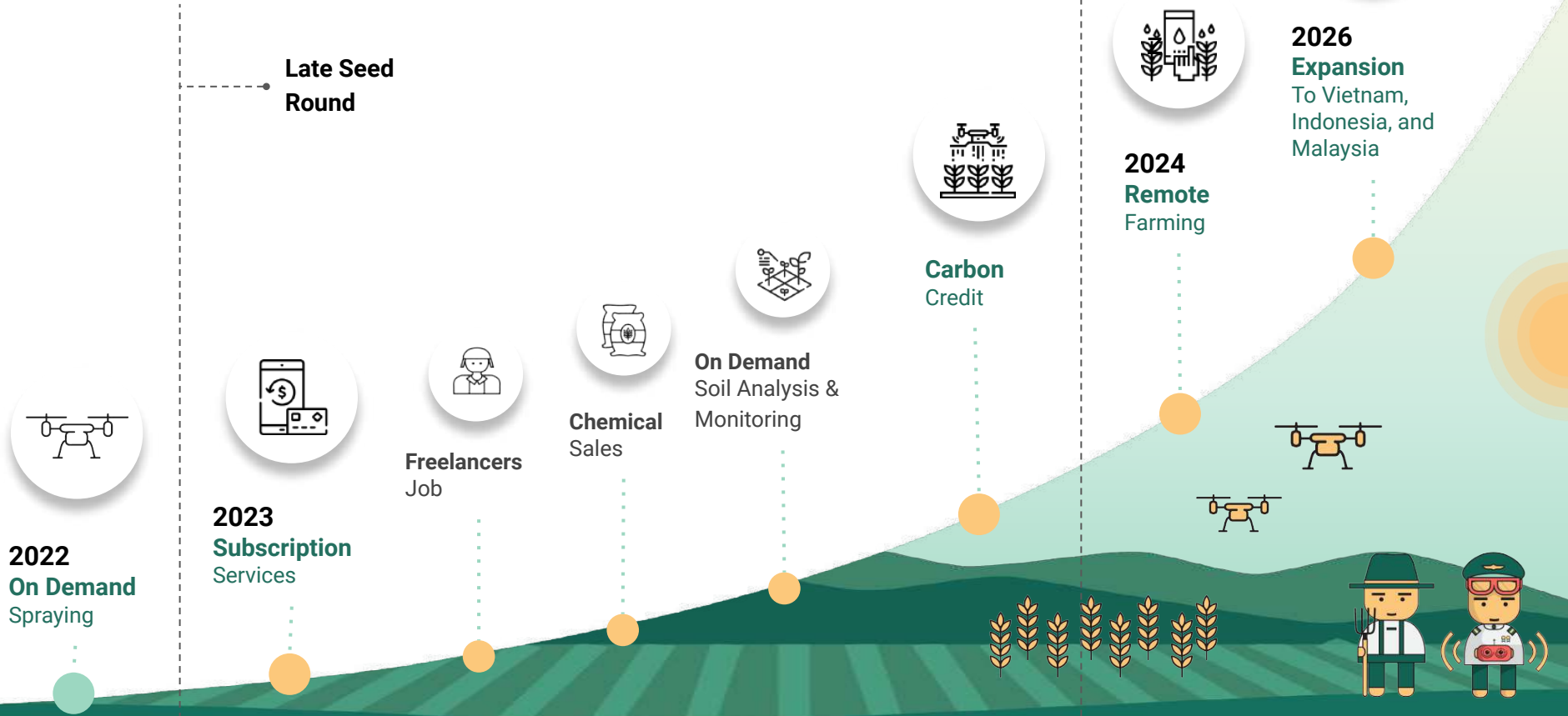
1st Place Winner: Space Economy





**What's Next...**

# Next Step Timeline



Gaorai

# Let's Work Together



## New Round of Investment

We're getting ready to raise a next round of investment (A)

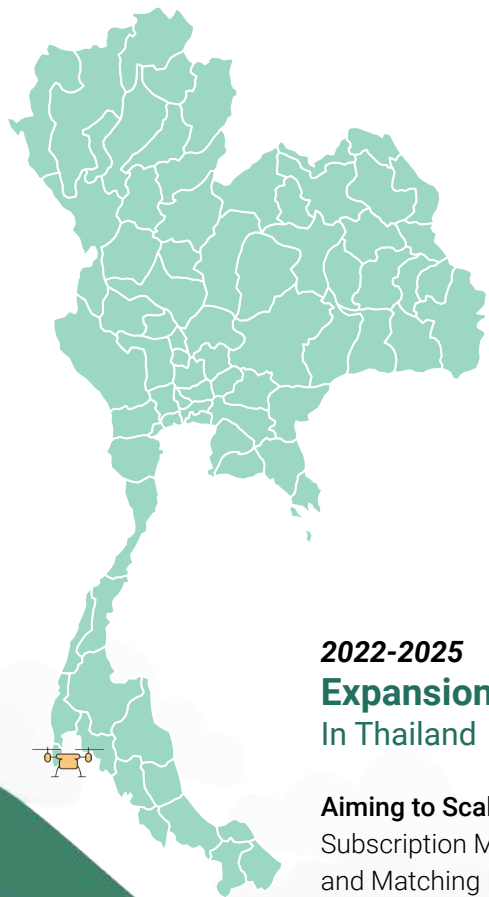
## Looking for B2B Partnerships

(Chemical Companies, Drone Companies, Agriculture Company )

## Corporate Clients

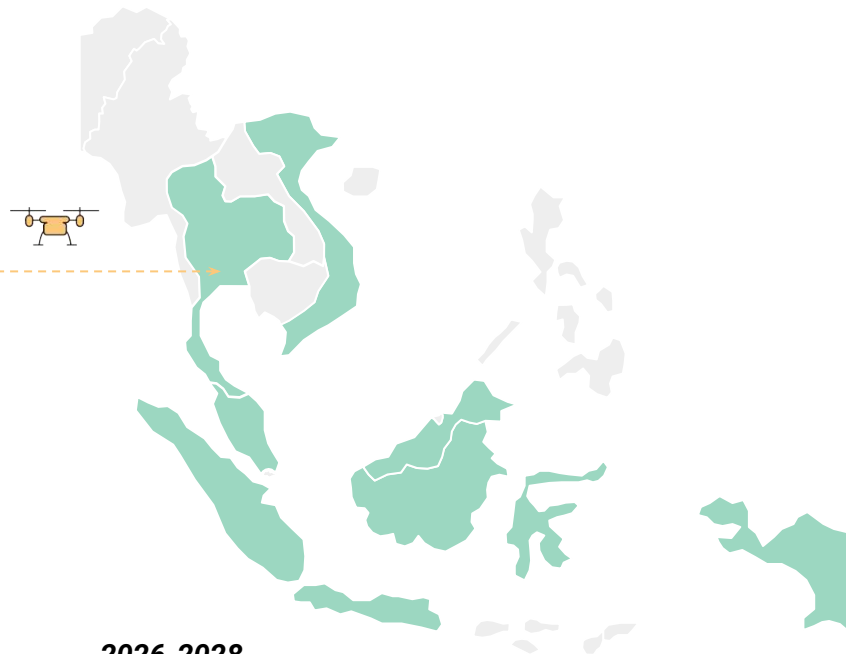
We're looking for local and international companies who would like to use our added value services related to drone spraying and data.





**2022-2025**  
**Expansion**  
In Thailand

**Aiming to Scale across the country** through Subscription Model, On Demand Service from fleet and Matching Platform.



**2026-2028**  
**Expansion**  
To SEA

Starting from **Vietnam, Indonesia, and Malaysia.**

# gaorai



gaorai.io

Get in touch with our team!



@Gaorai