



Pitch Deck 2022





Evolving the world from the sky



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About Us

Terra Drone provides drone solutions for surveying, inspection, unmanned traffic management (UTM) and flying cars business.

2016

Established

186+¹

Employees

+10¹

Regions

3K+²

Projects

(1) Including all affiliated companies by end of Dec 2022

(2) Projects includes Survey and Inspection projects in Japan



CEO & Founder

Toru Tokushige

Social Issues



Infrastructure is aging

About 59%¹ of road infrastructure in Japan needs early or emergency maintenance, our infrastructures are aging daily.



Safety on site

Conventional inspection or survey requires people to go to remote or confined areas. Using drones in place of people can increase safety.

(1) (Aug. 2022), Ministry of Land, Infrastructure, Transport and Tourism, Road Maintenance Annual Report (2021), http://www.mlit.go.jp/road/sisaku/yobohozen/yobohozen_maint_r03.html

Source 1: "White Paper on Measures for Society with a Decreasing Birthrate," Government of Japan
Source 2: "Basic Survey on Wage Structure", 2020

Global Drone Market Opportunity (2025)

TAM \$60.25 Bn.



\$37.8 Bn.

Survey Services



\$2.8 Bn.

Survey Hardware



\$17.6 Bn.

Inspection



\$1,960 mil.

UTM
(Unmanned Traffic Management)

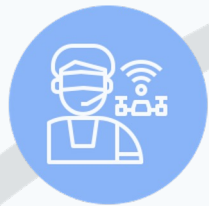
(1) (Oct, 2022), Unmanned Traffic Management (UTM) Market Research Report, <https://www.marketresearchfuture.com/reports/unmanned-traffic-management-market-10159>

(2) (Dec, 2022), LiDAR Market by Technology (2D, 3D, 4D), Component (Laser Scanners, Navigation and Positioning Systems), Installation Type (2021-2026), <https://www.marketsandmarkets.com/Market-Reports/lidar-market-1261.html>

(3) (Oct, 2022), Surveying and Mapping Services - Global Market Trajectory & Analytics, <https://www.researchandmarkets.com/reports/5141104/surveying-and-mapping-services-global-market>

(4) (Mar, 2022), Drone Inspection and Monitoring Market Size to Reach USD 36.16 Billion in 2030, <https://www.prnewswire.com/news-releases/drone-inspection-and-monitoring-market-size-to-reach-usd-36-16-billion-in-2030--increasing-number-of-wind-turbines-is-one-of-the-key-factors-driving-industry-demand-says-emergen-research-301508963.html>

Our airspace is going to be crowded than ever...



Flight limited
within pilot's sight



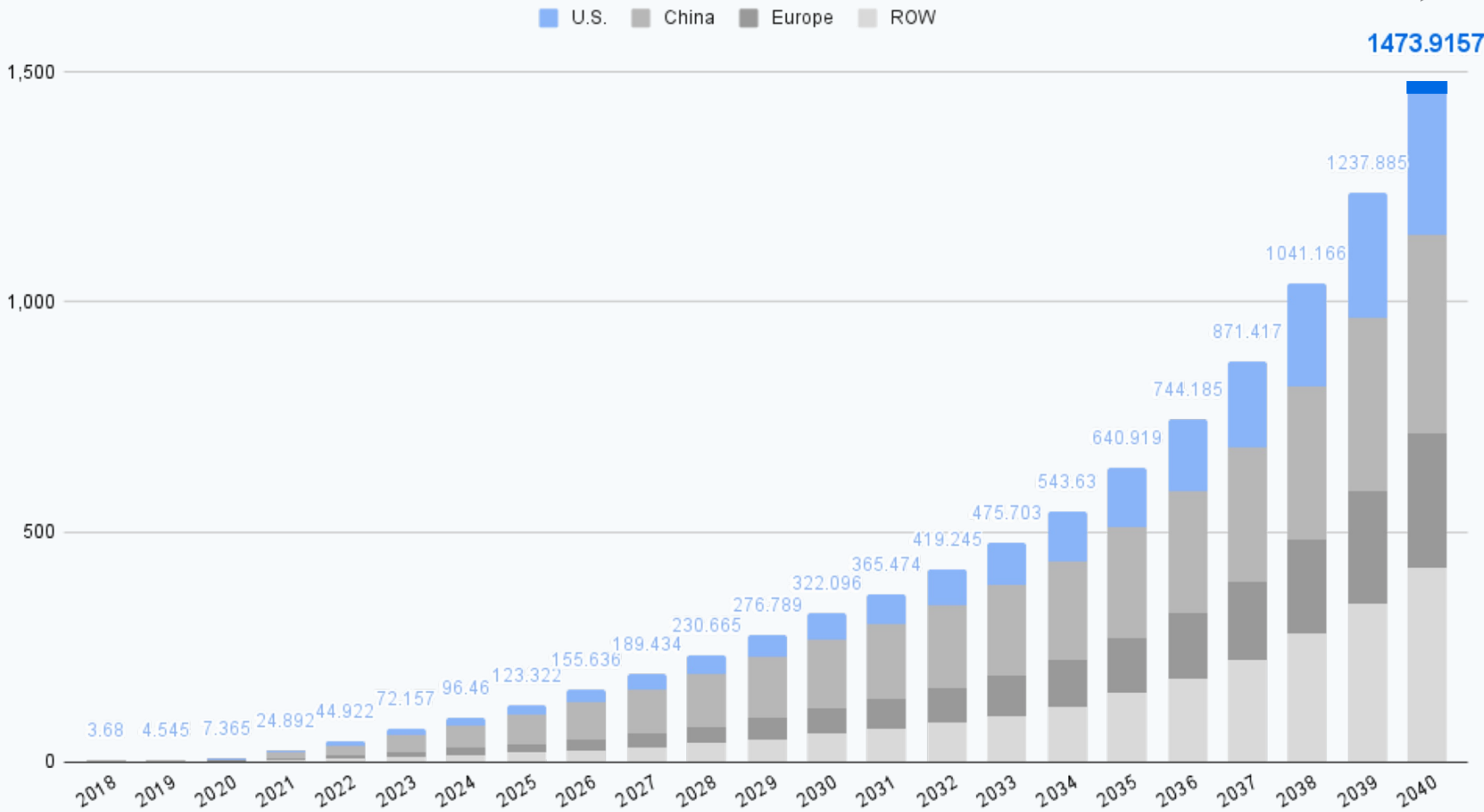
Flight outside of sight,
but not in populated area

Drone used in the city for
mobility and transportation
(Drone based society)



Potential in Urban Air Mobility

Urban Air Mobility Global Total Addressable Market



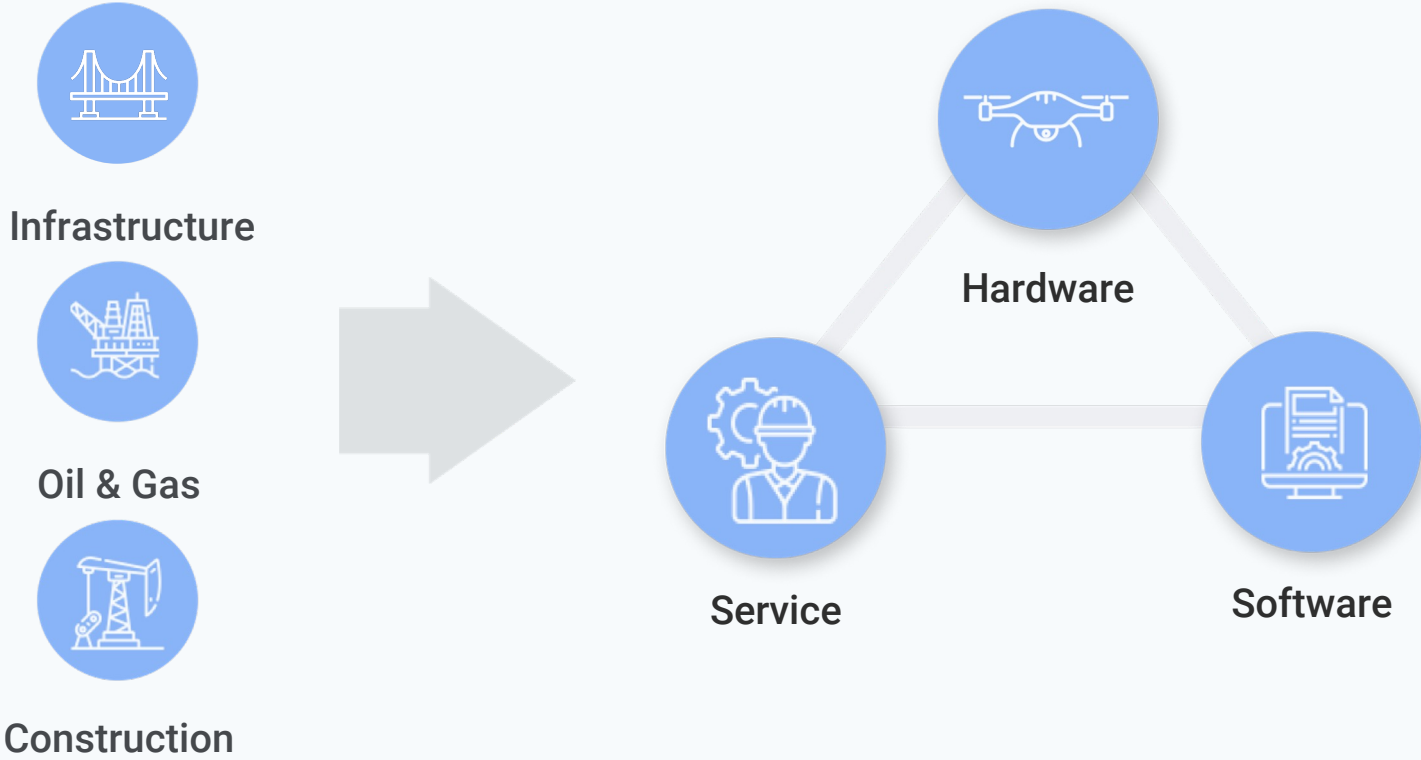
≈\$1.5 trillion

Urban Air Mobility (UAM) is still in its infancy, and even though many companies are in the research and development stage, the global market is expected to grow to \$1.5 trillion by 2040.

Source: Morgan Stanley, "Are Flying Car Preparing for Takeoff?", <http://www.morganstanley.com/ideas/autonomous-aircraft>

One-stop Drone Solution

We focus on creating a one-stop drone solution to improve efficiency and safety in survey and inspection. Developing our own hardware and software, we can apply customer feedback promptly as well as provide an extensive support.





Business Impact

Utilization of drones at work can provide man-hour reduction drastically.



30 days

Drone Survey



0.5 day

*Comparison for a 7Ha
disaster site survey*



7 days

Drone Inspection





1 day

*Comparison for a 20,000 KL
tank inspection*




World's Best Drone Service

Terra Drone has been around since the dawn of the drone market. By developing its business on a global scale, the company has established a dominant global position and earned a reputation as the world's 2nd in best drone services company in 2022.




2020 "Acquired high praise for accumulating achievements globally in a wide range of industries"

| | Company | Country |
|---|-------------------------|---|
| 1 | Terra Drone Corporation |  |
| 2 | Aerodyne Group |  |
| 3 | Cyberhawk |  |

2021 "Acquired the No. 1 rating in comparison with global service providers"

| | Company | Country |
|---|-------------------------|--|
| 1 | ZIPLINE |  |
| 2 | Terra Drone Corporation |  |
| 3 | Aerodyne Group |  |

2022 "Acquired high praise for accumulating achievements globally in a wide range of industries"

| | Company | Country |
|---|-------------------------|---|
| 1 | Aerodyne Group |  |
| 2 | Terra Drone Corporation |  |
| 3 | Cyberhawk |  |

ONLY JAPANESE COMPANY LISTED IN TOP 3 FOR 3 YEARS

Source: (Nov. 2022), Best Companies for Drone Services in 2022, <https://droneii.com/best-companies-for-drone-services>

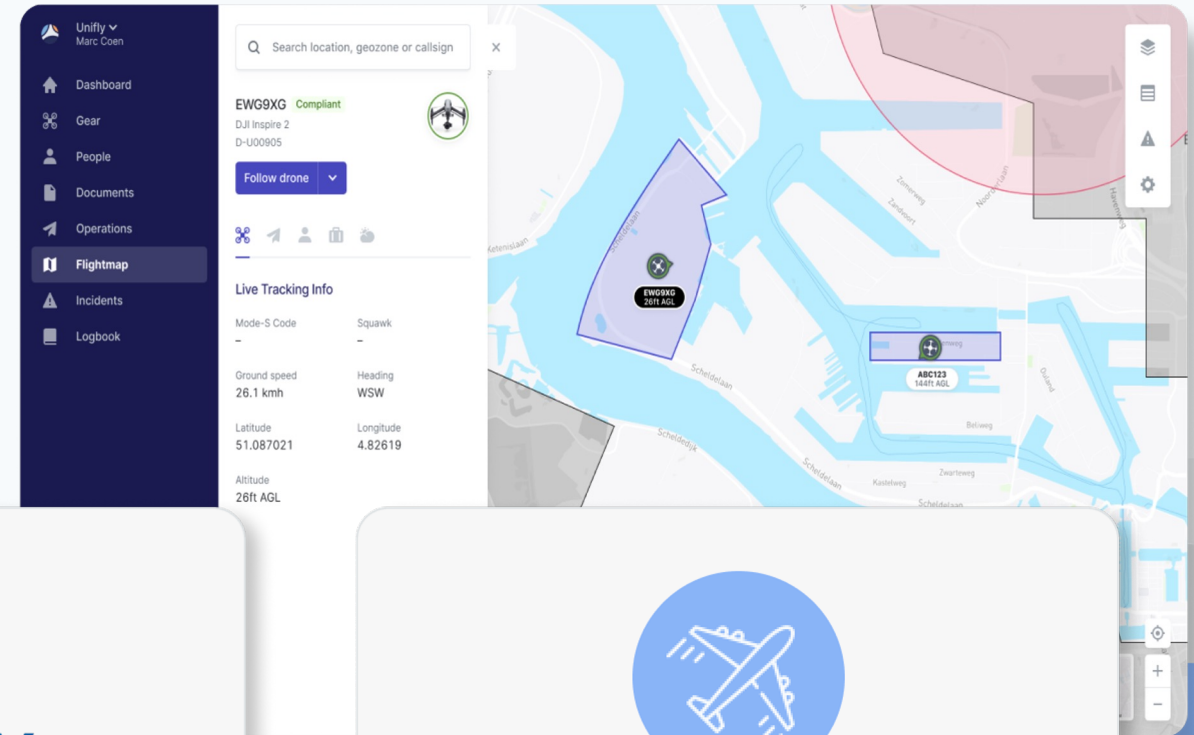
Global Expansion through M&A

Through M&A activities since before the dawn of the drone business, we have three affiliated companies, each engaged in a different field of drone business. With the addition of the Saudi Arabia location, it will accelerate the growth of Terra Drone's business as a whole.



Projects at

Anticipating the future where drones will become the new infrastructure of the sky, we invested in Unifly in 2016 when the market was in its infancy.



World's top player in UTM

The founding team comes from aviation industries. With the professional background, they've successfully established itself as one of the world's top players in UTM.



Partnership with NAV CANADA

Unifly aids in deploying a national system that provides a system for safely operating and managing drones in Canadian airspace.



40K+ flight requests

Unifly's system makes it easier to authorize request to fly drones in controlled airspace. In 2022 the system has processed 40K flight requests.



Projects at Terra Inspectioneering

Terra Inspectioneering specializes in UT Drone, a non-destructive inspection drone that reduces the cost and time required for drone inspections to approximately 1/10 of the cost of conventional drones.

Shell

Collaboration with Royal Dutch Shell

Serving for large oil & gas production such as Shell, Terra Inspectioneering provides drone solutions to safely and efficiently conduct internal inspection.



Overseas Market Dominator

Terra Inspectioneering provides services to major infrastructure companies within Europe and beyond.

Partnerships & Investors

\$97.4 MILLION RAISED¹

أرامكو السعودية
saudi aramco



entrepreneurship

*We welcome the addition of
venture capital arm of
Aramco (Wa'ed) and together
we will expand our business
in the Middle East.*

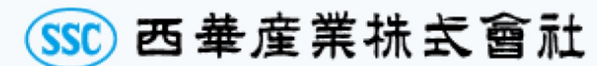
R&D Partnership



INPEX



Strategic Partnership



(1) Cumulative amount raised in Series A and B



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