



Agrodrone Europe

Pan-European drone services for agriculture & infrastructure — low-cost, on-demand, franchise-ready



Pan-European drone services for
precision agriculture

Pitch Deck

1 Introduction: Drones Are Changing the World

Source: Summary of industry assessments; in the teaser below — the European service market as a separate context.

Global Market



CAGR +14%

Military



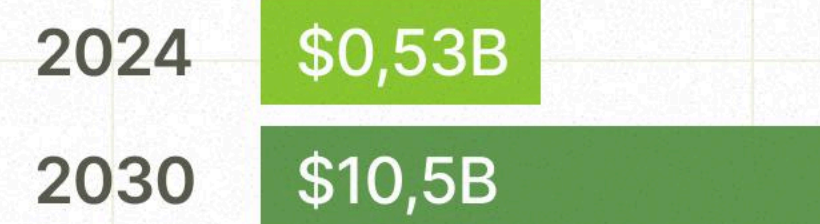
CAGR ~13,8%

Consumer



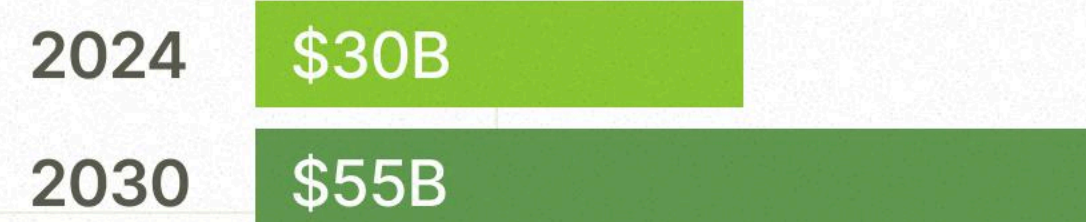
CAGR ~13%

Delivery



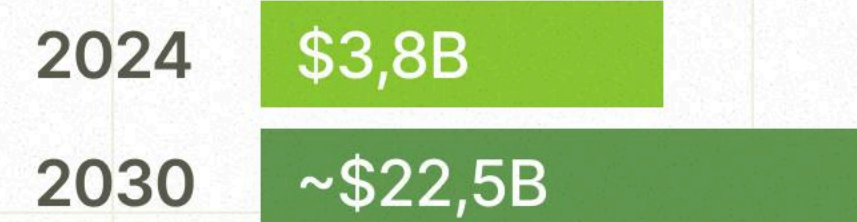
CAGR ~42,6%

Commercial



CAGR ~10,6%

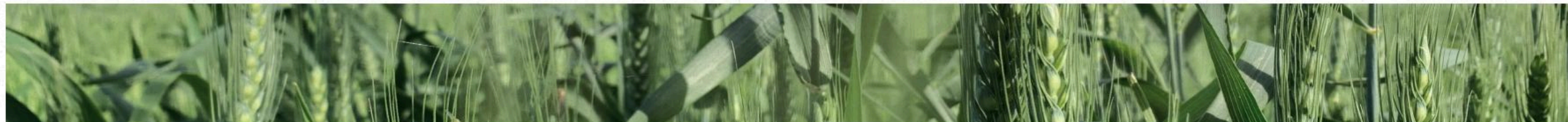
Agri-drones



CAGR ~29%

Europe → Unified regulations (EASA), >1.6M operators (2023)

APAC → Fastest growth



DJI → 70–80% of the consumer market

2 Problem



High costs and inefficiency of traditional machinery.



Inaccessibility of complex terrain and small fields.



Stricter environmental regulations in the EU.



Sowing cover crops and forests: mechanized methods are expensive.



Shortage of qualified personnel.



Mosquito, tick, and rodent control: outdated methods.



Soil compaction and crop losses.



Greenhouse sector and livestock farming: costly manual operations.

Root cause: Expensive equipment remains idle.

What's needed is an on-demand service priced "per hectare/object," without the need to own the equipment.
This is Agrodron Europe.



4

Market Opportunity — TAM / SAM / SOM

Source: User data based on materials from Mordor Intelligence.

- **TAM (Total Addressable Market)** — the total market volume of agricultural drones and related services in Europe.
- **SAM (Serviceable Available Market)** — the portion of the TAM where drone usage is legally permitted and economically viable.
- **SOM (Serviceable Obtainable Market)** — the share of the market that Agrodrones Europe is realistically expected to capture by 2030.

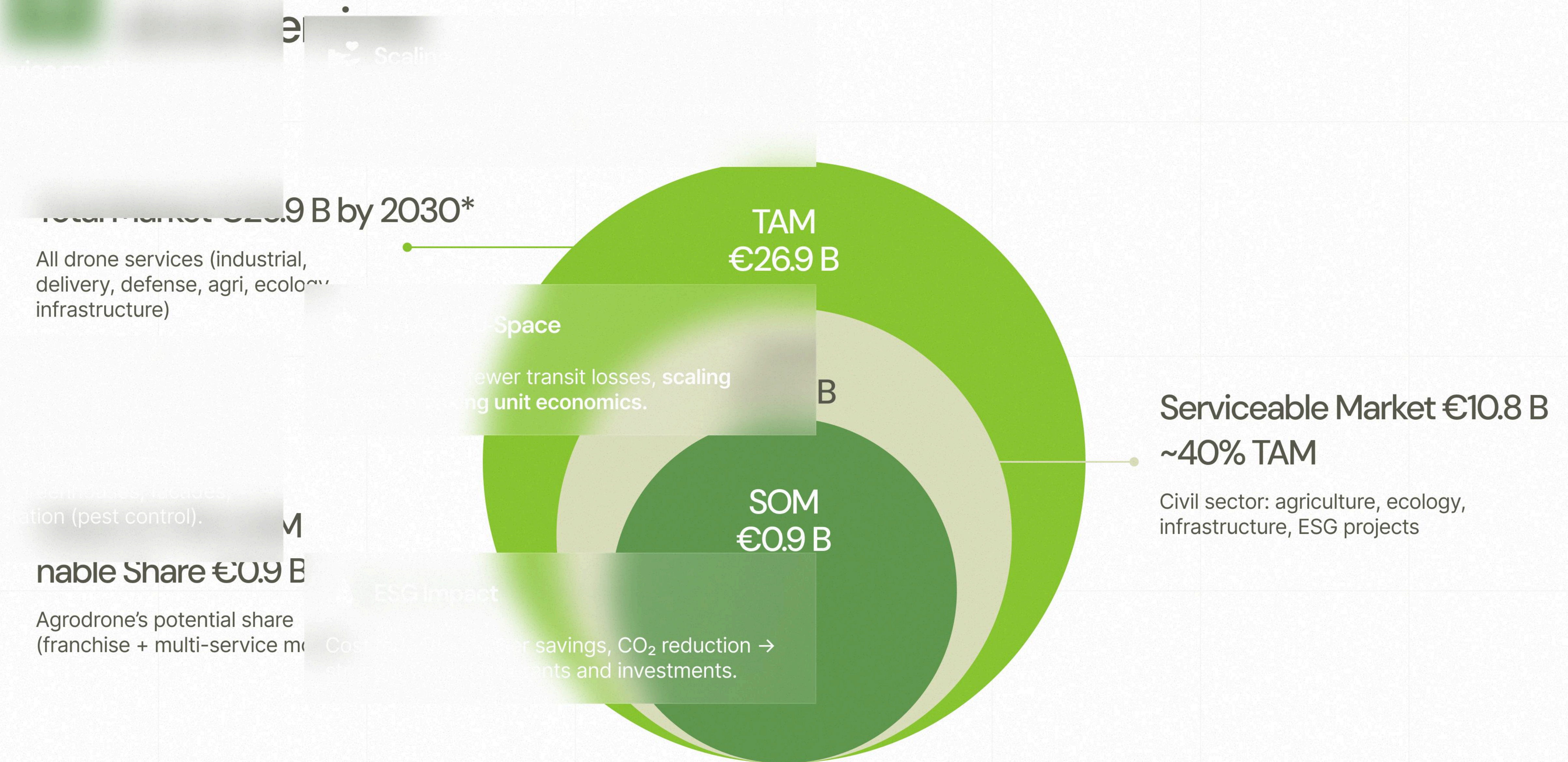
Key Assumptions

- Treatment cost: **€20 / ha.**
- Performance of one drone:
2026: 60,000 ha/year
2030: 120,000 ha/year
- Performance of one set (2 drones):
2026: 120,000 ha/year
2030: 240,000 ha/year
- Average revenue:
1 drone: **€1.2 million / year**
1 set: **€2.4 million / year**
- Fleet (2030):
300 drones / 150 sets

Scale Verification

- EU arable land: **~105–110 million ha.**
- Target market (SAM): **~€10.8 billion.**
- Operator potential SOM (8–10%): **€0.8–1.0B billion annual revenue in 2030.**
- EBITDA margin: **~40%.**
- Payback period: **~1 season.**

4 Europe represents a €26B opportunity for on-demand



4

Europe — arable land share

Country	Arable land, M ha	Avg hourly wage (agro), €/h	Treatment price, €/ha	Potential market, €B
France	28.6	17.5	38.5	1.1011
Germany	17.14	19.5	42.9	0.735306
Spain	18.72	14	30.8	0.576576
Italy	12.34	16	35.2	0.434368
Poland	18.78	6.5	14.3	0.268554
Romania	14.28	5.5	12.1	0.172788
Denmark	2.67	25	55	0.14685
Austria	3.35	19	41.8	0.14003
Sweden	3.15	20	44	0.1386
Greece	6.16	9	19.8	0.121968

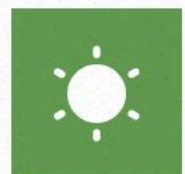
4

Europe — arable land share

Country	Arable land, M ha	Avg hourly wage (agro), €/h	Treatment price, €/ha	Potential market, €B
Netherlands	2.28	21.5	47.3	0.107844
Finland	2.37	18	39.6	0.093852
Portugal	3.31	10	22	0.07282
Hungary	5.39	6	13.2	0.071148
Belgium	1.34	22	48.4	0.064856
Czechia	3.87	7.5	16.5	0.063855
Bulgaria	5.17	5	11	0.05687
Lithuania	3	7	15.4	0.0462
Slovakia	2.01	7.5	16.5	0.033165
Estonia	1.04	8	17.6	0.018304

4 Additional Market Segments

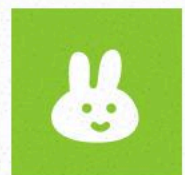
Diversification reduces risks and expands the market.



Greenhouses

According to research results, the top countries in terms of greenhouse area in Europe compared to the global share are:

- Spain — 5.6%
- Italy — 4.1%
- Turkey — 2.4%
- Morocco — 2.3%
- Netherlands — 1.4%
- France — 1.3%



Livestock Farming

Cool-FX coverings.



Orchards and Vineyards

High profitability.



Zoosanitation

Control of mosquitoes, ticks, and rodents.



Ecology

Reforestation, cover crops (green manure), degradation control.



Cleaning

Washing of buildings, offices, cultural heritage monuments, photovoltaics.

Medical & Parcel Delivery (Local pilot delivery projects) — a promising non-agricultural utilization channel (EU, U-space).

4

Global Demand Drivers

Population Growth and Food Demand

Up to 9.7 billion people by 2050 (UN forecast).

Labor Shortage

Declining number of young farmers in Europe.

Climate Change

Extreme conditions, soil degradation.

Stricter Requirements

For ecological sustainability in agriculture.

EU Support

Subsidies for “smart agriculture” and green technologies.

These factors guarantee a stable demand for Agrodron Europe technologies.

4

Competitive Landscape and Window of Opportunity

Today in Europe

Fragmented Market

- Today in Europe, the market is fragmented: numerous local operators (1–2 drones, operating within a region).
- There are no network players with pan-European coverage and standardized services.
- Europe lacks a network-based pan-European multi-service provider.

Window of Opportunity

Agrodrone Europe — the Low-Cost Carrier of Drone Services

- Agrodrone Europe is the first project to adopt the low-cost carrier model among drone services:
 - standardization of services;
 - affordable pricing;
 - franchising and scalability.

This window of opportunity enables Agrodrone Europe to claim a leadership position in the fast-growing agrodrone segment.



4

Why Revenue per Unit Grows by 2030: Multi-Service + Year-Round Utilization



Multi-Service

Agro + ecology/forestry + infrastructure/cleaning + Cool-FX + (delivery) → ARPU/unit growth.



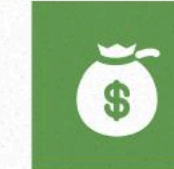
Regulation

BVLOS → wider operational radius, fewer relocations, higher daily output.



Geography

Southern Europe / North Africa = off-season work for Northern Europe → year-round crew utilization.



Revenue Model

Retainer (subscription) + slot/SLA payments → more stable revenue.



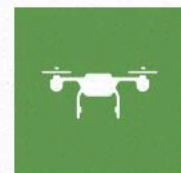


Business Model — Overview



Revenue Model

Subscription (retainer for access/priority) + pay-per-use (hectares/object) + additional options.



Core Service

“Drone flight with crew” and execution of tasks on-site by time slot.



NDVI Analytics

Guaranteed windows of 24/48/72 hours, crew priority, acceleration/night shifts, fixed penalties/bonuses for window violations. Charged as a markup on the base rate.



Additional Options

Time window, acceleration, night shifts, supplies/consumables, logistics.



Sales Channels

Online booking, partnerships with cooperatives/agroholdings, franchisees.



Franchising

Upfront fee + royalties; unified standards, pilot training, dispatching.



Upsell

Pilot training, greenhouse/solar services, Cool-FX, drone sales with margin, NDVI analytics, SLA/time windows.



5

Pricing by Region

No	Product	Unit of measurement	Unit price, EUR
1	Drones BG, PL, RO, HU, LT	hectare	13
2	Drones ES, IT, PT, GR, CZ, SK	hectare	30
3	Drones DE, FR, AT, BE	hectare	41
4	Drones CH, DK, SE, FI, NL	hectare	55
5	Greenhouses BG, RO, HU	hectare	100
6	Greenhouses PT, GR, LT, CZ, SK	hectare	250
7	Greenhouses ES, IT, FR, DE, AT, BE, NL, FI, SE, etc.	hectare	400
8	Greenhouses CH, DK	hectare	400
9	Drone transportation	flight	150
10	Infrastructure inspection	km	30

5

Pricing by Region

No	Product	Unit of measurement	Unit price, EUR
11	Pilot school	seat	2 500
12	Thermal treatment of crops	object	400
13	Drone sales	unit	500
14	Photovoltaic cleaning	unit	200
15	Office cleaning	unit	2 000
16	Geodesy and cartography	hectare	500
17	AI-based crop monitoring	hectare	5
18	Franchise / lump-sum contribution	deal	10 000

Subscription and Billing

Base

- Access to Booking
- Standard SLAs
- Base rate per hectare/object

Pro

- Priority Slots
- Discount on per hectare/object rate
- Monthly limit of site visits

Enterprise

- Fixed Windows
- Dedicated dispatcher
- Individual SLAs/pricing
- Multi-location

Billing

- Monthly retainer + payment for completed volume (hectare/object) + surcharges for options.

Client KPIs

- €/hectare, coverage quality, response time, % **savings in water/crop protection agents**, CO₂ impact.

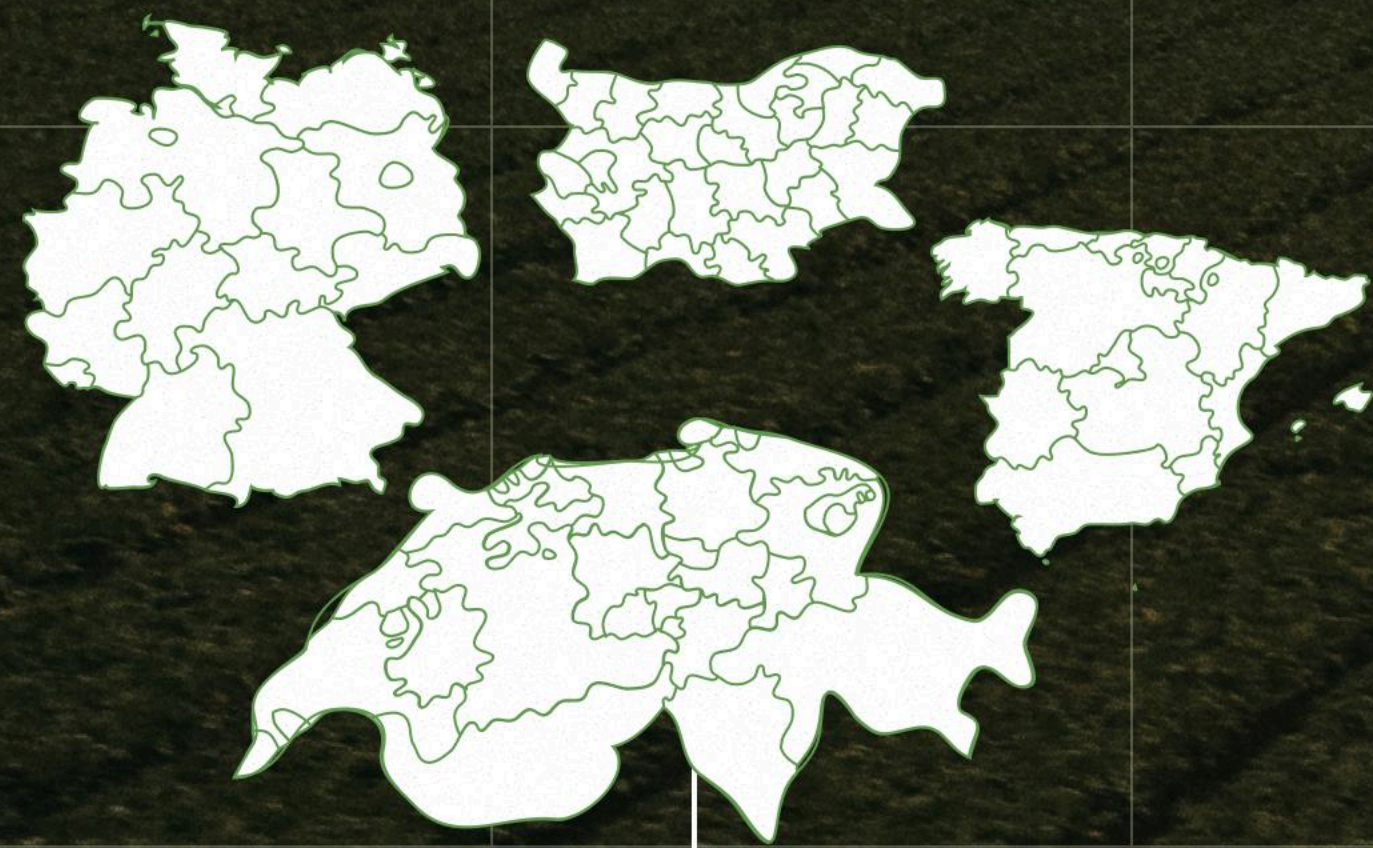
5

Revenue Streams

Source	Description	Recurrence
Subscription (retainer)	Access/priority, SLA, dispatching	Monthly / seasonal
Field work	Spraying / application / cover crops (€ / ha)	As performed
Object-based services	Greenhouses, facades, panels, Cool-FX	As performed / contracts
Training	Pilot school, certification	Periodic
Franchising	Lump-sum fee + royalties	One-time + monthly
Sales and service	Drones/consumables, margin + maintenance (O&M)	As performed / yearly
Data / analytics	NDVI / reports, integrations	Subscription

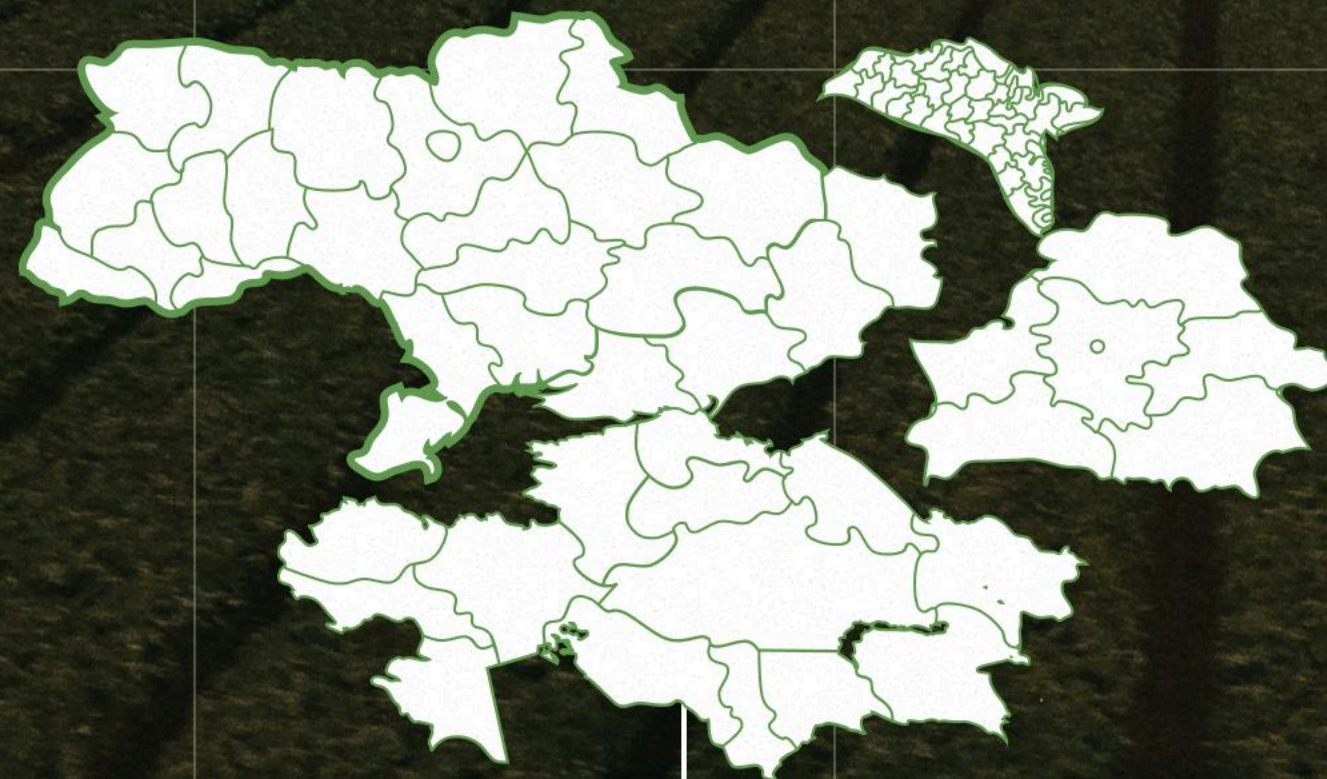
6

Go-to-Market — Phases of Expansion



2026 — Pilots and Demos (DE/CH/ES/BG):

- first contracts;
- landing page / online booking;
- preparation for BVLOS and crop protection approvals.



2027 — Operational Scale:

- multi-country, launch of subscription and “cooperative packages”;
- first wave of franchisees.



2028+ — Southern Europe and Africa:

- franchise scaling;
- expansion into ecological and humanitarian projects.

6

Go-to-Market — Clients and Marketing

Clients

- Agroholdings and farming cooperatives;
- Greenhouse complexes and livestock farms;
- Governmental and environmental programs.

Marketing

- Demonstration flights, field days;
- Agricultural exhibitions and conferences;
- Digital marketing (Meta, Google, LinkedIn);
- PR through ESG impact (water savings, CO₂ reduction).

Partnerships

BASF, Syngenta, Bayer, regional distributors

6

Go-to-Market — Franchising and Logistics

Franchising

- Rapid network growth through partners;
- Upfront fee + royalties;
- Unified standards and pilot academy.

Logistics

- Relocation of drones and crews between countries across seasons;
- Reduced downtime and year-round utilization;
- Centralized dispatching via online platform;
- Seasonal migration: DACH/CEE → Southern Europe → North Africa.



This ensures scalability and stable revenue.

Competitive Environment



7

Fragmented Market

Dozens of local operators with only 1-2 drones.

Limited Range of Services

Mostly spraying and fertilizer application.

High Cost of Ownership

Equipment remains idle most of the time.

Low Standardization

And a shortage of qualified pilots.

Competitors Operate Locally

Without international coverage.

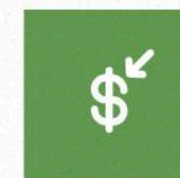


7 Competitive Advantages



Pan-European Network

With a franchising mode.



Low-Cost Approach

Reduced prices, subscription + add-on options.



Multi-Service Platform

Agro + ecology + livestock + infrastructure.



Pilot Academy

And unified service standards.



ESG Impact

Water savings, CO₂ reduction.



Rapid Scaling

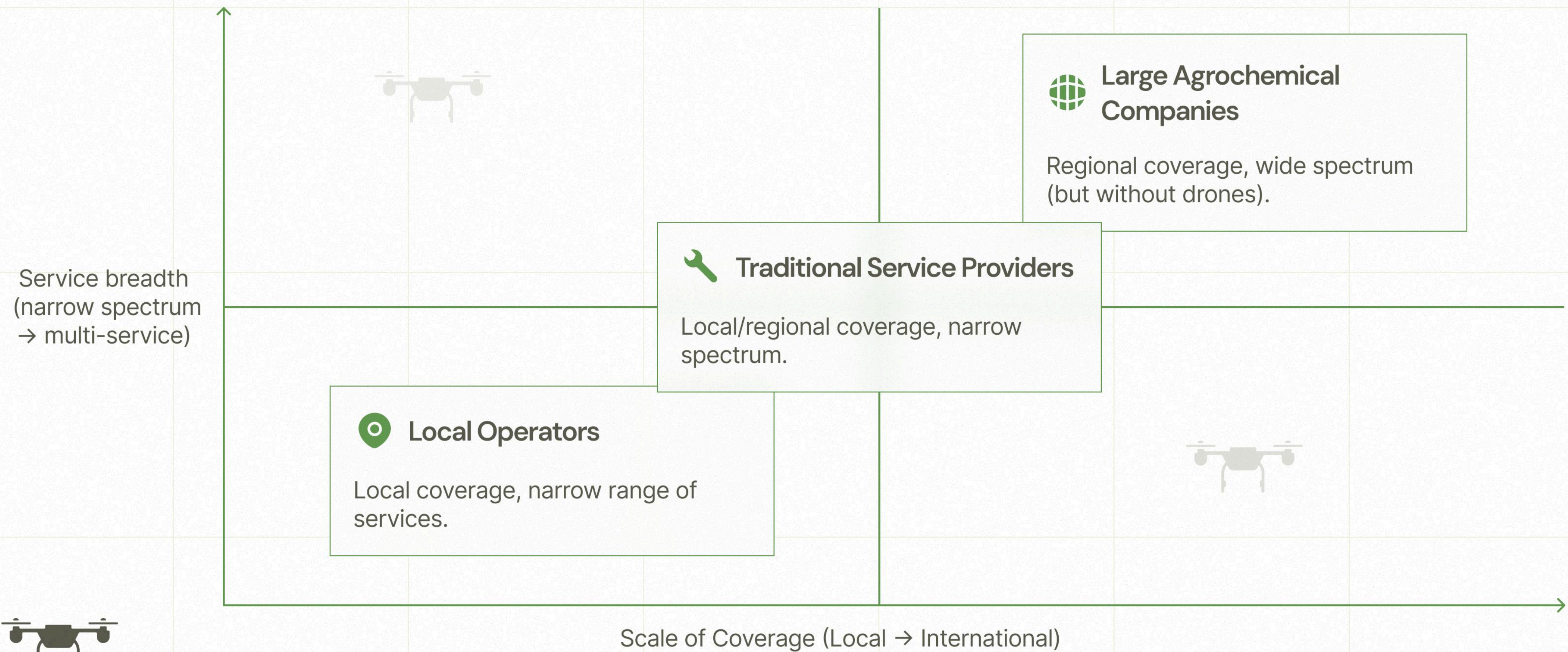
Through seasonal migration of drones and crews.



7 Positioning



Positioning Matrix:



Agrodrone Europe:
Pan-European coverage + multi-service. The services market is fragmented;
there are no pan-European multi-service networks (Mordor sample).

8

P&L Forecast (2026–2030)

Indicator	2026	2027	2028	2029	2030
Revenue, € mln	9	27	81	210	360
COGS, € mln	5,4	16,2	48,6	126	216
Gross Profit (GP), € mln	3,6	10,8	32,4	84	144
EBITDA, € mln	3,6	10,8	32,4	84	144
EBITDA margin, %	40	40	40	40	40
Net Profit, € mln	2,5	7,5	22	56	96
Net Margin, %	28	28	27	27	27



Key Assumptions

- Average rate: €20/ha (Base Case), €25–30/ha (Growth Case)
- Drone performance: **25,000 → 130,000 ha** (2026–2030)
- CAPEX 2026–2030: **€105 000**
- **EBITDA 34–36 %, payback < 3 years**
- Profit reinvestment: only into fleet renewal and R&D

8

Drone Procurement Plan (2026–2030)

Calculation of Agrodrone Europe’s drone fleet dynamics (2026–2030), factoring in the exponential increase in productivity per set (from 25,000 to 130,000 ha/year) and the target to cover 20–22% of Europe’s arable land (consistent with Base Case) — 76.7 million ha by 2030 — starting with 24 drones and reaching 600 drones by 2030.

Year	Productivity of 1 drone, ha/year	Number of drones	Sets (×2)	Total area, mln ha
2026	70 000	20	10	1,2
2027	80 000	50	25	4,0
2028	100 000	120	60	12,0
2029	110 000	240	120	26,0
2030	140 000	300	150	36,0

Key Metrics 2026–2030

- Revenue: **€ 360 million**
- EBITDA: **€ 144 million**
- CAPEX: **€ 15,75 million**
- EBITDA margin: **40%**

8

Key Metrics at 8% Discount Rate

Indicator	Updated Value
Investment (Seed, 2026)	€ 2,0 million
Revenue 2030 (Base Case)	€ 360 million
EBITDA 2030	€ 144 million
NPV (8 %)	€ 9-10 million
Project IRR	~40 %
ROI / MOIC	× 6–7
Payback Period	≈ 1 year
Cumulative FCF (2026–2030)	€ 120–130 million
EBITDA Margin	40 %

The project demonstrates high profitability, rapid payback, and sustainable returns by 2030.

8

Depreciation vs FCF

≥50% of FCF → reinvested into the fleet; accelerated depreciation reduces accounting profit but not cash flow. Policy — covered in Q&A.

50% of FCF is allocated to fleet renewal and R&D

CAPEX is financed gradually (Equity + Debt + Grants)

Positive cash flow — from Year 1

The financial model remains sustainable even with a –20% revenue drop.

The project is sustainable from the first year and demonstrates strong expansion potential.

8 Depreciation, FCF and Leasing Leverage (2026–2030)

Year	EBITDA, € mln	Depreciation, € mln	FCF after depreciation, € mln	Lease Payments, € mln	Net FCF, € mln
2026	3,6	1,0	2,6	0,5	2,1
2027	10,8	2,0	8,8	1,5	7,3
2028	32,4	4,0	28,4	3,0	25,4
2029	84,0	8,0	76,0	6,0	70,0
2030	144,0	12,0	132,0	10,0	122,0

Financial Logic

- Leasing + debt: ≈ 45–50% of fleet cost (≈ €20M out of €42M CAPEX).
- Average leasing term: 3–4 years.
- Debt service is fully covered by operating profit (DSCR > 1.5).
- After 2028, the project transitions to self-financing and reinvestment of FCF.

Conclusion

- Positive Free Cash Flow from Year 1.
- Depreciation and leasing payments are fully covered by EBITDA.
- By 2030, net FCF > €70M, allowing the project to finance fleet renewal and expansion without additional fundraising rounds.
- Financing structure (50% Equity / 50% Debt & Leasing) balances risk and accelerates scaling.

8

Two Development Scenarios for Agrodrone Europe (2026–2030)

Indicator	Base Case	Growth Case
Average rate	€ 20 / ha	€ 25–30 / ha
Number of drones (2030)	300	400–450
Number of sets	150	200–225
Treated area (2030)	36 mln ha	55–60 mln ha
Revenue 2030, € mln	360	600–700
EBITDA 2030, € mln	144	230–250
EBITDA margin	40 %	38–40 %
Project IRR	~40 %	~45 %
Payback	~1 year	~0.8 years
Net FCF (2030)	€ 120 mln	€ 200+ mln
SOM	8-10 %	8–10 %

■ **Base Case** — realistic scenario at €20/ha.

■ **Growth Case** — accelerated expansion driven by franchising and premium segments.

9 Key Team Members



Founder & CEO

Gennadii Mogylevskiy

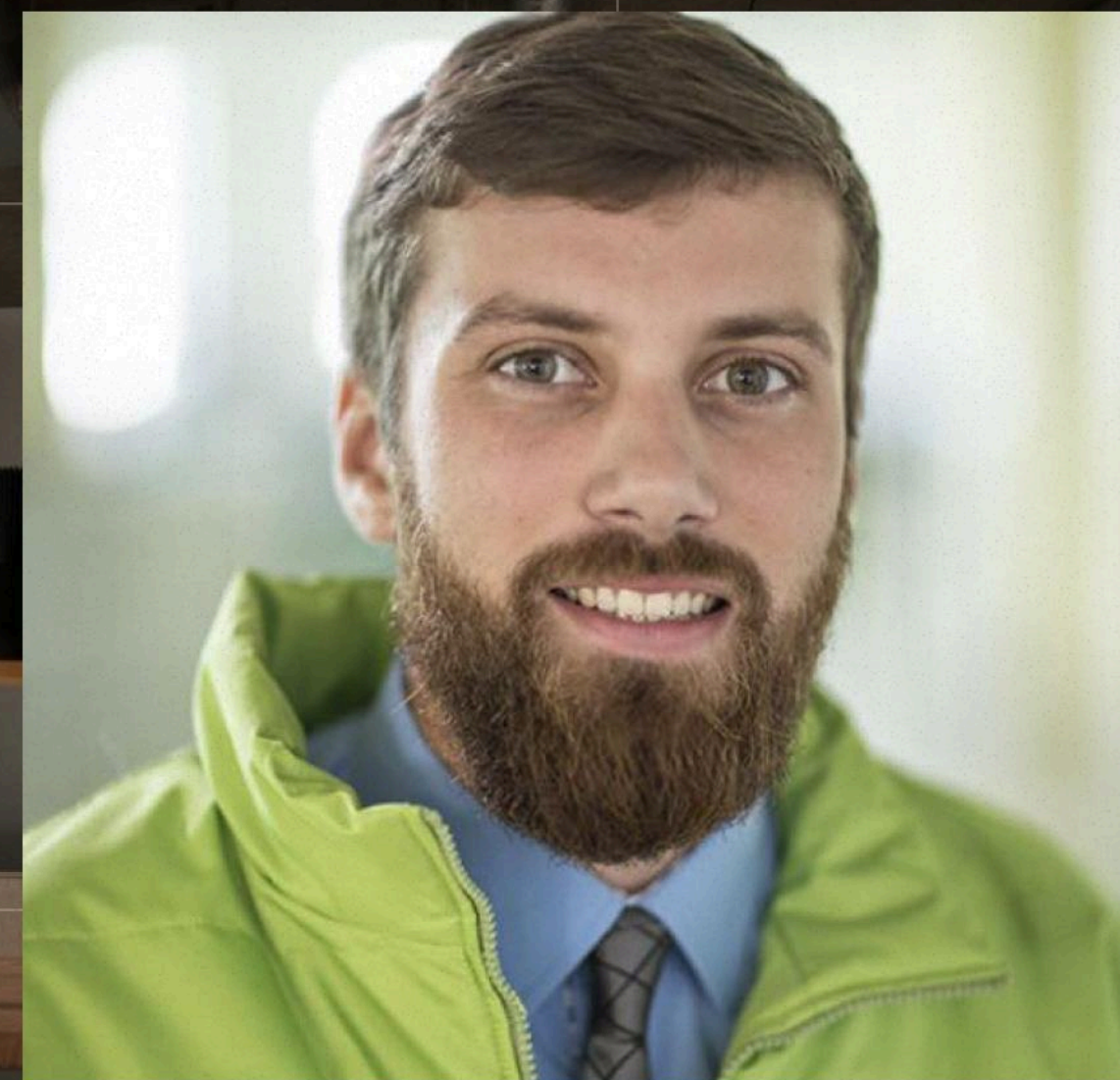
Experience in company launches and B2B sales, >1,000 ha processed in 2024 in Poland.



Founder (Poland / Switzerland)

Herman Mogylevskiy

Experience in company launches and B2B sales, >2,000 ha processed in 2024–2025 in Poland.



Founder & Head of Operations (Slovakia, Czechia, Poland, Bulgaria)

Andrey Konovalov

10,000+ ha processed, experience in managing a drone fleet in the EU.



Founder & Country Lead (Germany, Switzerland, Austria)

Sergey Keil

Experience of 50,000 hectares.

Governance / Advisory: ESG and agrochemical partnerships (target: BASF, Syngenta), agritech universities, ESG and grant financing experts.
Goal: governance oversight, access to pilot projects, and methodology verification.

Team Experience:

More than 70,000 hectares processed; business scaling across the EU.

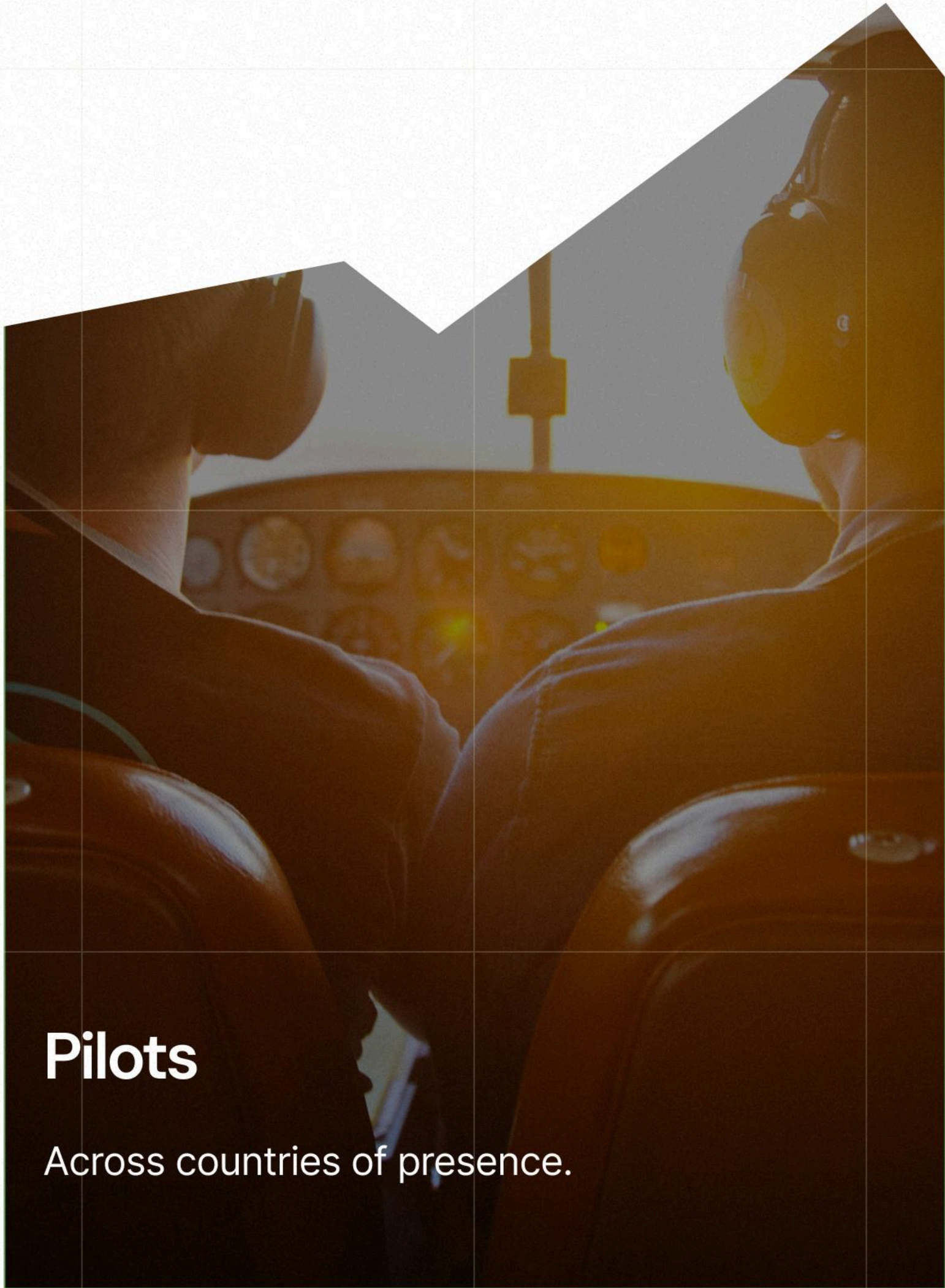
9

Additional Roles and Advisory Board

A woman with dark hair and glasses, wearing a black and white striped shirt, is talking on a smartphone. She is looking down at a laptop in front of her. The background is a blurred outdoor setting with a brick wall and greenery.

Agronomist Consultant

Quality control and agrotechnologies.

A close-up view of two pilots in a cockpit, wearing headsets and looking forward. The cockpit is filled with various instruments and controls. The image has a warm, orange-toned overlay.

Pilots

Across countries of presence.

A black drone is flying over a body of water. The background shows a hazy, mountainous landscape under a clear sky. The image has a dark, moody overlay.

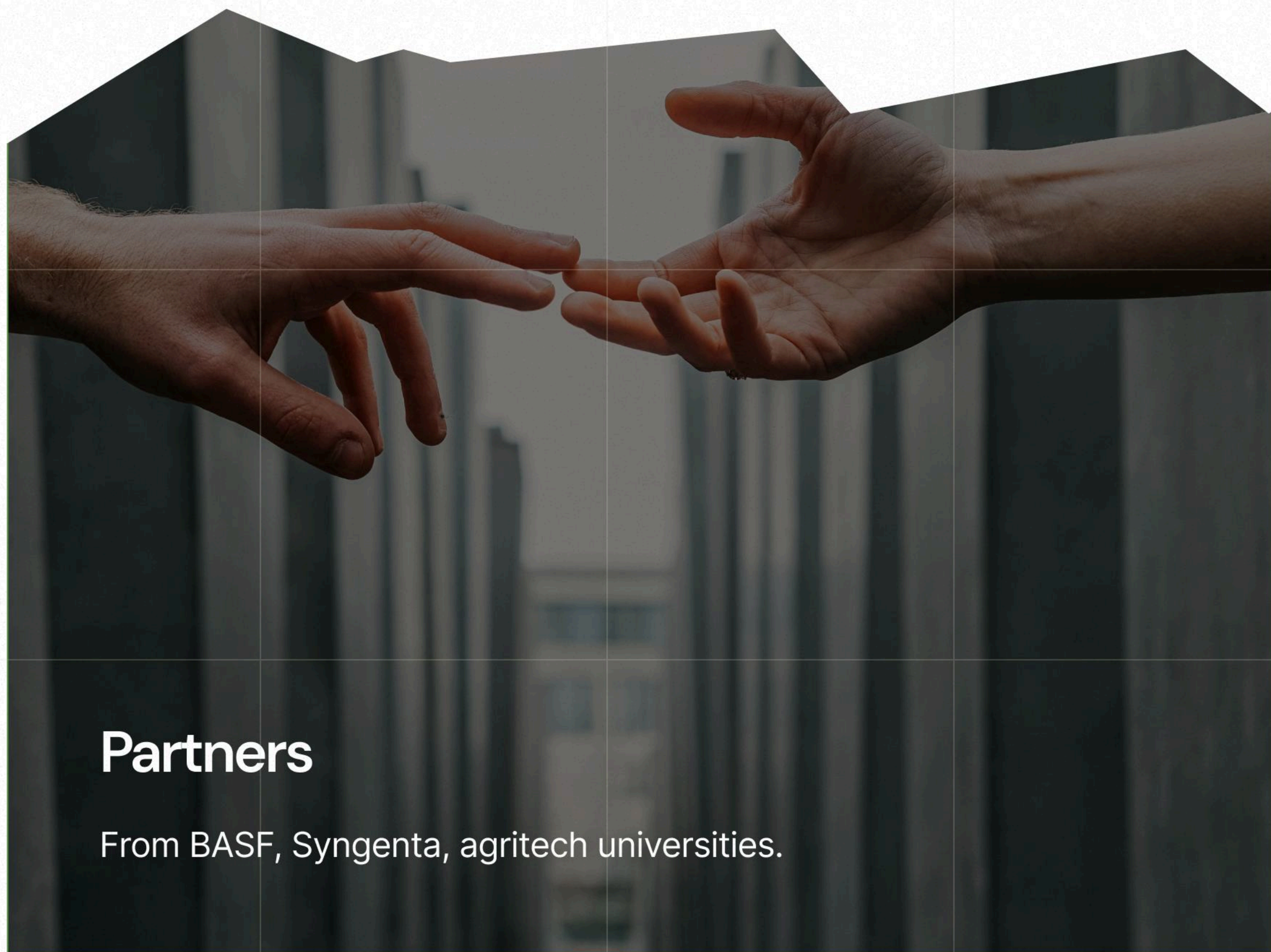
Technical Director

Maintenance and upgrading of the drone fleet.

9

Additional Roles and Advisory Board

Advisory Board (optional):

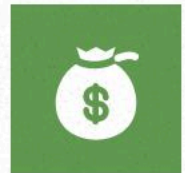


10 Investment Allocation (€2.0M)

1 Equipment and Infrastructure — €0.9–1.0M (45–50%) • Drone fleet (initial pool) • Dispatching software, licenses, cloud analytics • Service bases and spare parts	3 Operating Expenses and Localization — €0.3–0.4M (15–20%) • Logistics (seasonal team migration) • Certification and regulatory procedures (EASA, national aviation authorities) • Insurance, service support
2 Marketing and Sales / Go-to-Market — €0.4–0.5M (20–25%) • Demonstration flights, field days, trade fair participation • Digital marketing (Meta, Google, LinkedIn) • Partnership programs with agroholdings and BASF/Syngenta	4 Team and HR — €0.2–0.3M (10–15%) • Staff expansion (pilots, agronomist consultants, engineers) • Pilot academy (training, simulators)
	5 R&D and ESG Projects — €0.1–0.2M (5–10%) • New services (NDVI analytics, Cool-FX coatings) • Pilots in greenhouses, livestock, reforestation • ESG grant co-projects



What the Investor Gets



Equity

In a fast-growing pan-European company.



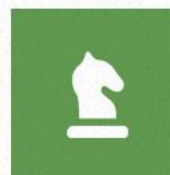
Access

To a scalable network of agrodrones and franchises.



Participation in an ESG Project

With strong social and environmental impact.



Potential Exit Scenarios

- Sale to a strategic investor (BASF, Syngenta, Trimble, DJI);
- Buyback (repurchase of equity);
- IPO (long-term perspective).

10





Agrodrone Europe

 Website

agrodroneeurope.com

 Email

moggenfort@gmail.com

 Contact

Gennadii Mogylevskiy — Founder & CEO

 Phone

+41798712889 *WhatsApp + Telegram*

 Locations

Германия - Швейцария - Испания - Болгария

Get in touch with us for partnerships or investments.