

## Japan's Terra Drone acquires Avirtech to expand into Agriculture Sector

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Terra Drone Corporation, a leading drone and Urban Air Mobility (UAM) technology provider, expands into the precision agriculture sector by acquiring the business of Avirtech, a leading startup providing agricultural drone spraying and mapping service in Southeast Asia. Terra Drone establishes a new company, Terra Drone Agri, in Malaysia. And develops its business in Malaysia and Indonesia under the new business brand "Terra Agri".

Leading drone research firms, including Drone Industry Insights, recognize Terra Drone as one of the top drone service providers worldwide. Terra Drone has successfully completed over 3,000 surveys and inspection projects in 10 countries, while its subsidiary Unify's the unmanned traffic management (UTM) system has become the most widely adopted in North America, Europe, and the Middle East.

Avirtech specializes in providing pesticide spraying and mapping services using drones and artificial intelligence (AI). The company's solutions assist palm oil farmers and plantation companies to minimize crop failures, reducing operating costs by 30%. Executing up to 4,000 flights daily, Avirtech has contributed to the scientific cultivation of over 200,000 hectares of land in Indonesia and Malaysia.

Indonesia and Malaysia are recognized as major palm oil producers, accounting for around 80% of global production<sup>1</sup>. However, these countries face serious issues including deforestation, ecological impacts, harsh labor conditions, labor shortages, and other environmental problems. Moreover, soaring prices stemming from a shortage of palm oil supply have become a major concern.

Through these businesses, Avirtech has helped solve labor shortages, enhance worker safety, and boost productivity in the palm oil industry. Also, Avirtech is expected to continue addressing these issues and support sustainable palm oil production while also delivering value as an ESG investment.

The integration of Terra Drone's global leadership in Unmanned Aerial Vehicle (UAV) technology with Avirtech's precision farming prowess has driven the growth of Terra Agri. The primary focus market for this new business is Indonesia and Malaysia.