

## India's IoTechWorld Avigation expands agri-drone production and service center

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IoTechWorld Avigation, India's leading agri-drone manufacturer, are setting up 7 remote pilot training organisations (RPTOs) in 5 states by 23 July forecasting a sale of 3,000 drones in FY'23-24, up from 500 in the last fiscal.

IoTechWorld Avigation is India's 1st drone manufacturing firm to obtain DGCA Type Certificate (TC) for agri-drone AGRIBOT. Recently, company unveiled its plans to expand product line with the launch of a new type of agri-drone. The company has already showcased a more compact version of its famous drone AGRIBOT.

The company has collaboration with several universities and other institutions for RPTOs. The new RPTOs are expected to collaborate with prominent organisations. To provide after-sales service and expansion of its network, IoTechWorld will also open a new service center for agri-drone in Kolhapur, Maharashtra.

Deepak Bhardwaj, Co-founder & Director said, "During the June month three more RPTOs in Gurugram (Haryana), Chikballapur (Karnataka), and Samastipur (Bihar) will begin operation. Remaining two in Rajamundry and Vijayawada, Andhra Pradesh, will begin operations in July 2023. For the operations at Gharaunda (Haryana) and Jobner (Rajasthan), Two of the upcoming RPTOs will be functional in May month".

IoTechWorld has a presence in 12 states and will be expanding its footprints in newer geographies as well during the current fiscal. These RPTOs will have an annual capacity to train 360 budding drone pilots per location annually. The company has helped train 400+ pilots to date. In addition, IoTechWorld's drones soon to have more than 70 percent local components" he added.

Sharing about the manufacturing and distribution capacity, Anoop Upadhyay, Co-founder & Director of IoTechWorld Avigation Pvt Ltd said "We sold over 500 drones in the year 2022-23 and this year's target is at least 3,000 drones. We have made a comprehensive plan to meet the target and even surpass it. Opening 7 new Remote Pilot Training Organisations (RPTOs) will help IoTechWorld Avigation to train more pilots who can operate the drones safely and efficiently".

"We are aiming to strengthen IoTechWorld position in the agri-drone market in India while providing job opportunities for rural youths. We remain committed to providing high-quality agri-drones. By having more service centers, we target better customer service with reduced downtime for repairs or maintenance" explains Anoop Upadhyay.

A large part of the company's strategy is to raise awareness about the benefits of using drones in agriculture. Agri-drones not only save time and money but also increase farm productivity. Drones can also be used in farming activities, such as spraying pesticides over crops, to benefit farmers' health.