SKYAGRO

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OWNERSHIP: Emin Martirosyan (CEO), Mihran Sahakyan (CTO)i

PRODUCTS/SERVICES:

1) Implementation of Agro-Drones
2) Crop Dusting Services with agro-drones
3) Implementation of Digital agriculture (ai.skyagro.am)
4) Implementation & Management of SkyAgro.Fabrikas - 3 person high-tech farming regional teams (Armenia and worldwide) to provide farming services and consultancy for Farmers.

COMPETITIVE ADVANTAGES AND INNOVATION:

Comprehensive Integrated Solution with Unique Combination of Services:

- Drone-Based Crop Dusting: Precision application of fertilisers, pesticides and other PPPs using agro-drones.
- Cloud-Based Farm Management Platform (iFarms): A software solution that enables farmers to monitor and optimise farm performance in real-time.
- Real-Time Multispectral Monitoring: Advanced imaging technology to assess crop health, soil conditions, and identify issues early.

Innovative Community-Based Model:

- Regional High-Tech Farming Teams: Establishing local teams equipped with advanced technologies to serve rural farming communities.
- First in Armenia: Pioneering this model in the Armenian agricultural landscape.

Competitive Advantage:

- Localised Service Delivery: By being present in rural areas, SkyAgro ensures timely and personalised services.
- Community Engagement: Fosters strong relationships with farmers, leading to higher customer loyalty and retention.
- Scalability: The model can be replicated in different regions, facilitating rapid expansion.

STAGE OF DEVELOPMENT:

SkyAgro LLC is in the early growth stage, currently serving over 500 clients with our core services. We plan to implement the SkyAgro.Fabrikas model over the next 3-5 years and will initiate the development of our A.I. platform after completing the current SAFE/SEED funding round with www.c-quadrat-ampega.am and other investors.

BUSINESS OFFER/BUSINESS REQUEST FOR THE NETWORKING EVENT:

Business Offer:

SkyAgro LLC seeks partners to expand our SkyAgro. Fabrikas model globally, focusing on the Eastern Partnership (EaP) countries and Africa. We specialize in establishing regional high-tech farming teams equipped with advanced drone technology and precision agriculture solutions. We also assist large-scale farmers in setting up their own drone fleets and training operators to enhance efficiency and sustainability.

Business Request: We are looking for:

- Strategic Partners: Organisations interested in launching SkyAgro.Fabrikas in new regions.
- Educational Institutions: VET schools and universities to develop training programs for agro-pilots and digital agronomists.
- Development Agencies and NGOs: Entities that can support our expansion and capacity-building efforts.
- Investors: Parties interested in funding precision agriculture initiatives.
- Large-Scale Farmers: Those seeking to adopt advanced drone technology within their operations.

Objective at the Networking Event:

- Establish Cross-Regional Collaborations in agri-tech innovation and sustainable farming.
- Share Expertise and Best Practices on new technologies and skills development.
- Build a Network of Partners who share our vision for modernising agriculture.
- Identify Opportunities for Joint Projects to enhance innovation and productivity in the agri-food sector.

TYPE OF PARTNER SEARCHED AND COUNTRIES:

Types of Partners Searched:

- Strategic Partners: Organizations and SMEs interested in collaborating to launch SkyAgro.Fabrikas in new regions.
- Educational Institutions: Vocational education and training (VET) schools and universities to develop training programs for agro-pilots and digital agronomists.
- Development Agencies and NGOs: Entities focused on agricultural innovation and rural development.
- Investors and Funding Partners: Parties interested in supporting precision agriculture initiatives.
- Large-Scale Farmers: Agricultural enterprises seeking to adopt advanced drone technology and precision farming practices.

Countries:

- Eastern Partnership (EaP) Countries: Armenia, Georgia, Moldova, and Ukraine.
- Western Balkan Countries: Albania, Bosnia and Herzegovina, Kosovo, North Macedonia, Montenegro, and Serbia.
- African Countries: Various locations in Africa interested in precision agriculture solutions.
- Other Regions: Open to partnerships in any country aiming to modernise agriculture through technology.