

## A Proven Approach to Modern Crop Scouting

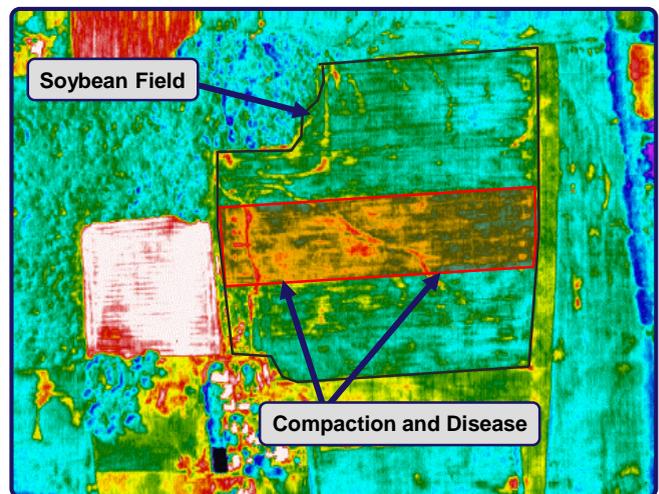
Launched in 2010 by a farmer-pilot who has a passion for flying and saw the potential of aerial crop imagery collection via fixed wing aircraft (FWA). The company has proprietary software to handle the logistics of the business from flight operations through end-customer tools that build scouting plans and prescriptions to maximize return on precision ag equipment. AirScout serves customers capturing imagery and promoting sustainable farming practices across the Midwest and Southeast in corn, soybean, wheat, barley, cranberry, cotton and peanut crops. A core differentiating technology is the use of thermal images for crop health assessment. Just like taking your temperature at the doctors office, AirScout takes plant temperatures across the entire field simultaneously so the plants can be compared.

### Scouting Starts in the Air

The challenges in successful crop scouting from imagery revolve around three primary constraints:

- **Image Quality:** The type, quality and resolution of images determines their ultimate utility
- **Timing:** A quality image captured or delivered too late dramatically limits its utility
- **Usability:** Concrete crop improvement action must flow from the imagery program

AirScout delivers with timeliness, utility, and tools to build actionable prescriptions ready for precision equipment programs.



Thermal image of full canopy soybeans: color changes and patterns inform decisions like fungicide use and next-season rotational (corn) varieties.

Satellite imagery is now readily available, but the utility, quality, and timeliness of the imagery often falls short of what is desirable, challenging growers to find practical use in their operations. Unmanned Aerial Vehicles (UAVs or drones) can capture very high-resolution images, but suffer from high operating costs and inefficiency in capturing images close to the



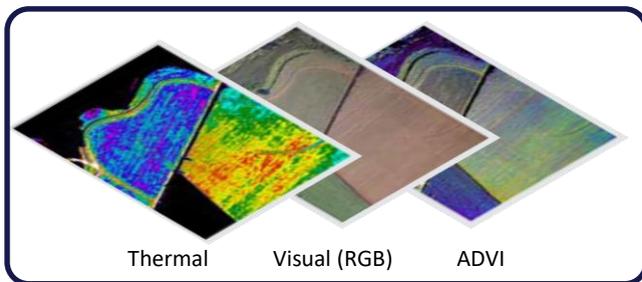
Fixed wing aircraft can follow good weather creating significant operational flexibility while offering the best platform for field-scale thermal image collection.

ground, needing to process many images into a single picture of a field (stitching). AirScout fixed wing aircraft, in contrast, fly low enough (5000 feet) to get excellent atmospheric clarity, great resolution in thermal and visual bands, but high enough to be both timely and efficient in image capture and processing. With a carefully sized network of professional pilots and operational software developed in-house to support flight operations, AirScout is a leader in the industry striving to exceed customer expectations. We love what we do at AirScout with many employees who are also pilots constantly experimenting to improve efficiency, safety, and quality in our operations.

## Business Model Pillars

1. **Deliver** a variety of complementary high-quality imagery sets encompassing visual, NDVI, thermal, and proprietary ADVI views. When used in combination with other image types, thermal images (two patents issued, one pending) deliver broader utility across the entire growing season than reflective imagery alone.

2. **Operate** a professional network of pilots, planes, and proprietary image collection equipment with capacity to handle weather pressures and still deliver timely images to customers throughout the season.



Key images helping agronomists triage for disease before stepping foot in the field. AirScout provides approximately 14 flights during the growing season.



Both App and Web platform versions provide access to all tools and images. Visually import, stretch, or twist to place yield monitor maps or other pictures from any other sources onto AirScout maps.

3. **Build & Maintain** data infrastructure for high throughput processing and provide an app-based delivery interface for customers with easy access to their imagery in just 4 to 24 hours from image collection.

4. **Farmer Value Focus:** A system for delivering value from imagery in a way that also protects our environment. This includes algorithms, variable rate (VRT) prescription recommendations, and tools to assist in human and UAV field scouting programs. This portfolio of tools allows for:

- Optimized planting population and timing
- Targeted replant strategy
- Managing nitrogen like no other in this industry
- Enhanced crop management: disease, pests, weeds, nutrition, crop plans, new approaches
- Informed drainage, and irrigation decisions
- Proprietary (patent pending) yield estimating tool



Use the AirScout app to navigate by drone or foot to inspect crops and diagnose disease, pests, weeds, irrigation or nutrition issues.

## Leadership Team

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