

Terra Drone signs internal agricultural drone sales partnership with Yanmar Diesel Indonesia

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Terra Drone Corporation, a Japanese drone and Urban Air Mobility (UAM) technology company, signed a sales partnership agreement with PT Yanmar Diesel Indonesia, a subsidiary of Yanmar Holdings Co., Ltd. The agreement signing took place at Yanmar Diesel Indonesia's headquarters and was attended by executives from both companies. Local implementation will be carried out through Terra Drone Indonesia and Terra Agri, a drone-based agriculture brand focused on Indonesia.

As a leading agricultural machinery manufacturer, Yanmar has an extensive network in Indonesia that includes local farmers and various agricultural stakeholders. Through this network, Terra Drone is optimistic that the adoption of agricultural drones can be accelerated, thus supporting the government's program to increase the efficiency of rice and food crop cultivation.

Collaboration comes amidst major challenges still facing the national agricultural sector. Around 30% of Indonesia's population works in the agricultural sector, contributing more than 10% to the national GDP. However, this sector is vulnerable to pest attacks, crop losses, and labor shortages. Manual land management often results in uneven fertilizer and pesticide application, increasing costs and decreasing productivity.

To address these challenges, Terra Drone has long operated in Indonesia through Terra Drone Indonesia. In the agricultural sector, the company offers a specialized service called Terra Agri, which focuses on drone-based fertilizer and pesticide spraying, mapping, and land monitoring. Terra Agri operates not only in rice fields but also in oil palm plantations using spot spraying technology to control weeds, contributing to efficiency, workplace safety, increased productivity, and reduced deforestation risks. To date, Terra Agri has conducted flights over 200,000 hectares with up to 4,000 flights per day. The high-precision spraying technology used can help farmers save up to 30% on costs. More than 150 drones have been deployed to support operations in various regions of Indonesia.

Under the latest agreement, Terra Drone has appointed Yanmar Diesel Indonesia as its official distribution partner to market its agricultural drones to relevant agricultural institutions, including rice farmers. The two flagship drone models to be marketed are the G20, with a 20 kg/20 L payload capacity suitable for large-scale rice fields, and the lighter and more portable E16 for smaller plots or areas with limited access. The G20 is capable of spraying not only liquid but also granular fertilizer, making it ideal for direct seeding rice fields and other food crop cultivation.

A total of 120 drones are scheduled to be delivered to Yanmar Diesel Indonesia throughout 2025 for local distribution. For Terra Drone, this collaboration expands the reach of agricultural drone solutions through Yanmar's established network in Indonesia. For Yanmar, this partnership provides an opportunity to add drone technology to its agricultural product line for the first time. For farmers, this technology is expected to improve efficiency, productivity, and occupational safety in the rice farming sector.

Furthermore, in May 2025, Terra Drone also signed an MoU with two Indonesian universities to support drone operator training and certification and the creation of new jobs in the technology-based agricultural sector. Going forward, Terra Drone and Yanmar Diesel Indonesia plan to develop a direct seeding drone. This technology allows seeds to be sown directly in rice fields without transplanting, with high accuracy thanks to Terra Drone's spot spraying technology. This research and development will be conducted in collaboration with local universities to accelerate drone-based agricultural innovation in Indonesia.

With the support of Terra Drone Indonesia and Terra Agri, Terra Drone aims to accelerate the digital transformation of agriculture in Indonesia while supporting the realization of sustainable agriculture.

The impact of this project on Terra Drone's consolidated financial performance for fiscal year 2025 is expected to be minimal. If there are material developments, the company will make further announcements.