



Making Every Drop Count for More Crops

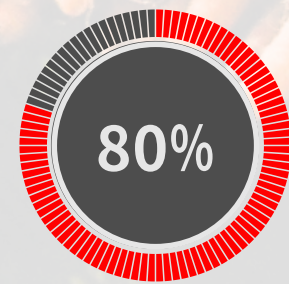
**AGROFICIENT**

**[WWW.AGROFICIENT.COM](http://WWW.AGROFICIENT.COM)**



# PROBLEM

## The Global Water Crisis: A Threat to Our Food Supply



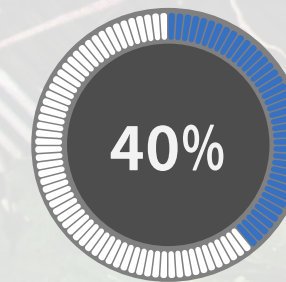
80%+

Water scarcity is expected to increase in more than 80% of world's croplands by 2050



60%

Irrigated cropland is water-stressed



40%

World's food production is under severe threat due to lack of irrigation



Food and Agriculture  
Organization of the  
United Nations



# CLOSER LOOK



Los Angeles Times

<https://www.latimes.com> > california > story > california-... ⋮

## California agriculture takes \$1.2-billion hit during drought

Feb 25, 2022 — California's agriculture industry saw \$1.2 billion in costs and the loss of **more than 8700 jobs** due to drought last year, according to a new ...



CNN.com

<https://www.cnn.com> > 2022/08/17 > business > west-dro... ⋮

## American farmers are killing their own crops and selling ...

Aug 18, 2022 — **Nearly three quarters** of US farmers say this year's drought is hurting their harvest -- with significant crop and income loss, according to ...



The Guardian

<https://www.theguardian.com> > oct > somalia-drought-... ⋮

## Dispatches from Somalia: farmers and families describe ...

Oct 11, 2022 — Extreme **drought** after a fourth failed rainy season has destroyed crops and led to a jump in food prices, leaving millions of people at risk ...

<https://www.reuters.com> > world > americas > argentinas-... ⋮

## In Argentina's drought-hit fields, billion dollar losses and ...

Feb 17, 2023 — Argentina's **drought** has big repercussions for global food markets, forcing **farmers** to slash harvest outlooks and denting grains supply from ...



OSCE.org

<https://www.osce.org> > files > documents PDF ⋮

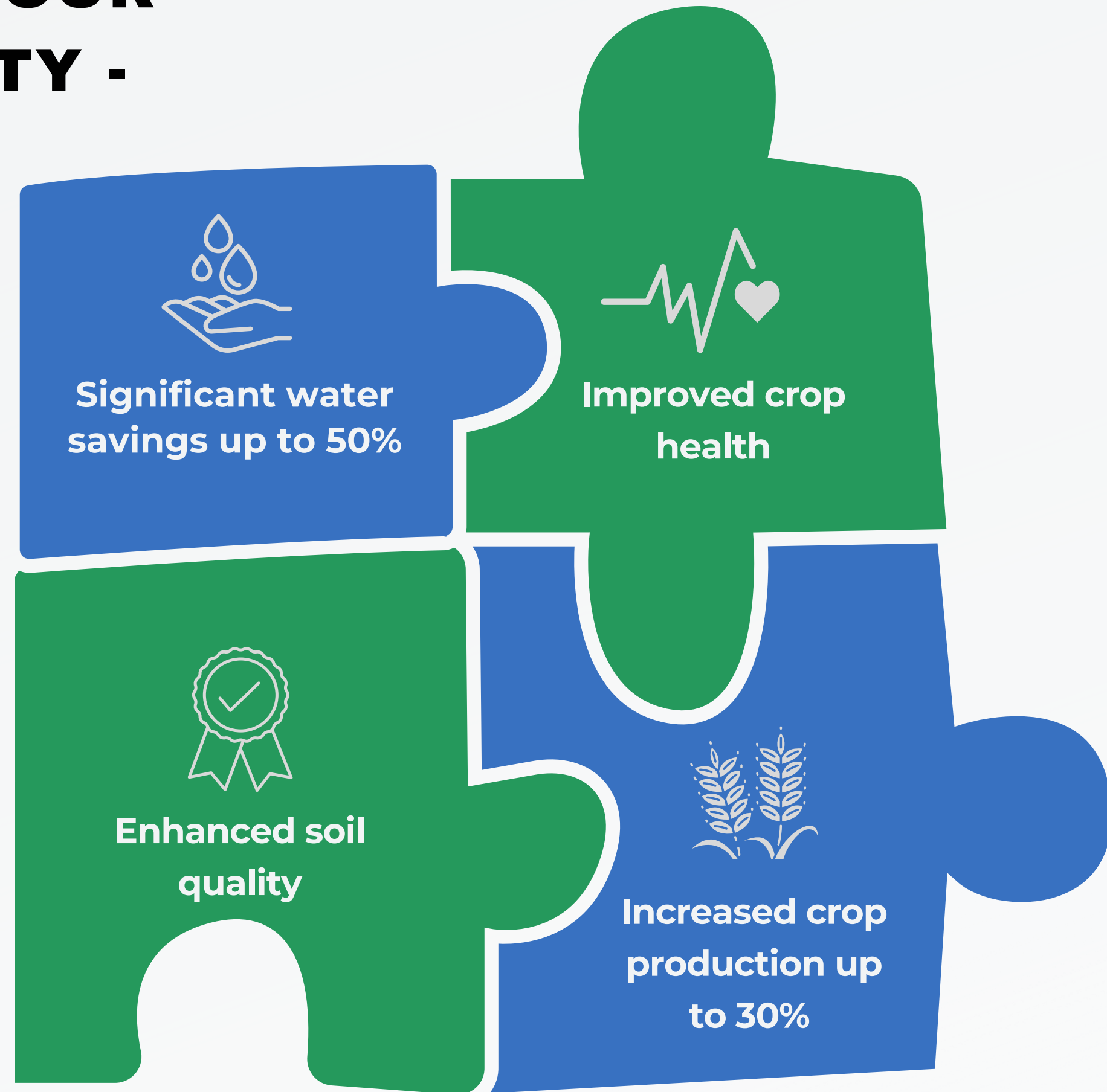
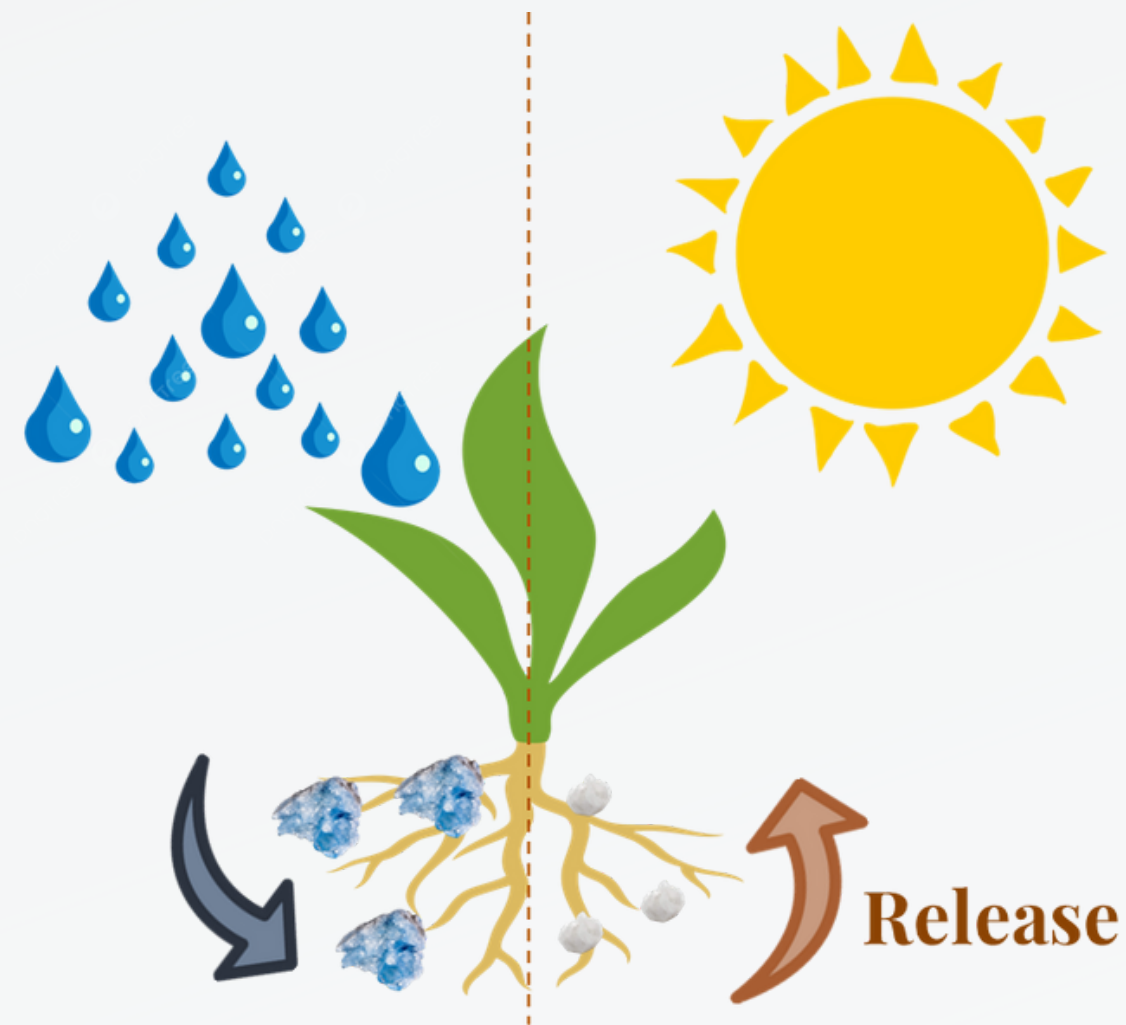
## Azerbaijan and Georgia

Jul 21, 2021 — In **Azerbaijan**, the main **threats** of climate change to **agricultural** productivity include irrigation water shortages, **droughts**, ...

39 pages



# BIODEGRADABLE HYDROGEL: OUR SOLUTION TO WATER SCARCITY - AGROFICIENT





# PRODUCT DESCRIPTION

Biodegradable:  
Shelf life in the  
soil is 1 year



Absorbing 270  
Times Its Weight  
in Water



Nutrient  
carrier



Long-lasting  
hydration for  
crops





# RESULTS FROM AGRICULTURAL RESEARCH INSTITUTE

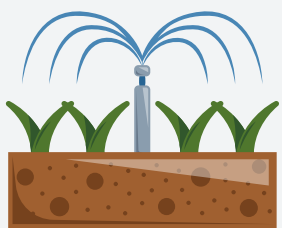




# CUSTOMER VALUE PROPOSITION



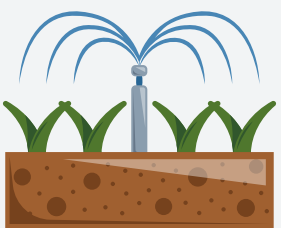
1 Hectare



5,000 tons of water needs



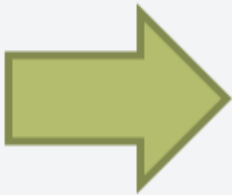
40 Kg



3,920 tons of water needs



\$160



21.6% -Less water



20% -More crop



15% -Less fertilizer



# MARKET SIZE

TAM

**\$83.04 billion**

Total Addressable Market for Agroficient product in World cereal cropland

TOM

**\$34 Billion**

Total Obtainable Market for Agroficient product in Middle East cereal cropland

Target Market

**\$91.52 Million**

Target Market for Agroficient product in Azerbaijan cereal cropland





# HOW ARE WE GOING TO MAKE MONEY?



Cost/kg

**\$2**



Market(ha)

**10,000**



Net price/kg

**\$4**



Revenue /year

**\$1.6M**



Profit/year

**\$800K**

Profit Projection





# GO-TO-MARKET STRATEGY





# COMPETITIVE ADVANTAGES



## Biodegradable

The product offers full biodegradability, minimizing long-term ecological impact



## Cost Efficiency

The average cost is 20% lower than competitors.



## Sustainable Footprint

50% lower carbon footprint compared to competitors.



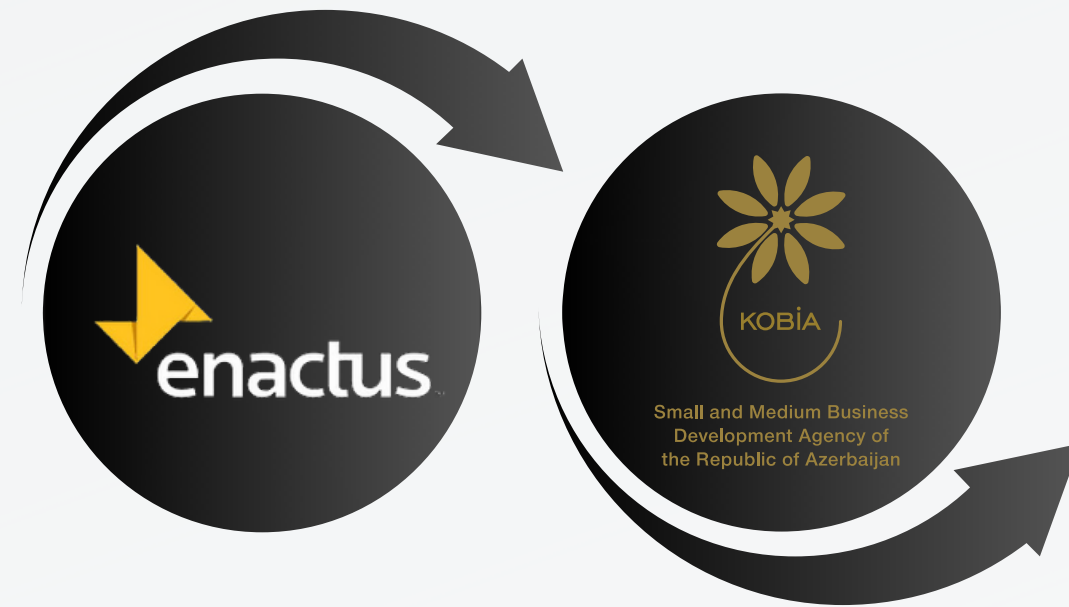
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# TRACTION

**February 2023**

Won \$12,000 grand from the Small and Middle Business Development Agency of the Republic of Azerbaijan



**May 2022**

One of the winners in Enactus 2022 National Final

**July 2023**

Agroficiant has been represented in BakuID'23 organized by sabah.hub

**August 2023**

Agroficiant achieved to be in the top 250 start-ups.

**May 2023**

One of the best projects out of more than 200 start-ups in Start-up School organized by Enterprise Azerbaijan

<https://startupschool.az/>

**July 2023**

Got cooperation with the Ministry of Agriculture in Azerbaijan



# FORECAST 2023/2024



1

**NOVEMBER 2023**

Product Launch and Sales Commencement

2

**JANUARY 2024**

Third-Party Testing and Certifications and global patent.

3

**MARCH 2024**

If the initial phase in the Aran region is successful, focus on scaling your operations and expanding into new markets, both nationally and internationally.

4

**JULY 2024**

Strengthen partnerships with organizations aligned with your sustainability goals. Collaborate on initiatives to promote eco-friendly agriculture and responsible water usage.




# OUR TEAM



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