



EXPLORA™
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September 15th, 2023

“Explora Inc. helps our clients earn money through carbon offsets and credits”

By combining satellite & drone based, high resolution imagery and spectrometry with local, ground-based data through optimized Apps and AI, farmers, natural resource owners and renewable energy promoters world-wide can generate revenue by sequestering carbon while helping the planet!

Our services help our clients...

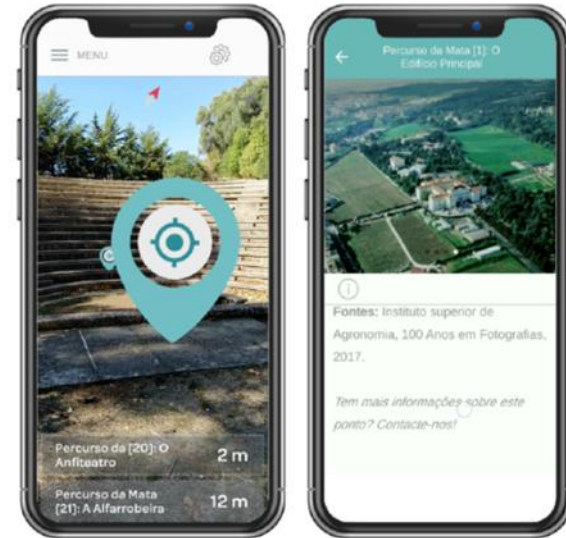
- a) create carbon sequestration programs,
- b) measure the results of these programs and,
- c) monetize these results effectively.

Overview

Explora Inc. is a platform that enables resource owners and renewable energy promoters to be optimally compensated for their contribution to carbon removal and other Nature services

The platform guides resource owners and renewable energy promoters to adopt the best practices to achieve that goal, including overhauling their traditional operations

Explora Inc. relies on high resolution satellite and drone images, ocean imagery and ground data. AI based analytics are used in fusion mode considering both remote and local sensing- the latter refining the former



Team

High level experience in attracting investment, developing tech products, marketing and selling them to 50 Fortune 500 companies in over 50 countries. Global network.

Jorge Costa Oliveira (CEO and Chairman) Portugal's former Secretary of State for Foreign Investment

Edmundo Nobre (COO) 20+ years of experience in company development and management

Paul Stamoulis (CFO) 30+ years of experience in managing high profile companies

Antonio Camara (CMSO). 20+ years of experience in developing and managing spatial computing companies

Team

Explora Inc. will also include internationally renowned experts (and experienced companies and research groups) in these key areas:

Business development. Haydn Rigby, UK

Remote sensing & satellite imagery analysis. Nuno Carvalhais, Max Plank Institute, Germany

Farming and conservation best practices. Ana Rita Azevedo, CAP, Portugal

Carbon credit estimation (land). Paula Soares. Instituto Superior de Agronomia (ISA), Portugal and Virtuacrop, Portugal

Carbon credit estimation (sea). Carlos Duarte, KAUST, Saudi Arabia

Carbon credit quality assessment. Sandra Martinho, Lasting Values, Portugal and Earth Active, UK working with VERRA

Renewable energies and climate change, Julia Seixas. NOVA School of Science and Technology (SST), Portugal

Ecosystem

Explora Inc. will benefit from an ecosystem built by its management team over three decades, including relationships with:

Space industry, including [NASA](#), [ESA](#) and [Airbus](#)

Drone manufacturers, including [eBee](#)

Spatial computing, including Amazon's [ASDI](#), [Google Earth](#), [Apple](#), [Epic Games](#) and [Magic Leap](#) initiatives

Sustainability and Nature Markets, including [Cornell University](#), [ISA](#) and [NOVA](#) initiatives

Entrepreneurship and management programs, including [Harvard Tech](#), [UT Austin](#) and [NOVA](#)

Explora Inc. platform workflow

Explora Inc. registered clients, certification agency and credit buyers have access to:

Hyper-spectral satellite & Drone images that provide an array of useful data

An app to guide them to adopt best farming, conservation and carbon removal practices for land and water resources and renewable energy projects

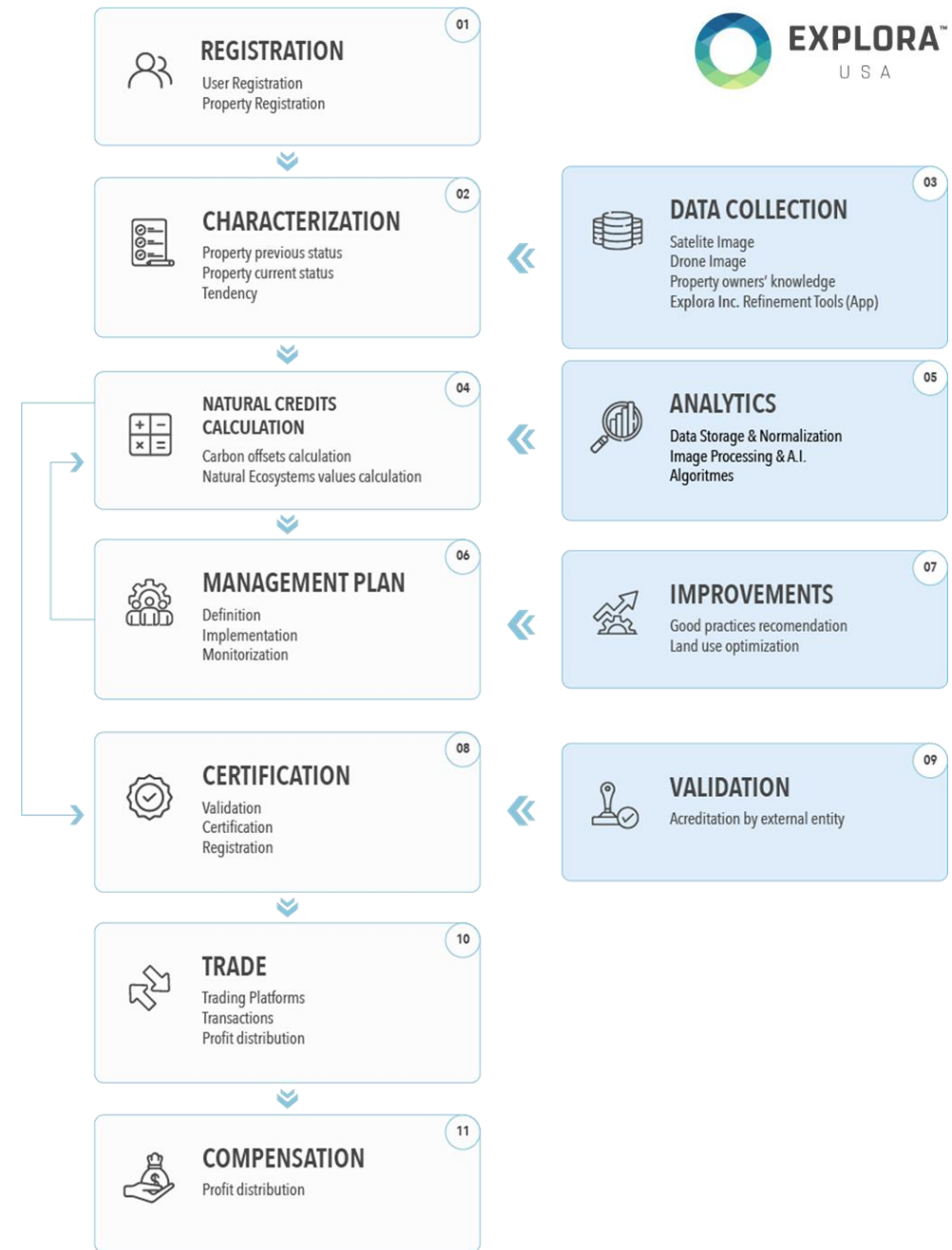
Management plans co-generated with top level consultants

Estimation of carbon removal credits using AI based analytics for different client types

Quality verification of those credits based on the VERRA or other international standards

Sale and compensation data associated to credits

Support in other Nature services markets as they reach maturity



Market

Resource owners must be prepared to better adapt to Climate Change to remain sustainable.

At the same time, they should optimize and be compensated by their Nature based services.

The current carbon credit market, valued at 262 billion dollars by the World Bank, enables such compensation.

Explora Inc. platform is a one stop shop for resource owners and renewable energy operators to fulfill the requirements to produce, certify and sell carbon credits, while optimizing their traditional operations.



Solution

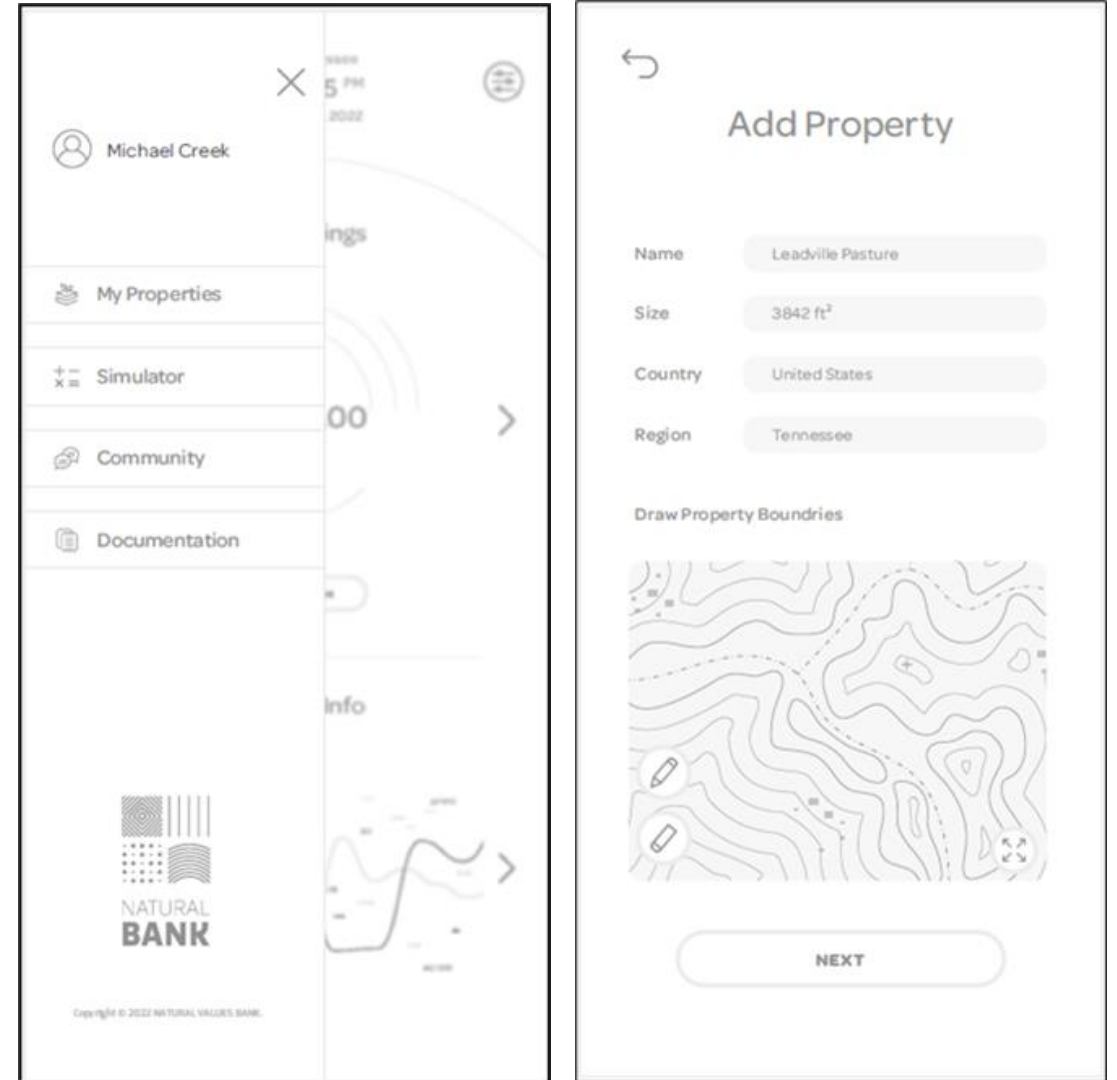
Explora Inc. clients will have access to an app connected to the platform where they can (1):

Register their property or operation

Use satellite and drone (aerial and aquatic) imagery analysis to estimate carbon retention

Reduce uncertainty in those estimates by providing ground data using digital photography and AI

Run AI analytics to estimate carbon removal rates



Solution

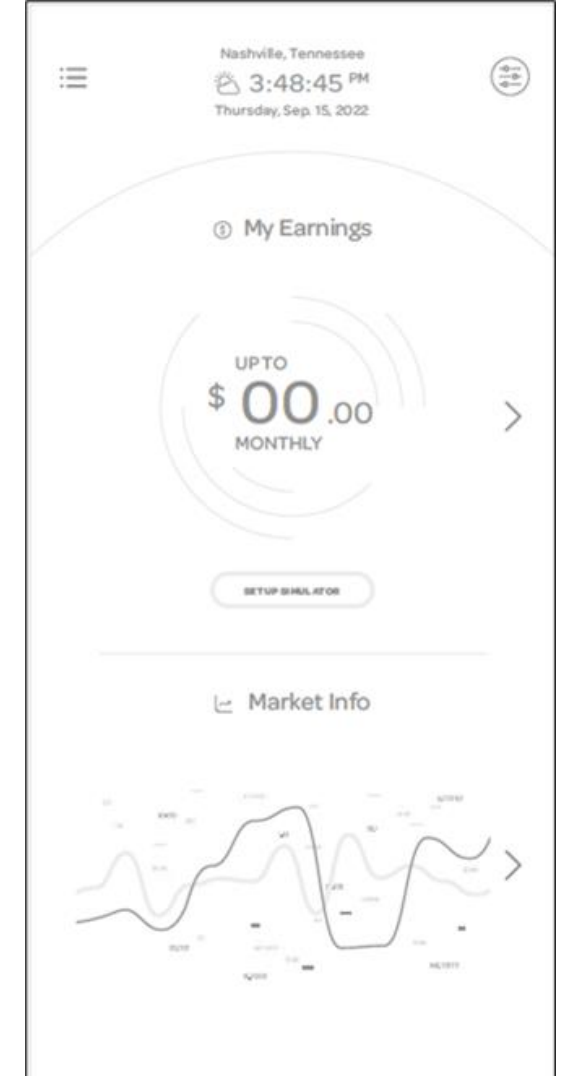
Explora Inc. clients will have access to an app connected to the platform where they can (2):

Simulate the estimation of carbon credits earnings

Simulate those earnings with improved practices

Guidance to the adoption of those practices

Guidance to the adoption of additional practices contributing to better overall operational results from regular business, carbon offsets and other Nature based services



Solution

Explora Inc. will provide their clients with full support in:

- Qualifying their credits using the VERRA and other international standards
- Selling those credits to companies or financial institutions, and in voluntary or regulated markets

This approach will be first implemented in three pilot projects:

- A project involving a property including forestry, pasture and other agricultural uses, in partnership with CAP;
- A coastal water project where imagery will be collected by drones and ground data will include DNA analysis of the plants' carbon content, in partnership with Portugal's Ocean Biotech accelerator;
- A project involving a federation of promoters of new solar energy projects, in partnership with Seixal Energy agency, the second largest in Portugal in this space



Business Model

Explora Inc. will help estimate, certify and sell carbon credits of its clients

It will provide guidance, to improve clients' practices, their carbon removal and other Nature services capabilities

It will also work with consultants to help develop land, ocean and solar energy best practices to facilitate carbon credits validation

It will reduce adoption barriers using approaches eliminating or reducing up-front payments

From the overall sales product it will retain a “sustainability as a service” fee, covering its own costs and those of partner entities involved in the process

Assets

Intellectual property

2 US issued patents

5 ready to submit patents

3 patents to submit in a six-month time frame

A software platform including innovative modules to help estimate, certify and sell carbon credits for land and water resource owners, and renewable energy operators

Assets

Data assets

Explora Inc. will develop a data infrastructure with the image and other sensor data used in carbon removal and other nature services estimation that will facilitate estimation, certification and sales of those credits.

25-03-2019



Customers and Partners

Explora Inc. has an agreement with Portugal's Farmers Confederation- [CAP](#) to offer the use of its platform to generate extra revenues based on carbon credits and provide guidance services. Areas involved include forest land, pastures and agriculture

Explora Inc. has an agreement to offer the use of its platform to [Earth Active](#) clients, including landowners and governments in Europe, South America, Africa and Asia

Explora Inc. has an agreement with a partner affiliated to [Hill International](#) to generate extra-revenues based on carbon credits for renewable energy operators and land-owners. This partner has an agreement with JP Morgan to be a large-scale buyer

Explora Inc has agreements with municipal organizations to develop carbon credit projects for coastal waters and solar energy producers

Explora Inc. will work with existing [VERRA](#) standards and will cooperate with the organization in creating new Nature services markets

Explora Inc. is discussing global agreements with the Portuguese Government to generate extra-revenues based on carbon credits and other Nature services for all Portugal's protected land, forests, coastal and ocean areas

Competition

Explora Inc. top competitors

[Planet Labs](#), a global company that uses satellite imagery to quantify carbon removal

[Pachama](#), which enables the estimation, certification and sale of carbon credits for forest operators

[NCX](#), a platform and marketplace for America's forest carbon market

[BrCarbon](#), a Brazilian based tech company that estimates carbon credits using drone-based technology

Explora Inc. pros/cons

Wider range of clients (forest, farming, conservation both in land and ocean, renewable energy). Well established route to market and a major buyer

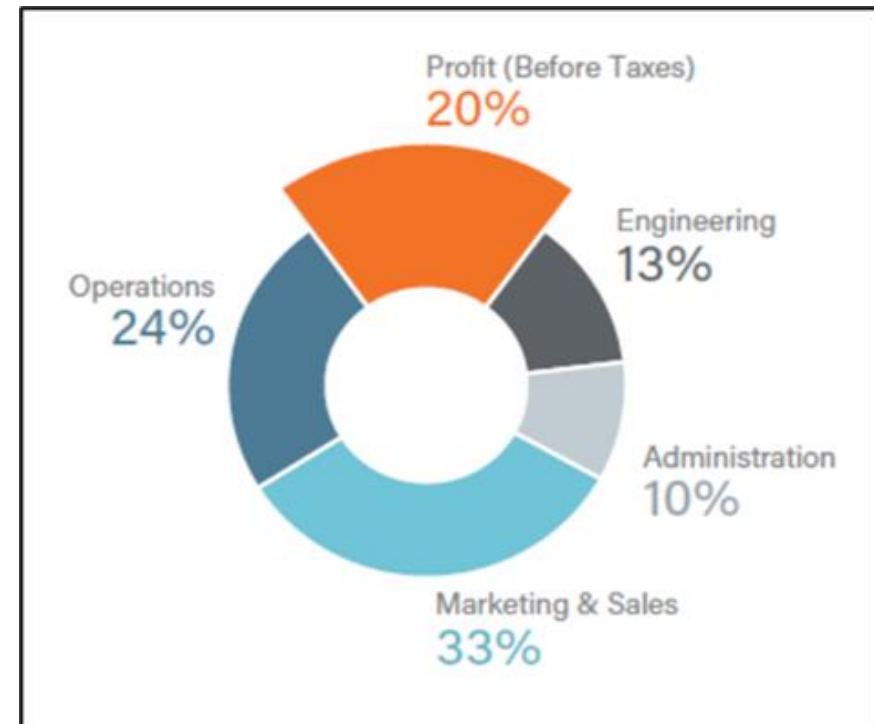
Proprietary platform using sensor fusion (remote, land and aquatic drones and ground sensing) and AI analytics for carbon offset accounting

Experienced team is developing AI based planning tools tied to VERRA and other certifying agencies' methodologies

Not a market front-runner

Financial Overview

Explora Inc. will follow a “sustainability as a service” model, similar to the more common “Software as a Service” (SaaS) approach depicted in this graphic



Explora Inc. financials - an overview

The estimations assume that Expora Inc. main target for the first years are related mainly with land ecosystems, giving time to create the proper framework and platform adjustments to approach the sea ecosystems. Revenues related with costal water and ocean are expected for the 3rd and 5th year respectively.

As a strategy for a quick entering in the market and get revenues from the first year, Explora Inc. will take advantage of an opportunity window related with the solar energy market in Portugal.

Based on the current CC compliance market, a conservative value of \$30/CC was assumed (<https://carboncredits.com/carbon-prices-today/>)

Explora Inc. will also explore a revenue share model, sharing the profit (and the risks) with the owners

Explora Inc. Total Revenues						
Year:	2024	2025	2026	2027	2028	TOTAL (\$)
Explora Nature (Land + Sea)	0	390,000	13,425,000	44,875,000	140,875,000	199,565,000
Explora Solar Energy	336,600	740,520	2,036,430	4,480,146	4,928,161	12,521,857
Explora Inc. Total Revenues (\$):	336,600	1,130,520	15,461,430	49,355,146	145,803,161	212,086,857

