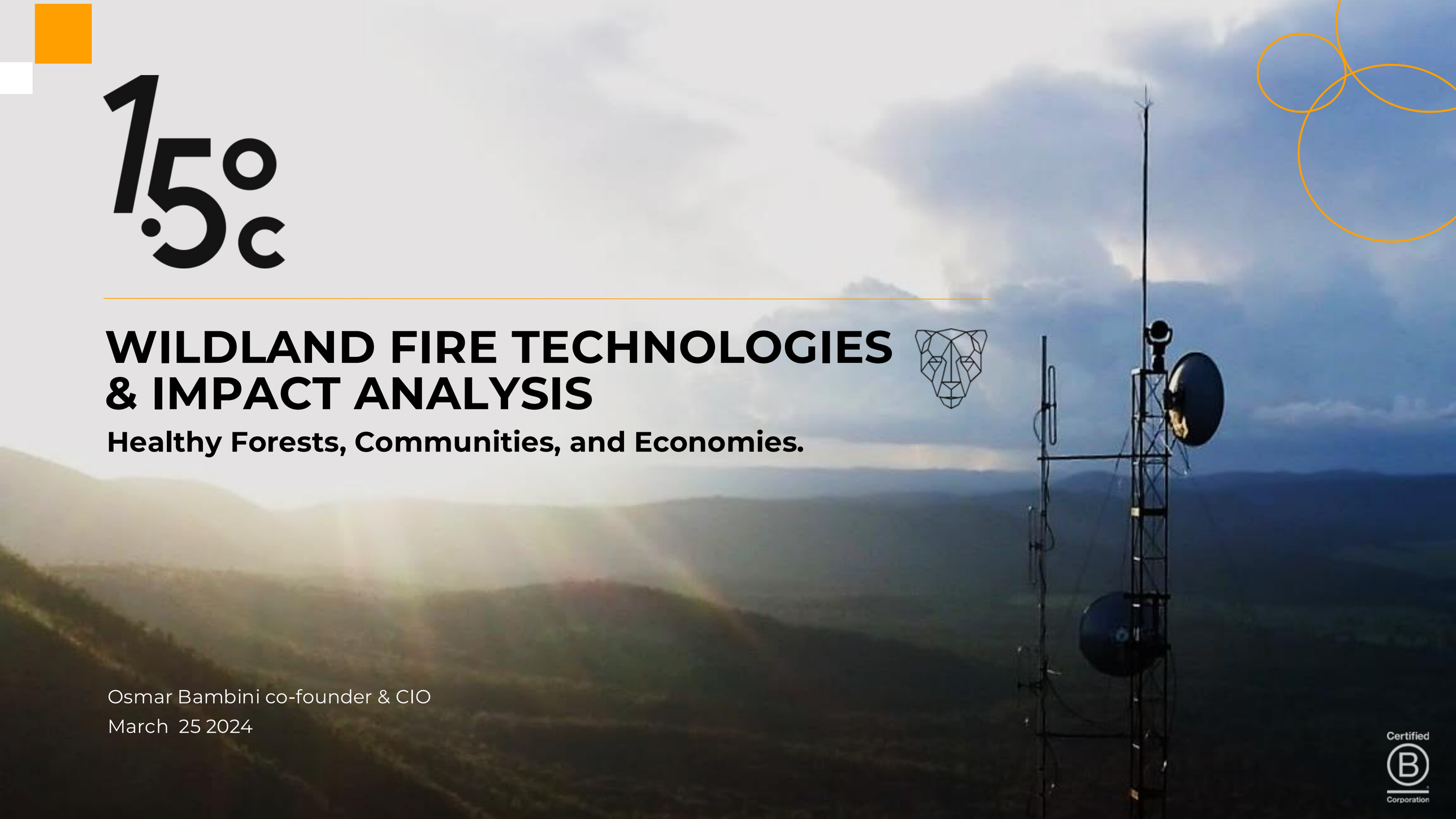
WILDLAND FIRE TECHNOLOGIES & IMPACT ANALYSIS

Healthy Forests, Communities, and Economies.



Osmar Bambini co-founder & CIO

March 25 2024

Certified B Corporation

WILDFIRES: A GLOBAL THREAT

$320 billion in global economic losses.
Half uninsured. (2024)

85.9 million hectares, burned in South America *alone, an area larger than Turkey. (2024)*

1,940 megatons of CO_2 *emissions. (2024)*

263 direct deaths in 2023.

1.5 million premature deaths annually due to air pollution.

Image Source Wired Magazine

PANTERA

A complete solution for wildland fire management

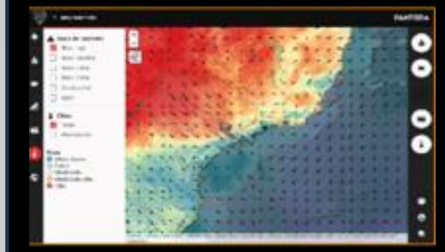
PANTERA

FIRE MANAGEMENT PLATFORM AS A SERVICE

PANTERA MODULES

PREVENTION

Risk Analysis



Weather Data

Identify Risk Patterns

DETECTION

Rapid Detection

Satellite Detection

Intensive Monitoring

RESPONSE

Resources Management

Propagation Model

Support Decision

IMPACT

Operational Dashboard

CO2 Emissions

Evaluate Results

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FIRE MANAGEMENT PLATFORM AS A SERVICE

Intensive Monitoring

24/7

Detects In Seconds - 20 Km> 125.000 hectares

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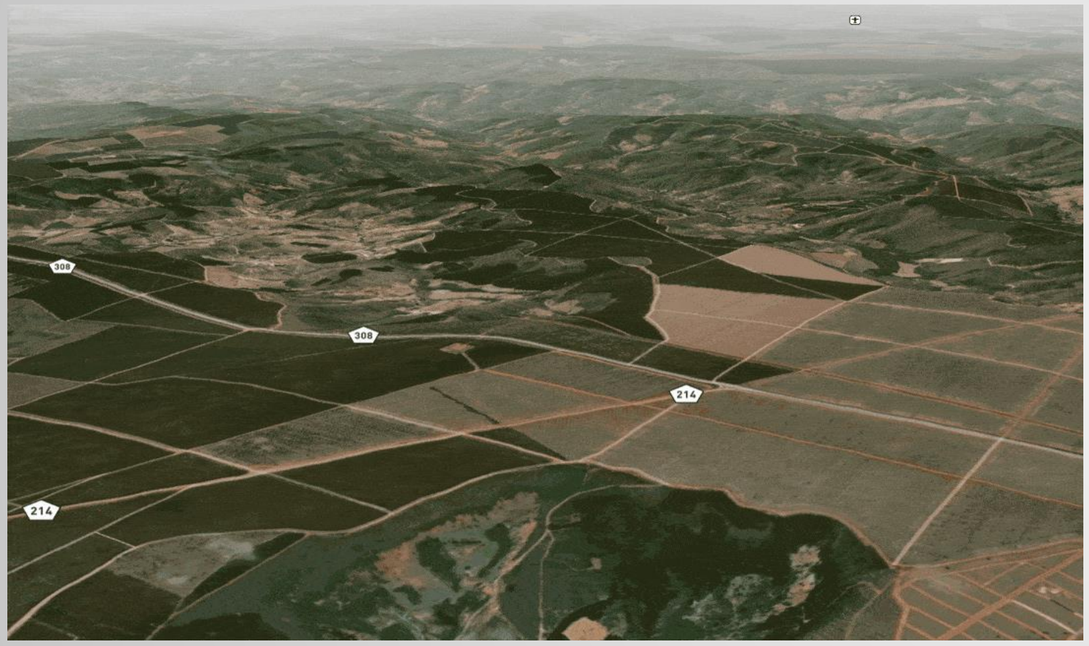
FIRE MANAGEMENT PLATFORM AS A SERVICE



FIRE PROPAGATION MODEL

Simulates Fire Propagation in Time and Space

Improves Dispatch Planning and Efficiency

PANTERA
FIRE MANAGEMENT PLATFORM AS A SERVICE

BUSINESS MODEL

1. SAAS

- **Digital Solutions**
  Monthly License per hectare
- **AI Detection on Existing Cameras**:
  Monthly License per camera

2. HAAS

- **Infrastructure Set up & Maintenance**
  Setup & Monthly Fee

KEY SECTORS

Monitoring Towers
140

Clients
43

Monitored Area
17,5MI Hectares in **Brazil**
720K Hectares in **India**

Attended Sectors

- Forestry
- Agriculture
- Energy
- Carbon Projects
- Nature Reserves
- Traditional Communities

PROVEN RESULTS CASES

FORESTRY

80%

REDUCTION IN RESPONSE TIME.

AGRICULTURE

85%

REDUCTION IN BURNED AREAS.

70%

IN OPERATIONAL COSTS.

NATURE RESERVE

90%

REDUCTION IN BURNED AREAS.

ROI

REFORESTATION
9 X LOSSES.

CARBON PROJECTS
3 X LOSSES.

KEY FINANCIAL HIGHLIGHTS

METRIC	VALUE	WHY IT MATTERS
REVENUE (2024)	USD 3.5M	**DRIVE BY 84% LEASES,** ENSURING PREDICTABLE INCOME.
GROWTH	45% CAGR	DEMONSTRATES **STRONG MARKET ADOPTION** (2018–2023).
GROSS MARGIN	66%	REFLECTS SCALABLE, **EFFICIENT COST STRUCTURE**.
NET MARGIN	2%	FOCUSED REINVESTMENT → **BREAK-EVEN BY JAN 2027.**
LTV:CAC RATIO	14.8	HIGH ROI ON CUSTOMER ACQUISITION, **PROVING SCALABILITY.**
BURN RATE	USD 90K/MONTH	SUPPORTED BY AN 11-MONTH **RUNWAY FOR GROWTH.**
VALUATION	USD 20M	**37 CONTRACTS,** PROVEN MARKET VALIDATION, AND SCALABILITY.

MEET THE DIRECTORS

Cofounder & CIO

Osmar Bambini

Cofounder & CEO

Rogerio Cavalcante

Cofounder & CLO

Maira Domene

Cofounder & CTO

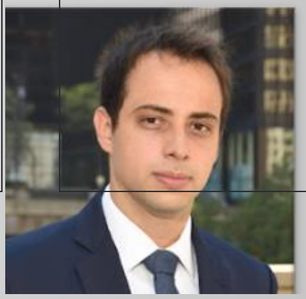
Antonio Leblanc

Cofounder & CRO

Eimi Arikawa

Cofounder & COO

Diego Debruyn



CFO

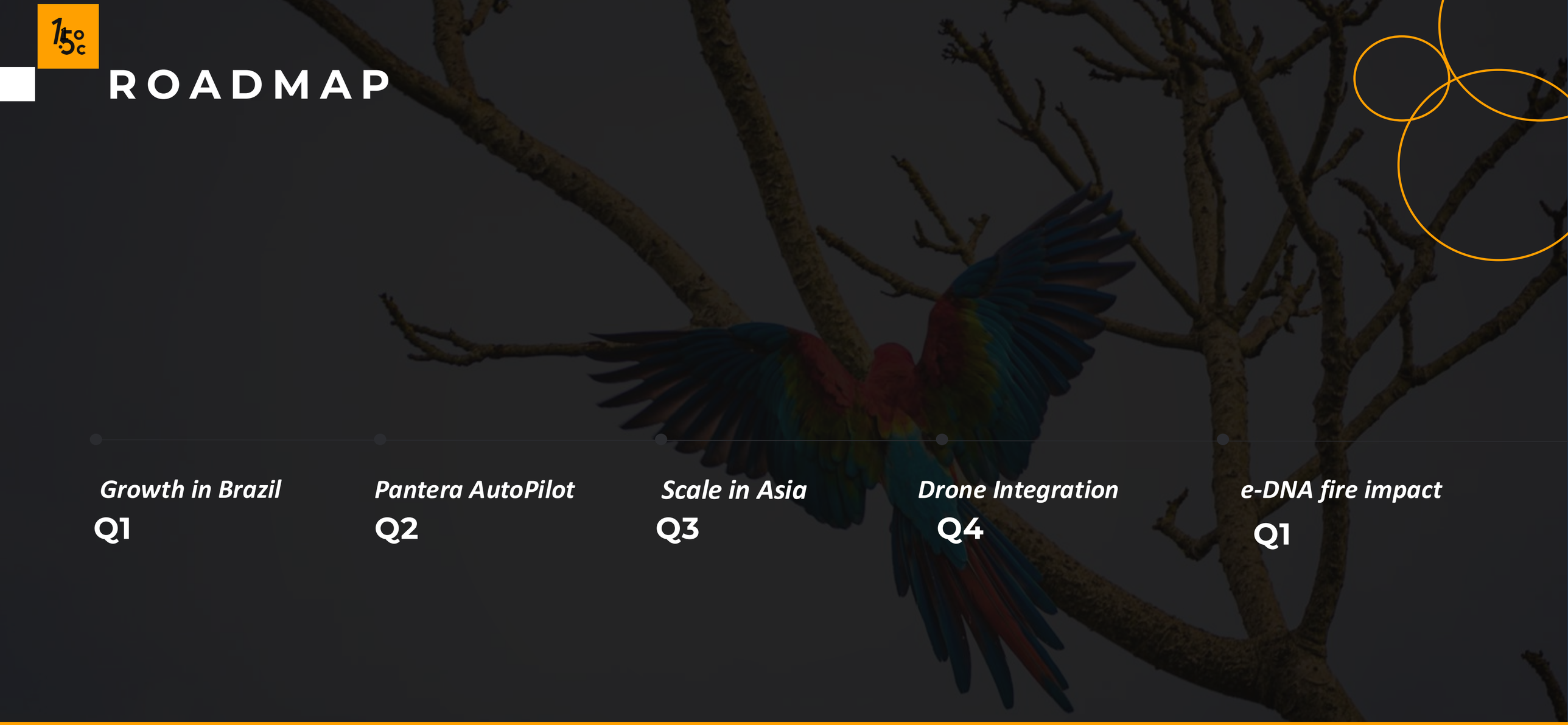
André Ruas

52 People – Multidisciplinary Team

EXTENDED SEED ROUND

3,000,000 MI USD - 15% equity.

ROADMAP



Growth in Brazil	*Pantera AutoPilot*	*Scale in Asia*	*Drone Integration*	*e-DNA fire impact*
Q1	**Q2**	**Q3**	**Q4**	**Q1**

Path to Innovation 2025/2026

PANTERA
FIRE MANAGEMENT PLATFORM AS A SERVICE

MEDIA ATTENTION

exame.

Empresas, fazendeiros e brigadistas se unem no combate ao fogo no Pantanal

Iniciativa da JBS em parceria com startup, produtores rurais e especialistas em incêndio ajuda a prevenir e apagar focos na região

FOLHA DE S.PAULO

STARTUPS & FINTECHS · MUDANÇA CLIMÁTICA · COP26

Startups brasileiras vão apresentar soluções para o clima na COP26

Empresas atuam em atividades como monitamento de incêndios e reciclagem

veja

Clique e Assine a partir de R$ 19,90/mês

Agenda Verde

A inédita força-tarefa para prevenir e combater queimadas no Pantanal

Grandes empresas, entidades de apoio ao meio ambiente e fazendeiros se juntam na empreitada

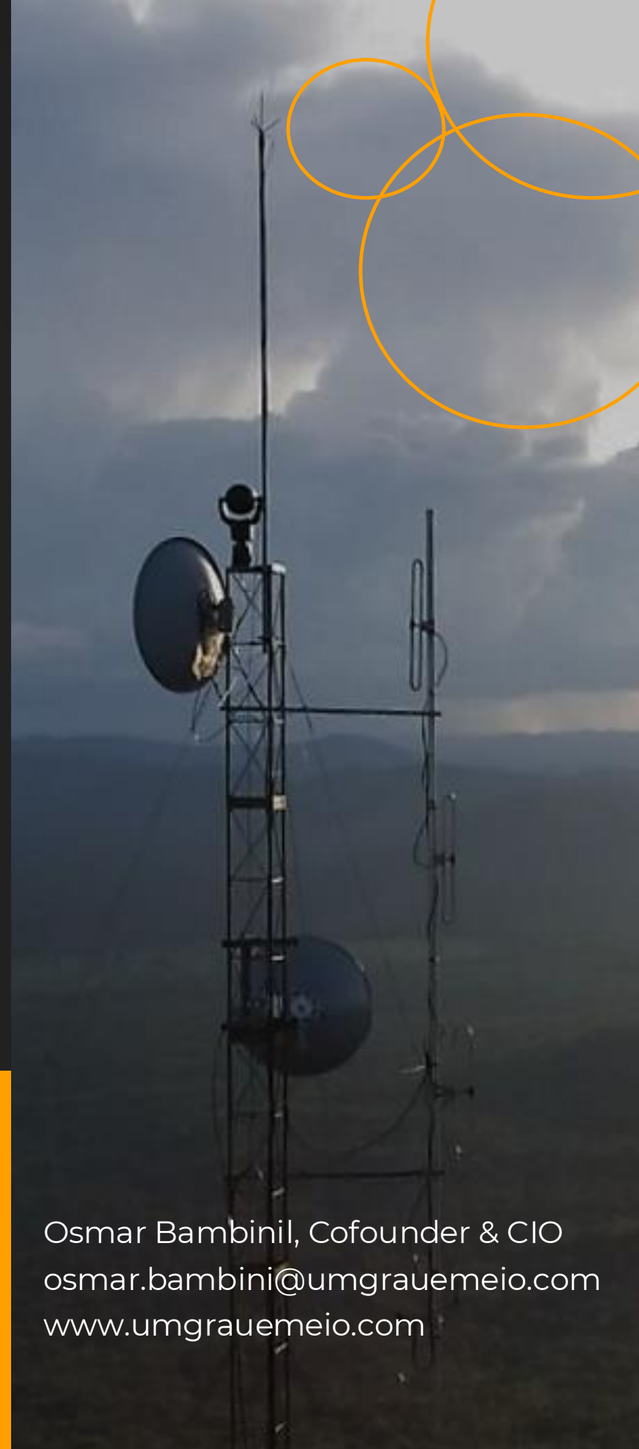
Por **Luiz Felipe Castro** Atualizado em 22 abr 2022, 20h04 - Publicado em 22 abr 2022, 06h00

reset

Na Um Grau e Meio, o algoritmo que combate incêndios florestais

Fundada em 2016, startup se prepara para fazer sua primeira rodada de captação, de olho também no mercado internacional

Thank you!



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AWARDS & CERTIFICATIONS

AI for Good

UPLINK

EY

XPRIZE RAINFOREST

THIRD PACE

Climate Initiative Bonds

Certified B Corporation