

# Endo Automation

IMPROVING IRRIGATION,  
INTELLIGENTLY

# OUR TEAM

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*Team Lead*  
**Devaj Mody**



*Business Development*  
**Lex Baker**



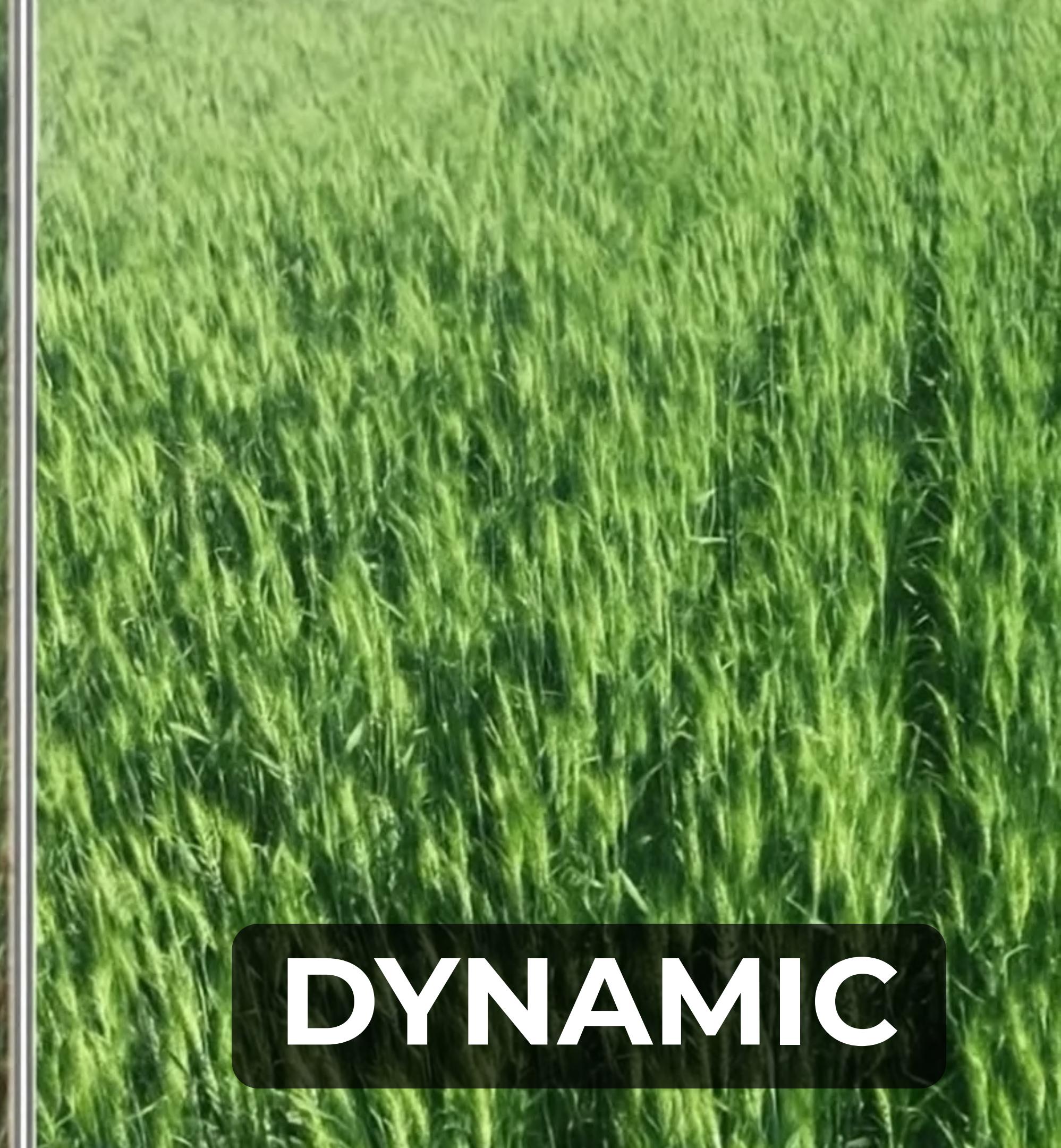
*Software Engineer*  
**Shridhar Vilas Shinde**



60%  
OF ALL IRRIGATION WATER  
IS WASTED



FIXED



DYNAMIC

10 %

AVERAGE OPERATING MARGIN  
OF U.S. FARMS





# 87 FARMER INTERVIEWS



## WHAT FARMERS SAY

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*"We spend hours checking the soil moisture and controlling valves across zones, burning fuel and wasting labor efforts. A system that automates this would save time and boost our productivity."*

Dr. Rahul Bhalerao  
Vineyard Owner & Manager  
Nashik, India



## WHAT FARMERS SAY

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*"Drip irrigation can paradoxically lead to more water depletion, as farmers tend to leave pumps on whenever power is available. Automation is key."*

Vikas Kanungo  
Senior Advisor at The World Bank Group  
Mumbai, India

# AN IRRIGATION SYSTEM THAT HAS



LONG-RANGE  
CAPABILITIES



SENSORS  
AND CONTROL



LEARNS  
OVER TIME

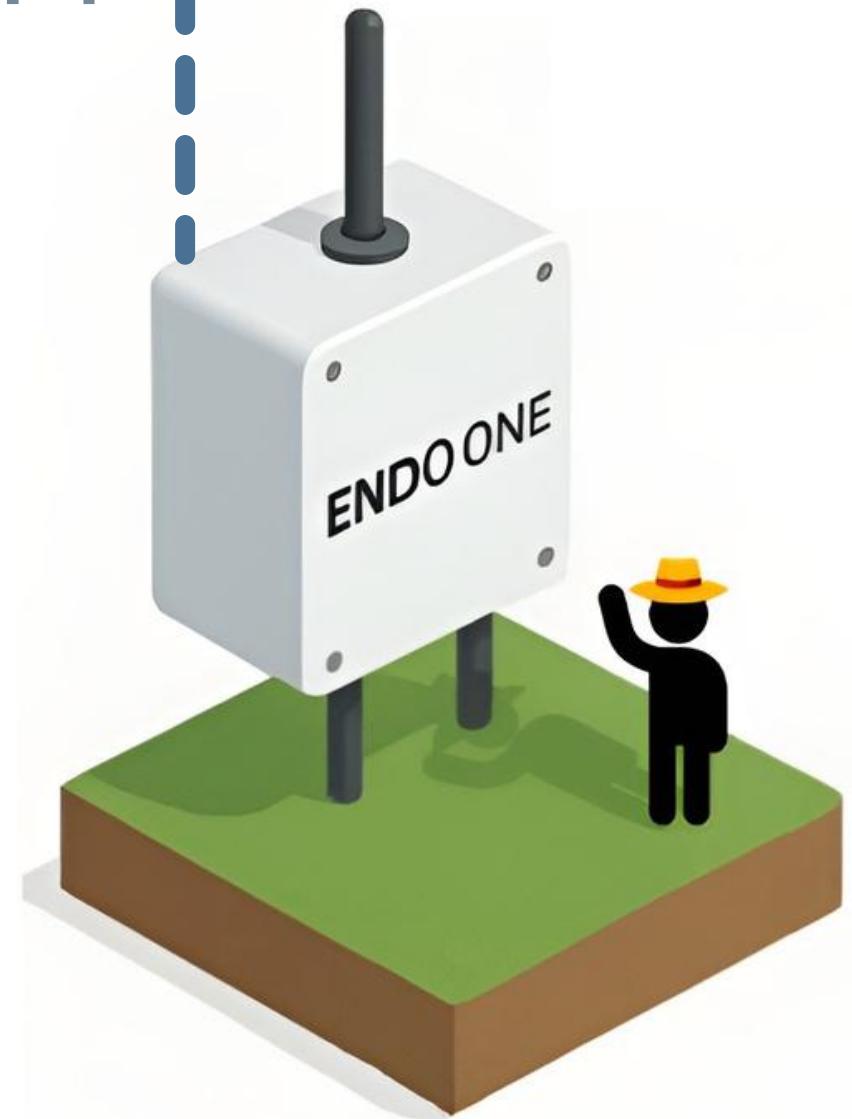
# ENDO ONE™

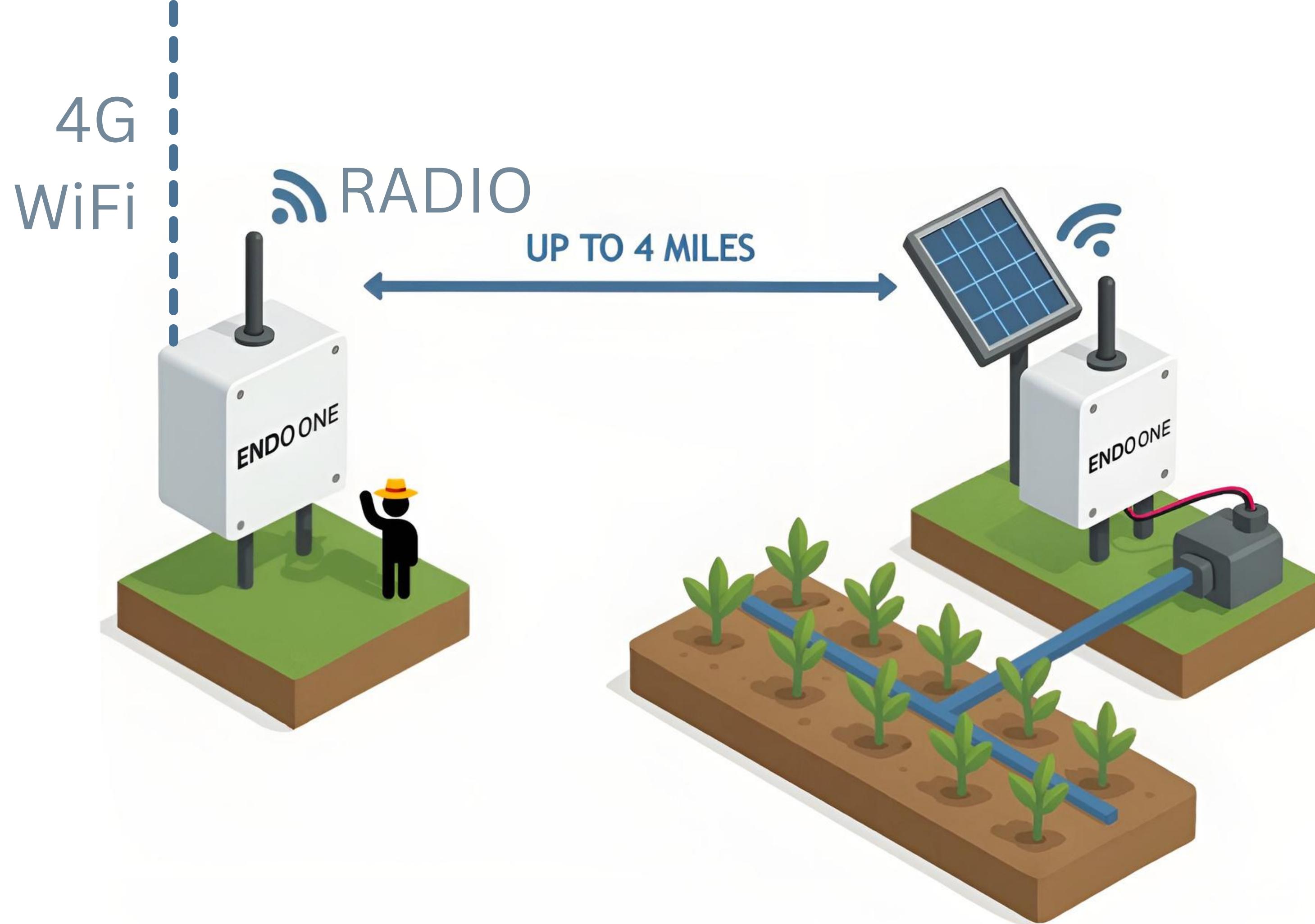
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AI-POWERED  
RADIO-BASED  
IRRIGATION  
CONTROLLER



4G  
WiFi





# CAPTURE

## REAL-TIME INSIGHT FROM THE ROOT UP

🌡️   
Temperature

**26.7** °C

🌧️   
Rainfall

**2.5** mm

💧   
Humidity

**78.4** %

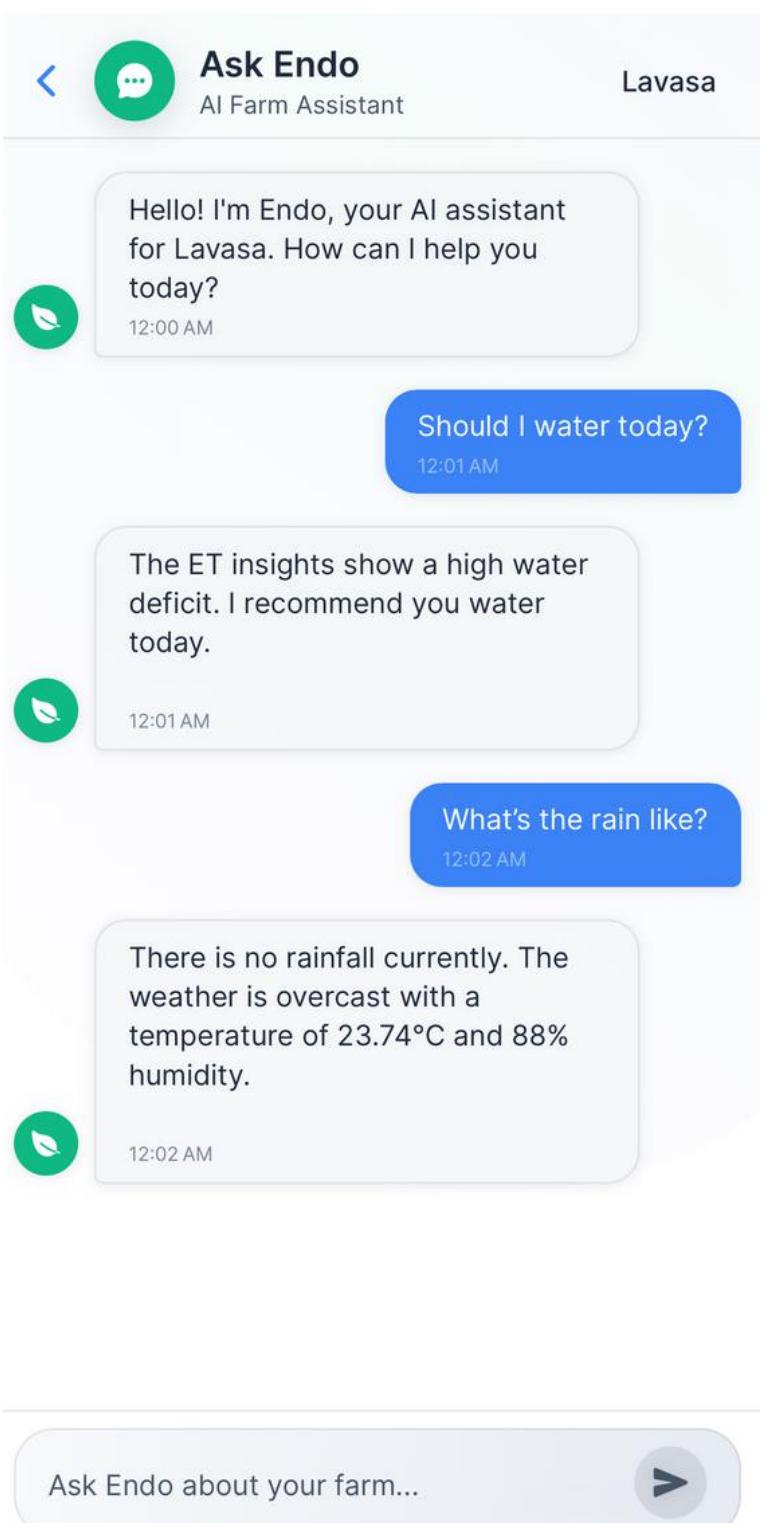
☀️   
Solar Irradiance

**850.0** W/m<sup>2</sup>



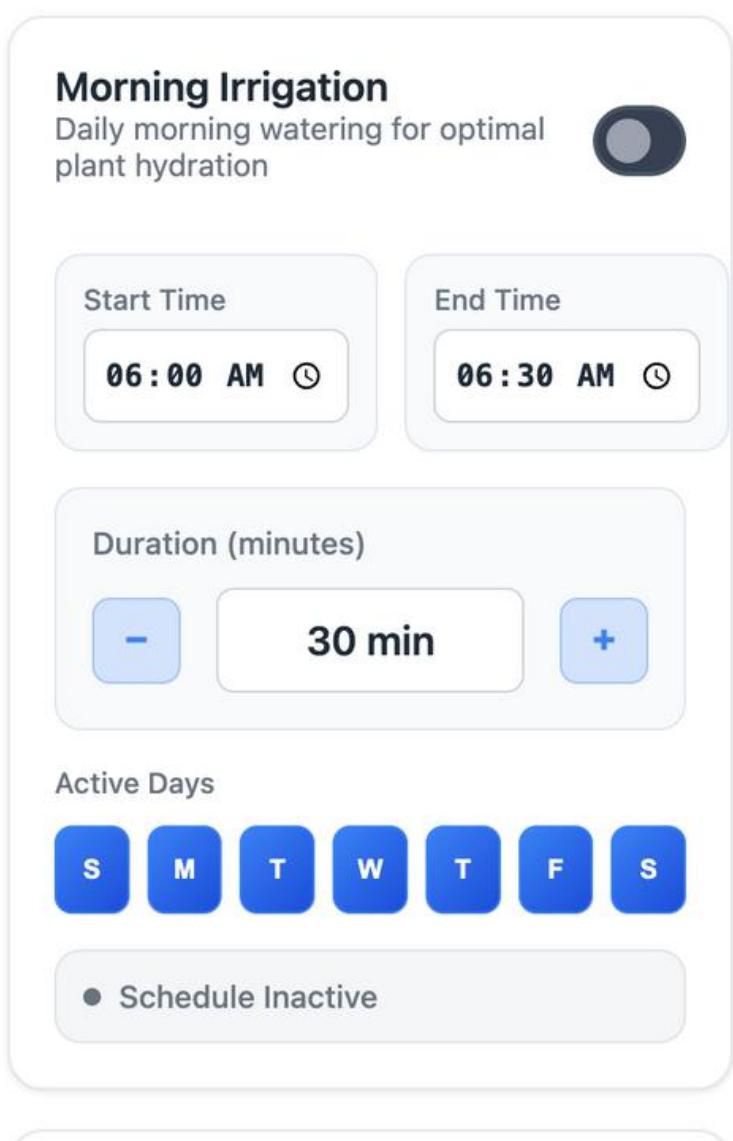
# ANALYZE

## ASK ENDO ANYTHING



# AUTOMATE

## IRRIGATION AT THE CLICK OF A BUTTON



For farmers utilizing drip irrigation that need to increase profitability, the **Endo One™** is a farm irrigation automation system that reduces costly water usage and labor requirements.

Unlike current solutions, the **Endo One™** works with existing infrastructure and performs reliably even in low-connectivity environments.

# GLOBAL SMART DRIP IRRIGATION CONTROLLERS MARKET

**\$650M**

**\$150M**

**\$15M**

**AMERICAN AND  
INDIAN SEGMENTS**

**ANTICIPATED  
MARKET  
PENETRATION**

	 ENDO	 RANCH	 GROW	 RAIN BIRD
<b>Standalone Wide-Area Coverage</b>				
<b>Actionable Insights</b>				
<b>Retrofits on Existing Hardware</b>				
<b>Cost (Average 3-Node Setup)</b>	\$1,800	\$3,700	\$3,000	\$1,500

**Endo  
Automation**

**Controller  
Sales**

**Farmers**

***Annual  
Subscription  
Fees***



	2026	2027	2028	2029	2030
<b>Revenue</b>	<b>\$140,250</b>	<b>\$665,500</b>	<b>\$1,500,000</b>	<b>\$3,045,000</b>	<b>\$9,600,000</b>
Units	255	1,210	2,500	4,350	12,000
Price Per Unit	\$550	\$550	\$600	\$700	\$800
<b>COGS</b>	<b>\$82,875</b>	<b>\$393,250</b>	<b>\$812,500</b>	<b>\$1,413,750</b>	<b>\$3,900,000</b>
Unit Cost	\$325	\$325	\$325	\$325	\$325
<b>Gross Profit</b>	<b>\$57,375</b>	<b>\$272,250</b>	<b>\$687,500</b>	<b>\$1,631,250</b>	<b>\$5,700,000</b>
<b>Gross Margin</b>	<b>41%</b>	<b>41%</b>	<b>46%</b>	<b>54%</b>	<b>59%</b>
Sales	\$72,000	\$88,000	\$100,000	\$250,000	\$300,000
Marketing	\$28,000	\$40,000	\$50,000	\$65,000	\$80,000
R&D	\$32,000	\$36,000	\$44,000	\$50,000	\$55,000
G&A	\$180,000	\$220,000	\$250,000	\$275,000	\$300,000
<b>Total</b>	<b>\$312,000</b>	<b>\$384,000</b>	<b>\$444,000</b>	<b>\$640,000</b>	<b>\$735,000</b>
<b>Operating Profit</b>	<b>-\$254,625</b>	<b>-\$111,750</b>	<b>\$243,500</b>	<b>\$991,250</b>	<b>\$4,965,000</b>
<b>Operating Margin</b>	<b>-182%</b>	<b>-17%</b>	<b>16%</b>	<b>33%</b>	<b>52%</b>

# FARM EXPOS

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**Ag Progress Days**  
**PA, U.S.**

August '25



**Krishithon Fair**  
**MH, India**

November '25



## 4 PILOT DEPLOYMENTS

August '25

## PILOT STUDY UNDER THE WORLD BANK INITIATIVE

January '26

## ADVISORY BOARD

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**Steve Brookstein**



**Siddharth Naik**

## THE ASK

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Pilot deployments across the U.S.

# THANK YOU

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ENDO AUTOMATION