

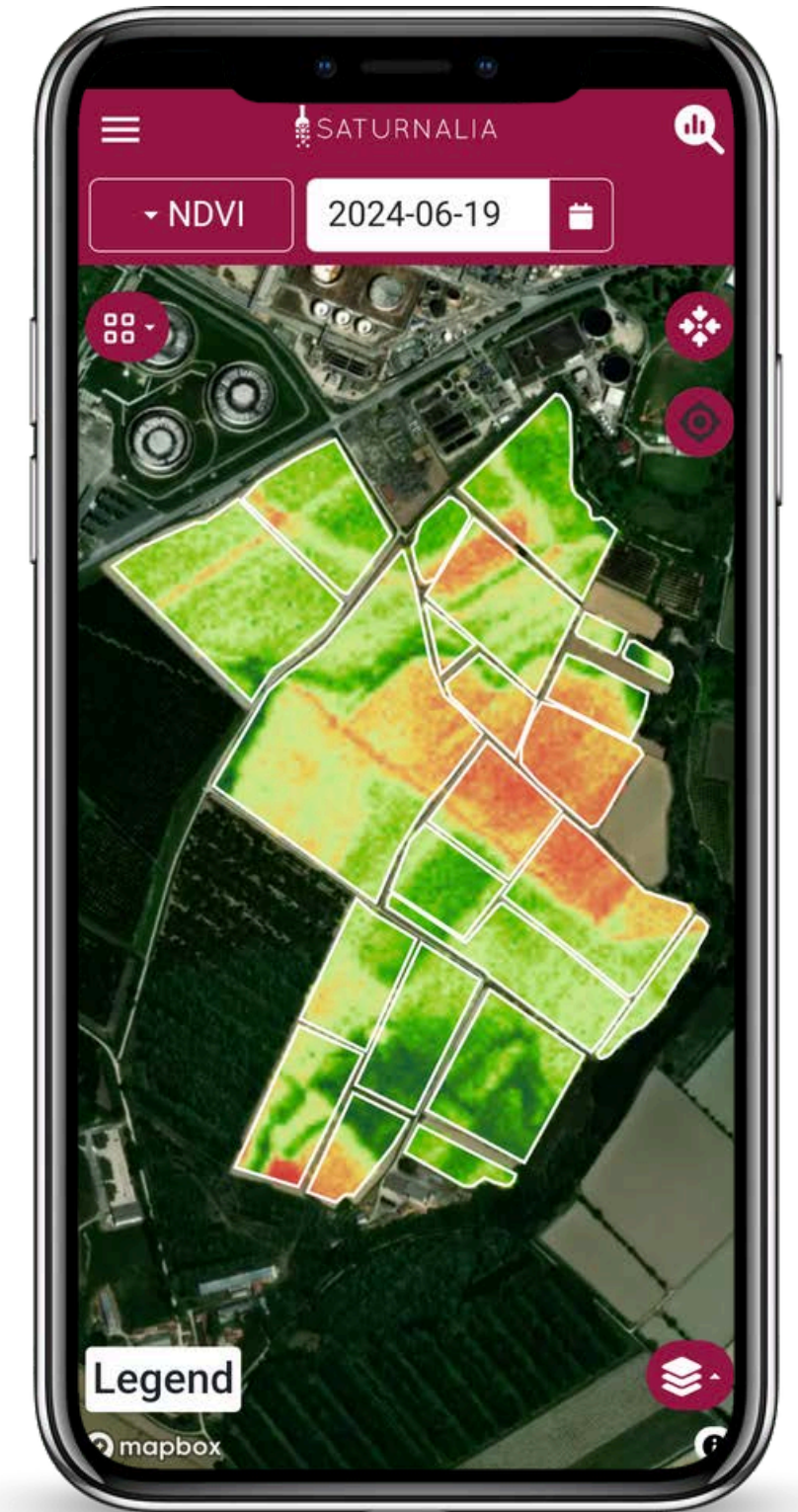
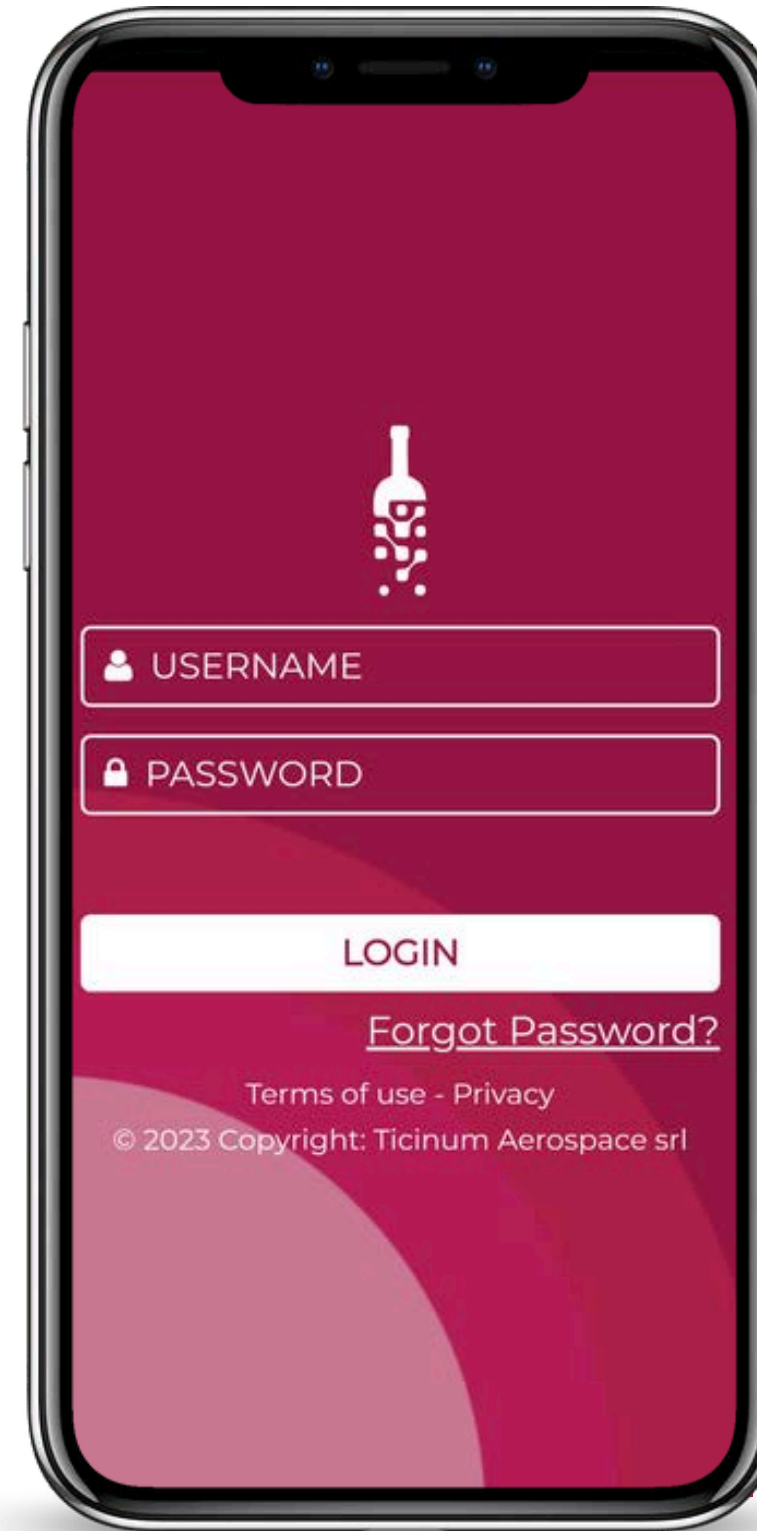


# Saturnalia

**CROP FIELDS MONITORING,  
POWERED BY SATELLITE DATA**

**GIANNI CRISTIAN IANNELLI, PHD  
CEO**

**WWW.SATURNALIA.TECH**





# CROP INSURANCE COMPANIES RELY ON LOSS ADJUSTERS TO ASSESS PAYOUTS



Localisation of  
affected fields



Loss  
adjustment



Check of pre and  
post-event data



Payout  
definition

↑  
~3  
HOURS  
↓

**THE PROCESS IS  
TIME-  
CONSUMING  
AND INEFFICIENT**

# **SATURNALIA LEVERAGES DAILY SATELLITE MONITORING TO SUPPORT LOSS ADJUSTERS**

**70% TIME  
SAVING**

~45 minutes  
per analysis

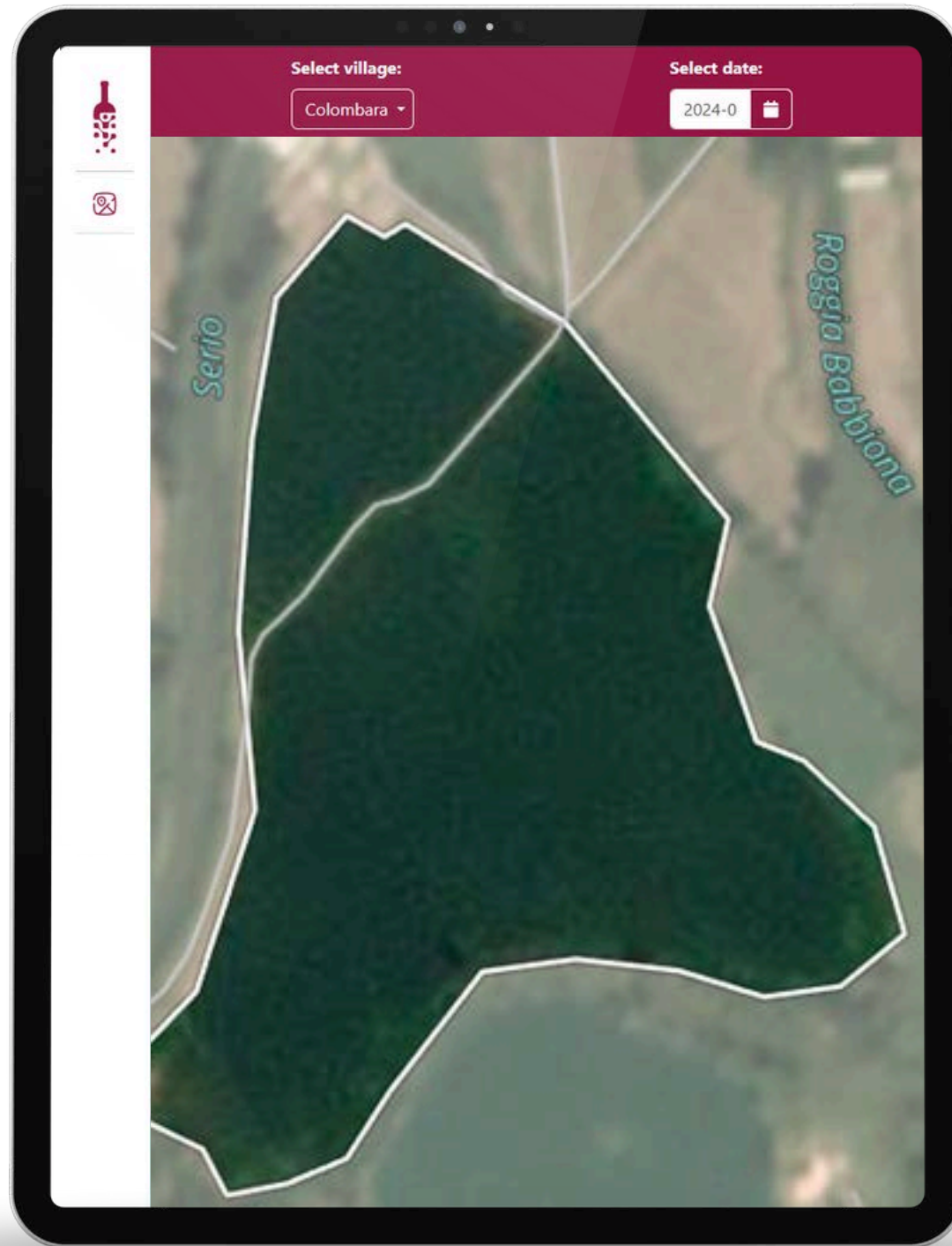
**ACCURATE  
ANALYSIS**

AI-based  
assessment

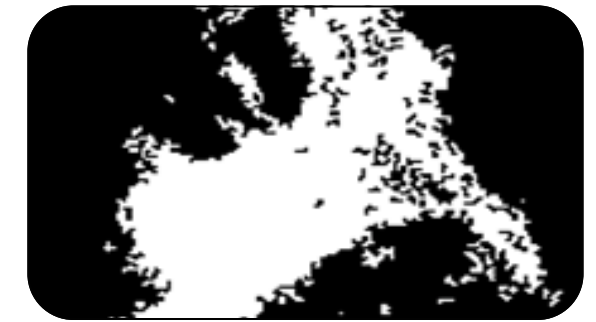
**FRAUD  
REDUCTION**

Historical data to  
identify fraud

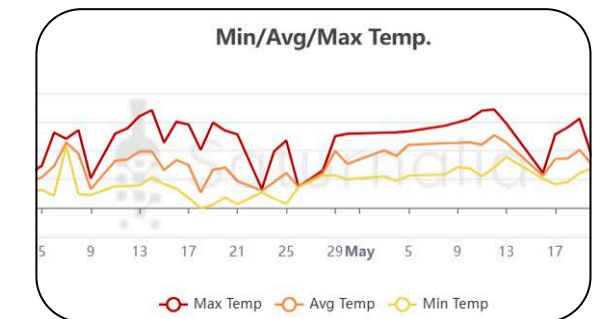
# Platform with AI models to assess damage and identify frauds



## DAMAGE ASSESSMENT



## WEATHER DATA



## COMPARE DAYS



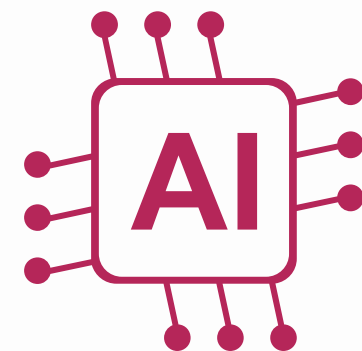
# THE JOURNEY TO DATE



600k€ Co-funding used to develop the main framework



First **Insurance** beta testing customer



First AI-damage assessment model

# SaaS based on extension to monitor

**€3/hectare**

For 1-year daily  
monitoring

**NO  
SENSORS**

**GLOBAL  
READY**

# Satellites have no borders



**2.1B**

**50M**

**10M**

## **TAM**

40% market penetration of crop insurance worldwide [SwissRe]

## **SAM**

Italy: 1.28M ha insured

Germany: 7.26M ha insured

Poland: 3M ha insured

## **SOM**

Acquisition of 2 major players with a 20% market share



# ADVANCED DISCUSSION WITH TOP-TIER INSURANCE COMPANIES

ON-GOING CASE STUDIES  
ON PAST EVENTS



**AON**

**TRUST**

POC AND CONTRACT  
DISCUSSIONS



**REVO**



# Competitors Pain Points

Free low-quality satellite data

Drones with no scalability

No damage assessment



# SATURNALIA

High-quality data with daily revisit

Globally available

AI-based damage assessment

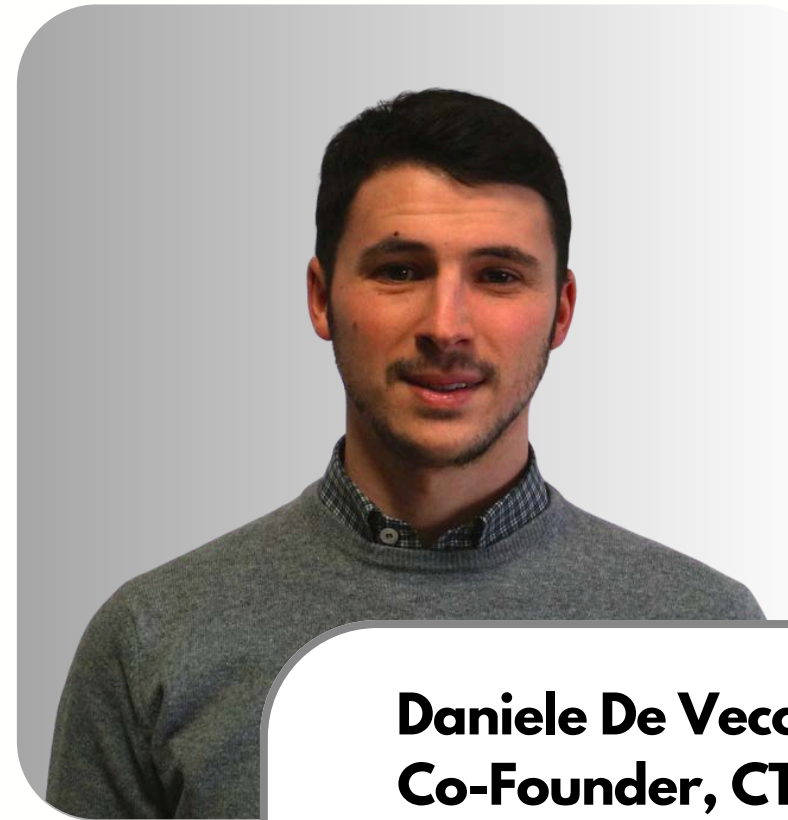


# WE ARE SATELLITE DATA EXPERTS



**Gianni Cristian Iannelli**  
**Co-Founder, CEO**

PhD in Satellite Data Analysis  
with Postdoctoral Experience  
10+ years as a CEO in its own  
consulting company  
International experiences



**Daniele De Vecchi**  
**Co-Founder, CTO**

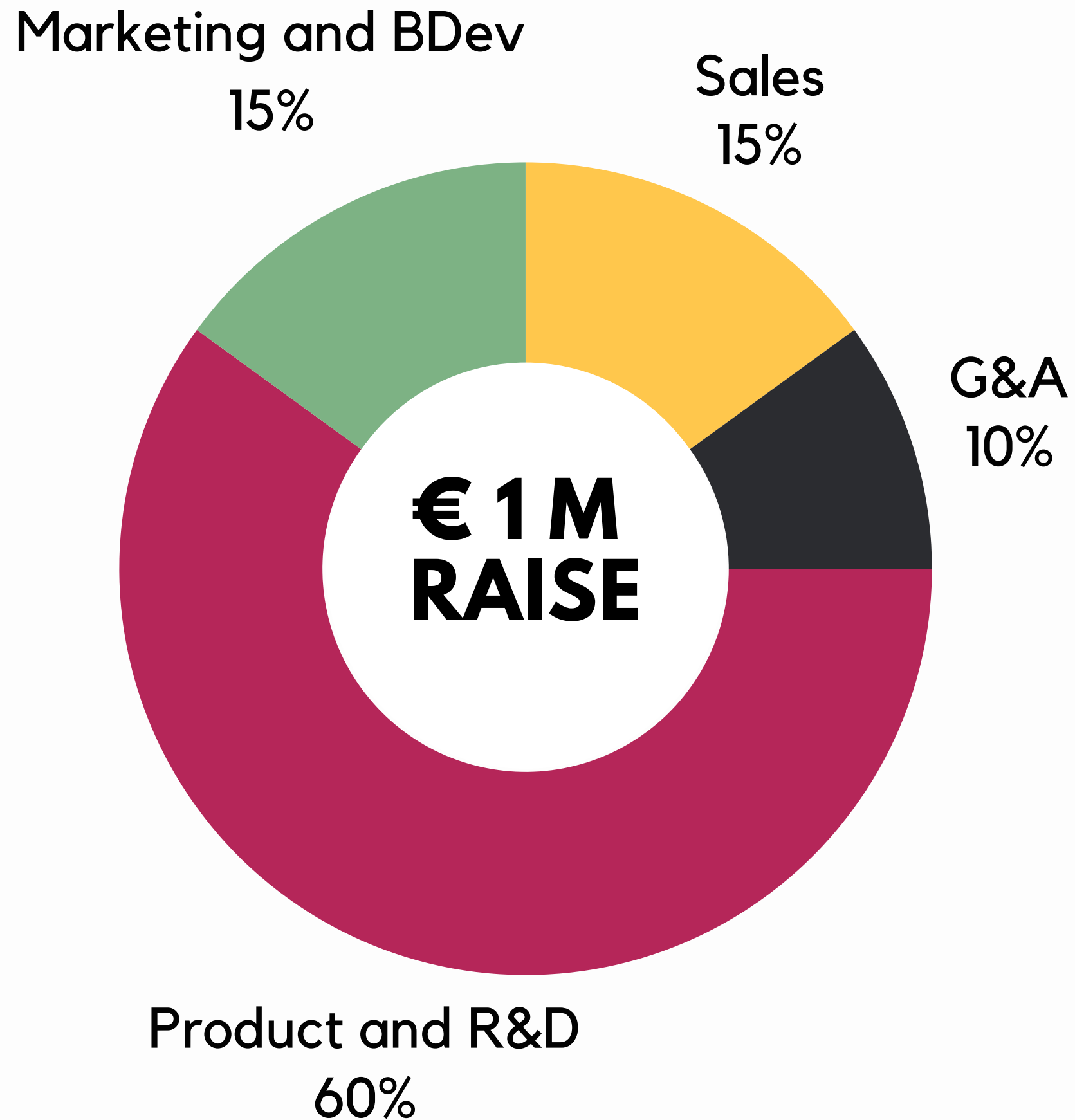
PhD in Satellite Data Analysis  
with Postdoctoral Experience  
7+ years as a CTO in its own  
consultancy company  
International experiences



**Daniele Aurelio Galeazzo**  
**Co-Founder, IT Developer**

IT Diploma  
5+ years as IT freelancer  
11+ years as IT Leader in 4  
companies

Five additional profiles currently active in Saturnalia, with expertise in IT, sales, marketing, and business development



### **R&D Insurance**

Develop the AI-models to assess damaged crops  
Develop the initial risk scoring models for drought events.

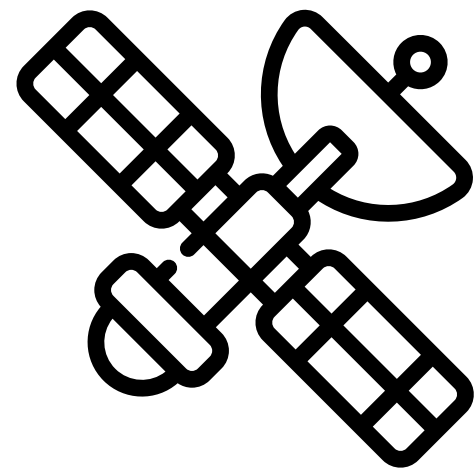
### **Sales team**

Build a structured sales team with a Director, internal and external sales representatives, to drive growth in EU, AUS and LATAM markets.

### **Partnerships**

Identify and partner with companies and associations to distribute the service across diverse geographical regions.

## WHY NOW?



**1,000+ satellites**  
**Drop in data prices**



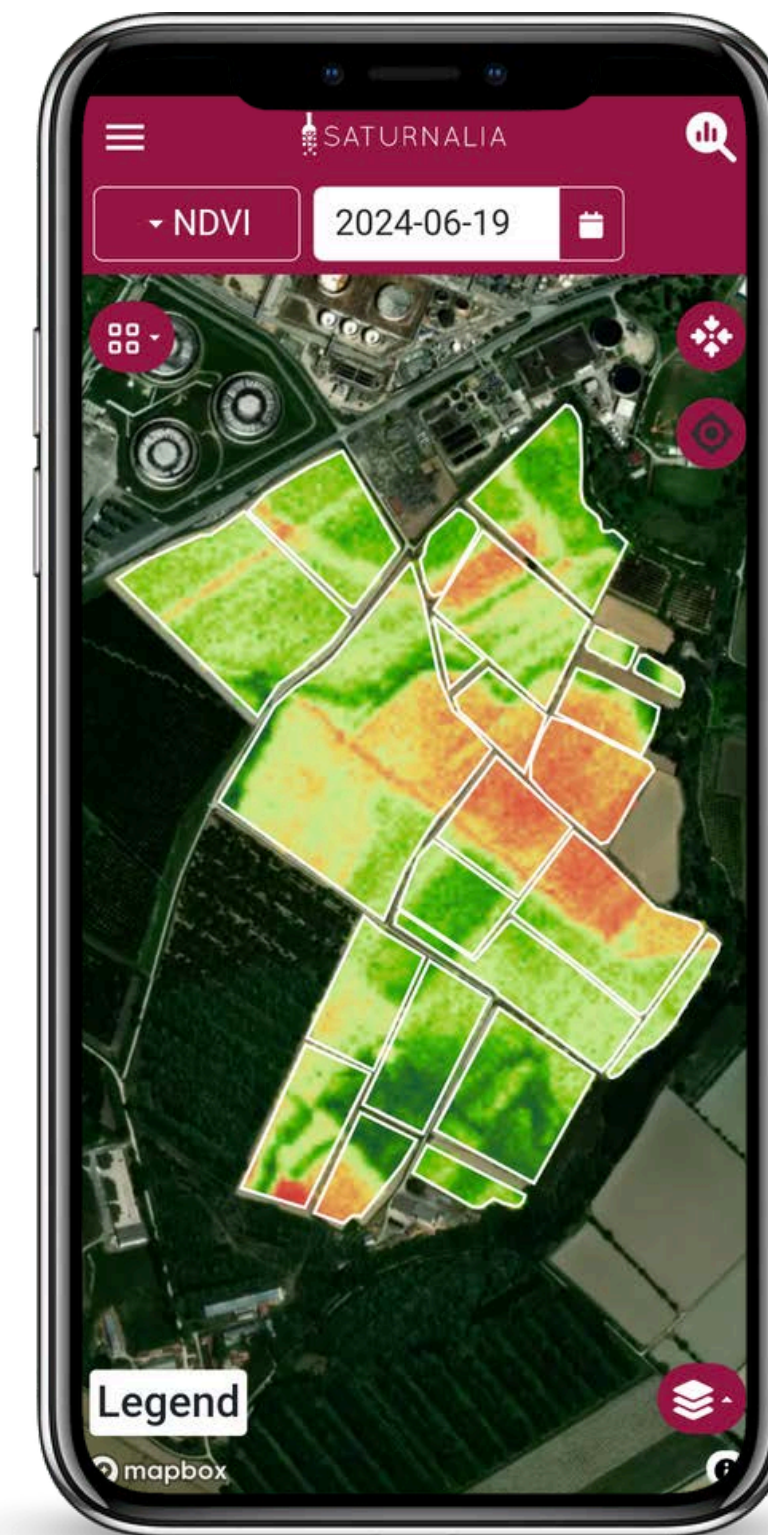
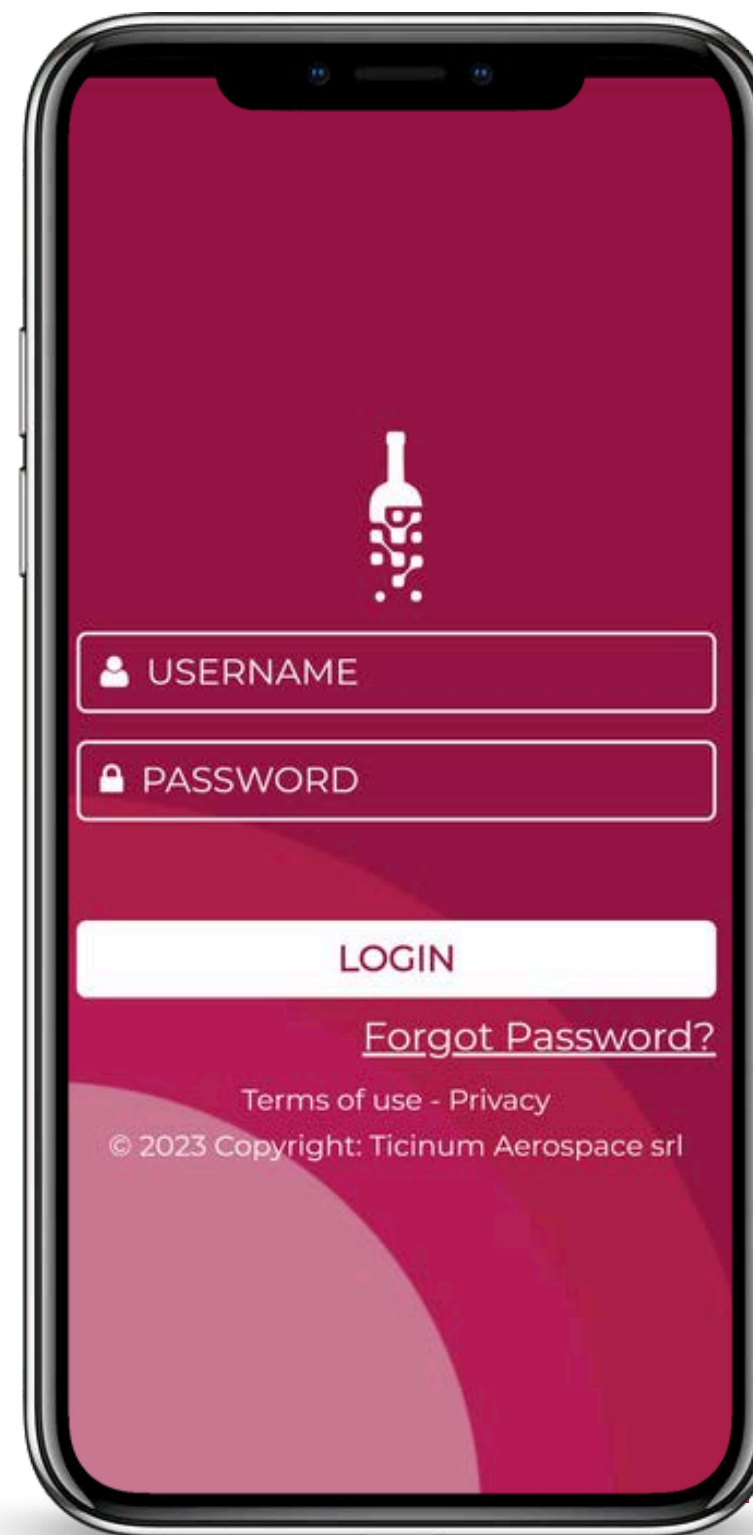
**Climate change** is increasingly  
affecting agricultural practices



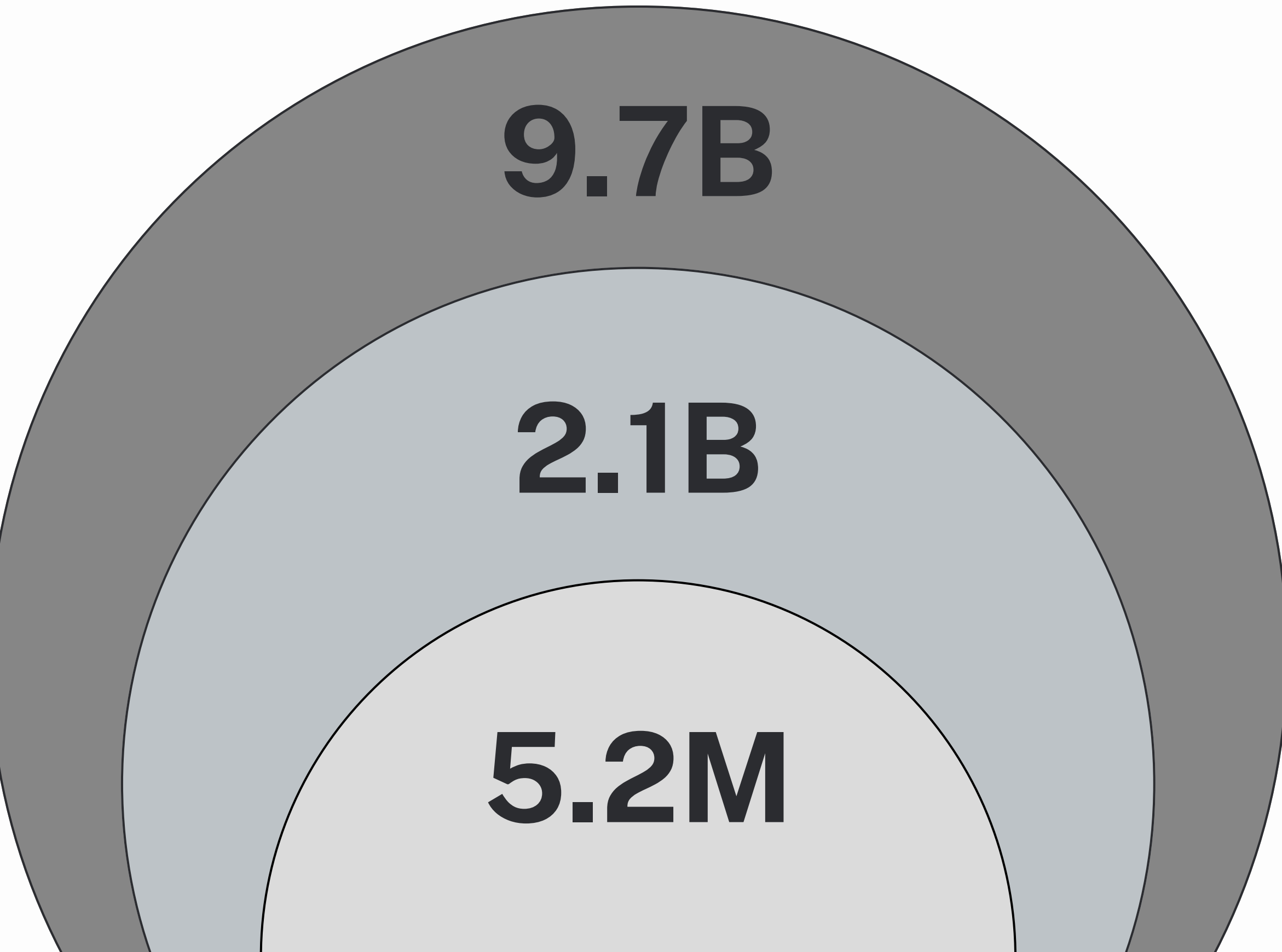
# Saturnalia

**EMPOWERING AGRICULTURAL  
RESILIENCE, TOGETHER.**

**WWW.SATURNALIA.TECH**



# PRECISION AGRICULTURE



## TAM

1.87B hectares of crops globally [USGS]

## SAM

Vineyards: 7.2M ha      Wheat: 219M ha

Corn: 189M ha      Forest: 4B ha

Rice: 165M ha

Assumptions: Vineyards (50%), Rice (3%),  
Corn (30%), Wheat (30%), Forest (1%)

## SOM

Vineyards: 25K ha

Wheat: 100K ha

Corn: 100K ha

Forest: 100K ha

Rice: 100K ha

# 140+ POC IN AGRICULTURE

