16.01.24

FAQ'S -Dr Earth Ai Technologies Pvt ltd

FAQ'S TO UNDERSTAND DR EARTH AND ITS MAGIC WITH GOVERNMENT LAND RECORDS MODERNISATION AND MANAGEMENT

PRODUCT – LAND MASTER

Dr Earth Ai Technologies Pvt Ltd

(Previously known as Sree Mudranalaya Technology Pvt Ltd)
A Geo Ai Products and Solutions Company

Highligths

Product - LAND MASTER(Geo Ai Product for Government Land Records Modernisation)
Company : Dr Earth Ai Technologies Pvt Ltd
Industry – GIS(Geographic Information Systems)
Incorporated : 2006
Certifications : ISO 9001 :2015 **,** ISO 27001:2013 **and** CMM Level 5
Registered office : Terminus Building , BG12 UG Floor **,**Action Area 1B ,New Town ,
Kolkata – 700156

The Big Opportunity with Dr Earth
Who is Dr Earth Technologies Pvt ltd

The company is a GEO AI company in the GIS INDUSTRY and is engaged in building and selling Geo Ai Products and Solutions .

Dr Earth Ai sells   LAND MASTER , a Geo Ai Product and may be described as, STACK OF AI POWERED PRODUCTS AND SOLUTIONS FOR ALL STATES AND UT'S LAND RECORDS MODERNISTIAON AND MANAGEMENT" .

LAND MASTER is the Geo Ai Product which has been built by Dr Earth . We have been selling this product for the last 20 years to State Governments in India for their Land Records Modernisation Programs

What is this big Opportunity with LAND MASTER NOW ?

Well , The Government of India has finally woken to the fact that the LAND BANK of India , which is India's biggest asset has big problems with LAND RECORDS MANAGEMENT SYSTEMS (modernisation and management) . GOI in 2016 then launched a Program which is called the DILRMP (Digital India Land Records Modernisation Program) to solve this big land record modernisation and management issue.   The Government of India had allocated over 50,000cr to be spent by 28 States in India over 5 years under this program

Why this big budget by the Government and what is the hurry ? Will this win them elections .

Problem with Land Records In India for All 28 States

<u>Missing Land Records</u>: Over 30% Land Record Maps in India are Missing .

<u>Records Eaten by rats</u> :Most of the land records with State Government now being   eaten by rats and pests.

<u>Torn Land Records</u> :Half of the LAND RECORDS in India are Torn and very brittle and their

<u>Records with Fading Ink</u> :Land boundaries marked with Ink which is now Fading T here is no Land Maps Recording and management system in place in several states .

Please note that Land Records and Land Records Modernisation and Registration is a State subject in India and all States have to implement all policy level decisions either taken by the GOI

What does this Land Records Modernisation mean ? Does this means simple scanning of maps and storing on files

No . This is not simple scanning . Land Records Modernisation is very difficult and needs a lot of technology and system integration and if one has to build a Technology Platform . One requires all the millions of physical maps to be converted to data and system files .If this was so simple ,why would have the Government Of India will not allot 50,000cr for Land Records Modernisation under the DILRMP . GOI is not a fool

Land Records Modernisation starts with converting all physical or scan files into Vector files which are DATA FILES and can be integrated in the data systems . And this is not easy if one has to do this for millions of Government Land Records in India . Then all the millions of Maps have to be Geo Referenced .

The entire focus of computerisation and modernisation of Land Records here is to extract information in form of mathematical data and vector files which can be integrated into the LAND DATA SYSTEMS . Scanned maps do not work on Data Systems and Technology Platforms

But why unnecessarily waste money on converting scan files to data files to integrate them into the LAND RECORDS data system . Why waste money ?

Government of India is doing this LAND RECORDS MODERNISATION PROGRAM FOR THE following reasons
Government wants " One Nation , One Land Platform ".
Government of India wants to building a Ai powered Technology Platform which serves as in Integrated Land Records Platform for managing All India Land Records for all States of India .
Government wants Land Aadhar , Ownership data on Blockchain , Transfer of land on this Platform . This Land Platform which can be easily accessed and used by all citizens for information , documents , changes , registrations , mutation , revenue payment etc

One Nation One Land Platform is a Great Idea ? What else is needed beyond computerisation of Land Records and making picture files into data files

Apart from Computerisation of Land Records , to build One Nation One Land Platform we also need the following things to done :

ii.Survey and Resurvey Updates
iii.Integration of Property Registration and Land Records (synchronized with Land Registry)
iv.Mutation to immediately reflect on Land Record Portal
v.Centralised Data of all Land Records
vi.Geo Spatial Information (Geo Referencing)-
vii.Citizen Services – Access to all Land Records on Citizen Portal
viii.Implementation of ULPIN: It is classified as Aadhar for Land, which contains ownership information, area and size of the plot.

How much will this cost to do the above for the whole country ?
Over 1.00 lac crore spread across 10 years for all States in India.

Who will pay this Rs 1.00 lac cr ?
The Central government will pay to all state governments for all the work each State does in this area of land records Modernisation .

Why will this cost so much of money ?
We are talking about millions of maps all over India , which needs to be vectorised and then Geo referenced . The we need to do the following with all data files :
Integration of Text data (RoR) with Spatial Data
Integration of Registrations and Land Records
Storing Land Ownership Data with Blockchain
Linking of Aadhar Card with Record of Rights – Consent based Linking

Is there any Ai which can be used here to fast forward making Vector files which can integrated with data systems
Yes , we are exploring some Ai tools and technologies to make this faster

Have you found any Ai tool uptil now

Yes , we have found a company is San Francisco which does this and we are speaking with them

Do States   have the technology , the infrastructure to do all the above .

Ans: ZERO.

States are a big zero if we talk about their preparedness for this big India land records modernisation dream .They do not have the technology nor the infrastructure to do the above. And therefore they need companies who specialize in land records modernisation programs to provide the these services

What Land Records Modernisation product Dr Earth   Currently Selling :

We are currently Selling our product called " LAND MASTER " to State Governments for the Land Records Modernisation Needs

LAND MASTER has the following stack of products , solutions and services for Land records Modernisation

LAND MASTER -Products and Solutions

Maps , Surveys and Resurveys

Digitisation (Vectorisation)of Cadastral Maps and FMB

Geo Referencing of all Maps

Integration of Text data (RoR) with Spatial Data

Integration of Registrations and Land Records

Storing Land Ownership Data with Blockchain

Linking of Aadhar Card with Record of Rights – Consent based Linking

LAND MASTER -Services

Setting up of Modern Record Rooms

Setting up Data Centers

Setting up of Land Record Management Centres at Tehsil /Circle/Block

Computerisation of Record of Rights

Computerisation of Sub Registrar Office

Computerisation of Property Valuation Details

Computerisation of Legacy Data Regarding Property

Connecting Sub Registrar Office with Tehsildar (Land Revenue) Office
Scanning and preserving of Old Data

What is your company's track Record with LAND MASTER

We have been in Land Records Modernisation Business for 20 years .
Our product LAND MASTER has done a Lifetime turnover of Rs 100 cr.
We are a specialist "Land Records Modernisation" GIS Product company in India .
We have been able to execute several projects for the West Bengal Government for its Land Records and Survey Department and Registration & Stamp Revenue Department .

For how many years have you been doing land records modernisation work ?

We have being doing the Lands Records Modernisation work the last 20 years .We have executed projects worth Rs 100cr in the land records modernisation segment of the GIS industry

Who all could be the potential customers for your Lands Record Modernisation product called LAND MASTER ?

Ans : Our potential customers could be the government of all the 28 States in India are the customers for Lander products . Currently we have are working with Government of West Bengal .

What is the market size for land records Modernisation Products :

Atleast 15000cr , each year for the next 10 years .Even if we assume that each State in India spends over Rs 500 cr each year , with 28 States the overall yearly market for Land Records modernisation and management is 14000 cr .

Do you have any national level players in the land records modernisation and management market in India . Do you have any competition with some big company in India

No company is currently catering to all States in India .
Most of the companies are regional players who work with their local governments for the land records modernisation for each state . Currently we are also one regional player in the Lands Records Modernisation Market in India but now planning to go National .

How can you claim that you have the potential to be a national player in the land records modernisation market ?

Currently we have a single product focus company and our product is Land Records Modernisation.

We have got a work experience of 15 years in the land records modernisation market

We have been working with the Dept of Land and Records and Survey for the last 15 years

We have all the certificates for the Successful Project completion for all the Land Records work which we have done in the last 15 yeas

We can now thus target 28 States and could take the benefit of all the our past project experience in the Land Records Modernisation Market

What is the Annual revenue the company has been generating in the last 5 years

We have done 6 cr of average revenue each year for the last 15 years . We have done a cumulative revenue of Rs 100 cr in the last 15 years with a Net Profit margin of 15%

What is the kind of demand you anticipate for the land records modernisation market in future

If we assume Rs 500 cr of demand annually by each state for their land records modernisation requirements and we assume 28 States in India , we have a market of Rs 14000 cr each year (500cr X 28 States). LAND RECORDS MODERNISAION is the biggest window of opportunity in the GIS SPACE today

What are the profit margins ?

30% if you do not use Ai

50% if you use Ai powered products and solutions for Land Records Modernisation

How much of Ai does your LAND MASTER product has ?

We have just started building Ai Tools in Vectorisation of files in the LANDER – LAND MASTER PRODUCT .We hope make our LANDER –LAND MASTER product Ai centric in 1 year .

What is the current status of LAND MASTER vis a vis being Ai centric

We are working with a Ai company in California which is doing Vectorisation of Land Records with Ai .Currently we are testing their Ai product but have not signed a formal Agreement with them.

Why do you need money ?

We need funds for two reasons :
We are expecting some large orders from Government of West Bengal .
This could be as large as Rs60 cr for a Geo Referencing Project .

Also ,we wish to invest some funds for integrating Ai Toola and technologies into LANDER – LAND MASTER . Our Research Budget of this year is Rs 2cr for Ai Ressarch .

Any other place where your LAND MASTER Land Records Modernisation product and solution could be used ?

100 COUNTRIES AROUND THE WORLD CAN USE LAND MASTER:
We could use the LANDER , THE LAND MASTER in over 100 countries in the world. These are developing and under developed countries who do not have LAND RECORDS MODERNISAION companies or skilled manpower

HUNDEREDS OF PUBLIC INSTITUTIONS CAN BE OFFERED LAND MASTER
We could be selling to hundreds of public institutions and public sector companies our LANDER – THE LAND MASTER PRODUCT for them to handle their Land Records Modernisation program. Pl note that several Public Sector Institutions in India have a land bank which could bigger than the land bank of several governments .

EXAMPLES
Life Insurance Corporation of India :
We could easily sell LAND MASTER product to LICI which has atleast over 1.00 lac land parcels and constructed units spread all over India but not managed properly . Unfortunately LICI does not have a proper LAND RECORDS MODERNISATION AND MANAGEMENT SYSTEM and they could be our customers

Indian Railways
Similarly , the Indian Railway is sitting on millions of parcels of land alongside its track of 130,000 km. We could offer LAND MASTER TO THEM

STATE BANK OF INDIA
We could also approach State Bank of India which is sitting on a huge land bank in India spread all over the country .

This list of public institution who could be our customer could go upto to atleast 100 customers who may need LAND MASTER Products and Solutions

Who is your competitor
Currently small state level companies are our competitors . There are not any National Level players .

What is your competitive advantage in this land records modernization project ?
Our Competitive advantage is as follows :
Twenty years of deep knowledge about this Government Land Records Department and how this functions
We also understand about requirements fo the Government well
We have skilled GIS MANPOWER will nobody has in the industry
We have built good relationships with the state governments and are in an advantageous position to get more government orders

What will be your ONE MOST important competitive advantage
Our one most unbeatable competitive advantage will be the INTEGRATION OF Ai Tools and Technologies in our LANDER –LAND MASTER PRODUCT

How big is your infrastructure and office ?
As we have being doing work for the State of West Bengal for the last 15 years , we have a good infrastructure in Kolkata .
We have an office space of 7000 sqft in one Kolkata .We have a team of over 150 people working in the company.
We also have all the GIS hardware and software needed for land records modernisation program .