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ORLAR SCALING WITH IMPACT

ADB 14th April 2025

ORLAR TODAY

Orlar is recognized as a leader in cultivating temperate crops in lowland areas with hostile climate. This includes varieties of temperate lettuce typically grown in regions like Dalat.

Success has been demonstrated in the Mekong Delta, supported by a major feasibility study using real data from the first Climate-Adaptive Farm located in Long An (Mekong Delta).

Q:How do we define our success?



TECHNOLOGY DRIVES SOLUTIONS

Orlar tech overcomes major constraints – land, climate, water, energy

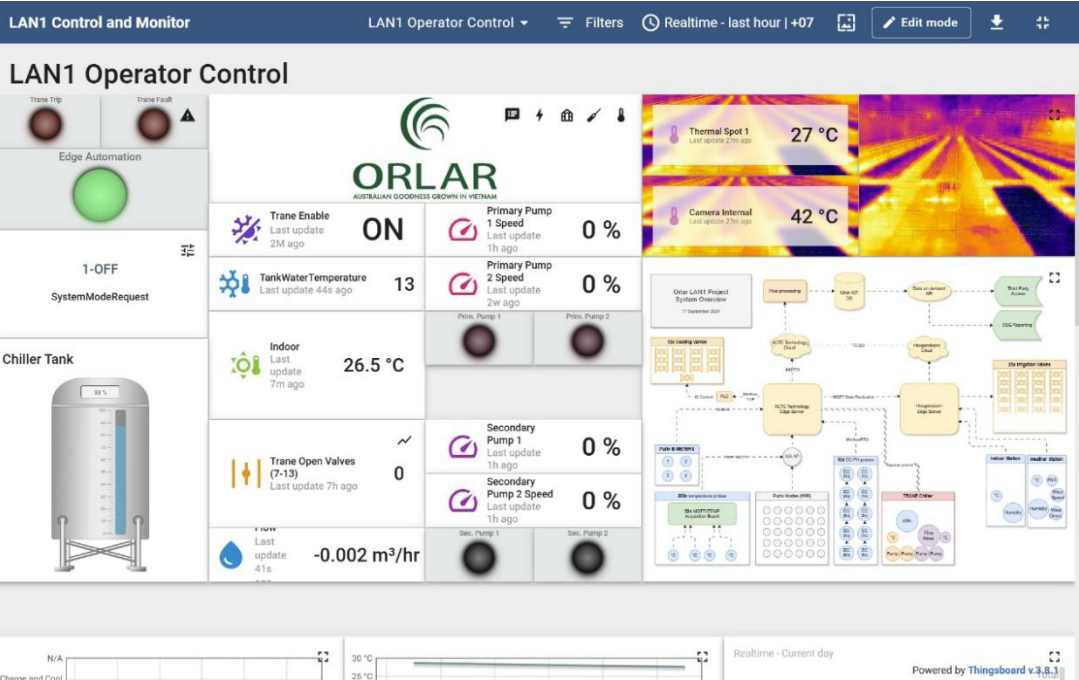


Attributes of each Elevation

- High land cost
 - Small plot sizes = inefficient scalability
 - High transportation costs
 - Biodiversity and landscape desecration due to unsustainable intensification
 - Net Zero Emissions from production
- Up to 97% Lower land cost compared to Dalat
 - Larger plot sizes offer scalability
 - Lower transportation costs
 - Net Zero Emissions from production
- Lowest land cost, large plots for optimal scaling
 - Low transport costs, closer to market
 - Direct port access for low-cost export to S.E.A.
 - Typical CEA requires 100x energy of Orlar tech
 - Water conservation for imperilled communities
 - Facilitate sustainable production of solar energy
 - Facilitate biodiversity restoration
 - Net Zero Emissions from production

CLIMATE ADAPTIVE FARM OPERATION CONTROL

The Orlar Dashboard “Global Operator Control”

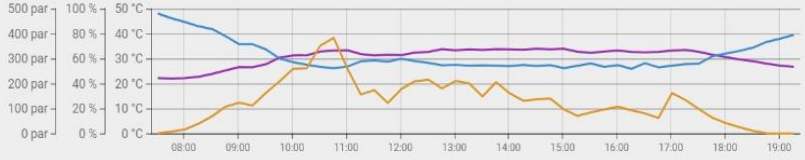


Cumulative data

Trane vs Purix

	Trane	Purix
Energy usage yesterday	21.5 kWh	1387.7 kWh
Energy usage last 30days	468 kWh	16008 kWh
Set Point achievement >100%: over-cooled	96.6 %	0 %

History - last 12 hours

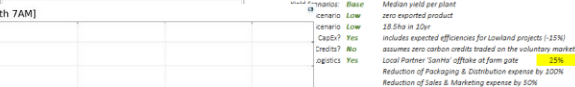
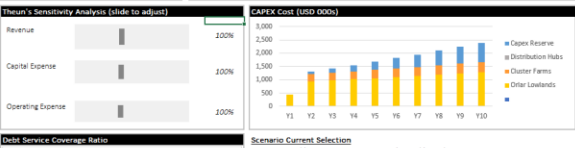
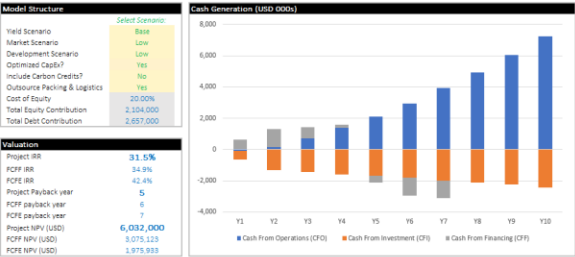


Purix/Trane Cooling Delivered

Powered by Thingsboard v3.5.1

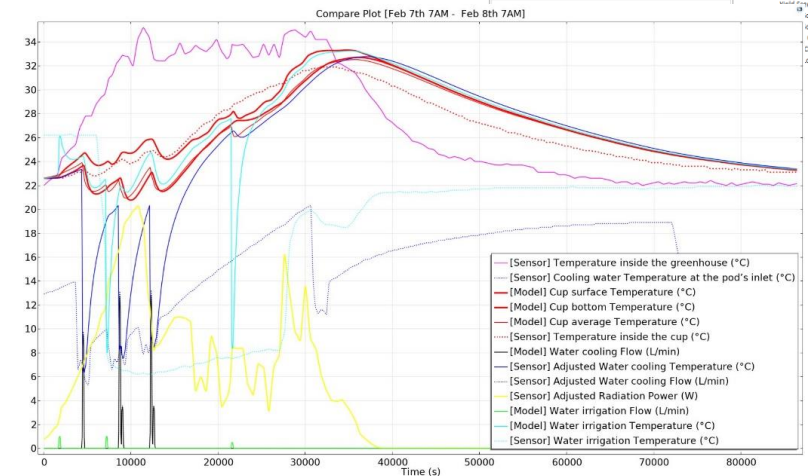
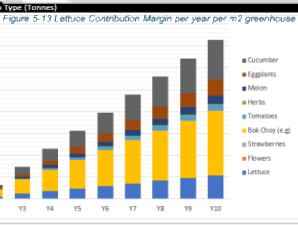
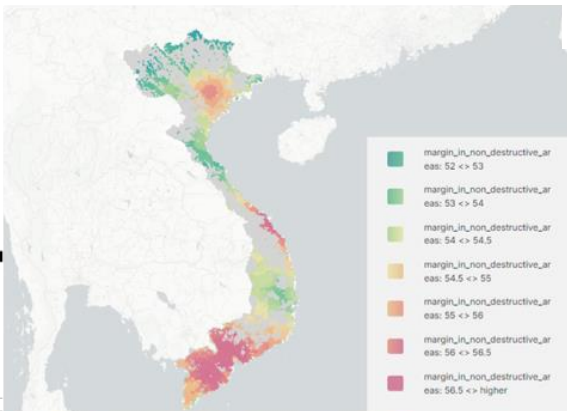
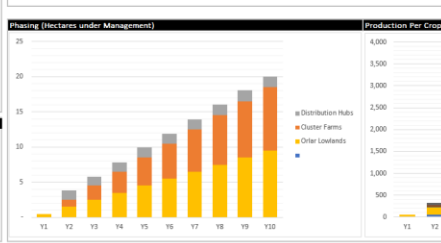
SCALING FOR PROFIT AND IMPACT

Energy Model > Financial Model > Spatial Impact Model = Sustainable Crop Production



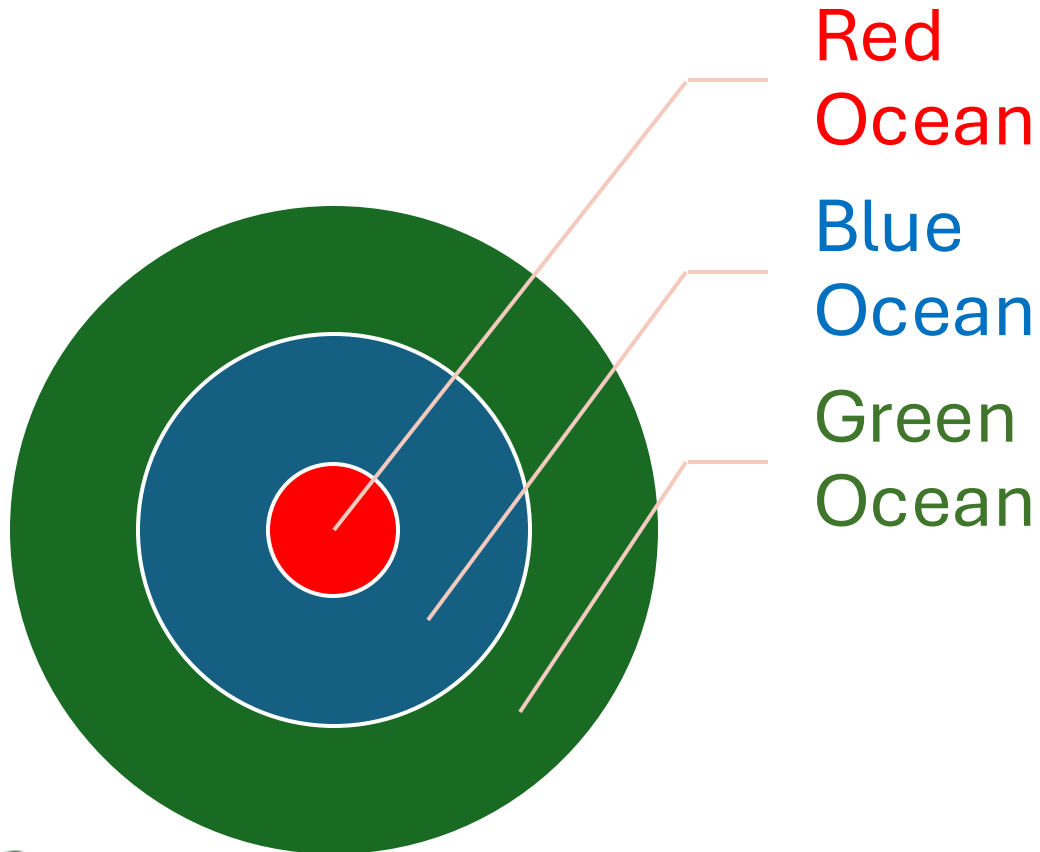
Financial Summary (USD)

	Year 1	Year 2	Year 3	Year 4	Year 5
Revenue	140,250	818,250	1,999,750	8,213,750	4,587,750
Production Costs	76,104	323,931	616,823	938,422	1,319,548
Packing & Distribution Costs	0	0	0	0	0
Other Operating Expense	72,054	218,873	357,821	555,260	786,489
Cash OPEX	42,250	342,804	1,150,750	1,965,250	2,800,750
EBITDA	-7,150	274,250	984,750	1,719,750	2,531,750
	-5%	34%	50%	54%	55%
Cumulative CAPEX	576,879	1,895,862	3,326,610	4,924,200	6,611,937



AREAS ORLAR CAN OPERATE

(Conceptual)



Red Ocean

- **Competition Zone:** Suitable climates already exist for operations
- **Geographical Constraints:** Limited areas like Highlands (e.g. Dalat, Cameron, Genting)
- **Cost Challenges:** High costs for land and transport

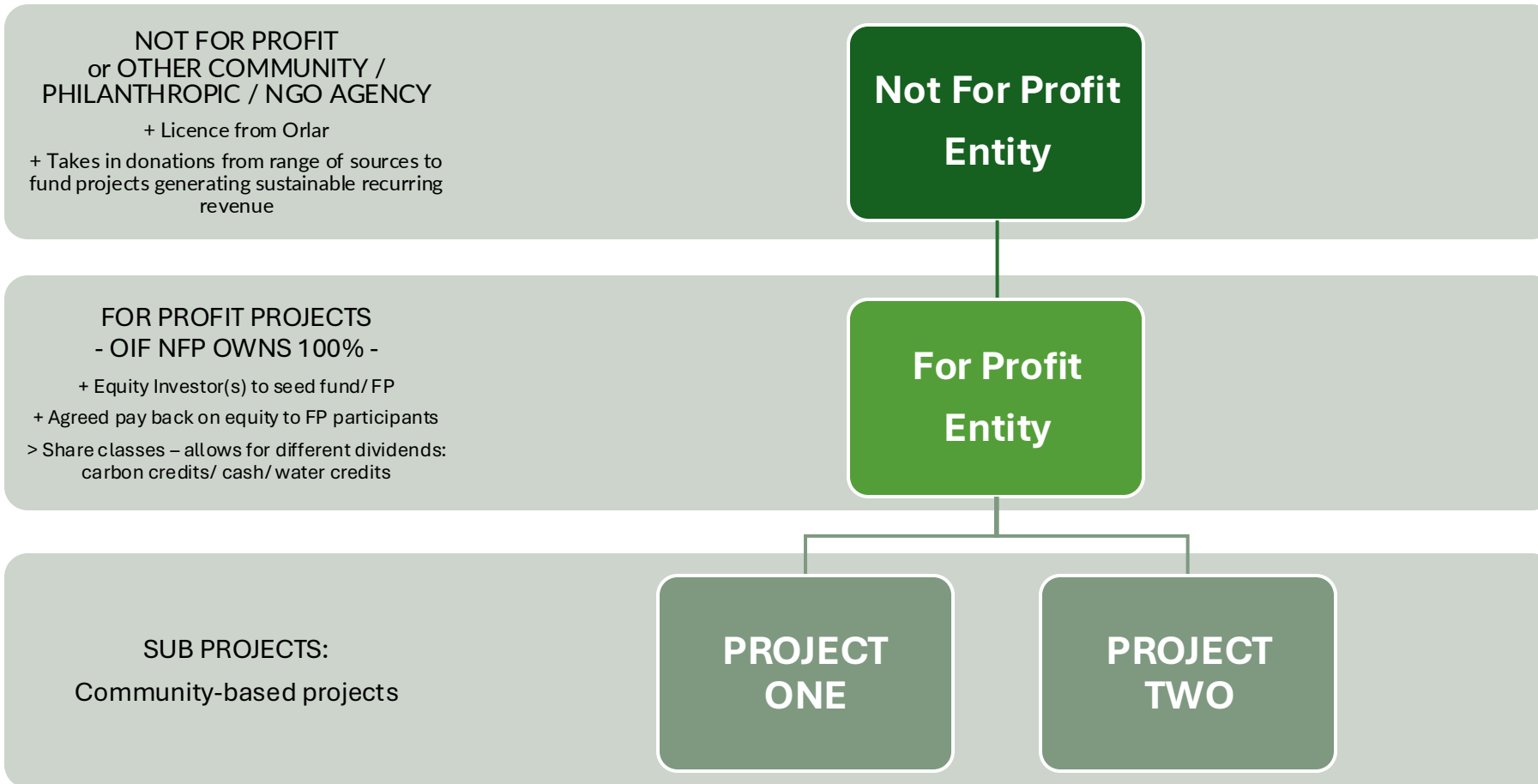
Blue Ocean

- **Exclusive Territory:** Areas where only Orlar can operate efficiently
- **Scalable Model:** Large investors or project owners can invest and buy licenses and provide land and management
- **Financial Simplicity:** Finance is straightforward with equity contributions
- **Medium Impact:** Low risk with positive returns in new, tech-unlocked markets
- **Profit Dynamics:** Financial benefits flow to the equity holder

Green Ocean

- **Innovation Catalyst:** New technology will not go there normally – shareholders of technology companies are not patient or will not accept risk
- **Highest impact:** generated and enabled
- **Financial Support:** Development grants and debt opportunities, minimal equity available
- **Management Limitations:** Insufficient capacity – *HOWEVER, through enabled and generated impact - new forms of assets that can be monetized for use as equity if creative*

PROPOSED STRUCTURE





ORLAR

AUSTRALIAN GOODNESS GROWN IN VIETNAM

