



Property rights, secured.
For everyone.

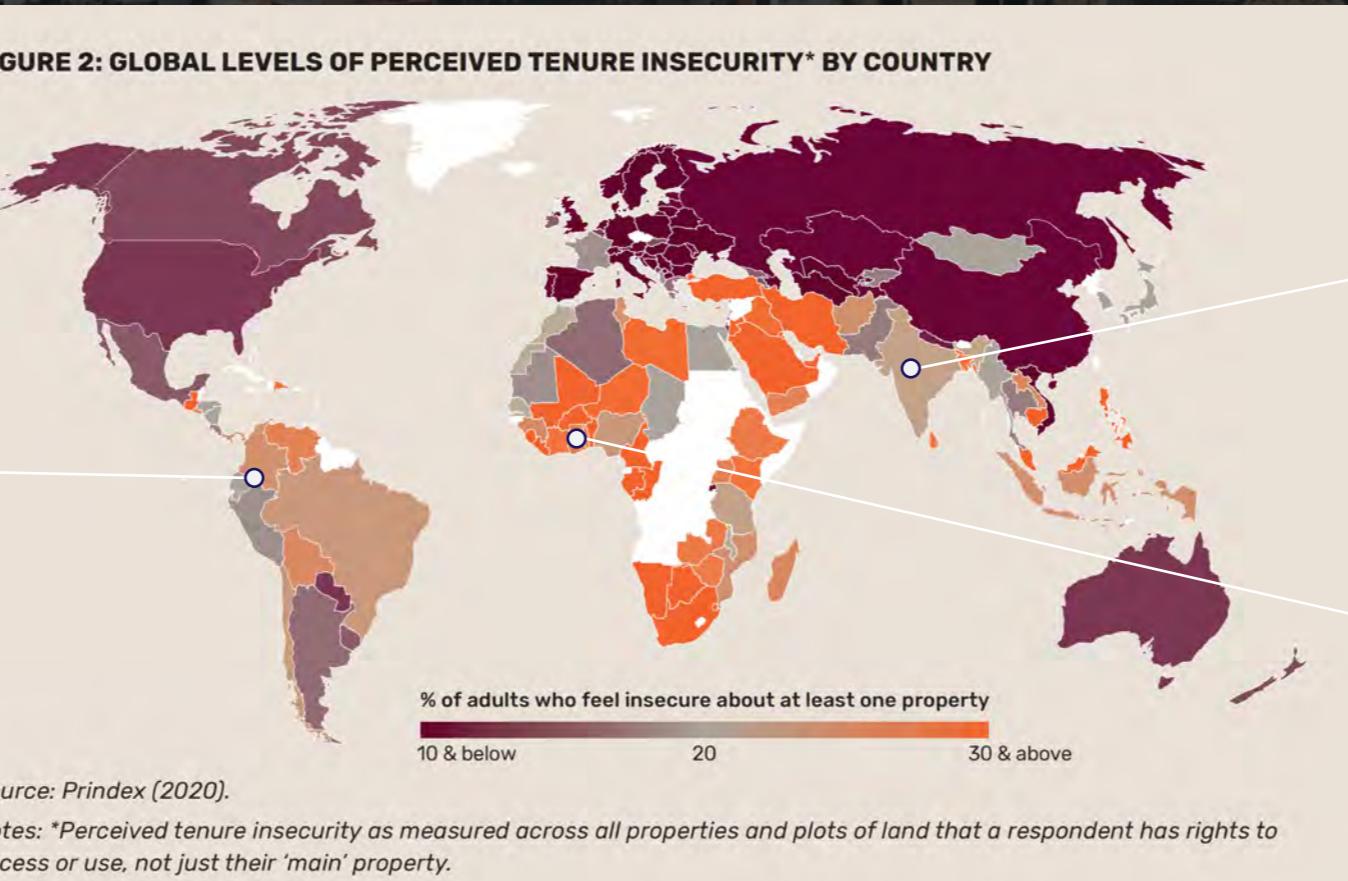




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Land & home insecurity is universal

- 5½ billion people (70% of the world's population) have legal right to their land or homes but lack the records to prove it
- 1 billion people live with the daily fear of losing their land, home, shop or farm
- No documentation means long-term uncertainty & difficulty building wealth



Prindex (2020)



Bloomberg/Vicente Galibor



Twitter/Zubair Memon



Seth Doyle



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Current solutions fall short

The tenure registry process is cumbersome and outdated

Difficult to access

Current property record systems everywhere tend to be expensive, time-consuming, and opaque

Disorganized record keeping

Physical documents are prone to mishandling and mismanagement

Lack of security

Current systems are corruptable and subject to fraud

Previous technological fixes have failed

Path of most resistance

Partnering with existing, often change-resistant bureaucracies first means adding to (instead of replacing) a cumbersome process

Market perception is a barrier

Bureaucrats, professionals and laypeople tend to see these reforms as additional steps, time and confusion, rather than solutions



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Africa: Rapid Adoption

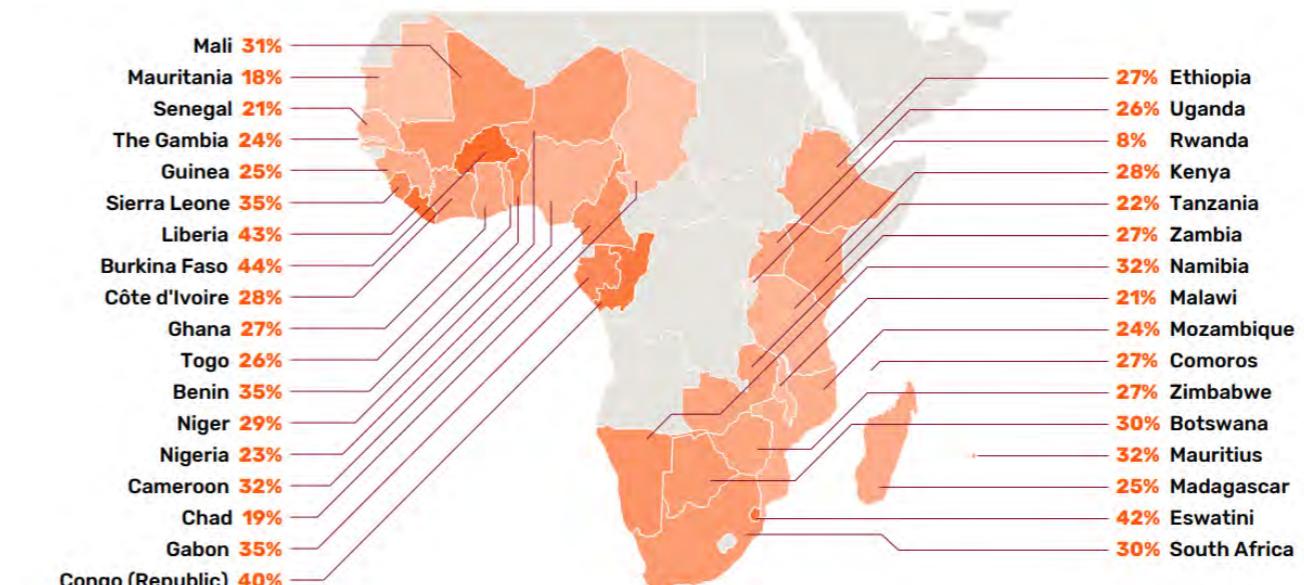
Why start here?

1. Local leaders (chiefs) have **constitutional authority** over their communities' affairs, including property
2. This means **bureaucracy-free deals & fast adoption**
3. **Landano rushes in to fill the recordkeeping vacuum**, quickly becoming the sole source for property info, transactions & management

Why now?

1. **Market hungry for tenure security**: 1/4 of sub-Saharan Africans - more than 121m people - believe it is likely they will lose their property against their will in the next 5 years. Many of them are approaching us asking for our finished product!
2. **Little to no competition**: Other digital platforms - where they exist at all - don't focus on the advantages of customary authority, or don't bring security to current rightsholders who lack records
3. **Track record**: Leapfrogging tech solutions have been rapidly adopted by Africans in the past (mobile phones, banking)

FIGURE 1: AVERAGE LEVELS OF TENURE INSECURITY IN THE AFRICAN REGION BY COUNTRY





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Landano is different

User-friendly land rights records, accessed via mobile app or browser



Create

Communities + Landano create their own sets of records compliant with local law as well as ISO standards



Access

Quick and easy QR code generation; mobile app & browser interface



Verify

Smart contracts process secure payments and verify land ownership

Path of least resistance

- Building traction from the grass-roots up avoids bureaucratic friction

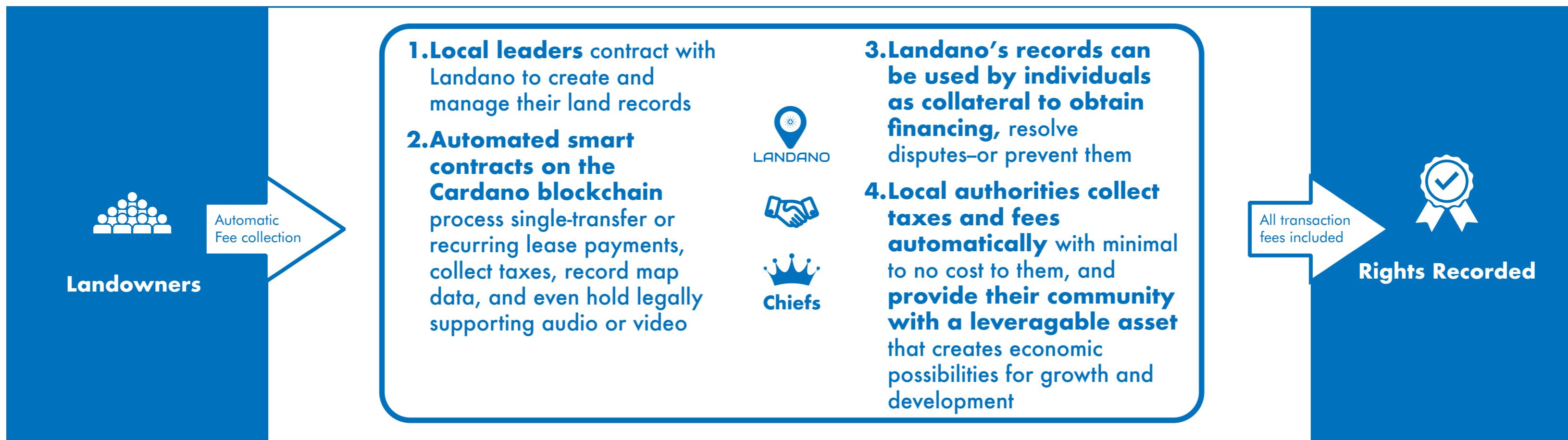
Building a new infrastructure

- Customary rights recorded for the first time and given formal, tangible recognition
- Wealth-building and economic potential unlocked, general wellbeing enhanced via collateralization options



How it Works

1. Local traditional leaders have constitutionally recognized authority over their communities, including property rights;
2. Entire communities onboard quickly without bureaucratic holdups...
3. **High demand + easy access + multiple use cases = rapid adoption & uptake**



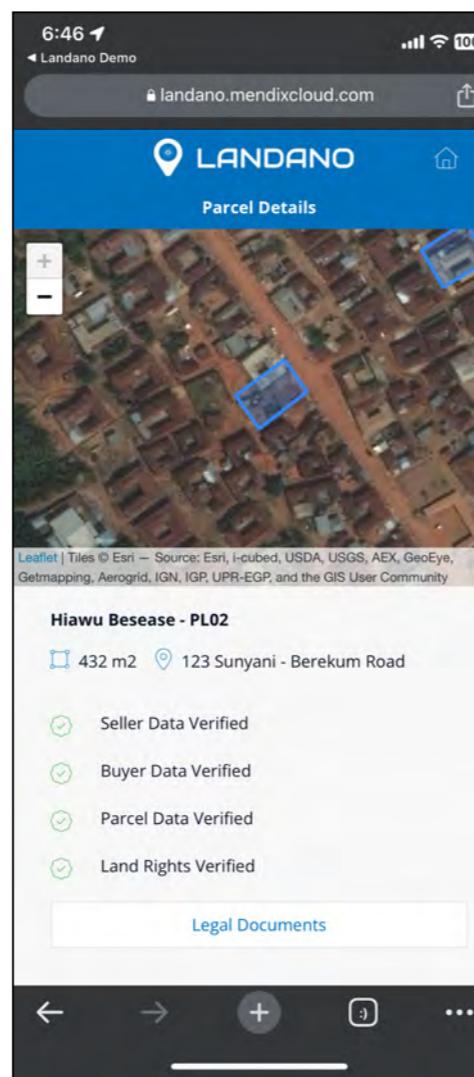


Opportunities

Mobile app simplifies land security and creates multiple revenue streams



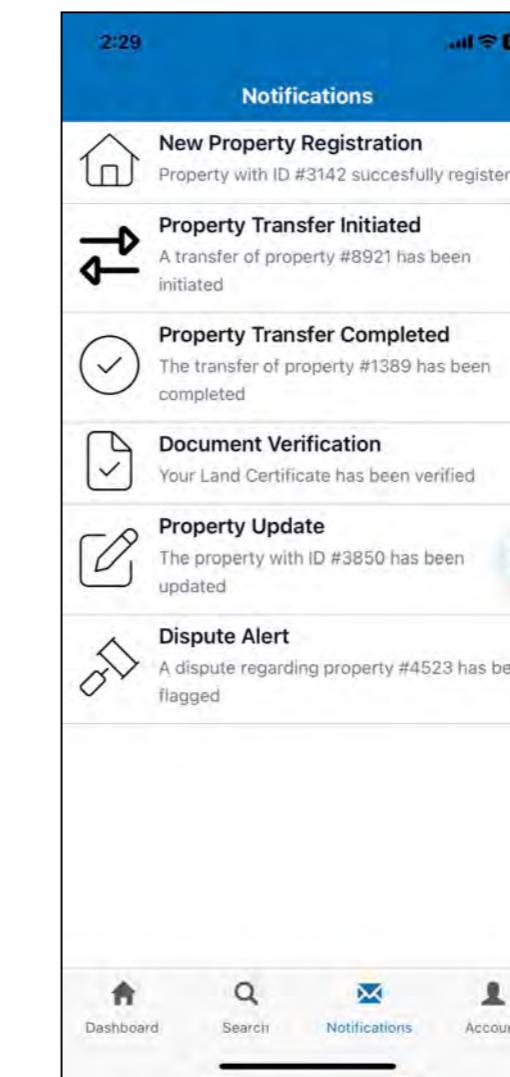
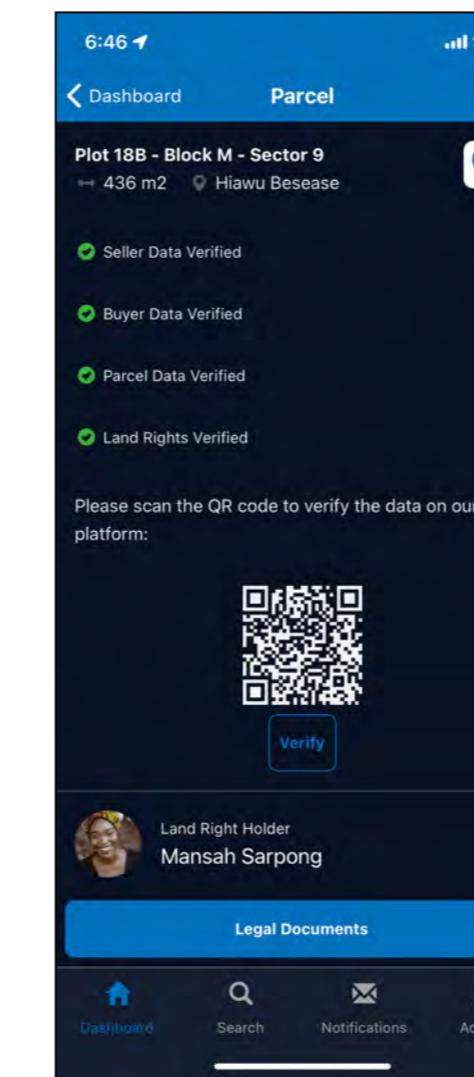
Digital Buy/Sell Process



DeFi Microlending



Digital Land Right Transfer



Eliminate Fraud



Establish Tenure Security



Access Cadastral Records



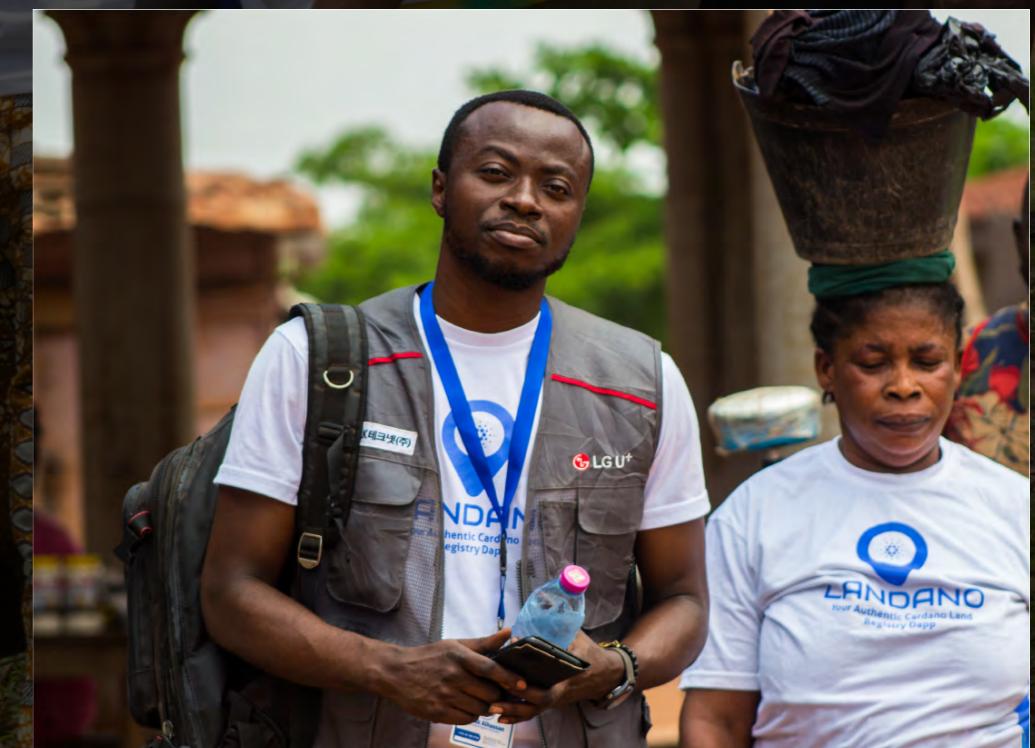
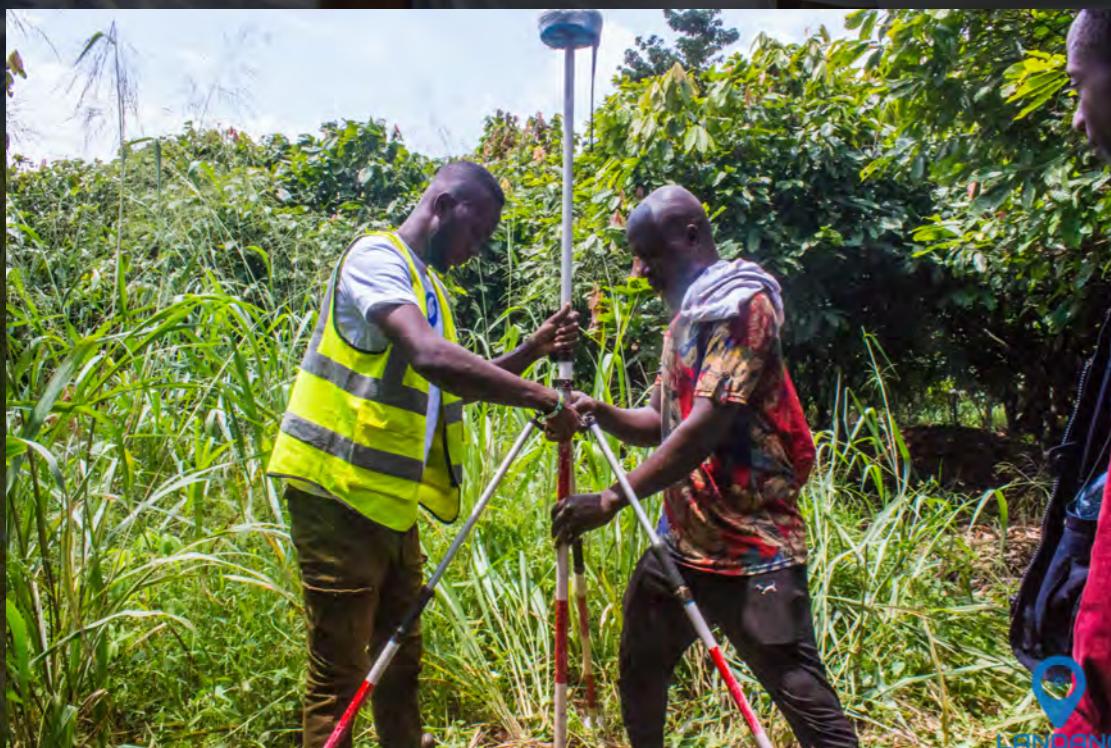
Ghana Pilot

Traction

- 2022: Proof-of-concept boundary survey for Hiawu Besease Village complete
- Partnership with Ghana Land Commission established for sharing plot and parcel data
- 2023: Engagement for product use agreed with communities representing 5m people (MOU terms being finalized)

Targets

- Commit 15 new communities for platform property admin: **Achieved**
- Process 1300 transactions on platform by Q2 2025





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Mozambique Pilot

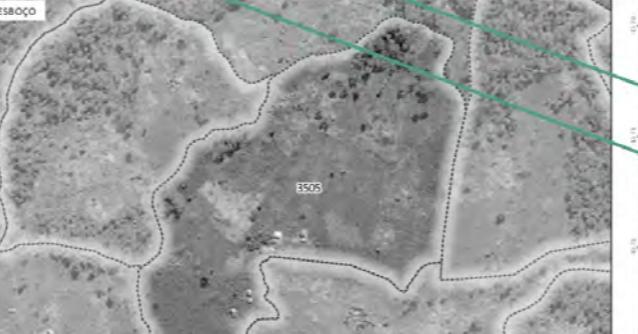
Traction

- 35,000 digital, constitutionally legitimate land records created

Target

- Upload 35,000 land right records to active Landano platform by end 2024
 - Process 200 property transactions on platform by mid-2025
 - Expand Landano platform use to 70,000 individuals & 3 local gov'ts by end 2025



| | | | | | | | |
|---|------------------------|--|--------------------------------------|----------------------------|---|----------------------------------|--|
| (A) ENTIDADE EMISSORA | Associação Ohaua Omale | | | | | AS040001-011-3505 | Unique Parcel Number (UPN) |
| DECLARAÇÃO DE AQUISIÇÃO DE DIREITO DE USO E APROVEITAMENTO DE TERRA POR OCUPAÇÃO | | | | | | | |
| (B) TITULARES | | | | | | | Name of the Association that issued the Declaration |
| NOME Acacio Fernando Naquiria | GENERO Masculino | DATA NASC. 11-03-1970 | TIPO IDENTIFICAÇÃO Cédula Pessoal | # IDENTIFICAÇÃO 149643 | DATA EMISSÃO 04-02-2011 | | Identification Data for the DUAT holder |
| (C) DATA DELIMITAÇÃO 01-11-2016 | | (D) TESTEMUNHAS Duarte Alberto Manuel Txessuro | | (E) DATA EDITAL 30 Dias | (F) PRAZO EDITAL Assinatura e Data 04-05-2018 | Josélio Juálio Mussoco Regalo | Bernardo Caaria Mpola Presidente da Associação Ohaua Omale |
| (G) Parcela # 3505 | | Distrito de NAMARROI | | Posto de REGONE | | Bloco Cadastral de MUSSOCÉIA | |
|   | | | | | | | Name and Signature of Association President |
| | | | | | | | Name and Signature of Customary Leader |
| | | | | | | | Names of Witnesses |
| | | | | | | | Date of the parcel delimitation |





Team



Peter Van Garderen

Chief Executive Officer

- Internationally-renowned digital record-keeping expert
- Founder of the world's most widely used digital archives platforms: Archivematica.org & AccessToMemory.org
- Founder of Artefactual Systems, a digital archives technology and consulting firm with major government, extra-governmental, and enterprise clients
- Blockchain researcher and investor since 2011. Applying archival science requirements and recordkeeping standards to blockchain architectures since 2016



Dorus Van Der Kroft

Chief Technology Officer

- Full-stack developer with 20 years experience; delivered wide variety of projects at all scales leading culturally diverse teams
- Led tech dev. team from startup to global implementation (NightBalance)
- 1 yr software development in Ghana
- Cardano Plutus Pioneer, Emurgo Cardano Solutions Architect Program



Aaron Moguin

Chief Operating Officer

- Urban planner, land developer & surveyor on three continents
- Government land-use regulator in two countries (USA, UAE)
- Developed multiple land use policy innovations in several cultures & jurisdictions, leading very diverse teams
- Created evaluation system for \$640b of land use change proposals in 2nd-fastest growing city in world
- Redirected \$22b carbon-neutral real estate masterplan (Masdar City) to commercial viability



Dan Amankona

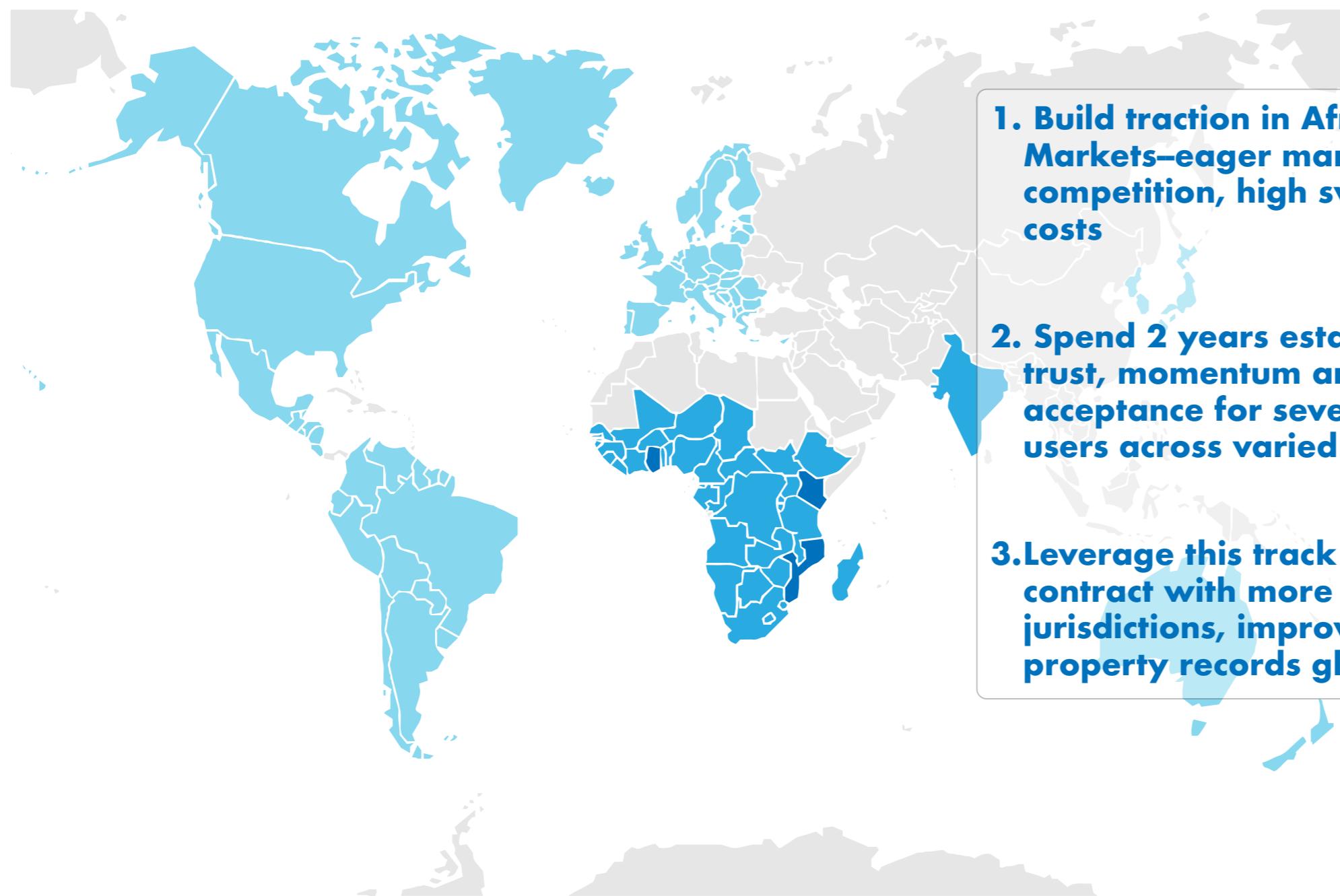
Chief Marketing Officer

- Policy and business advisor for several local Ghanaian authorities
- African agricultural business advisor
- Longstanding relationships with Ghanaian Chamber of Commerce & Ghanaian expat diaspora
- Entrepreneur on two continents; over 7 years experience as an expert advising in local government, succession, and land disputes





Global Growth Strategy



2024

- Finish product development
- Implement in 1 pilot community in Ghana
- Upload 35,000 Mozambique records

2025

- 15-20 Communities in Ghana
- 70,000 records in Mozambique
- Payment processing partnership established

2026

- 1 community in 3rd mkt (Kenya)
- DeFi lending marketplace established with partner
- Africa expansion

2027

- Establish white-label government registry partnerships in higher-trust jurisdictions

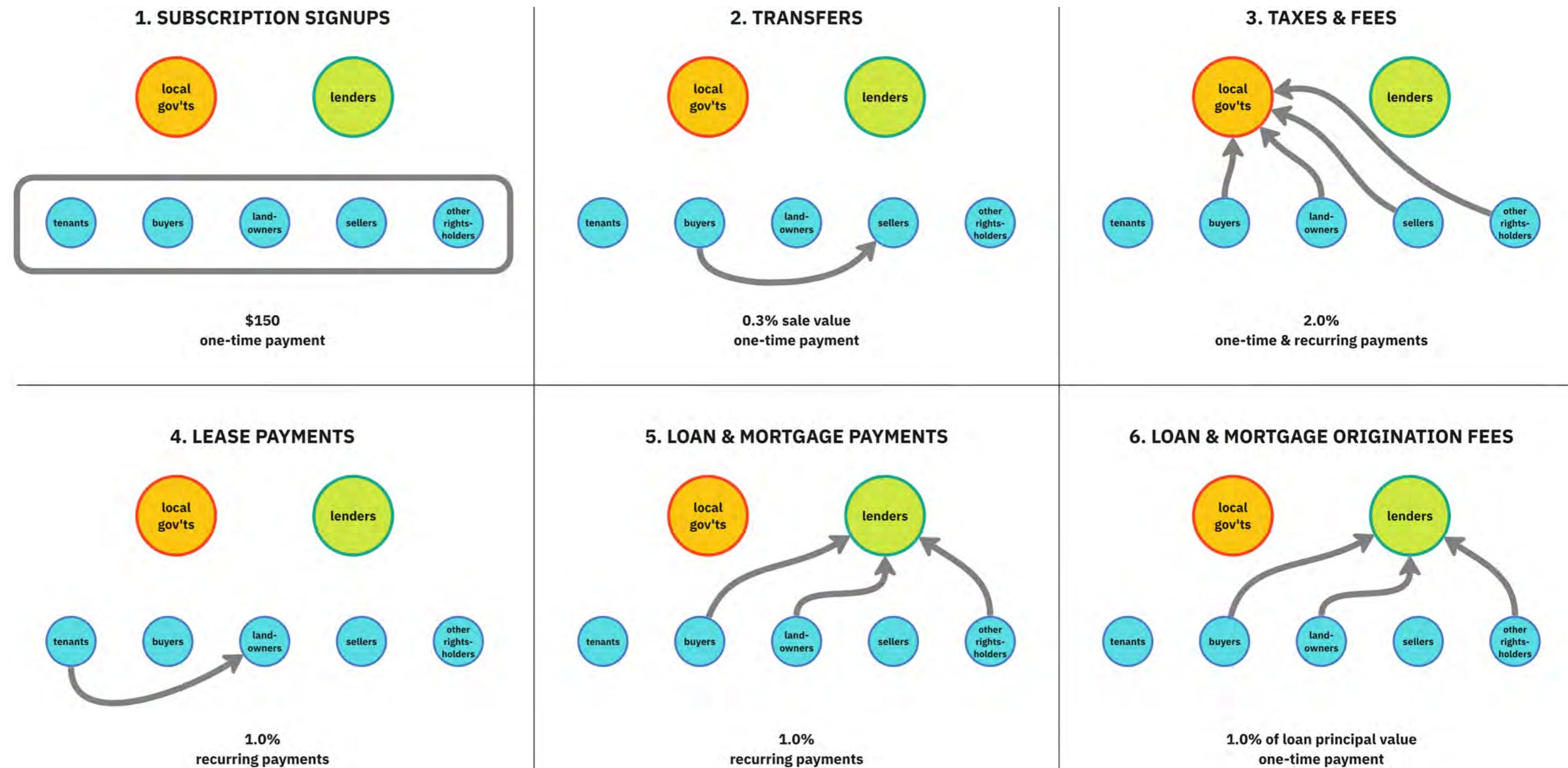
2028+

- Process at least 60k land transfer transactions in all active markets
- Continue expansion momentum of grass-roots trust & acceptance
- Continue government-registry partnership & expansion

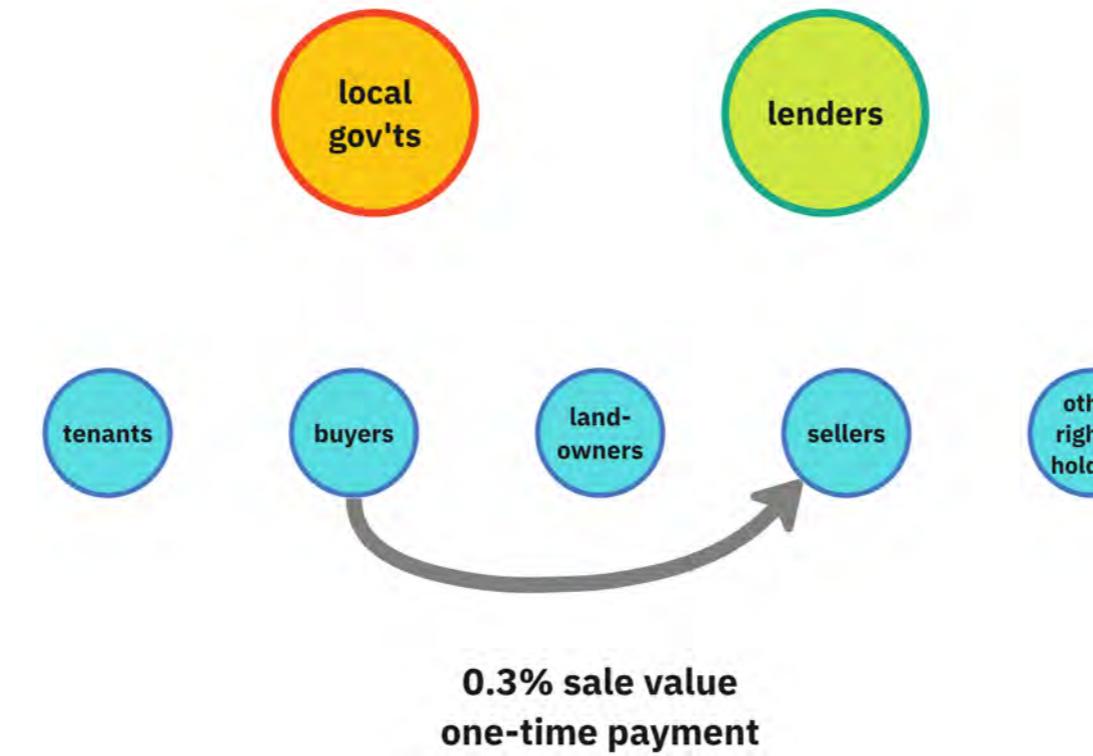


Revenue Streams

- Six sources of income
- Rates are representative & will vary competitively across jurisdictions and markets



Revenue Stream Example: Transfers



Municipal partnership 12-month revenue, property transfers only (~2027)

| Property Price ¹ | Commission ² | Transactions ³ | Est. Revenue |
|-----------------------------|-------------------------|---------------------------|--------------|
| \$150,000 | 0.3% | 48,000 | \$21,600,000 |

¹Property Price Assumed average/typical real property valuation transacted on platform, across all markets and regions

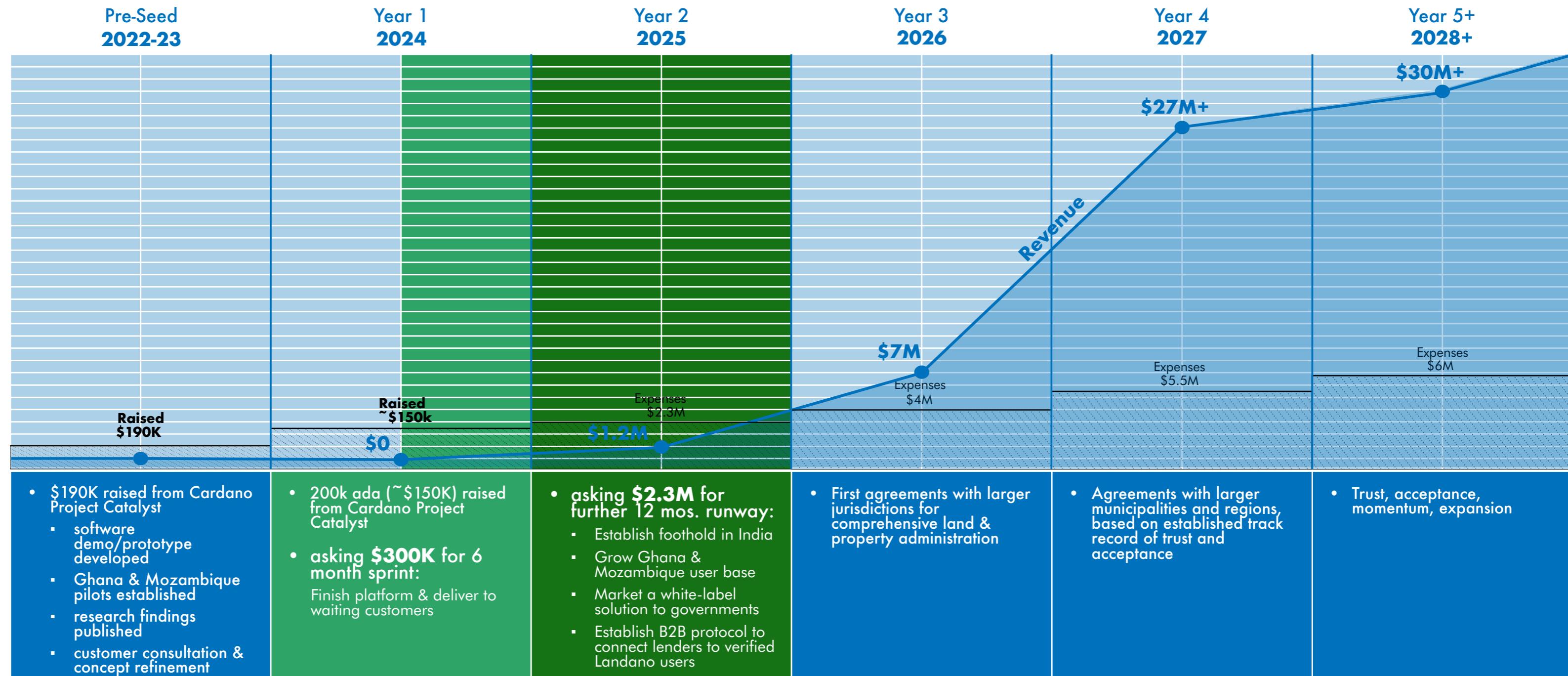
²Commission Transaction fee paid to Landano; compares favorably to typical cost of title insurance (usually 0.4-1.0% of property's sale value, North American markets)

³Transactions Typical/average amount of annual property transfers for a modest-sized city (2m population)



Financial Road Map

\$2.6M = 18 months runway





Thanks!
We'd love to hear from you.



@landanodapp



investors@landano.io



www.landano.io



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Appendix

Administrator Product Images

(1 of 5) Administer Land Rights

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Administer Land Rights

Parcels 37 Requests 1

Add Parcel

Search

Plot 18A - Block M - Sector 9
PL01

Plot 18B - Block M - Sector 9
PL02

Plot 19 - Block M - Sector 9
PL03

Plot 24 - Block M - Sector 9
PL04

Plot 25 - Block M - Sector 9
PL05

Manage

Manage

Manage

Manage

Manage

Locale: Hiawu Besease

Suryani Rd

Suryani Rd

Atw

Off

Nerebeli

Bilash - Nyinahin - Kumasi Rd

Leaflet | © OpenStreetMap



Appendix

Administrator Product Images

(2 of 5) Access Land Parcel Info

The screenshot shows a web-based land management system interface. At the top, there's a blue header bar with the LANDANO logo on the left and a user profile icon on the right. Below the header, the main content area has a title "Plot 18A - Block M - Sector 9" and a subtitle "PL01". To the left of the title is a small map showing the plot's location within a larger area. To the right of the map is a "Plot Details" section containing the following information:

| Plot Details | |
|--------------|-------------------------------|
| Name | Plot 18A - Block M - Sector 9 |
| Identifier | PL01 |
| Locale | Hiawu Besese |
| Jurisdiction | Ashanti Region |
| Country | Ghana |

Below this section is a green button labeled "Add Land Right". Underneath the button, there are two sections: "Residential Leasehold (occupation)" and "Water Rights". Each section contains the following details:

Residential Leasehold (occupation)
Status: Granted
Asking Price: 10000.00
Rights Holder: Akwasi Mensah

Water Rights
Status: Granted
Asking Price: 10000.00
Rights Holder: Akwasi Mensah



Appendix

Administrator Product Images

(3 of 5) Add Land Right

The screenshot shows the 'Add Land Right' form in the LANDANO application. The 'Right ty...' field has a dropdown menu open, showing the following options:

- ✓ Residential Leasehold (occupation)
- Agricultural Leasehold (usufruct)
- Water Rights
- Grazing Rights

The other fields visible on the form include:

- Currency**: 24,000.00
- Start date**: 4/1/2023
- End date**: 3/31/2028
- Duration in Months**: 59
- Allow resell**: Yes (radio button selected)

At the bottom of the form are 'Save' and 'Cancel' buttons.



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Appendix

Administrator Product Images

(4 of 5) Create New Record

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Parcel Generated



Confirmation

Your parcel has now successfully been registered.

Proof of this ownership can be found at:

[https://preprod.cardanoscan.io/transaction/e77eceb963b67d43a72d0372ad31fbf45186e8d1eb79e4657921a7e799a76664?
tab=metadata](https://preprod.cardanoscan.io/transaction/e77eceb963b67d43a72d0372ad31fbf45186e8d1eb79e4657921a7e799a76664?tab=metadata)

The documentation package can be downloaded from:

<https://arweave.net/1IBE9yoqVSJcxZNJApcCwujETQB5iXayOq-1Jzbldc>

Transaction ID:

<https://preprod.adatools.io/transactions/26d7a9872214fae76fe6a7bc5410f394166c8e9108a649bd846127753523d500> The NFT was sent to your wallet



Appendix

Administrator Product Images

(5 of 5) Access Land Rights

The screenshot shows the LANDANO application interface for managing land rights. On the left, a sidebar menu includes icons for Home, Land Rights, and Settings. The main content area is titled "My Land Rights". It displays two entries under "My Rights": "Plot 18A - Block M - Sector 9 PL01" and "Plot 18B - Block M - Sector 9 PL02", each with a "View" button. To the right, a search panel titled "Search available rights" is shown, with filters for Country (Ghana), Jurisdiction (Ashanti Region), Locale (Hiawu Besease), and Parcel (Plot 24 - Block M - Sector 9). Below the filters, a list of available plots is displayed:

| Country | Jurisdiction | Locale | Parcel |
|---------|----------------|---------------|-------------------------------|
| Ghana | Ashanti Region | Hiawu Besease | Plot 24 - Block M - Sector 9 |
| Ghana | Ashanti Region | Hiawu Besease | Plot 25 - Block M - Sector 9 |
| Ghana | Ashanti Region | Hiawu Besease | Plot 32 - Block M - Sector 9 |
| Ghana | Ashanti Region | Hiawu Besease | Plot 33A - Block M - Sector 9 |
| Ghana | Ashanti Region | Hiawu Besease | Plot 17 - Block N - Sector 9 |

Pagination controls at the bottom indicate "1 to 5 of 5".