



EMBENTION

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Pilot Case A

Delivery of parcels on the NUS campus through Skyways network.

Drones will operate using defined 'aerial corridors'.

Drones will operate simultaneously across the campus.

Parcel station

National University Hospital

NUS campus

NUS Business School

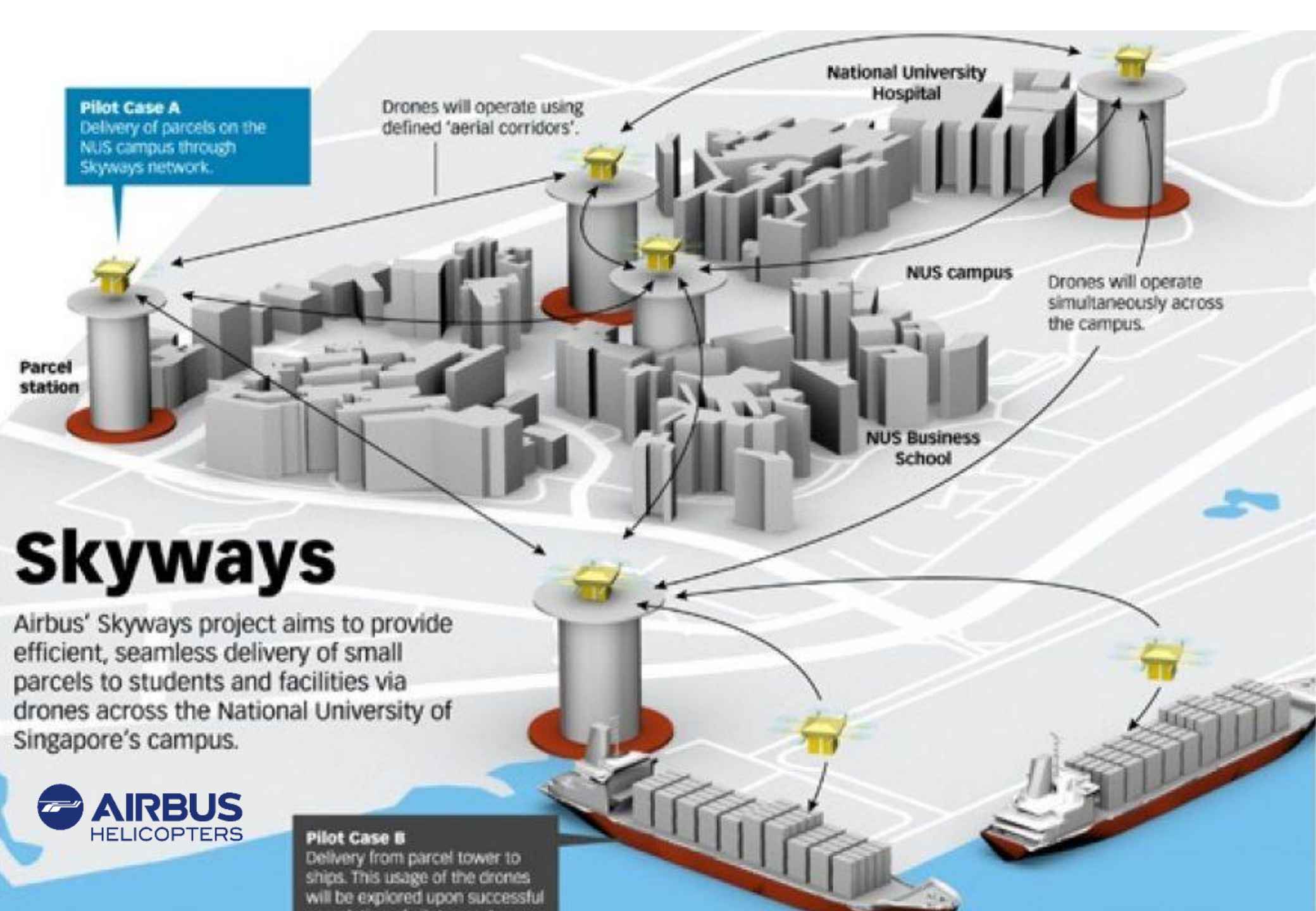
Skyways

Airbus' Skyways project aims to provide efficient, seamless delivery of small parcels to students and facilities via drones across the National University of Singapore's campus.

Pilot Case B

Delivery from parcel tower to ships. This usage of the drones will be explored upon successful

 **AIRBUS**
HELICOPTERS



+200 Customers +60 Countries



Israel Aerospace Industries



IAEA

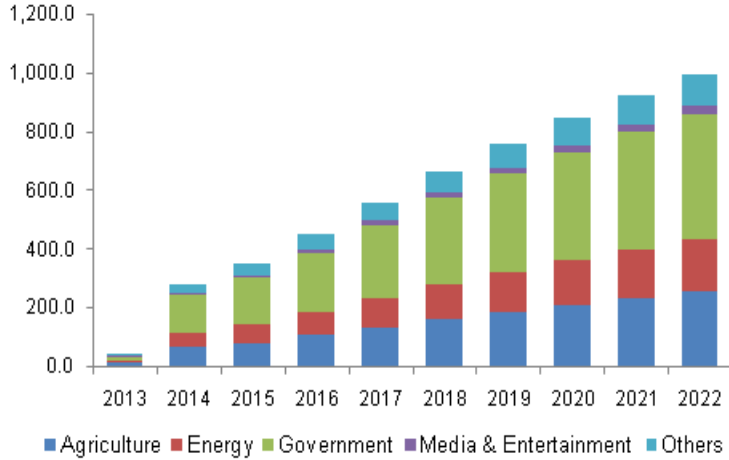


FUERZA AÉREA ARGENTINA





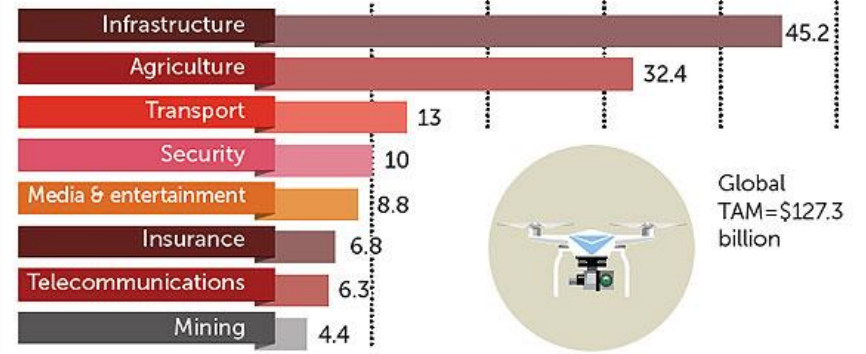
U.S. commercial drone market, by application, 2012 - 2022 (USD Million)



Source: Commercial Drone Market Size, Global Analysis Report, 2022 - GVR

DRONE SERVICES MARKET: \$127 BILLION BY 2020

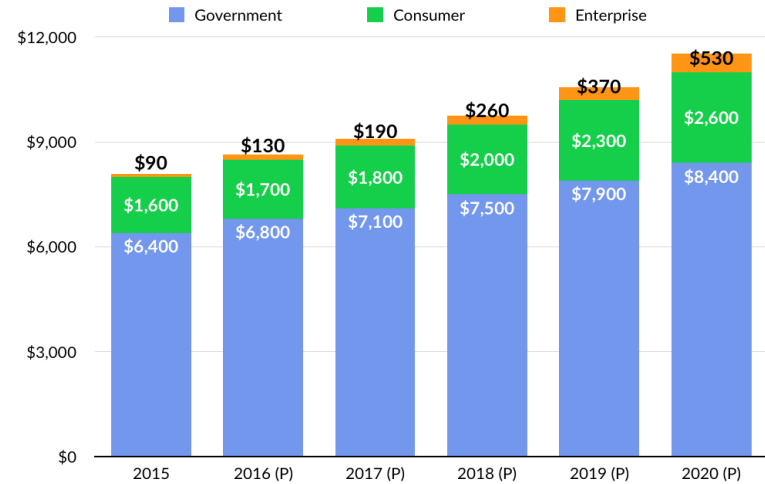
Global drone services, total available market (TAM) in key industries (billions of \$US)



Source: PwC

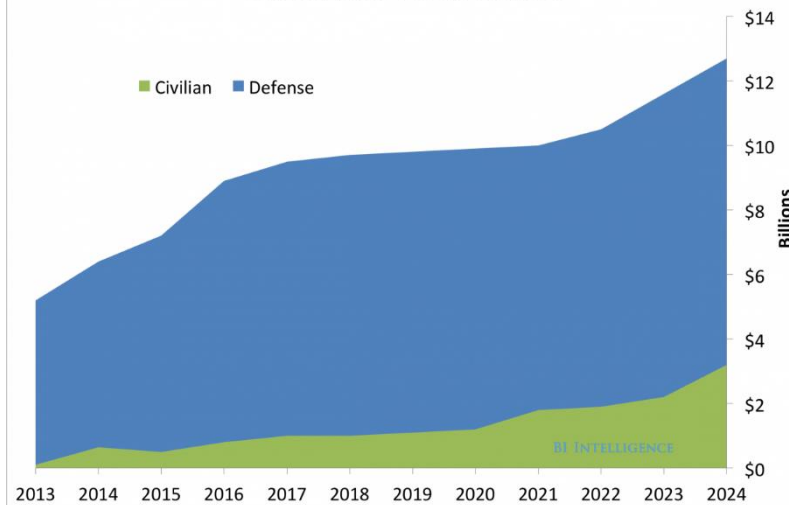
POSTgraphics

Global Drone Market Size, 2015-2020 (\$M)



Source: Business Insider, IHS Jane's Intelligence Review, GSV Asset Management

Global Aerial Drone Market



Sources: Teal Group, BI Intelligence Estimates, Michael Toscano

Trajectory



- **2015:** 15p, 580K, 240K
- **2016:** 18p, 680K, 260K
- **2017:** 30p, 1.3M€, 475K€ EBITDA



Upcoming



Open Opportunities
+100 +5 MEUR

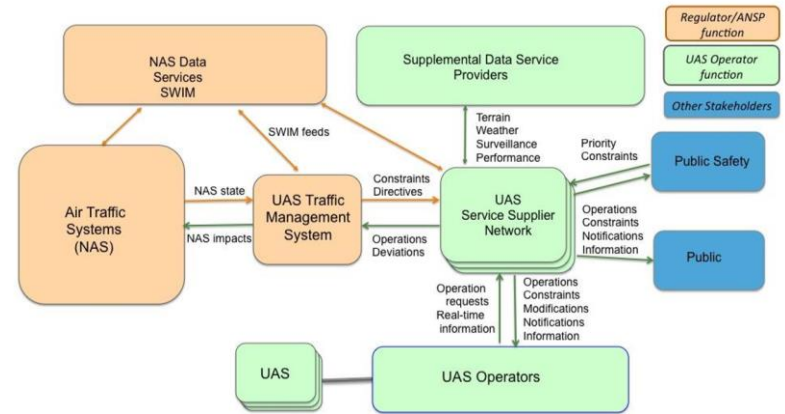
	2018	2019	2020	2021	2022
Turnover (€)	2.3 M	5.6 M	7.1 M	13.0 M	22.9 M
Profit (€)	0.7 M	1.1 M	2.2 M	5.0 M	9.9 M

OFERTA ENTREGADA	SHORT LIST
4 155 867,10 € 68 deals	1 373 417,97 € 27 deals
<ul style="list-style-type: none"> zQU01239 Autopilot 10 084 € C - Annunzia 	<ul style="list-style-type: none"> zQUo1240 - Autopilot 7 647 € Sistemas Industriales
<ul style="list-style-type: none"> zQU01238 TS150 29 462 € XB - Jar Aerospace 	<ul style="list-style-type: none"> zQU01237 Support 6 896 € XB - EMT Ingenieurgesellschaft
<ul style="list-style-type: none"> zQU01236 L200 3 179 € B - Massachusetts Institute of Technology 	<ul style="list-style-type: none"> zQU01222 Autopilot 6 075,97 € B - PDAS PD AeroSpace, LTD
<ul style="list-style-type: none"> zQU01235 Tracker 20 000 € B - GGDedalos Technology Services 	<ul style="list-style-type: none"> zQU01234 Support 14 123 € XC - X Sun
<ul style="list-style-type: none"> zQU01233 Integration Pro 15 105 € XB - Skydrone 	<ul style="list-style-type: none"> zQU01232 Autopilot 12 297 € YB - Foremost Internationu
<ul style="list-style-type: none"> zQU01230 TS150 + M600 43 791 € B - Alberto Melando 	<ul style="list-style-type: none"> zQU01221 Autopilot 7 790 € B - University of Southampton
<ul style="list-style-type: none"> zQU01229 Autopilot 33 532 € B - Marina Rias Baixas 	<ul style="list-style-type: none"> zQU01218 Support 18 938 € XB - SkyRyse
<ul style="list-style-type: none"> zQU01228 AP kit 7 110 € B - Aerodrome Ops 	<ul style="list-style-type: none"> zQU01213 Auropilot 15 599 € XB - Fuerza Aerea Argentina
<ul style="list-style-type: none"> zQU01227 Autopilot 	

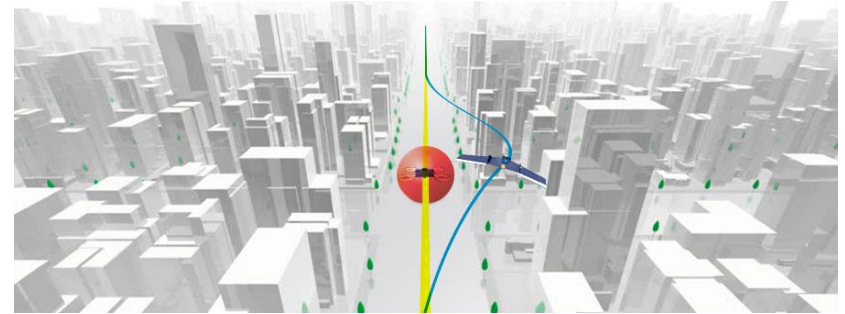


Roadmap

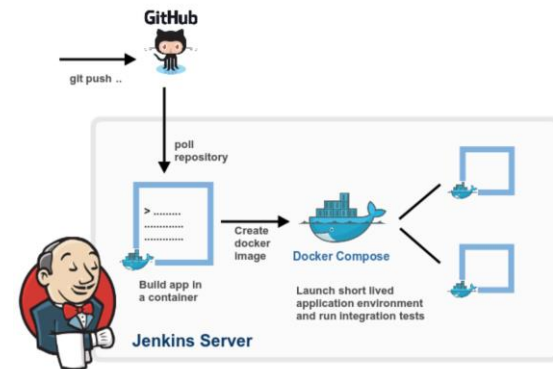
1. UTM



2. Sense & Avoid



3. CI Environment





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