



DragonFlyPods



Agnostic. Automated. Remotely Operated



Revolutionizing Drone Infrastructures



Enabling the Future of Drone Operations

PROBLEM :

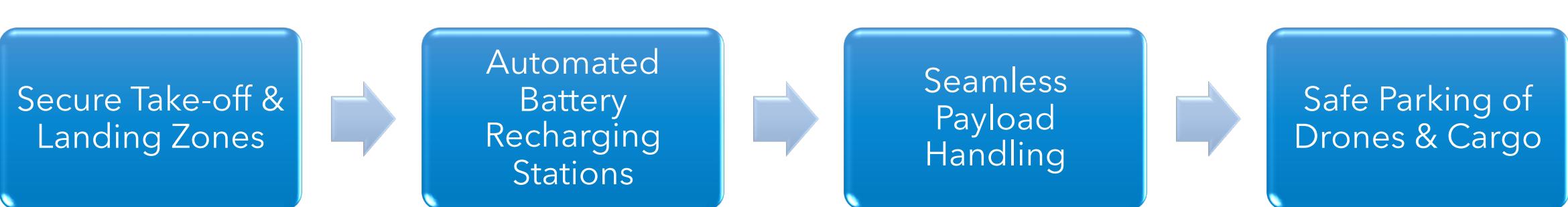
Absence of Infrastructures

OBJECTIVE :

Unlocking Drone Potential



*Drones lose + 50% of their flight time returning to base for recharging.
This limitation can be overcome by robust, automated ground infrastructure,
enabling BVLOS operations and maximizing operational hours.*



REGULATORY AND TECHNOLOGICAL CHALLENGES :

Safety & Regulation:

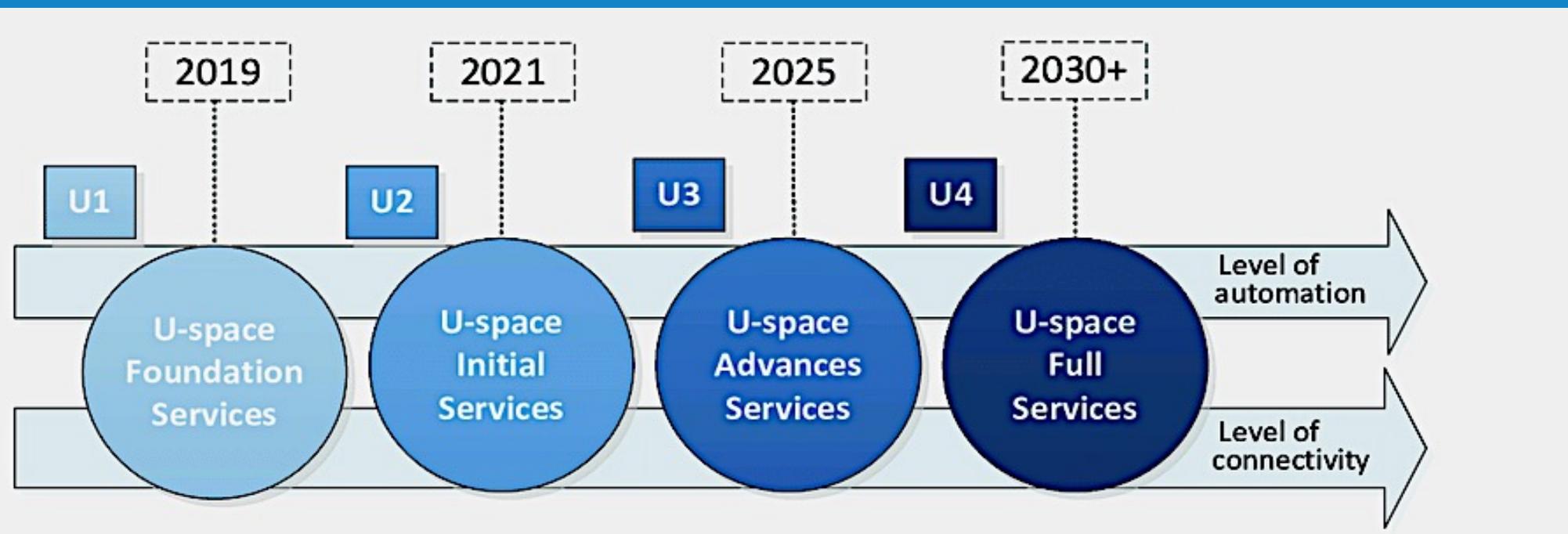
European regulations prioritize VLOS operations due to safety concerns. The process for BVLOS exemptions and integration with **U-space** initiatives hampers widespread adoption.

Technological Challenges:

Reliable BVLOS requires robust communication, obstacle avoidance, and airspace management systems—technology that is still maturing.

Full BVLOS Timeline:

Widespread, fully autonomous BVLOS operations in Europe are anticipated by + 2030



HARDWARE SOLUTION :

Agnostic & Remotely Operated
Landing Pads for Drones

01.



Automated recharging of
drones

02.



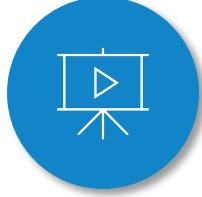
Secure handling & parking
of drones & cargo

03.



Seamless air-to-ground
interaction with UTM /
data connection

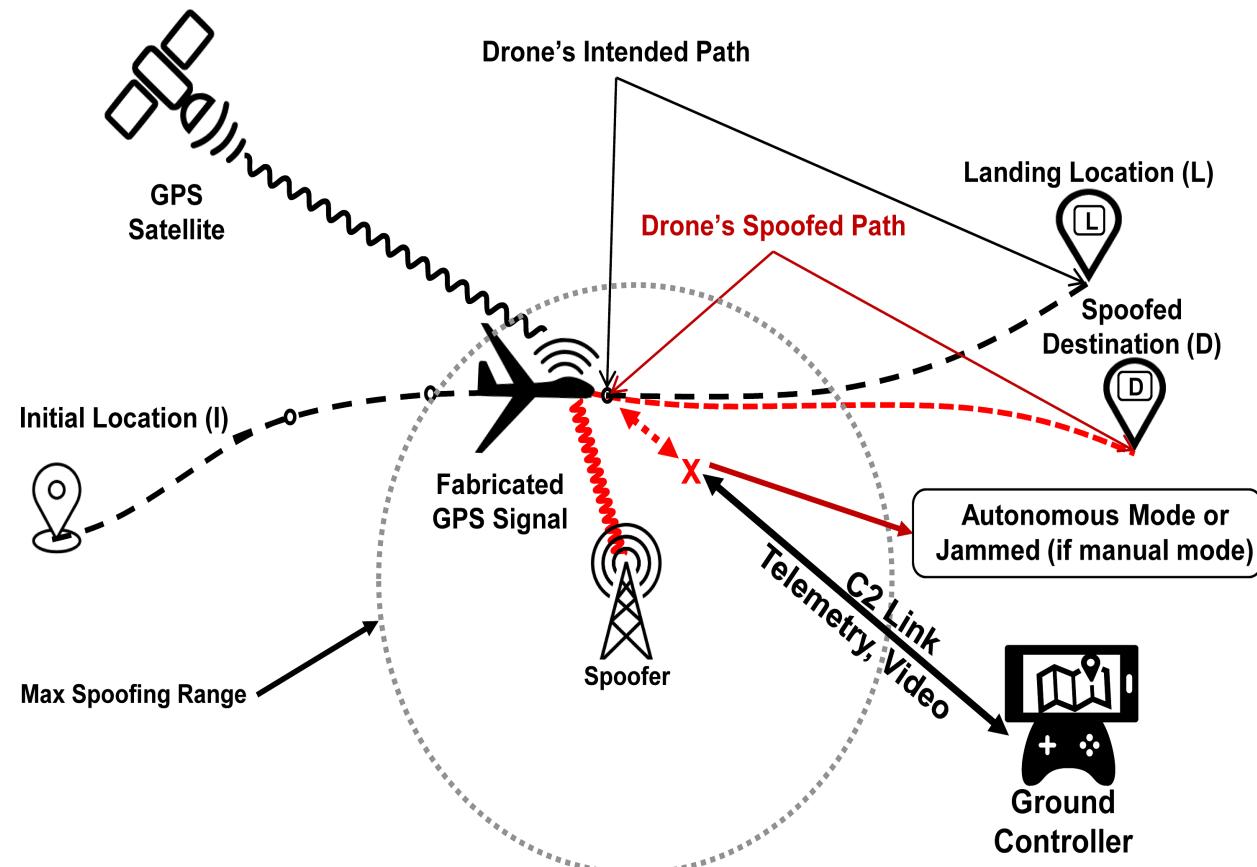
04.



Live video feed / real-time
low-altitude weather / C3
antennas

SOFTWARE SOLUTION :

Remotely Operated Ground
Management for Drones



Maximizing flight time and operational efficiency

HARDWARE SOLUTION:

1. Scalable & Sustainable Drone Infrastructure:

Hardware and software compatible with any drone system, enhancing commercial operations.



2. Eco-Friendly Recycled Mobile Vertipads:

Mini-airports for safe drone operations, including recharging, parking, cargo handling, and MRO.



3. Cost-Efficient DaaS Deployment:

DragonFlyPads solutions enable streamlined Drone-as-a-Service operations.

SOFTWARE SOLUTION:

DragonFlyPads innovates Booking.com for Drone infrastructures The Smartest Way to Manage Commercial Drone Operations

Our software platform connects **any drone, operator, and infrastructure provider**. By **pioneering blockchain technology**, we enhance **security and transparency** in drone operations, creating a scalable and efficient air-to-ground solution.

Today's Drone Infrastructure Market:

- **Vertiports:**

Passenger-focused, limited adaptability.

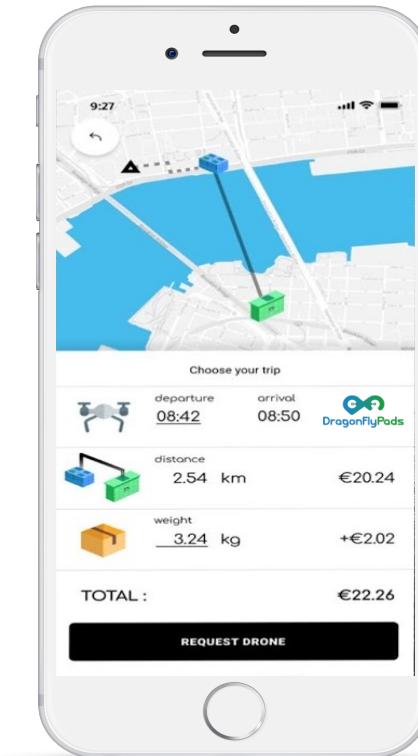


- **DragonFlyPads Vertipads:**

The scalable, secure, agnostic solution, addressing the needs of the logistics and data-collection markets.



- **Drone-in-a-Box:** Proprietary, lacking scalability and flexibility.



ADVANTAGES & BENEFITS OF INFRASTRUCTURES TO STAKEHOLDERS

Stakeholders: Drone Manufacturers

Advantages:

1. Blockchain Security
2. Optimization of Drones
3. Ground Information
4. **Automation of Operations**
5. Remote Operations

Drone Operators

1. Reduced Delivery Costs
2. **Faster Recharging of Batteries**
3. Drone Efficiency
4. Faster Turnaround Time
5. **Carbon Reduction**

Final Consumers

1. **Cost Savings**
2. Enhanced Safety
3. Quick and traceable deliveries
4. **Eco-Friendly Solutions**
5. Creates new professions

Benefits:

Ensures secure operations and data integrity
Enhances performance and reliability
Provides ground weather and location data
Streamlines operations with UTM
Enables efficient BVLOS flights

Lowers operational expenses
Reduces downtime and increases efficiency
Allows drones to operate continuously
Reduces costs of drone pilots
Supports sustainability initiatives
Reduced delivery costs
Enables immediate first responders' actions
Meets urgent medical needs effectively
Drones reduces carbon footprint
Boosts youth employment



DragonFlyPads

We have the competitive Edge

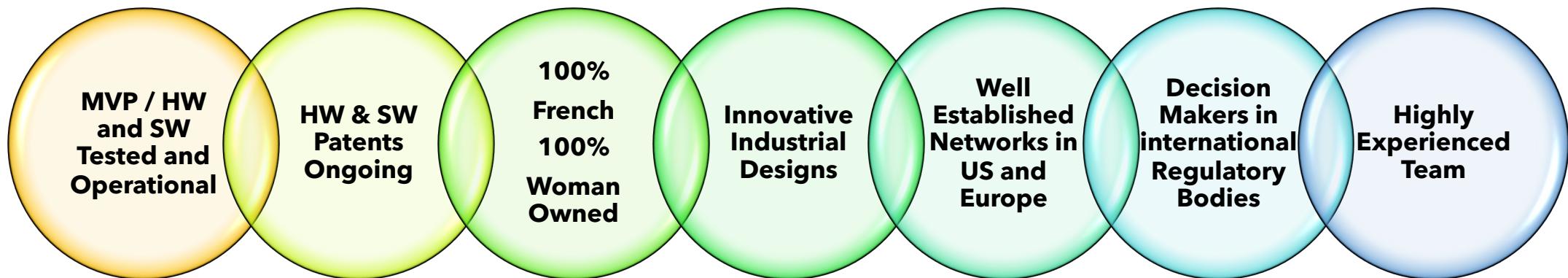
- 1** **MVP both HW & SW tested and operational in Paris**
+ 350 qualified flights in logistics and AG
- 2** **Trademarks:**
DragonFlyPads SAS - **100% French 100% woman owned**
- 3** **Innovative Industrial Designs :**
DragonFlyPads / Vertiboats / Vertitail / Vertitowers
- 4** **Well established Network with major UAS partners in Europe and USA**
- 5** **Participation in key international regulatory bodies :**
ISO/AFNOR/AME/ADIF/FAA
- 6** **Highly experienced team :**
Supply chain / Logistics / AG / Innovation / Real Estate
- 7** **HW & SW patents :**
ongoing
- 8** **IP developed & tested**



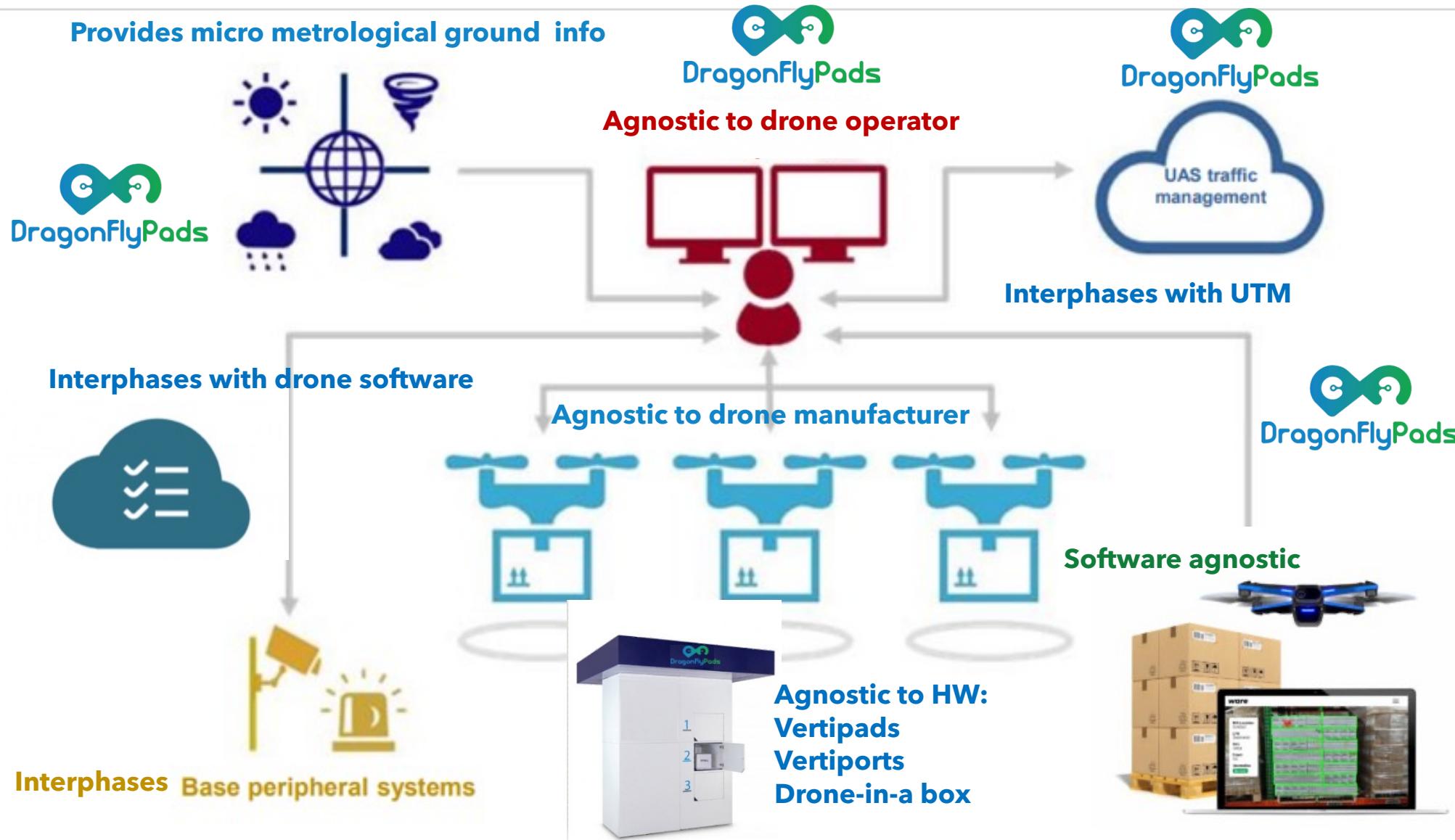
Unique Advantages



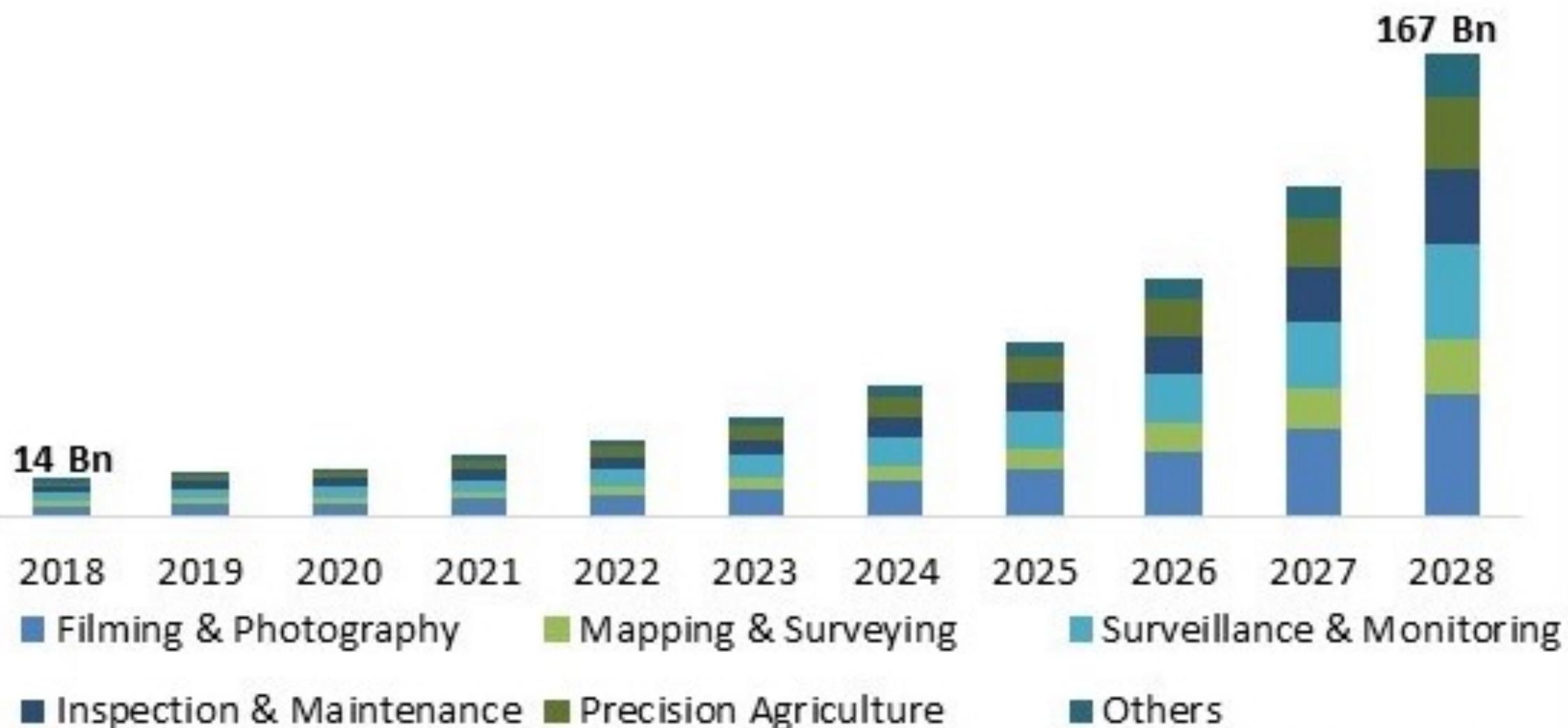
DragonFlyPads



Innovativeness: Drone and Infrastructure Agnostic Seamless integration into the drone eco system



Commercial Drone Market Size, By Application, 2018 - 2028



Source: www.kbvresearch.com

MARKET OPPORTUNITY

Drones-as-a-Service (SaaS):

Drone services market will grow from \$ 17B in 2023 and reach \$57.8B by 2028 (27.7% CAGR)*

\$57.8 B

Key sectors driving drone-as-a-service growth



Delivery & Logistics



Agriculture



Infrastructure Inspection



AI & Data Analytics



Construction & Surveying

MARKET OPPORTUNITY

Drones Software Market:

Drone Software market will grow from \$ 5.22 B in 2022 and reach \$32.9B by 2028 (24.1% CAGR)*

\$32.9 B

Key sectors driving drone software growth



Booming Drone Adoption



Advanced Drone Hardware



Efficiency Gains



AI & Data Analytics



Regulatory Compliance



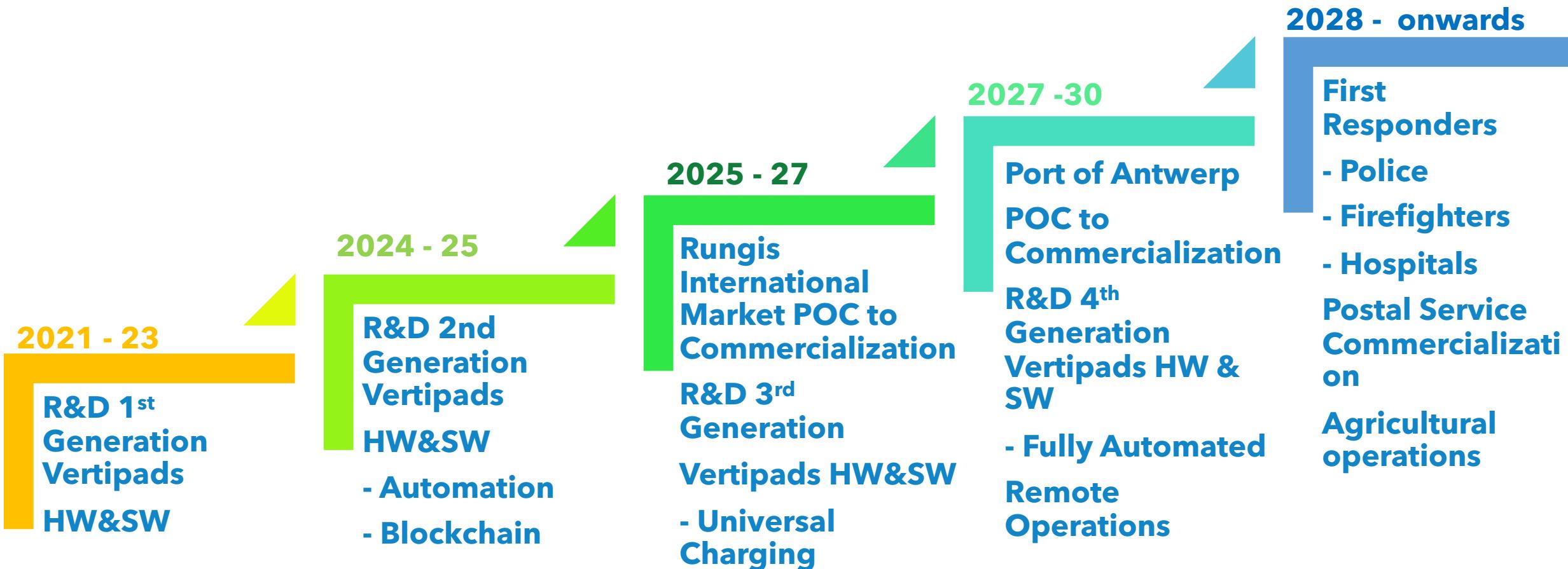
Scalable Business Model: Toll model / pay-per-service

Multi-Channel Revenues: Commercial Operations, HW & SW

FBO BUSINESS MODEL	Y 1+2	Y 1+2	Y 3+4	Y 3+4	Y 5+6	Y 5+6
	Hardware	Software	Hardware	Software	Hardware	Software
Rental & Sale of Vertipads	●		●		●	
Ops revenues / toll model	●	●	●	●	●	●
Non-aeronautical revenues	●	●	●	●	●	●
Take-off / landing fees			●	●	●	●
Recharging fees			●	●	●	●
Parking / Storage of drones			●		●	●
Handing / storage of cargo			●	●	●	
Maintenance and repair					●	●

Go-To-Market Strategy

ROADMAP: R&D → POC → Commercialization



LOI's from Two Major Clients Set to Drive Revenues



RUNGIS INTERNATIONAL MARKET SIZE



Size of Rungis : 234 hectares



No of companies at Rungis : 1 226



No of employees at Rungis : 13 000



No of annual entrances to the market : 6 400 850



Annual turnover of Rungis : 10.2 B€



PORT OF ANTWERP MARKET SIZE



Size of Port of Antwerp : 12 000 hectares



No of companies at Port of Antwerp : 1 600



No of employees at Port of Antwerp : 60 000



No of annual ships arriving at the port : 20 000



Annual turnover of Port of Antwerp : 200 B€

Scalable Drone Infrastructures for First Movers

ROADMAP: 2026 - 2030

Consolidate operations in Rungis and Antwerp, positioning ourselves as a leader in drone infrastructure within these logistics' hubs.

Forge strategic partnerships with Vertiport manufacturers and operators across Europe to license our proprietary software, enhancing operational efficiency and ensuring seamless integration into UTM.

Develop a comprehensive Vertipad network for first responders—medical, police, and firefighting—revolutionizing emergency response capabilities.

Collaborate with the French Postal System and other postal services to create cost-effective and ecological delivery solutions for isolated communities.

Expand partnerships with government infrastructures, integrating our services with rail, water, electricity, and road networks for enhanced connectivity.

Establish partnerships with leading logistics companies to implement scalable solutions and improve delivery capabilities throughout Europe.

Drone Infrastructures Competition

UAS infrastructure company	HQ	DragonFlyPads for Logistics	Vertiports for Passengers	Agnostic to Drone Manufacturer	Agnostic to Drone Hardware	Software, Air to Ground Management	Management Services for Drones	Mobile off the grid Units	Energy Options: Self Sufficient
DragonFlyPads	Paris, France	✓		✓	✓	✓	✓	✓	✓
Skyports	London, UK		✓	✓	✓	✓	✓		
Bayards	Nieuw-Lekkerland, Netherlands		✓	✓	✓				
Matternet	California, USA	✓			✓	✓	✓	✓	✓
Ferrovial	Madrid, Spain		✓	✓	✓				
Eve	Florida, USA		✓	✓	✓				
Bluenest	Madrid, Spain	✓	✓	✓	✓				
Volocopter	Brucsal, Germany		✓	✓		✓	✓		
Cilium	Zurich, Switzerland		✓		✓				
Walkiry	Chicago, USA	✓			✓				

Today UAS infrastructure companies are focused on hardware.

No comprehensive software exists to manage air-to-ground operations
and a grid of ground infrastructure for drones

Key partners - 100% European / US



Clients



Technical



Commercial



Institutional



Strong experienced project principles with proven track records



CEO - FOUNDER



**Sissel
THORSTENSEN**

Drone Pilot
Real Estate
Serial Entrepreneur

CO-FOUNDER



**Bruno
JACTEL**

Deep Tech AG
Multiple
Successful
Start-ups

CFO



**Adrien
BOSSET**

Financial
Advisor and
Start-up
Expert

CTO



**Martin
PECAR**

Pioneer &
Expert in
Logistics &
Supply Chain
Software

BUS DEV



**Nicolas GIBIER-
RAMBAUD**

Institutional &
Government
Funding

ENGINEERING



**Yohann
STEPHANT**

Engineering &
Hardware
Design

CPO



**Dennis
NAGTALON**

Expert Go to
Market
Strategist for
Deep Tech



+ 350 qualified flights,
tested and operational



Logistics POC Marché de Rungis 2022

<https://www.linkedin.com/feed/update/urn:li:activity:6886583091909984256>



AG POC Brétigny Sur Orge May 2023

<https://animoto.com/play/AuZH9x5tbGnBqcjoh3T0uw>



Financial projections

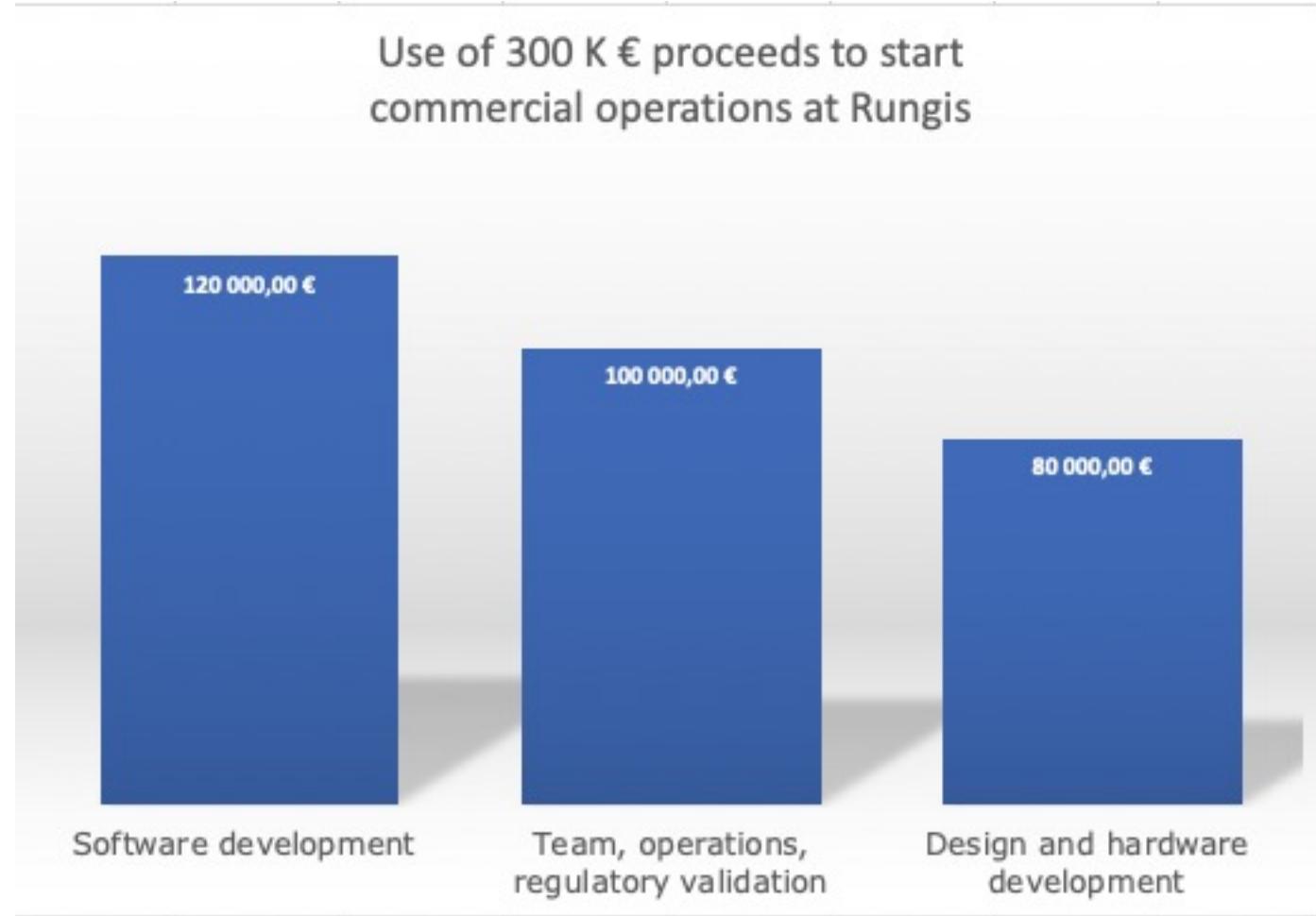
January 2025

2025 - 2030 P&L

Sum up - P&L

in kEUR	BP FY25	BP FY26	BP FY27	BP FY28	BP FY29	BP FY30
Revenue	332 k	1 388 k	2 334 k	5 767 k	7 789 k	9 990 k
COGS	13 k	-149 k	-333 k	-1 582 k	-2 083 k	-2 624 k
Gross margin	345 k	1 238 k	2 001 k	4 185 k	5 706 k	7 367 k
Marketing and communication	-2 k	-10 k	-15 k	-100 k	-150 k	-450 k
Contribution margin	343 k	1 228 k	1 986 k	4 085 k	5 556 k	6 917 k
Staff costs	-154 k	-596 k	-1 181 k	-1 304 k	-1 524 k	-1 673 k
G&A	-27 k	-50 k	-72 k	-96 k	-149 k	-233 k
Grants	0 k	0 k	0 k	0 k	0 k	0 k
EBITDA	162 k	582 k	733 k	2 685 k	3 884 k	5 010 k
D&A	-66 k	-136 k	-203 k	-236 k	-226 k	-214 k
EBIT	96 k	446 k	530 k	2 449 k	3 658 k	4 796 k
Exceptional result	0 k	0 k	0 k	0 k	0 k	0 k
Financial result	0 k	0 k	0 k	0 k	0 k	0 k
CIR	0 k	0 k	0 k	0 k	0 k	0 k
IS	-12 k	-99 k	-107 k	-586 k	-887 k	-1 163 k
Net result	84 k	347 k	423 k	1 864 k	2 771 k	3 633 k

2025 Seeking 300 K€ seed investment



2026 Seeking 1 M € seed investment

Use of 1 M € proceeds for R&D and to consolidate operations at Rungis and start operations in Antwerp



Software
development

Team, operations,
regulatory
validation

Design and
hardware
development

2027 Seeking 2.9 M € A series investment

Use of 2.9 M € proceeds for R&D, consolidate and expand operations.



Lead the drone revolution with DragonFlyPads.

Secure your stake now in the booming commercial drone market.

Let's build the future of drone infrastructure and logistics together!

Contact :

Mrs. Sissel Thorstensen

Founder / CEO

Tel : + 33 6 16646885

Email : sissel.thorstensen@dragonflypads.com

www.dragonflypads.com



DragonFlyPads