

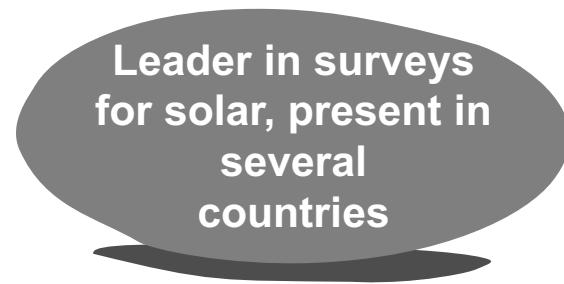
inflights

Flying for insights

Building the backbone of global drone flights

Investor Pitch Deck
Short version
2022

3 mln investment to become the global backbone of drone flights

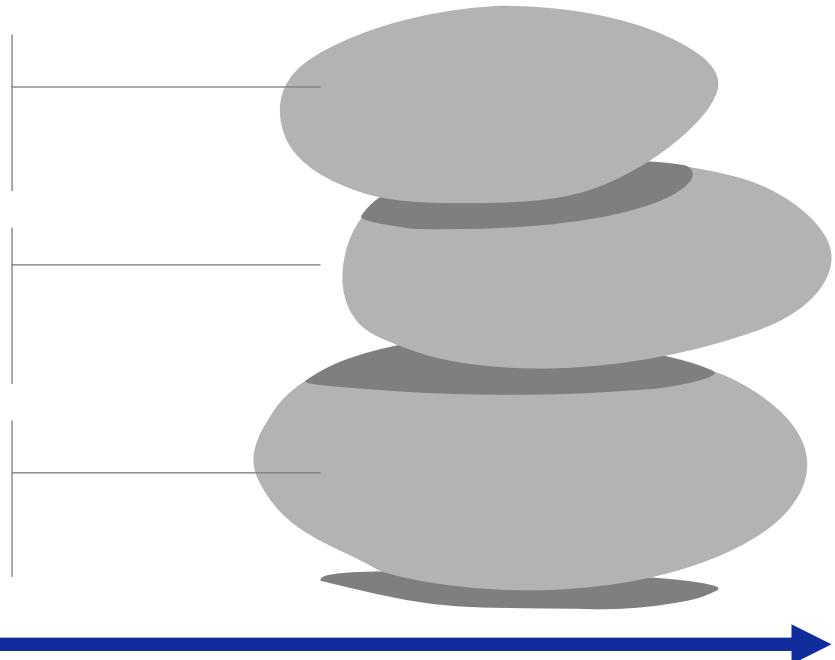


- Now**
- ✓ Inflights has **build a team of 7**
 - ✓ Inflights has **grown 3x** last year
 - ✓ Inflights has **product market fit**
 - ✓ Inflights has built a **Software Platform**
 - ✓ Inflights has **crossed borders**

Market leader in drone flight assignment globally and locally

The reference for the pilot community for their key problems

Market leader for Processing-as-a-Service for key applications

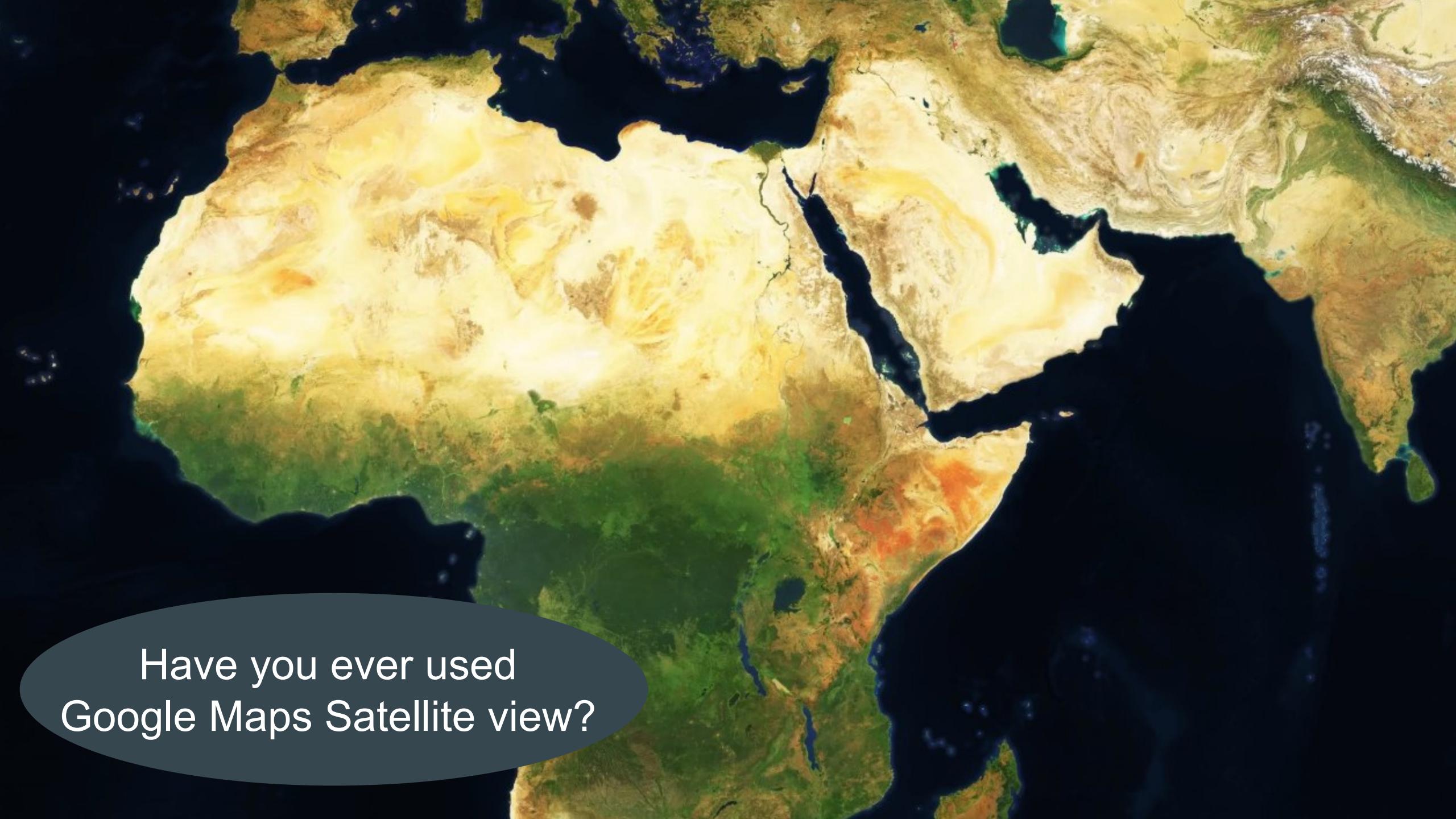


Investment of 3 million

- 2 million Equity from Professional VC
- 600k subordinated loan
- 400k Subsidy

3 years from now

- ✓ Profitable business, with option to scale again
- ✓ Active in EU, Africa and Latam
- ✓ Global footprint
- ✓ Best Platform for drone pilots



Have you ever used
Google Maps Satellite view?



Did you ever max
out the zoom?





Drones give you
the **usable** data





Drones allow you to

- Sub cm resolution
- Recent data and
- Highly precise 3d measurements
- Infrared and multispectral data

Problem - Obtaining, processing and analyzing data is difficult



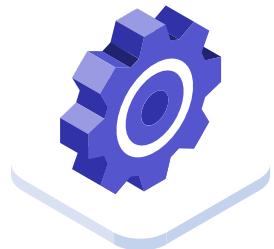
Drone insights
are great...

But ...



Obtain

...how to find the **pilot** with
right equipment and **permits**?



Process

...how to **process** the pictures
from drone into a **3D model**?



Analyze

...how to **interpret** the **data**
into something useful?



Inflights Platform
does it at scale:

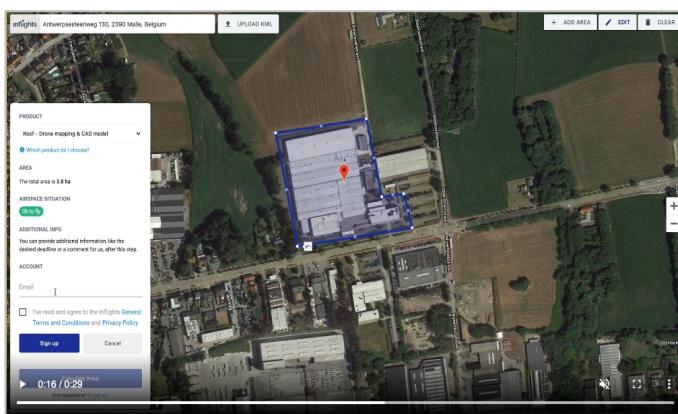
Globally

Fully automated

Solution – Obtain a drone based digital twin on the Inflight Platform



Upload coordinates



Client inserts area of interest and chooses a product.



Inflight Platform does the work

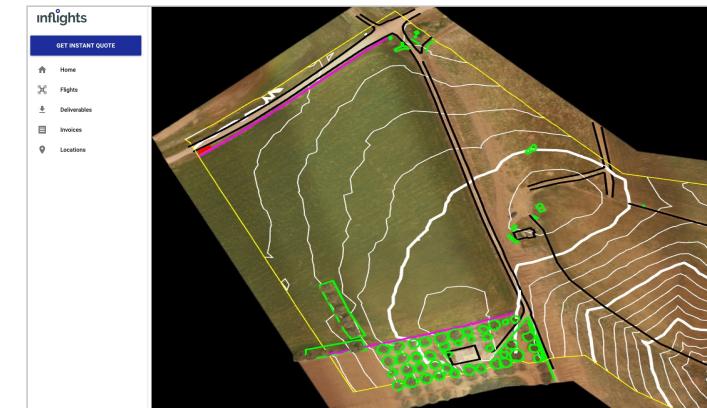


Platform takes care of the end-to-end process

- Find the right pilot
- Coordinate permit process with pilot
- Process data



Access result on Platform

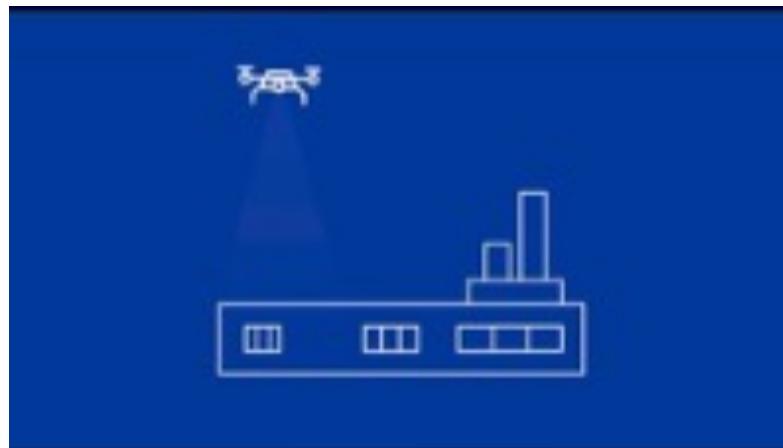


Client can access Inflight Platform to download, view data and share with others.

Need – Lack of good surveys leads to frustration when constructing solar projects

Roof – Project manager needs plans of roof to optimize the solar panel layout

- Detailed 3D Model of roof
- Detailed pictures
- CAD drawing for layout
- FAST and ACCURATE insights



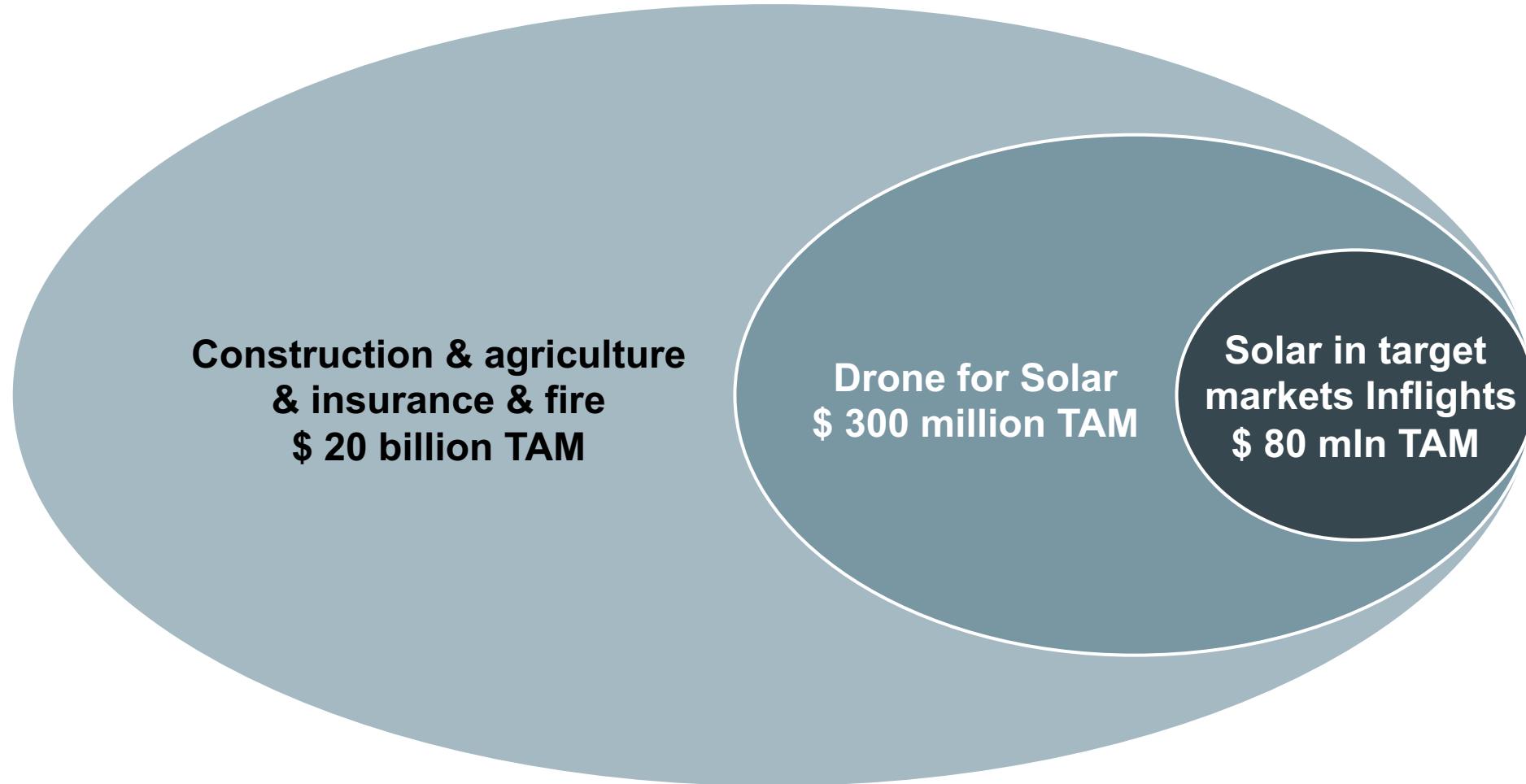
Terrain – Project manager needs topography to optimize solar site layout

- Detailed drone mapping of terrain
- CAD drawing with linework and terrains
- HIGH QUALITY on GLOBAL SCALE



Initial focus on solar market of 80 mln, but there is \$20 billion on the table for later

Total addressable market of drone services, USD



Note: TAM based on project solar panel installation over next 5 years, assuming 0.25 ha for a commercial installation, 1 ha for an industrial and 10 ha for a utilities installation and 1 ha / MW productivity.

Source: GoldmanSachs, SolarPower Europe Global and EU Market Outlook; Inflights Analysis

Vision - Backbone to assign and process worldwide drone flights

Worldwide backbone drone flights

Large corporates

Deliver high quality drone surveys at a global scale

Pilots

Sell more Inflights products, fly more and be more effective

Inflights Platform

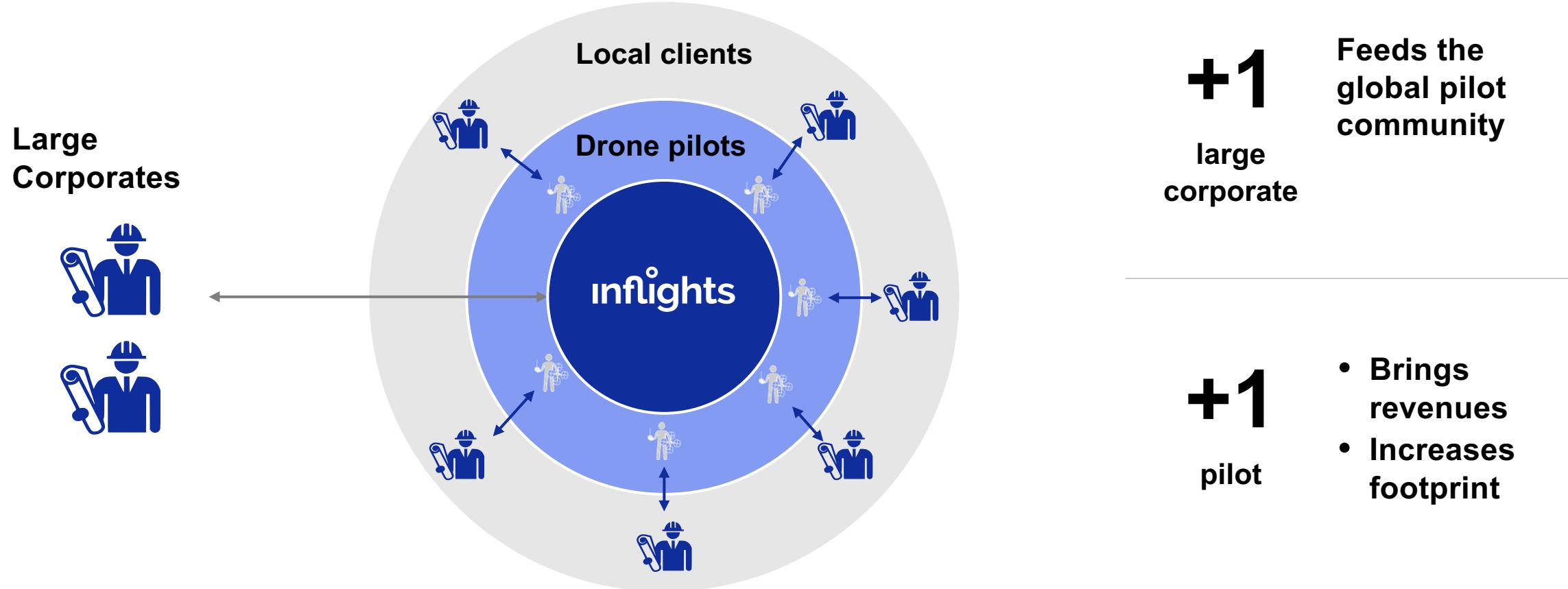
Key enabler is tech stack to address needs of pilots and large corporates

Global
pilot community

Processing
quality

Customer
experience

Building the global drone pilot community to better serve large corporates



Target of 1st investment achieved – 3x growth and stellar team

Key Numbers

7

Stellar team of 7 ready to be further increased

30

Countries where we have flown

1200

Pilots in network

3 x

Inflights Platform has reduced flight handling time

3 x

Sales growth in 2021 vs 2020 by adding 1 sales manager



What it proofs



Inflights can build and grow a **team**



Inflights **crosses borders easily**



Inflights has **distinctive asset to operate world-wide**



Inflights has **scalable business model**



Inflights sales team and model is working

A team with right expertise and grit to grow

Founder

**Hugo De Blauwe**

Founder and CEO

Why this is the best person for the job

- Passionate aerospace drone engineer
- Experience leading teams at McKinsey
- Co-Founder of Humasol

Tech

**Maarten Claes**

CTO

- Grew with DataCamp from 20 to 140
- Codes faster than his shadow
- Experience managing dev teams

Sales

**Christos Mansinakis**

Business Development

**Ana Turrado**

Business Development

- Hunger for leads and to close deals
- A real listener during client calls
- 10 years sales experience

Processing

**Wouter van Besien**

Survey engineer

**Zhanat Khabibullin**

Roof CAD modeling

- 10 years survey experience
- Naturally born for quality and precision work

Pilot operations

**Cezary Woźniak**

Pilot community manager

- Surveyor with drone flying experience
- Using processing experience to develop the flight plans

Advisors

**Bruno Vanderscheuren**

Founder Lampiris

**Adam Twidell**

Founder PrivateFly

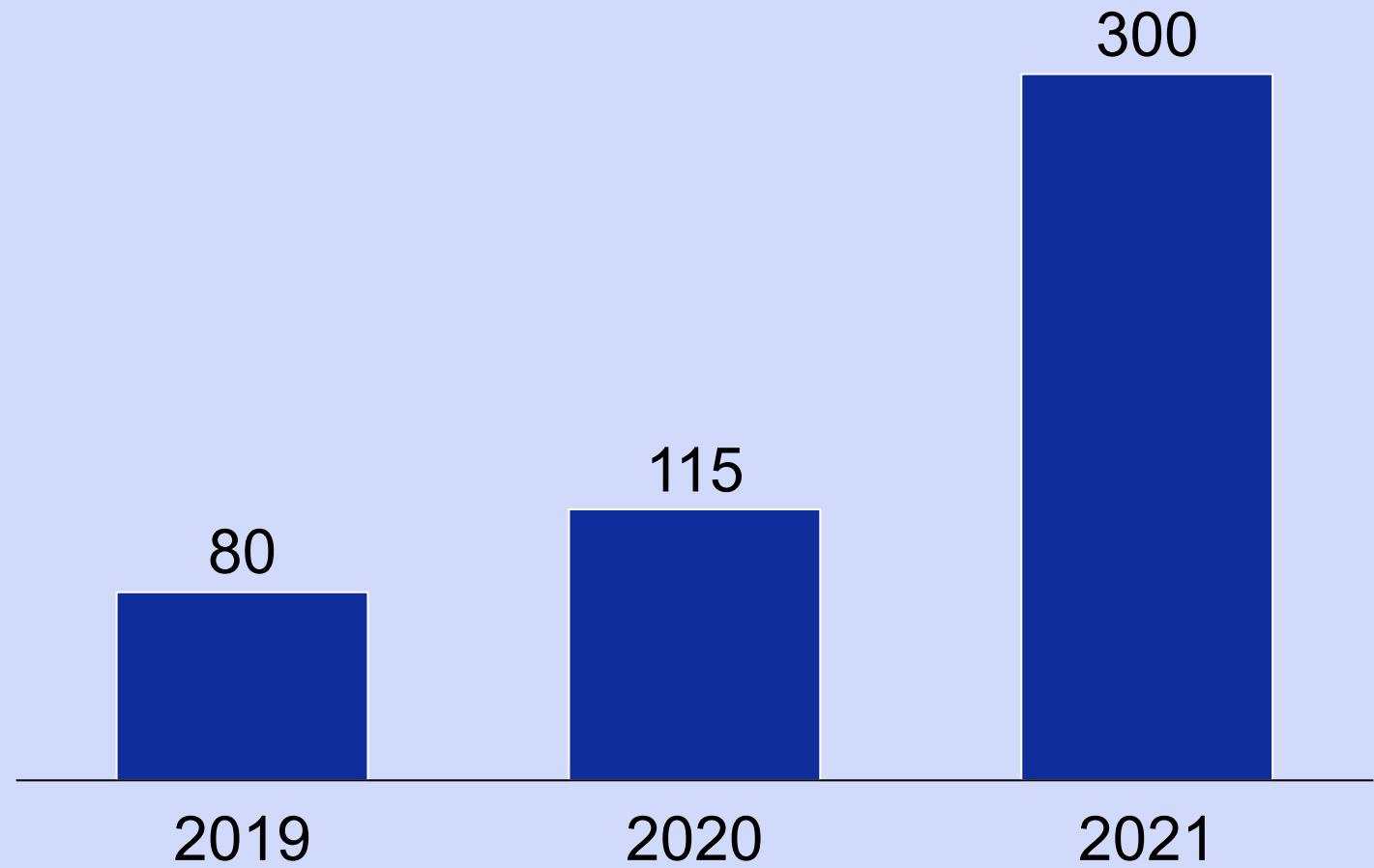
**Wes Turbeville**

Associate Partner at McKinsey

US Navy Fighter Pilot

**Sales have
grown 3 x**

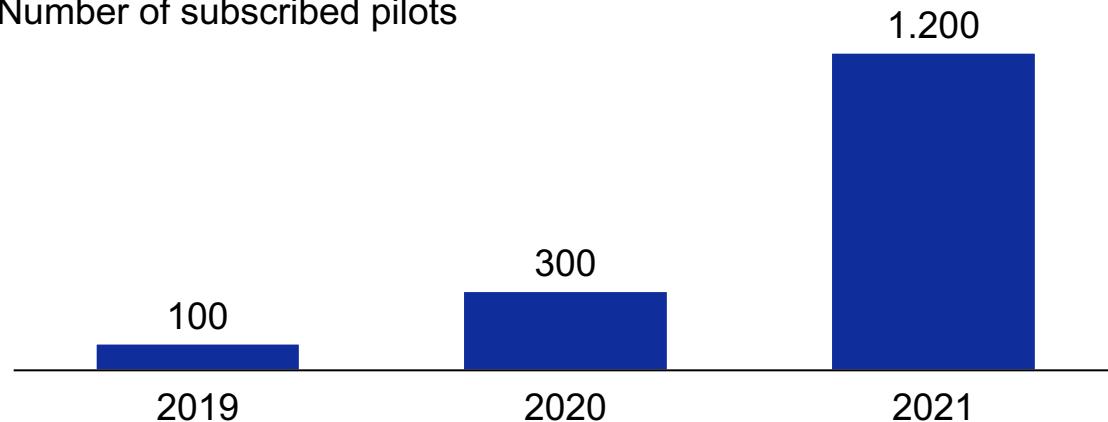
EUR Thousands



All important indicators have gone up

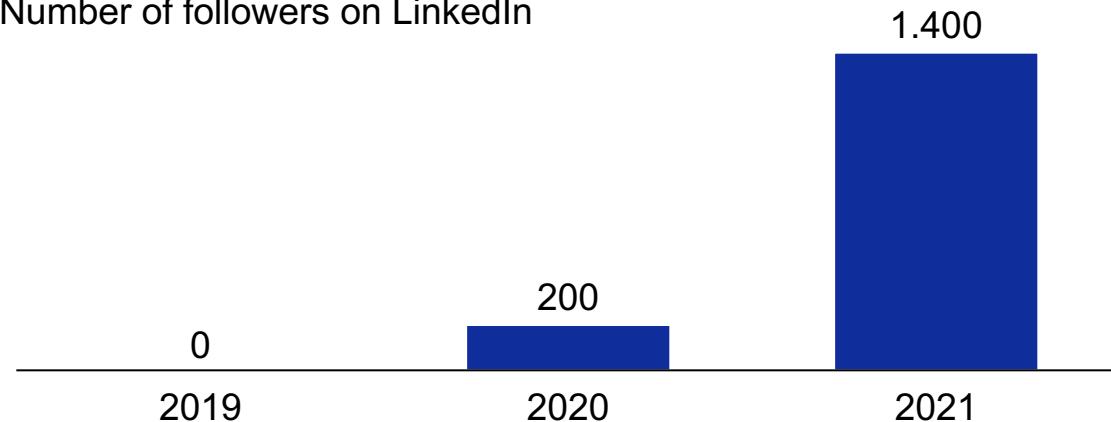
Pilot footprint has increased

Number of subscribed pilots



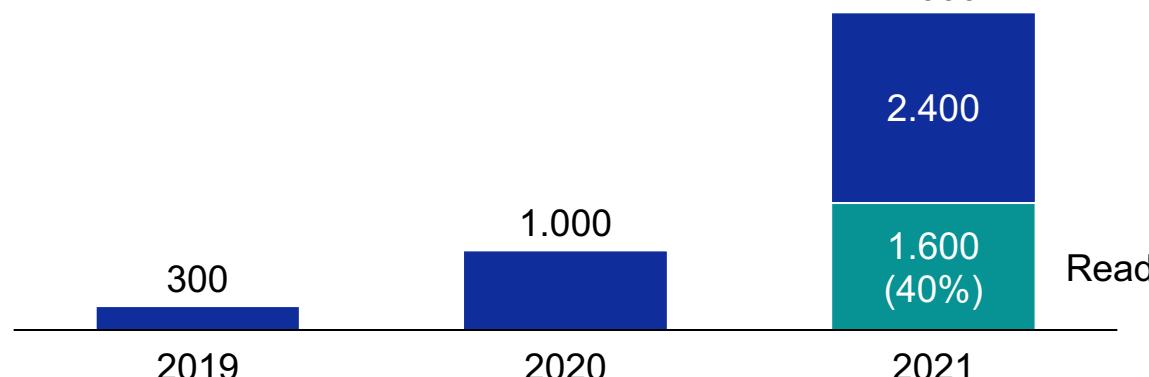
Our most important channel is LinkedIn

Number of followers on LinkedIn



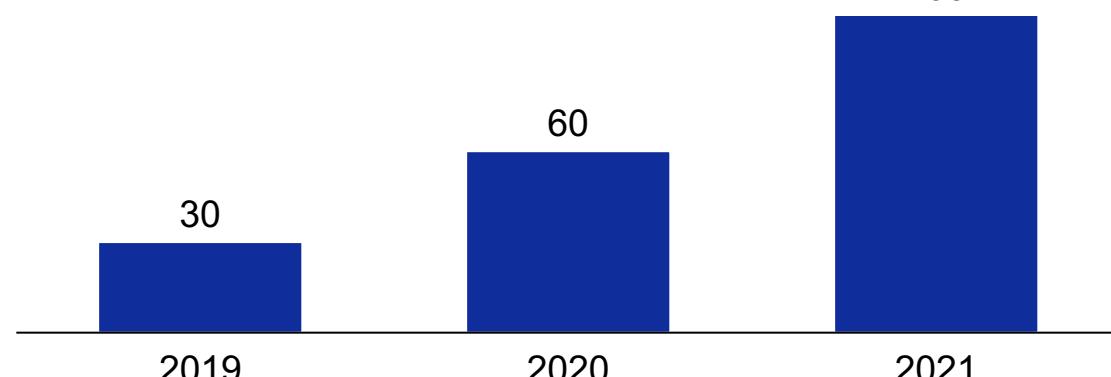
Our reach for marketing

Number subscribers to newsletter



Client usage has increased

Number of users with 1 order flight or more

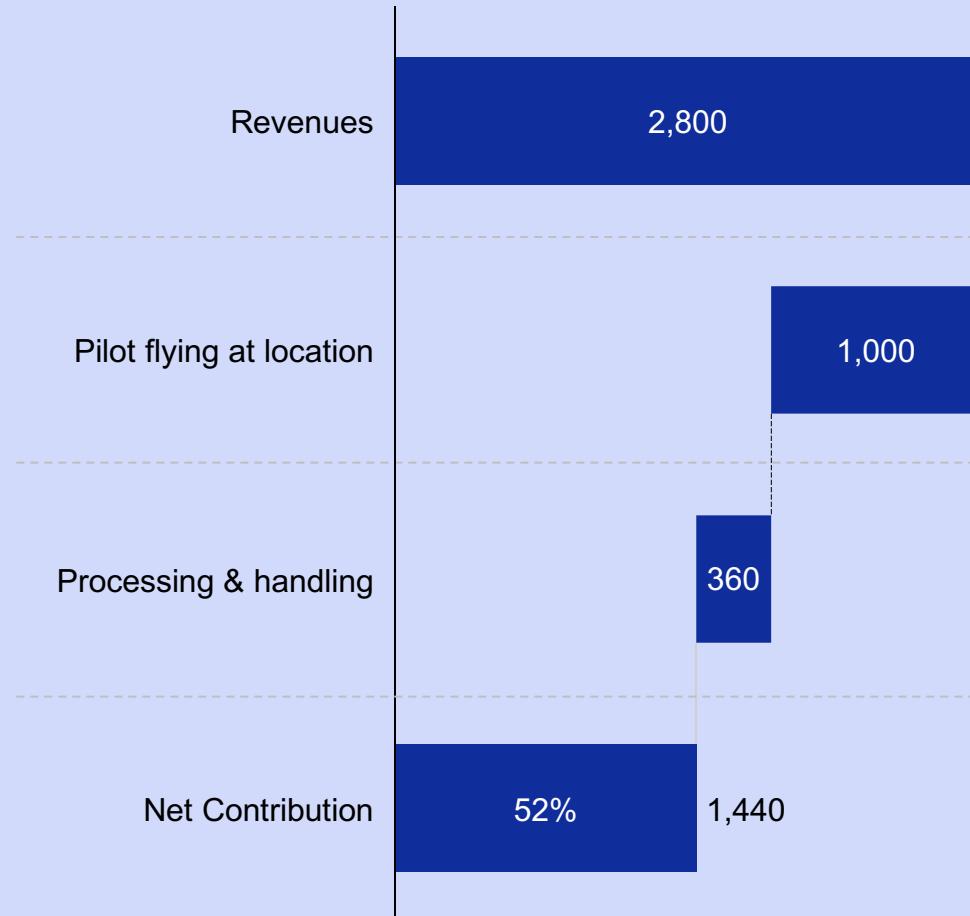


Products have a 50% margin

Selection of key products

Terrain CAD

EUR, Average profitability per flight



Roof CAD

EUR, Average profitability per flight

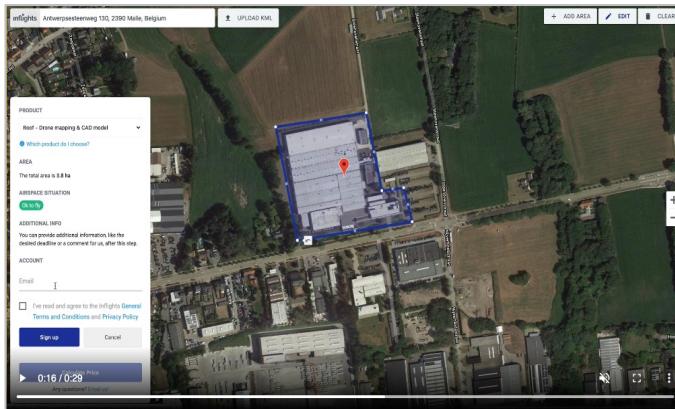
Competition – inFlights is well placed in the competitive landscape

	Why inFlights is better	Inflights	vs	competition	Example competition
Individual drone pilots	<ul style="list-style-type: none"> ✓ Clients need global/large reach ✓ Clients need quality assurance 	global 100%		100km ?	<ul style="list-style-type: none"> ▪ Large amount of small operators
Other tech (e.g. surveyors, LIDAR plane data)	<ul style="list-style-type: none"> ✓ Surveyor delivers less detail ✓ Surveyors are less productive ✓ LIDAR data not detailed enough 	1 cm 5 ha/hr 1cm		15 cm 1 ha/hr 25 cm	 <small>VERMEIREN FREDERIK LANDMETER-EXPERT</small> 
Clients trying to do drones in-house	<ul style="list-style-type: none"> ✓ inFlights accesses many drones ✓ inFlights has a better process ✓ inFlights has expertise on regulation, photogrammetry and surveying 	50 platform		1-3 email	 
Drone platforms	<ul style="list-style-type: none"> ✓ inFlights generates quick proposals ✓ Other platform have strategic focus on data processing only ✓ Other platforms have no niche focus 	5hr		2 days	    

Investment plant to become the backbone of drone surveying globally

1

Grow large corporations



Expand sales team to grow into new countries, focus on solar market

2

Build a global pilot community

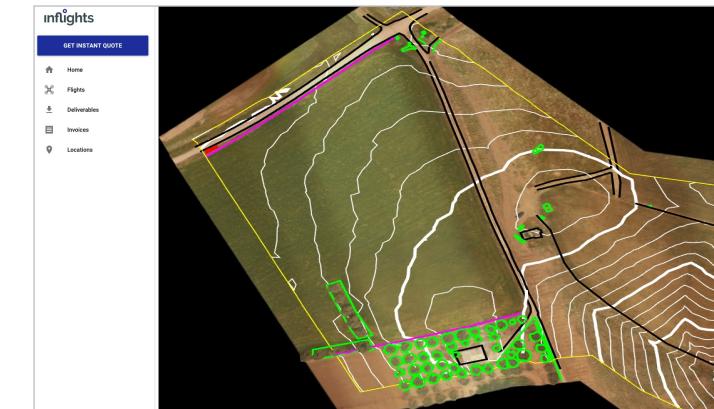


Build a strong relationship with pilots at a global scale

- Establish partnership with pilots as resellers
- Remain a go-to expert about drones
- Hire growth team
- Integrate pilot's challenges in roadmap

3

Improve Platform



Allow pilots to sell Inflight products
Processing-as-a-service on platform

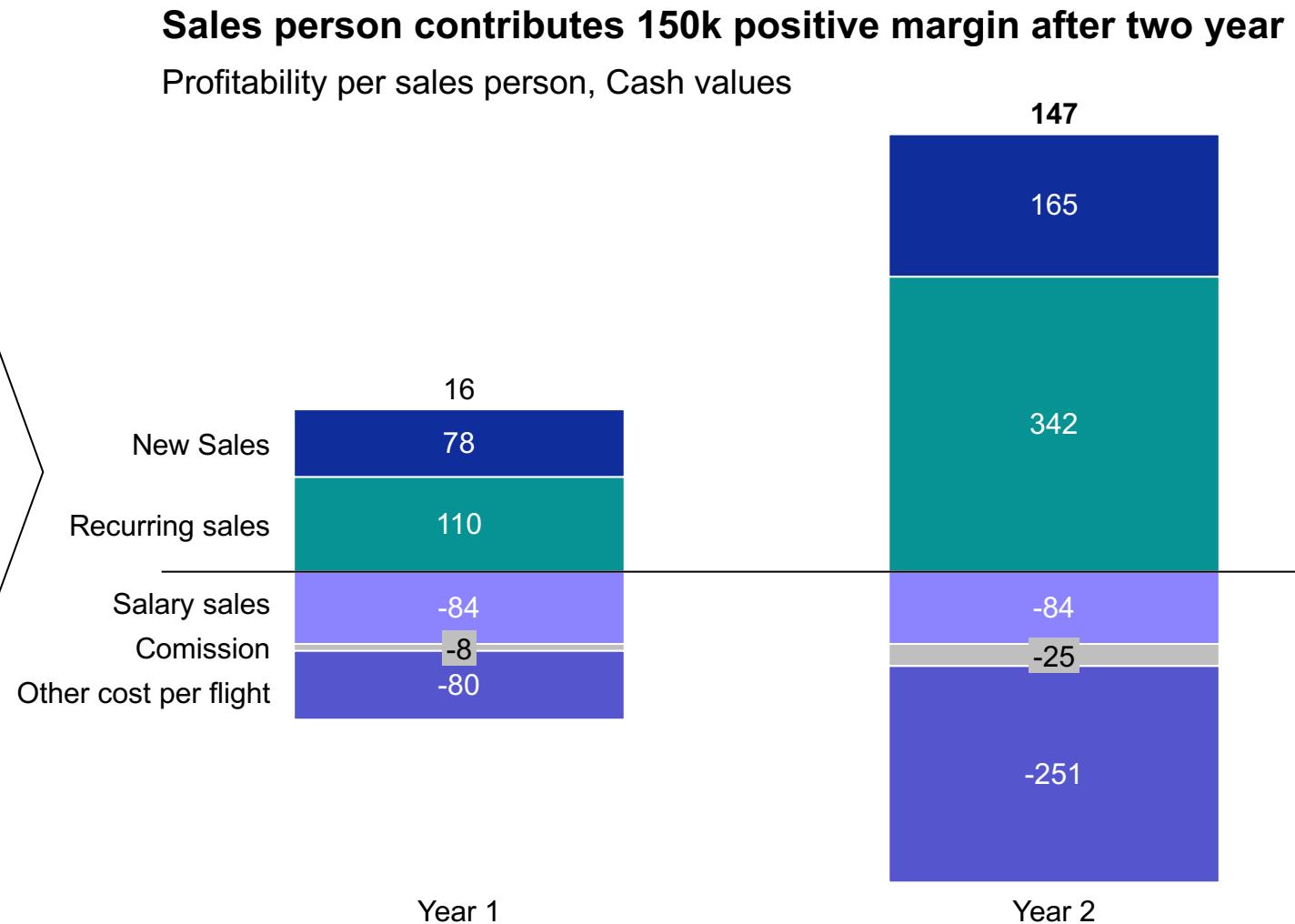
Automate the processing pipeline
Expand Processing team
Build Webviewer

1 A sales person pays himself after 6 months

EUR Thousands, Monthly

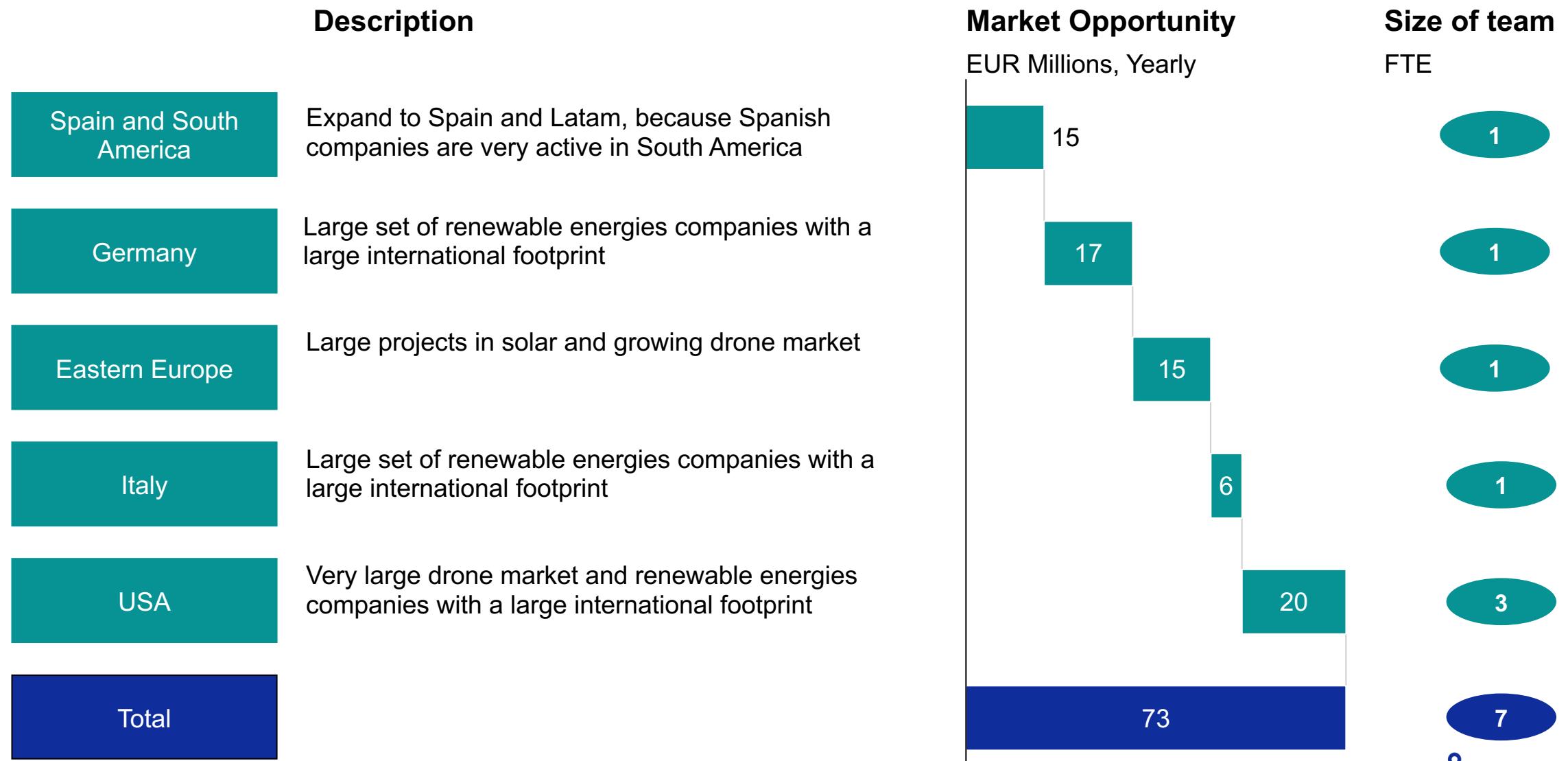
Key hypothesis based on historical achievements

- New sales per month evolving from 10k to 15k
- Total monthly target 50k
- First 3 months no sales during learning period



1 Expanding to new markets yields a 75 mln short term opportunity

Assessment of market opportunities, solar survey only



1 Remember – Solar is just the beginning

Bank on strong position in solar industry



Clear focus on solar is obvious

- Global footprint and quality of product are key selling factors
- We have found the secret sauce of the sales funnel

Overflow to other renewable energy projects



Use similar sales approach for other use cases

- Upselling in existing clients
- Bank on the experience of already done projects
 - Wind turbine projects
 - Hydro plants

Enter other verticals

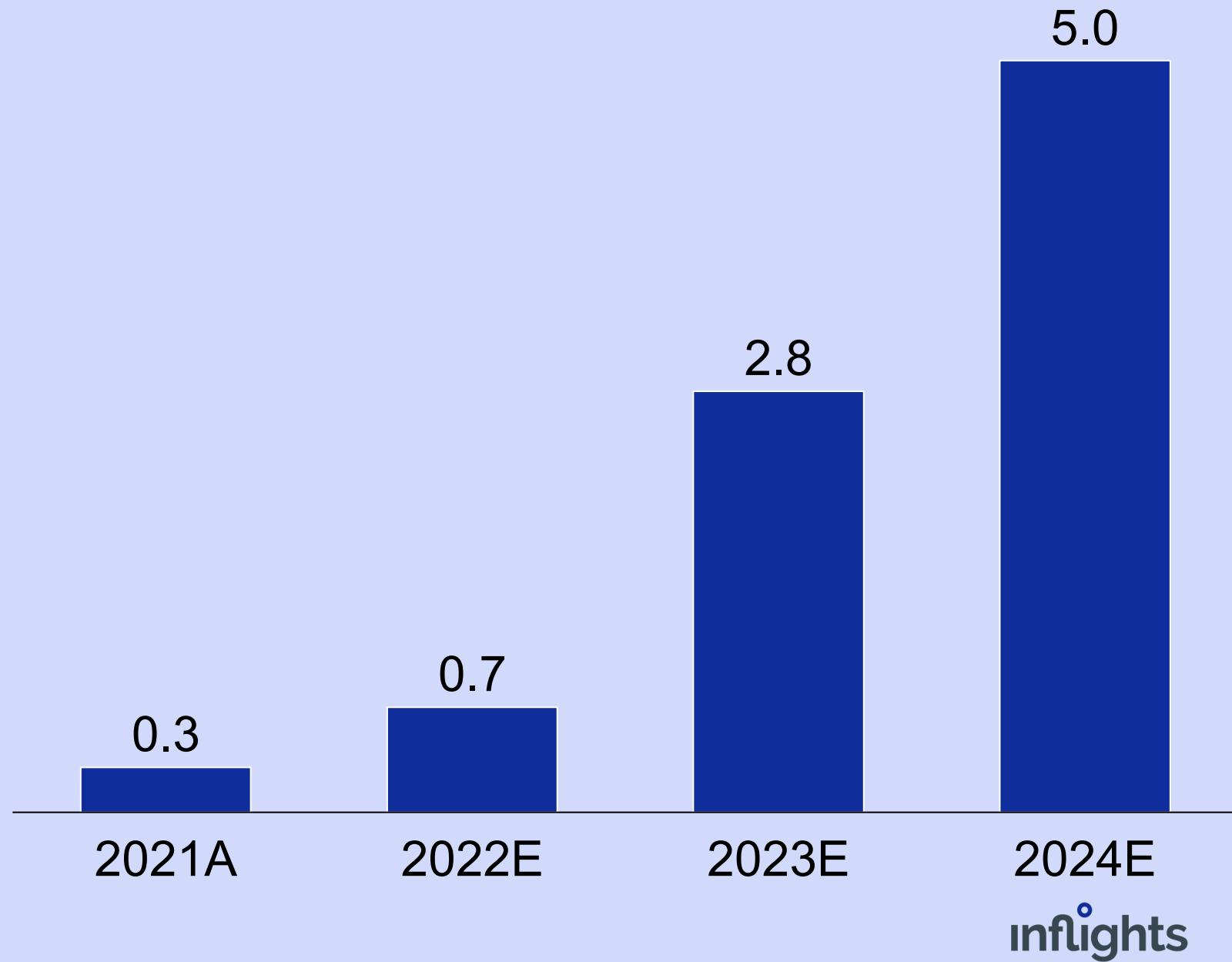


Roll out proven and new use cases in other industries

- Use similar B2B sales approach
- Bank on the experience of already done projects
 - Facades of buildings
 - Vegetation encroachment for power lines

1 We expect to reach 5 mln in 2024

EUR Millions, Sales



2 Building real partnerships with local pilots to have strong

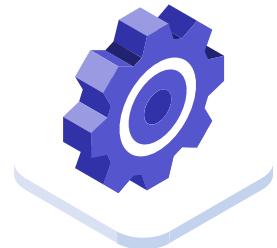


Pilots are typically small organizations with many challenges



Limited portfolio

Pilots do not always have the skills to process data into end products



Limited access to tech

New technologies (e.g. LIDAR) are expensive and not accessible



Limited skills

Training on how to do quality drone mapping not always available



Inflights will help pilots

- Resell products
- Rent LIDAR
- Training

3 Current technical stack is ready to be improved

Overview of technology and key features of the Inflights Platform

Current technical stack

- **Main Rails app**
 - Ruby on Rails, Typescript and React (40k lines)
 - PostgreSQL Database on AWS
 - Optimized upload module with 13 TB of file storage on AWS S3
 - API service to order flights
 - API integration with Airmap for Permit Checks
 - AWS EventBridge to publish events and extend app logic (e.g. Intercom CDP, trigger processing jobs)
- **Data checker**
 - Python API app (with flask, numpy, pandas)
- **Auto processor**
 - Python app with Photogrammetry libraries
 - Docker container via AWS Batch
 - Job processing triggered by AWS SQS Events

Upload KML ,mark you Area of interest or send coordinates via API

Automated price calculation & permit need

Automatically match and schedule pilot based on prearranged agreements

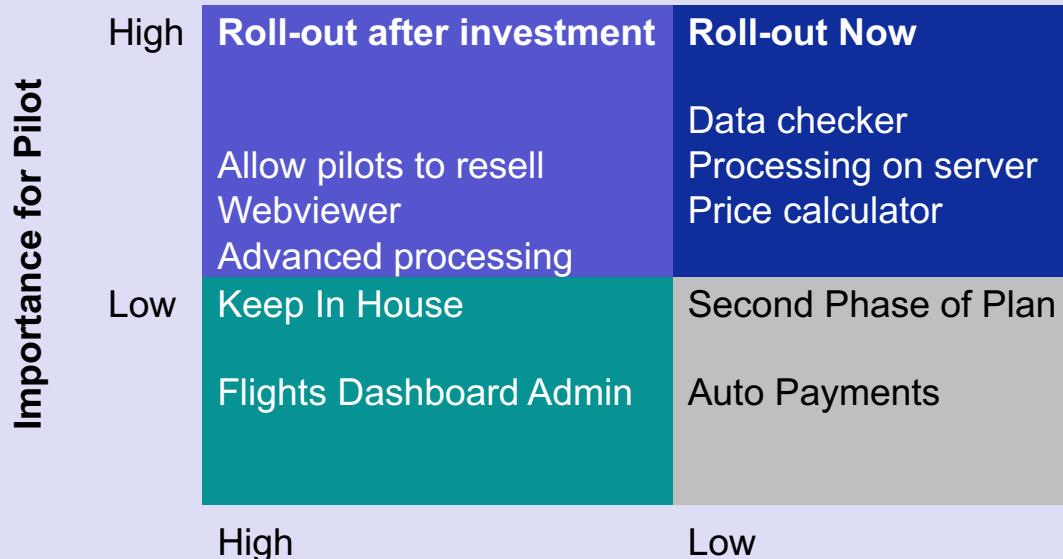
Automated data check of flight data before upload

Automated processing of photogrammetry

Share and view standardized deliverables

3 Making the Inflights Platform a source for more user engagement

Inflights has many tools and capabilities that can be useful for pilots, and many more should emerge



Effort needed to roll out

Pilot engagement will increase

- More trust when we assign missions
- Better prices
- Incentive to complete profile
- Pilot can sell more

An aerial photograph of a European city street. On the left, there's a large building with a green roof and a smaller one with a blue-green facade. The street has a mix of asphalt and red-paved sections. A large area of trees with autumn foliage (yellow, orange, and green) lines the right side. In the background, more buildings and a parking lot are visible.

For more information

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