UAVIA
THE INTERNET OF DRONES

#AI #EDGE-COMPUTING #DATA

#HARDWARE AGNOSTIC

#CLOUD-PLATFORM

#ENTREPRISE SW

#INDUSTRY4.0

#DEEP-TECH

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Entreprise-Grade robotics data platform

Scale-up data capture and analysis by drones.

TECHNOLOGY PROVIDER
… to every worker's hands

We've created the industry 4.0 SW platform that brings drones into every worker's hands, without them having to leave the office.

Uavia Robotics Platform enables smart, collaborative operation of autonomous drones harvesting data and processing them into high-value insights.

We redefine how drones get involved in daily industrial operations.

Return to dashboard

Luc Clément
810T-2

0.9 km/h

15.0 m

Remaining : 05m59s

![UAVIA ROBOTICS PLATFORM]

A unified environment for the whole data life cycle

Mission scheduling

**Multi-drone, multi-user preparation
for more efficient data collection**
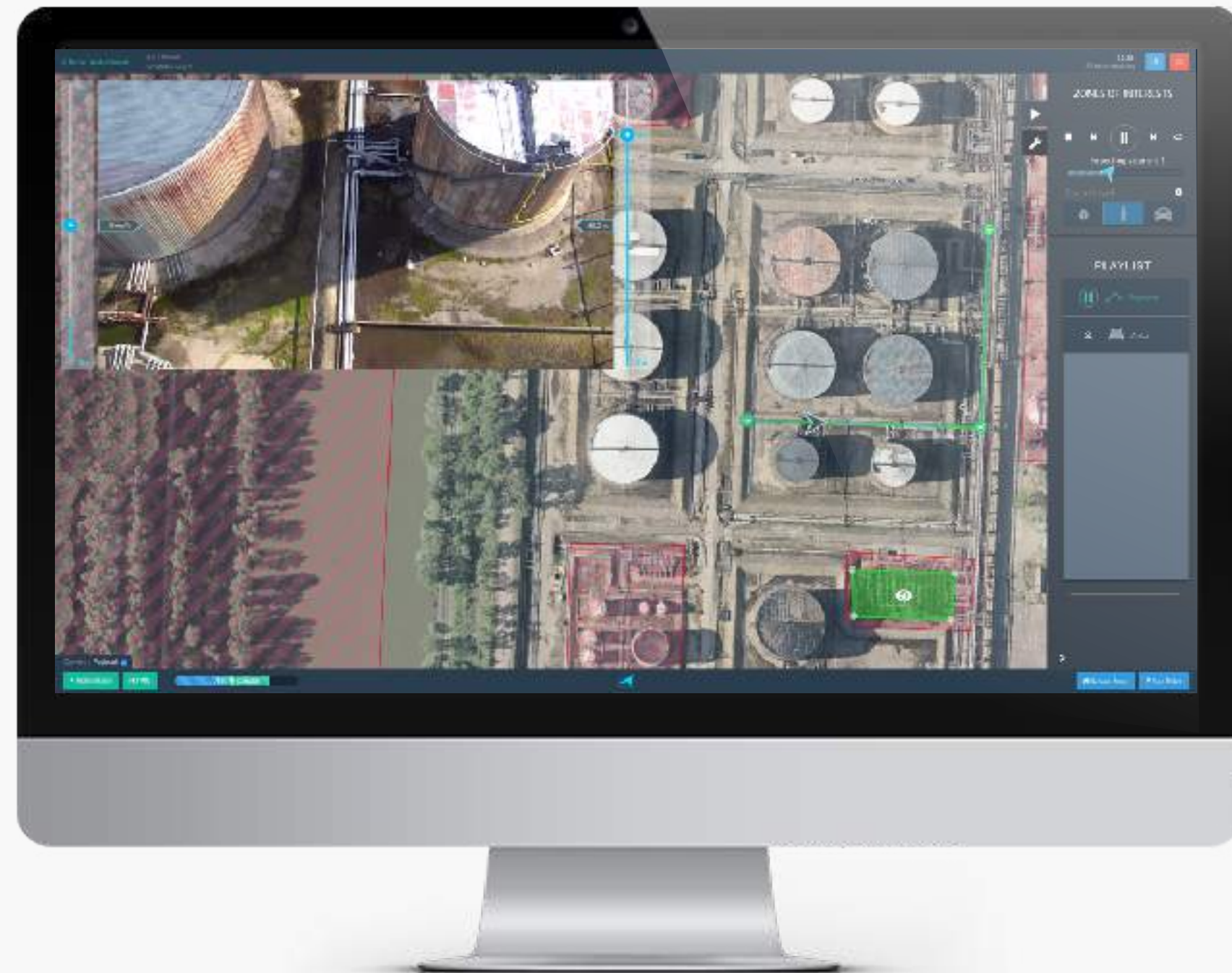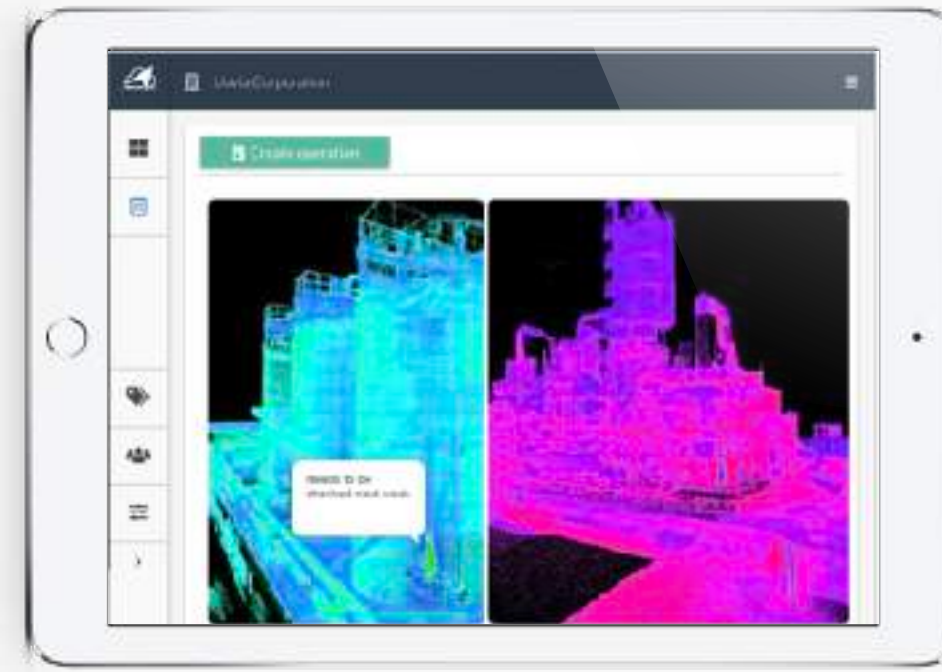
Collaborative Operations

**100% remote, complete abstraction of
drones specificities and complexity**

Instant analytics

**Machine Learning Models "on the fly"
conversion for Edge Computing on the drones**

Annotate, Archive, and Search
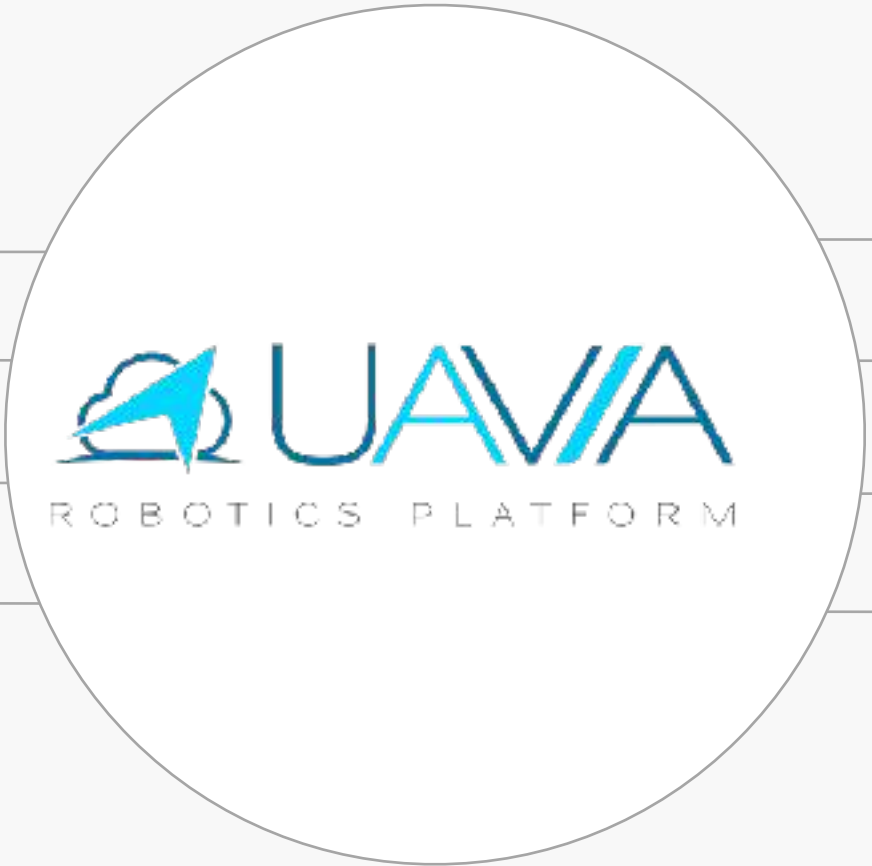
**Replay all dated missions and keep track of
conformity**

50+ sites   5+ drones models   10+ use cases

A SINGLE IT PROJECT

John F. : *Analyst*
Paris, France

Bayport, Texas,
USA

HARDWARE AGNOSTIVITY

Shetland,
United Kingdom

Tuas,
Singapore

A collaborative Entreprise-Grade SW platform enabling autonomous drones usage in daily operations

Laurent B. : *Site supervisor,*
Lyon, France

Lyon,
France

Martial M. :
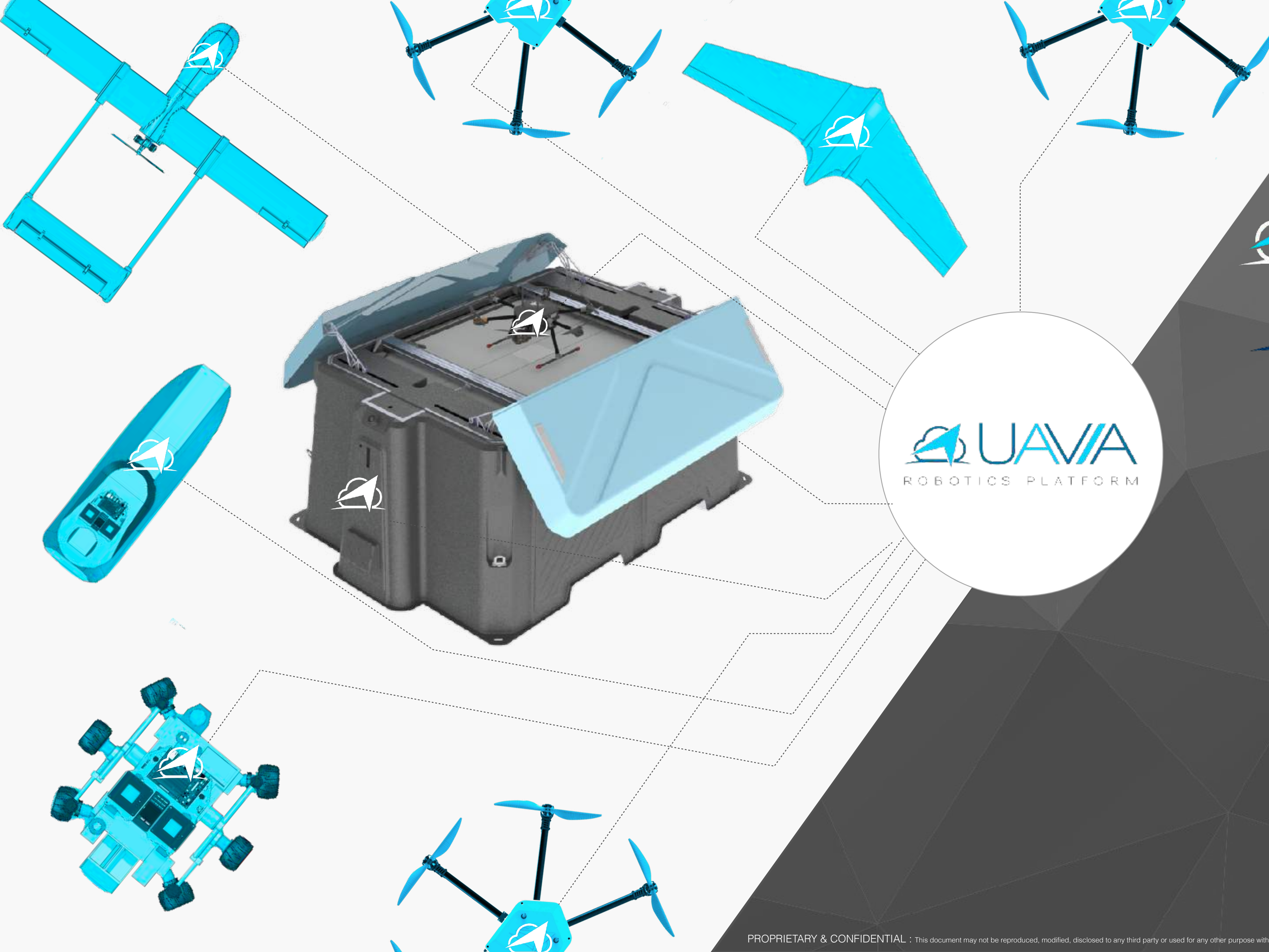*Intervention Crew*
Lyon, France

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UNDERLAYING DEEP TECH

At the edge of our platform, we've embedded our A.I. in the drone
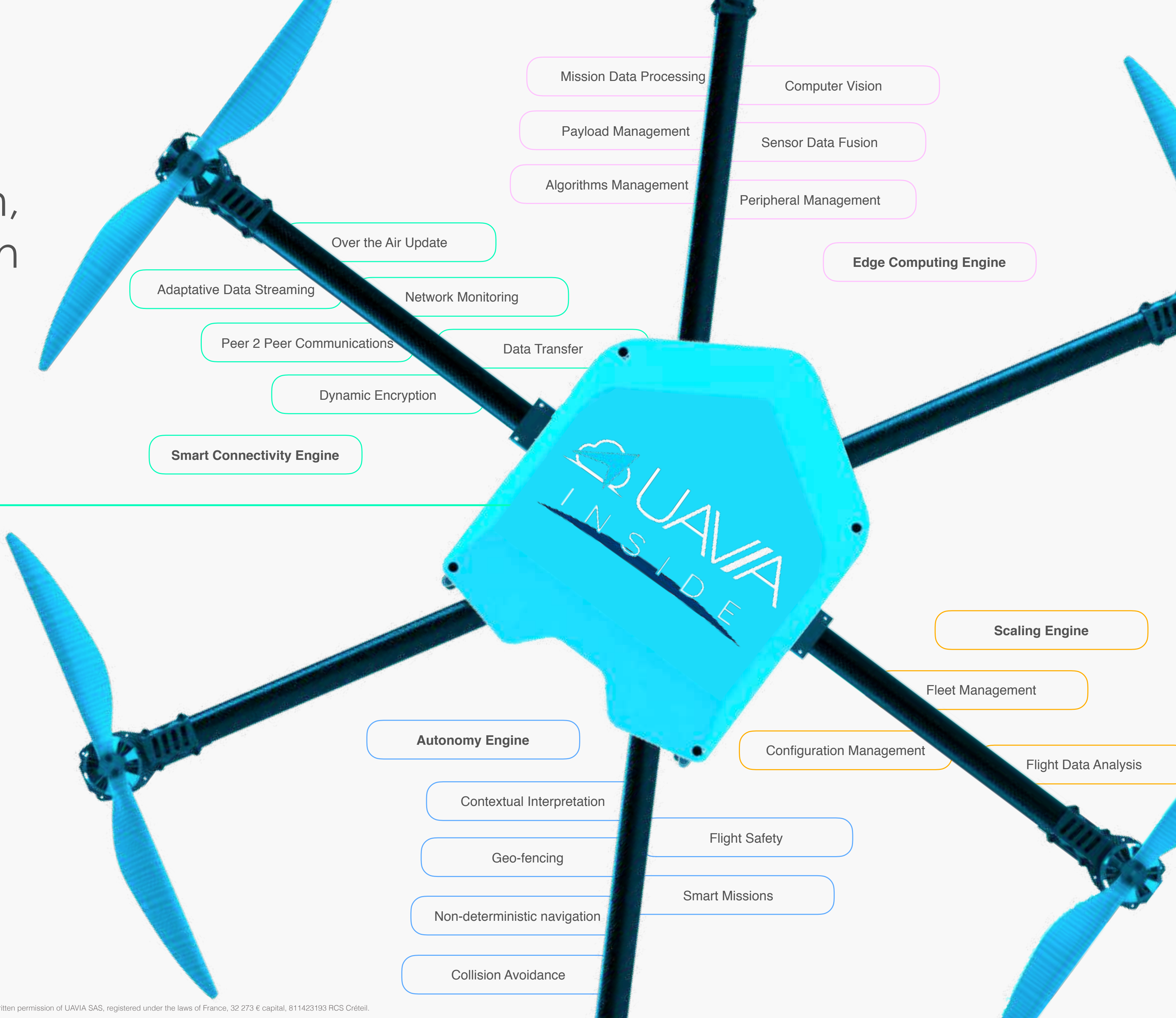
Uavia's proprietary operating system *DroneOS* is a multi-agent architecture base on A.I., allowing drones to take their own decisions to complete their mission safely and analyse data in real time.
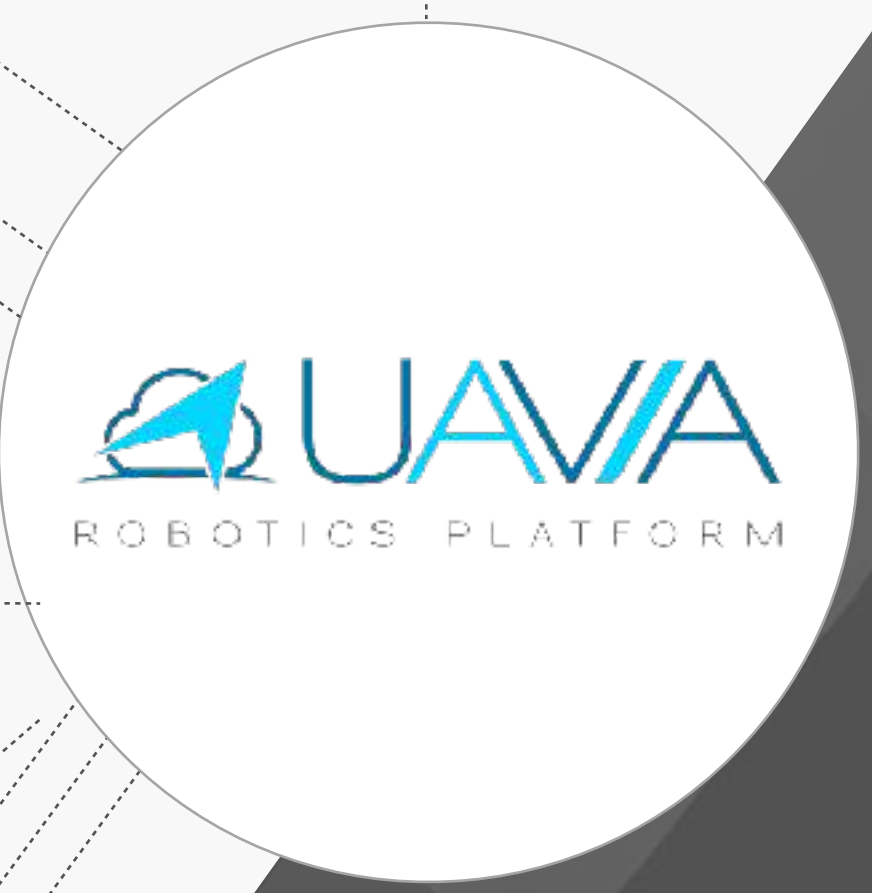
UAVIA INSIDE

Mission Data Processing

Computer Vision

Payload Management

Sensor Data Fusion

Algorithms Management

Peripheral Management

Edge Computing Engine

Over the Air Update

Adaptative Data Streaming

Network Monitoring

Peer 2 Peer Communications

Data Transfer

Dynamic Encryption

Smart Connectivity Engine

Scaling Engine

Fleet Management

Autonomy Engine

Configuration Management

Flight Data Analysis

Contextual Interpretation

Flight Safety

Geo-fencing

Smart Missions

Non-deterministic navigation

Collision Avoidance

UAVIA

UAVIA
ROBOTICS PLATFORM

*E*mbedding autonomy and connectivity into mobile robots fleets of large industrial operators

Instantaneous compatibility with Uavia Robotics Platform.

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![UAVIA ROBOTICS PLATFORM]

Our platform and technology is now validated by Tier 1 operators and already generating **value** on a **wide range** of use cases

We successfully deployed our solutions. Uavia Robotics Platform can now be used daily by intervention crew and maintainers on major industrial sites.
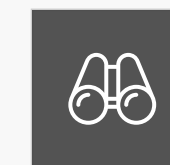
Crisis management

Decision makers remotely collaborate on emergency situations while intervention crew gain better situation awareness.
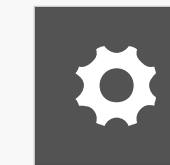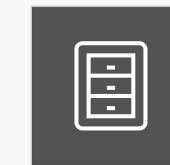
Maintenance (routine, and predictive)

Daily collection of data on critical assets help maintainers smartly plan their field work and visualize urgent abnormalities.
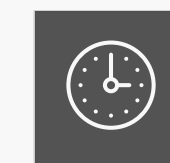
Remote diagnosis

Uavia Robotics Platform reduces down-time of critical infrastructure.

Compliance

Our solutions help fulfill the regular checks needed for regulatory compliance.

Real-time detection

Edge computing turns drones into primary sensors able to trigger alarms.
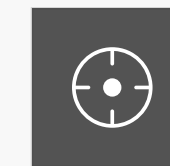
Sensitive site security

Increased reactivity offered by on-site robotics makes doubt removal more efficient.
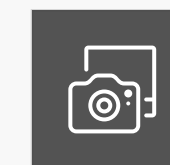
Digital asset supervision

3D reconstruction to réconcilie BIM or « digital twins » with reality, or to calculate inventories

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ENTREPRISE OR SAAS BUSINESS MODEL

ENTREPRISE DEPLOYMENT

Tri-annual group license (200 to 400K€)
+ sites options (40K / year per site)

SAAS Solution

Launch in S1 2021 for Services Companies or Drones Companies : per drone registered to the platform (20K€ / year)

Setup and deployment fees & change management scaled through partnerships with consulting firms.

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Energy Oil & Gas, Chemical Industry
Sensitive Sites

Construction & Mining
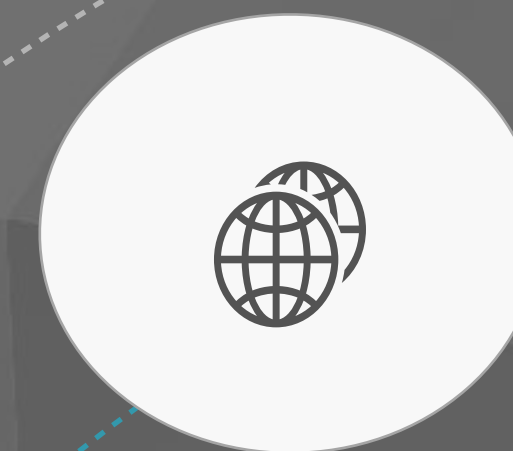
Electrical Infrastructure

Blue Innovation

Ready to address markets in demand of an Entreprise-Grade robotics platform

We build a world-class ecosystem supporting our business

Drone Manufacturers

Consulting & Integrators

Chipsets Providers
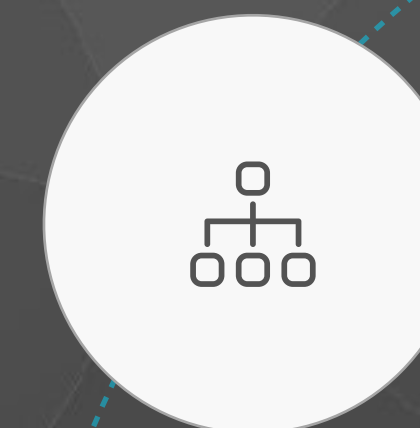
Data Science Platforms

UAVIA
ROBOTICS PLATFORM

POSITIONED AS A UNIQUE DEEP-TECH SUPPLIER IN THE ROBOTISATION OF INDUSTRIAL OPERATIONS ARENA

EXCELLENCE IN DATA MANAGEMENT / SCALABILITY / CYBERSECURITY

- Entreprise-Grade Robotics Data Platform

- Cybersecurity audited

- Distribution of simultaneous streaming proven

- Micro-services containerized architecture

- Ready for best-of-breed entreprise infrastructures deployments

AI EXPERTSE RECOGNITION

- Smart Communication Engine (patent granted) reducing latency and securing operations

- Autonomy Engine (patent pending) for dynamic autonomous navigation by the robot

- Edge Computing Engine with automated conversion of Machine Learning Models for embedded super-computers

The trend is now here for advanced drones usages

- Maturing ecosystem
- Presence of multiple actors for each sub-segment
- As happened with IOT, Tier One Operators need a unified solution to benefit from these converging technologies

Data pure players

Pix4D CH/3m€

Augmented services

DroneDeploy US/56m$ | **Sterblue** US/2m$ | **SKY-FUTURES** UK/13m$

Hardware & data services

SKYCATCH US/46m$ | **DELAIR** | **dji**

Proprietary autonomous solutions

AIROBOTICS IL/101m$ | **PERCEPTO** IL/72m$ | **Skydio**

Proprietary automated hardware

NIGHTINGALE SECURITY US/9.6m$ | **AZUR DRONES** FR/20m€ | **H3Dynamics** SG/13m$
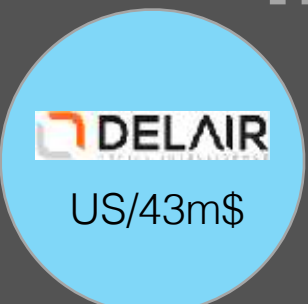
Autonomous technology pure players

Unmanned life UK/10m£ | **CAPE** US/10m$ | **auterion** CH/10m$

We take a strategic & central place, widely opened but with key barriers to entry.

- One unified Entreprise Platform for Drone Data.
- Both hardware-agnostic and use-case agnostic
- Unique patented cloud control technology
- Data sovereignty from data collection to business value.

	Focus	Ecosystem	Real-time collaboration	Edge computing	A.I.-based autonomy
(Uavia)	EU with global footprint customers	Open	✓	✓	✓
auterion CH/10m$	Europe	Open	✗	✓	✓
AIROBOTICS IL/101m$	US, Israel, Australia	Closed HW specific	✓	✗	✗
PERCEPTO IL/27m$	Israel, EU	Closed HW specific	✗	✓	✓
DELAIR US/43m$	US, Australia	Uavia platform compatible	✗	✗	✗
SKYCATCH US/46m$	US, Australia	Closed	✓	✓	✗
AZUR DRONES FR/20m€	Europe	Uavia Inside Partner	✗	✗	✗

Making this **vision** come true

Pierre Vilpoux
Chairman & CEO

Customers Operations
& Strategic Alliances

Luc Clément
Co-founder & VP engineering

Platform & Data

Pierre Pelé
Co-founder & CTO

Intelligent Robotics

Fabien Tavernier
VP Sales

Business Development & Channels

Jean-Baptiste Dementhon
VP Strategy

Ecosystem alliances & IP strategy

We now have an exceptional window of opportunity to anchor our technological advance following Tier1 Industrial Operators Validations

Covid19 highlights the need for UAVIA solutions, team ready to execute efficiently post-crisis acceleration plan (2020 projects only postponed)

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	2020 Covid	2021	2022	2023
Revenue Target	€492 533	€1 130 000	€3 950 000	€8 870 000
Expenses	€1 951 656	€3 571 418	€5 979 200	€7 129 600
Ebit	-€941 398	-€1 702 727	-€961 350	€2 685 400

Expenses Plan : investing in talents, targeting excellence & leadership

2021-2022

44% : R & D (Roadmap, SAAS, IP, Uavia Inside Plug & Play, DevOps)

38 % : Marketing & Sales (Business teams, Alliances, Communication, was 24%)

18% : Other Expenses

2019 achievements :

- Two major Customer engaged (TOTAL & TechnipFMC)

- 3 Uavia INSIDE partners initiated

- Orders for Final Solutions pilots for 2020 (TOTAL & TechnipFMC)

2020 Achievements

- minimize Covid19 impact, and market positively our "crisis period" unique capabilities

- engage multi-annual / multi-sites negotiation with TOTAL

- Establish qualified pipe and prepare post covid transformation & execution

2021 Objectives

- Engage Channels and to co-address deal flow together

- Establish partnerships and develop the ecosystem

- Launch URP SAAS offering for Drone Manufacturers and Services providers

- Revenues above 1M€ & validation of 2022 objective

CLEAR KPIs TARGETED BY END 2022 TO ADDRESS WW SCALE UP

• 20 entreprise solution customers including :

    3 major references in Energy sector

    2 major references in Construction and mining

• 8 Drones Suppliers partners incl 1 Tier1

• 10 SAAS customers including 4 Services Companies

• 4 validated Channels Partners

• 4 Patents pending incl 2 granted

• Team of 30 world class engineers / PHDs to illustrate our Deep Tech

    positioning

• Achieve > 3M€ Revenues and > 4M€+ orders on hands in 2022

We're **now** looking for our **next** partner.

4 to 5 m€ Series A

+1M€ non dilutive financing planned

We are a deep-tech startup developing unique SW building-blocks for robotisation of industrial operations

After Tier 1 Operators validations and maturing ecosystem, it's the right time to accelerate our technology advance and take a leading business position.

SERIES A

Proposed Investment

- Finances runway to reach milestones set for end 2022
- Engage customers to **multi annual or perpetual licences contracts**
- **Develop an IP portfolio demonstrating our unique deep-tech positioning in the sector**
- Launch and develop further *UAVIA Inside Program* to reach "plug and play" status and **SAAS offering** to complete our Enterprise licence model
- Develop Channels and partnerships to multiply access to market
- Staffing with seniority to deliver R&D roadmap, engage and support key accounts and partners

![UAVIA]

Following Tier 1 Operators validations of UAVIA Technology and with a maturing ecosystem, it's the right time to take a leading business position while accelerate our technology advance.

[Read Dec 2020 PR Here](#)

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📞 **+33 6 31 08 49 90**

✉️ **pierre.vilpoux@uavia.eu / CEO**

f facebook.com/uavia

🐦 @UaviaDrones

USE OF PROCEEDS / HIRING PLAN 2021 - 2022

End 2021: + 18 (20 to 38)

R&D : + 11 (16 to 26)

+5 in Embedded team (7 to 12)

+5 in Web & Data (5 to 10)

+1 in Robotics (3 to 4)

BUSINESS & ALLIANCES : + 6 (2 to 8)

+4 in Customers Operations

+2 in Alliances

MARKETING : +1 (1 to 2)

+1 in Communication

OTHERS : +1 (1 to 2)

+1 in UAV Regulation & Support (0 to 1)

End 2022 : + 11 (38 to 49)

R&D : + 4 (26 to 28)

+2 in Embedded team (12 to 14)

+2 in Web & data team (10 to 12)

BUSINESS & ALLIANCES : + 4 (8 to 12)

+2 in Customers Operations

+1 in Alliances

+1 in Sales Admin

MARKETING : +2 (2 to 4)

+1 in Product Mgt

+1 in communication

OTHERS : +1 (1 to 2)

+1 in accounting / HR (0 to 1)

A multi Billion market opportunity for ENTREPRISE & SAAS ROBOTICS PLATFORMS SOLUTIONS

Market segment	France	Europe (est)	Worldwide (est)	Potential R.O.I.	Price sensitivity	Market Maturity
Sensitive industrial sites (SEVESO, oil & gaz / chemicals..)	1224	10000	29000	High	Medium	Good to High
Other industrial sites	9000	50000	180000	Medium	Medium	Low
Electrical substations (most critical)	1231	12700	47000	Low	High	Low
Large industrial construction sites & open-pit mining	300	4500	55000	Medium	High	Good
Public safety	200	3000	10000	Medium	Medium	Good
Maritime transport			55000	High	Low	Good
Offshore Oil & Gas			1327	High	Low	Good to High
UAVIA ADDRESSABLE MARKET IN K€ (20K€ / YEAR / SITE after maturity)	**239 100**	**1 604 000**	**7 546 540**			

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ACTUAL PIPE : Named Accounts

Deal Name	Deal Stage	Close Date	Execution Date	Amount	Total	(%)	CA pondéré 2021	Total pondéré	Nombres sites potentiel 2025	Nombres drones potentiel 2025
1- BUSINESS DVPT					**445 000 €**			**219 000 €**		
Bolloré Transport & Logistics - POC	Qualifié pour acheter - Démo effectuée	Q2	Q3	30 000 €		50%	15 000 €		10	
EPC Groupe - POC	Proposal discussion	Q1	Q2	30 000 €		80%	24 000 €			
Altran - POC 5G NOS	Proposal discussion	Q1	Q2	35 000 €		100%	35 000 €		50	
Assystem - POC EDF	Proposal discussion	Q2	Q4	50 000 €		40%	20 000 €		20	
Ocean Atlantic Petroleum - Projet Angola*	Qualifié pour acheter - Démo effectuée	Q2	Q4	60 000 €		40%	24 000 €		10	
Vinçotte	Qualifié pour acheter - Démo effectuée	Q2	Q3	50 000 €		50%	25 000 €			
Bureau Veritas	Proposal discussion	Q3	Q4	40 000 €		40%	16 000 €			
Ministère de l'Intérieur - Expérimentation bulle LTE	Proposal discussion	Q3	Q4	100 000 €		40%	40 000 €			
Schlumberger - POC	Qualifié pour acheter - Démo effectuée	Q2	Q4	50 000 €		40%	20 000 €			10
					470 000 €			**139 000 €**		
Air Liquide - POC	Proposal discussion	Q2	S2	50 000 €		30%	15 000 €		10	
Saipem - POC	Qualifié pour acheter - Démo effectuée	Q2	S2	100 000 €		30%	30 000 €		10	
Exxon Mobil Corporation - POC	Qualifié pour acheter - Démo effectuée	Q2	S2	100 000 €		30%	30 000 €		30	
Eni - POC*	Qualifié pour acheter - Démo effectuée	Q2	Q4	50 000 €		30%	15 000 €		20	
Orano - POC	Proposal discussion	Q2	Q4	20 000 €		20%	4 000 €		5	
SGS - POC Oil & Gas (Italie)	Qualifié pour acheter - Démo effectuée	Q2	Q3	50 000 €		30%	15 000 €			
Suez - POC	Qualifié pour acheter - Démo effectuée	Q2	Q3	50 000 €		30%	15 000 €		5	
CNR	Qualifié pour acheter - Démo effectuée	Q2	Q3	50 000 €		30%	15 000 €		2	2
AUTRES PROSPECTS					**450 000 €**			**70 000 €**		
Tereos	Contacté	Q3		100 000 €		25%	25 000 €		5	
Dangote Group	Contacté	Q2		100 000 €		10%	10 000 €		5	
Engie - POC	Contacté	Q3		50 000 €		10%	5 000 €		5	
LafargeHolcim - POC	RDV fait	Q2		50 000 €		20%	10 000 €		5	
Eramet - POC	Contacté	Q4		50 000 €		10%	5 000 €		10	
CEA - POC Marcoule	RDV fait	Q4		25 000 €		20%	5 000 €		3	
GSE	RDV fait	Q3		25 000 €		20%	5 000 €		5	
Colas - POC	Contacté	Q3		50 000 €		10%	5 000 €		5	
PIPE business dvpt		**1 365 000 €**								
Forecast Business Dvpt actualisé / pondéré		**428 000 €**								
2- GROUPE TOTAL					**485 750 €**			**389 150 €**		
Licence Groupe (3 years)	Proposal discussion	Q1		302 000 €		80%	241 600 €			
Licence site 1 Feyzin (annual)	Proposal discussion	Q1		28 000 €		80%	22 400 €		50	
set up site 2	Proposal discussion	Q3	Q4	29 000 €		60%	17 400 €			
Projet CED Italie	RDV fait	Q1	Q2	35 000 €		80%	28 000 €			
projet Auséa	RDV fait	Q1	Q2	32 000 €		100%	32 000 €			
support TOTAL	RDV fait	Q1	Q1	29 750 €		100%	29 750 €			
loc matériel	RDV fait	Q1		30 000 €		60%	18 000 €			
3- GROUPE TECHNIP					**260 000 €**			**151 550 €**		
Licence Groupe (3 years)	Proposal discussion	Q3	Q4	200 000 €		55%	110 000 €		20	
Licence chantier 1 Ynsect	closed	Q1	Q1	19 000 €		100%	19 000 €			
Licence chantier 2	Contacté	Q3	Q4	12 000 €		55%	6 600 €			
Setup Chantier 2	Contacté	Q3	Q4	29 000 €		55%	15 950 €			
PIPE clients existants		**745 750 €**								
Forecast clients existants actualisé / pondéré		**540 700 €**								
4- OFFRE SAAS - SERVICES PROVIDERS					**48 000 €**			**24 000 €**		
Vinçotte	contacté	Q3	Q4	18 000 €		50%	9 000 €			10
Brureau Veritas	contacté	Q3	Q4	12 000 €		50%	6 000 €			20
EPC	Contacté	Q3	Q4	9 000 €		50%	4 500 €			10
SGS	contacté	Q3	Q4	9 000 €		50%	4 500 €			20
5- OFFRE SAAS - DRONE MANUFACTURERS					**40 000 €**			**20 000 €**		
AZUR DRONE	contacté	Q2	Q3	16 000 €		50%	8 000 €			50
DRONE VOLT	contacté	Q3	Q4	8 000 €		50%	4 000 €			50
HEXADRONE	Contacté	Q3	Q4	8 000 €		50%	4 000 €			20
FLYABILITY	Contacté	Q3	Q4	8 000 €		50%	4 000 €			50
PIPE offre SAAS		**88 000 €**								
Forecast offre SAAS actualisé / pondéré		**44 000 €**								
GLOBAL PIPE 2021		**2 246 750 €**							**TOTAL 285**	**242**
FORECAST ACTUALISÉ / PONDÉRÉ 2021		**1 036 700 €**							Revenue Potentiel 2025 Pipe actuel **11 400 000 €**	**3 630 000 €**

BUSINESS MODEL

TIER 1 INDUSTRIAL OPERATORS

• Initial business phases ,(2018-2020)

High Price to validate appetite / commitment and generate early revenues while developing our technology
Licence per site & per robot
Target : Tier 1 global footprint operators (TOTAL, TechnipFMC…)
200K€ licences / site / year

• Ramp Up Phase for Tier 1 starting 2021-22 :
move towards group level multi annual licence (investment, upfront paiements) of 300K + 15% / yer for evolutive maintenance, and per site subscription of 40K€ per site moving towards 30K depending on Volume

Drivers :

- Multi annual / strategic position

- Make decisions affordable for sites and facilitate ROI

- Objective of >1 M€ year licence revenues per year per Tier 1 customer with 3-5 years contacts renewals

—> **realistic target of 5 customers engaged in such contracts by end 2022, with Systems Integrators involved (capacity to generate 2X licences revenues for SI services)**

B2B2B SAAS OFFERING DESIGNED FOR SERVICES COMPANIES / DRONE MANUFACTURERS TO DEVELOP THEIR OWN BUSINESS LINES

LAUNCH S1 2021 (DISCUSSIONS WITH DRONE MANUFACTURERS STARTING)

• SAAS offering in white labelling : Uavia Robotics Platform SAAS

• Same SW but limitation of features

- 1 or 2 drones management (no fleet)

- Single Site management

- limited APIs with external SW infrastructure

- Limited storage of missions

· Upgrade possible towards full Entreprise URP (Lead generation)

· Let Drone Manufacturers sell per drone SAAS offering under their brand to benefit from their commercial forces

· Allow services companies to operate their business through UAVIA SAAS offering under their Brand

· Business Model per drone : 15K€ per year per drone for UAVIA

TIER 1 ENTREPRISE SW LEADERS WILL BE ATTRACTED BY UAVIA

DIGITALISATION OF INDUSTRIES THROUGH DRONES OPERATED MISSIONS IS A VALIDATED TREND

- **Multiple startups active and financed worldwide to respond to demand (Airobotics, Percepto, Delair, Skydio, DJi, DroneDeploy, Auterion …)**
- **It's all about DATA and AI, and customers are now more focusing on the usages than on the machines**
- **For Tier 1 Industrial operators, its also about Data Sovereignty and Cybersecurity (a unique selling point of UAVIA)**
- **UAVIA is the one European actor focusing on Entreprise Grade Unified Platform for drone mission & associated data management, with an open architecture approach (agnostic to HW, API to data processing platforms)**
- **UAVIA has a proven track record, validated by giants like TOTAL, for both Entreprise Grade platform (audited in terms of Cybersecurity, deployed in TOTAL's Private Cloud, Docker architecture), and Embedded Intelligence (autonomous nav, edge computing)**
- **TIER 1 Entreprise SW providers (MS, SAP, Oracle, HP, Cisco, IBM.. have been very focussed on digitalisation of industry, IOT and data management in the last years, and will quickly spot first scale deployments at their key customers**

WHEN TIER 1 ENTREPRISE SW PROVIDERS WILL BE LOOKING FOR ACQUISITIONS IN THIS DIGITALISATION OF INDUSTRIES WHO WILL BE THEIR PREFERRED CHOICE ?

- *Very few players of our sector are pure SW actors, and we doubt MS, IBM or SAP.. will ever acquire again companies with 80% of expenditure dealing with HW development, manufacturing or maintenance*
- *Even fewer players of our sector have demonstrated capability to deploy within a Tier 1 industrial operator own SW infrastructure*
- *When UAVIA gets towards 5M€ recurring annual revenue coming from 5 tier 1 industrial operators, the SAP, IBM, MS… will know that their existing work force can deploy it towards 1K customers WW within 2 years, thus reaching turnover over the 100M€ annual rev mark in short term*

—> UAVIA has the opportunity to be targeted for acquisition by at least 5 leaders for a much higher multiple than average

PROJECTED GROWTH BEYOND 2023
INCL SAAS OFFERING RAMP UP

	2020 Covid	2021	2022	2023	2024	2025
Revenue Target	€492 533	€1 130 000	€3 950 000	€8 870 000	€17 740 000	€35 480 000
Incl SAAS revenues		€67 500	€630 000	€1 755 000	€4 875 000	€13 350 000
Ebit	-€941 398	-€1 702 727	-€1 094 831	€2 685 400	> €5 000 000	> €15 000 000

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UNDERLAYING CONTRIBUTION
TO ENVIRONMENT PROTECTION

Data Sovereignty is a building block to evolve and measure industrial business decarbonation

Predictive maintenance & efficient Crisis Management are proven ways to reduce pollution risks

Collaboration platform reduces travels needs and heavy logistics associated to classic drone operations

Edge Computing capability provided by UAVIA reduced carbon impact of useless data storage and streaming