



The Drone Network

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# 01

## Problem:

Drones provide valuable data for agriculture and infrastructure companies, **but aren't widely used due to:**

- legal uncertainty
- training requirements
- initial investment
- high operating costs

# 02

## Solution: **Drone-as-a-Service**

- High resolution data (min. 40x higher than Satellites)
- Accessible to any customer.
- Ordered online, and ready for download a few hours later



# Drone-as-a-Service



01.

Our customer orders the required data through our platform, without owning hardware or operating drones

02.

An available drone takes off from a nearby charging station and flies to the area of interest

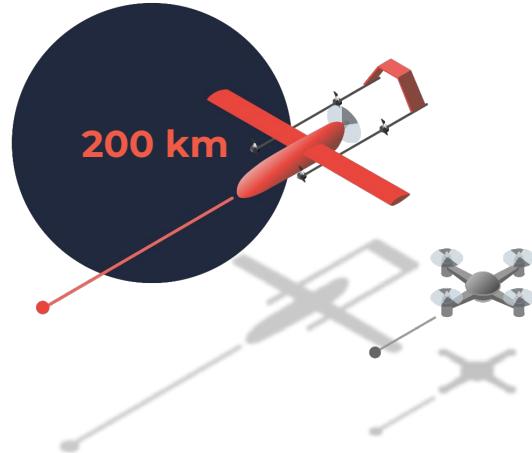
03.

Monitored from Beagle's HQ, the drone captures the required data at the area of interest

04.

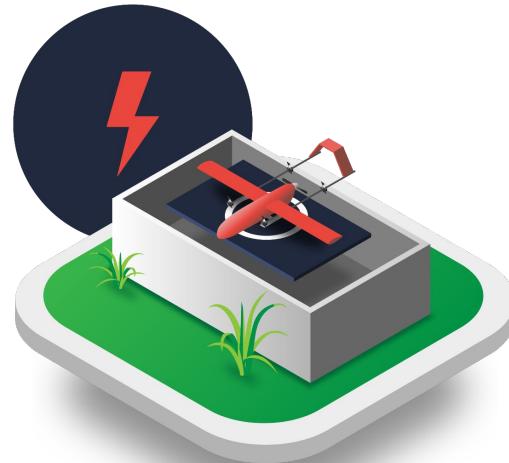
The data is uploaded directly from the drone to our platform to be accessed by the customer

# 03 Technology



## Drone:

Our Beagle M drone autonomously carries a sensor payload over a distance of up to 200 kilometers



## Hangar:

The drone automatically lands on one of our charging stations, gets charged and sheltered and then departs to the next customer mission

# 04 Legal



Among the first in Germany, Beagle received **approval for flight operations under the new EU-law**

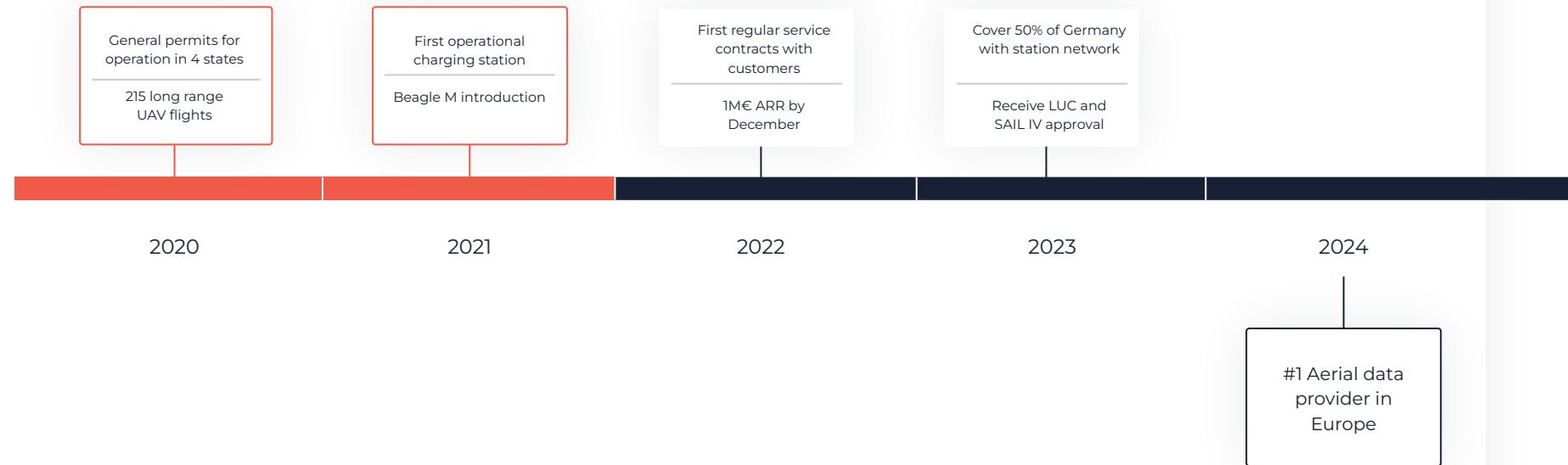
We are close to receiving a Light-UAS-Operator Certificate

The permit allows us to perform rural powerline / pipeline inspections anywhere in the European Union.

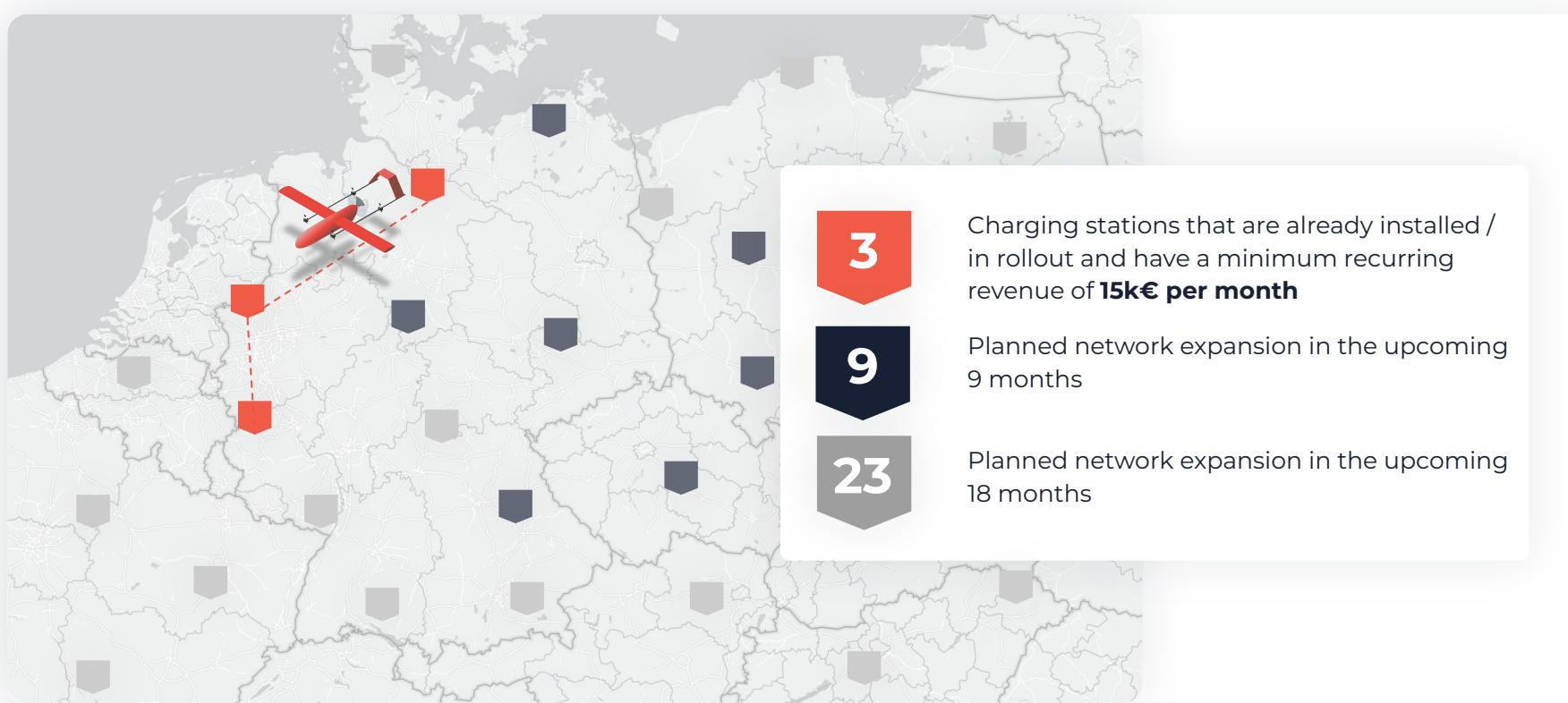
This will allow us to approve our own flights without aviation authority.

# 05 Status

Not just an idea, but already an operational fleet



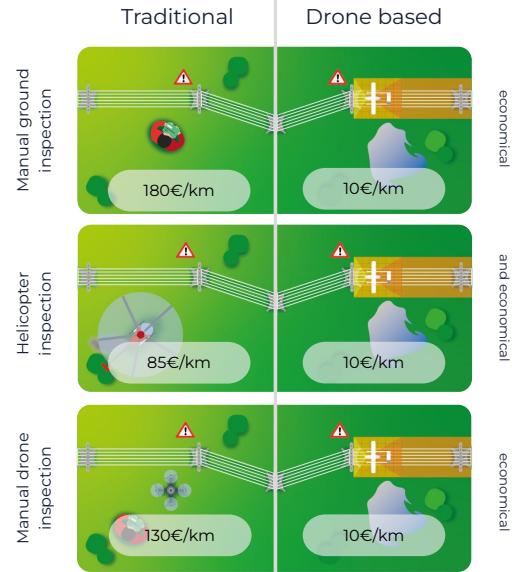
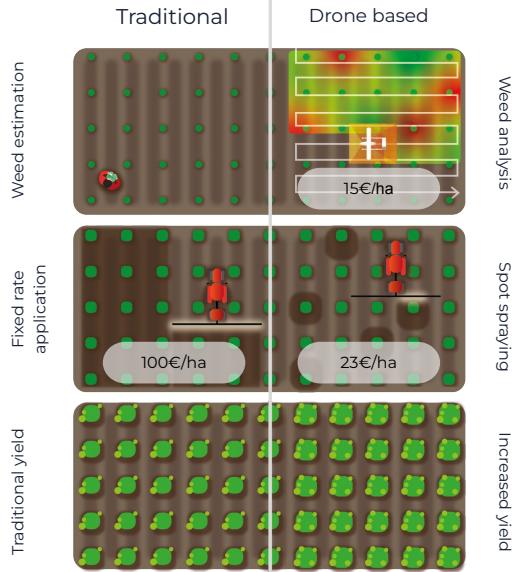
# 06 Status



# 07

## Value Chain

It's all about Data.

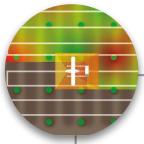


Safer, faster and more economical

Safer, sustainable and economical

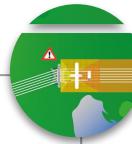
Safer, faster and more economical

# Strong Unit Economics



## Inspection per ha

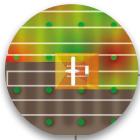
<b>Revenue</b>	<b>+ 15€</b>
Pilot	- 0.11€
Drone depreciation	- 0.26€
Hangar depreciation	- 0.04€
<b>Margin</b>	<b>+ 14.59€</b>



## Inspection per km

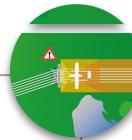
<b>Revenue</b>	<b>+ 10€</b>
Pilot	- 0.75€
Drone depreciation	- 2.20€
Hangar depreciation	- 0.31€
<b>Margin</b>	<b>+ 6.73€</b>

# Market Opportunities



## Agriculture Market

Revenue	15€/ha
Farmland in germany	11,763M ha
<b>Market size (GER) per year</b>	<b>1,76B€</b>



## Infrastructure Market

Revenue	10€/km
Linear Inspections (GER) per year	1,624M km
<b>Market size (GER) per year</b>	<b>16,24M€</b>

## Impact: Saving 150.000t of CO<sup>2</sup> Emissions annually

Just in the field of Infrastructure inspection alone.

In contrast to Helicopters, drones are lightweight and electric, which makes them much more environmentally friendly.

## Impact: Reducing the use of pesticides by 77%

By enabling farmers to use the method of precision farming.

The exaggerated use of pesticides kills not only insects like bees, but also microorganisms in the ground which leads to infertile soil.

# 08 Competition



## Wingcopter



Wingcopter sells long range drones for delivery.

Founding date: 2017  
HQ: Darmstadt, Germany  
Total funding: \$ 24M+

### What sets us apart

Our customers don't need own pilots and investments - they pay per flight.

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Our charging station allows for efficient on-demand operations.

## Up42



Up42 is a marketplace for satellite data.

Founding date: 2018  
HQ: Berlin, Germany  
Total funding: \$ unknown (backed by Airbus Defense & Space)

### What sets us apart

We can provide 40x more accurate data than their best satellite provider

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We can provide data for their marketplace - they don't own data acquisition hardware

# 09 Management Team

## Founders

**Oliver**

CEO

Corporate Management

Achieved General Permit for long range drones in Germany without legal precedent

**Jerry**

CTO - Engineering

Mechatronic Engineering

6 years experience in robotic engineering

Founded a drone startup in Australia in 2014

Moved from Shanghai to Hamburg to found Beagle Systems

**Mitja**

COO - Sales / Operations

Industrial Engineering

5 years business development in startups

Rejected CEO position at Food startup (&gt;100 team) to found Beagle Systems in unheated pigsty

**Matt**

Senior Software Engineer

15 years of experience in Aerospace and telecommunications

M.Sc. Electronics &amp; Communication at SJTU Shanghai

Lead Engineer for Docking System Communication of Chinese Space Station "Tiangong"

**Andreas\***Airworthiness &  
Certification Expert

35 years of experience in Aerospace

Ex Head of Design Organization and Airworthiness at Lufthansa Technik

\*part-time until mid-2022, then full-time

# 10

# Competencies



Managing  
Director

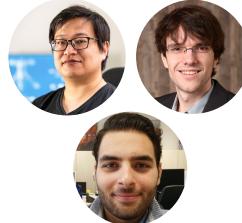


CTO



COO

## Software



## Flight Permits



## Procurement



## Hardware



## Pilot



## Recruiting



# Strategic Investors



## Gunnar Froh

CEO at Wunder Mobility  
Helped Airbnb to scale from 35 to 1500 employees



## Matthias Fricke

Built 150 employee, highly profitable IoT / automation company Garz & Fricke -  
Exit in 2021



## Johannes Foertsch

Ex Tesla, Ex LinkedIn,  
now Slack Sales Executive



## Matthias Grychta

23 years of VC experience at  
Neuhaus Partners

# 12

Vision



# Build & Operate a Global Drone Network





# beagle

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