

# DroneMaps AI - Financial Health Assessment

Last Updated: March 31, 2025

## 1. Financial Statements

### Income Statement (USD)

Metric	2022	2023	2024	Q1 2025
Revenue	\$245,000	\$890,000	\$2,100,000	\$750,000
Cost of Revenue	\$73,500	\$231,400	\$483,000	\$157,500
Gross Profit	\$171,500	\$658,600	\$1,617,000	\$592,500
Operating Expenses	\$385,000	\$892,000	\$1,450,000	\$425,000
Operating Income	-\$213,500	-\$233,400	\$167,000	\$167,500
Net Income	-\$213,500	-\$233,400	\$125,250	\$125,625

### Balance Sheet Summary

Asset Category	As of March 31, 2025
Cash & Equivalents	\$1,850,000
Accounts Receivable	\$425,000
Equipment & Drones	\$750,000
Intangible Assets	\$280,000
Total Assets	\$3,305,000

Liabilities & Equity	As of March 31, 2025
Accounts Payable	\$185,000
Short-term Debt	\$0
Long-term Debt	\$500,000
Total Equity	\$2,620,000
Total L&E	\$3,305,000

## 2. Key Financial Metrics

### Growth Metrics

- Year-over-Year Revenue Growth (2023-2024): 136%
- Quarter-over-Quarter Growth (Q4'24-Q1'25): 42%
- Customer Growth Rate: 85% annually

## Operating Metrics

- Gross Margin: 79%
- Customer Acquisition Cost (CAC): \$12,500
- Lifetime Value (LTV): \$85,000
- LTV/CAC Ratio: 6.8
- Average Contract Value: \$45,000
- Monthly Burn Rate: \$120,000
- Runway: 15.4 months

## 3. Revenue Breakdown

### By Service Type

- Drone Mapping Software Licenses: 45%
- Custom AI Model Development: 30%
- Professional Services: 15%
- Data Processing: 10%

### By Customer Segment

- Construction Companies: 40%
- Agricultural Firms: 35%
- Mining Operations: 15%
- Others: 10%

### By Geography

- United States: 65%
- Canada: 20%
- Europe: 15%

## 4. Funding History

### Seed Round (2022)

- Amount Raised: \$1.2M
- Lead Investor: TechVentures Capital
- Valuation: \$4.8M

### Series A (2024)

- Amount Raised: \$3.5M
- Lead Investor: Dronetech Ventures
- Co-investors: Innovation Capital, Angel Syndicate
- Valuation: \$15M

## 5. Financial Projections (2025-2026)

### Revenue Projections

Quarter	Projected Revenue	Growth Rate
Q2 2025	\$900,000	20%
Q3 2025	\$1,150,000	28%
Q4 2025	\$1,400,000	22%
Q1 2026	\$1,650,000	18%

### Key Assumptions

1. Market expansion into European markets
2. Launch of new product features
3. Increased sales team from 4 to 7 people
4. R&D investment in automated feature detection

## 6. Cash Flow Analysis

### Operating Cash Flow (Q1 2025)

- Cash from Operations: \$145,000
- Working Capital Changes: -\$25,000
- Net Operating Cash Flow: \$120,000

### Investment Cash Flow

- Equipment Purchases: -\$180,000
- R&D Capitalization: -\$75,000
- Net Investment Cash Flow: -\$255,000

### Financial Health Indicators

1. Current Ratio: 2.8
2. Quick Ratio: 2.5
3. Debt-to-Equity Ratio: 0.19
4. Operating Cash Flow Ratio: 1.2

## 7. Use of Funds

Current capital allocation:

- R&D and Product Development: 40%
- Sales and Marketing: 35%
- Operations and Support: 15%
- General and Administrative: 10%