

Due Diligence and Valuation Report

Arrowhead Code:	90-02-23
Coverage initiated:	June 03, 2016
This document:	May 15, 2024
Fair share value bracket-DCF:	EUR 0.02 to EUR 0.06
Share price:	EUR 0.0082 ⁱ

Analysts

Ayushi Saraswat ayushi.saraswat@arrowheadbid.com	Sumit Wadhwa sumit.wadhwa@arrowheadbid.com
---	--

Market Dataⁱⁱ

52-Week Range:	EUR 0.0064- EUR 0.0208
Average Daily Volume (3M):	7,167,998
Market Cap (May 15, 2024):	EUR 14.4 million (mn)

Financial Forecast (in EUR) (FY ending – Dec.)

EUR	'24E	'25E	'26E	'27E	'28E
High NI '000	(580.6)	(531.2)	1,223.7	2,665.7	4,858.3
High EPS	(0.00)	(0.00)	(0.00)	(0.00)	(0.00)
Low NI '000	(3,353.6)	(2,059.7)	(729.1)	712.2	3,426.7
Low EPS	(0.00)	(0.00)	(0.00)	(0.00)	(0.00)

Company Overview: Drone Volt SA (“Drone Volt,” “DRV” or “the company”) is a France-based company, which specializes in the production, integration, and sale of drones or Unmanned Aerial Vehicles (UAVs) and software for professionals. Established in 2011, the company is listed on EuroNext under the stock symbol “ALDRV”. The company is an expert in intelligence (AI) and provides customized professional civil drones and several related services (pilot training, regulatory certification, etc.), which enables it to provide turnkey solutions to its clients. Drone Volt is the market leader in the European broadcasting and service drone industry. The company’s client list includes government organizations and industry groups such as the French army, the French Ministry of Defense, Engie, Total, Bouygues ES, ADP, the Air Transport Gendarmerie (GTA) & international government agencies.

FY 2023 Financial Results: Revenue stood at EUR 24 mn compared with EUR 13.7 mn in FY 2022, a growth of 75% on a Year-on-Year (YoY) basis. The increase was mainly driven by increase in deliveries on the record order received in Q1 2023. Distribution segment generated revenue of EUR 21.8 mn compared with EUR 12.0 mn in FY 2022. Gross profit rose to EUR 3.7 mn compared with EUR 2.9 mn in FY 2022, due to higher volumes in H2 2023 and the launch of Drone Volt Expert service. DRV recorded a net loss of EUR 5.3 mn compared with a net loss of EUR 25.5 mn in the previous year. The company successfully raised EUR 2.5 mn in January 2024 through a private placement to institutional investors and individuals. Net financial debt stood at EUR 3.7 mn, while equity was at record levels of EUR 20 mn.



Company:	Drone Volt SA
Ticker:	EPA: ALDRV.PA, ISIN FR0013088606
Headquarters:	Villepinte, France
Founder	Mr. Dimitri Batsis
CEO	Mr. Mark Courcelle
Website:	www.dronevolt.com

Key Highlights: (1) DRV generated record revenue of EUR 24 mn in FY 2023 (up 75% YoY), driven by a EUR 20 mn order received in Q1 2024, along with the commercial launches of LINEDRONE and ramp-up of the “Drone as a Service” offer; (2) DRV acquired the assets, customer portfolio and 12 experienced personnel of Aeraccess Services (previously Air Marine) in July 2023 to bolster its “Drone as a Service” offering; DRV launched this service in Q3 2024, where the billing is based on usage rather than on ownership of products; the company received the first commercial contract for this offering from a large European company in the energy sector; (3) DRV’s LineDrone, an industrial drone, satisfied all the technical requirements carried out on the high-voltage lines and conducted a successful validation test; the company completed the production of its first unit of LineDrone and will soon commence its demonstration campaigns; (4) DRV confirmed its compliance with all the PEA-PME eligibility criteria, which will allow it to benefit from tax advantages enjoyed under PEA; (5) In February 2024, DRV signed a major distribution contract in Middle East to provide drones developed and assembled within its Factory, Drone Volt Expert services and training from Drone Volt Academy; it will also provide exclusivity rights to the distributor in case of high sales over the next 2 years; (6) Drone Volt successfully completed a complex cable unwinding mission in Madagascar, showing its competence in carrying out large-scale projects; (7) In January 2024, DRV successfully raised EUR 2.5 mn through a private placement to institutional investors; the funds will be used to recruit remote pilots for the Drone Volt Expert service and to ramp up the production capacities for the new LineDrone and Drone Volt KOBRA;

Risks: The key risks include evolving regulatory policies for the sector, supplier risk, emerging competition, and cheaper alternatives.

Valuation and Assumptions: Based on due diligence and valuation estimates, Arrowhead believes that Drone Volt’s fair share value lies in the EUR 0.02 – EUR 0.06 bracket using a Discounted Cash Flow (DCF) model.ⁱⁱⁱ In addition, the target P/S multiple for 2024 implies a fair value bracket of EUR 0.09 – EUR 0.11.

Table of Contents

DUE DILIGENCE AND VALUATION REPORT	1
1. SUMMARY AND OUTLOOK	3
2. BUSINESS OVERVIEW	5
2.1 Ownership Structure	5
2.2 Business Model	5
2.3 Products and Services Offered	7
2.4 Financials	12
2.5 Company Premiums	12
2.6 Company Risks	13
2.7 Shareholding Pattern	13
2.7.1 Listing and Contact Details	13
3 KEY VARIABLE ANALYSIS	14
3.1 Variable 1 – Revenue from Drone Volt Factory, Services & Academy	14
3.2 Variable 2 – Revenue from distribution	14
4. NEWS	15
5. MANAGEMENT AND GOVERNANCE	17
6. INDUSTRY CHARACTERISTICS	18
6.1 Industry Overview	18
6.2 Outlook	18
6.3 UAV Components	18
6.4 Pricing	20
6.5 History	20
6.6 Industry Segments	21
6.7 Uses of drones across sectors	22
6.8 UAV Market in France	24
6.9 UAV Market in the US	24
6.10 Regulatory Framework	24
6.11 Major Drone Manufacturers	26
7. VALUATION	27
7.1 DCF Method	27
7.2 Relative Valuation Method	28
8. APPENDIX	31
8.1 Drone Volt’s Financial Summary	31
8.2 Drone Volt’s Balance Sheet Forecast	32
9. ANALYST CERTIFICATIONS	33
10. NOTES AND REFERENCES	34

1. Summary and Outlook

Arrowhead is updating its coverage on Drone Volt SA (ALDRV) with a fair value of EUR 0.02 per share in the low-bracket scenario and EUR 0.06 per share in the high-bracket scenario, using DCF methodology.

Headquartered in Villepinte, France, the company specializes in designing and marketing civil UAVs for professional purposes. It offers turnkey business solutions to its customers, which include several related services and pilot training. The company is a leader in audio-visual drone solutions and provides aerial photography services to public administration and industry.

Key Highlights:

- (1) Drone Volt's growth strategy for FY 2024 is to increase its gross margin with focus on three key pillars: (i) Ramp-up of Drone Volt Expert service, which is expected to contribute to revenue growth and profitability of the company. DRV has signed its first contract abroad and is already developing a network of remote pilots independent subcontractors to serve for unprecedented high demand; (ii) Production of DRV's own solutions including spray version of HERCULES 20, brand new LINEDRONE and Drone Volt Kobra; and (iii) Distribution segment is expected to continue to grow, owing to the contract signed in FY 2023 and expected new orders.
- (2) In February 2024, the company signed a major distribution contract with a player in the Middle East region, where Drone Volt has very little presence. Under this contract, DRV will provide drones developed and assembled within Drone Volt Factory, services from Drone Volt Expert and training from Drone Volt Academy. The agreement will also provide exclusivity rights to the distributor if significant sales volume is generated over the next 2 years. In January 2024, Drone Volt raised a sum of EUR 2.5 mn from institutional investors and individuals through a private placement via the PrimaryBid platform. The funds will be used to recruit remote pilots for the Drone Volt Expert activity and to ramp up the production capacities for the new LINEDRONE and DRONE VOLT KOBRA.
- (3) The company has signed a new multi-year contract with major player in energy distribution in Europe. The contract highlights the group diversification strategy, by launching Drone Volt Expert. It will unravel "Drone as a Service" offering based on billing based on per usage. The contract has a minimum duration of 4 years and will generate a turnover of nearly EUR 200,000 each year. The service will relate to network inspection missions to determine possible maintenance operations and thus strengthen security and productivity.
- (4) Drone Volt's continued focus on its strategies and its investments has reaped rewards as the company has bagged its first significant contract. A large European company, which happens to be a major player in the field of energy, has awarded Drone Volt its first service contract under its "Drone as a Service" offering in June 2023. The company has been entrusted with inspection missions by drones to determine the maintenance operations to be carried out, and then ensure the compliance checks of these operations. This presents the company with a potential to increase the topline by several hundred thousand euros. Further, DRV is in advanced negotiations with major French and international companies to extend its service offerings.
- (5) In July 2023, Drone Volt announced the acquisition of the assets of "Aeraccess Services", formerly Air Marine (acquisition cost less than EUR 100k). The announcement was made following a decision by the Commercial Court of Evry for the recovery of tangible and intangible assets belonging to Aeraccess Services. This will help the company set up a new division based in Saucats, near Bordeaux. The Group will also recover the customer portfolio as well as a large part of the assets, allowing immediate availability of the equipment necessary for the fulfilment of the contracts already signed or yet to be signed. This strategic acquisition is in line with the company's plan to grow its "Drone as a Service" segment, which will significantly improve the company's gross margin, thereby providing a good offering mix.
- (6) To support long-term growth, the company has decided to accelerate its investments for the future with three major and synergistic levers. Firstly, there are the continuous technological innovations with the new Heliplane, the finalization of the development of the Linedrone with Hydro-Québec and the future hydrogen drone, with ROTH2 and Pragma Industries. Secondly, the successful acquisition and integration of Skytools and Viking Drones might lead to an acquisition of complementary skill sets. Third, there is the continued acceleration towards commercial investments with the reinforced presence at major international trade fairs, whether in the US (T&D in April) or in Europe (Eurosatory in June and CIGRE in August).
- (7) In April 2023, Drone Volt acquired Lorenz Technology ApS, a Danish company specializing in software development and automation, to complement its hardware capabilities, thereby creating a more comprehensive offering for clients worldwide. Lorenz Technology ApS has a proven track record of delivering innovative solutions for various industries, including the construction, agriculture, and energy sectors. Its

advanced drone software enables clients to automate and optimize their operations, resulting in increased efficiency, safety, and cost savings. This strategic acquisition will allow Drone Volt to offer end-to-end drone solutions that combine hardware and software, making it a one-stop shop for clients' needs. Moreover, this acquisition will provide DRONE VOLT with a stronger foothold in the European market. With this acquisition, Drone Volt will have access to Lorenz Technology ApS Denmark's established client base and partnerships, enabling the company to expand its reach and tap into new opportunities in Europe. The acquisition will enable the company to expand its portfolio of drone-based solutions and enhance its position in the global market. With this acquisition, the company is demonstrating its ability to carry out targeted and immediately accretive transactions in line with the company's strategic roadmap. Furthermore, the integration of the teams from Lorenz Technology makes it possible to finalize the development of a new family of drones, which will be unveiled before the end of the year, and a drone fleet management platform, for better optimization of operations.

- (8) The company aims to use its available resources of c. EUR 7.7 mn (EUR 3.0 mn raised in early 2023 through the bond financing agreement and EUR 4.7 mn capital raised in March 2023). The objectives of the investments are to strengthen its employee headcount to support the ramp-up of the Drone-as-a-Service activity, reinforcement of stocks to meet strong commercial demand and make strategic acquisitions such as the Danish company Lorenz to fuel long-term growth.
- (9) Drone Volt recently announced the sale of a Heliplane LRS, a Vertical Take-Off, and Landing (VTOL) drone, to Groupe Gilbert who is a major player in transportation, logistics, and civil and mining engineering in Canada. The sale, the first in North America, might pave the way for future deployment of this type of solution in Canada and the United States (US).
- (10) The company also announced the sale of solutions to GE Renewable Energy Offshore Wind, a subsidiary of GE Renewable Energy, which includes six HERCULES 2 drones, two HERCULES 20 drones and a training program for refueling and control missions of an offshore wind farm.
- (11) The company raised an additional EUR 3.0 mn in early 2023, after terminating its convertible bond financing contract signed with Atlas Special Opportunities in September 2020.
- (12) The company signed a letter of intent to acquire a minority stake (worth up to EUR 500k) in SkyCorp. SkyCorp is an Estonian manufacturer of drones that has developed e-Drone Zero which converts hydrogen into electricity and replaces batteries, leading to lower weight and lower environmental footprint. With the stake, the company plans to utilize the technology to produce similar engines or license the technology. The agreement builds on the partnership with ROTH2, with the company looking to HERCULES 20 with hydrogen cells.
- (13) In June 2021, Drone Volt signed a partnership with ROTH2, a leader in production of high-pressure steel batteries. ROTH2 will offer hydrogen engines for Drone Volt's HERCULES 10 and HERCULES 20 drones and will deploy recharging stations for the drones, allowing drones to fly twice as long with the same carrying capacity and over longer distances. The recharging stations will be marketed under the Drone Volt brand name with Drone Volt receiving licensing revenues from the sales of these stations for refueling.
- (14) Drone Volt signed significant agreements with Hydro Quebec and Aquiline Drones in FY 2020/21 and received substantial interest from customers (including the signing of a contract with a Europe-based customer for a minimum of 275 HERCULES 20 SPRAY UAVs). Thus, the company has a positive outlook for FY 2021 and expects its entry into and activities in the U.S. to drive growth.

Key Risks: Key risks for the company include tougher regulations in the area of operation, along with supplier risk and emerging competition in the near future. In addition, cheaper alternatives of Drone Volt's products by small players could also impact the company's growth.

Industry Overview: The UAV or drone industry has seen rapid growth over the last decade owing to technological advancements in this sector. New markets, such as civil and consumer drones, have emerged and have been driven by new technologies and keenness regarding the various usages of drones across sectors. There have been varied forecasts by industry experts regarding the likely market growth. Teal Group's World Civil Unmanned Aircraft Systems (UAS) Market Profile and Forecast forecasts that non-military UAS production will jump from USD 7.2 bn in FY 2022 to USD 19.8 bn by 2031, a 9.1% CAGR in constant dollars terms, with total civil UAS purchases to reach USD 139 bn in this decade. However, all the estimates highlight the view that the commercial/civil drone industry is expected to witness significant growth over the next decade and will be a major contributor to overall drone industry sales. In addition, the use of commercial drones is likely to increase in areas such as agriculture, media, cinematography and photography,

inspection and maintenance, surveillance and real estate. It corroborates our view that there is considerable scope for Drone Volt to capture greater market share with its unique and customized products.

2. Business Overview

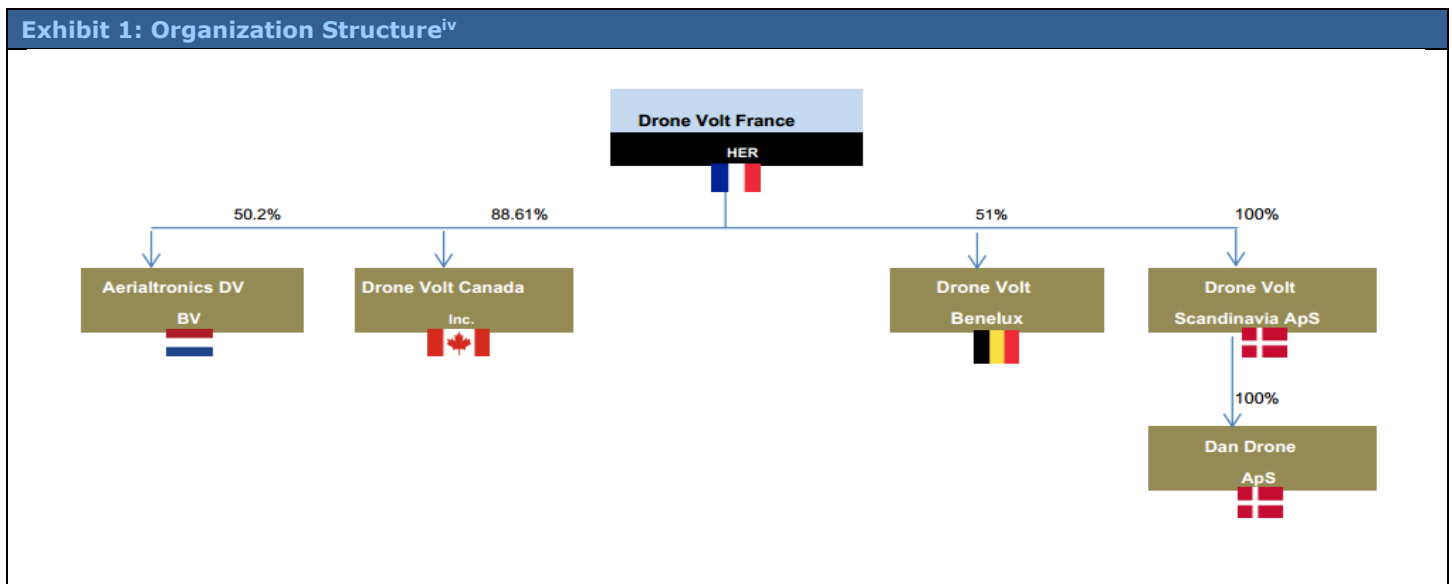
Drone Volt is a leading French aeronautical company producing civilian drones and specializing in the manufacturing, assembling and distribution of professional drones. It came into existence in 2011 as a private limited company, headquartered close to Paris CDG airport, France. It was listed on Euronext Paris’s Stock Market in April 2015, before being transferred to EURONEXT Growth Parisin December 2015. The company’s shares are traded under the symbol “ALDRV.PA” Drone Volt has been self-sufficient in developing new technologies based on UAVs or Unmanned Ground Vehicles (UGVs) used for civil applications since 2011. The company has a geographical presence in France, Belgium, the Netherlands, Denmark, Switzerland, the US and Canada. The company has 48 employees worldwide (including 28 in France), 3 production centers in Canada, France and the Netherlands, 4 research and development (R&D) offices in France, Netherlands, Canada, Denmark and 7 training centers. It has two software / AI units located in France and Denmark.

The company has an R&D Design office engaged in UAV Engineering, Feasibility and Prototyping Payload Engineering (Integration and Development). It also has a web store for distribution of professional drones. The software used by the company offers features such as automation and simultaneous use of several drones / robots, DV Control and IA.

It designs and manufactures innovative commercial service drones useful for agriculture, audiovisual applications, building and civil engineering works and security. The company offers complete solutions for professional industries. It also provides services such as drone pilot training, repair and after-sales services including maintenance and technical support or undertaking administrative actions. Drone Volt’s customers notably include government organizations and industrial groups such as the French army, the French Ministry of Defense, GDF Suez, Engie, Total, Bouygues ES, ADP, the Air Transport Gendarmerie (GTA) and international government agencies. The company is steadily expanding its geographical reach beyond France.

2.1 Ownership Structure

Drone Volt SA’s organizational chart is as follows:



2.2 Business Model

Drone Volt is involved in the manufacture and sale of drones to individuals and professionals. Apart from this, the company offers various drone-related services such as pilot training, regulatory certification and engineering consulting, besides providing customized products, which allows it to offer its clients turnkey products. The company also provides training, repair and maintenance services for drones. It even provides administrative assistance for registering operators

with the DGAC (French Civil Aviation Authority), obtaining flight authorizations, training pilots and providing them with requisite certification from the DGAC. Resultantly, Drone Volt has become a one-stop shop for comprehensive solutions to its customers.

The company follows a sales-based model which provides DRV with a competitive edge over its peers who follow a rental model, in terms of availability and customization of drones. Its sales-based model also lowers the risk of obsolescence as the company is not required to store any inventory to rent out its products and can easily adapt to changing technology and market needs.

The company has shifted its focus from distribution to the strategic segment which includes Drone Volt Factory, Services & Academy as the demand has shifted from low-value products to high-value drones. The Distribution segment includes sale of drones to third-party brands while Drone Volt Factory offers an integrated chain of services, ranging from in-house development of drone systems to training and administrative support to comply with French regulations. The company initially commenced its operations by assembling and dispensing spare parts and drone systems sourced from other manufacturers, which primarily targeted the consumer market and were mainly sought after by a niche group of proficient customers who preferred to build their own systems. Until the present, while the distribution segment continues to make a valuable contribution to the business (c. 81.5% of revenue in 9M 2022), it is no longer the focal point for future revenue growth.

Recent Developments

In February 2024, DRV signed a major distribution contract with a player based in the Middle East region, where it has very little presence. Under this contract, Drone Volt will be providing drones developed and assembled within Drone Volt Factory, services from Drone Volt Expert and training from Drone Volt Academy. The agreement will also provide exclusivity rights to distributor if significant sales volume is generated over next 2 years.

In August 2023, the company announced signing of a new multi-year contract with major player in energy distribution in Europe. The new contract highlights the group diversification strategy and by launching Drone Volt Expert, it will unravel "Drone as a Service" offering based on billing based on a usage. The contract has a minimum duration of 4 years and will generate a turnover of nearly EUR 200,000 each year. The service will relate to network inspection missions to determine possible maintenance operations and thus strengthen security and productivity.

In July 2023, the company announced the acquisition of the assets of "Aeraccess Services", formerly Air Marine (acquisition cost less than EUR 100k). DRV obtained authorization from the bankruptcy judge of the Evry Commercial Court for the recovery of tangible and intangible assets belonging to Aeraccess Services. This will help the company set up a new division based in Saucats, near Bordeaux. The Group will also recover the customer portfolio as well as a large part of the assets, allowing immediate availability of the equipment necessary for the fulfilment of the contracts already signed or yet to be signed. This strategic acquisition is in line with the company's plan to grow its "Drone as a Service" segment, which will significantly improve the company's gross margin, thereby providing a good offering mix.

In June 2023, Drone Volt announced that it had been awarded the first service contract by a large European company. The invoicing for this contract will be based on "per use" rather than ownership of the drones. This strategy will facilitate commercial deployment, replacing the significant investment for the customer with a charge largely covered by the benefits generated. The contract was accompanied by a firm period of 12 months and an option to extend it for an additional two years. It is expected to generate a turnover of several hundred thousand euros each year.

In April 2023, DRV announced the acquisition of Lorenz Technology ApS, a Danish company specializing in software development and automation, which will complement its hardware capabilities. The acquisition will allow the company to offer end-to-end drone solutions, making it a one-stop shop for clients' needs globally. With this acquisition, DRV will have access to Lorenz Technology ApS Denmark's established client base and partnerships, enabling the company to strengthen its foothold in the European market. In addition, the integration of the teams from Lorenz Technology will aid in the development of a new family of drones, which will be unveiled before the end of FY 2023, and a drone fleet management platform, for better optimization of operations, resulting in increased efficiency, safety and cost savings.

In FY 2022, the company acquired Skytools, a Netherlands-based distributor and service provider of drones that proved to be the major contributor to the company's ability to expand its customer base in Europe. The acquisition of Skytools strengthened the company's distribution and service capabilities in the Netherlands and boosted its revenue by EUR 1.1

mn in FY 2022. The company also acquired the assets of Denmark-based Viking Drone, in the same year, which specializes in manufacturing connected drones for developers and integrators, in an all-cash transaction for an undisclosed amount. Viking Drone has developed a drone with a simplistic design that is equipped to adapt to different payloads and allows for use of Artificial Intelligence. Drone Volt has also onboarded 3 engineers from Viking Drone to assist with the integration. The acquisition will enable Drone Volt to strengthen its technologies and offerings.

In April 2021, Hydro-Québec and Nucleom, a leading Canadian company offering customized inspection solutions for various industries, including nuclear, petrochemical, pipeline and mining, signed a **commercialization agreement** for LineCore and LineOhm power line inspection sensors.^v The LineCore and LineOhm sensors may be deployed on a line using obstacle-clearing inspection tools developed by Hydro-Québec, including LineScout, LineRanger and LineDrone, which is the subject of an industrialization and commercialization agreement between Drone Volt and Hydro-Québec.

The company created a strategic joint venture with Pragma Industries, a manufacturer of compact hydrogen cells, to develop hydrogen-powered drones. Hydrogen propulsion would increase the autonomy of the Hercules 20 drone to one hour with a 10kg load and that of the Heliplane to 3 hours with a 2kg load. The joint venture will potentially represent a technological leap, facilitating development of drones with increased flight time for transport and surveillance missions, with the aim to provide manufacturers of fixed or rotary-wing drones with hydrogen engines. The joint venture is also complementary to the existing partnership with ROTH2. Drone Volt will look to strengthen this association by subscribing to 10% of Pragma Industries’ capital, while Pragma Industries can subscribe to 18% of Drone Volt’s capital.


In October 2020, Drone Volt entered into a promising relationship with Aquiline Drones in the U.S and signed an LOI with Aquiline Drones, with a view of granting it the license of producing the drones HERCULES 2 and ALTURA ZENITH with PENSAR camera, in return for 10% of the recommended selling price of the drones in addition to compensation for the transfer of know-how. However, the company has suspended the invoicing of production licenses to its American partner Aquiline Drone from H2 2022, since it is now devoting all its commercial efforts to the distribution of the HERCULES 20 model.

In addition, DRV collaborated with Hydro-Quebec in October 2020 to industrialize and commercialize a drone (LineDrone) for inspecting high-voltage electricity transmission lines. When used on high-voltage lines in operation, it enables highly accurate measurements of electrical resistance across splices and corrosion of ACSR conductors. Its simple deployment allows for inspections over hard-to-access sections whilst limiting human risks and without greenhouse gas emissions. LineDrone, which has two dedicated sensors, LineCore and LineOhm, provides grid operators with reliable data for better analysis of technical risks, optimisation of investments and prioritization of work on lines requiring intervention.

2.3 Products and Services Offered

The company offers a plethora of products from leading world manufacturers of drones. It also designs and manufactures in-house, particularly focusing on making customized products for sectors such as agriculture, surveillance and security, and construction. The following is the product portfolio offered by Drone Volt:

HERCULES 2

Exhibit 2: Product Image and its Specifications	
	<ul style="list-style-type: none"> Tactical drone for reconnaissance and surveillance Microdrone with a flight speed of up to 2 kmph 27 minutes flight time without payload Capable of flying up to 90 kmph in all weather conditions Resistant to winds up to 70 kmph The dimensions of the frame are 300x300x150 mm, with propellers as long as 254 mm (10 inches) This drone’s total weight is 1.2 kgs

HERCULES 10

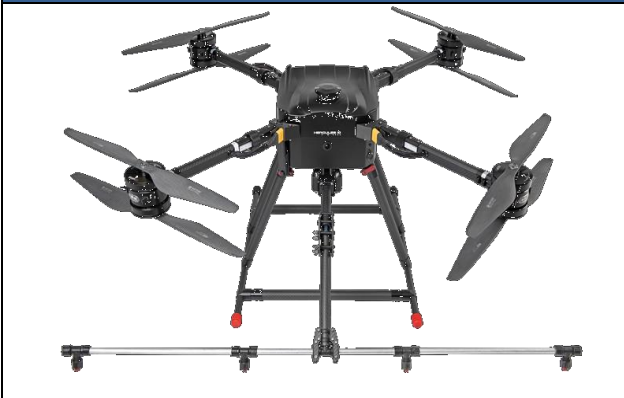
Exhibit 3: Product Image and its Specifications



- Fully customizable with an ability to carry payloads and heavy sensors
- Used for agriculture, construction, security, surveillance, inspection or surveying
- Flight time of 35 minutes in a wide range of operating conditions with wind speed up to 50 kmph
- It comprises a carbon fiber frame and anodized aluminum fasteners
- Removable arms and landing gear make it easy for transportation
- It can lift up to 7.5 kg and can carry a wide range of payloads

HERCULES 10 Spray

Exhibit 4: Product Image and its Specifications



- Used for roof treatment, surface and agricultural treatment
- Tethered spraying
- Sprays up to 3 liters of product per minute.
- Equipped with 4 flat nozzles and a 30 meters pipe
- Allows quick and easy access to inaccessible and dangerous areas
- Operational in 10 minutes and reduces hardware installation

HERCULES 20

Exhibit 5: Product Image and its Specifications



- Used for a wide range of applications such as installation of power lines, transport of heavy loads, mapping / topography, autonomous spraying and inspection
- It can lift up to 15 kg and can carry a wide range of payloads with maximum flight time of 40 minutes (without payload)
- With 4 removable arms and landing gears, it makes Hercules 20 ultra compact and easy to transport
- Excellent flight stability and resistance, irrespective of the payload it carries
- In terms of build quality, the carbon fiber frame and anodized aluminum fasteners make Hercules 20 extremely resistant
- The first experimental flight of the Hercules 20 took place aboard the aircraft carrier Charles de Gaulle, on an ANTARES mission
- New accessories such as Winch, Dropper and Filet are under development

HERCULES 20 Spray

Exhibit 6: Product Image and its Specifications



- The customizable crop spraying system length is up to 3 meters wide. The fully foldable system that makes the HERCULES 20 - Sprayer Drone ultra-compact was designed to facilitate transport.
- The HERCULES 20 Sprayer Drone is designed for an accurate and constant spraying for various surface treatments: liquid pesticides, fertilizers, new treatment solutions for a wide range of applications. The flow is manually (with the remote control) or automatically adjustable via the application / flight controller
- The tank, with integrated pump, can load up to 12 liters for crop spraying. It is fully interchangeable and easy to remove because of the quick release system. The HERCULES 20 can take up to 20 kgs payload

HERCULES 20 HIGH-DRA

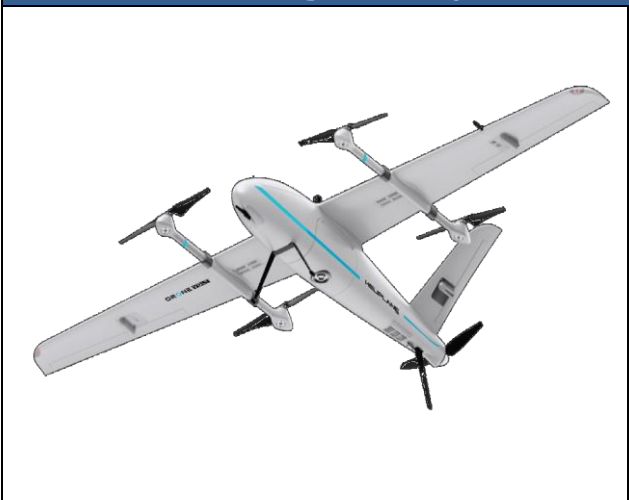
Exhibit 7: Product Image and its Specifications



- This is a high-pressure version with 280 bars – 28 liters/min of the Spray drone version, which is designed for an accurate and constant spraying for various surface treatments
- It has a conclusive demonstration of the drone to thaw Hydro-Quebec’s high-voltage lines

HELIPLANE LRS 240

Exhibit 8: Product Image and its Specifications




- It is dedicated to inspection missions, surveillance and photogrammetry over long distances
- It combines the advantages of multirotor drones with fixed-wing drones
- The unfolded dimensions of the drone are 1,000x1,300 mm with a height of 200 mm
- It has a maximum payload weight of 1 kg and maximum take-off weight of 2.5 kg
- The BELUGA version carries heavy loads up to 10 kg (Long-term flights: 10 kg: 1h 30 min flight / 2.5 kg: 3h flight)
- It is capable of achieving 150 minutes of flight time, video control and transmission up to 80 km away (with the Pro version)
- Its light and robust structure gives great stability and resistance to winds up to 40 kmph
- It is equipped with an infrared camera with a daytime zoom of 12.2x

	<ul style="list-style-type: none"> • Heliplane is widely used in the security and construction sectors
--	---


ALTURA ZENITH

Exhibit 9: Product Image and its Specifications

	<ul style="list-style-type: none"> • The drone has dimensions of around 600×600 mm with a height of 470-570 mm with a max take-off weight of 9.65 kgs. • It has max payload capacity of 3kg. With the largest payload compatibility and the simple and fast “click and go” system, it is the most flexible drone in the market • It is equipped with a high-capacity battery and can fly for up to 40 minutes • ALTURA ZENITH has a high level of redundancy which is ensured by 8 motors, coupled with redundant inertial measurement units (IMUs)
---	---


PENSAR camera

Exhibit 10: Product Image and its Specifications

	<ul style="list-style-type: none"> • World’s first dual-spectrum computer vision platform • Powered by AI • Sony 30x zoom HD vision. • FLIR Boson IR allows identification of heat signatures. • NVIDIA® Jetson™ Graphics Processing Unit allows AI-based real-time aerial processing. • Optical character recognition reads texts and recognizes characteristics. • Daylight and thermal vision overlaid on one screen in real time. • Privacy masking • Hand-coded deep learning algorithms
--	--

INSPECTION DRONE (ASIO FROM FLYBOTIX)

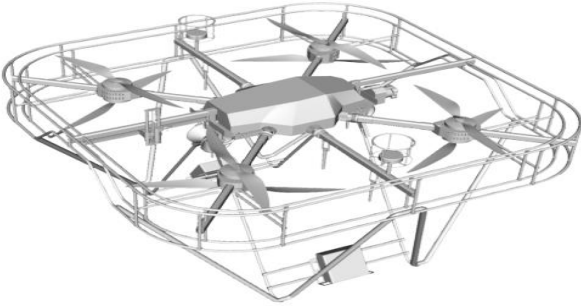
Exhibit 11: Product Image and its Specifications

	<ul style="list-style-type: none"> • It is designed to explore extremely small and confined spaces and helps to reduce inspection costs • It can reach 24 minutes of flight time • It is powered by 10,000 Lumen for 180° orientation, allowing it to operate in dark and unlit spaces • 4K camera in Timelapse mode can click pictures at regular intervals, which assists in 3D modeling, coupled with an infrared sensor from FLIR • Honeycomb structure and cage makes it shock-proof • It has a unique configuration with extended flight time, reduced noise level and redundancy • More than a dozen sensors to measure its attitude and position 8,000 times per second, make it perfectly stable in the most complex situations • Key algorithms such as wall-locking algorithm, the Rewind algorithm, Obstacle repulsion algorithm, Safety slowdown
---	---

	algorithm and Self-righting algorithm help in smooth functioning and ensure the safety of the drone and workers
--	---


LineDrone

Exhibit 12: Product Image and its Specifications

	<ul style="list-style-type: none"> • It is the first drone capable of landing on a live power line • It is designed in a 3-year partnership with Hydro Québec to inspect high-voltage transmission lines • It is immune to electromagnetic fields of up to 400kV • It has a motorized rolling system, which allows it to make motorized movements on the lines and pilot assistance system helping it to land on electric conductors • It is a UAV with 8 motors and propellers • Sensors calculate loss of steel thickness and prevent power breakages • There are 2 probes designed to measure the performance of installations • It avoids cuts, limits human risk and reduces the impact of greenhouse gases (no helicopters)
---	---

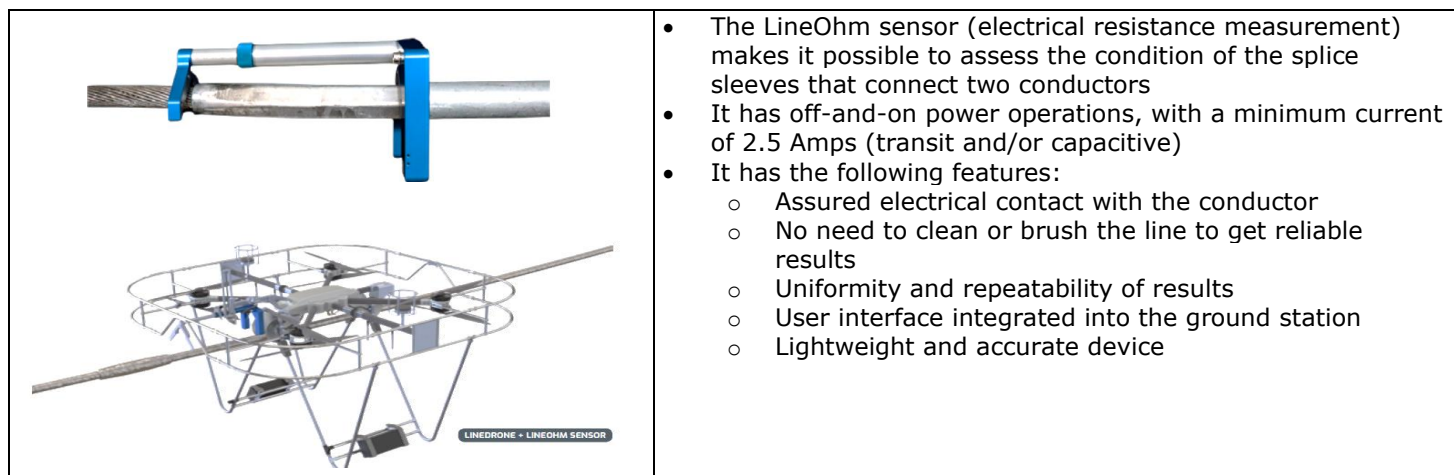
LineCore Sensor^{vi}

Exhibit 13 (a): Product Image and its Specifications

	<ul style="list-style-type: none"> • The LineCore sensor (corrosion evaluation) takes a non-destructive approach to determining the galvanic protection on transmission and distribution line conductors, including live ones • It accurately measures the thickness of the zinc layer across an entire span and detects anomalies caused by corrosion without sampling • It has the following features: <ul style="list-style-type: none"> ○ Quantification and qualification of residual zinc thickness ○ Off-and-on power operations: no interruption of service ○ Operation and data analysis software ○ Consistency and repeatability of results independent of the carrier ○ Ability to pass over splices
--	--

LineOhm Sensor^{vii}

Exhibit 14 (b): Product Image and its Specifications



- The LineOhm sensor (electrical resistance measurement) makes it possible to assess the condition of the splice sleeves that connect two conductors
- It has off-and-on power operations, with a minimum current of 2.5 Amps (transit and/or capacitive)
- It has the following features:
 - Assured electrical contact with the conductor
 - No need to clean or brush the line to get reliable results
 - Uniformity and repeatability of results
 - User interface integrated into the ground station
 - Lightweight and accurate device

Other drones that DRV offers include DJI Phantom 3 Professional, DJI Phantom 4, Drone Yuneec Q500 Typhoon, FreeFly Alta, FreeFly Movi M15, DV Wing. DRV also sells drone accessories from various manufacturers on its website.

2.4 Financials^{viii}

FY 2023^{ix}

Revenue for FY 2023 stood at EUR 24 mn compared with EUR 13.7 mn in FY 2022, recording a growth of 75% YoY. The growth was driven by increase in deliveries on the record order, announced in the first quarter of FY 2023, for amount of more than EUR 20 mn. Until December 2023, EUR 16 mn of equipment had been delivered, invoiced, and collected, with remaining to be delivered from the first half of 2024. During the period, the consolidated gross profit increased to EUR 3.7 mn compared with EUR 2.9 mn in same period last year. The company witnessed 6-fold increase in the business volume in H2 2023 compared with the same period in 2022. The gross margin rate stood at 14% in FY 2023 compared with 21% in FY 2022.

Of the total revenue, distribution segment generated revenue of EUR 21.8 mn in FY 2023 compared with EUR 12.0 mn in FY 2022. Gross profit of the segment was EUR 2.3 mn in FY 2023 compared with EUR 1.8 mn in FY 2022. Revenue from Drone Volt Factory, services and academy segment was EUR 2.0 mn in FY 2023 compared with EUR 1.7 mn in FY 2022. Gross profit from the segment stood at EUR 1.1 mn compared with EUR 1.0 mn in FY 2022.

DRV's healthy growth in FY 2023 was supplemented by expenditure control, making external costs stable. Accordingly, the company's net loss was EUR 5.3 mn in FY 2023, compared with a loss of EUR 25.5 mn in FY 2022. At the end of FY 2023, the company's equity stood at EUR 20 mn, after successfully completing a fundraising of EUR 2.5 mn through private placement and offering to retail investors. DRV's net financial debt stood at EUR 3.7 mn at the end of FY 2023 compared with EUR 3.6 mn at the end of FY 2022.

2.5 Company Premiums*

- a. Strong geographical presence and expertise:** The company is present in 7 locations across Europe and North America and its employee base includes experts from the professional drone segment. The company hired different personalities who have expertise in the professional drone field. This helped the company grow at a rapid pace across regions. Drone Volt is currently eyeing different markets to pursue its next big growth avenue. For example, in January 2019, the company signed a contract with a U.S. government agency for the supply of two PENSAR smart cameras. In March 2020, that the company's partner in the U.S. was ready to manufacture a number of the company's drones which would help serve the U.S. market. Drone Volt also signed an agreement with Aquiline Drones, granting it a license to produce HERCULES 2 and ALTURA ZENITH with PENSAR camera in the U.S. The company delivered a spray version of HERCULES 20 in Africa in February 2020. It additionally received orders from the Middle East (3 HERCULES 10 Spray drones for EUR 100k) in July 2020.
- b. Competitive edge over peers:** Drone Volt has launched several new products with multiple applications, such as Drone Spray, Drone Paint and Drone Surveillance. These drones can be used for multiple purposes such as the treatment and cleaning of surfaces, inspection of work, painting, and live surveillance. Drone Volt focuses on providing customized products to its clients. It is developing drones that can carry extra payloads and give it a

competitive edge over its peers. It has also launched drone software Drone Volt Pilot, an application that offers easy access to autopilot for DJI drones.

- c. Turnkey products:** Drone Volt also provides a range of services, including administrative support to comply with French regulations, training to operate the drone, and help to acquire a license for flying the drone for operational purposes. The customers receive turnkey products for immediate use. This business model saves the time and cost involved in getting proper training, acquiring a license, and dealing with regulations.

2.6 Company Risks^{xi}

- a. Regulations:** The varied regulations for use of drones in different countries are expected to pose the main challenge to Drone Volt’s expansion plans. With the company is looking at expanding its presence worldwide, it needs to follow a different set of rules and regulations for each country. Also, drones can be categorized differently in each country, typically by weight, size, altitude, speed, etc. With many countries still in the process of legislating regulation into law, the expansion plans in some regions may be affected.
- b. Suppliers’ risk:** For its distribution segment, Drone Volt faces the risk of dependency on the supplier’s commercial policies as the company’s margins could plunge if the supplier increases prices. This risk is partially mitigated by the fact that the company has already tied up with several leading drone suppliers worldwide. Moreover, with the company now focusing on its R&D and attempting to design and develop a majority of the drone parts in-house, this potential threat from suppliers should be mitigated in the future.
- c. Competition:** While the commercial drone market is still nascent, it is rapidly evolving and the competition within the industry is expected to increase with many small and large players entering the market, eyeing the prospective growth opportunities. The industry may also witness price-based competition, which will significantly impact small players in the market. Another challenge could be the launch of cheap alternative drones in the market, created using copied technology.
- d. Innovation in technology:** The commercial drone industry is still in its early age and is expected to grow significantly over the next decade, driven by strong innovation in technology. In order to compete, players within the industry need to come out with new and innovative products regularly, which would distinguish them from the others. Therefore, lack of innovation, leading to the obsolescence of its products, could hinder performance and in time even threaten the existence of the company.

2.7 Shareholding Pattern^{xii}

On May 15, 2024, the number of shares outstanding was 1,750,283,953.

Exhibit 15: Top Shareholding Pattern as on December 19, 2023	
Shareholders	Shares outstanding
Free Float	1,750,283,953
Total	1,750,283,953

2.7.1 Listing and Contact Details

The ordinary shares of Drone Volt are listed on EURONEXT Growth Paris (Ticker: ALDRV.PA, Date of Listing – April 28, 2015). The company’s warrants are listed as BNBS.PA Code ISIN: FR0014007951.

Contacts: 14, Rue de la Perdrix, Lot- 201, Villepinte, France

E-mail ID: contact@dronevolt.com

Phone: +33 (0)1 80 89 44 44

Fax: NA

3 Key Variable Analysis^{xiii}

3.1 Variable 1 – Revenue from Drone Volt Factory, Services & Academy

This segment generates higher margins for the company as it focuses on providing customized products based on client requirements. Given that the company is primarily focusing on growth in this high-value-added activity segment, it is expected that the number of drones sold in the segment to increase considerably, and thereby, has the potential to increase the contribution of this segment to the company's total revenue.

The following are our estimates for revenues from the Drone Volt factory, service and academy segment for the forecast period under two scenarios - low bracket and high bracket:

Exhibit 16: Drone Volt factory, academy and services segment revenue						
In EUR '000	2024E	2025E	2026E	2027E	2028E	2029E
Low Bracket	2,085	2,106	2,127	2,159	2,202	2,064
High Bracket	2,147	2,190	2,234	2,290	2,324	2,105

3.2 Variable 2 – Revenue from distribution

This segment has traditionally seen lower growth. The company purchases drones and their parts from other manufacturers and then assembles and distributes, renting the final product through the company's website. The distribution has historically been contributing more than half of the company's total revenue. However, the company has now shifted its focus to the factory, service and academy segment. Therefore, the distribution segment may witness lower growth and its contribution to the total revenue is expected to come down significantly in future.

The following is the estimated revenue from the distribution segment for the forecast period under two scenarios - low bracket and high bracket:

Exhibit 17: Distribution segment revenue						
In EUR '000	2024E	2025E	2026E	2027E	2028E	2029E
Low Bracket	35,950	44,937	51,678	59,429	66,561	73,217
High Bracket	44,003	57,204	68,645	75,510	81,550	85,628

4. News^{xiv}

- **Success of a drone mission in complex urban area:** On March 19, 2024, DRV announced that it had successfully completed a complex cable unwinding mission with its own solution, HERCULES 20, in Madagascar. Four flights allowed the pulling of 1,100 meters of cable with HERCULES 20 equipped with the release system, the dropper, and parachutes. The successful completion of this mission showed DRV team’s competence in carrying out large-scale projects and its ability to solve unexplored problems with innovative and reliable solutions.
- **Commercial objectives for first quarter of FY24 revealed:** On February 26, 2024, the company announced that its turnover and gross margin is expected to double for Q1 2024 compared with revenue of EUR 1.6 mn and gross profit of EUR 327k in Q1 2023. This revenue growth is expected to be due to distribution, provision of services and production of company’s own solution through Drone Volt Factory, Services and Academy.
- **Major Distribution contract signed in Middle East Market:** On February 6, 2024, the company signed a major distribution contract with a player, based in Middle East. As per the contract, the company would be providing drones developed and assembled within Drone Volt Factory, services from Drone Volt Expert and training from Drone Volt Academy. The contract would also provide exclusivity to the distributor if a significant sales volume were generated over the next 2 years.
- **Fundraising of EUR 2.5 mn successfully completed:** On January 16, 2024, the company completed fundraising of approximately EUR 2.5 mn from institutional investors and from individuals via the PrimaryBid platform. The funds raised would be used for the recruitment of remote pilots for the Drone Volt Expert activity and ramping up the production capacities for the new LINEDRONE and DRONE VOLT KOBRA.
- **Drone Volt generates record annual turnover:** On January 15, 2024, the company announced that it had generated record annual turnover of EUR 23.9 mn in FY 2023, recording revenue growth of 74% over revenue of EUR 13.7 mn in FY 2022. This increase was linked to increase in deliveries of on the record order, announced in the first quarter of FY 2023. At the end of December 2023, DRV completed 80% of the order with the aim to deliver the balance in the first half of 2024.
- **Drone Volt Expert service becomes profitable in fourth month of activity:** On December 12, 2023, the company announced that after four months of activity, turnover generated by Drone Volt Expert would now be sufficient to cover the costs of division. In 2023, the service accumulated flight distance of 3000 km, had carried out 400 missions and had formed a national network through a network of partners. The added value of the service is based on its expertise in geomatics, making it possible to represent, analyse and exploit the data collected in flight and to provide detailed reports of its missions.
- **Unveils DRONE VOLT KOBRA at Milipol Exhibition:** On November 20, 2023, the company presented its latest drone – Drone Volt Kobra – at the Milipol exhibition held at the Paris Nord Villepinte Exhibition Center. Drone Volt Kobra is a drone designed for security, surveillance and inspection applications, equipped with new software, hardware and artificial intelligence solutions developed by the group’s teams. The drone will serve as an ideal solution to carry out inspection missions, providing a decisive advantage to police, armies and administrations. The drone has been developed utilizing the technologies acquired from Lorenz this year, and is capable of collecting and processing data in flight. The drone has an embed AI-ready nanocomputer that allows flexibility and numerous combinations of configurations, which can be adapted to each mission. It brings together four strategic assets – Intelligence, Power, Connectivity and Modularity (IPCM). The drone is also equipped with two FPV cameras and two LIDAR sensors. Its modularity allows it to easily integrate payloads of up to 5 kg.
- **Confirms compliance with PEA-PME eligibility criteria:** On October 30, 2023, the company confirmed its compliance with all the PEA-PME eligibility criteria specified by the implementing decree dated March 4, 2014 (decree no. 2014-283). Companies with less than 5,000 employees, and annual turnover below EUR 1.5 bn, or a balance sheet total under EUR 2 bn meet the eligibility criteria. Consequently, DRV’s shares can be integrated into PEA-PME accounts, and the company can benefit from tax advantages that are enjoyed under the traditional stock savings plan (PEA).
- **DRV to present at the Milipol Exhibition:** On October 27, 2023, the company announced its presence at the Milipol exhibition, the global event for the safety and internal security of states, from November 14 to 17, 2023. The company will present its new model of latest generation drone equipped with new software, hardware and artificial intelligence solutions developed by the group’s teams. The drone will serve as an ideal solution to carry out inspection missions, providing a decisive advantage to police, armies and administrations in general. The company is confident of deploying this drone on a large scale with deliveries expected in Q2 2024.
- **Announced multi-year contract of Drone as a Service:** On August 1, 2023, the company announced signing of a new multi-year contract with major player in energy distribution in Europe. With a minimum duration of 4 years, this contract will generate a turnover of nearly EUR 200,000 each year. The services rendered will be for network

inspection missions, that shall determine maintenance operations and strengthen security and productivity. The new contract emphasizes the group's strategy to diversify, and with the introduction of Drone Volt Expert, it will unveil a "Drone as a Service" offering, where billing is based on usage.

- **Acquired assets of Aeraccess Services:** On July 19, 2023, the company announced the acquisition of the assets of "Aeraccess Services", formerly Air Marine, for an acquisition cost less than EUR 100k. The announcement was made following a decision by the Commercial Court of Evry for the recovery of tangible and intangible assets belonging to Aeraccess Services. In June 2023, DRV recruited 12 experts who previously worked for Aeraccess Services.
- **Announced the first significant contract for Drone as a service:** On June 28, 2023, the company announced that it had been awarded the first service contract by a large European company. The invoicing for this contract would be based on "per use" rather than ownership of the drones. The contract was accompanied by a firm period of 12 months and an option to extend it for an additional two years. The contract was expected to generate a turnover of several hundred thousand euros each year.
- **Successful increase of capital:** On June 22, 2023, the company announced that it had successfully raised EUR 4.4 mn by issuing 395,811,626 shares at EUR 0.011 per share. The capital raise was marked by an oversubscription of c. EUR 6.4 mn. The proceeds of the capital raise were aimed to be deployed toward supporting strong future momentum.
- **Announced the acquisition of Lorenz Technology ApS:** On April 18, 2023, the company announced the acquisition of Lorenz Technology ApS, a Danish company specializing in drone-based inspection and surveillance solutions. The acquisition would enable the company to expand its portfolio of drone-based solutions and enhance its position in the global market.
- **Successful fundraising activity:** On March 29, 2023, the company announced that its fundraising activity aimed at institutional investors and individuals was successful, with an oversubscription rate of 162% of the amount of the indicative offer. The overall demand amounted to EUR 4.8 mn (78% from institutional investors and rest from individuals via the PrimaryBid platform).
- **Announced the launch of a fundraising open to institutional investors and individuals:** On March 28, 2023, the company announced the launch of a fundraiser aimed at institutional investors and individuals in order to support its ambitious growth plan. The fundraising activity would allow the company to strengthen its balance sheet through additional financial resources in the context of hyper-growth which would support the company over the long term.
- **Termination of convertible bond financing contract:** On March 03, 2023, the company announced that it had terminated its convertible bond financing contract signed with ATLAS SPECIAL OPPORTUNITES in September 2020.
- **Announcement of the largest order in history:** On February 22, 2023, the company announced the receipt of an order worth more than EUR 20.0 mn. The order is expected to be delivered and invoiced in H1 2023. The company is actively engaged in negotiations and anticipates that these negotiations will be successfully completed in the coming months.
- **FY 2023 Update:** On February 20, 2023, the company made an announcement regarding its ongoing negotiations for several substantial orders, which encompassed all the activities of the group, including distribution, sale of product and service from factories and provision of services. Notably, the group is actively pursuing significant deals in Africa and Europe, which are expected to materialize by the end of H1 2023.
- **Announced update on LineDrone:** On December 22, 2022, the company announced that its first version of the LineDrone has qualified all of the technical requirements of Hydro-Québec.
- **Announced the sale of 4 HERCULES 20 drones in the United States:** On December 12, 2022, the company announced the sale of 4 HERCULES 20 drones in the high-pressure spray version which were produced in the Drone Volt Factory.
- **Announcement for raising full-year 2022 revenue target:** On November 30, 2022, the company aims to achieve double-digit revenue growth for FY 2022, driven by sustained growth in its distribution business in Europe, the ability to diversify the customer portfolio, and the latest references signed. The Group expects its revenue to be greater than EUR 10 mn, a growth of c. 20% over the last year.
- **Announced participation in the international exhibition organized by CIGRE:** On August 29, 2022, the company announced its participation in the international exhibition organized by CIGRE. The exhibition organized by CIGRE is one of the largest international exhibitions in the field of high-voltage electricity. This event is for electricity producers, network builders and managers, and all experts in the sector.
- **Raised an Innovation loan of EUR 2.5 mn from Bpifrance:** On July 05, 2022, the company announced that it had obtained an Innovation Loan of EUR 2.5 mn granted by Bpifrance. The loan was to be spread over the next 7 years, with a two-year grace period (until September 2024) and an interest rate of 4.30%. This loan was backed by the Pan-European Guarantee Fund (EGF Guarantee Instrument), implemented by the European Investment Fund (EIF) with the financial support of the Member States contributing to this guarantee fund. The purpose of this

financing was to support the group's R&D efforts. The Innovation Loan is reserved for SMEs and small ETIs created for more than three years, developing and/or marketing a new product, process or service and who can justify an innovation, in particular by significant R&D expenditure. It strengthens the company's cash flow to finance all the intangible expenses necessary for the industrialization and marketing of new innovative offers.

5. Management and Governance^{xv}

The company has a team of experienced professionals with expertise in the fields of technology, operations, sales and marketing and finance. These highly qualified professionals have been with the company for a long time, signifying the stability of its management. The management's focus is on improving profitability and creating shareholder value.

Exhibit 18: Management Team		
Name	Designation	Background
Marc Courcelle	Chief Executive Officer (CEO)	<ul style="list-style-type: none"> • Marc Courcelle was appointed as the CEO of the company in October 2020 • He previously served as the Director of Production of the group • He has a total work experience of 38 years
Stefano Valentini	President	<ul style="list-style-type: none"> • Stefano Valentini is the President of Drone Volt Group • He was previously the Director of the Group's International Strategic Alliances and had also served as the Senior Vice President for the Defense and Security Division • He led the development of the company in the US • He additionally managed Aerialtronics, Drone Volt's subsidiary, between 2017 and 2019 • He has a total work experience of approximately 29 years
Sylvain Navarro	Group Chief Financial Officer (CFO)	<ul style="list-style-type: none"> • Sylvain Navarro was appointed as the worldwide CFO of Drone Volt in May 2018 • He formerly served in companies such as Invest Securities (as Head of Cash Equity and Equity Capital Market) • He has more than 20 years of work experience
Martin Laporte	CEO, Drone Volt Canada	<ul style="list-style-type: none"> • Martin Laporte was appointed as the Director General of the company in April 2016 • He oversees the management of Drone Volt's Canada branch • He earlier served as General Manager of KoptR image • He has about 20 years of work experience
Francois Callou	Chief Technology Officer (CTO)	<ul style="list-style-type: none"> • Francois Callou was appointed as the CTO of the company in October 2021 • He was previously a Drone Integration Architect at Naval Group and has served in various roles at Parrot Drone • He has about 17 years of work experience
Kim Larsen	Managing Director, Drone Volt Scandinavia	<ul style="list-style-type: none"> • Kim Larsen oversees the management of Drone Volt's Scandinavian operations • He also serves as the Managing Director for Dan Done Aps, Denmark. • He has about 24 years of work experience

6. Industry Characteristics

6.1 Industry Overview^{xvi}

UAVs, popularly known as ‘drones,’ are unmanned aircraft or ‘flying robots.’ The UAVs evolved during World War I when these were used for military operations. These have improved significantly over time, with use of advanced technology such as miniaturization. The UAV market has grown rapidly in the last decade and has created a lot of interest in various parties and companies engaged in UAV technology development. Currently, the UAV market is driven by new technologies such as next-generation unmanned combat systems, and the development of new markets such as civil and consumer drones.

As per GlobeNewswire, the global drone market can reach USD 260.0 bn by 2030 at a CAGR of 27% from USD 28.5 bn in 2021.^{xvii}

Teal Group's World Civil Unmanned Aircraft Systems (UAS) Market Profile and Forecast predicts that non-military UAS production will jump from USD 7.2 bn in FY 2022 to USD 19.8 bn by 2031, a 9.1% CAGR in constant dollar terms, with total civil UAS purchases to reach USD 139 bn in this decade.^{xviii}

As per Drone Industry Insights, the market will grow at a CAGR of 13.8% to USD 42.8 bn by 2025. Even with the impact of the COVID-19 pandemic, investments in the industry increased substantially to USD 2.3 bn in 2020 (from USD 1.3 bn in 2019).^{xix}

Increasing prevalence in different industries, time-saving benefits, a favorable regulatory framework and technological improvements, as per Data Bridge Market Research’s report, will see the drone services market grow to USD 228.2 bn by 2029 at a CAGR of 48.8% from 2021. Factors such as a lack of skilled operators, limited bandwidth and security concerns could, however, impede the growth.^{xx}

According to ABI Research, more than 90 mn consumer UAVs will ship during 2025, up from 4.9 mn in 2014, with a CAGR of 30.4% over that period.^{xxi}

6.2 Outlook

The commercial UAV industry has immense growth potential. However, it is difficult to make a proper market size estimate considering the potential uses of drones in various sectors, such as agriculture, construction, surveillance, aerial miphy and media and entertainment. We have compiled market forecasts from different sources. Although the market size estimates vary significantly, all are positive about the industry and expect exponential growth.

Exhibit 19: Outlook on the Commercial UAV industry size

Source	Market Size	Estimated Period	Published
Teal Group*	USD 139 bn ^{xxii}	2033	November 2022
Grand View Research	USD 583.5 bn ^{xxiii}	2030	February 2023
ABI Research	USD 101 bn ^{xxiv}	2030	July 2019
Drone Industry Insights	USD 42.8 bn ^{xxv}	2025	June 2020
MarketsandMarkets	USD 58.4 bn ^{xxvi}	2026	June 2021
RnRMarketResearch.com	USD 40.9 bn ^{xxvii}	2027	September 2021

*Teal Group's 2022/2023 World Civil UAS Market Profile and Forecast

6.3 UAV Components

UAS can range from small drones that fly on a single charge for 10 minutes and cost under USD 200 to commercial-level aircraft that can fly much longer and cost as much as USD 10,000 or more.^{xxviii} Military grade UAVs can cost several mn dollars. Some drones are operated by controllers, while others can be operated by operator’s smartphone or tablet. A drone’s basic elements are frame, propellers, small motor and battery, electronic sensors, global positioning system (GPS) and a camera.

Presently, there are several types of UAVs, depending on the project they are used for, ranging from toy UAV, almost-ready-to-fly (ARF) UAV to ready-to-fly (RTF) UAVs. The essential kit for UAV includes RC transmitter, multi-rotor frame,

motors/speed controllers, flight controller and battery charger. Apart from these, optional accessories, such as battery alarm, flight controller add-ons, camera gimbal, telemetry and wireless video, could be added in the drone as per the purpose of a project.

Multi-Rotor Frame –The frame is the basic requirement of the UAV. The configuration depends on the purpose it is to be used for and the loads to be carried. The most popular designs are quadcopter (4 motors), hexacopter (6 motors) and octacopter (8 motors).

Motors/Speed Controllers and Propellers – The motor is an essential requirement as it impacts the flight time and how much load a drone can carry. It also provides a lift for the UAV. A motor ideally should have less weight with high efficiency. A propeller is an airfoil and consists of 2-3 blades; it provides the thrust to the drone and acts as a rotating wing creating a lift force.

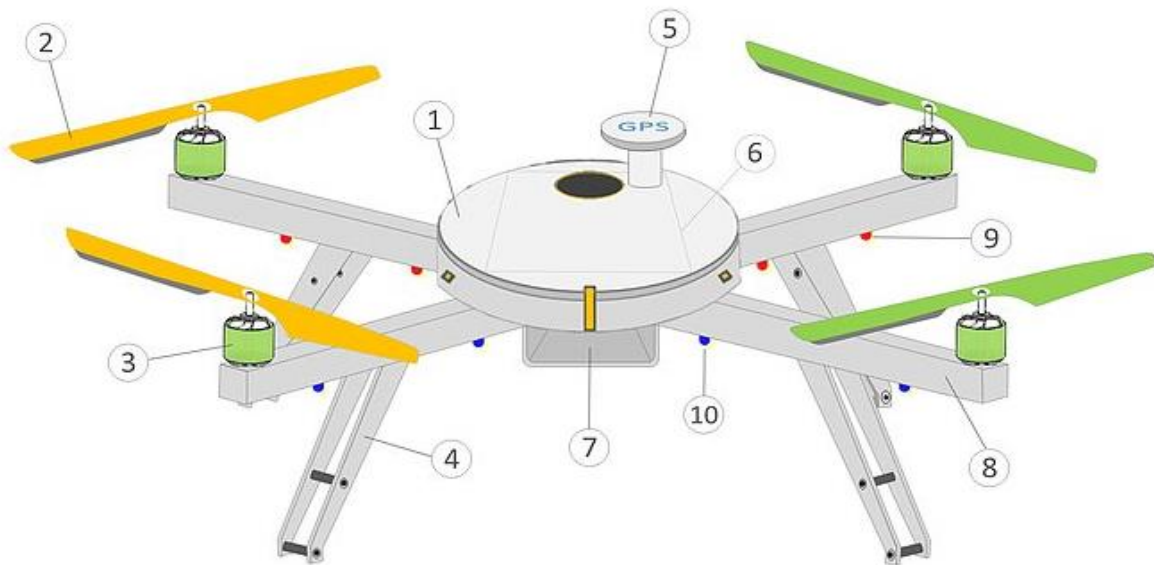
Flight Controller – It acts as the brain of the UAV, connecting all the pieces together. It is used to stabilize the multi-rotor and synchronize it. The more advanced flight controllers can take off, fly and land the UAV autonomously with a preprogrammed waypoint.

Battery and Charger – The battery provides the power for the UAV to fly and would control both motor and flight controller. It is also the heaviest item on a UAV. While choosing the ideal battery, the capacity and voltage factor needs to be considered. The Lithium polymer battery is the ideal and most used battery as this has a high power-to-weight ratio and is readily available.

RC Transmitter – It is possible to fly and control the UAV autonomously without a transmitter, but it is a good idea to have a manual backup for the drone in case something goes wrong. A hand-held transmitter is adequate for most cases.

Exhibit 20: Basic Components of a UAV

- | | | |
|----------------------|-----------------|----------------------|
| ① CANOPY | ⑤ GPS ANTENNA | ⑨ LED LIGHTS (FRONT) |
| ② BLADE (Propellers) | ⑥ CONTROL BOARD | ⑩ LED LIGHTS (BACK) |
| ③ BRUSHLESS MOTOR | ⑦ LI-PO BATTERY | |
| ④ LANDING SKID | ⑧ FRAME | |



6.4 Pricing^{xxix}

Depending on the requirement, the cost of a drone can vary considerably. The drones can be divided into different classes depending on the level of expertise and range they can fly.

Exhibit 21: Basic Components of a UAV			
Segment	Entry-Level users	Professional users	Commercial users
Specifications	Kit with drone, four rotors, batteries, charger, GPS and spare propellers	Kit with drone, four rotors, batteries, charger, GPS, spare propellers, advanced cameras and separate controller	Kit with drone, six rotors, larger propeller blades, batteries, charger, GPS, advanced cameras and separate controller
Duration of flight	10 minutes	25 minutes	1 hour
Range	150-200 feet	Half a mile	> a mile
Control	Smartphone or tablet	Smartphone or tablet	Smartphone or tablet
Cost	USD 500	USD 750-2,000	USD 10,000

6.5 History

Early History - The concept of UAVs is old. In August 1849, Austria used unmanned balloons loaded with explosives to attack Venice.

World Wars - Going back to World War 1 (WWI), necessity, the 'mother of invention,' led to use of flying bombs with the development of first unmanned aircraft. The U.S. army and navy both used aerial torpedoes and flying bombs in WWI but faced difficulties in launching and recovering their UAVs. During World War II (WWII), drones were used as gunnery practice targets by the U.S. forces and for aerial attack missions. Meanwhile, Germany produced its own drones, which used jet propulsion-built aircraft.

1950s - A U.S. company, Northrop, developed 'Falconer' and 'Shelduck' UAVs for battlefield reconnaissance. These had an auto pilot system with radio-control backup and video cameras; these also carried flares for night reconnaissance. These were built in great numbers and were used by several military forces internationally. In the 1950s, UAVs were also used as decoys and were released to confuse the radar systems of the enemies.

1960s - This era saw the faster and longer-range aircraft, 'Ryan Firebee,' being developed to air bomb targets. UAVs were developed to fly at high altitudes, controlled by radio lines, and to fly at lower altitudes controlled by standoff manned aircraft. These drones carried cameras for reconnaissance over enemy targets.

1970s - During the Vietnam War, the US extensively used drones. The drones were used as 'Lightning Bugs.' These were used for intelligence gathering and for taking images from both low and high altitudes. These drones were modified with bigger engines and could carry heavier payloads. In the 1970s, Israel modified the drones it purchased from the U.S. and developed the first UAV with real-time surveillance. It used these in its war against Syria as reconnaissance drones, electronic jammers and as decoys; and had minimal losses.

1980s - In 1982, during the Lebanon War, Israel used its self-made UAVs for images and radar decoying to neutralize Syria's air defenses. By the late 1980s, Israel tested a variety of drones in Lebanon. With the rapid advancement in technology, Israel not only outpaced the U.S. in the development of drones, by producing a number of surveillance drones in the 1980s, it also sold them to the US.

1990s - U.S. marine, army and navy units, along with coalition forces, used 'the Pioneer' UAV substantially for imagery support during its operations against Iraq. The UAVs were used for bombing target enemy areas. Following bombing raids, it was used to inspect the target area and transmit live coverage of the damage.

2000s - In early 2000, after 9/11, the U.S. military used drones for attacks in Afghanistan, Pakistan, Yemen and Somalia. These were also used for the operation to hunt Osama Bin Laden. In 2006, America used drones within the U.S. civilian airspace for search and rescue operations following Hurricane Katrina.

2010s - In 2013, Israel used drones in Gaza during its military operations. In 2013, Amazon, the largest online retailer, announced it is developing drone technology for delivery services.

6.6 Industry Segments

Military Drone Market

Utility in armed conflicts led to the invention of UAVs during World War I. Drones are normally used in circumstances considered too risky for manned flights. Drones can provide real-time imagery, intelligence and surveillance information by scanning an area and transmitting the information back to the commanders, in order to destroy enemy targets. Military drones are generally used for air strikes and surveillance. As per the Teal Group's projection, research expenditure on Military UAS will amount to USD 72.5 bn in the next decade, while Military UAS procurement expenditure is expected to increase to USD 16.4 bn in 2032 from USD 12.1 bn in 2023 (amounting to USD 162.2 bn in the next decade). About 81% of the expenditure on R&D of military UAS and 48% of the expenditure on military UAS procurement will come from the US. Therefore, the US will be the biggest UAV market over the next decade.^{xxx}

IHS Jane's Intelligence, a specialist in defense publications, has reported that the global defense and security market for UAVs is expected to grow at 5.5% per annum from the current level of USD 6.4 bn and increase to USD 10 bn by 2024.^{xxxi} According to the report, Israel was the biggest exporter of UAVs last year, however, it is predicted that the US will surpass its position in the forthcoming years.

Commercial/ Civil Drone Market^{xxxii}

Teal Group's World Civil Unmanned Aircraft Systems (UAS) Market Profile and Forecast forecasts that non-military UAS production will jump from USD 7.2 bn in FY 2022 to USD 19.8 bn by 2031, a 9.1% CAGR in constant dollar terms, with total civil UAS purchases to reach USD 139 bn in that decade^{xxxiii}. The rapidly expanding market for Civil Unmanned Aerial Systems (UAS) in the next ten years is poised to generate substantial growth, as countries increasingly allow UAVs in their airspace, and as commercial applications and civil government adoption of UAVs for new roles in border security and public safety continue to soar.

Tractica, a market intelligence firm, estimates worldwide shipments of commercial drones to reach 2.7 mn units by 2025 from 80,000 units in 2015. Also, annual revenue from commercial drone hardware is estimated to reach around USD 4 bn from the current level of USD 283 mn during that period, whereas annual revenue from commercial drone-enabled services would generate USD 8.7 bn compared with USD 170 mn currently.^{xxxiv} The commercial drone sector will be driven by aerial imaging and data analysis applications. Film, media, agriculture and oil & gas will drive the growth in adoption of commercial drones. Whereas, filming and entertainment, mapping, aerial assessment, disaster relief and prospecting will lead to strong growth in the drone-enabled services market.

There is immense scope for drones in the future. The usage of drones is still in early or mid-stages in many sectors and could play a critical role in reviving growth in various sectors because of its cost-effectiveness and ability to perform tasks which would have been impossible earlier. The table below shows 22 sectors expected to benefit from the use of drone technology; most are in either the early or middle stages of adoption and usage growth, and just a handful of sectors have seen the benefits of higher levels of usage of drone technology over a long time. The agriculture sector is expected to account for approximately 80% of commercial drone usage. By using high-resolution imaging and aerial mapping, identification of crop conditions, checking for diseases, spraying pesticides and fertilizers, prevention of any disease outburst is possible at a much lower cost.

In the US, the delivery segment is expected to be the largest segment whereas the agriculture segment is likely to account for the largest share in the overseas market by 2030 owing to investment by Chinese firms and because small firms are likely to lower costs and increase capabilities.

Commercial drones are also increasingly used for ensuring public safety. For example, drones with high-definition and infrared cameras can assist police and fire departments in intelligence gathering, rescue missions, road patrolling, aerial surveillance, etc.

With drones becoming increasingly popular, the market has attracted the attention of venture capitalists in recent years. US-based startups led the funding rounds, with 65% of the total funds raised flowing to the US. Chinese firms received 16% of the funds in the same time duration (last 10 years).

Exhibit 22: Development Stage of Commercial drones used in different sectors^{xxxv}

	Early Stage	Middle Stage	Late Stage
Application			
Aerial photography			L
Border patrol			L
Construction and real estate images and monitoring		M	
Emergency management		M	
Infrastructure monitoring		M	
Mail and small package delivery	E		
Filmmaking and other media uses		M	
Oil and gas exploration		M	
Precision agriculture			L
Public safety			L
Weather forecasting and meteorological research		M	
Wildlife and environmental monitoring		M	
Technology			
Advanced manufacturing techniques		M	
Batteries and other power	E		
Communication systems			L
Detect, sense, avoid capabilities		M	
GPS			L
Lightweight structures		M	
Microprocessors			L
Motors			L
Engines		M	
Sensors			L

6.7 Uses of drones across sectors

a. Agriculture

Agriculture is expected to benefit significantly from the use of drone applications. Monitoring fields from the sky would drive the new farming revolution. The US-based Association for Unmanned Vehicle Systems International predicts that agricultural uses will eventually account for 80% of the commercial market for drones. With the help of drones, it is possible to capture images of fields at a much cheaper cost compared to when using helicopters or satellite imagery. Drone technology with cameras could enable farmers to monitor their crops, check for diseases or spray pesticides and fertilizers and prevent any disease outburst.

It is difficult for farmers to collect data of farmland spread across large areas. With the help of drones, valuable information can be collected with high accuracy in a short span of time, which in turn can be used to avoid damage caused by various means.

Drones can provide infrared pictures, which help farmers identify exact locations of weed emergence or insect infestations and enable them to quickly focus on the targeted areas. Drones have potential applications in precision agriculture, which involves the use of detailed data on soils, crops, nutrients, pests, moisture and yield to increase farm productivity.

b. Real Estate/Infrastructure

Aerial videography and photography are the new perquisite provided by high-end real estate marketers. Drones effortlessly cover areas which would be difficult to access otherwise and provide perfect images and videos. For real estate clients, it could provide a virtual tour with interactive and realistic presentations. UAVs can be used as maintenance tools to inspect large commercial places such as malls, undeveloped lands and office parks. These can also be useful for inspecting places after incidences of storm or vandalism, for example.

c. Media and Entertainment

The use of UAVs in the media sector has grown substantially and it is said that ‘the age of drone journalism’ has started. Drones are used by the media industry in numbers. These have become significant instruments for news gathering by leading media players. News agencies can use drones for capturing images and videos of events from different heights and angles. Drones can act as a powerful tool in the hands of journalists with proper training, who know the capabilities of the vehicles. Due to their small size, flexibility and ability to perform in the harshest weather, these could be used to take aerial surveys of places and events such as volcanos, demonstrations or warzones, which were not possible to get up close to by manned aircraft before. Also, as they would not require the direct presence of reporters, news stories which were earlier missed due to the risk of personal injuries to reporters on the ground could be covered.

Also, using drones is changing the way films are made as these are better than traditional methods for capturing perfect aerial shots. These are also cheaper, safer and faster solutions. As drones cost a fraction of helicopter or crane shoots, these open new avenues for filmmakers looking to capture aerial shots that were impossible in the past. Drones will continue to change the way movies are filmed. Their use in the film industry will increase with continual improvement in the quality of drones and a decrease in the cost of drones.

d. Surveillance/Security

The trend of using UAVs for commercial aerial surveillance is rapidly increasing, with the development of automated and low-cost drones and technology for object detection. Drones with high definition and infrared cameras can access areas not accessible otherwise, due to the small sizes of drones. UAVs are used for gathering intelligence against enemy targets by government agencies and competitors in business. Drones can help in search and rescue missions, scientific research, wildfire mapping, road patrols, anti-piracy and aerial surveillance of large areas at a low cost. However, the widespread use of drones for domestic surveillance raises serious privacy concerns. These present a threat to privacy as drones are capable of monitoring personal conversations, peeking into many places.

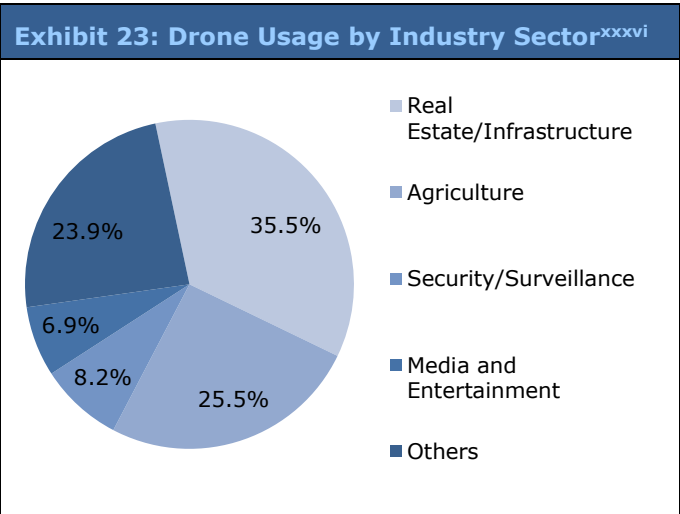
Beside the mentioned sectors, drones can also be used for a wide range of activities, including archaeological surveys, firefighting, healthcare (including medical supplies/delivery), delivery in commercial use, wildlife conservation, monitoring marine life, etc.

e. Inventory Management and Delivery

With the booming e-commerce sector, the proper identification of the stock plays a key role in managing the accuracy of approaching deliveries. Drones help in tracking and locating the inventory while also reducing the turnaround time. The embedded sensors in these small machines can measure and transmit data on a real-time basis and help supervise warehouses more efficiently. Drones can also be used for intralogistics, where they can be used to transfer parts from warehouses to different workshops. However, the main issue for intralogistics is the trade-off between power supply and payload. The most challenging issue with drones in inventory management is that they are yet to reach full automation with indoor navigation. There are recent advancements in line that promise high accuracy in indoor navigation in the near future.

f. Healthcare

Drones have the potential to revolutionize the healthcare industry as they are being utilized for transporting lab samples, tests, medicines and even small equipment during medical emergencies. They are designed to fly to vast distances with speed and can carry an adequate payload to disconnected communities or islands or to any affected areas. There are a



few more applications of drones within the healthcare industry that can come up and eradicate geographical boundaries completely. Recently, the Vital Intelligence project in Australia used drones to oversee and monitor people for signs of COVID-19. The drones can also be used to spread the warning that people should stay home during lockdowns as happened in Spain and China.

6.8 UAV Market in France

Globally, France has been the pioneer in the commercial drone market. It was one of the first countries to regulate the use of commercial drones. In 2012, the Ministry of Transport's Civil Aviation Authority, DGAC made a law relating to design and use of drones in French airspace. Also, the manner in which drones can be used depends on their types and design. However, the legislation does not apply to military or state-operated drones.^{xxxvii}

As of 2019, France was the third-biggest drone market in the world and home to companies such as Delair, Parrot and Delta Drone. In 2018, French companies entered into the highest number of strategic partnerships in the industry. With the increasing investments, encouragement from government to promote adoption and growing end-user industries, the drone market in France can be expected to flourish in the future as well.^{xxxviii} France's UAV market is expected to grow at a CAGR of c. 10.1% during 2020-26.^{xxxix}

6.9 UAV Market in the US

In the US, drones have been primarily used in war zones to deliver weapons and for U.S. military reconnaissance. But now some new technologies and pending federal regulations are enabling the manufacture and use of UAVs for domestic commercial purposes, giving rise to a growing commercial UAV industry. The commercial drone market in the U.S. is still less advanced due to the Federal Aviation Administration (FAA) regulations, which have closed American airspace for UAV trial flights. The FAA, in May 2014, granted exemption permitting specific use of commercial drones for agriculture, real estate, film and broadcasting, oil and gas and construction activities. The FAA is trying to establish an unmanned traffic management (UTM) system by supporting different initiatives towards that.^{xi} The Teal Group's study revealed that 80% of worldwide military spending on drone technology (Research Development Test and Evaluation) over the next decade is expected to be contributed by the US, and 40% of military procurement spending.^{xii}

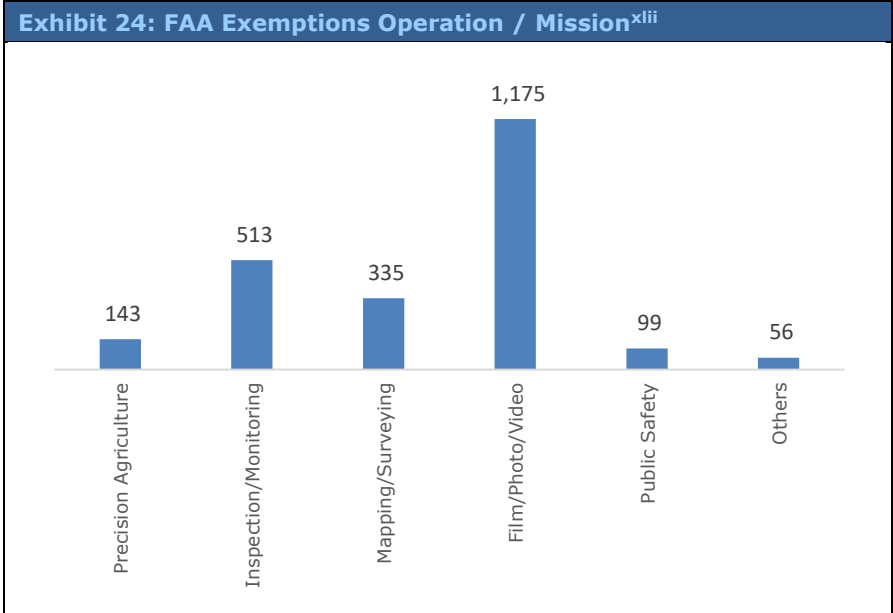
There is significant investment potential in this sector in the US. According to the study conducted by the Federal Aviation Administration (AUVSI), by 2025 about 100,000 jobs could be created in the American economy through the use of drones and would generate about USD 80 bn between 2015 and 2025.

6.10 Regulatory Framework

Despite the significant interest in drones expressed by various sectors, the UAV industry faces major obstacles, which could cut short this sector's growth story. Regulatory policies, safety and privacy concerns, and public awareness regarding drones are key concerns. Currently, there is no uniform global approach to the legal use of drones by either hobbyists or businesses. Many countries differentiate drones by weight category, wherein drones weighing more than 55 pounds are considered in a heavier category. Drones weighing less than 4.4 pounds are dealt with differently than the heavier ones as these have lower safety risks. There are other risks related to regulations such as sharing of frequencies and radio link; quality of drones (especially the heavier drones); and safety from mid-air collision.

a. Regulations in the US

The U.S. has clearly lagged in creating a framework to support the UAV industry and therefore, U.S. drone companies are at a serious disadvantage as they are unable to test commercial drone applications in the US. The FAA has set its regulations for use of drones and prohibits their usage for commercial purposes with some exemptions for some specific



activities, such as for companies conducting agriculture, real estate, film and construction activities. AUVSI has estimated that each year of delay in regulatory constraints has a USD 10 bn economic impact for the US.^{xliii}

Exhibit 25: Types of UAVs in Commercial Operation^{xliv}

UAV Platforms Approved Through FAA Exemptions		
Industry	Average Weight (in pounds)	Average Endurance (in minutes)
Agriculture	9.14	37.59
Real Estate	5.37	23.10
Film and TV	12.39	19.05
Oil and Gas	9.83	97.40
Constructions	7.22	26.85

Under the FAA regulations, drones weighing less than 55 pounds are allowed to fly for commercial operations during daytime within limited locations, and within the line of sight of the operator. The final set of rules were not expected to be issued until late 2016-17.^{xlv}

FAA has been moving in the right direction. Since May 2014, it has permitted a range of commercial enterprises to use drones. The FAA granted 500 exemptions in its first year in over 20 different industries.^{xlvi} As of September 2015, FAA had issued 1,407 exemptions to U.S. companies under Section 333 to operate drones for commercial purposes.^{xlvii}

b. Regulations in Europe

The European Aviation Safety Agency (EASA) has been assigned by the European Commission to set up a common regulation for drones across Europe. The set of standards should cover security, safety, privacy, data protection, insurance and liability. Europe aims to become a global leader in emerging drone technology industry, with the right set of regulations to safeguard the countries’ interest. Currently, within the European Union, different states have regulated, or are planning to regulate, different characteristics of civil drones less than 150 kg in weight.

The EASA has recently released a roadmap for UAV airspace integration to operate and fly in the EU, specifying three categories based on operational parameters:

Open Category: Under this category, it is not necessary to get permission, approval or a license from the Aviation Authority for drones weighing 25 kg or less. However, UAVs need to meet the defined limitations, such as flying within the line of sight of the operator and within a defined altitude and distance; flying over a crowd is not permitted.

Specific Category: This category covers characteristics that have not been covered under ‘open’ category. Under this category, the drone operator has to undergo a safety risk assessment and identify a mitigation structure that needs to be reviewed and approved by the National Aviation Authority.

Certified Category: This category includes large, unmanned aircraft and their operations. These would be treated as manned aircraft in terms of rules. The operators engaged in this category would require licenses.

c. Regulations in France

France was one of the first countries to implement legislation on civil drones. The DGAC has classified UAVs under seven categories segmented by weight, the model design and the accessories that these must contain. Along with this, DGAC has identified four scenarios in which UAVs can be used.

Exhibit 26: Possible Scenarios for using UAVs in France^{xlviii}

Particulars	Scenario 1	Scenario 2	Scenario 3	Scenario 4
Line of Sight	In Direct View	Beyond the remote pilot’s sight	In Direct View	Beyond the remote pilot’s sight
Area	Clear of Populated area	Clear of Populated area	Within Populated Area	Clear of Populated area
Distance (Horizontal)	100 m	1 km	100 m	Specific activity and flight that don’t meet S2 criteria
Height	150 m	50 m	150 m	150 m

6.11 Major Drone Manufacturers

Dajiang Innovation Technology (DJI) – DJI, a Chinese company headquartered in Shenzhen, Guangdong, manufactures commercial UAVs for aerial photography and videography. The company offers powerful drones, including its popular Phantom series, which are easy to fly and can shoot high-definition footage. The company is a leader in commercial and civilian drone industry, accounting for over 70% of the market. The company received its last round of funding of USD 55.0 mn from different venture capital firms, in February 2023 (total aggregate amount raised: USD 112.6 mn as on date) and has managed to become the first-bn dollar commercial drone company. Currently, the company is focusing on manufacturing agricultural drones and is planning to lower its prices to penetrate this segment.

AeroVironment (NASDAQ:AVAV) – AeroVironment, a California-based technology company, designs, develops, and produces drones for video surveillance as well as for tactical purposes. It is a leader in the military drone space and offers a portfolio of unmanned aircraft systems to the U.S. Department of Defense and international allied governments. The company reported revenue of USD 445.7 mn in FY 2022. AeroVironment has now ventured into the commercial drone space with its simple yet powerful drone, Quantix.

Parrot – Parrot, a French wireless products manufacturer, specializes in technologies involving voice recognition and signal processing for embedded products and drone manufacturing. The company has captured the consumer drone market in a short period of time with its most popular product, AR.Drone and AR.Drone 2.0, a mid- range hobby drone with integrated FPV system controlled by a smartphone app. The company's Bebop series is one of the most popular camera drones in the market due to its affordability and is giving stiff competition to DJI's products. The company reported total revenues of EUR 76.8 mn in FY 2022.

3D Robotics – 3D Robotics, an American company founded in 2009, manufactures consumer drones and offers a range of drones for everyday exploration and business applications. Its popular drone 'Solo' released in May 2015 is argued to be the smartest drone ever. It captures breath-taking aerial imagery and data analysis, enabling mapping, surveying, 3D modeling and more. The company raised USD 53 mn in its latest round of capital infusion in April 2017^{xlix} to support product development. Though the company was an early entrant into the consumer drone space, it has recently exited the market and started building software for commercial drone use.

Competition in the UAV industry

Exhibit 27: Peer Comparison		
	Country	Segments
DJI	China	Consumer drone maker; the leader in this category; makes drones for hobbyists and professionals; 'Phantom' series is said to be the most popular drone worldwide; widely used by videographers globally
Parrot	France	Second-largest civil & consumer drone manufacturing company
3D Robotics	US	Consumer drone manufacturer; offers drones for exploration and business applications
Dassault Aviation	France	Designs, manufactures and sells combat aircraft for the military sector; also sells products ranging from business jets to military drones
Delta Drone	France	Designs and manufactures civilian and commercial drones and provides a range of payloads. It also offers consulting, technical assistance and maintenance services
Fly-n-Sense	France	Designs and sells end-to-end commercial UAVs for security, agriculture, environment and industrial activities
RedBird	France	The company analyzes and processes the data acquired by drones and offers data processing solutions to optimize resources, improve performance and secure operations with drone-based information
SurveyCopter	France	Designs and manufactures remote-controlled drones and robots; considered to be a pioneer in mini-UAVs; offers products for civilian and military uses
AeroVironment Inc	US	The company makes small UAVs for the U.S. army for real-time reconnaissance, intelligence gathering and surveillance

7. Valuation

The Fair Market Value of all the company shares stood between EUR 39.6 mn and EUR 107.5 mn on May 15, 2024. The Fair Market Value for one of the company's publicly traded shares stood between EUR 0.02 and EUR 0.06 on May 15, 2024. The valuation approach followed was the DCF method.

7.1 DCF Method

Valuation	
WACC	
Risk-free rate	3.00% ⁱ
Beta	0.5 ⁱⁱ
Market Return	9.8% ⁱⁱⁱ
Additional Premium	0.00%
Cost of Equity	6.4%
Cost of Debt (after tax)	1.2%
Terminal Growth Rate	2.0%
WACC (Discount Rate)	4.5%

Year Ending - Dec	2024E	2025E	2026E	2027E	2028E	2029E
FCFF (High)						
Net cash from operating activities	(419)	504	1,638	5,303	6,753	8,937
Capital Expenditure	(3,605)	(4,234)	(4,732)	(4,856)	(4,870)	(4,919)
Free Cash Flow to Firm	(4,024)	(3,730)	(3,094)	447	1,883	4,018
Discount factor	0.96	0.92	0.88	0.84	0.81	0.77
Present Value of FCF	(3,871)	(3,434)	(2,726)	377	1,520	3,103
FCFF (Low)						
Net cash from operating activities	(2,322)	(2,002)	606	3,332	5,334	7,853
Capital Expenditure	(3,403)	(4,557)	(4,894)	(5,233)	(5,434)	(5,736)
Free Cash Flow to Firm	(5,491)	(8,813)	(7,441)	(6,693)	(5,576)	4,678
Discount factor	0.96	0.92	0.88	0.84	0.81	0.77
Present Value of FCF	(5,507)	(6,038)	(3,778)	(1,603)	(81)	1,634

Arrowhead Fair Value Bracket	High	Low
Terminal Value (TV)	1,64,544	86,680
Present Value of TV	1,21,615	64,065
Present Value of FCFF	(5,033)	(15,373)
Present Value of TV+FCFF	1,16,582	48,692
Present Value of Equity	107,505	39,615
Shares O/s ('000's)	17,50,284	17,50,284
Fair Share Value Bracket (EUR)	0.06	0.02
Current Market Price (EUR)	0.01	0.01
Upside/(Downside)	649%	176%
Current Market Cap. (EUR '000)	14,352	14,352
Target Market Cap. Bracket (EUR '000)	79,552	39,615

Sensitivity Analysis

Sensitivity Table - High		WACC (%)				
		2.5%	3.5%	4.5%	5.5%	6.5%
Growth Rate (%)	1.5%	0.19	0.08	0.05	0.03	0.02
	1.8%	0.25	0.10	0.05	0.03	0.02
	2.0%	0.39	0.12	0.06	0.04	0.03
	2.3%	0.78	0.14	0.07	0.04	0.03
	2.5%	0.80	0.18	0.08	0.05	0.03

Sensitivity Table - Low		WACC (%)				
		2.5%	3.5%	4.5%	5.5%	6.5%
Growth Rate (%)	1.5%	0.09	0.03	0.02	0.01	0.00
	1.8%	0.12	0.04	0.02	0.01	0.00
	2.0%	0.19	0.05	0.02	0.01	0.00
	2.3%	0.40	0.06	0.03	0.01	0.01
	2.5%	0.50	0.08	0.03	0.01	0.01

7.2 Relative Valuation Method

Peer comparison on valuation multiples

Using an industry average P/S for 2024E of 3.7x and our estimate of 2024 revenue, we have arrived at a fair value for company's publicly traded shares which stood at EUR 0.09 on a lower bracket and EUR 0.11 on a higher bracket as on May 15, 2023.

Exhibit 28: Valuation Multiples ^{liii}						
Details	Market Cap	Enterprise Value	EV/EBITDA		Price to Sales	
	EUR Mn	EUR Mn	2024E	2025E	2024E	2025E
Aerovironment Inc	4,884.4	4,849.4	41.3	33.3	7.1	6.5
Parrot SA	64.2	45.0	NM	NM	1.0	NM
Ambarella Inc	1,745.6	1,547.9	NM	NM	8.1	6.9
SAFRAN SA	88,613.8	88,569.8	16.4	14.1	3.7	3.1
Northrop Grumman Corporation	65,393.0	77,915.9	14.9	13.6	1.8	1.7
Median			16.4	14.1	3.7	4.8

Source: Bloomberg as on May 15, 2023

Relative P/S	Low	High
Peer P/S Multiple FY 2024E (1-Year Forward)	3.7	3.7
Arrowhead Premium/(Discount)	0%	0%
Price to Sales Multiple (P/S)	3.67	3.67
Revenue per share Estimate (FY 2024E EUR)	0.03	0.03
Target Price per share	0.09	0.11
Current Share price (EUR)	0.01	0.01
Upside/ (Downside)	1032.8%	1274.6%

Approach for DCF Valuation

Time Horizon: The Arrowhead fair valuation for Drone Volt is based on the DCF method. The time period chosen for the valuation is 67 months (2024E-2029E).

Terminal Value: Terminal value is estimated using a terminal growth rate of 2.0%.

Prudential Nature of Valuation: It should be noted that this Arrowhead Fair Value Bracket estimate is a relatively prudential estimate, as it discounts the eventuality of any new products being launched in the market or any significant change in the strategy.

Key Variables: The upper and lower bounds in the estimation correspond to the extreme positions taken by the following key variables:

Variable 1 – Drone Volt factory, academy and services segment revenue

Exhibit 29: Drone Volt factory, academy and services segment revenue						
In EUR `000	2024E	2025E	2026E	2027E	2028E	2029E
Low Bracket	3,120	3,213	3,310	3,376	3,443	3,478
High Bracket	3,268	3,497	3,672	3,856	3,971	4,090

Variable 2 – Distribution segment revenue

Exhibit 30: Distribution segment revenue						
In EUR `000	2024E	2025E	2026E	2027E	2028E	2029E
Low Bracket	34,686	52,029	59,833	68,808	77,065	84,772
High Bracket	36,788	47,825	57,390	63,129	68,179	71,588

Important information on Arrowhead methodology

The principles of the valuation methodology employed by Arrowhead BID are variable to a certain extent depending on the subsectors in which the research is conducted, but all Arrowhead valuation research possesses an underlying set of common principles and a generally common quantitative process.

With Arrowhead Commercial and Technical Due Diligence, Arrowhead extensively researches the fundamentals, assets and liabilities of a company, and builds solid estimates for revenue and expenditure over a coherently determined forecast period.

Elements of past performance, such as price/earnings ratios, indicated as applicable, are present mainly for reference purposes. Still, elements of real-world past performance enter the valuation through their impact on the commercial and technical due diligence.

Elements of comparison, such as multiple analyses may be to some limited extent integrated into the valuation on a project-by-project or asset-by-asset basis. In the case of this Drone Volt report, there are no multiple analyses integrated into the valuation.

Arrowhead BID Fair Market Value Bracket

The Arrowhead Fair Market Value is given as a bracket. This is based on quantitative key variable analysis, such as key price analysis for revenue and cost drivers or analysis and discounts on revenue estimates for projects, especially relevant to those projects estimated to provide revenue near the end of the chosen forecast period. Low and high estimates for key variables are produced as a tool for valuation. The high-bracket DCF valuation is derived from the high-bracket key variables, while the low-bracket DCF valuation is based on the low-bracket key variables.

In principle, an investor who is comfortable with the high-brackets of our key variable analysis will align with the high-bracket in the Arrowhead Fair Value Bracket, and likewise in terms of low estimates. The investor will also take into account the company intangibles – as presented in the first few pages of this document in the analysis on strengths and weaknesses and other essential company information. These intangibles serve as supplementary decision factors for adding or subtracting a premium in the investor’s own analysis.

The bracket should be understood as a tool provided by Arrowhead BID for the reader of this report and the reader should not solely rely on this information to make his decision on any particular security. The reader must also understand that on one hand, global capital markets contain inefficiencies, especially in terms of information, and that on the other hand, corporations and their commercial and technical positions evolve rapidly: this present edition of the Arrowhead valuation is for a short to medium-term alignment analysis (one to twelve months). The reader should refer to important disclosures on page 33 of this report.

8. Appendix

8.1 Drone Volt's Financial Summary

Exhibit 31: Financial Summary		<i>Low Bracket Estimates</i>				
<i>Year Ending - Dec.</i>	2024E	2025E	2026E	2027E	2028E	2029E
Revenue (EUR '000)	37,806	55,242	63,143	72,184	80,509	88,250
EBITDA (EUR '000)	(958)	780	2,598	4,618	7,319	9,912
EBIT (EUR '000)	(2,819)	(1,394)	44	1,535	4,053	6,299
Net Income (EUR '000)	(3,354)	(2,060)	(729)	712	3,427	5,881
EPS	(0.00)	(0.00)	(0.00)	0.00	0.00	0.00
Growth rates (%)						
Revenue	57.6%	46.1%	14.3%	14.3%	11.5%	9.6%
EBIT	NM	NM	NM	NM	NM	55.4%
Net Income	NM	NM	NM	NM	NM	71.6%
EPS	NM	NM	NM	NM	NM	71.6%
Margins (%)						
EBITDA Margins	(2.5%)	1.4%	4.1%	6.4%	9.1%	11.2%
EBIT Margin	(7.5%)	(2.5%)	0.1%	2.1%	5.0%	7.1%
Net Profit Margin	(8.9%)	(3.7%)	(1.2%)	1.0%	4.3%	6.7%
Ratios						
Price / Earnings ratio	NM	NM	NM	20.2x	4.2x	2.4x
EV/Revenue	0.4x	0.2x	0.2x	0.2x	0.2x	0.2x
EV/EBITDA	(13.9x)	17.1x	5.1x	2.9x	1.8x	1.3x
EV/EBIT	(4.7x)	(9.6x)	306.7x	8.7x	3.3x	2.1x

Exhibit 32: Financial Summary		<i>High Bracket Estimates</i>				
<i>Year Ending - Dec.</i>	2024E	2025E	2026E	2027E	2028E	2029E
Revenue (EUR '000)	40,056	51,322	61,062	66,984	72,150	75,678
EBITDA (EUR '000)	1,580	2,109	4,181	6,112	8,193	10,196
EBIT (EUR '000)	(296)	(70)	1,659	3,100	5,056	6,796
Net Income (EUR '000)	(581)	(531)	1,224	2,666	4,858	6,841
EPS	(0.00)	(0.00)	0.00	0.00	0.00	0.00
Growth rates (%)						
Revenue	67.0%	28.1%	19.0%	9.7%	7.7%	4.9%
EBIT	NM	NM	NM	86.8%	63.1%	34.4%
Net Income	NM	NM	NM	NM	82.2%	40.8%
EPS	NM	NM	NM	NM	82.2%	40.8%
Margins (%)						
EBITDA Margins	3.9%	4.1%	6.8%	9.1%	11.4%	13.5%
EBIT Margin	(0.7%)	(0.1%)	2.7%	4.6%	7.0%	9.0%
Net Profit Margin	(1.4%)	(1.0%)	2.0%	4.0%	6.7%	9.0%
Ratios						
Price / Earnings ratio	NM	NM	11.7x	5.4x	3.0x	2.1x
EV/Revenue	0.3x	0.3x	0.2x	0.2x	0.2x	0.2x
EV/EBITDA	8.4x	6.3x	3.2x	2.2x	1.6x	1.3x
EV/EBIT	(45.1x)	(192.0x)	8.0x	4.3x	2.6x	2.0x

8.2 Drone Volt's Balance Sheet Forecast

Exhibit 33: Consolidated Balance Sheet		<i>Low Bracket Estimates</i>				
<i>Year Ending - Dec.</i>	2024E	2025E	2026E	2027E	2028E	2029E
Total current assets	10,754	12,462	12,506	14,577	16,261	20,374
Total non-current assets	20,717	23,100	25,439	27,589	29,758	31,881
TOTAL ASSETS	31,471	35,562	37,944	42,166	46,018	52,255
Total current liabilities	6,154	7,305	7,416	7,926	8,351	8,707
Total non-current liabilities	8,670	13,670	16,670	19,670	19,670	19,670
TOTAL LIABILITIES	14,824	20,975	24,086	27,596	28,021	28,377
Total shareholder's equity	16,647	14,588	13,859	14,571	17,998	23,879
TOTAL LIABILITIES & EQUITY	31,472	35,563	37,945	42,166	46,019	52,256

Exhibit 34: Consolidated Balance Sheet		<i>High Bracket Estimates</i>				
<i>Year Ending - Dec.</i>	2024E	2025E	2026E	2027E	2028E	2029E
Total current assets	13,315	16,484	18,762	22,867	26,204	31,613
Total non-current assets	20,904	22,960	25,171	27,016	28,748	30,267
TOTAL ASSETS	34,218	39,443	43,932	49,882	54,952	61,881
Total current liabilities	6,129	6,885	7,150	7,435	7,646	7,734
Total non-current liabilities	8,670	13,670	16,670	19,670	19,670	19,670
TOTAL LIABILITIES	14,799	20,555	23,820	27,105	27,316	27,404
Total shareholder's equity	19,420	18,889	20,113	22,779	27,637	34,478
TOTAL LIABILITIES & EQUITY	34,219	39,444	43,933	49,883	54,953	61,881

9. Analyst Certifications

I, Ayushi Saraswat, certify that all of the views expressed in this research report accurately reflect my personal views about the subject security and the subject Company, based on the collection and analysis of public information and public Company disclosures.

I, Sumit Wadhwa, certify that all of the views expressed in this research report accurately reflect my personal views about the subject security and the subject Company, based on the collection and analysis of public information and public Company disclosures.

Important disclosures

Arrowhead Business and Investment Decisions, LLC received fees in 2016-2023 from Drone Volt and will receive further fees in 2024 from Drone Volt for researching and drafting this report and for a series of other services to Drone Volt, including distribution of this report and investor relations services. Neither Arrowhead BID nor any of its principals or employees own any long or short positions in Drone Volt. Arrowhead BID's principals intend to seek a mandate for investment banking services from Drone Volt in 2024 or beyond and may receive compensation for investment banking activities for Drone Volt in 2024 or beyond.

Aside from certain reports published on a periodic basis, the large majority of reports are published by Arrowhead BID at irregular intervals as appropriate in the analyst's judgment.

Any opinions expressed in this report are statements of Arrowhead BID's judgment to this date and are subject to change without notice.

This report was prepared for general circulation and does not provide investment recommendations specific to individual investors. As such, any of the financial or other money-management instruments linked to the Company and Company valuation described in the report, hereafter referred to as "the securities", may not be suitable for all investors.

Investors must make their own investment decisions based upon their specific investment objectives and financial situation utilizing their own financial advisors as they deem necessary.

Investors are advised to gather and consult multiple sources of information while preparing their investment decisions. Recipients of this report are strongly advised to read the Information on Arrowhead Methodology

section of this report to understand if and how the Arrowhead Due Diligence and Arrowhead Fair Value Bracket integrate alongside the rest of their stream of information and within their decision-making process.

Past performance of securities described directly or indirectly in this report should not be taken as an indication or guarantee of future results. The price, value of, and income from any of the financial securities described in this report may rise as well as fall and may be affected by simple and complex changes in economic, financial and political factors.

Should security described in this report be denominated in a currency other than the investor's home currency, a change in exchange rates may adversely affect the price of, value of, or income derived from the security.

This report is published solely for information purposes and is not to be considered in any case as an offer to buy any security, in any state.

Other than disclosures relating to Arrowhead Business and Investment Decisions, LLC, the information herein is based on sources Arrowhead BID believes to be reliable but is not guaranteed by Arrowhead BID and does not purport to be a complete statement or summary of the available data.

Arrowhead Business and Investment Decisions, LLC is not responsible for any loss, financial or other, directly or indirectly linked to any price movement or absence of price movement of the securities described in this report.

10. Notes and References

- i Source: Bloomberg, as of May 15, 2024
- ii Source: Bloomberg, as of May 15, 2024
- iii Arrowhead Business and Investment Decisions Fair Value Bracket – AFVBTM. See information on valuation on pages 28-33 of this report and important disclosures on page 34 of this report.
- iv Source: Company annual report FY 2018
- v Source: [Nucleom.ca](https://www.nucleom.ca)
- vi Source: [Nucleom Linedrone dronevolt](https://www.nucleom.ca/industry-news/2023/05/23/nucleom-linedrone-dronevolt)
- vii Source: [Nucleom Linedrone dronevolt](https://www.nucleom.ca/industry-news/2023/05/23/nucleom-linedrone-dronevolt)
- viii Source: Company Press release
- ix Source: Company Press release
- x Source: Arrowhead BID analysis
- xi Source: Arrowhead BID analysis
- xii Source: Bloomberg as on May 15, 2024
- xiii Source: Arrowhead BID estimate
- xiv Source: Company Website
- xv Source: Company Reports, LinkedIn
- xvi Source: Europe Consumer Centre (ECC)
- xvii Source: [Global Drone Market Size To Grow USD 260 Billion By 2030 | \(globenewswire.com\)](https://www.globenewswire.com/press-releases/global-drone-market-size-to-grow-usd-260-billion-by-2030-301242421)
- xviii Source: <https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2>
- xix Source: [Drone Market Size 2020-2025 | Drone Industry Insights \(droneii.com\)](https://www.droneii.com/news/drone-market-size-2020-2025)
- xx Source: [Drone Services Market Size, Share, Growth, Challenges, & Forecast Analysis By 2029 \(databridgemarketresearch.com\)](https://www.databridgemarketresearch.com/research-article/drone-services-market-size-share-growth-challenges-forecast-analysis-by-2029/)
- xxi Source: [Consumer Drone Shipments to Exceed 90 Million Units and Generate \\$4.6 Billion in Revenue by 2025 \(abiresearch.com\)](https://www.abiresearch.com/research-article/consumer-drone-shipments-to-exceed-90-million-units-and-generate-4.6-billion-in-revenue-by-2025/)
- xxii Source: [Teal Group Predicts Worldwide CIVIL UAS Spending of \\$139 Billion Over the Next Decade in its 2022/2023 UAV Market Profile and Forecast - Teal Group](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxiii Source: [Commercial Drone Market Size Worth \\$583.51 Billion By 2030 \(grandviewresearch.com\)](https://www.grandviewresearch.com/industry-analysis/commercial-drone-market)
- xxiv Source: <https://www.abiresearch.com/press/drone-market-full-flight-commercial-and-industrial-use-cases-while-delivery-market-prepares-takeoff/>
- xxv Source: [Drone Market Size 2020-2025 | Drone Industry Insights \(droneii.com\)](https://www.droneii.com/news/drone-market-size-2020-2025)
- xxvi Source: <https://www.marketsandmarkets.com/Market-Reports/unmanned-aerial-vehicles-uav-market-662.html>
- xxvii Source: [Press Release](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxviii Source: Unmanned Aircraft Systems (UAS): Commercial Outlook for a New Industry, September 9, 2015
- xxix Source: Unmanned Aircraft Systems (UAS): Commercial Outlook for a New Industry, September 9, 2015
- xxx Source : [Teal Group Predicts Worldwide Military UAS Spending of \\$216.5 Billion Over the Next Decade in its 2022/2023 UAV Market Profile and Forecast - Teal Group](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxxi Source: IHS Jane’s Intelligence report
- xxxii Source: [Press Release](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxxiii Source: [Press Release](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxxiv Source: [Press Release](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxxv Source: [Press Release](https://www.tealgroup.com/index.php/pages/press-releases/66-teal-group-predicts-worldwide-civil-drone-production-will-more-than-triple-over-the-next-decade-despite-pandemic-2)
- xxxvi Source: [An Aerial View of the Future - Using Drones in Construction \(geospatialworld.net\)](https://www.geospatialworld.net/news/an-aerial-view-of-the-future-using-drones-in-construction)
- xxxvii Source: <http://www.bloomberg.com/news/articles/2015-03-16/what-the-french-know-about-drones-that-americans-don-t>
- xxxviii Source: <https://thedronesworld.net/drone-industry-in-france/>
- xxxix Source: [France UAV Market Outlook \(2020-2026\) | Trends & Forecast \(6wresearch.com\)](https://www.6wresearch.com/research-article/france-uav-market-outlook-2020-2026-trends-forecast/)
- xl Source: <http://www.asprs.org/a/publications/proceedings/UASReno2015/Snow.pdf>

- xli Source : <https://www.globenewswire.com/news-release/2019/11/04/1940456/0/en/Outlook-on-the-Drone-Market-in-France-2019-2024-by-Industry-Method-Unit-Sales.html>
- xlii Source: <http://www.asprs.org/a/publications/proceedings/UASReno2015/Snow.pdf>
- xliiii Source: http://www.oliverwyman.com/content/dam/oliver-wyman/global/en/2015/apr/Commercial_Drones.pdf
- xliiv Source: <https://www.fas.org/sgp/crs/misc/R44192.pdf>
- xliiv Source: <https://www.fas.org/sgp/crs/misc/R44192.pdf>
- xlivi Source: <https://www.fas.org/sgp/crs/misc/R44192.pdf>
- xlvii Source: <http://fortune.com/2015/09/20/faa-drone-operators/>
- xlviii Source: ICAO report, Present and future of the RPAS legal framework, 2015
- xlix Source: https://www.crunchbase.com/organization/3d-robotics/funding_rounds/funding_rounds_list#section-funding-rounds
- i Source: Bloomberg, as on May 15, 2024
- ii Source: Bloomberg as on May 15, 2024
- iii Source: Arrowhead BID Estimate
- iiii Source: Bloomberg Estimates as on May 15, 2024