

# PRESENTATION & KEY FIGURES

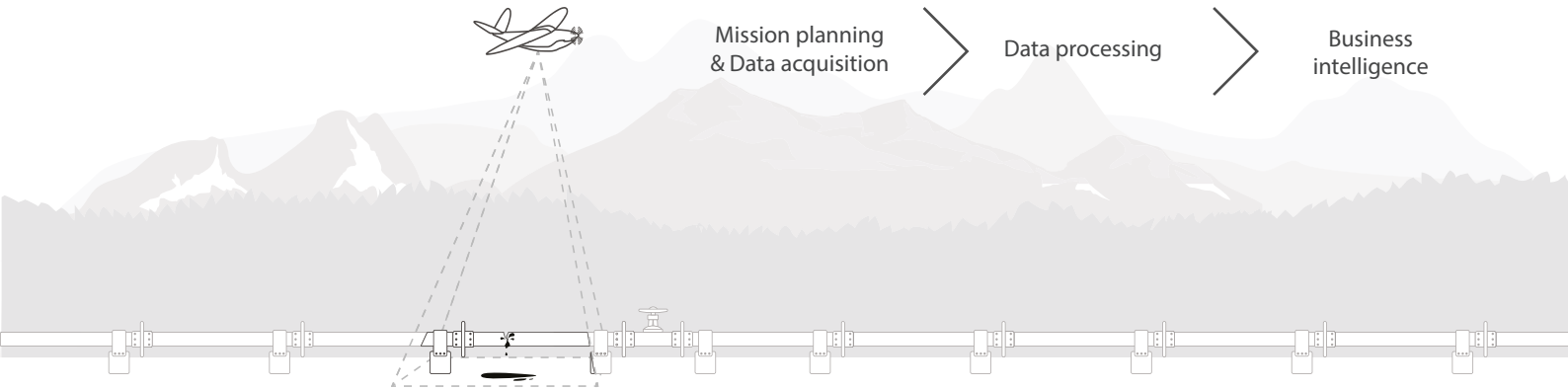
Delair-Tech is a world leader in the commercial drone market and its industrial applications. Specialized in drone manufacturing and aerial data processing, the company offers professionals end-to-end solutions, from data acquisition to operational analysis. Delair-Tech is represented in more than 80 countries and employes more than 100 persons over the world with dedicated solutions for various industrial sectors: agriculture, geospatial, transportation, power, utilities, oil, gas, mines, and security & defense.

## Delair-Tech Media contacts

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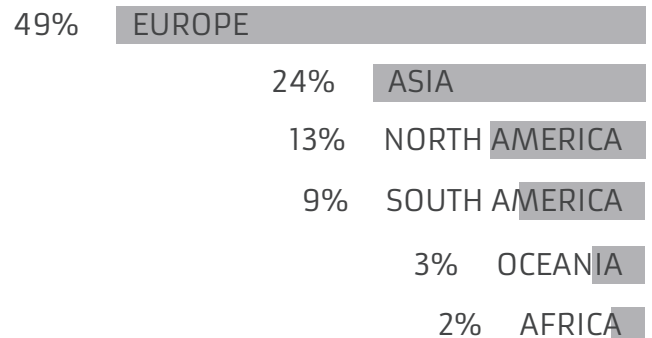
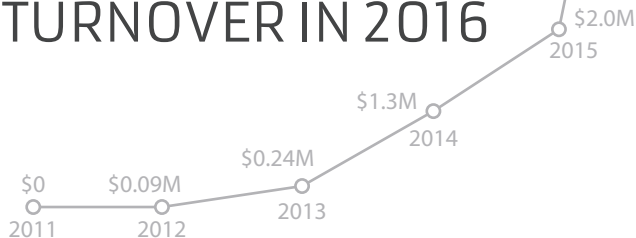
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## A Dynamic Company

# \$7.1 M

TURNOVER IN 2016



Geographical distribution of 2016 of sales turnover



**\$25M** fundraised by Delair-Tech since 2011. It has been dedicated to technology and business development.



**\$7M** invested for R&D purposes since 2011. In 2016, new products have been developed: DT18 HD and most of the analytics. All products are designed in-house, with proprietary technologies.

An industry oriented company

8 Delair-Tech offers dedicated solutions for 8 industries.



Agriculture & Forestry



Security & Defence



Geospatial



Power & Utilities



Oil & Gas



Mines & Quarries



Railways & Roads



Emergency

From UAV Manufacturing to Data Acquisition & Data Processing

DT18



DT26X



UX5



778

DRONES PRODUCED IN 2016



19 527 FLIGHTS

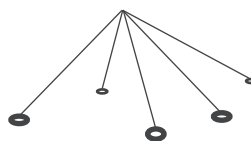
49 052 HOURS FLOWN

309 751 KMS COVERED



3 971 227 SNAPSHOTS

3 584 GCP (Ground Control Points)



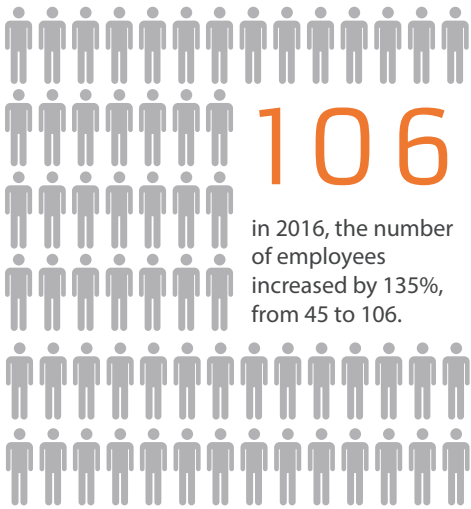
1 072 755 368 lidar points

758 864 IMAGES PROCESSED

351 PROCESSES

26 229 KM<sup>2</sup> PROCESSED

## Team Evolution & Global Footprint



October 2016

September 2016



Delair-Tech acquires Trimble's Gatewing UAS Unit. With it, 23 drone experts joined the team.



Delair-Tech acquires Eukrea Electromatique. With it, 5 electronic experts joined the team.

**150**

distributors over the world

**6**

Delair-Tech offices

**80**

countries where Delair-Tech's UAVs are available (dark grey)



**Delair America Inc.**  
South Pasadena, United States



**Gatewing, a Delair-Tech company**  
Gent, Belgium

**Delair-Tech office**  
Paris, France

**Delair-Tech office**  
Pessac, France

**Delair-Tech headquarters**  
Toulouse-Labège, France

**Delair-Tech office**  
Singapore