



DELAIR AND SPHERE DRONES SIGN PARTNER AGREEMENT TO OFFER COMMERCIAL DRONE SOLUTIONS IN AUSTRALIA

**Sphere Drones has become the first Delair UX11 distributor in Australia;
Pioneering French UAV supplier is now present in 70 countries through its global network of resellers**

LABEGE, France and SYDNEY, Australia – May 30, 2018 – [Delair](#), a leading global supplier of commercial drone solutions, today announced an agreement with [Sphere Drones](#), a major UAV sales, consulting and service provider in Australia. As part of the agreement, Sphere Drone will be the first Delair UX11 reseller in the country, with the two companies set to rapidly expand the agreement to include the entire Delair product line.

The Asia Pacific commercial drone market is estimated to grow to \$US 6.25 billion by the end of 2022 (Asia Pacific Market Research). Given the growing commercial demand in Australia, the governing safety body – the Civil Aviation Safety Authority (CASA), has eased regulations on commercial drone use allowing significantly greater opportunities for commercial UAV applications. In particular, drone-based data collection is growing at an exponential rate across industries including mining, agriculture, surveying, search and rescue, farm management and asset inspection.

Delair's long-range, fixed-wing drones with sophisticated artificial intelligence (AI) analytics and advanced machine learning algorithms, are today sold in more than 70 countries. In 2017, the company set up its Asian Pacific (APAC) headquarters in Singapore to address the expanding region demand. Delair currently has resellers established in China, Indonesia, Malaysia, New Caledonia, Philippines, South Korea, Thailand, and Vietnam.

With Delair's drone solutions, Sphere will become Australia's premier fixed-wing drone mapping and remote sensing solution.

Sphere Drones will provide dedicated sales, service support and customer advice for the recently introduced [Delair UX11](#) - an innovative photogrammetric professional mapping drone solution. The UX11 is capable of onboard data processing, PPK-as-you-go, and both wireless and cellular communications to ensure survey-

grade results anywhere. Where allowed, the drone is also designed for beyond visual line of sight (BVLOS) operations.

All of Delair's solutions are designed to make it easy and cost-effective for enterprises to adopt commercial drones and support a seamlessly integrated workflow - from hardware to data acquisition services, to data processing software. This integrated approach enables commercial enterprises to automatically and instantly collect aerial intelligence, analyse and quickly integrate it into their daily business processes. This also provides for a rapid ROI.

"Through this new agreement with Sphere Drones, operating in the Australian UAV industry since 2012, commercial customers will benefit from a highly-skilled and experienced partner, widely regarded as one of Australia's leading authorities on UAV applications and operations," **said Marta Jubero, Delair, Channel Sales Director**. "Their expertise and professionalism are great assets for us as we expand further into the Australian market and continue to advance how UAVs improve business efficiencies through aerial-based data collection and analysis."

We are particularly excited to have a technology pioneer and market innovator such as Delair as part of our UAV portfolio," **said Paris Cockinos, Managing Director, Sphere Drones**. "The vastness of Australia makes drone-based monitoring and data acquisition the perfect approach – both from a cost and functionality point-of-view - for a wide range of commercial operations. Having globally recognised UAV technology from Delair will be a significant benefit to our commercial clients."

- **END** -

About DELAIR

Delair is a leading provider of drone-based solutions that enable enterprises to monitor and digitize their physical assets from the air and turn the collected data into valuable business insights. Its solutions are used globally by customers in industries such as utilities, construction, agriculture, transportation, mining and oil and gas. The company is one of the world's most experienced providers of industrial drone solutions, combining its high performance, long range UAV hardware with sophisticated analytics technology and operational services. A strategic partnership with Intel and its Intel Insight initiative is driving the two companies toward the industry's most scalable platform for drone imagery storage and business intelligence. Founded in 2011 by experts in the aerospace industry, the company is headquartered in Toulouse, France, and has offices in Ghent, Belgium, Los Angeles and Singapore. Its solutions are sold in more than 70 countries by a network of resellers. For more information about Delair and its brand-new generation of beyond-visual-line-of-sight (BVLOS) drones with 3G/4G communications, go to www.delair.aero and on twitter @DelairTech

About Sphere Drones

Sphere Drone is a leading Australian provider of comprehensive UAV products and application solutions for the commercial market. Proudly Australian-owned and an operating entity since 1954, their end-to-end system solutions have created outcomes that are highly-functional, cost-effective and, most importantly, commercially successful. Carrying the world's best UAV brands and accessories, their Sydney-based headquarters operates as research and development (R&D) facility, allowing existing and prospective clients to work in tandem with the Sphere team to create custom and often proprietary commercial UAV solutions. Their partnership with Delair will further enhance this ability.

PRESS CONTACTS

Delair

Corporate: press@delair.aero

Sphere Drones