

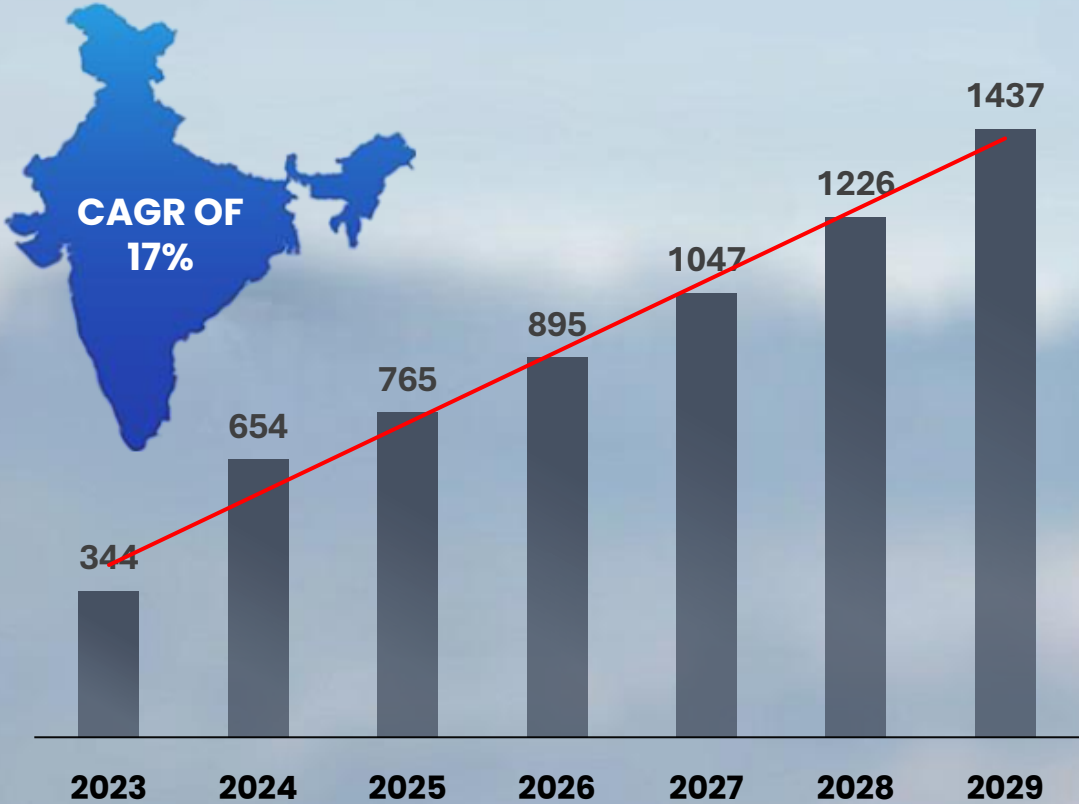
DRONE



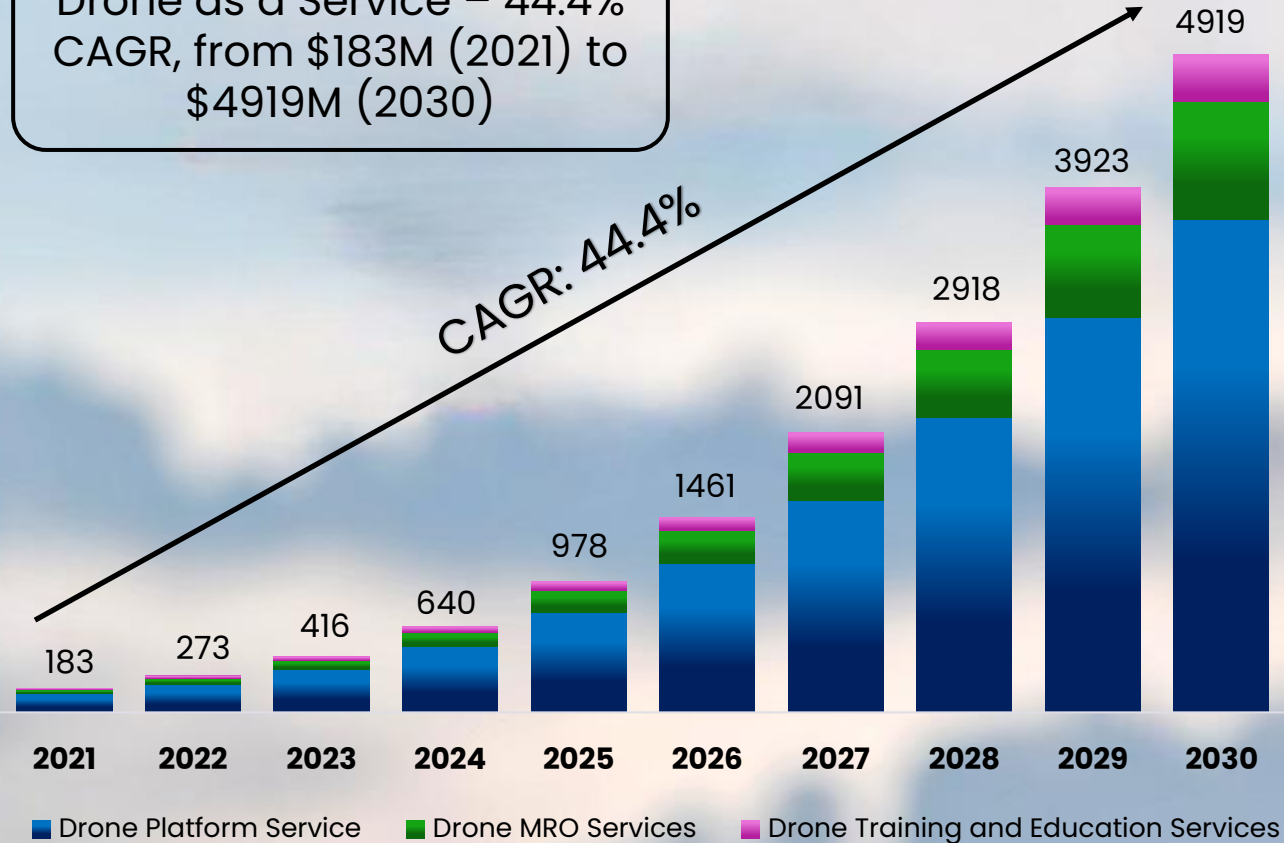
Building aerial solutions for terrestrial challenges

MARKET SIZE

The Indian drone market is projected to grow from USD 654 million in 2024 to USD 1437 million by 2029, at a CAGR of 17.0% during the forecast period.



Drone as a Service – 44.4% CAGR, from \$183M (2021) to \$4919M (2030)



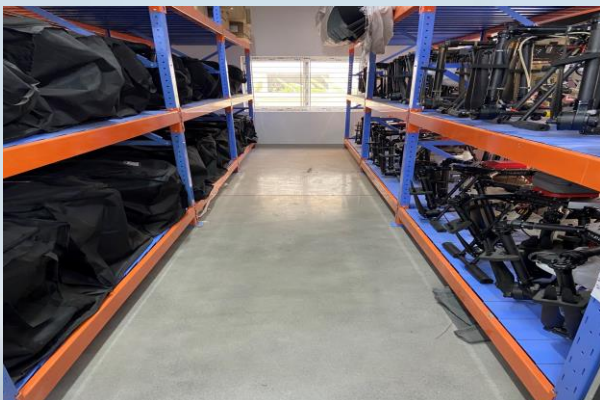
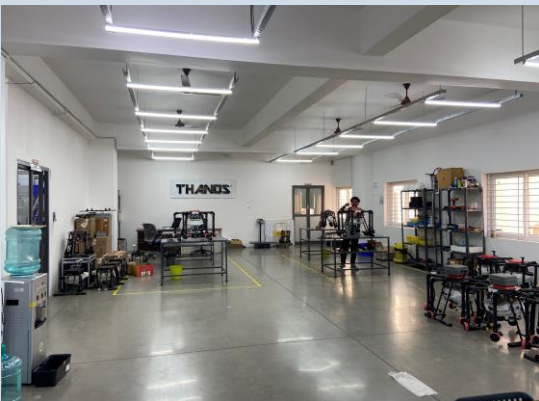
PROBLEM STATEMENT

Agriculture

- **Inefficient Practices:** Traditional methods result in resource wastage and lower productivity.
- **Limited Precision:** Difficulty in accurately monitoring crops, pests and soil health.
- **High Labor Dependency:** Reliance on manual labor increases costs and time.
- **Resource Constraints:** Ineffective use of water, fertilizers and pesticides.

Surveillance

- **Efficiency:** Traditional surveillance methods are time-consuming, costly and prone to human error.
- **Accessibility:** Monitoring remote or hazardous areas is challenging with conventional systems.
- **Real-Time Data:** Traditional systems struggle to provide instant, actionable insights for timely decision-making.



COMPANY OVERVIEW

Specializing in agriculture, defence, surveillance and custom drone manufacturing with in-house design, patented models and DGCA-certified drones.


10,000 sq. ft. facility with 3,000 drones-per-year production capacity, team of 60+ resources across 10 departments and operations in 9 states.

8 years presence in the industry, multiple prestigious awards (including the Drone Olympics gold medal and Lockheed martin prize) and ISO certification.

TOP CLIENTS



MANAGEMENT TEAM

- 
- B.E.(Hons.) Electronics & Instrumentation from BITS Pilani (2008)
 - DGCA Certified Drone Pilot
 - 16 years of professional experience
 - 13 years of running start-ups
 - Previously Co-Founder at [redacted] & Managing Partner at [redacted]
 - Responsible for business and operations at [redacted]



Prathyush Akepati (CTO & Co-founder)

- DGCA Certified Master Drone Trainer
- EPM in Finance from IIM-C (2010)
- 18 years of professional experience
- Previously founder at [redacted] and Co-Founder at [redacted]
- Responsible for designing and building aerial platforms at [redacted]

PRODUCTS & SERVICES

Surveillance Drones



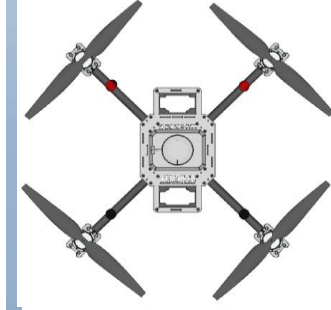
MICRO DRONE



ABHYASA



AJA



AJA MINI

Agriculture Drones



H10



H10i

Custom Drones

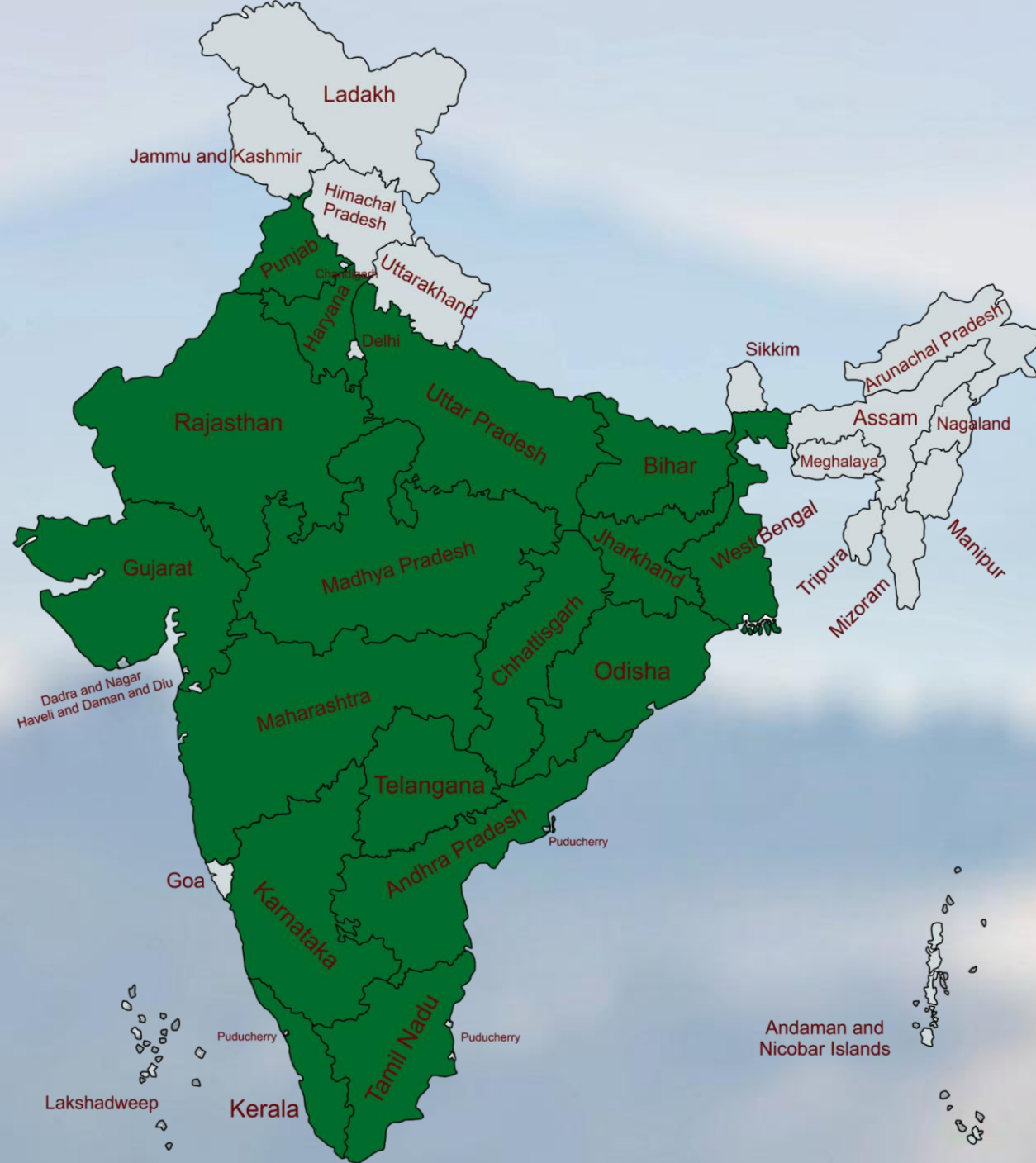


Services



**Drone as a Service
(DaaS) – Spraying**

**Drone Pilot
Training**



GEOGRAPHICAL PRESENCE

CURRENTLY PRESENT ACROSS 9 STATES
IN INDIA, WITH A 2-YEAR EXPANSION
PLAN TO REACH 17 STATES

BUSINESS ROADMAP

2027–2029: Targeting INR 500 Cr revenue by FY 2028–29, exporting 1,000+ Agri Drones, achieving 75% BOM indigenization and expanding defence-certified product offerings.

2025–2027: Expanding to 15+ states and initiating exports (FY 2025–26). Aiming for INR 200 Cr revenue and 10,000 drones/year facility by FY 2026–27 with 50% BOM indigenization.

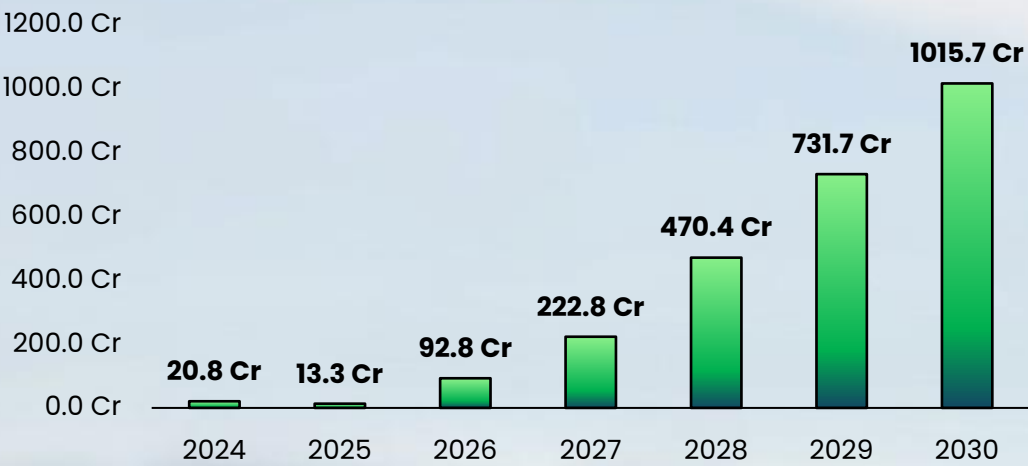
2024–2025: Entering the defence sector with POCs and demos (Q2/Q3 FY 2024–25). Targeting 3 more DGCA-certified models, 2 more patents and 1,000 drone deliveries in FY 2025–26.

2016–2019: Incorporated in 2016, launched the first Agri Drone in 2017 and won the inaugural Drone Olympics by the Ministry of Defence in 2019.

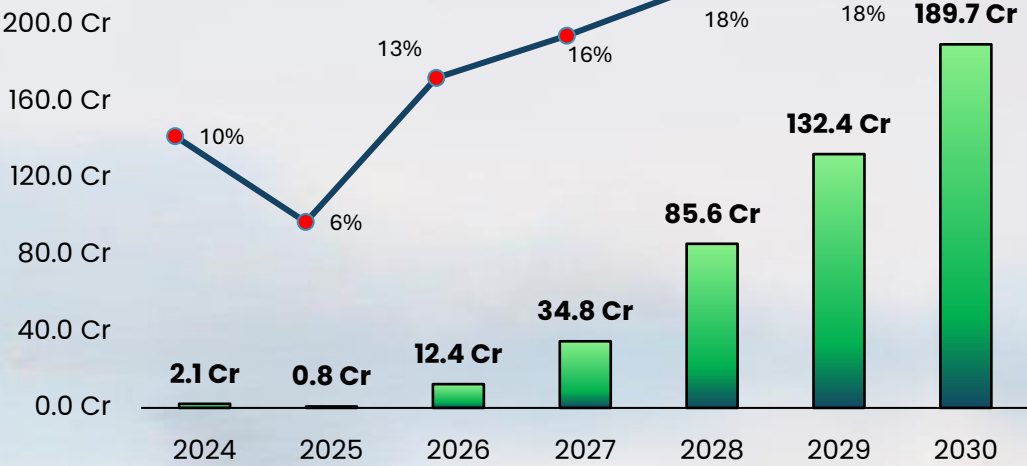
2021–2024: Crossed INR 1 Cr revenue in FY 2021–22 and INR 20 Cr in FY 2023–24. Achieved DGCA certification (Jan 2023), set up a 3,000 drones/year facility (May 2024), expanded to 9 states, filed the first patent and became ISO certified (Dec 2024).

FINANCIAL SNAPSHOT

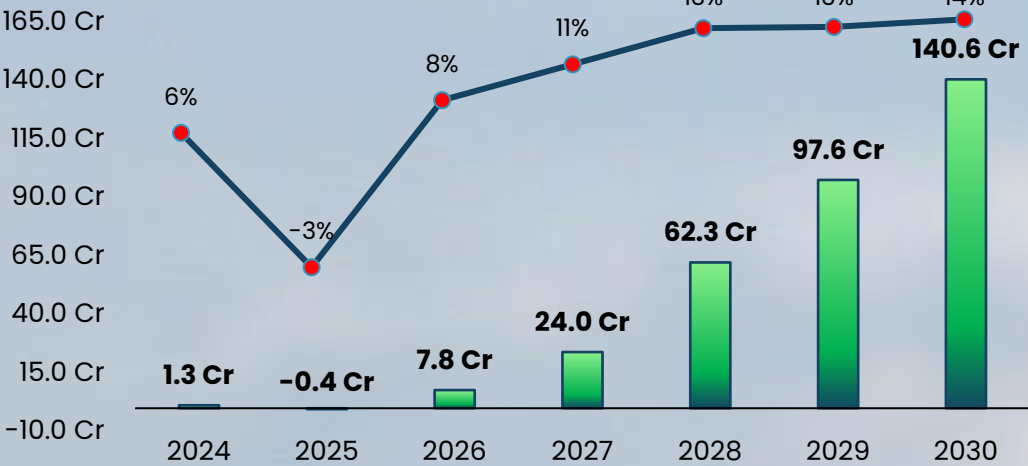
Revenue (INR Cr)



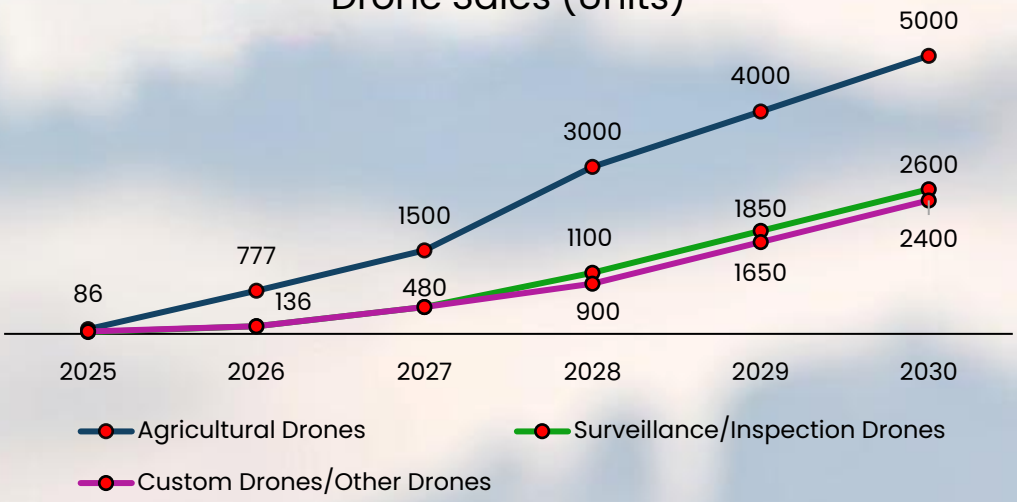
EBITDA (INR Cr)



PAT (INR Cr)



Drone Sales (Units)



POTENTIAL ORDER BOOK – FY26

