



**India's leading Training &  
Drone-as-a-Service (DaaS)  
Company**

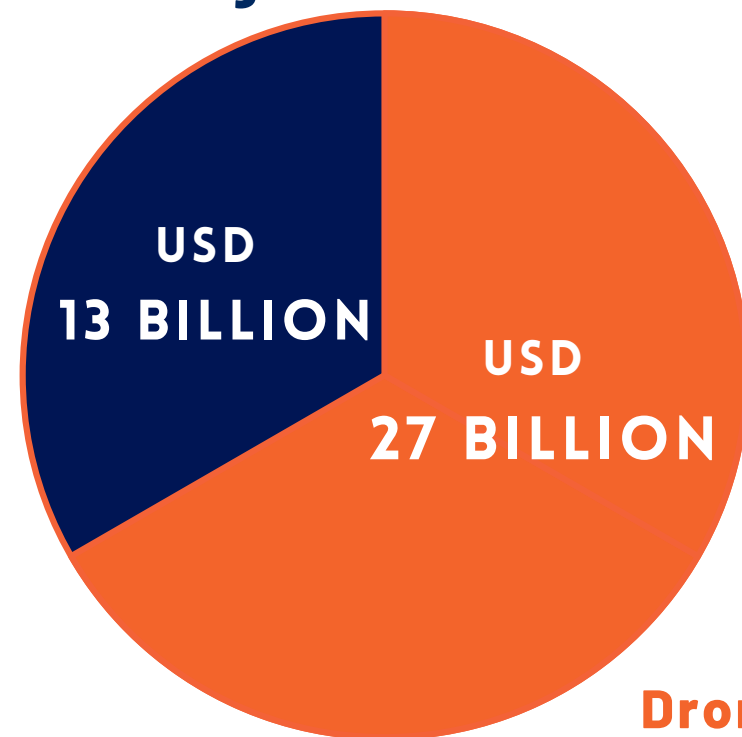


# INDIAN UAV MARKET

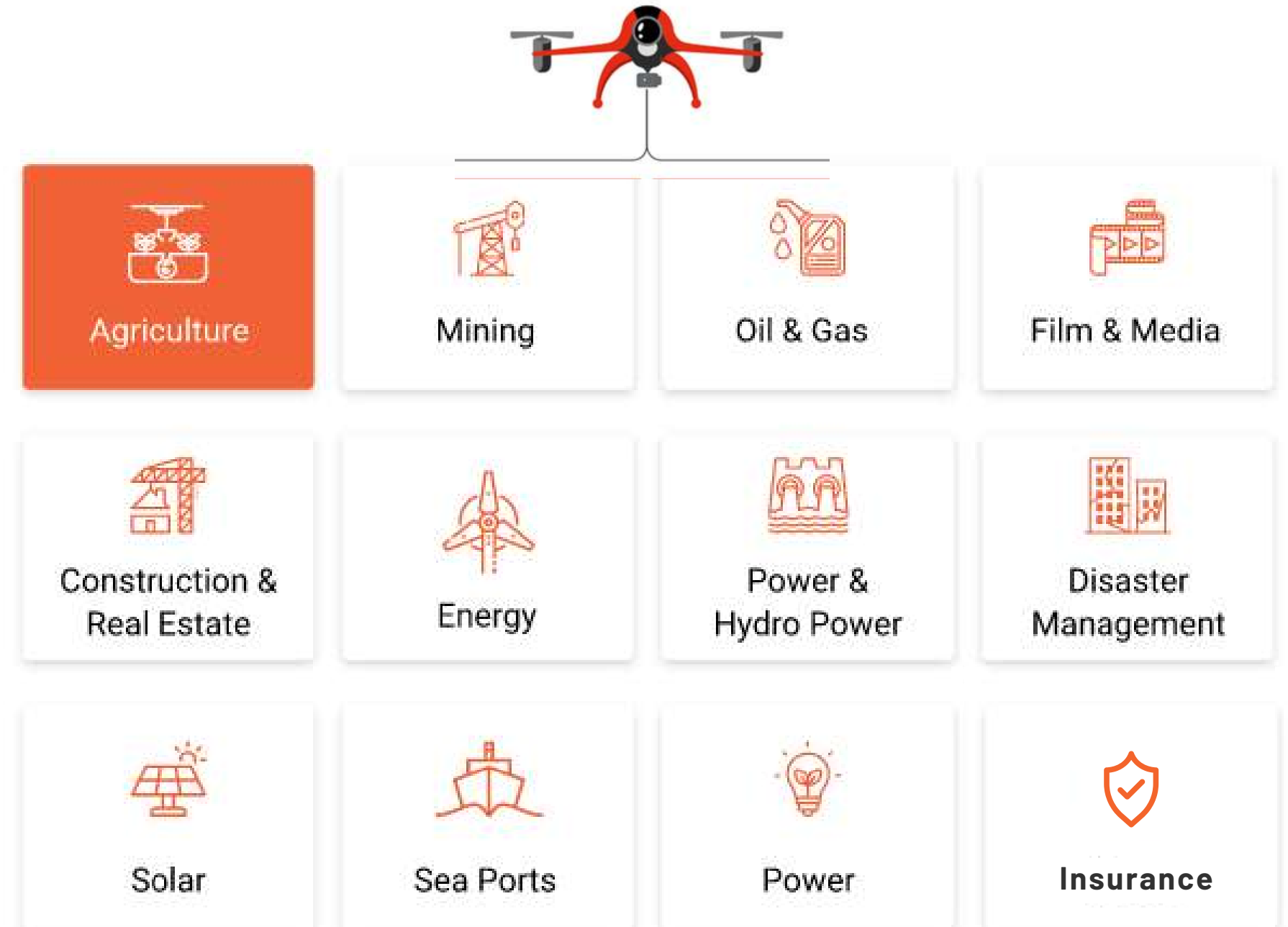
## Multitude of Opportunities

Total Addressable market potential in India is expected to be **USD 40 Billion by 2030**

### Drone Manufacturing



### Drone Services



- India is steadily marching towards *'Make in India'* to *'Make for the world'*
- The Indian drone industry is forecasted to have a market size USD 40 billion by 2030; growing at a **CAGR of 37 %**

# DIVERSE DRONE USE CASES ACROSS VARIOUS INDUSTRIES

## 1 Precision Agriculture & Farming

- Agri spray
- Crop Monitoring
- Soil Health Assessment
- Yield Estimation
- Livestock Monitoring

## 4 Energy

- Transmission & Distribution
- Solar Plant Maintenance & Inspection
- Infrared Thermographic Inspection
- Design & Installation Support
- Wind; Onsite rotor blade inspection

## Disaster Management

- Search & Rescue; Night time Rescue, Spot humans etc.
- Real-time Surveillance & reconstruction
- Relief Aid Logistics

## 2 Construction & Real Estate

- Pre-Construction; Designing
- Asset Management
- Post Construction; maintenance
- Disaster Recovery
- Detection of defects

## 5 Mining

- Stockpile volumes and end-of-month reconciliation
- Terrain mapping and change detection
- Security and surveillance
- Situational awareness

## 8 Film & Media

- Filming Movies & Television Serials
- Journalism; Follow me technology & Live monitoring solutions
- Swarm Entertainment

## 3 Power & Hydro Plants

- High-altitude Chimney & Mast inspection
- Boiler & Fuel-Storage Tank Inspection
- Leak Inspection & emergency Response

## 6 Oil & Gas

- Security and surveillance
- Oil & Gas Pipeline Inspection
- Oil Spill & Damage Detection
- Gas Emission Monitoring
- Offshore Oil & Gas platforms
- Security and Emergency Response

## 9 Sea Ports

- Port Monitoring and Traffic Control; Aerial situational awareness, vessel navigation and security
- Environmental Health and Safety; Rapid emergency response,
- Inventory volume tracking





## KEY GOI SCHEMES

### Magnifying usage of Drones

1

**SVAMITVA**  
Survey of Villages  
Abadi and Mapping  
with Improvised  
Technology in Village  
Areas

- Drones being used to create land records
- Survey extends to 650,000 villages
- Phase 1 covering 100,000+ villages completed, phase 2 comprising 500,000+ villages to be completed in 3 years

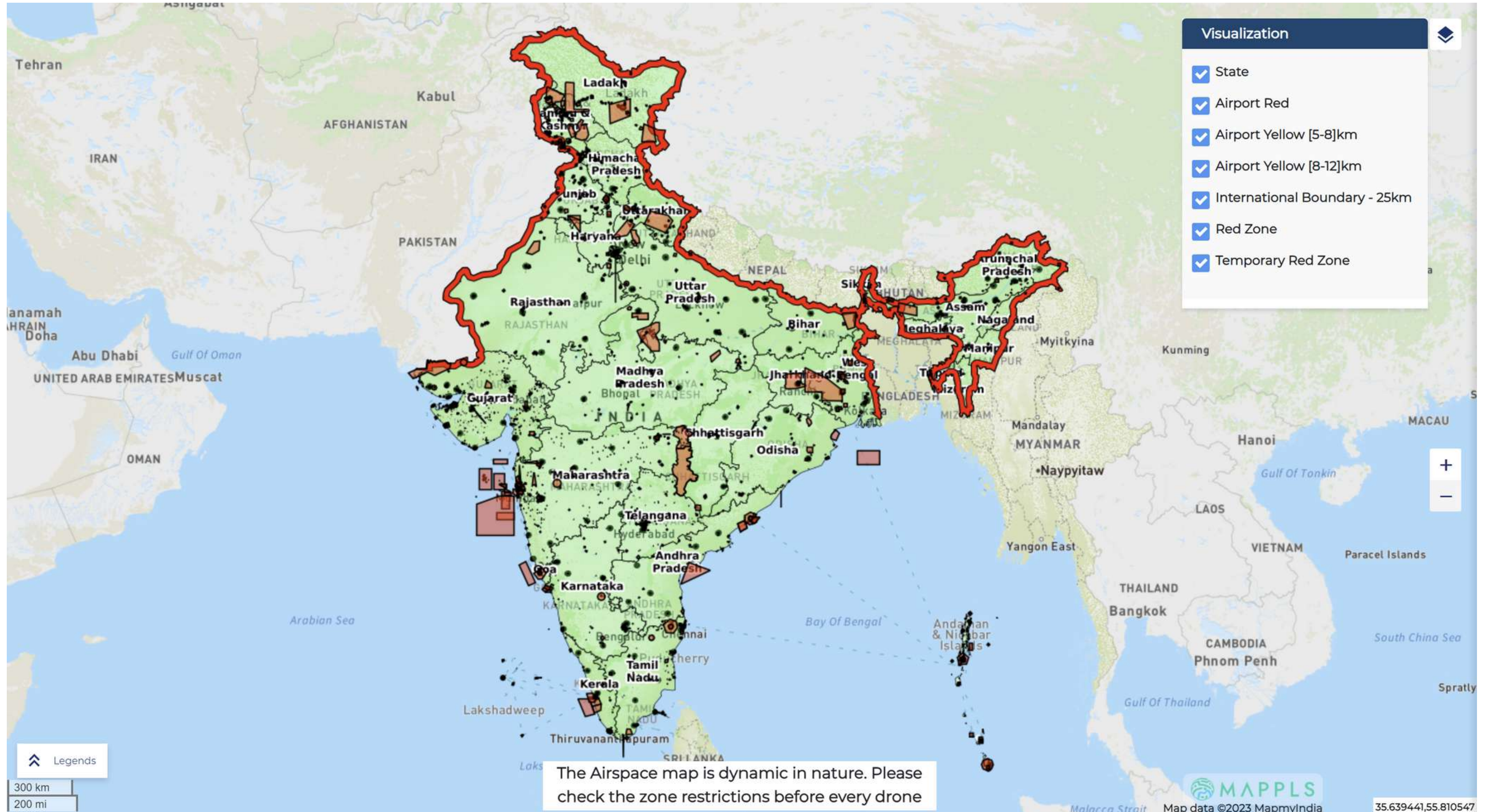
2

**SMAM**  
Sub Mission on  
Agricultural  
Mechanization

- Promotion of drone usage for enabling Agritech
- ICAR Institutes, Krishi Vigyan kendras and state agriculture colleges to receive lower of 100 % or INR 10 lakh Grant for drone purchases
- 40-50% or INR 4-5 lakhs grant funding for drone purchase to agriculture graduates.



# DRONE ZONES AS PER DRONE RULES 2021







## Company Overview



# About Us

**Drone Destination** is a leading **Drone-as-a-Service (DAAS)** company and India's first **DGCA-authorized Drone Training Organisation** under Drone Rules 2021, that has trained the highest number of DGCA-certified Drone Pilots in India along with our partners IGRUA, largest FTO of India under Ministry of Civil Aviation.

Headquartered **at New Delhi** and backed by a well-experienced team of Aviation & Technology Experts with a **total experience of over 350 years**, the Company is present at 10 locations across India.





# Drone Destination Business Verticals



Integrated Drone Ecosystem

## Current Verticals

## New Verticals

### Drone as a Service (DaaS)

- Current Projects:**
- Svamitva Survey in UP, Gujarat and Karnataka
  - Drone Surveillance for Govt Excise Department

- Key Target Industries:**
- Survey & Mapping
  - Asset Inspection (Power Grid/Solar/Wind Turbine)
  - Surveillance (Excise/Forest)
  - Mining



### Training & Education

- Training:**
- **Largest Training Network:** Present at 10 Locations already (50+ bases over next 3 years)
  - DGCA Certified Training courses
  - Application Based Trainings already started. (Survey/Agriculture/ Asset Inspection etc.)

- Education:**
- Build your Own Drone
  - Drone Data Processing & Analytics



### Rent a Drone



### Agriculture Services



### Drone Soccer





**OUR 07 ACRE, INTEGRATED DRONE FACILITY IN DELHI, NCR**





# Drones in our Fleet

DRONE	PURPOSE	PAYLOAD	ENDURANCE	RANGE / COVERAGE	CATEGORY / CLASS
STAR GURU	Training	None	50 min	2 km	Small, Multirotor
STAR EDGE	Survey & Mapping	24 MP RGB Camera	40min	0.8 - 1 sqkm/ flight	Small, Multirotor
SKYSTAR	Survey & Mapping	24 MP RGB Camera	75 min	5 sqkm/ flight	Small, Hybrid VTOL
AGRISTAR	Agri Spray	10 Litre Spray Tank	15 - 20 min	1 acre/ flight	Small, Multirotor
AGRI MAPPER	Precision Agriculture	Multispectral Camera	45 min	0.8 - 1 sqkm/ flight	Small, Multirotor
STAR EYE	Surveillance & Monitoring	10x Zoom 3-axis Gimbal	50 min	5 km	Small, Multirotor
LASER STAR	3-D Mapping	LIDAR + RGB	50 min	3 km	Small, Multirotor

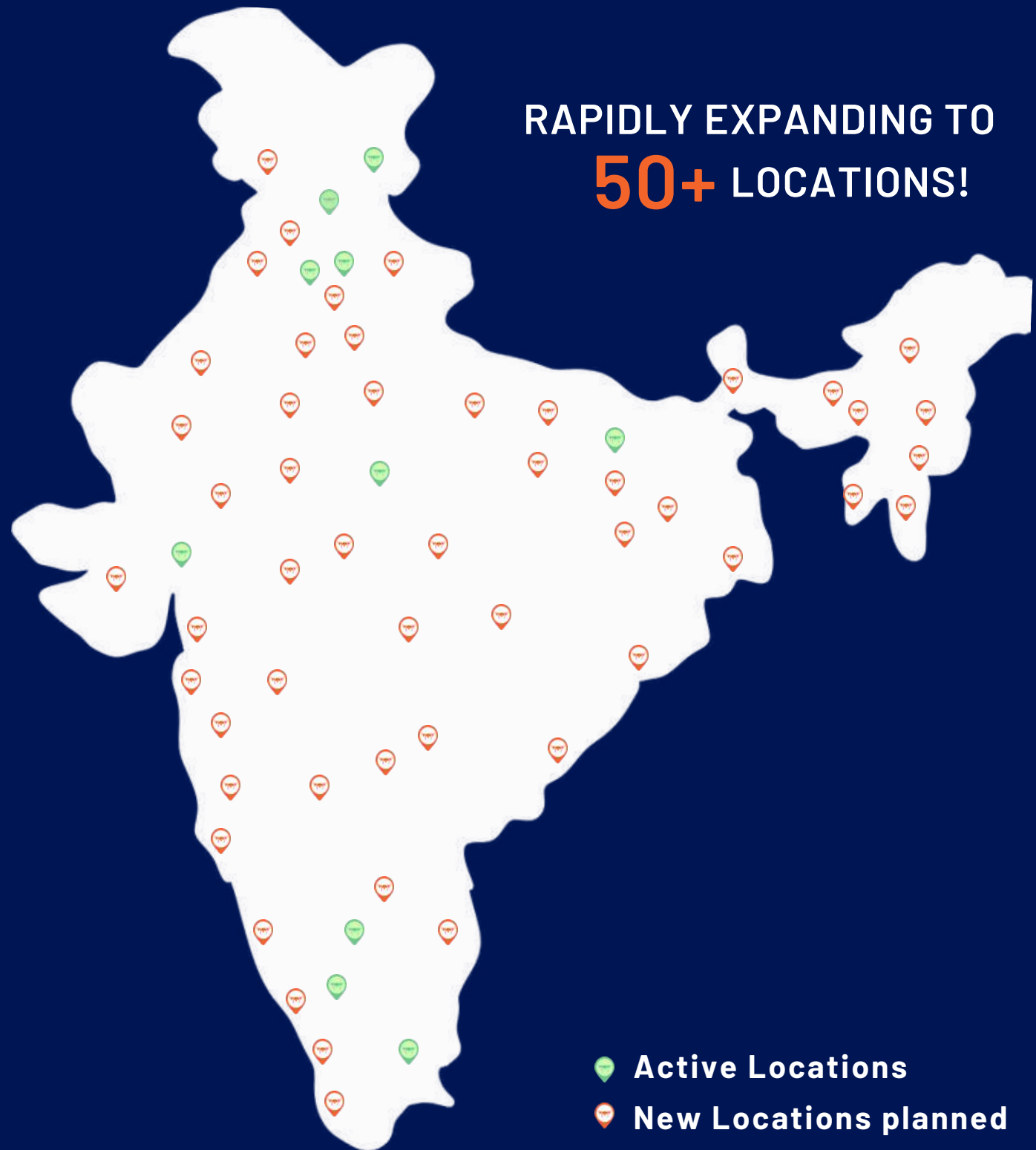




# We are proud to present the Largest **Government approved** Drone Training Network



RAPIDLY EXPANDING TO  
**50+** LOCATIONS!



## Our Current Training Partners



GURUGRAM



BANGALORE



COIMBATORE



CHANDIGARH



AHMEDABAD



PHULPUR



DHARAMSHALA



GWALIOR



MADURAI

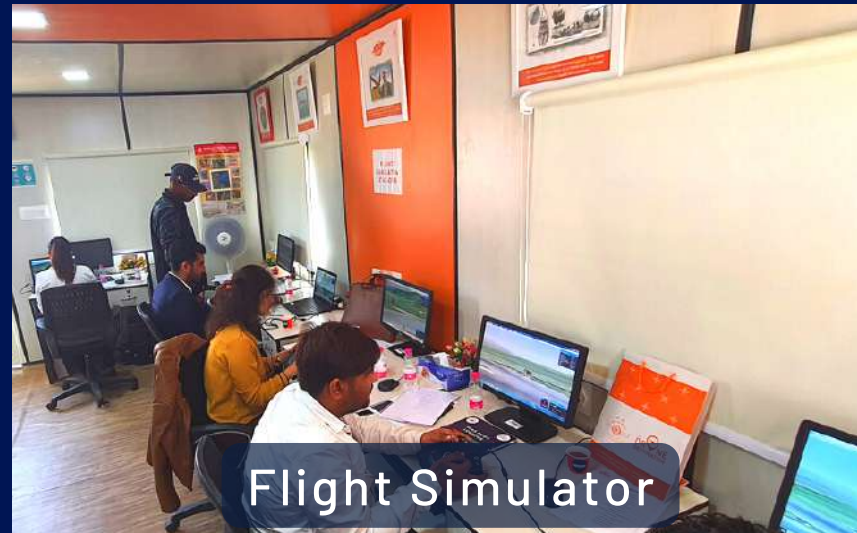


# OUR TRAINING PROGRAMS

## DGCA-Certified Drone Training Highlights



Theory Classes



Flight Simulator



Drone Assembly



1-1 Flying Sessions

## Our Industry-Specialized Courses



Survey & Mapping



Agriculture Spray



Surveillance & Monitoring



Precision Agriculture



Asset Inspection



Disaster Management



Drone Destination, along with its training partners, became the first organisation to certify **1000+ DGCA-approved Drone Pilots in India!**



Drone Destination, became the **first Drone Training Partner with NSDC**, and plans to open **10 Drone Hubs together.**





Authorised by  
Government of India to  
conduct key  
**"Train the Trainer Programs"**

Trained **350+ Instructors**  
(representing **80%** of Certified  
Drone Instructors in India) with  
our Training Partner **IGRUA**





THE  
**DR**  **NE**  
DESTINATION

**Our Service Portfolio**





# LEAD PLAYER IN DRONE SURVEY & MAPPING OF 6,50,000+ VILLAGES IN INDIA

Government of India has launched a landmark "Svmitva Project Scheme," to issue Digital Property Cards to landowners with assistance of drone-powered surveys.



We offer turnkey Drone-powered GIS Enterprise Solutions

Data Acquisition

2-D/ 3-D Surveys

Large Scale Mapping

GCP Installation

Photogrammetry

Base-line Processing

ORIs/ DEMs/ Contours

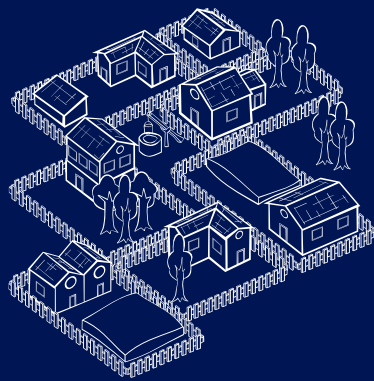
Feature Extraction

Volumetric Estimation



# #SwamitvaDiaries

Drone Destination along with its GIS Partners, is playing a **lead role** in digitizing land records for over **6,50,000 villages** under the **Swamitva Scheme**



**5000 +**

**Villages Mapped in Abadi Areas**



**10,000 +**

**Sq km being mapped over over the next 03 months**



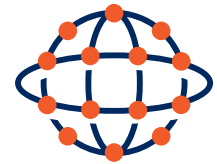
**50+**

**Drone Pilots & Co-Pilots deployed on-field**





# Advantage: Drone Destination



**Biggest Training Network in India, Highest Market Share in DGCA-certified Drone Training Space**



**Maximum pool of DGCA-certified Drone Instructors**



**Key Partnerships in Training & Drone Service Space (IGRUA, IFFCO, NSDC, IIT Patna, Neo-Geo)**



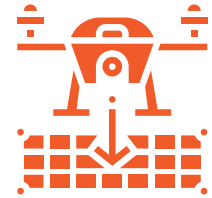
**50+ Fleet of Owned Drones deployed for Drone Services & Training**



**Backed by Hubblefly Technologies, with extensive Drone Manufacturing capabilities**



# Advantage: Drone Destination



**Leading SVAMITVA  
player for Survey &  
Mapping in India and  
largest in Karnataka  
and Gujarat**



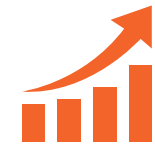
**Largest fleet of owned  
Service Vehicles  
deployed for Drone as a  
Service (DAAS)  
Projects**



**More than 80+ Key  
Clients from Private  
& Government  
Sectors**



**Experienced  
Management Team with  
a vast background in  
Civil Aviation**



**Fast-paced growth:  
Revenue: 5x, Profit:  
14x, Team Size: 5x  
(FY 2021-22 to FY  
2022-23)**



## Drone Destination: Vision 2026

“ Largest Network of Drone Hubs pan-India,  
Delivering Multiple Services from closest  
proximity to Delivery points with least Turn  
Around Time at most Effective Costs ”



# Financial Performance

Amount in Rs. Lakhs			
	31.03.2023 (A)	31.03.2022 (A)	31.03.2021 (A)
Total Revenue	1207.22	256.46	39.18
Growth in Revenue (%)	370.72	554.61	100
EBITDA	470.25	39.96	(2.39)
EBIDTA MARGIN (%)	38.94	15.54	6.09
PAT	244.19	20.73	(4.56)
ROE/ RoNW (%)	13.90	89.55	(188.49)

**CRISIL**  
Ratings

**SME 3: GOOD**



# Our Key Patrons and Clients





# Our Key Patrons and Clients



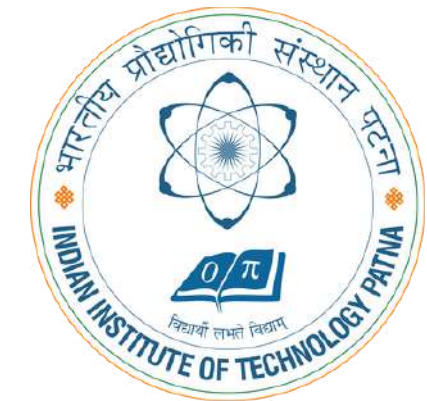
Survey of India



Transforming the skill landscape



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