

# Skyrino

BY PERCEETECH GROUP



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When establishing the **Perceetech Group**, I had anticipated utilizing all the experience I had accumulated throughout the implementation of large IT projects at the onset of my career, as well as my expertise in crafting business and technological strategies.

As a well-known top manager in high-tech companies and UAV area, my goal was to address our clients' challenges by leveraging robotic technologies within real-world business contexts.

However, I soon came to realize that the market did not always offer suitable tools for the tasks our clients encountered..

**It was a logical decision to create such a tool.**

**Sergei LOBUZKO**  
**CEO, Founder**





# WHO ARE WE?

WE PROVIDE

## PARTNER AND PROPRIETARY SOLUTIONS

- Drone operators
- Counter drone technology
- Autopilot systems
- Ground Control stations
- Mission planning
- Drone based technology for:
- Monitoring
- Surveillance
- Data analyses
- Inspection

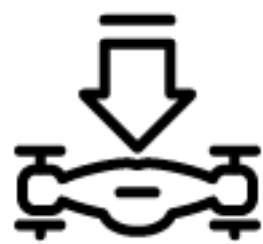
## CONSULTING AND PROCESSES SUPPORT

- Drone Technology
- Drone Development
- Drone Certification (EASA, FAA, FATA, TC)
- Drone technology utilization
- Documentation
- Own test airfield in EU
- Partners' test airfields in EU
- HQ located in London (UK)
- R&D HQ located in Los Angeles

## OWN R&D HUB



- Light Drone (1 kg payload)
  - Heavy Lift Drone (Helicopter type) with changeable payloads is under development (payload up to 200kg)
- 
- Custom Development and Modernization of other UAV models



AUTOPILOTS



DRONE TRACKING



NAVIGATION SYSTEMS



COUNTER DRONE TECHNOLOGY



SURVEILLANCE DRONES



DELIVERY DRONES



INSPECTION DRONES

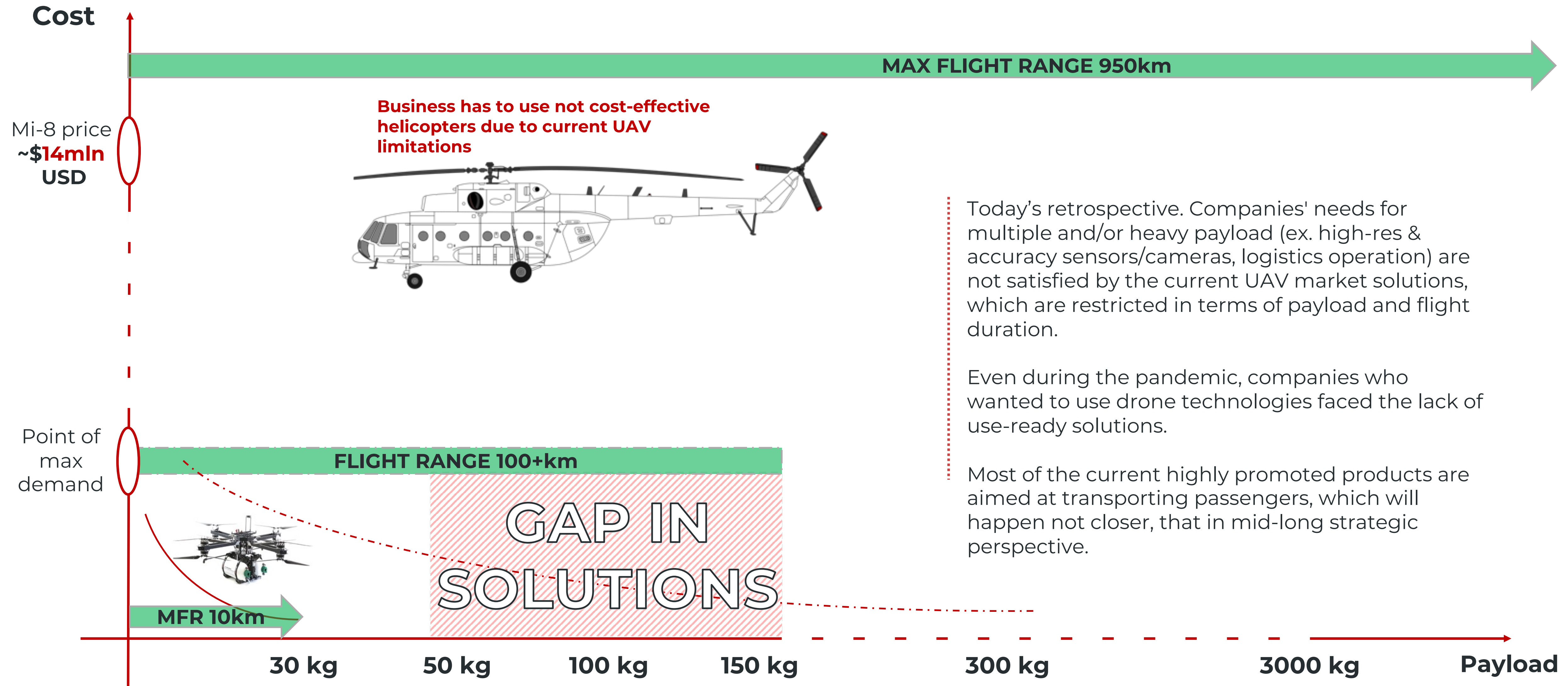


DRONE OPERATORS

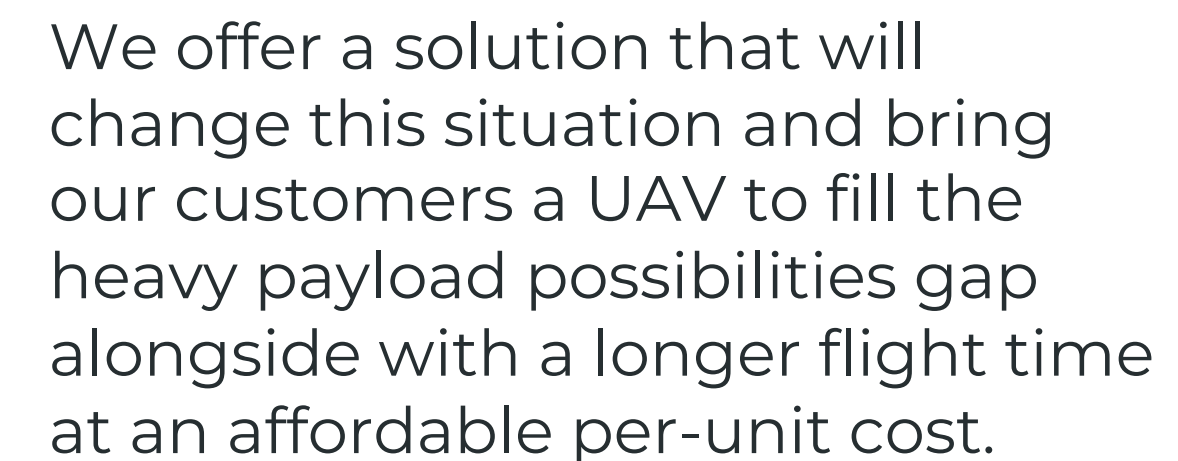


# PROBLEM

TARGET UAV SECTOR



## 5







Our task is to solve the problem of “last mile” delivery, working under harsh conditions, meeting the requirement of high response rate and minimizing human risk.

We understand the importance of versatility and reliability for our client. Our philosophy is not to create another unmanned aerial vehicle, but to solve many problems of an existing business using new robotic solutions.

**The business task is the most important, we only create a solution.**

## TECH SPECIFICATIONS

- Up to 600kg MTOW
- Up to 200kg payload
- Up to 4 Hours flight time
- Ceiling up to 4,500m altitude (engine can produce rated power), reduced power up to 7000m altitude
- Cruise speed up to 150km/h
- **Gasoline engine (version 1) – highly ready development stage**
- **Fuel cells (version 2) – can be as V1 on investors demand**
- Electric and Fuel cells powered (optional, in development)
- Highly universal (can be easily converted from camera holder to logistic or agriculture version and vice versa)
- Repairable
- Near all flyable weather conditions
- Any navigation sources (Sensors onboard included)
- High accuracy
- No charging requirement and electricity source nearby required



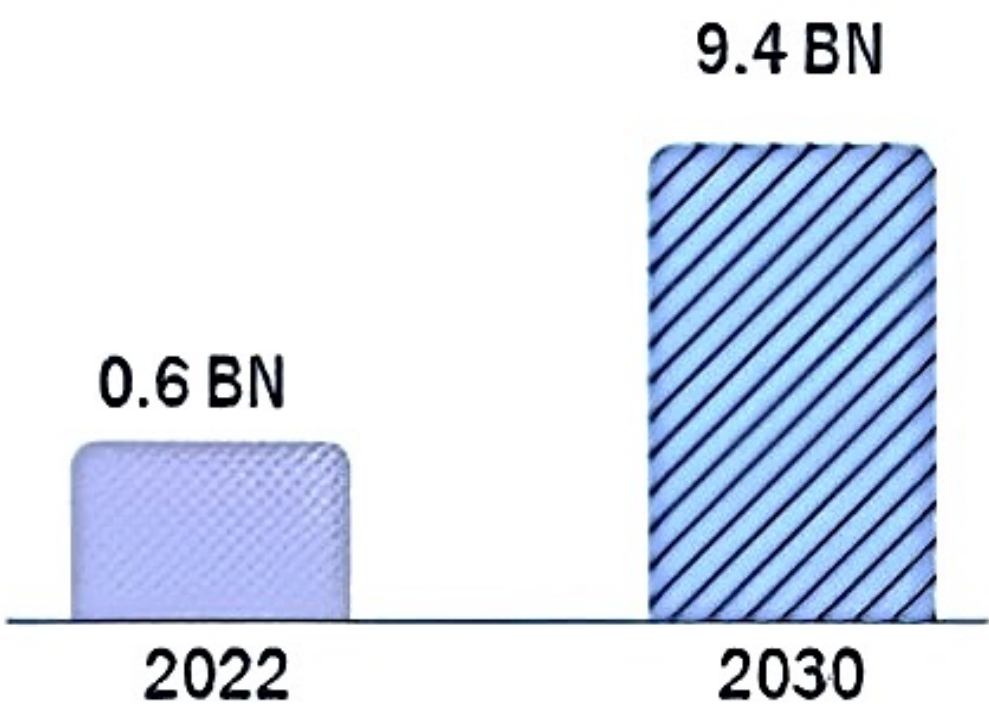
# OUR MARKET

CAGR of  
2022 - 2030

38.6%



MARKET OPPORTUNITY  
OVER NEXT 8 YEARS



 KEY MARKET PLAYERS

- Natilus (US)
- Dronamics (UK)
- Sabrewing Aircraft Company (US)
- Elroy Air (US)
- Silent Arrow (US)



TWO OF THE KEY DRIVERS OF THE MARKET WILL BE:

- Demand for more efficient, cost-effective, and faster movement of shipments
- Increasing investments in cargo drones

The market is competitive with few players occupying the market share



ASIA PACIFIC IS GOING TO BE THE LARGEST REGION DURING THE FORECAST PERIOD



MARKET SEGMENTATION BY SOLUTION

- Platform
- Software
- Infrastructure





Foundation of the company



The company's head office was opened in London, UK

R&D



The company's R&D office was established

SKYRINO H1-600



SKYRINO project has started, based on a previous market analysis and demand from clients.

ROBEX 2022 (Robot Industry Expo)

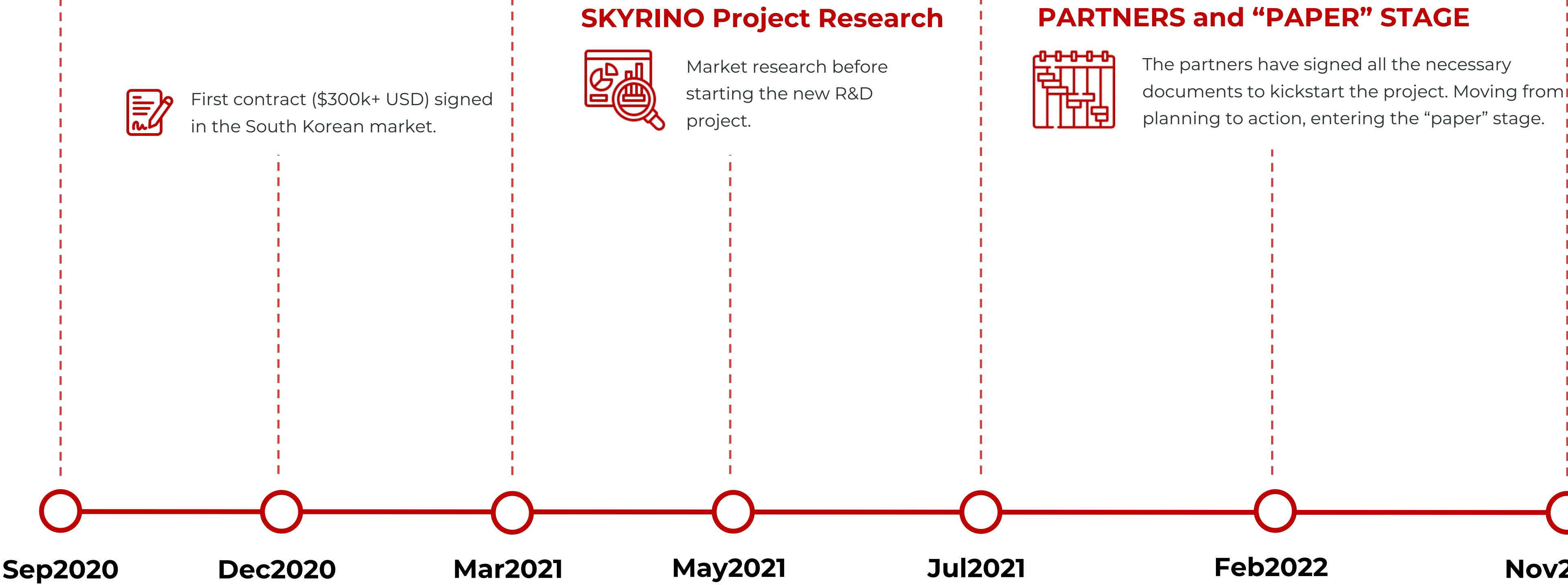


SKYRINO H1-600 and SKYRINO-C (super light UAV) presentation on the South Korea expo.

INITIAL FUNDING STAGE



**"TEST" STAGE SKYRINO H1-600**  
**WORLD PREMIERE ON DUBAI AIRSHOW 2023**



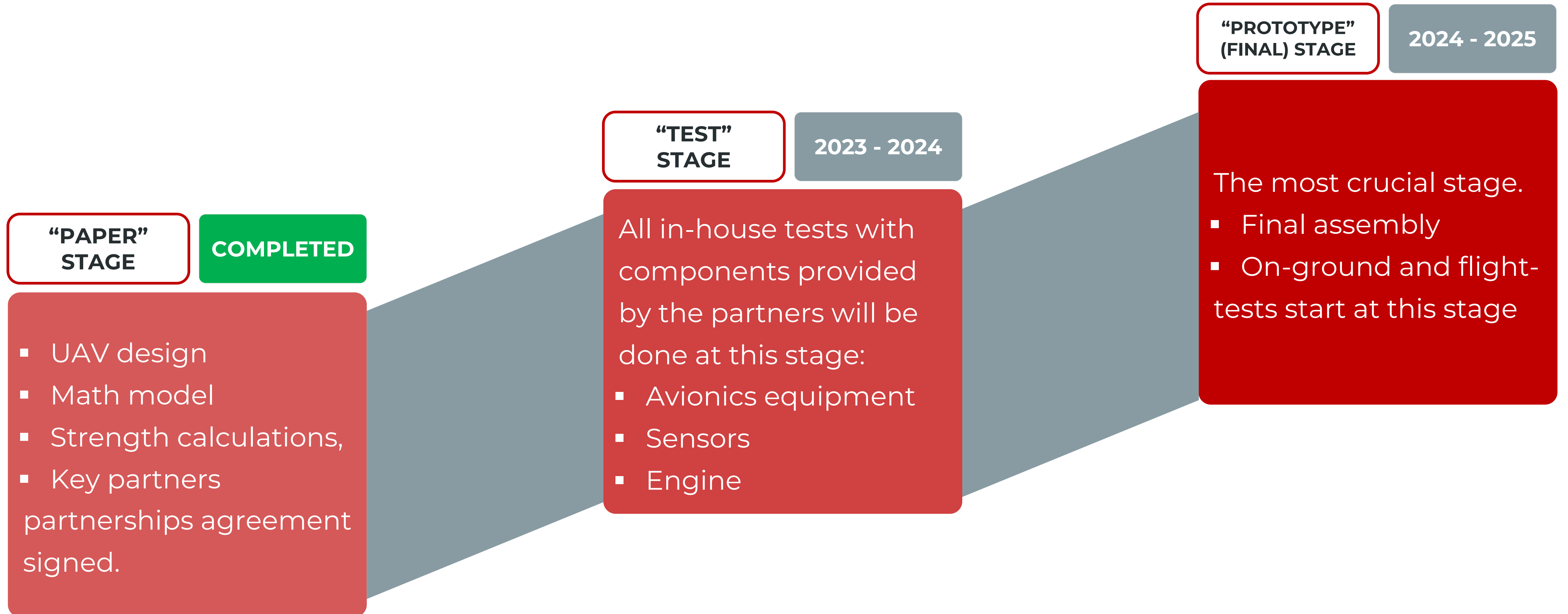


<div>Key Partners</div> <ul style="list-style-type: none"><li>▪ Top aerospace construction plant and drone avionics suppliers</li><li>▪ All suppliers must be certified by EASA\FAA</li></ul>	<div>Key Activities</div> <ul style="list-style-type: none"><li>▪ R&amp;D</li><li>▪ Production</li><li>▪ Certification</li></ul> <div>Key Resources</div> <ul style="list-style-type: none"><li>▪ Partnerships</li><li>▪ IP (in process)</li><li>▪ Team</li><li>▪ Assets &amp; finances</li></ul>	<div>Value Proposition</div> <ul style="list-style-type: none"><li>▪ Fast certification (compared to R&amp;D from scratch)</li><li>▪ Universality (changeable payload)</li><li>▪ Cost reduction</li><li>▪ Risk reduction</li><li>▪ Price</li></ul>	<div>Relationship</div> <ul style="list-style-type: none"><li>▪ Dedicated personal assistance</li><li>▪ Co-creation (payloads)</li></ul> <div>Channels</div> <ul style="list-style-type: none"><li>▪ Direct sales</li><li>▪ Regional sales partners (agents)</li></ul>	<div>Customer Segment</div> <ul style="list-style-type: none"><li>▪ Governments (coast guard, firefighters, Ministry of Emergency Situations, etc)</li><li>▪ Oil and Gas</li><li>▪ Agriculture</li><li>▪ Logistics</li><li>▪ Construction</li></ul>
<div>Cost Structure</div> <ul style="list-style-type: none"><li>▪ Fixed + Variable costs</li><li>▪ Cost of drone EASA\FAA certified parts</li><li>▪ Flight and on-field tests</li></ul>		<div>Revenue Streams</div> <ul style="list-style-type: none"><li>▪ Unit sales</li><li>▪ After sales service</li><li>▪ Leasing</li><li>▪ Business consulting</li><li>▪ Own services using SKYRINO</li><li>▪ Training courses</li></ul>		



# R&D STAGES

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# TARGET SECTORS - USE CASES

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## ENERGY

- Inspections of chimney
- Refineries
- Powerlines
- Transmission towers
- Pipelines
- Flare stacks
- PV plants
- Boilers

etc.

## AGRICULTURE

- Soil quality
- Crops health
- Optimizing fertilization
- Forest health
- Weed growth
- Disease identification
- Spraying plant protection products

etc.

## OIL AND GAS

- Volumetric surveys
- Gas detection
- Area mapping
- Water sampling
- Inspection of mines and off-shore platforms

etc.

## CONSTRUCTION

- Surveying of construction sites
- Topographic surveys
- Site management
- BIM

etc.

## TRANSPORTATION

- Bridge / airport / road / railway inspection
- Corridor mapping
- Drone delivery
- Warehouse inventory

etc.

## FUTURE USE CASES

- First and/or Last Mile logistics
- Helicopter replacement for cargo deliveries up to 200 kg
- Special operations, currently performed only by Helicopters or Humans
- Border patrol / Surveillance

etc.



# PERCEETECH GROUP

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