



THE FUTURE OF SECURITY IS AUTOMATION

May 13, 2025

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"Autonomous drones are force multipliers, enabling our officers to enhance public safety with speed, and accountability."

Eric L. Adams, New York City Mayor and
former NYPD officer



VIDEOS OF DFR IN ACTION

DFR for NYPD (1 Police Plaza JOC)

<https://vimeo.com/1024156054?share=copy>

DFR mission for NYPD (Brooklyn)

<https://vimeo.com/962529261#t=90>

DFR mission for NYPD (Central Park)

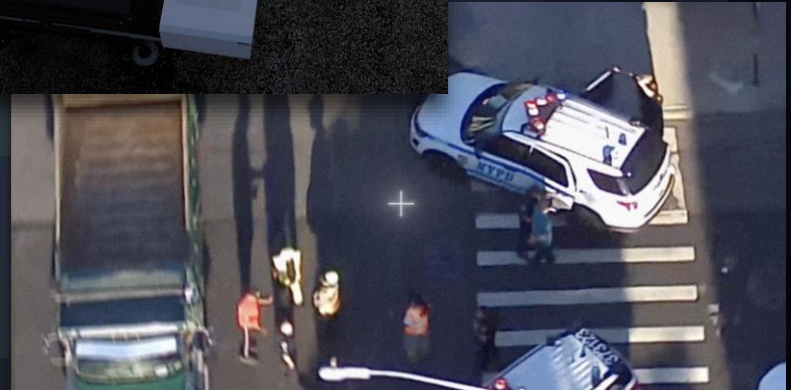
<https://vimeo.com/1008870132?>

Shotspotter gunshot detection and drone response:

<https://vimeo.com/588436824>

Swat action for San Pablo Police:

<https://richmondstandard.com/crime/2022/02/24/drone-s-help-capture-fleeing-suspect-in-san-pablo/>



CUSTOMER BASE - POLICE, DEFENSE, COMMERCIAL

Our land & expand growth strategy is seeing initial success with customers in each segment expanding to multiple units and facilities.

SOME OF OUR SELECT CUSTOMERS

 Los Angeles Department of Water & Power	 HALLIBURTON	 U.S. AIR FORCE	 lyondellbasell
 SANOFI	 SAN PABLO EST. 1948 POLICE	 CSL Behring Biotherapies for Life®	 IRON MOUNTAIN®
 SHERIFF'S OFFICE VICTOR HILL CLAYTON COUNTY GA	 POLICE DEPARTMENT NYPD	 DFW DALLAS FORT WORTH INTERNATIONAL AIRPORT	 Sandia National Laboratories

VALUE OF ADDRESSABLE MARKET

Payroll dominates costs in these segments. Our robotic security solution reduces expenses, enhances capabilities, and taps into a \$2.5B TAM by 2026.

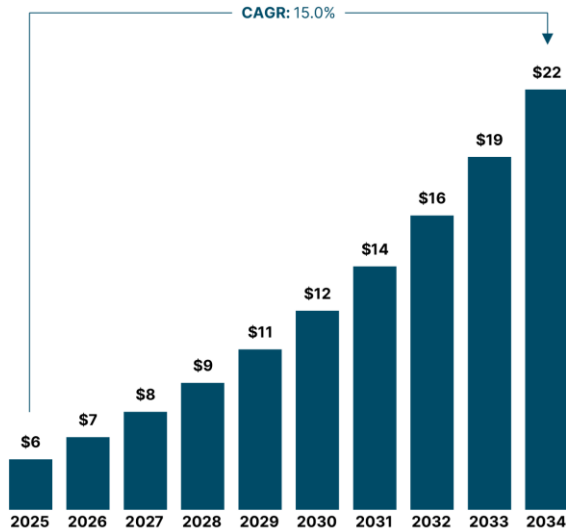
CRITICAL INFRASTRUCTURE

POLICE DRONE AS A FIRST RESPONDER

FEDERAL, STATE, LOCAL PRISONS

U.S. Drone Inspection and Monitoring Market Size

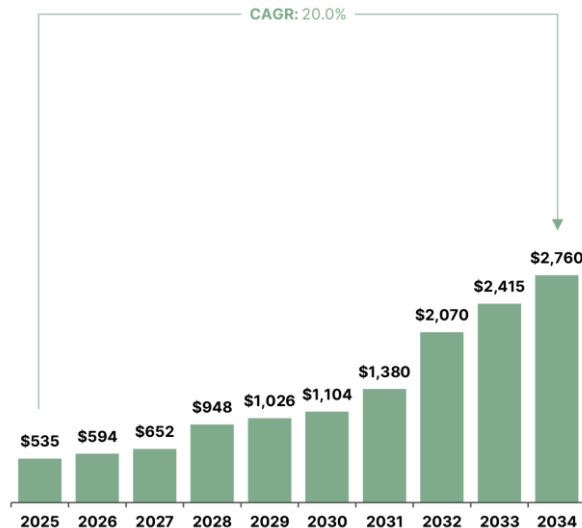
(\$ in billions)



SOURCE: ROCKEFELLER CAPITAL. MARCH 2025

U.S. Police Department Drone Market Size

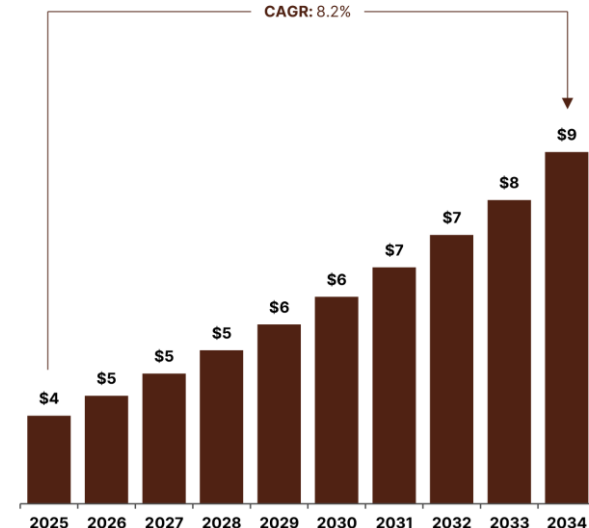
(\$ in millions)



SOURCE: GLOBAL MARKET INSIGHTS. MAY 2023

U.S. Military Drone Market Size

(\$ in billions)



SOURCE: PRECEDENCE RESEARCH. DEC 2024

POLICE HAVE A MANPOWER SHORTAGE

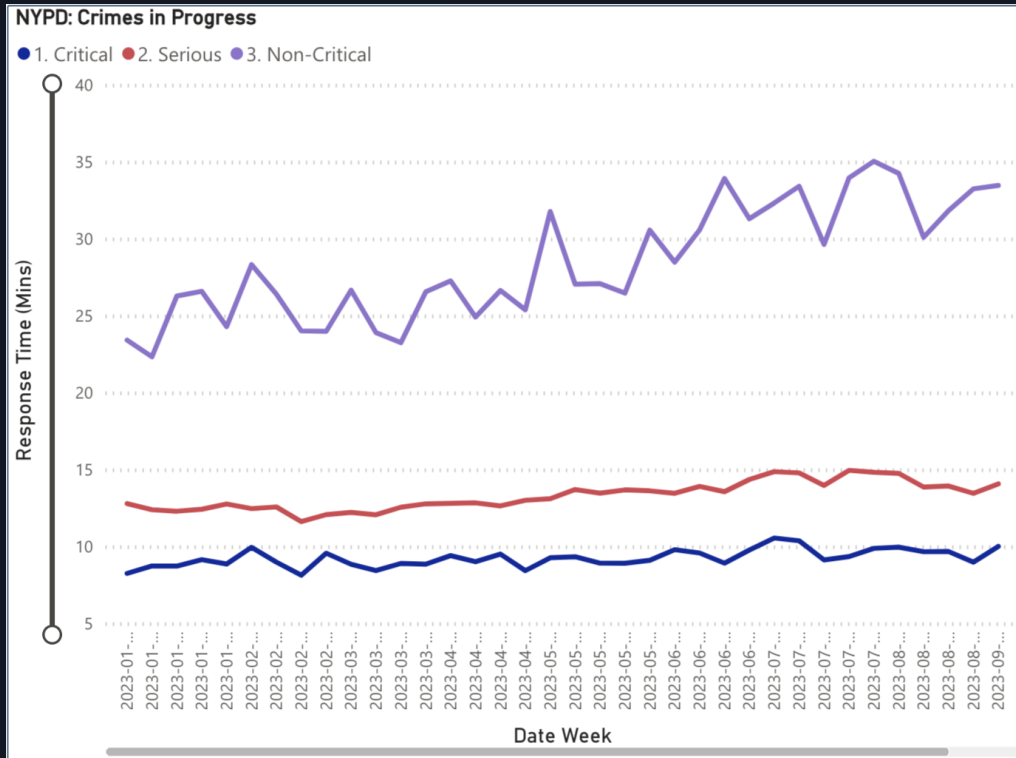
Problems

Police and sheriff's departments are facing manpower shortages due to negative public perception of policing that's decreasing interests from qualified young individuals. With rising crime rates on top of the recruiting challenges, law enforcement agencies are turning to technology solutions to adapt and address these staffing challenges.

- THE STATE OF RECRUITMENT: A Crisis In Law Enforcement [Source: International Association of Police Chiefs](#)
- The U.S. is experiencing a police hiring crisis [Source: NBC News](#)
- Louisiana governor declares state of emergency due to police shortage [Source: AP News](#)
- Police officer hiring in US increases in 2023 after years of decline [Source: AP News](#)
- Addressing Law Enforcement Labor Shortages [Source: AP News](#)

POOR POLICE RESPONSE TIME

Problems



Increasing police response time primarily driven by staffing shortage and traffic congestion.

Drone response time is 90 seconds to 3 minutes per 911 call.

Source: [NYPD](#)



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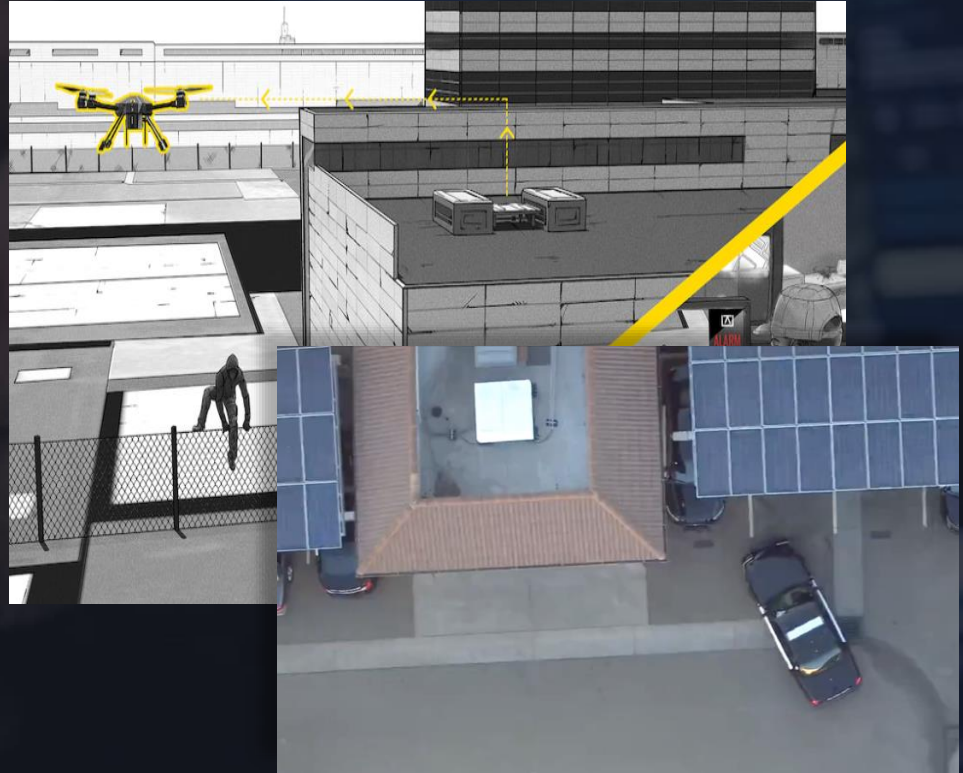
DFR - DRONE AS A FIRST RESPONDER

Faster Response Time Means More Arrests

Solution

DFR: Revolutionizing 911 Emergency Response

- **Rapid Response**
 - Drones reach incidents in 90 seconds to 3 minutes.
- **Real-Time Situational Awareness**
 - Live video to enhance response and decision making.
- **Officer Safety**
 - Tactical advantage via remote monitoring without exposing officers to harm.



MANUFACTURING



ENERGY



Opportunities In Commercial & Industrial Critical Infrastructure

DATA CENTERS



LOGISTICS



COMMERCIAL SECURITY GUARDS ARE NOT COST EFFECTIVE

Problems

Avg. U.S Security Guard Compensation

Total Pay Range: **\$63K - \$101K/yr**

Base Pay: **\$58K - \$91K/yr**

Additional Pay: **\$5K - \$9K/yr**

Source: [Glassdoor](#)

The national annual turnover rate for security guards is estimated to be between 100% – 300% percent

Source: Service Employees International Union ([SEIU](#))

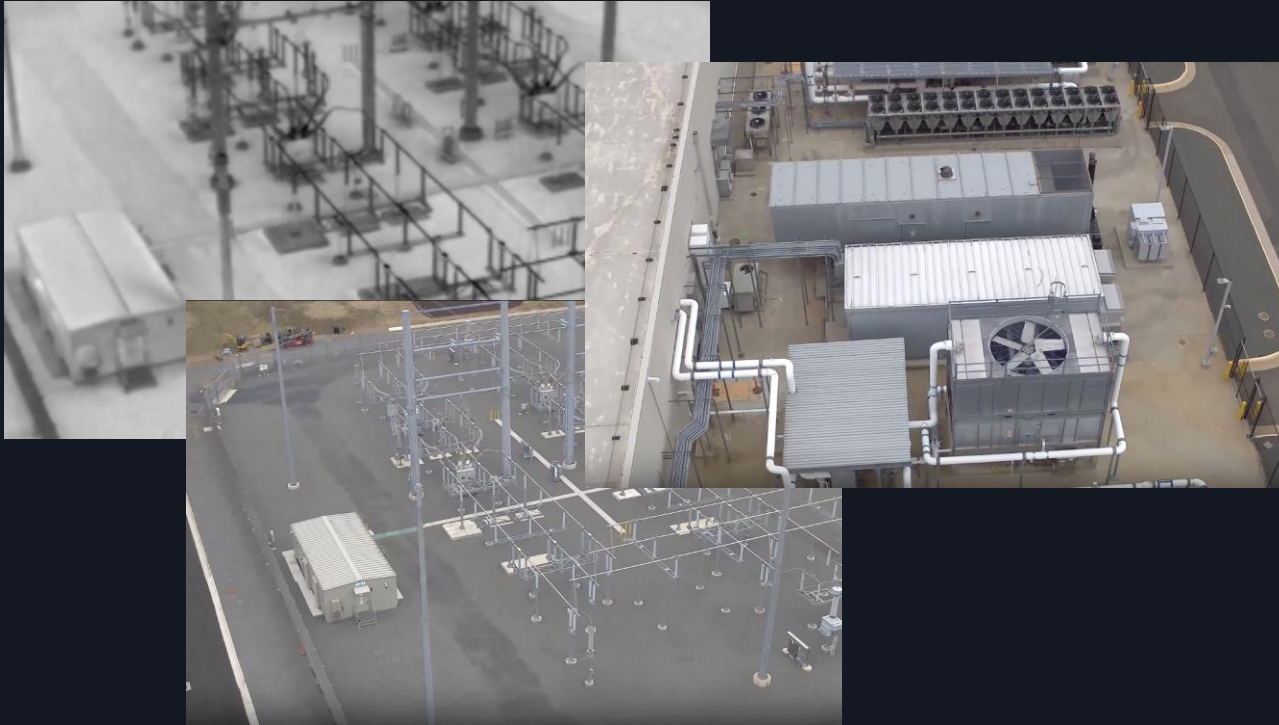
Some of the top reasons for turnover are:

- No opportunities for advancement
- Lack of feedback/recognition/reward
- Lack of leadership/Ineffective supervision
- Not enough hours
- Lack of training
- Lack of job security
- Lack of benefits
- Lack of respect
- Low pay
- Poor recruiting

ROBOTIC AERIAL SECURITY (RAS)

Robots Are Great For Repetitive And Dangerous Tasks

Solution



Our Robotic Aerial Security solution provides a faster, cheaper, better way to secure critical facilities.



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SCALABLE REMOTE OPERATIONS

Massively Scalable 1-to-Many Autonomous Operations

Solution

DETECT, RESPOND & VERIFY

Integrate with 911 dispatch & gunshot sensors to automatically dispatch drones to any triggered events.

MULTI-DRONE COORDINATION

Multi-drone missions for large area coverage.

ONSITE DEPLOYMENT

Deployed at customer location for rapid response and remote area accessibility.



REMOTE OPERATION (1-To-Many)

One operator, many drones. A true force multiplier!



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RAAS (ROBOT AS A SERVICE)

Solution

Long-term Recurring Revenue Model With Maintenance, Repair & Upgrades (MRU)

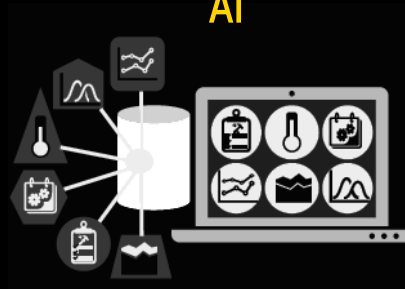
The RaaS service streamlines drone maintenance and ensures customers have access to NS's latest technology, eliminating the hassle of upkeep and obsolescence concerns. **RaaS contract duration = 3 years with automatic annual renewal.**

HUMAN



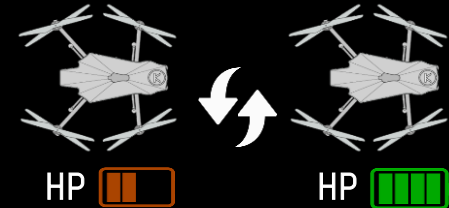
DEPLOYMENT

AI



CONSTANT MONITORING

AI + HUMAN



PROACTIVE MAINTENANCE



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WHY NOW

Mainstream Adoption & Regulatory Maturity

Record FAA Approvals: BVLOS waivers are being approved faster than ever.

Recent Success: BVLOS approval without a visual observer in **3 weeks**.

Fast-Track for DFR: Our SPPD BVLOS waiver was approved in just **4 business days**.

DAA Integration: Ground-based **Detect-and-Avoid (DAA)** sensors speed up BVLOS deployment at customer sites.

Breakthrough Approval: FAA approved **remote pre-flight inspections**, enabling **true BVLOS** without a visual observer or on-site pilot.

Beyond Visual Line of Sight" and refers to the operation of drones or other aircraft when they are not within the operator's direct line of sight

FAA Insights at Commercial UAV Expo 2023: The Future of BVLOS Operations

by Juan Plaza in Regulations



AUGUST 24, 2023

AIR FAA

FAA Grants BVLOS Waiver for Phoenix Air Unmanned



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SALES OPPORTUNITIES CONTINUE TO GROW

We expect sales from our focus sectors – defense facility, law enforcement and commercial.

- Based on current pipeline and near future addressable market we expect strong sales growth in 2025 vs prior years
- Majority of the growth is from increased customer momentum in Law Enforcement and Critical Infrastructure.
- Majority of sales from Robot-as-a-Service (RaaS) are recurring revenue.
- Recurring revenue from renewals of maintenance, repair and upgrade contracts expected to increase as more and more Blackbird drone units are sold

Note: Sales are different than revenue as revenue can only be counted upon delivery of the product.

PATH TO PROFITABILITY

- Based on current pipeline and near future addressable market.
- Our “land and expand” strategy with customers is working
- Majority of our growth is from increased customer momentum in Law Enforcement and Commercial Critical Infrastructure.
- Recurring revenue comes from RaaS and MRU renewals.
- Continued margin improvements mainly due to hardware economy of scale, reduction in MRU costs and software scalability.
- Cash Flow positive in 2026 based on current forecasts

Competitor Comparisons

Company	Specialization	Business Model	Technology Strengths	Competitive Insights
Nightingale Security, California	DFR, ISR, surveillance, perimeter security, asset protection	Primarily Robot-as-a-Service (RaaS) subscription with some CapEx sales (which includes recurring annual maintenance contracts)	Designed specifically as a security DIAB, Best in class autonomous precision landing, Radar all-weather obstacle avoidance, ATAK integration, Best in class weather performance. (Category 8 wind resistance)	Strongest in security applications , competed successfully against Skydio for a part of NYPD's DFR contract .
Skydio, California	Defense, DFR, Inspection, Survey, and general drone applications	Primarily hardware & software sales , some services	Market leader in US autonomous drone tech, best-in-class obstacle avoidance , tracking capabilities	Largest US drone company, but competes broadly across industries , not security-focused.
BRINC, Seattle	Indoor drones, emerging DFR	One-time sales , pivoting to RaaS	Strong indoor drone tech , proprietary solutions.	New to DFR , limited deployments, multiple product lines spread focus.
Aerodome, (FlockSafety)	DFR	Primarily hardware & software sales	Customer-focused product strategy, but relies on DJI & Hextronics for hardware and base station	Lacks full tech stack control , strong in customer insights but dependent on 3rd party hardware .
Percepto, Israel	Industrial inspections, some security applications	Hardware & software sales	Fully autonomous inspection drones, strong industry adoption, backed by KOCH Industries	Focused on industrial use cases , occasionally competed in security applications. Priced higher than all of all of the above.

DEFENSIBILITY

Patents granted + High Switching Costs

Patented Technology

Title	Country	Patent #
Automated Security Drone System	USA	US-10303167-B2
Automated Security Drone System	USA	US-9864372-B2
Automated Security Drone System	China	CN-107531326-B
Automated Security Drone System	Israel	IL-254404-B
Automated Security Drone System	Singapore	11201707306Y
Automated Security Drone System	Taiwan	TW-I744979-B

High Switching Costs

Infrastructure Built-Out

- Pad and fence construction
- Antenna Installation
- Power management and installation
- Installation of DAA sensors per FAA rules

Network & Software Integration

- Lengthy customer IT review approval
- Integration with existing security software stack

Logistics Costs

- Bureaucratic Onboarding Process
- Integration with perimeter sensors

OUR VISION

THE FUTURE OF SECURITY IS AUTOMATION



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SOFTWARE IS OUR FUTURE

C4AI - Command, control, computation, computing, AI

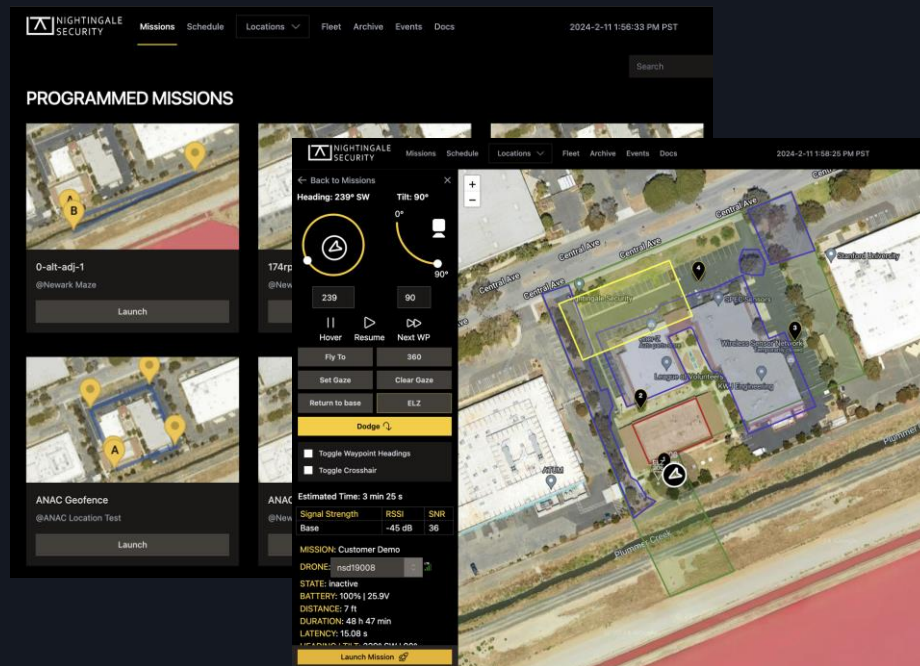
“Majority of our future value creation will come from proprietary and 3rd party software that will run on our platform.”

Jack Wu, CEO

Additional Software Revenue can be generated by introducing paid features by ourselves or via 3rd party software partner. This will increase LTV of customer over time.

AI Based Fleet Management enable AI monitoring of the entire fleet for efficient and expedient maintenance, repair and upgrades. This will reduce our cost of maintenance and repair

Progressive Machine Learning enables the system to get “smarter” as drones fly more missions, raising the MOAT and increase our competitive advantage.



Customer Gallery

01

NYPD

The NYPD uses our drones for precinct patrols, responding to 911 calls, beach patrols, dropping inflatable rescue devices, and shark detection. Integrated into their 911 dispatch system, our drones serve as first responders, streaming live video to the NYPD's Remote Operations Center for command oversight.

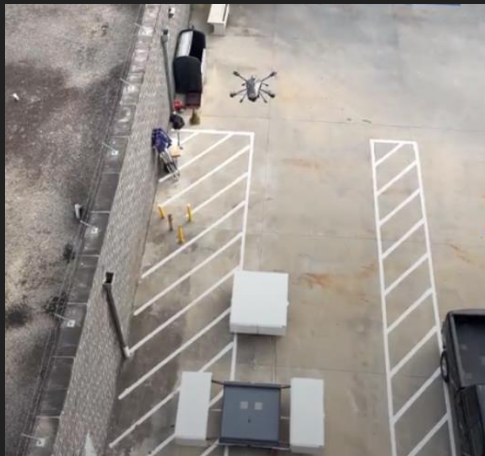


Customer Gallery

02

Clayton County Sheriff's Office

Clayton County Sheriff's Office utilizes our solution for perimeter patrol and surveillance over surrounding areas of their county jail.



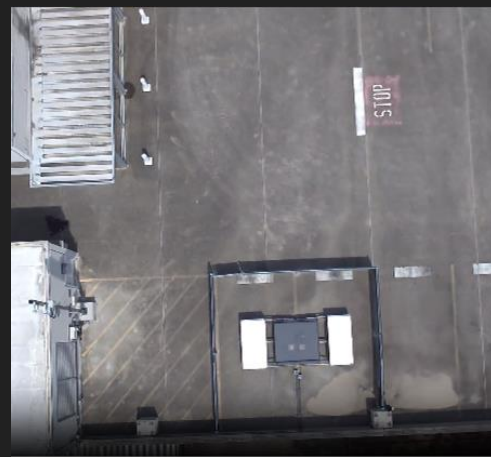
Customer Gallery

03

Halliburton

Halliburton utilizes our drones to patrol their gas and petrol-chem facility as well as their HQ's campus.

Our drones are integrated into their ground radars to be able to act as a first responder to ground threats detected by the radar. Live videos are fed back to tier Global Security Operations Center.





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