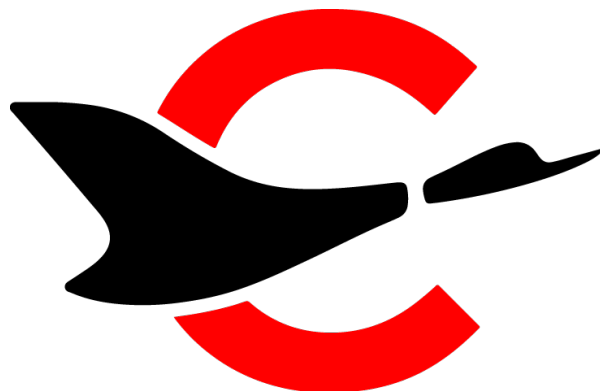


MADRID, MAR 28th 2017



CANARD DRONES

SMART DRONES FOR SMART AIRPORTS

ana.perez@canarddrones

+34 657850475

A large, multi-rotor drone is flying in the sky above an airport runway. The scene is captured at sunset, with a vibrant orange and yellow sky transitioning into a darker blue. The runway below is marked with white stripes and has several green lights visible. In the background, a city skyline is visible under the twilight sky. A small white logo is in the top right corner.

CALIBRATION OF NAVAIDS WITH DRONES

AIR TRANSPORTATION INDUSTRY



2ND LARGEST INDUSTRY (#1 GAS & OIL)

\$650B REVENUES

3.500M PASSENGERS

37M FLIGHTS

42.000 AIRPORTS

0.000021% ACCIDENTS(8 flights)

(STATISTICS FROM 2015)

SAFETY IS #1 PRIORITY



**NAVAIDS: VISUAL AND RADIO BEACONS
TO HELP PILOTS LAND SAFELY**

NAVAIDS INSPECTIONS

FLIGHT INSPECTION UNITS



VERY HIGH
DIRECT COST
\$0.5B TO \$1.2B
PER YEAR

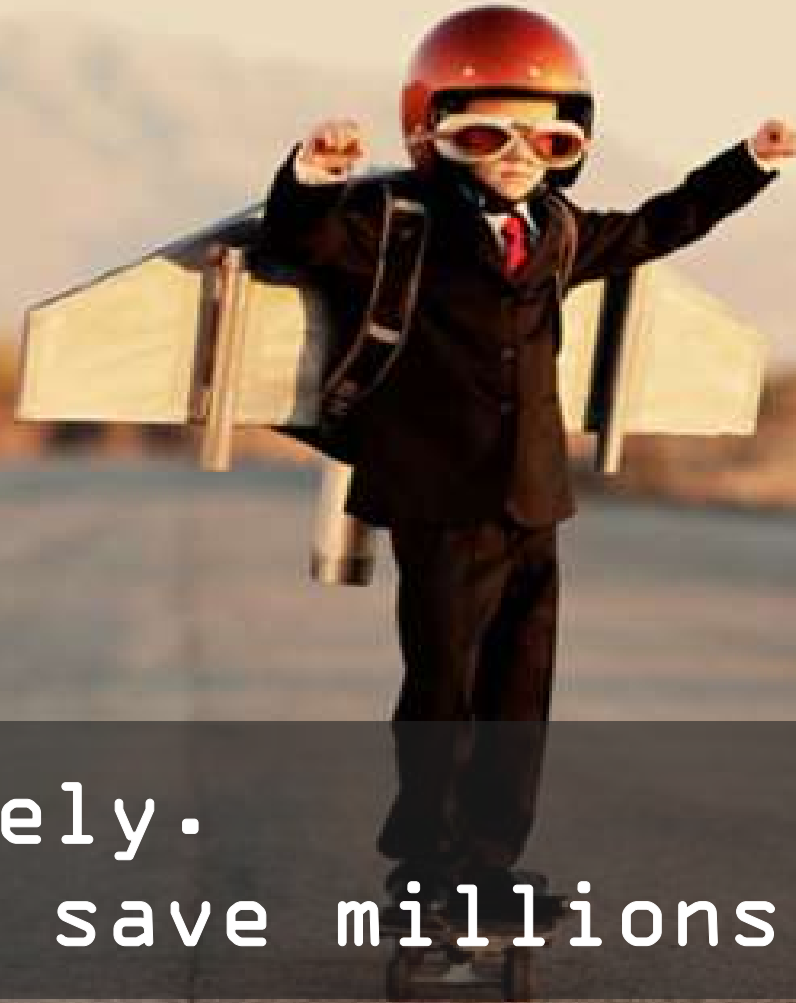
MASSIVE
OPPORTUNITY COST
\$3B TO \$8B
PER YEAR

ONBOARD CALIBRATION EQUIPMENT



VERY LOW
AVAILABILITY
NOT MANY PLANES
DIFFICULT INSPECTIONS

CALIBRATION OF NAVAIDS... WITH DRONES

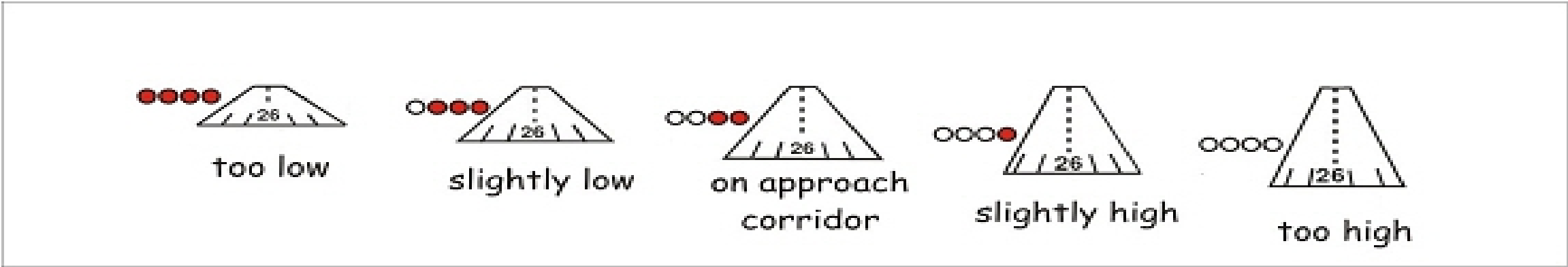
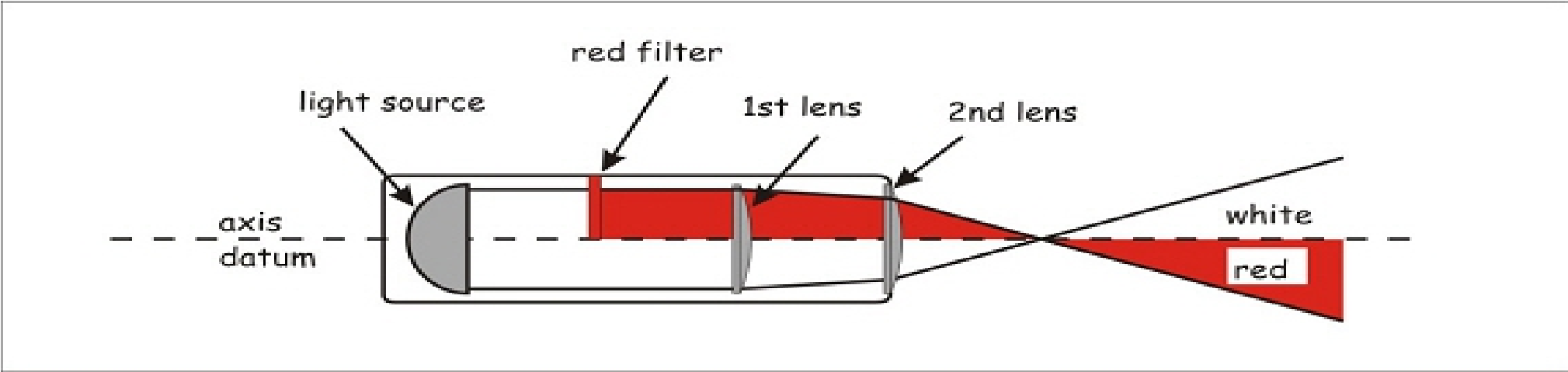


Help YOU land safely.
And help airports save millions!

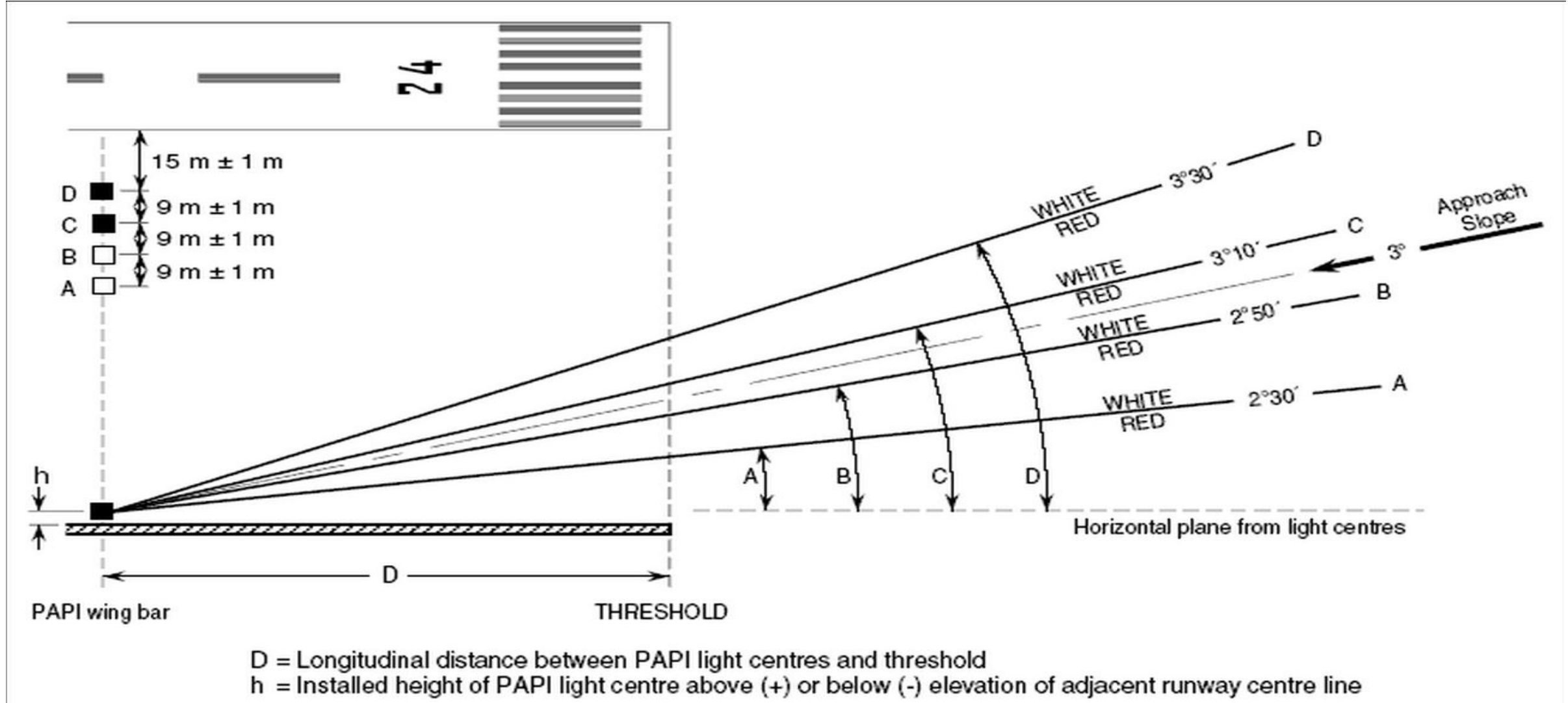
PRECISION APPROACH PATH INDICATOR (PAPI)



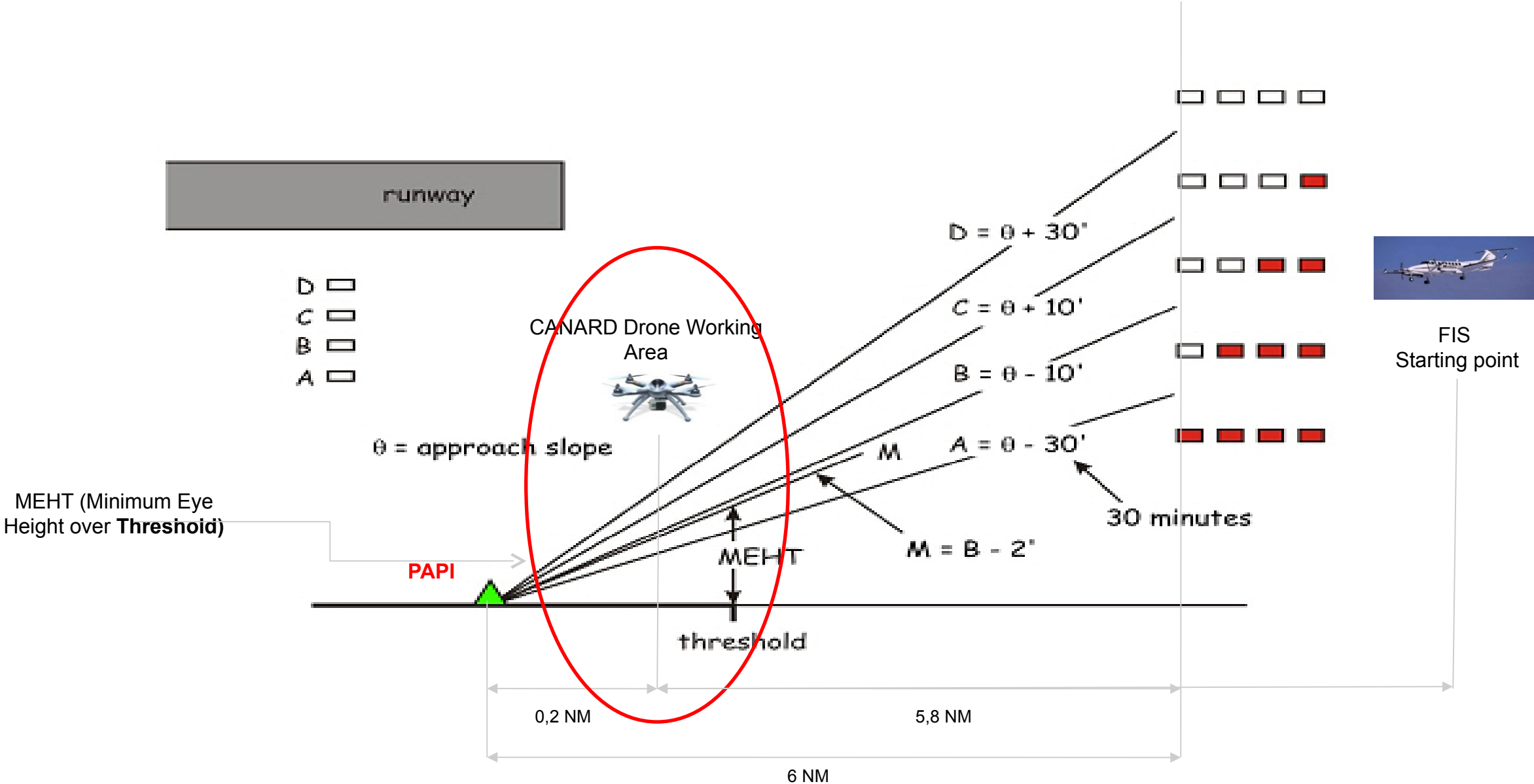
PRECISION APPROACH PATH INDICATOR (PAPI)



PRECISION APPROACH PATH INDICATOR (PAPI)

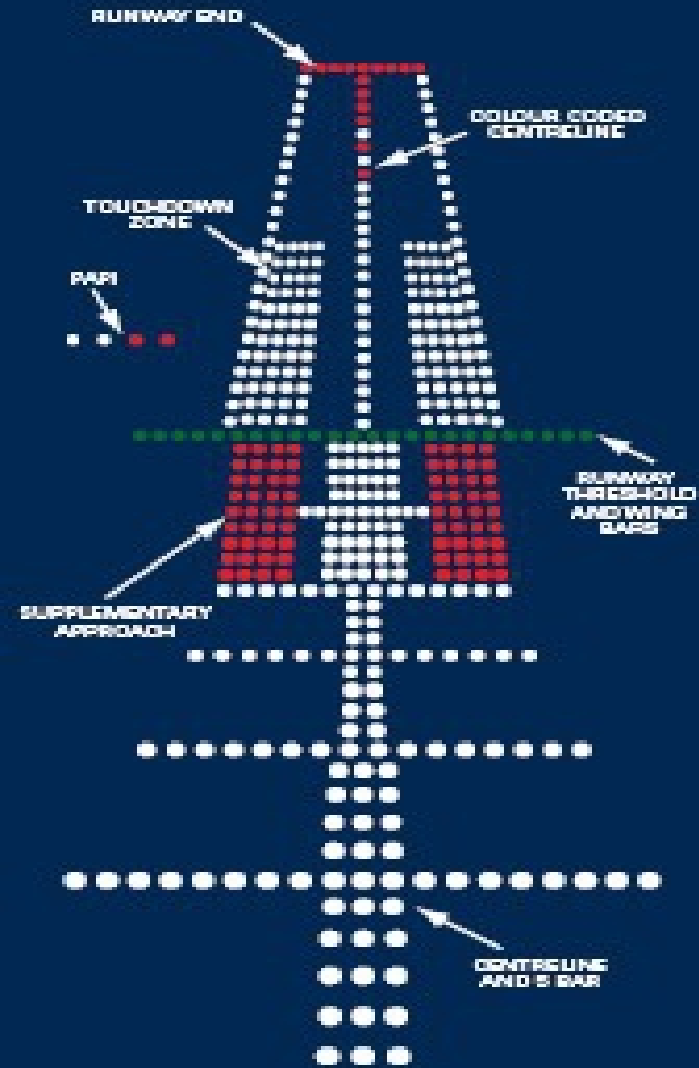


PRECISION APPROACH PATH INDICATOR (PAPI)

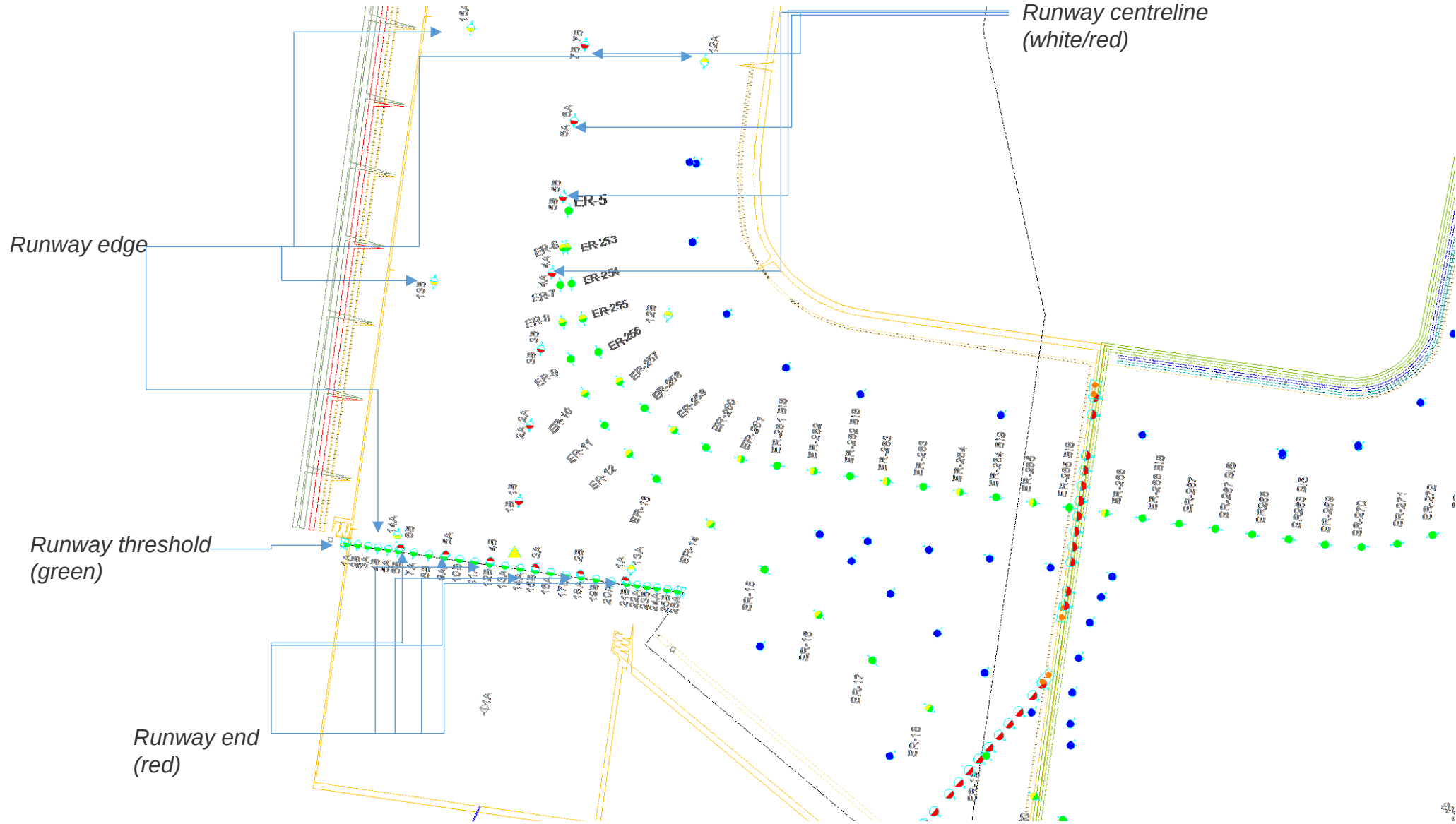


APPROACH LIGHTING SYSTEM (ALS)

APPROACH AND RUNWAY LIGHTING
TYPICAL CAT II OR CAT III SYSTEM



LIGHTING SYSTEM



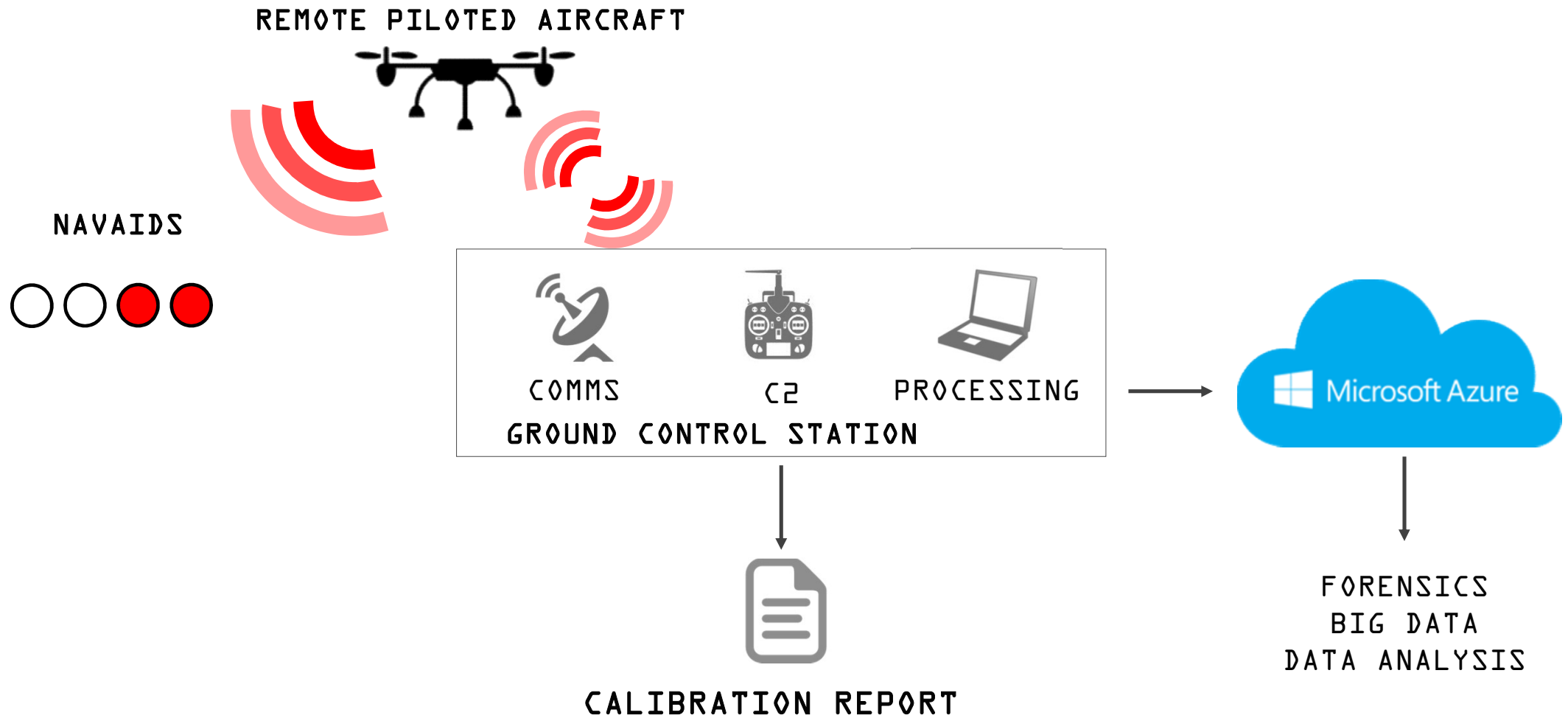
Runway centreline
(white/red)

Runway edge

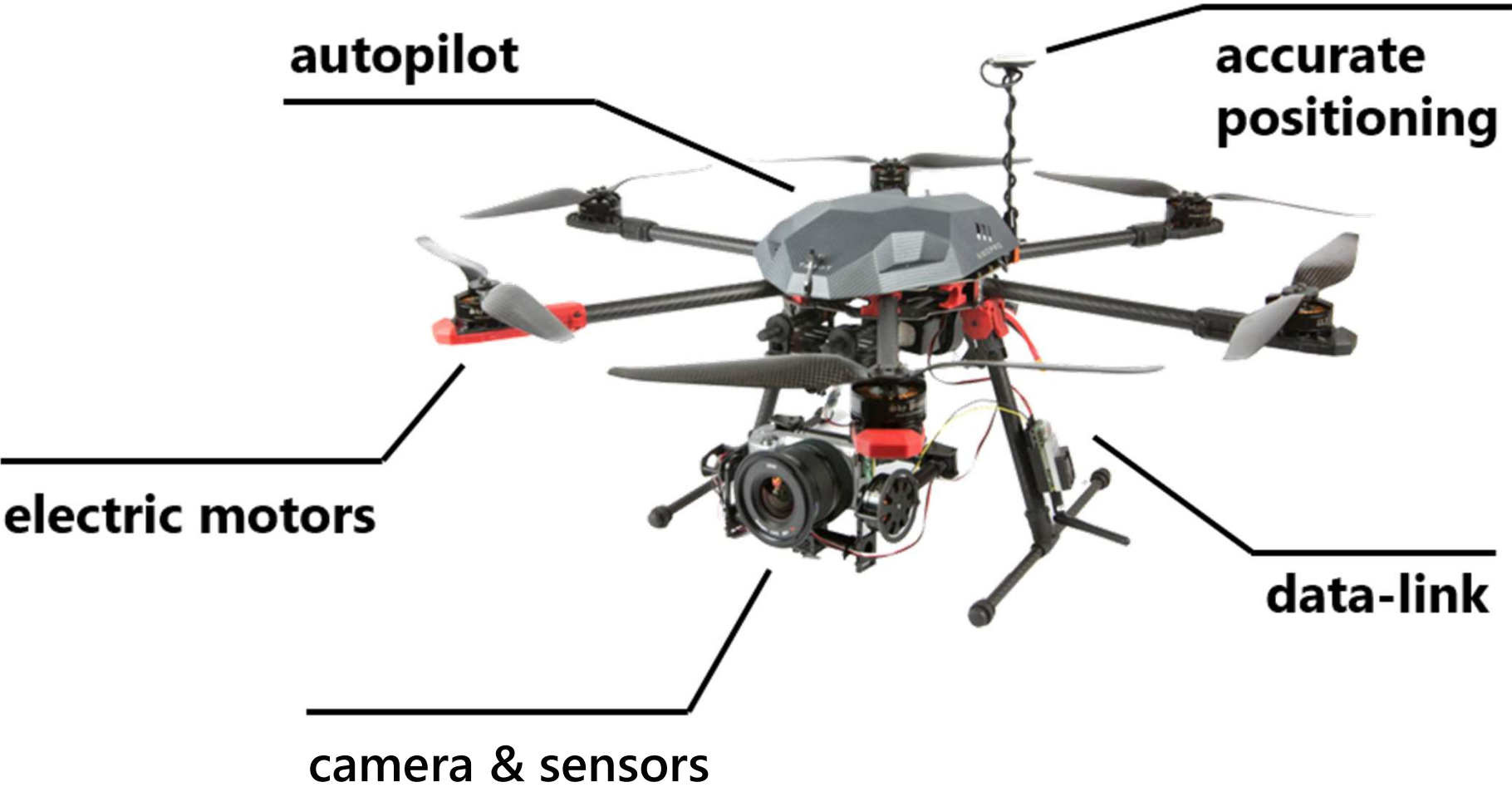
Runway threshold
(green)

Runway end
(red)

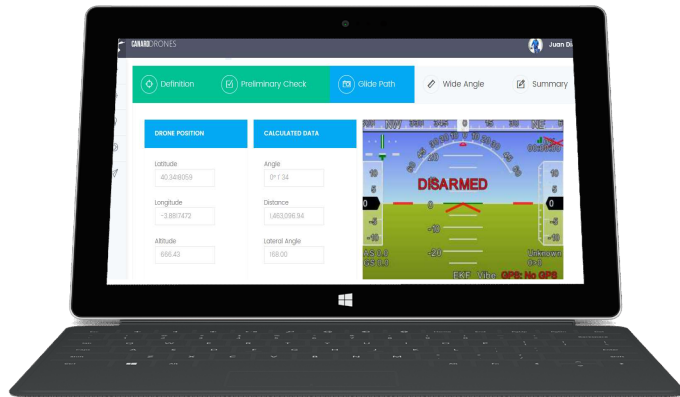
ARCHITECTURE



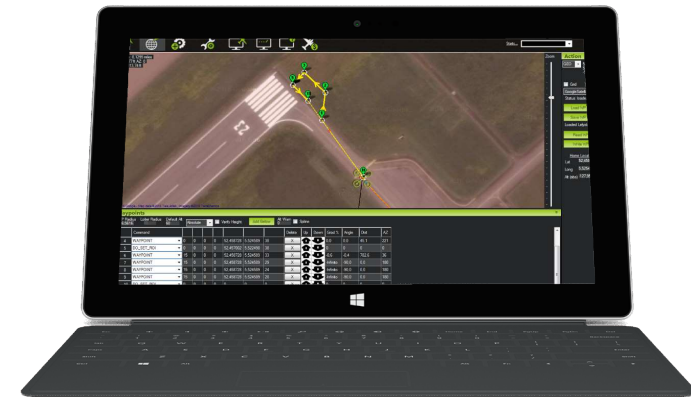
CALIBRATION DRONE



SOFTWARE & OPERATION



CALIBRATION SOFTWARE
DEPLOYED ON THE CLOUD
CALIBRATION SUITE
LOGS / FORENSICS



PROPRIETARY OPERATION
AUTOMATED OPERATION
OPS & SAFETY PROCEDURES
ASSET MANAGEMENT

WE ARE READY!
TRL-8



CANARD
smart drones for
smart airports

JITNEY JITNEY

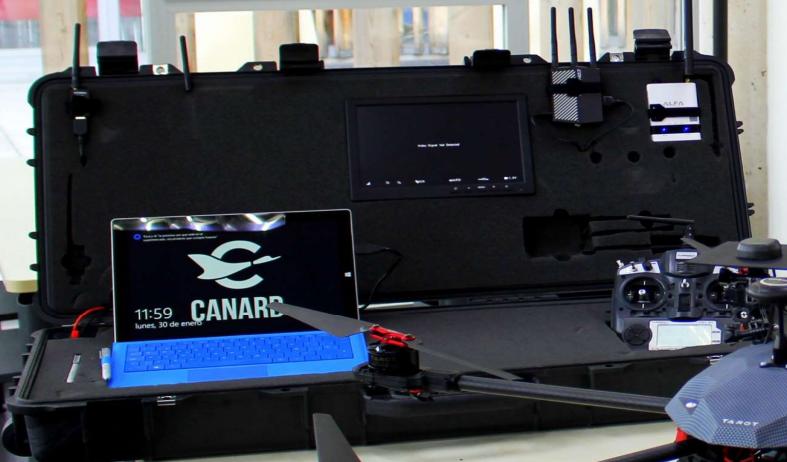
The banner features a stylized white logo of a bird or wing above the word 'CANARD' in large, bold, white capital letters. Below it, the text 'smart drones for smart airports' is written in a smaller, white, sans-serif font. At the bottom, the word 'JITNEY' is repeated twice in a light, semi-transparent font. The background of the banner is dark red with a faint image of a drone.



tiempo o separa...
Cantero Villami

[...] Muy importante para España porque, dentro del campo de las alas giratorias, es la primera vez que se solicita una patente reivindicando: "Un procedimiento e idea para producir la sustentación de un cuerpo, y si se quiere, a la vez la propulsión, ambas cosas a un tiempo o separadamente, por medio de ruedas especiales, de una o más palas articuladas, móviles, inclinándose gradualmente siguiendo la variación y forma que se explica". [...] No es un rotor de helicóptero, ya que el eje de las ruedas es horizontal, pero es, sin duda, un intento original y realista para obtener sustentación y propulsión con unas alas cuya incidencia se va haciendo y cambiando a medida que giran impulsadas sobre la rueda de la que forman parte. (José Luis López Ruiz)

The image shows a historical patent document pinned to a wall. It includes a technical diagram of a rotor system with various labeled parts and a block of Spanish text. The text describes a patent for a method and idea for producing lift and propulsion for a body, using special wheels or articulated blades. It mentions that this is the first time such a patent is claimed in the field of rotating wings. The inventor is identified as José Luis López Ruiz.



A black control station for a drone, featuring a laptop, a remote controller, and various antennas and cables. The laptop screen displays the CANARD logo and the time 11:59 on Tuesday, 30 de agosto.

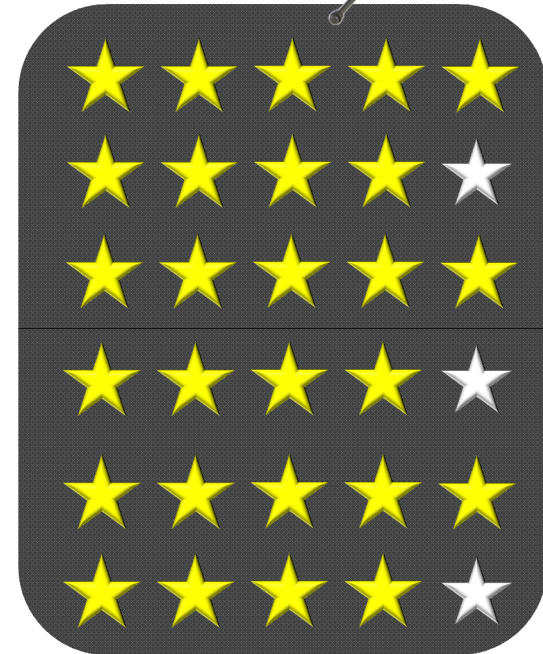


CANARD OUTPERFORMS COMPETITION



KPI

- OPERATION COST
- RUNWAY UPTIME
- NOISE & CO₂
- AVAILABILITY
- NO LIVES AT RISK
- NO HUMAN ERROR



REGULATIONS

- ✓ RPA OPERATOR LICENSE
- ✓ PERMISSION FROM THE AIRPORT
- ✓ APPROVAL FROM CAAs



IP PROTECTION



PATENT



LAWYERS &
FUND SUPPORT



TRADE SECRETS





MARKET & BUSINESS



NICHE MARKET OF 800M~1300M €

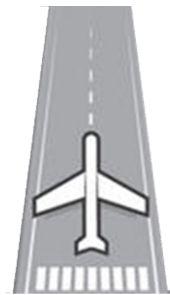


SERVICE FOR A FEE ~ RECURRING REVENUES



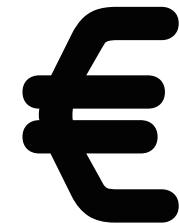
AIRPORTS

x



RUNWAYS

x



INCOME

~10,000 AIRPORTS
W/ IATA OR ICAO CODE

2 RUNWAYS AVG
4 PAPI @ 1.5 TIMES/YEAR
4 ILS @ 0.75 TIMES/YEAR

3,000€/H
INELASTIC PRICE



**TEAM &
PARTNERS**

HIGH PERFORMANCE TEAM



JORGE GOMEZ

CEO

**MGMT & SALES
3X STARTUPS**

Telefonica



**HARVARD
BUSINESS SCHOOL**

ANA PEREZ

CFO

**RPA & REGULATION
AEROSPACE EXPERT**

 **AIRBUS**
DEFENCE & SPACE

ie BUSINESS SCHOOL

RAFAEL AGUADO

COO

**OPS & SALES
3X STARTUPS**

 **indra**
MILITARY COMMUNICATIONS

ie BUSINESS SCHOOL

JUAN DIAZ

CTO

**TECHNOLOGY
MASTER IN RPA**

 **indra**
MILITARY COMMUNICATIONS

ixtitude
Instituto Español de Tecnología

15 INTL INNOVATION AWARDS



Microsoft



**Hello
Tomorrow**
Challenge



STRATEGIC PARTNERSHIPS



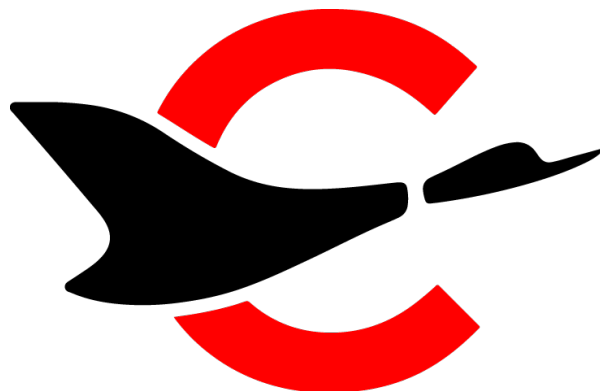
TECHNOLOGY



AIRPORT GROUPS



MADRID, MAR 28th 2017



CANARD DRONES

SMART DRONES FOR SMART AIRPORTS

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