

# Sky-Watch

## PRESENTATION

# About Sky-Watch

- Founded December 2009
- Sky-Watch develops and Manufacture advanced sensor platforms for complex and harsh environments
- 31 employees (60% in R&D)
  - R&D (Industrial Design, Embedded Software, User Interface / High Level Software, Computer Vision, Hardware Design, Mechanical Design and Aerodynamics)
- Sky-Watch's flagship products are the Huginn X1, Cumulus 1 and the Heidrun V1
- Main Market Segments Law Enforcement, Security, Defense, Fire/Rescue & NGO

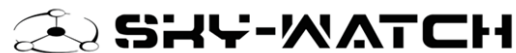


## Sky-Watch HQ

- R&D (Hybrids and VTOL)
- System Integration
- Global Sales / Marketing
- Production
- Global Service / Support

## Sky-Watch Bornholm

- Production of Fixed Wings
- R&D Fixed Wing
- Fuel Cell Research



# Sky-Watch A/S - Owners

- A committed and strong owner structure ensures that Sky-Watch is well-funded.
- Dangroup ApS, a Danish Private Equity Fund is the majority shareholder.
- Borean Innovation A/S is part of the Danish Ministry of Research and invests in technology companies.



# Sky-Watch – Segment Key Requirements

- High quality
- Proprietary software
- Ruggedized (all weather)
- BMS/C4 and Coms. integration
- Tested and approved
- Product suite up to 75+ km range

Huginn X1



Heidrun V1



Muninn VX1



Cumulus



# Emergency / SAR and Catastrophe Management



## End-User Examples

- Fire Brigades
- Emergency Management Agencies
- UN, NGOs

## Applications

- Damage Assessment
- Search & Rescue
- Refugee Camp Monitoring
- Aid Distribution
- Infrastructure Overview
- Fire Overview
- Demining
- Chemical detection



# Law Enforcement - Security



## End-User Examples

- Police Branches
- Wildlife Parks
- Private Security Companies
- Critical Infrastructure Security
- SWAT teams
- Sports venues

## Applications

- Riot / Crowd Control
- Search of missing person
- Surveillance
- Crime Scene Investigation
- Documentation
- Hostage Rescue
- Homeland Security
- Anti Terror

# Civil use – Agriculture, Environment, Surveying, Energy sector, Construction and Realty - by professional users



## End-User Examples

- Power companies
- Oil and Gas industry
- Agriculture
- Mining industry
- Forest industry
- Construction industry

## Applications

- Precision agriculture
- Inspection of power grids
- Mapping of pit mines
- Inspection of wind power installations
- Inspection of oil rig installations
- Surveying of forestry
- 3D mapping of construction and realty sites

# Denmark in the Arctic



## End-User Examples

- Danish Air force
- Danish Marine
- Private Security Companies
- DEMA
- Sirius
- Mining and oil companies

## Applications

- Suvrinity patrolling
- Search of missing persons
- Search and Rescue missions
- Environmental policing
- Environmental clean up.
- Surveillance
- General documentation
- Homeland Security

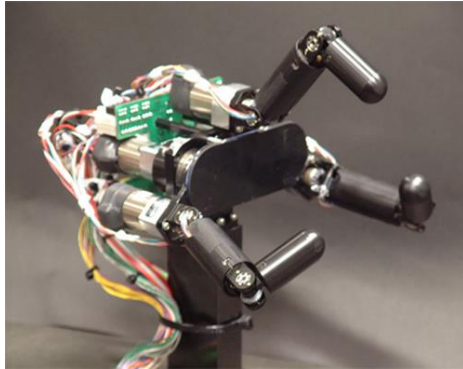




**Sky-Watch Labs** Selected Reference Projects

**Future  
Technology  
Today**

# Sky-Watch Labs



- Sky-Watch Labs was created in 2011 with the aim of capitalizing on the existing know-how of autonomous systems as well as expanding the applications of Integrated Sensor Platform developed for the Huginn X1 UAV system.
- Sky-Watch Labs focus on contract based medium and long-term development projects for the global defense and aerospace industry.

## Selected Partners



# Sky-Watch Labs

Muninn VX1 Hybrid UAV (TRL 6)

## Main Application:

Maritime based  
Surveillance Drone for  
Environmental  
Monitoring

E.g. Artic Region





# Sky-Watch & Market – Key Figures





# Independent market reports

## UAS market

### *AUVSI – Economic Report*

*2015 = 38,000 units p.a. in USA*

*2025 = 160,000 units p.a. in USA*

### *Frost & Sullivan Report*

*World market by 2020 = \$ 100 billion*

*50 % of market will be VTOL.*

### *Teal Group Report*

*Market will accelerate 2014 – 2017*

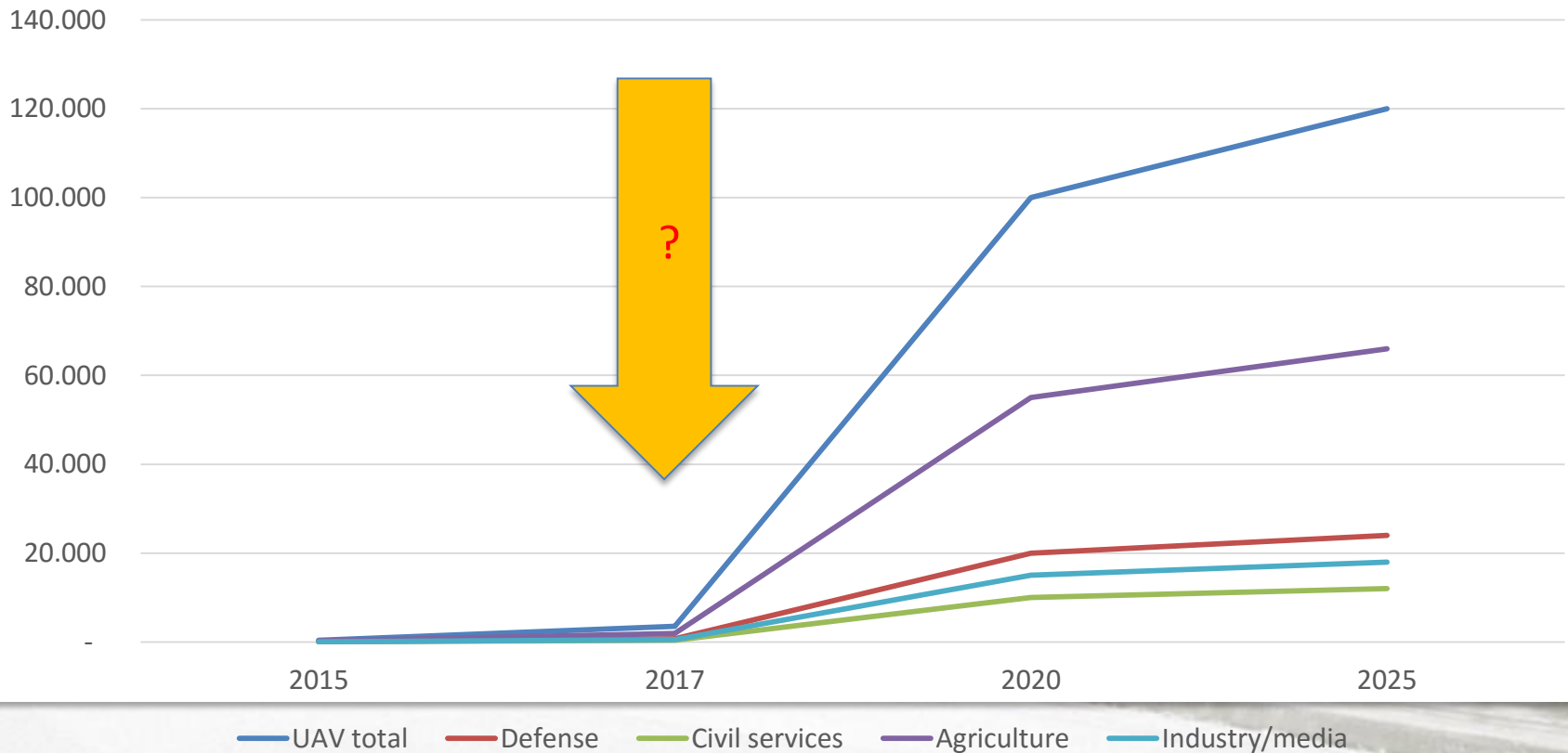
*2017 market for VTOL = \$ 400 million*



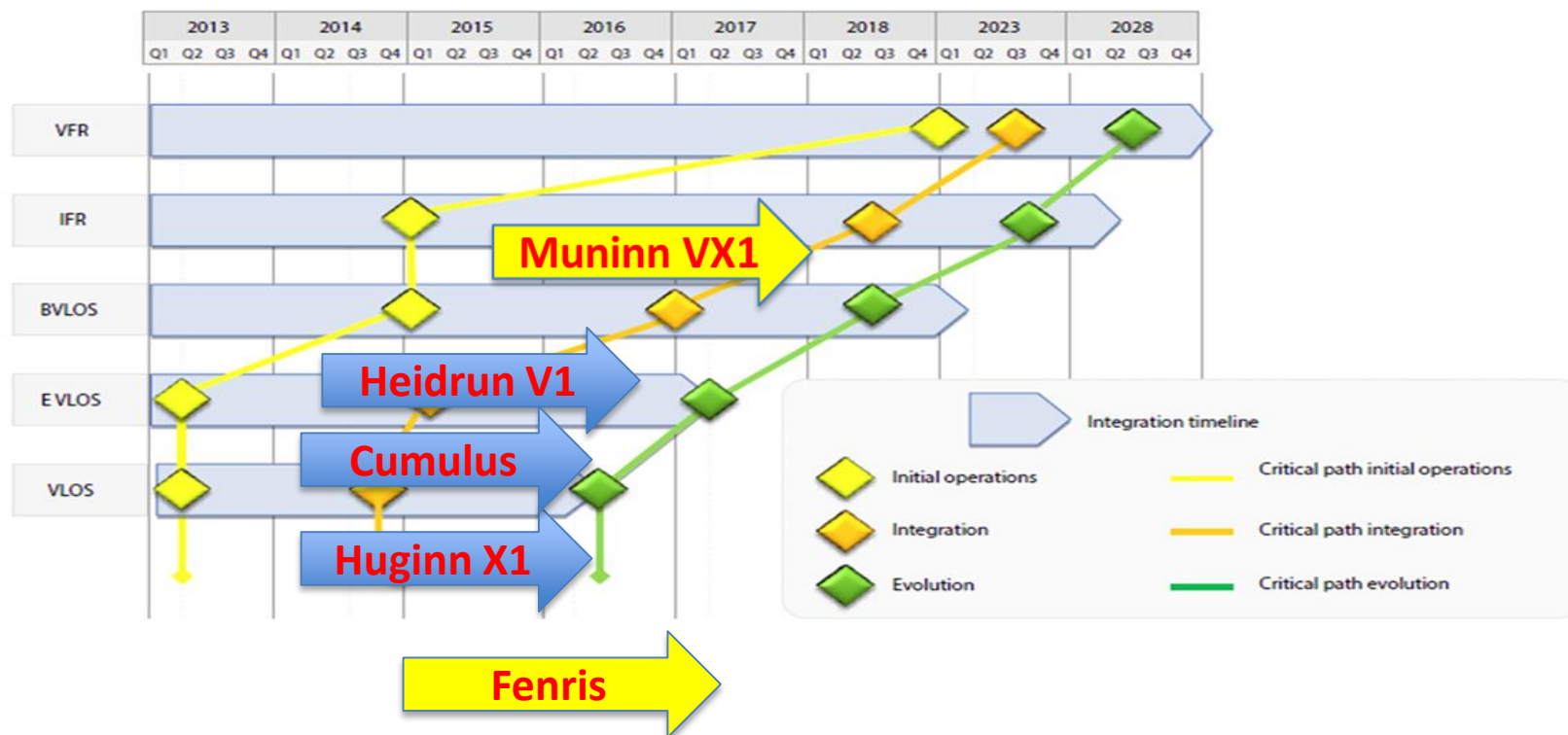
# Independent market reports

## Market Trends

UAS/UAV market developments/trend in USD million's



# EU Roadmap for UAV Integration into civilian airspace – Sky-Watch = 3 x TRL 9 Products and 2 x TRL 5/6 Products



# Home market & True value proposition comes before export!

## What is the Danish value proposition?

- Technological partnerships and R&D funding!







# Sky-Watch A/S

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