



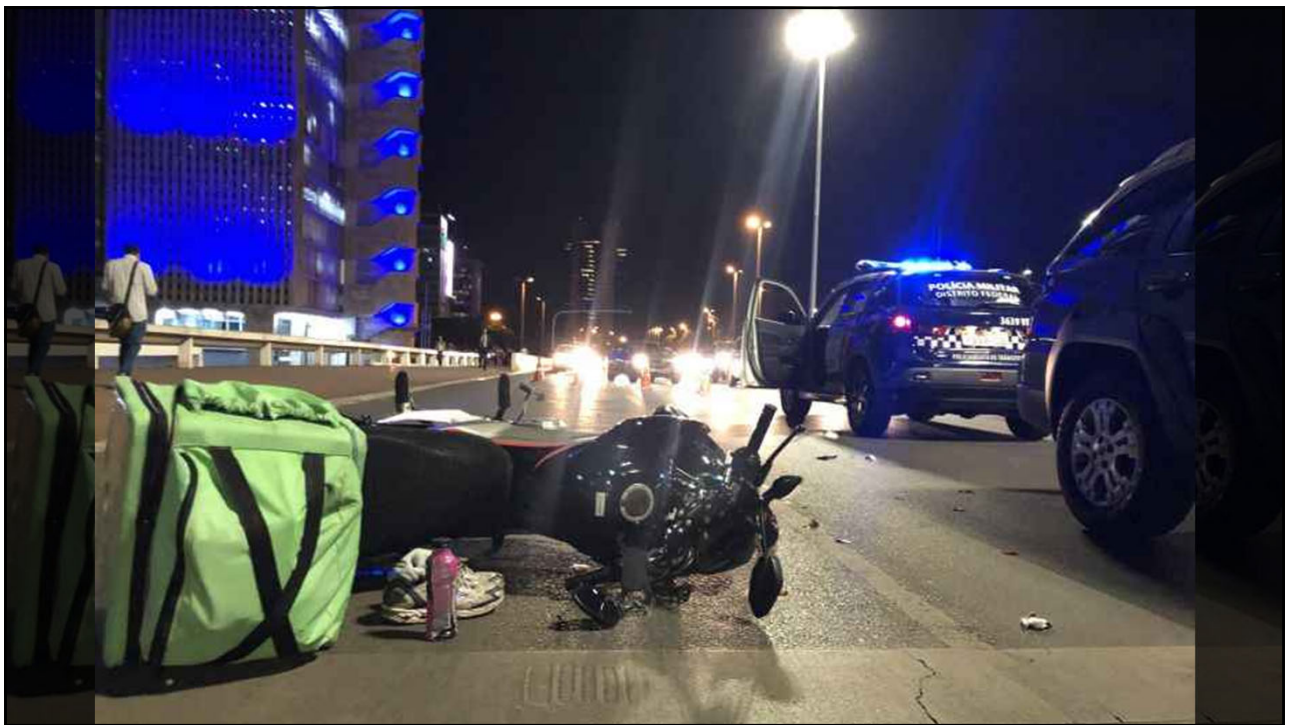
Samuel Salomao
Founder, CIO

Drones in support of humanitarian operations

ANAC - ICAO - WFP | SAO PAULO 2024







PUBLIC HEALTH PROJECT

Motorcycle accidents overload the SUS and lead to loss of mobility, amputation and chronic pain

Orthopedic Society warns of the impact of trauma on the lives
of motorcyclists and public emergencies

[F GIVE A CONTENT](#)



The most serious consequences include permanent loss of mobility (8%) and amputations (3%), in addition to chronic pain in 39% of cases.

"This is extremely serious, a situation that will mark these people's lives forever," says orthopedist Fernando Baldy dos Reis, president of SBOT.

According to the Ministry of Health's epidemiological bulletin, between 2011 and 2021, the hospitalization rate for motorcyclists rose 55%, going from 3.9 to 6.1 per 10,000 inhabitants, at a cost of R\$167 million in 2021 alone.

The profile of the motorcyclists killed are men (88.1%), black (64.9%), with low levels of education with 8 to 11 years of study (39.6%) and young, aged between 20 and 29 (30.8%).

<https://www1.folha.uol.com.br/eqilibrio/2024/11/acidentes-com-motos-sobrecarregam-o-sus-e-levam-a-perda-de-mobilidade-amputacao-e-dor-chronica.shtml>

Mortes nos 10 primeiros meses de 2024 – SP capital

Por tipo de transporte

Tipo	jan a out 23	jan a out 24	%*
Motociclistas	311	400	29
Pedestres	276	320	16
Ocupantes de automóveis	97	85	-12
Ciclistas	30	37	23

* Variação do número total de mortes entre 2023 e 2024

Fonte: Infosiga



Executive Summary



- Speedbird Aero is a commercial logistics company that is dedicated to developing and implementing innovative solutions to meet both current and future logistic demands.
- We are automating last-mile, middle-mile and regional logistics to meet the urgent needs of today's demanding delivering environment, by bringing together the latest developments in civilian multimodal unmanned vehicles (UAVs and UGVs) technology, with integrated traffic management (UATM) and AI-powered software.
- We are providing customers with a seamless logistics solution that improves the customer experience with faster more flexible delivery option for all types of cargo and destinations.



30,000+
Flights



600+ Ton
CO2 Saved



5 Types
Fleet



BVLOS
6 Countries



USD 3.7M
Rev 2024

Accessing hard-to-reach places is difficult, time consuming, dangerous, often expensive and polluting.



Drones solve these challenges

- ✓ Sustainable
- ✓ Fast & Frequent
- ✓ Safe
- ✓ Inexpensive



But using drones commercially is challenging



Different drones for different needs



Complex technology for complex operations



Specialized UTM software BVLOS capable



Regulation and rigorous airspace rules

Our drone technology solves these challenges

Hardware

Specialized range of drones solving real life problems.

Software

Best in class operating and safety software, BVLOS certified.

Regulation

BVLOS approval in 3 continents and two airworthiness certificates achieved.

Team

Highly qualified and experienced team.

Our Aircraft Fleet



We're an all electric, sustainable BVLOS drone systems manufacturer and operator. Our solution solves diverse challenges for a broad range of customers.

DLV-1



Auto-release cargo

Up to: 2.5 kg
Roundtrip: 4 km
One-way: 8 km

Light cargo, quick dispatch, fast delivery

DLV-2 A/E



A: Auto-release cargo

Up to: 12 kg
Roundtrip: 7.5 km
One-way: 15 km

E: Extended range

Up to: 5 kg
Roundtrip: 20 km
One-way: 40 km

DLV-2 B



B: Winch missions

Up to: 5 kg
Max-range: 12 km

Scenarios where winch is required: ship to shore, water sampling

DLV-4



Long range missions

Up to: 5 kg
Roundtrip: 50 km
One-way: 100 km

Overcome long distances

Specialized software for BVLOS operations



Flight Management

Aviation grade system managing flight operations, and risk assessment for safety.

Flight Control

Cloud Control Station (CCS) controlling drones from remote locations. Automated and scalable operations.

UTM Interfaces

Proprietary system providing enhanced situation awareness for complex BVLOS operations.

Video & RTC

Real time video and telemetry streaming for remote monitoring and tracking.

Our global experience

-  22,000+ commercial deliveries in urban areas in the last two years in Brazil.
-  Daily deliveries of clinical samples for Hermes Pardini, one of the largest Diagnostic Medicine laboratories in LATAM.
-  Daily deliveries of SIM cards and cell phones for Claro Telecom.
-  First ever Take Off from an active airport in Eilat Israel, delivering 16 km away as part of the Israel National Drone Initiative.
-  Longest drone route in Israel, 25 km, transporting blood samples between
-  Delivery of laboratory samples by helicopter from Vertiport Chicago to the Illinois Medical District by drone.
-  Daily deliveries for the Royal Mail in Scotland.
-  Ship to Shore operations in the Port of Singapore



Drone regulations are evolving, opening up new markets. However safety requirements remain stringent which is a strong barrier to entry.

We have BVLOS approval in 3 continents and two airworthiness certificates achieved.



Our customers and growing pipeline

Food and high value items

Fast delivery for customers in places with long or very expensive access.

Biomedical

Delivery of biological material for analysis to medical laboratories and hospital.



Case Studies



Delivery of laboratory tests



With 60 years, [Hermes Pardini](#) has been completely focused on the customer. In healthcare, time efficiency plays a fundamental role in the quality and accuracy of the analysis of collected materials.

Our drone operations in the cities of Belo Horizonte and Salvador fly in areas of intense urban traffic, directly impacting the speed required for analysis. The implementation of unmanned aerial logistics in healthcare sector appears as a crucial solution to deal with the congestion present in large Brazilian capitals.

By flying [Speedbird Aero](#) drones:

- Reducing the transport time of exams directly impacts the better quality of lab analysis.
- Carbon footprint reduction, less emissions.
- Interconnection between distant collection points in the city, with the longest urban route in this logistics mode (30 km).
- Certified to fly contaminating biological materials UN3373.

Expansion plans:

- Implement routes between hospitals in urban centers with high demographic density with the central lab (one of the largest of LATAM).
- First route over the Amazon rainforest connecting remote access locations.



Case Studies



Delivery of Letters and Parcels



[Royal Mail](#), a brand from United Kingdom established with over 500 years of history.

Today a private company, responsible for delivering letters and parcels for the Post Office providing counter services.

Royal Mail is a modern and digitally innovative brand that efficiently connects customers, companies, and countries in the package and letter delivery market.

Previously dependent on road transportation and ferries, resulted in long delivery times. Which is contrary to the standards established by the British Royal Mail. Those remote areas present challenging weather conditions, characterized by frequent rain and constant winds, reaching approximately 55 km/h daily.

By flying [Speedbird Aero](#) drones, [Skyports](#):

- Orkney - First drone delivery service for island mail.
- Improve service levels and delivery time for letters and parcels between the islands of Scotland, previously inaccessible due to geographical challenges that have become served by the institution.
- The number of delivery days increased.



Case Studies



Ship to shore deliveries



Singapore is the second busiest port in the world. With over 100,000 ship movements per year.

Ships spend an average of 18hs at anchor during which time small boats transport cargo including oil bunker samples, components, food, documents and cash between ship and shore.

By flying **Speedbird Aero** drones, **Skyports**:

- Significantly reduce ships carbon emissions.
- Eliminate safety risks of having people climb aboard ships.
- Cut the time to service the ships by a factor of 8.
- Halve costs.

Expansion plans:

- PoC flights done and scale up happening now.
- Singapore full commercial in 2024.
- 34 port expansion plan through to 2032, alongside offshore oil platforms and wind farms.

32m global annual port calls. 25% drone delivery rate, assuming one delivery per ship at \$142 per delivery.



Ranking Oct 2023

*The ranking is based on the following indicators:

- Size of the company
- Development of the company
- Market shares
- Sales figures
- Social media activity
- Public attention
- Number and amount of funding
- Estimated revenue
- Extent of web activity

Company	Country	Logo	Ranking	Δ2022 ¹
1 Zipline			60,1%	-
2 Wing			58,6%	-
3 Matternet			31,7%	-
4 Swoop Aero			24,1%	+3
5 Manna			19,9%	-1
6 DroneUp			15,2%	-
7 FlyTrex			14,3%	-2
8 Drone Delivery Canada			12,3%	-
9 Pablo Air			11,3%	+5
10 SkyDrop			11,1%	-
11 Speedbird Aero			10,7%	+1
12 UPS Flight Forward			9,3%	+6
13 Amazon Prime Air			9,3%	+3
14 Antwork			8,5%	-3
15 SkyPorts			8,2%	-6
16 MissionGO			7,1%	+1

¹Drone Service Providers Ranking 2023 - Drone Industry Insights.



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Thank you!