

# Empowering The Drone Age



**9<sup>th</sup> Annual Gateway Conference**  
**September 9, 2020**

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**NYSE American: UAVS**



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## About Us

U.S.-based AgEagle will be a leading commercial drone technology, services and solutions provider worldwide

Our key growth objectives are centered on three primary areas of focus:

- **Drone Manufacturing:** Establish AgEagle as the dominant commercial drone design, engineering, manufacturing, assembly and testing company in the U.S.
- **Drone Solutions:** Establish AgEagle as the world's trusted source for drone delivery services and solutions
- **Ag Solutions:** Leveraging our reputation as one of the leading technology solutions providers to the Agriculture industry with best-in-class drones and data analytics for hemp and other commercial crops





# Current Drone Market Dynamics

- **Drones are hot!**
- **COVID-19 Global Pandemic**
  - Need for drones has dramatically increased
  - Delivery/Logistics & Surveillance in focus
  - Urgent need for manufacturing of drones **“Made in America”**
  - Delivering medical supplies in a timely and efficient manner is becoming critical
  - Need for contactless delivery
- **Amazon has taught the world to be impatient; people want things faster and cheaper**
  - Creating demand for specialized drone delivery
  - Major logistics/delivery companies are investing in drones
- **Realization that drones have potential to disrupt and transform numerous industries is creating start-up frenzy**

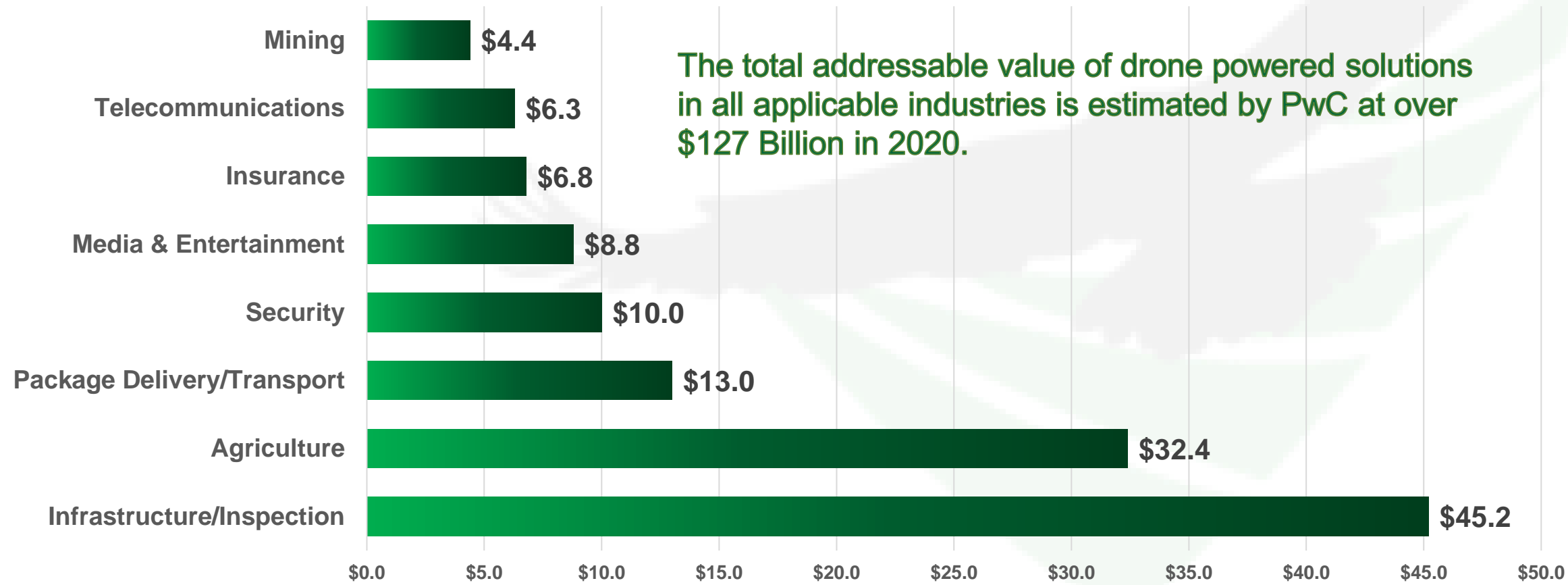






# Current Drone Market Dynamics

Value of Drone Powered Solutions Addressable Industries - Global View - (\$B)



Source: PwC | Clarity from Above: PwC global report on the commercial applications of drone technology | 2016



# Drone Hardware

Drone Hardware & Subcomponent Manufacturing, Assembly & Testing





# Industry Opportunities



## Chinese-dominated market

- Chinese drones make up 80% of U.S. market
- New legislation expected to ban acquisition and/or use of Chinese drones is driving an urgent need for U.S.-made drones
- Opportunity for rapid expansion by U.S. companies

## Industry lacks engineering and quality manufacturing expertise in drone market



- AgEagle intends to establish best industry practices and quality standards for manufacturing, assembly, design/engineering and testing of drones, drone subcomponents and related drone equipment
- AgEagle has the expertise and experience to cover the entire market spectrum





# U.S.-Based Manufacturing, Assembly, Engineering & Testing

- **Scalable manufacturing capacity at new facility in Wichita, Kansas, the “Air Capital of the World” – new corporate headquarters**
- **In late 2019, entered high growth drone package delivery industry through contract with major ecommerce company for custom component sourcing and drone assembly for use in tethered flight testing**
  - Anticipate expanding scope of work in 2021
- **In advanced negotiations with new contract manufacturing clients**
- **Recruited 30+ year aerospace veteran, Matt Martin, as new Vice President of Operations**
  - Former VP of Airbus Programs, Spirit AeroSystems
  - Former VP of JPATS Program, Hawker Beechcraft Defense Company
  - Senior leadership roles at Boeing managing key programs, including International Space Station, 767 Tanker/Transport and Air Force One
- **Planning for hyper-growth; expanding manufacturing and engineering team; investing in manufacturing infrastructure**



# Drone Delivery Services

Point-to-Point Package Delivery





# Industry Opportunity

“New aerial technologies are set to play a major role in an economy looking for innovative ways to meet the demands of the coronavirus crisis – and looking toward a global reset... The technology is ready and the mechanisms for oversight are catching up – out of necessity. At a time when society needs drones the most, the Golden Age of drones is finally coming.” *Forbes | June 25, 2020*



**Medical Supply  
Delivery**



**Retail Goods**



**Food**



**Industrial Materials**

**The drone package delivery market is projected to grow to \$27.4 billion by 2030.**

Source: Research and Markets | Global Drone Delivery Market Report 2019-2030 | December 2019



# Companies Investing in Drone-Delivery Initiatives

## Consumer Packages



Increasing demand for faster delivery in the logistics industry is fueling capital investments in drone delivery initiatives. In fact, the FAA reports that registration of commercial UAV market will triple in size by 2023 with an estimated 823,000 drones flying at that time.

## Food



## Healthcare Supplies



## Heavy Cargo





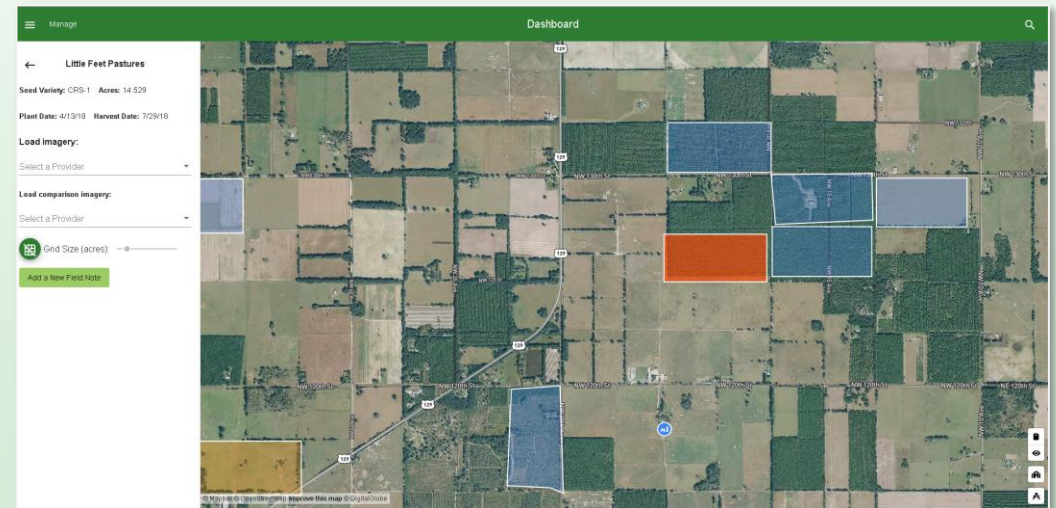
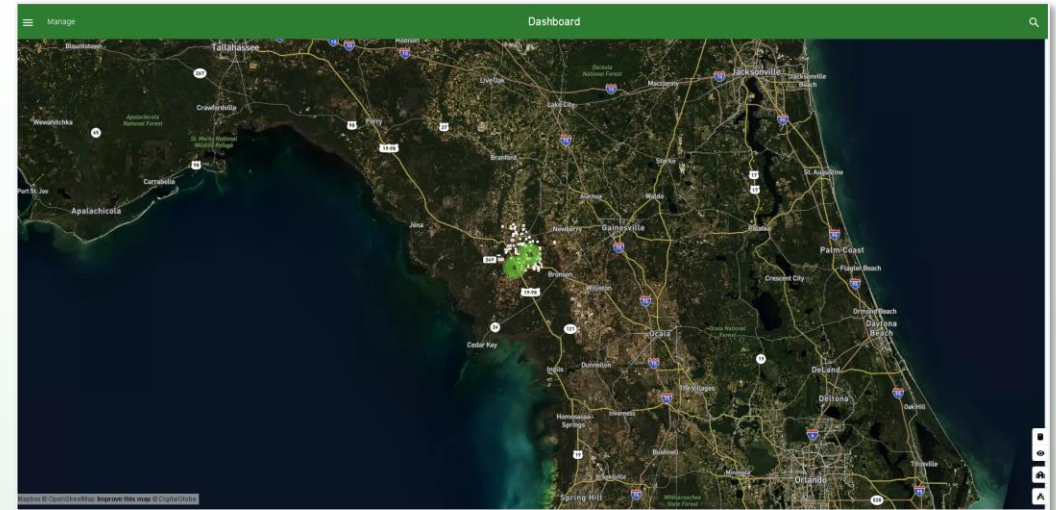
# Agriculture Solutions





# HempOverview: SaaS Solution for U.S. Hemp Registration, Governance and Reporting

- Marries the simplicity of a web-based data collection and management app with the power of map-based aerial imaging technology
- Four modules include:
  - Registration
  - Best Management Practices
  - Oversight & Enforcement
  - Reporting
- State administrators, growers and processors are now able to connect, share, maintain communications and collaborate
- **No other SaaS solution on the market compares**, particularly when matched with AgEagle's experience serving the global ag industry
- First customer on platform was State of Florida – signed three-year contract for 2020, 2021 and 2022 hemp planting seasons
- In advanced discussions with multiple other states





# FarmLens: Proprietary Data Collection & Analytics Solution for Precision Farming



To date, *FarmLens* has processed 2 million acres of crops, analyzed data from 53 different crop types in 50 different countries, and created thousands of crop reports

## Enables PC-based or mobile farmers and agronomists to leverage drones to:

- Create flight plan, pilot drone(s) and review actual flight details
- Convert drone images into crop health indicators
- Directly input data for sustainability scores
- Upload chemical application receipts to enable efficient tracking of products
- Access real-time weather conditions and satellite imagery
- Export auto-created zone maps
- Seamlessly share actionable data with other members of their team in real-time
- And much more



# Be Opportunistic to Accelerate Growth



- Leverage Strong Balance Sheet
  - \$25 Million Cash
  - No Debt
- NYSE-Listed UAVS Common Stock is Valuable Currency
- Expand Drone Contract Manufacturing Client Base
- Pursue Strategic Research Collaborations and Pilot Projects for Drone Delivery
- Expand Market Share for HempOverview and FarmsLens
- Identify Attractive Acquisitions or Strategic Partnerships Consistent with our Multi-Channel Revenue Model





# Proven Leadership

Barrett Mooney, PhD  
Chairman of the Board



- Former CEO of AgEagle
- Founder and former CEO and President, HydroBio (sold to Monsanto in 2017)
- Doctor of Philosophy, Agricultural and Biological Engineering, University of Florida
- Member, American Society of Agricultural and Biological Engineers
- Board Advisor to CropIn Technology

J. Michael Drozd, PhD  
Chief Executive Officer



- Recruited as new CEO in May 2020
- Former CEO RYTE Hemp Companies
- Former President of Eurofins AgBio Division
- Former COO at Arbiom, a French biotech company
- Former President and CEO of Aseptia/Wright Foods
- Former EVP of CoalTek
- PhD from Duke University
- Masters, Optical Engineering Cambridge University
- Masters, Engineering, Stanford
- Dual Bachelors, Electrical Engineering & Economics, Duke University

Nicole Fernandez-McGovern  
Chief Financial Officer



- Former CEO/CFO, Trunity Holdings, Inc. (OTCQB)
- Founder and President of RCM Financial Consulting
- Former Financial Manager, Elizabeth Arden (NASDAQ: RDEN)
- Former Auditor, KPMG, LLP
- MBA and BBA, University of Miami
- Certified Public Accountant, State of Florida
- Board Member, South Florida Chapter of Financial Executives International
- Board Member, Pembroke Pines Charter Schools



# Market Snapshot



<b>Exchange:</b>	<b>NYSE American</b>
<b>Ticker:</b>	<b>UAVS</b>
<b>Recent Stock Price</b> (As of 9-4-20):	<b>\$2.77</b>
<b>52-Week High/Low:</b>	<b>\$5.15/\$0.19</b>
<b>Market Capitalization:</b>	<b>\$159 Million</b>
<b>Shares Outstanding:</b>	<b>57.23 Million</b>
<b>Estimated Public Float:</b>	<b>51.91 Million</b>
<b>Held by Insiders:</b>	<b>54.95%</b>
<b>Fiscal Year End:</b>	<b>December 31</b>







# Questions?



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