SKYFARER

Through flight we deliver

Roadmap to Market Trial

Problem

Preventable Diseases are still killing 3 million people every year

Comes down to:

Untimely vaccinations & service delivery (World Health Organisation).

Deficient Infrastructure road networks underdeveloped and facilities insufficient

Challenging Geography adding to the issues of distribution by road

All issues throughout the world

Solution

Deliver by drone, on time

Fly the payload on autopilot

Autonomous drones can fly anywhere, anytime.

Hub & Spoke JIT

Concentrate storage facilities at the Hub and deliver Just In Time.

Serve the population

Deliver to half of The Gambia population from one hub JIT.

Save costs & Save Lives

No driver, no roads and no expensive spoke facilities

Medical or Nutritional Payload

Antivenom, vaccinations, blood, medicine, test kits, Plumpy' Nut and data

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Market Validation

Zipline Validated the market in 2016

first in Rwanda, now growing to Ghana

$1.2
BILLION

The value of Zipline today

Initial market - in collaboration with Riders for Health International

riders

6
Country's

with Successful Riders Ops

6
Strong relationships

with government officials

Market Size

$93.2
Billion

Estimated healthcare transportation services **market value** in 2021 (Industry ARC)

$12.5
MIllion

Ghana Investment

into 4 year contract to delivering medical aid by drone (impactaplpha.com)

20.53%
CAGR

Drone market growth

$43 Billion value in 2024 (Researchandmarkets.com)

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THE PRODUCT: Life-Saving Drones

Skyfarer Fleet

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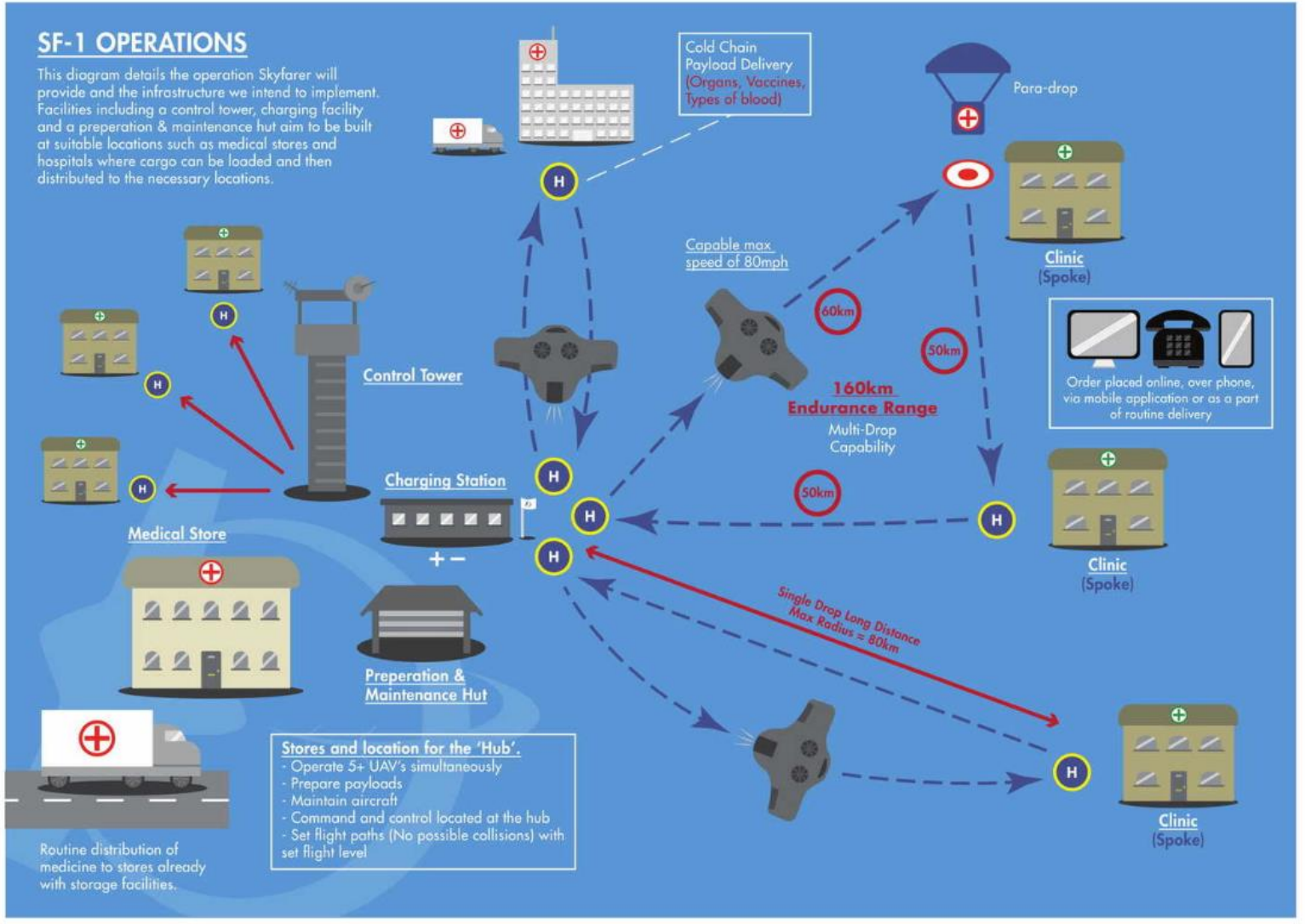
THE SERVICE: A Life Saving Operation

Skyfarer Operations Service



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Output: effective humanitarian logistics

Anywhere and Everywhere

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Business Model

Cost per KM contract for Developing Nations

4875
km

£0.45
Cost Per KM

£1.8
MILLION

Capacity from 1 Hub

profitable at 30%

Cheap and Profitable

Revenue

Projected by 2023

We measure the capability demand at the trial, and adjust the CPK for assurance of profitability

Drive demand with discounted CPK as varying capacity levels

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Strategy

TRIAL, DEMO & PROMOTE

Demo aircraft at events
Trials set up to showcase
Community awareness workshops
Educational programmes &
Internships

PARTNERSHIPS Developing

Riders for Health International
Coventry University
WHO, MSF, RED CROSS

VARIABLE BUSINESS MODEL

Initial CPK Model
Developed nation Model
Service Model
Product Sale & License Model

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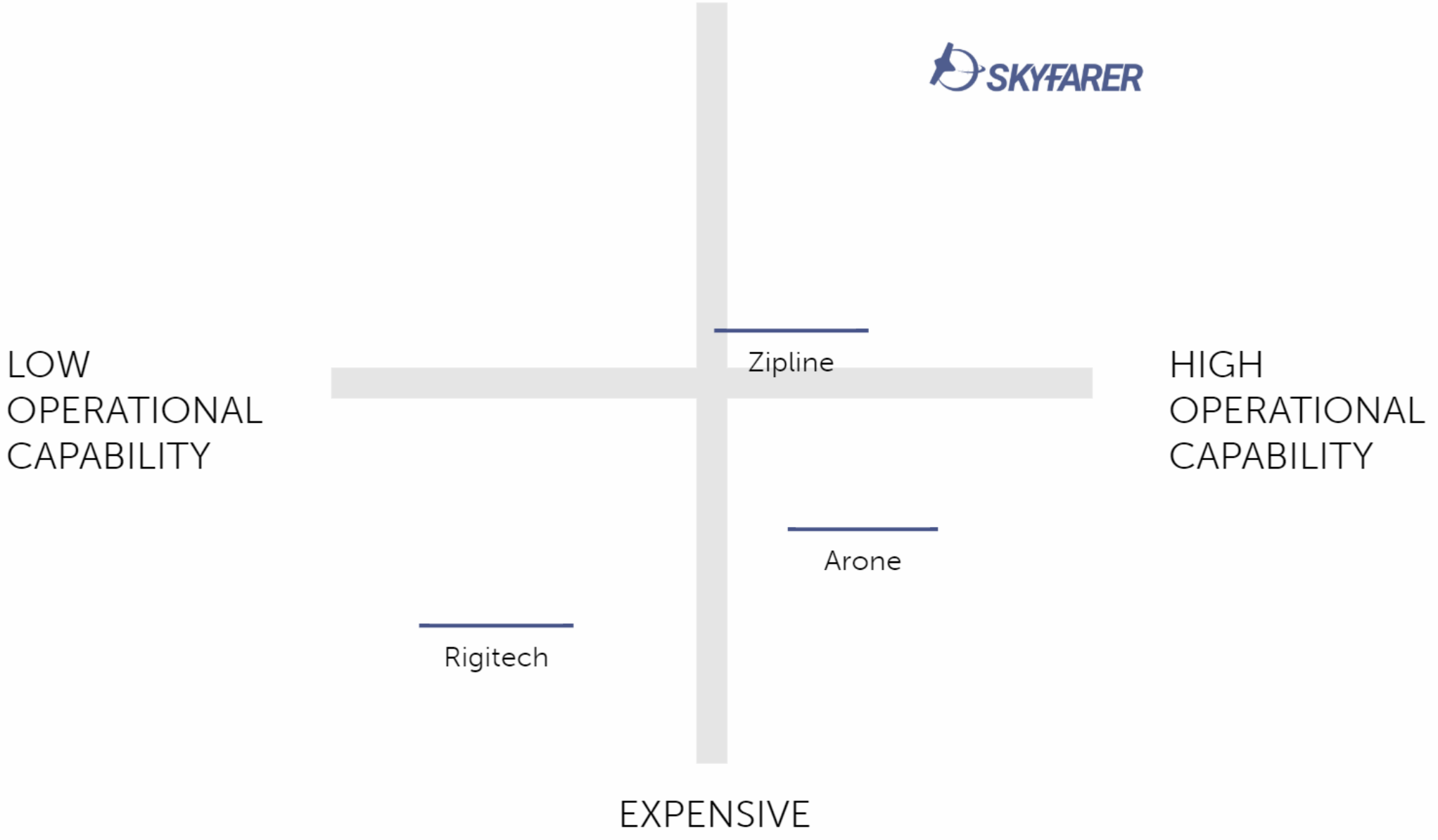
Competition



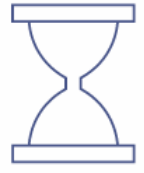
Competitive Advantage

Market Leading Aircraft

Unmatched Capabilities = more effective op

Ease of Use

Turn-Key technology



Just In Time

Order and we deliver. No spoke storage, no waste

Adaptable Automation

An auto pilot system adaptable to the mission

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Robust Payload

Deliver with a parachute or land, single or multi-drop, Active or Passive

Hub and Spoke

Not just a drone, but a complete operation

+ Employment with Purpose: Up-skill, train and educate the next generation

Top Level Team

John Ikegwuonu

Head of Operations

Passionate about giving every opportunity to the next generation.

BEng in Industrial Engineering, MSc in Logistics and Supply Chain Management and Member of CIPS.

Elliot Parnham

Co-Founder & CEO

Engineer, perfectionist and social entrepreneur. BEng in Aerospace Engineering, MSc in Space Engineering, Project Management Qualified.

Paulius Petrauskas

Co-Founder & Head of Technology

Structural specialist, avid model flyer and all out maker. BEng in Aerospace Engineering and a brain for design,

Sultan Alkaabi, Advisor (Operations)
Dr Rashid Ali, Advisor (Aerodynamics and UAVs)
Dr Ajaz Ali, Advisor (Sensors & Control)

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Roadmap

There is demand, there is potential, now is the time to create and fill the gap

Note: due to the nature of business, there is a risk of financial loss. Investors must be aware of the risk to capital.

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Financial

We are looking for investment to fund our Roadmap to Market Trial.
The output = a **Lifesaving Drone** + a **Robust Operation** + Commercial Validation

Aim: to be THE market leading drone humanitarian logistics provider

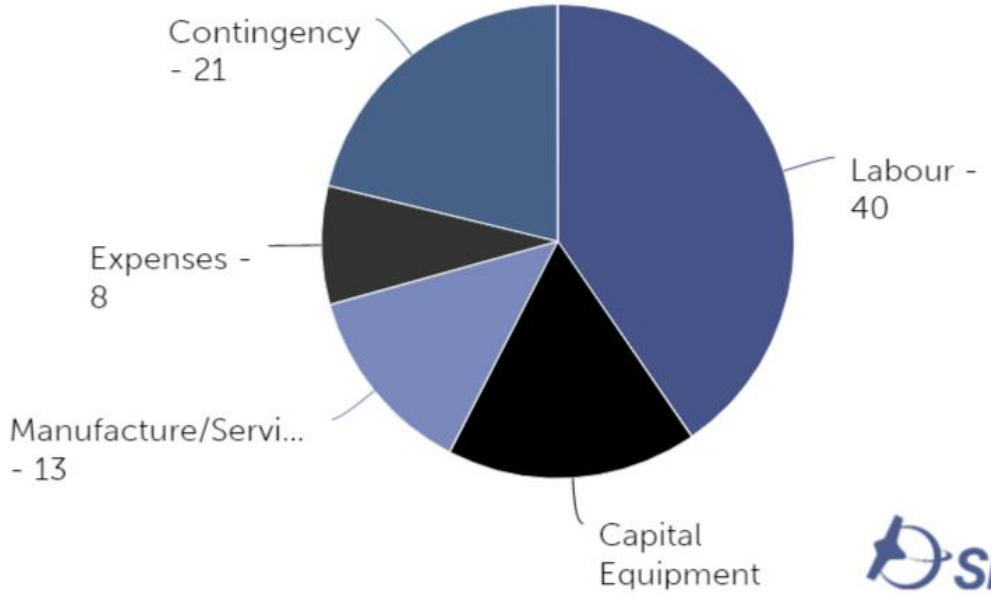
£200K
Angel Round

Initial Investment Opportunity
(Detailed Project Plan in place)

6
years

Time to ROI

Roadmap Cost Breakdown



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Post Trial Opportunity

The potential is global. Rising population is increasing the strain on medical logistics

Access more of the $92 billion industry with new business models and improved profitability

Commercial validation after this roadmap leads to more operations

Positioning ourselves for future markets and models from our experience saving lives

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For more information

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