

DA/SEC/2023-24/05

November 24, 2023

To,
BSE Limited,
2nd Floor, P. J. Towers,
Dalal Street, Mumbai - 400 001

**Sub : Disclosure under Regulation 30 Of SEBI (Listing Obligations And Disclosure Requirements),
Regulations, 2015**

Ref: DroneAacharya Aerial Innovations Limited (Scrip Code: 543713; Security ID: DRONACHRYA)

Dear Sir/Madam,

DroneAacharya Aerial Innovations Limited, India's first listed Drone Startup, has announced an outstanding performance in H1 of Financial Year 2023 - 2024 with a Year on Year (YoY) Growth of 1,054% as compared to H1 of Financial Year 2022 - 2023. The Company has recorded a growth in Revenue of 998.01% and 164.72% growth in PAT (Profit After Taxes). As the Company announces entry into Defense and Space Technologies, the Management of DroneAacharya expects a 50 to 70% CAGR (Compound Annual Growth Rate), and 20 to 25% PAT (Profit After Taxes) in the next 3 years.

Please find attached a comprehensive presentation addressed to our esteemed investors.

We request you to kindly take note of the same.

Thanking you,
Yours faithfully,

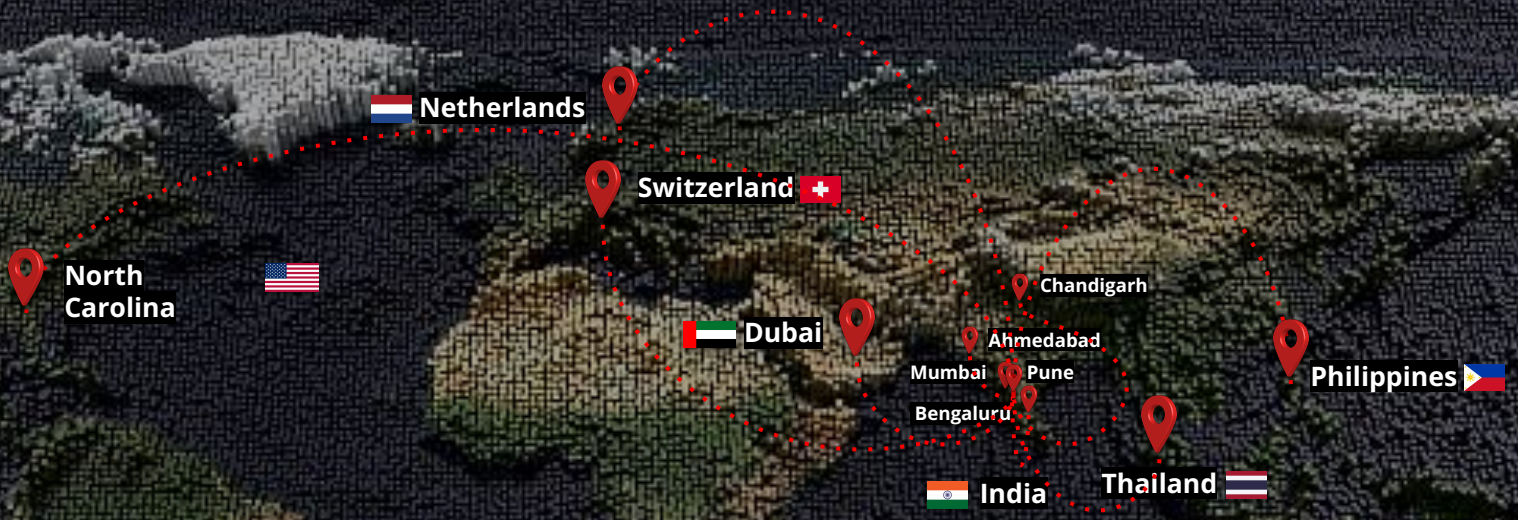
For DroneAacharya Aerial Innovations Limited



Prateek Srivastava
Managing Director
DIN: 07709137



Encl: a/a

Drone Tech | Space Tech | Defence Tech



 DroneAcharya Presence


DRONEACHARYA®
AERIAL INNOVATIONS

H1 Report
FY 2023-24

Growing at
113.95%
CAGR
against industry
standard of
10.23%

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DroneAcharya



01. About Us.

Know a little more about
DroneAcharya




VISION

To create a
Platform Agnostic
Deep Tech Data
Science Ecosystem


MISSION

To help individuals
& business adopt
Drone and Data
Science Technology



 **Largest** Private Drone
Training Institute in
India

 **First Global Drone
Brand from India** for
Products, Services and
Training

 **India's First** Drone +
Space + Defence Tech
Listed Company

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About



DRONEACHARYA®
AERIAL INNOVATIONS

DroneAcharya is a 2017 founded Deep Tech Data Science Company. Core Team consists of experienced eminent professionals from the field of Defence (Indian Army), Space (ISRO), Drones (Pioneers in DroneTech worldwide) and Information Technology.



Headquartered
in Pune



4 Offices
in India



Presence In 7
Countries



6 Companies under
Acquisition and
Merger



Large Fleet: 32 UIN
Drones Owned



30+ Certified
Trainers on Payroll



65+ Employees



DRONEACHARYA[®]

AERIAL INNOVATIONS

H1 FY 23-24 In A Nutshell



~ 600 DGCA
Certifications
Issued



Drone , Defence and
Space Product
Launched in H1



5,000+ Total
Candidates Trained



500+ Jobs
Created



30+ Industry
Partnerships



15 Tie Ups With
Education Institutes



5 Large Projects
Bagged in H1 FY
2023-24



50+ Upcoming
Centres in India



100+ New Hirings
Required



Prateek Srivastava

Founder & Managing Director at DroneAcharya

Serial Technopreneur | New Age Tech Evangelist

Worked In

33+

Domains

Headed

250+

Projects

Bagged

\$35Mn

Worth Projects

Companies Founded



2017 - Present



Terra Drone India

2018 - 2021

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Career Timeline



Future Focus

Keep Innovating and Renovating myself and associations.

Connecting the dots between technology and market potential.

Engage upcoming technologies - GPR, NSV, AI & Deep Tech.

\$6Mn

(2014 - 17)

SOURCES:
- HARDWARE SALES
- UAV PROJECTS
- S/W DEV

\$5Mn

(2018 - 21)

SOURCES:
- UAV PROJECTS
- TENDERS
- H/W SALES

Key Highlights

2008

One of the First to develop an iOS App



2013



One of the Early Promoters of UAV

2009

One of the First to Work with LiDAR



2020



Actively Developing Geo AI solutions

Core Team



Amit Takte
*Chief Technology
Officer*

DGCA Certified Drone Instructor

India Book of Record's Holder 2023 for flying multiple radio controlled aircrafts simultaneously in dark enclosed space



Maj Gen (Dr) Mandip Singh, SM, VSM (Retd)
President - Strategic Alliances

Prev. Chief Instructor in IMA

Prev. Dean of Army War College

38 years of service in the Indian Army



Lt Col Sunil Sharma (Retd.)
President - Business & Strategy

Expert in Data Security & Project Management

Served the Indian Army for 24 years



Anand Jadhav
VP - GIS & LiDAR

CAD Veteran

LiDAR & GIS Master

25+ years of hands on experience



Dr. Pradeep K. Srivastava
President - Business, Education & Research

Outstanding Scientist (Retd.) - ISRO

40+ years of experience in Remote Sensing, Spatial Sciences



Pradeep Pathak
Advisor

Prev. Jt. Director General of Civil Aviation

34 years of Service for Govt. of India



“We are constantly pushing boundaries to excel in every vertical that we enter into. Our H1 results for FY 2023-24 is a reflection of immense hard work, dedication and belief in our vision and mission.”

— **Prateek Srivastava**
Founder & Managing Director

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Business in H1 FY 23-24

SERVICE

20+
Private Clients
Engaged

21
Tenders
Submitted

2
Tenders Won

TRAINING

224
Total Candidates
Trained

149
DGCA Certified
Drone Pilots
Trained

15
Candidates
Trained From
Defence

SALES

20+
Private Clients
Engaged

17
Tenders
Submitted

5
Tenders Won

DRONE



50 - 70%

CAGR Expected Over
The Next 3 Years

KEY DRIVERS



Foray Into
Space Technology



Commercial Launch Of
Drone Product Line



Launch Drones for
Armed Forces



Launch A Range Of
Reusable Rocket Launch
Vehicles



Take Up
Global Projects



Create
Strategic Partnerships

Management Guidance On Growth

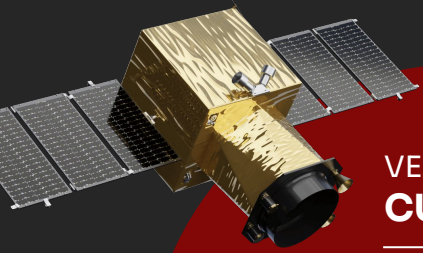


20 - 25%

Expected PAT Over
The Next 3 Years



Business in H1 FY 23-24



VENTURING INTO CUBESATS

End to End Services:

- 1 System Integration & Testing
- 2 Orbital Launch & Data Relay
- 3 Ground Station Set Up & Commissioning

SUCCESSFULLY LAUNCHED REUSABLE ROCKET LAUNCH VEHICLE

100% Recovery of Rocket Launch Vehicle & Onboard Payloads

PAYLOADS INCLUDED



AIR PRESSURE SENSOR



INTERNAL COMBUSTION SENSOR



AIR FRICTION SENSOR



MINIATURE PARACHUTE



HEAT SENSOR



LAUNCHING BHUJANG

- | | |
|------------------------|---------------------|
| 65 Minutes Flight Time | 04 Kilogram Payload |
| 6K Meters Max Altitude | 30 Kilometers Range |

India's First Super High Altitude Multi Rotor Multi - Role Drone



High Altitude Missions



Delivery of Critical Supplies



Survey & Surveillance



Weaponized Mechanism

DEFENCE

SPACE

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Presence Across Value Chain



DRONE DATA CAPTURE
Through tie up with local vendors

COST EFFECTIVE QUOTE
Through network of Local Vendors

UPSKILLING THE MARKET
By providing professional training

CREATING JOBS
By generating talent

INCREASING AWARENESS
About potential of Drone Industry

TIE UP WITH OEMS
For supply projects

ACQUIRING NICHE OEMS
To create our product line

SAVING INVESTMENT
By acquiring Companies with established product line

INCREASING AWARENESS
For higher market adoption among B2B, B2C & B2G

FEEDBACK TO DGCA
To improve Govt. regulations that affect Organizations



Strengthening Presence Across Value Chain

Previous Acquisitions & Partnerships



University of Pune



Broadcast Engineering Consultant India Limited

02. Products.

Have a Look At Our
Niche Drone Products



Arya

A Survey Grade Drone for All Your Industrial Needs

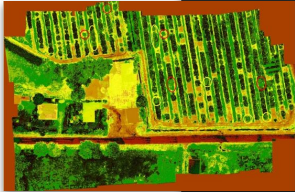
MULTIPLE SENSORS



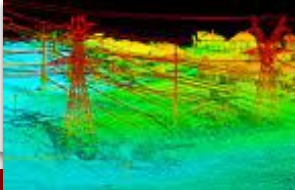
VISUAL RGB



THERMAL



MULTISPECTRAL



LiDAR

63 mins

Max Flight Time

3 kg

Payload Capacity

5000 m

Max Takeoff Altitude

12.5 m/s

Wind Resistance



Automatic patrol inspection



AI intelligent object recognition



Automatic return and precision landing



Advanced networking mode

Prevent Crop Damage Due
To Pest & Disease Through

AgriVeer

Agricultural Spraying Drone for Insecticides & Pesticides



APPLICATIONS



**Modular Design,
Quick Assembly**



**Real Time Kinematic
Trajectory Corrections**



**Adept for Day &
Night Operation**



**Robust Flight Controller
For Autonomous Flight**

12

LITRES TANK CAPACITY

33 MINUTES
FLIGHT TIME

Upto 50

ACRES PER DAY COVERAGE

**PRODUCT MADE
FOR ARMED
FORCES**



65 MINUTES
FLIGHT TIME

04 KILOGRAM
PAYLOAD

6K METERS
MAX ALTITUDE

30 KILOMETERS
RANGE

**Carry Out Ultra High Altitude &
Challenging Missions With**

BHUJANG

*Battlefield Hybrid UAV for Joint
Attack, Navigation and Guarding*

KEY FEATURES

Topographic Survey

3D Mapping

Terrain Analysis

CM Level Accuracy

RTK / PPK Enabled

Take To The Skies For
Critical Deliveries Through

TURANG

*Heavy Liftoff RPAS system for
Combat, Transport & Surveillance*

12

**KILOGRAM
PAYLOAD
CAPACITY**

35

**MINUTES FLIGHT TIME
WITH 8 KG PAYLOAD**

25

**MINUTES FLIGHT TIME
WITH 12 KG PAYLOAD**



APPLICATIONS



**Fully Autonomous Takeoff,
Flight & Landing**



**Downlink HD Video
Transmission**



**Day and Night Electric -
Optic stand alone payload**



**Hyper Localization of
deliveries**

Carry Out Challenging Missions
In Difficult Scenarios With

RUDRAYAN

Ultra Heavy Liftoff Long Endurance eVTOL

04 HOURS FLIGHT
TIME

05 KILOMETERS
MAX ALTITUDE

100 KILOGRAMS
MAX PAYLOAD

210 KILOMETERS
MAX RANGE

APPLICATIONS



Defence



Medical



Disasters



03. Projects.

Client Specific actionable
output



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DroneAcharya Is Carrying Out A

USD 1.26 Million

Worth of Drone Based Project in
Qatar In The Oil & Gas Sector

SCOPE OF WORK



SUPPLY OF
DRONES



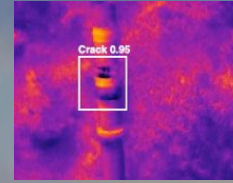
DRONE SURVEY
& ANALYTICS



SOFTWARE
DEVELOPMENT

This project marks an **Entry Point in the MEA Region** for DroneAcharya and its plans for the future.

DRONE SOLUTIONS



Pipeline Inspection

Identifying leakages and structural damages



Asset Monitoring

Surveillance of the pipelines to reduce theft



Compliance

Creating compliance report of assets



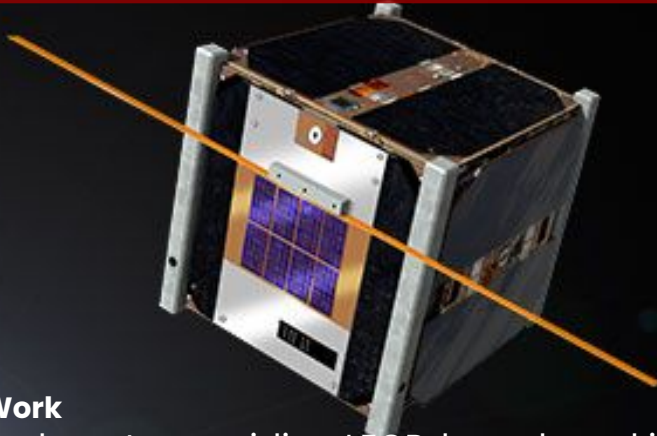
Emergency Response

Available on 24x7 for surveillance and footage

DroneAcharya is in the final stages of discussion as a System Integrator for

3U & 6U Cubesats

In Africa



Scope of Work

Building cubesats, providing LEOP, launch and integration services, on - ground support through ground terminals, training and system AIT support, as well as Frequency Filling Support and Regulatory Management Support

3U Cubesat
with onboard
IoT Payloads

6U Cubesat
with onboard
**Camera Payload
for Earth Observation**

Injection at
500 - 600 Km
At Sun 0- Synchronous Orbit

Information relay:
12 Months
Of Routine Operations By Cubesats

Phase 1: Training of
120 Forest Officials

Phase 2: Training of Additional
120 Forest Officials

DroneAcharya has been awarded a Rs. 96,00,000/-
tender to

**Carry Out DGCA Certified
Drone Pilot Training**

For 240 Officials for Karnataka Forest Academy



04. What's New.

Latest Updates
About DroneAcharya



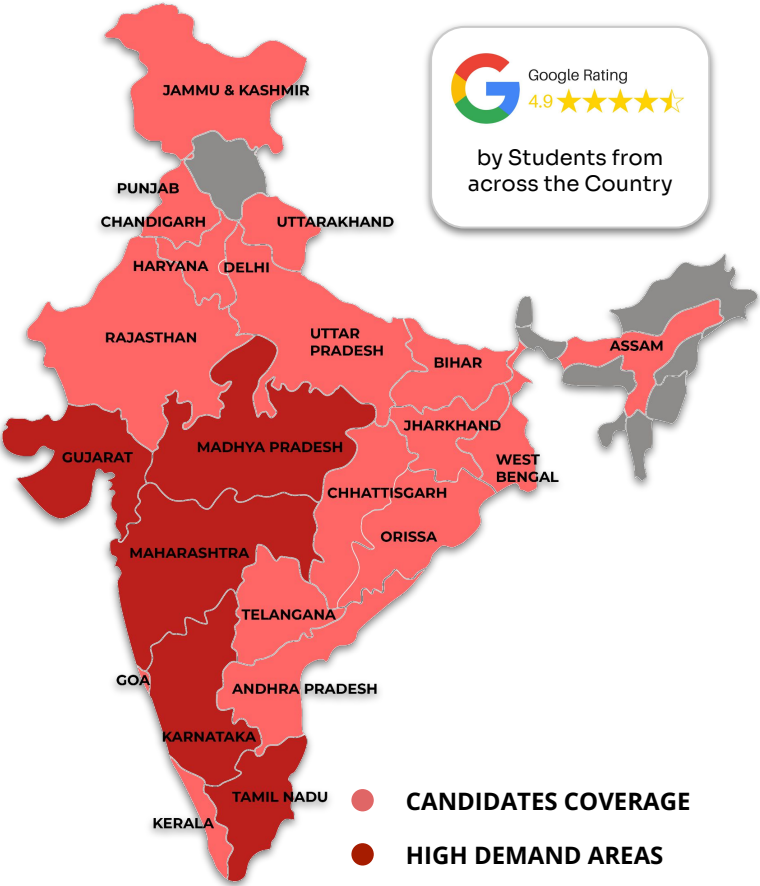
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Panning Across India!



by Students from
across the Country



FRANCHISES COMING UP



JABALPUR | JAIPUR | NOIDA | UTTARAKHAND
ROPAR | PALAMPUR | MANGALORE | DHARWAD

EACH FRANCHISE
WILL OFFER:



TRAINING



SERVICES



SALES

Starting 40 New Centres Across India



WOLLSTONE
CAPITAL

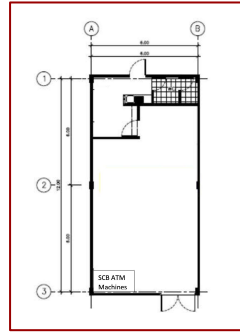
These Centers will function as Nodal DroneAacharya and deal with Sales, Services & Training across India



New Office @



AIT
Asian Institute of Technology



3,000 sq. ft.
Of Premium Space



Located right at the heart of AIT,
near the President's office



Excellent footfall expected for
Showcasing Drones



Will be used as Workspace and Hub
for Discussions & Meetings



Drone Pilot Training @



105 Students Trained
On Campus

1500 Target Students in
next 12 months

Workshop For Local Government Units @



Workshop conducted for Local Govt. Units from Agriculture & Irrigation Background



Session details: Introduction to Drones for applications in Agriculture & Irrigation

80

Govt. Employees Trained

250

Target Candidates in 12 Months



Training for 1st Batch for **TATA STRIVE**



CLASSROOM TRAINING



FLYING SESSION



EXAMINATION

CLASSROOM TRAINING

**New Batches Commencing
Across India**



**Entire Batch Got Placed In
Reputed Drone Companies**

SIMULATOR SESSION

FLYING SESSION

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Successful Tenders

WON



Procurement of Drone Systems and Sensors

Supply of 10 Drones & Sensors



Procurement of Professional Survey Grade Drone

Supply of 3 Drones & Sensors



Providing DGCA Certified Drone Pilot Training

Training of 240 Forest Officials

L1 STAGE



Supply of Agricultural Spraying Drones

Supply of 4 Drones



Supply of Large Scale Mapping Drones

Supply of 20 Drones & Sensors



Supply of Drones, Green LiDAR & Hyperspectral Sensors

Supply of 1 unit of all items

Launched Drone Based Air Quality Assessment Solution in India



This solution can track 16 sensors in Real - Time & Create interactive maps

Launched Drone Courses With



Launching Drone Courses in Mumbai

Partnership with



PDRL

For Training



These Centers will deal with Sales, Services & Training across India

05. H1 Results.

Financial Reports
& Charts



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₹21,95,85,000/-

Revenue Clocked in H1 FY 2023-24!

998.01%

Growth in H1 Results YoY!

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Half Yearly Profit & Loss Snapshot

Particulars	H1 FY 23-24	H1 FY 22-23	H2 FY 22-23	YoY Change (%)
Revenue from Operations	2088.86	190.2410073	1357.89	998.01
Other Income	106.99	0	56.58	-
Total Revenue	2195.85	190.2410073	1414.47	1054.25
Interest income / cost	89.99	0	53.52	-
EBITDA	585.59	29.7	400.63	1871.68
EBITDA (%)	28.03	15.61	29.50	79.57
Depreciation/Amortization	141.89	12.11	72.53	-
PBT	533.69	17.59	381.62	2934.05
PAT	396.95	13.09	303.47	2932.47
PAT (%)	18.08	6.88	21.45	162.72
EPS (In Rs.)	1.65	7.4	-	-

+998.01%

Revenue growth in
H1 FY 2023-24

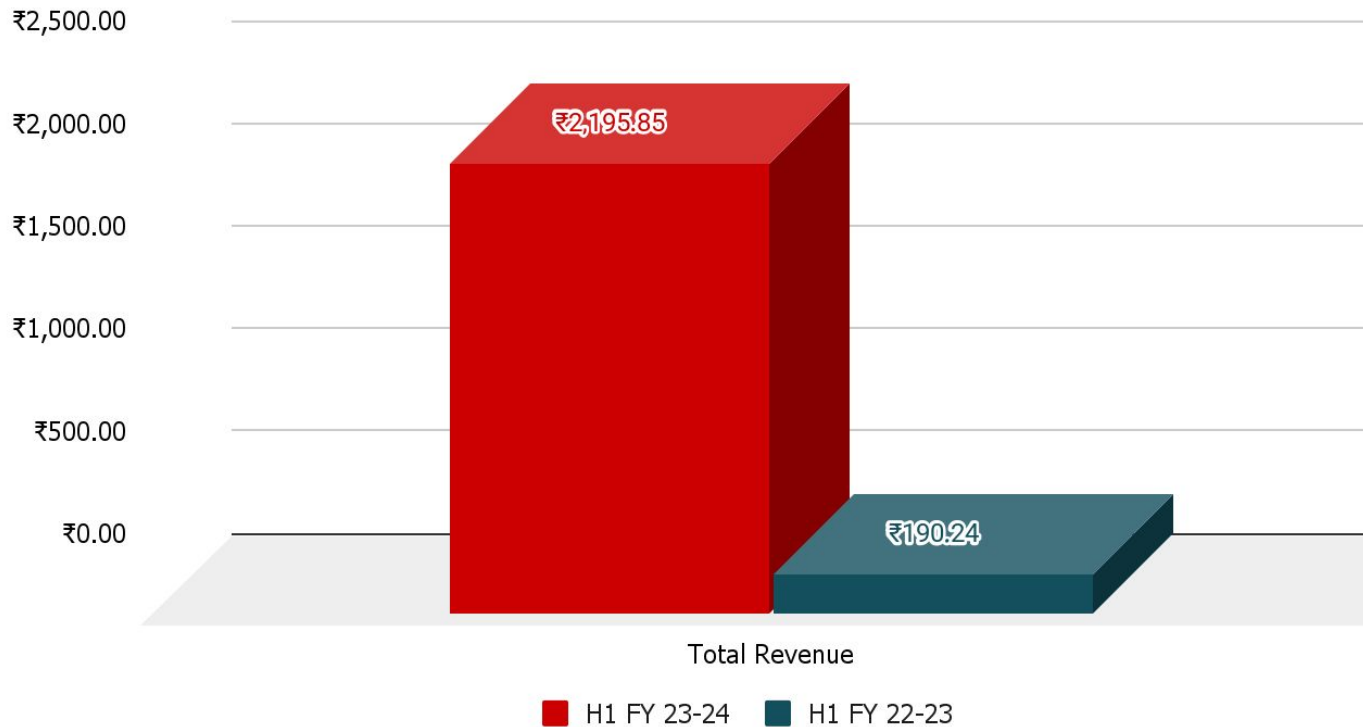
+1,871.68%

EBITDA growth in
H1 FY 2023-24

164.72%

PAT growth in
H1 FY 2023-24

Total Revenue



Figures in INR Lakhs


**Half Yearly
Revenue
(YoY)**



Balance Sheet Snapshot

Particulars	H1 FY 23-24	FY 22-23	FY 21-22
Tangible and Intangible assets	822.25	701.44	42.14
Non Current Assets	3867.22	3675.57	10.00
Current Assets	2693.06	2594.87	1494.38
Trade Receivables	2474.57	1127.26	124.59
other Current Assets	218.49	1467.61	1369.79
Total	7382.53	6971.88	1546.52
Shareholders Fund	7026.45	6627.21	1447.77
Non Current Liability	45.83	25.41	49.37
Current Liability	310.25	319.26	49.38
Trade Payables	14.18	183.55	0.99
Other Current Liability	296.07	135.71	48.39
Total	7382.53	6971.88	1546.52

Figures in INR Lakhs

Safe Harbour

Do you have any questions?

Write to Us:

info@droneacharya.com

www.droneacharya.com



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