

## PRODUCT & SERVICE PORTFOLIO

We provide market research  
and consulting services for the  
global commercial drone  
industry.

Hamburg, Germany | November 12<sup>th</sup> 2021

**DRONE**  
INDUSTRY INSIGHTS

We are a boutique consultancy, dedicated to the commercial drone space.

We help companies to understand the commercial drone market and create sustainable business models.

We are a team of aviation industry professionals and consulting experts.

We are thought-leaders.

We are independent.

We empower drone innovation.

We offer a wide range of drone industry information:

## PRODUCTS



### AVAILABLE ONLINE

Drone Industry Reports

Data Books and Lists

Company Rankings

Whitepapers

Free Articles and  
Infographics

## RESEARCH SUBSCRIPTION

## SERVICES



### AVAILABLE ON DEMAND

Workshops

On-Demand Research  
Projects

Business & Regulatory  
Advisory

Analyst Time

Go-to-Market Strategies

Competitive Intelligence

Commercial Due  
Diligence

Webinars

**DRONE**  
INDUSTRY INSIGHTS

Our Drone Market Reports empower customers to thoroughly understand the drone market and support strategic business and marketing decision-making.

#### MARKET VIEW

(Size, Growth, Trends)

#### APPLICATION VIEW

(Target Groups)

#### REGULATORY VIEW

(Opportunities & Limitations)

#### FINANCIAL VIEW

(Investment Side)

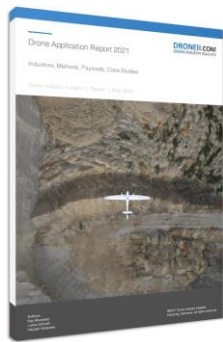
#### INDUSTRY-SPECIFIC REPORTS

Find all you need to know about the fastest growing markets in the drone industry.



#### Drone Market Report

Market Size, Shares and Growth 2021-2026



#### Drone Application Report

Cross-Industry Commercial Drone Applications



#### Drone Regulation Report

Incl. Global Drone Regulations Ranking



#### Drone Investment Report

Investments, Partnerships, M&As and Investors



#### Drone Delivery Report

Delivery Scenarios, Market Size, Trends



#### Counter-Drone Market Report

Threat Scenarios, Technology, Regulation

We offer **tailor made solutions** to support decision-making, business model generation and operational improvement.



### On Demand Market Studies

Market insights and detailed commercial evaluation of offerings, including go-to-market strategies, commercial due diligence and competitive intelligence.



### Business & Regulatory Advisory

Helping clients successfully build business models, raise funds, and support with regulation updates and advice for responsible business strategies.



### Research Subscription

We provide instant access to all our reports and databases to support your project and further development. Our Enterprise package also offers analyst time whenever required.



### Best Practice

We know the industry by heart. Through hundreds of interactions and dozens of bespoke market studies, we are on top of the drone market and able to transfer the essence of this knowledge to our clients. Based on that network we also offer matchmaking services.

The result of our **on-demand market studies** is usually a comprehensive report explaining observations in detail and specifying learnings/key-insights per issue.



Note: Selection represents typical parts of our reports. Not all aspects must apply

We focus on adapting new technologies and processes to support your business – four reasons to work with us:



Core team management profiles: Experts with each 10+ years of industrial and/or consulting expertise will help to define the right solutions.



**Kay Wackwitz**

- CEO and founder of “Drone Industry Insights”, the market research platform for commercial drones
- With more than 22 years experience in the manned and unmanned aviation industry, Kay combines unique expertise with a global network
- Kay holds a degree in Aeronautical Engineering and is an expert in commercial drone applications
- In addition, he looks back on international consulting assignments during his time at Lufthansa Technik, Hawker Pacific Aerospace and Ameco



**Hendrik Bödecker**

- CFO and co-founder of “Drone Industry Insights”
- Hendrik is an expert in aviation law and UAV with more than 10 years at Drone Industry Insights and Lufthansa
- He is an expert in commercial drone applications in all sectors
- At Lufthansa Technik he was the single point of contact to Civil Aviation Authorities (CAA) of Germany, Middle East and Asia region.
- Strong expertise in Safety and Risk Management Systems



**Ed Alvarado**

- Editor/Content-Manager with experience in SEO, content creation, automation and social media management
- His professional experiences include working with Embassies and Consulates, professional translation, and published research in Public Finance Review (2016, Vol 44, Issue 3).
- Ed holds Bachelor's degrees in Economics and Philosophy as well as a Master's in International Studies
- He's lived in 7 Countries and speaks 4 languages (English, Spanish, Italian and German)



**Zahra Lotfi**

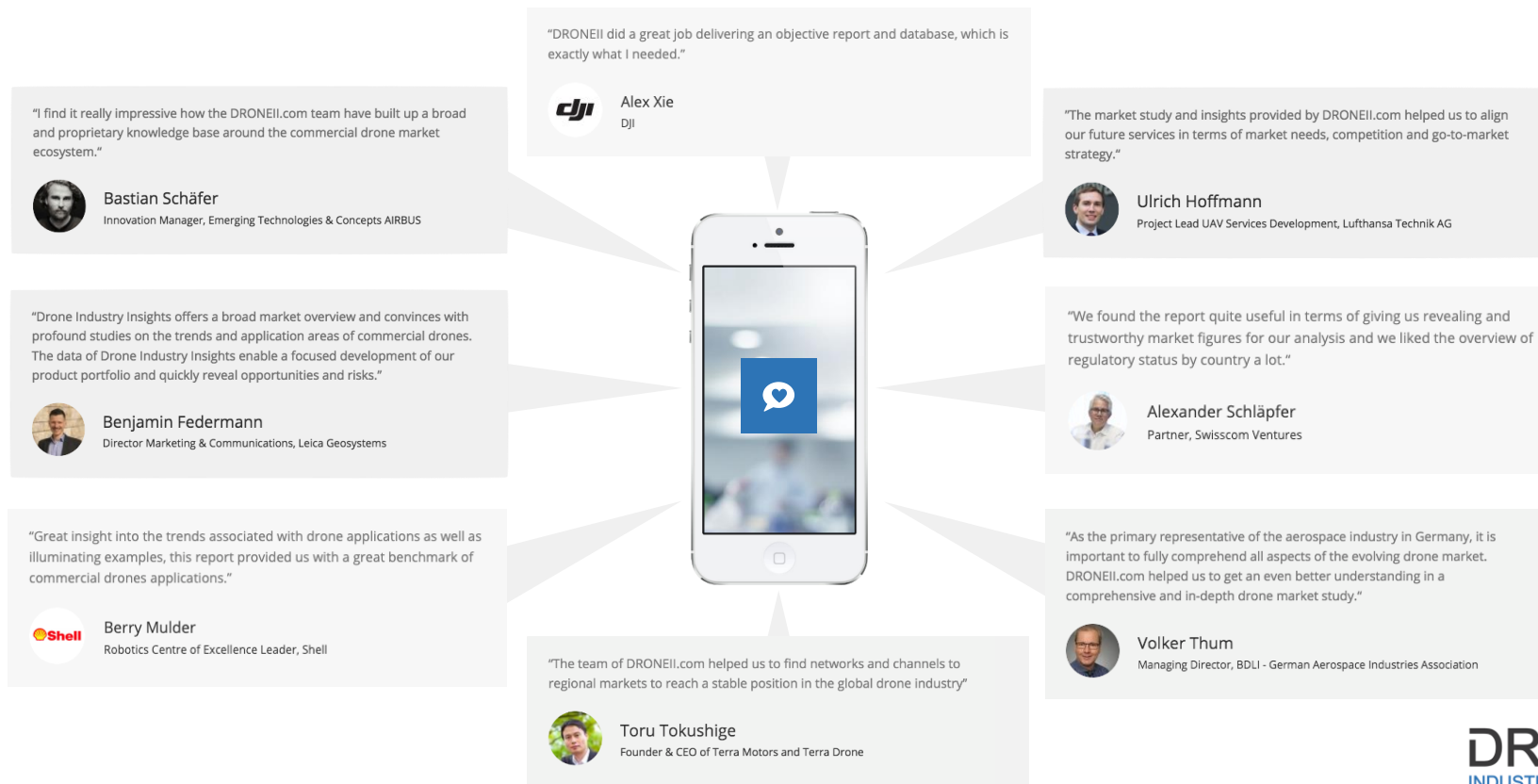
- Zahra Lotfi is a market research analyst with broad experience in quantitative and qualitative research
- She holds a Ph.D. in economics with a focus on innovation and a Master degree in Business Administration, focusing on international marketing.
- Zahra gained a professional knowledge in the topic of open innovation during her time at Honda Research Institute. She also worked as a market researcher in different industries namely pump and cosmetic industry.



**Esteban Zanelli**

- Esteban Zanelli is a market research and data analyst with experience in quantitative and qualitative research.
- He holds a degree in Business Administration as well as a Master degree in International Business Management.
- Esteban's background is in corporate banking and revenue models. He has training in relationship management, data analysis and business strategy.

# Customers and publishers value our deep industry knowledge, network and the way we help to build sustainable business models





### Kay Wackwitz

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