

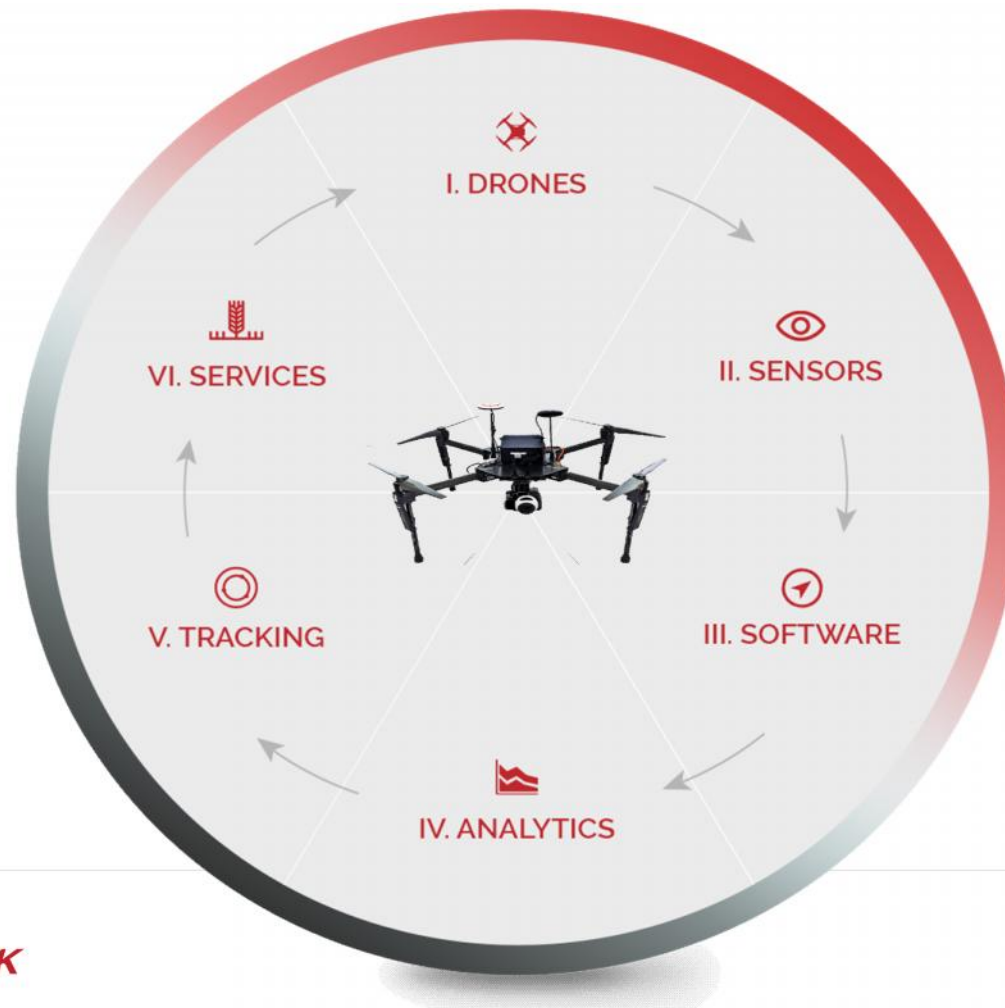
# PrecisionHawk

- ✓ Founded in 2010
- ✓ Based in Raleigh, NC
- ✓ 190 Employees
- ✓ Over 50 Fortune 500 clients

## *Investors*



# Choose Your Application - Workflow



# Industry Vertical Focus



# Key Clients

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Booz | Allen | Hamilton



# Visual Inspection



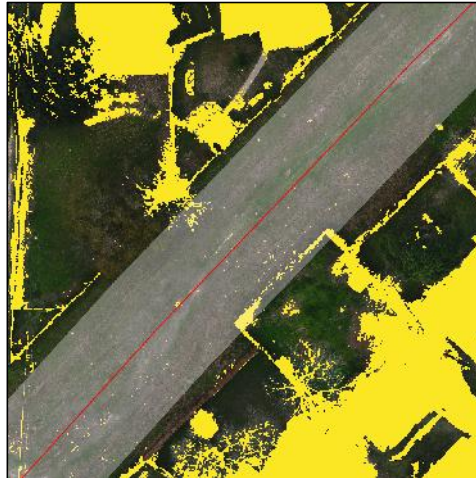


# Encroachment Detection

Right-of-Way



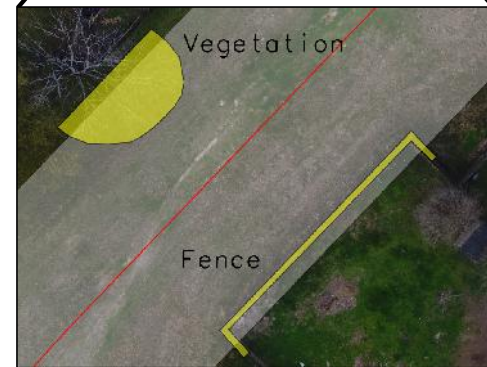
Possible Obstructions



Detected Encroachments

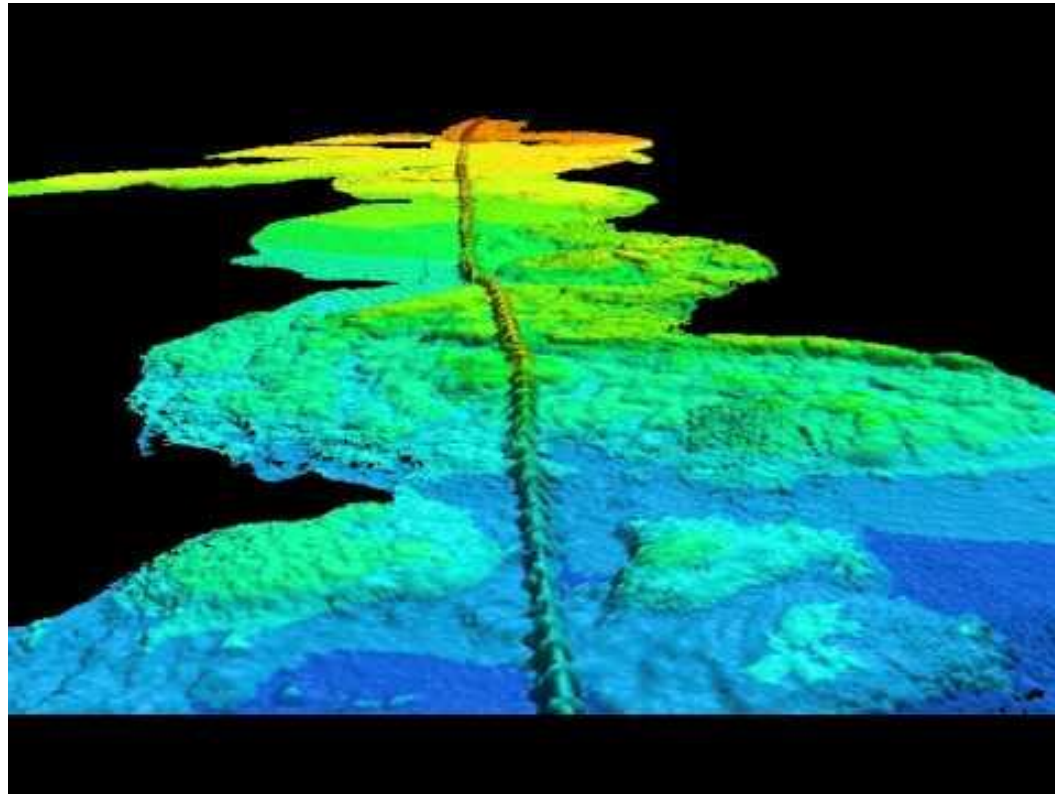


Automated detection and classification of encroachments into right-of-way.



# Subsea Pipeline Mapping

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# Ship Inspections

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# Drone Industry Leadership

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## **FAA Pathfinder Program**

PrecisionHawk is one of three industry partners

## **FAA Drone Advisory Committee**

PrecisionHawk CEO, Michael Chasen

## **FAA Aviation Rulemaking Committee**

PrecisionHawk Sr. VP of Policy, Diana Cooper

## **FAA Center of Excellence for UAS Research**

PrecisionHawk Director of Airspace Research,  
Dr. Allison Ferguson

## **FAA Unmanned Aircraft Safety Team**

PrecisionHawk CTO, Ernest Earon

## **NASA UTM Program**

PrecisionHawk Director of Airspace Research,  
Dr. Allison Ferguson

## **Global UTM**

PrecisionHawk Sr. VP of Policy, Diana Cooper

## **Small UAV Coalition (President)**

PrecisionHawk Sr. VP of Policy, Diana Cooper

## **Energy Drone Coalition**

PrecisionHawk Sr. VP of Policy, Diana Cooper

## **The America Society for Testing and Materials**

PrecisionHawk CTO, Ernest Earon

## **Unmanned Systems Canada**

PrecisionHawk Sr. VP of Policy, Diana Cooper



# Permitted to Fly Beyond Line of Sight

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- ✓ **PRECISIONHAWK** is the only commercial drone services company to receive a waiver from the FAA to fly beyond visual line of sight (BVLOS).
- ✓ This is critical (and the law) for companies that want to be able to use drones to cover large areas, including farms, land analysis or utilities.
- ✓ **PRECISIONHAWK** has done significant work in partnership with the FAA and its Pathfinder Program and other UAV coalitions and is a key leader in shaping regulations and policy that promote the safe and rapid adoption of drones.

# Commercial Drone Industry Timeline Challenges

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## PRE Part 107 Announcement

- ✓ Regulatory Hurdles
- ✓ Robustness of Tech
- ✓ Risk of the Unknown

# Commercial Drone Industry Timeline Challenges

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## POST Part 107 Announcement

- ❑ No Game Plan
- ❑ Unclear Return on Investment
- ❑ Budget Allocation



# Motivations Within the Enterprise

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- ✓ Cost Efficiency
- ✓ Risk Management and Safety
- ✓ Scalability
- ✓ Being a leader in their industry

# Enterprise Checklist

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- ✓ Narrowing Down the Application
- ✓ Phased Approach
- ✓ Return On Investment
- ✓ Build & Support for Scale