



DARKHIVE

AUTONOMY FOR EVERYONE

JOHN GOODSON
CEO
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▲ DARKHIVE

COMPANY OVERVIEW

FOUNDED IN 2021 - DELAWARE C-CORP, HQ SAN ANTONIO, TX

7 EMPLOYEES - (5 X ENGINEERS, 1 X FIELD OPS, 1 X ADMIN/OPS/BD)

REVENUE TO DATE: **\$1.2M** (R&D CONTRACT AWARDS)

2023 PROJECTED REVENUE: **\$4M** (R&D, O&M CONTRACT AWARDS)

GOV CONTRACT AWARDS: **\$7.8M**

FUNDRAISING TO DATE: **\$1M** PRE-SEED (CLOSED)

OUR TEAM



ROB TISDALE

DIR, FIELD OPERATIONS
10 years Air Force Special Operations experience, 3 years field operations and technical product support.



DAVID MORONITI

DIR HARDWARE
20 years in Aerospace Engineering supporting projects with Lockheed Martin, Boeing, SpaceX, and NASA.



JOHN GOODSON

CEO
US Special Operations Veteran and experienced defense industry Executive specializing in strategic contracts and capture management.



STEVE TURNER

CTO
Highly skilled defense systems engineer with 13 years experience building and leading high-performing engineering teams.

CALEB CITTADINO
DIR PLATFORM SOLUTIONS

DevSecOps Engineer with 18 years of experience in developing cloud-native software platforms.

ALEX DURGIN
SENIOR ROBOTICS ENGINEER

Experienced C++ software engineer specializing in platform systems integration.

BART GALLET
DIR PERCEPTION

Robotic perception software engineer with 30 years of experience developing advanced vision navigation systems.

THE PROBLEM

WITH MILITARY DRONES

COSTLY

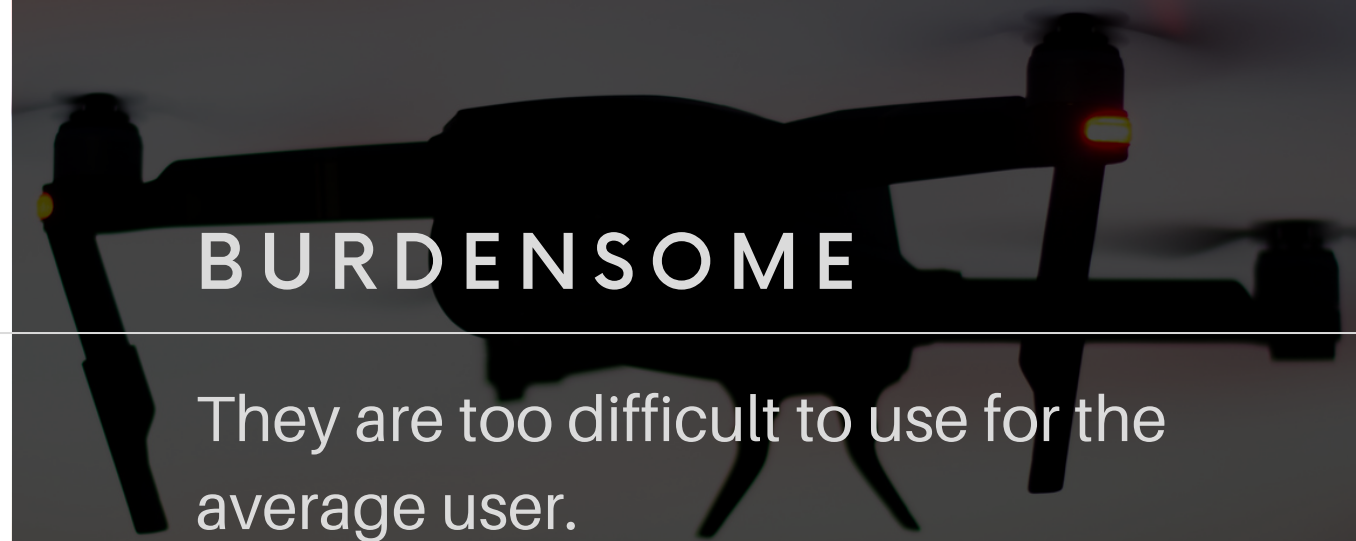
Existing small military drones platforms are too expensive.

CLOSED

They lack interoperability with the systems users rely on in the field.

BURDENSOME

They are too difficult to use for the average user.



THE SOLUTION

OPEN SOFTWARE & LOW-COST HARDWARE

AFFORDABLE

Drones must be inexpensive, ubiquitous, and disposable.

OPEN

Software must be platform agnostic with open interfaces, seamlessly integrated with existing military systems, and continuously updateable.

SIMPLE

Users must be able to interact with and task robotics systems intuitively with little to no training required.

YELLOWJACKET

- US Produced, NDAA/Blue sUAS Compliant
- **MK1 \$4,999 (Coming 2023)**
- Size: 8"x8"x1"
- Weight: 265g Dry, 400g AUW
- Flight: 15 minutes
- Deployment time: 3 seconds (toss)
- Cameras: High-res FMV and Thermal
- Communication: Secure 802.11 (WiFi)
- Range: 300m LOS
- Machine Vision: object detection, autonomous navigation
- Directly Integrated with ATAK UAS Tool
- Control direct from ATAK EUD, no GCS



APPLICATIONS

TACTICAL

CLOSE QUARTERS COMBAT

LAND WARFARE/URBAN COMBAT

RECONNAISSANCE

OPERATIONAL

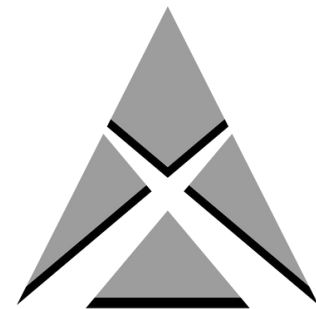
SWARM-ENABLED NON-KINETIC EFFECTS

CONTINUOUS DRONE OPERATIONS

TRACTION

\$7.8M

CONTRACT AWARDS



AFWERX

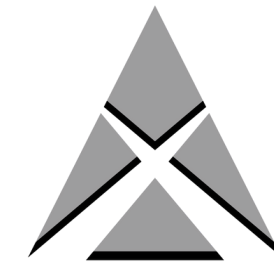
30

US MILITARY
LETTERS OF SUPPORT



\$87M

CONTRACT PIPELINE



AFWERX



DARKHIVE
YELLOWJACKET
\$4,999

COMPETITION



FLIR BLACK HORNET
\$60,000



VANTAGE VESPER
\$12,000



SKYDIO SKYDIO X2
\$18,000



DJI MAVIC MINI 2
\$599



SHIELD AI NOVA II
\$80,000

Voice Control	<input type="radio"/>					
Rapid Deployment < 3 seconds	<input type="radio"/>		<input checked="" type="radio"/>			
Autonomous	<input type="radio"/>			<input checked="" type="radio"/>		<input checked="" type="radio"/>
Flight Time	17 min	25 min	45 min	27 min	31 min	10 min
Open Architecture	<input type="radio"/>					
NDAA Compliant	<input type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>	<input checked="" type="radio"/>		<input checked="" type="radio"/>

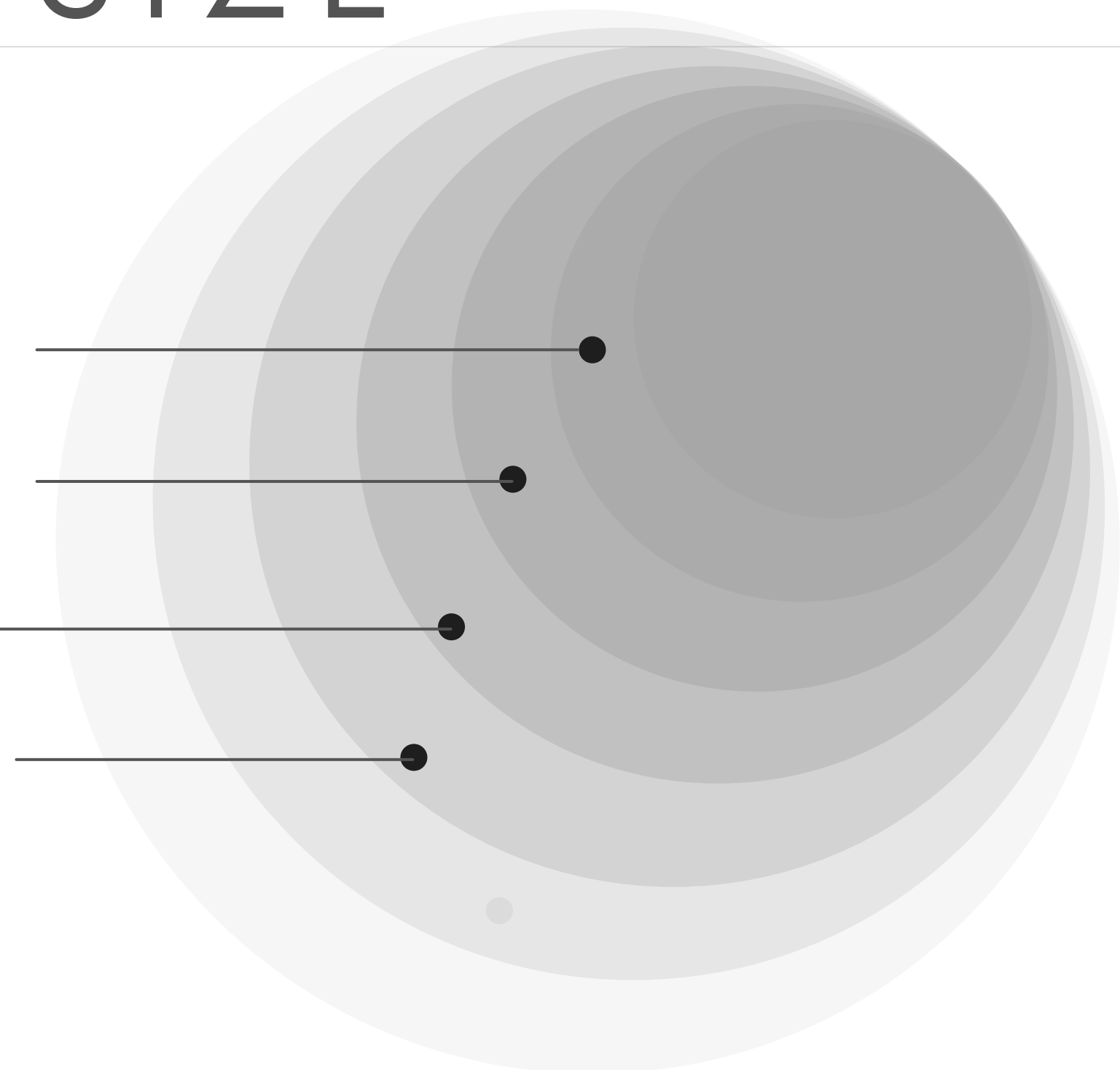
MARKET SIZE

US MILITARY PERSONNEL
200K

NATO MILITARY
374K

US LAW ENFORCEMENT
677K

US FIRE FIGHTERS
1.08M



TOTAL CUSTOMERS
2.33M

YELLOWJACKET UNIT
COST
\$5K

HARDWARE POTENTIAL
SALES TOTAL

\$11.6B

USE OF FUNDS

- Accelerate next generation drone product development for USAF
- Enable successful demonstration with USAF customer in March 2024
- Realize \$85M business pipeline

Contract awards alone can sustain the company through 2028, our Seed round is focused on accelerating delivery of our products in order to realize the full potential of our business pipeline and to enable the capture of a significant portion of the product market.



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