

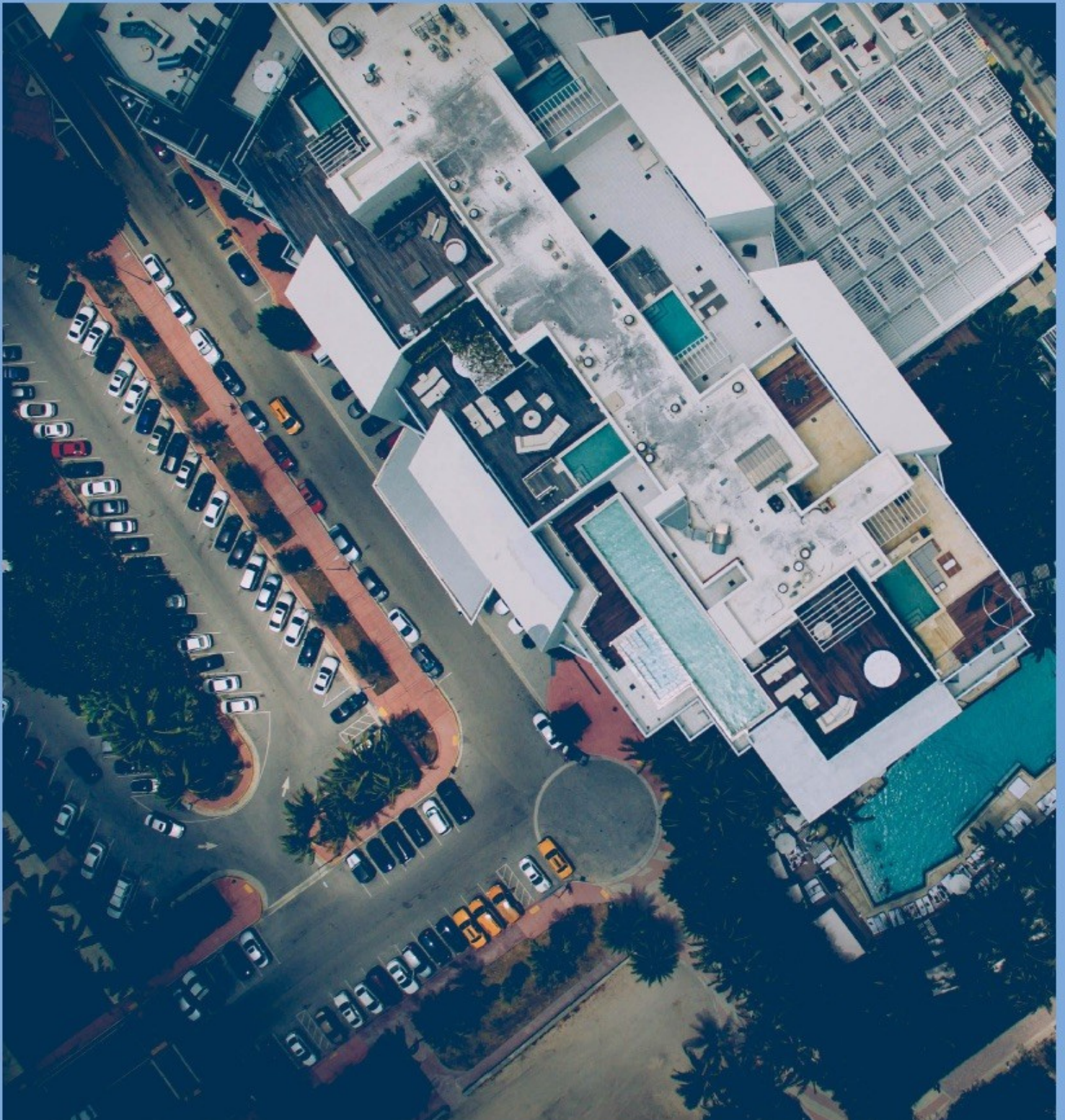
DRONEMASTERS

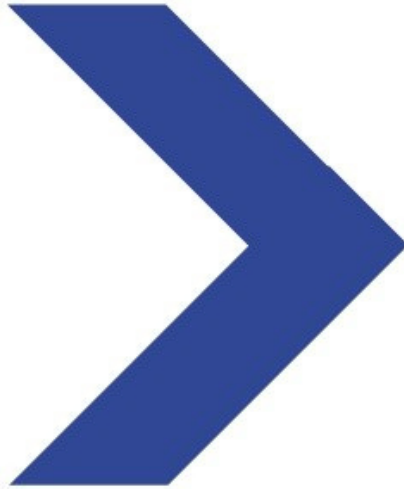


»» MATCHBOOK #02

MATCHING VERTICAL MOBILITY STARTUPS AND INVESTORS

ISSUE 07/2020





INTRO

From the very beginning, we at DroneMasters aimed to accelerate the evolution of vertical mobility by connecting experts and enthusiasts. Over time we matched more than 5,000 professionals in meetups and conferences and inspired more than 120,000 visitors at our challenges and events.

However, the drone economy and its stakeholders are still fragmented, spread across the planet and different sectors.

The DroneMasters Matchbook is a straightforward tool to bridge this gap and accelerate the evolution of the drone economy even further. For startups, the DroneMasters Matchbook serves as a permanent and worldwide display addressing investors and easy check of the uniqueness of their business model. For investors, the DroneMasters Matchbook provides an easy and efficient overview of exciting investment opportunities in the emerging world of vertical mobility.

In this second edition, we compiled 34 startups with an investment need of more than 92 million euros. Now, you only have to take off!

Good luck!

Frank Wernecke
Founder & CEO DroneMasters



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LOCATION: Berlin / Germany

SECTORS: Sensors Logistics Mobility Services



COMPANY OVERVIEW

VUIA is an early stage company aiming to establish vertical mobility as a service. As a market entry we solve specific problems of transportation for farmers in developing countries. We don't rely on specific hardware, but consider ourselves a software and solution provider. Our aim is to provide a UAM system on DLT.



PRODUCT/SERVICE

We break down the harvesting process into small boxes that can be transported by cheap vehicles. Harvesters collect the produce in small textile containers that can be located by the drone and picked up automatically. We train personell to maintain the vehicles and control the operation. Our service focusses on flying on and over private property exclusively- it is a modular system which can be applied to a broad range of transportation demands.



UNIQUE SELLING PROPOSITION

We are a software company.



NEXT MILESTONES

1. Partner with a farmer or collective of farmers
2. Collect enough mileage to speak with regulators
3. Expand into flying on public ground
4. Expand the product range (not only farmers)
5. Open the platform for hardware providers

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