



Drone Industry Insights

The leading source for drone market intelligence

Product & Service Portfolio

DRONEII.COM
DRONE INDUSTRY INSIGHTS

Objective. Independent. Thought-Leading.

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

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

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

We empower drone innovation.

We offer a wide range of industry information

Publications/Products

- Whitepapers
- Drone Industry Reports
- Databooks and Lists
- Company Rankings
- Free Articles and Infographics



Services

- On-Demand Market Research
- Business and Regulatory Advisory
- Go-to-Market Strategies
- Commercial Due Diligence
- Competitive Intelligence



Our Products

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

Application View (Target Groups)



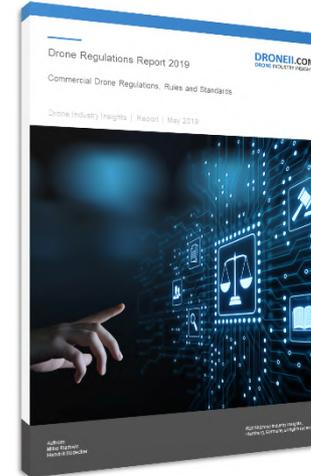
Drone Application Database
Cross-Industry Commercial Drone Applications

Financial View (Investment Side)



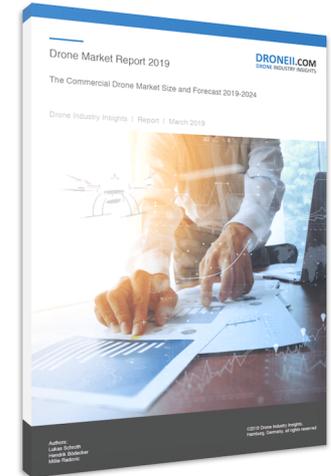
Drone Investment Report
Investments, Partnerships, M&As and investors

Regulatory View (Opportunities & Limitations)



Drone Regulation Report
Global Drone Regulations Ranking: the Drone Readiness Index

Market View (Size, Growth, Trends)



Drone Market Report
Market Size, Shares and Growth 2019-2024

Our Products

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

Industry-Specific Reports

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



Drone Delivery Report



Counter-Drone Market Report

Country-Specific Market Reports

Get data on national drone market size, investments, players, regulations & more.



Order any country-specific drone market report for delivery in 5 days, or purchase the US, Australian or South African and get them today.

Our Services

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

Yearly, monthly, daily or hourly retainer agreements to support your ongoing drone projects with all of our drone market research services and products.

On Demand Market Studies

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

Starting point

Approach

Requirements for system and environment

Market overview and competitive analysis

Quantification of target group

Applications and industry verticals

Market opportunity

Emerging technologies

State-of-the-art technology

Overall trends and perspectives

Regulatory requirements

Go-to-market framework

SWOT analysis

Next steps



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

Business & Regulatory Advisory

We help you create the most responsible business strategy through drone market research, competitive analysis of your product and/or service, immersive workshops and on-site research.

Competitive Intelligence

In-depth comparative analysis of drone products or services

Go-to-market strategies

Detailed research and advice to help you enter the drone market

Commercial due-diligence

Market research of a potential partnership or acquisition



Regulatory Advice



The Drone Readiness Index

Compare national drone regulations across the world

EU Regulations Advisory

Information and advice about the current EASA regulations

Standards and Certifications Advice

Up to date information about certification processes across the globe

Business Consulting

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Who We Are

The core-team unites over 90 years of professional aviation and consulting experience.



Kay Wackwitz

- CEO and founder of “Drone Industry Insights”, the market research platform for commercial drones
- With more than 19 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



Lukas Schroth

- Lukas Schroth is an expert in drone market research and analytics
- He holds a degree in Aerospace Engineering as well as a Master degree in international Business Administration and engineering
- During his education he was involved several consulting and process optimization projects at MTU Aero Engines AG. He gained deep knowledge about the integration of commercial drone technology in business processes during his master thesis at P3 engineering GmbH



Millie Radovic

- A Market Analyst at DRONEII.com, Millie holds considerable editorial experience having worked for over 3 years on governmental, academic and commercial consulting projects.
- She holds a BA in International Relations from King's College London and a Masters from the University of Oxford.
- Earlier she worked on Science & Technology policy for the NATO Parliamentary Assembly in Brussels and also researched about the tech and innovation in Eastern Europe for a non-profit in New York, Network 20/20.

Who We Are

The core-team unites over 90 years of professional aviation and consulting experience.



Florian Mull

- Florian Mull is an Operations Expert with more than 14 years at McKinsey, Continental, Lufthansa und DeLaval
- In different roles Florian was heading operational transformations, process improvements or corporate transformations
- At McKinsey he was part of the global Operation Practice and was working in different management positions at Continental and Lufthansa Technik
- Since 2013 Florian was Director Supply Chain Strategy at DeLaval (Tetra Laval Group)



Ian Murray

- Ian is an expert in aerospace engineering and operations and has helped teams deliver technology solutions for diverse applications including supply chain, global health, search & rescue, energy & climate science, and space exploration.
- Most recently, he led the development and deployment of a commercial BVLOS UAS powered by artificial intelligence and machine learning for search & rescue and linear infrastructure inspection.
- Over his 25 year career, he has worked with established organizations and startup companies including the Gates Foundation, PATH, Heifer International, Vulcan, Zipline, Blue Origin, NASA, Northrop Grumman, and Stratolaunch.



Til Loose

- Coming with an IT background, Til is responsible for the whole sales process and as well as representation.
- With over 15 years of experience in sales, Til is an expert for national and international sales increase and development.
- During his sales career he was in several Fortune 500 companies where he achieved many reliable results, in particular about data processing in a digital environment



Stephan Rajewski

- Stephan is experienced in working cross-functionally in different marketing programs tools.
- He brings with him over 16 years of experience in online marketing, marketing strategy, communications.
- He is an expert in developing and managing tools and metrics to constantly measure effectiveness of pricing strategies, ROI and KPI.
- Further, he is also experienced in employer branding, recruiting strategies and effective brand management.

Why Work With Us

We focus on adapting new technologies and processes to support your business.

Thought leadership in an emerging industry

Implementation-consulting and industry expertise

Profound and independent industry knowledge

We provide a strong network to the key players of the industry



Tried and Tested

Our customers value our deep industry knowledge, network and the way we help to build sustainable business models.

"DRONEII supported us well by providing specific market research including helpful measures and by establishing a relevant network. In my opinion, there is no one who better summarizes the European drone market than DRONEII."



Maresa Ziegler

Manager Business Development, TÜV SÜD Product Service GmbH

"The market study and insights provided by DRONEII.com helped us to align our future services in terms of market needs, competition and go-to-market strategy."



Ulrich Hoffmann

Project Lead UAV Services Development, Lufthansa Technik AG

"I find it really impressive how the DRONEII.com team have built up a broad and proprietary knowledge base around the commercial drone market ecosystem."



Bastian Schäfer

Innovation Manager, Emerging Technologies & Concepts AIRBUS

"Drone Industry Insights offers a broad market overview and convinces with profound studies on the trends and application areas of commercial drones. The data of Drone Industry Insights enable a focused development of our product portfolio and quickly reveal opportunities and risks."



Benjamin Federmann

Director Marketing & Communications, Leica Geosystems

"Drone Industry Insights has become a trusted and reliable partner for ZAL and especially Hamburg's drone network WINDroVe. Their in-depth market knowledge and trend assessment have given us valuable information on the commercial drone ecosystem and the technology trends specifically in urban environments."



Christina Große-Möller

Project Manager, ZAL Center of Applied Aeronautical Research

"Companies need actionable insights to help guide their businesses forward. DRONEII.com has proven to be a reliable, informed resource for our customers and vendors. We not only rely on them for information about our own business but have had them keynote our event to provide this insight to hundreds of our customers."



Lisa Murray

Group Director, Commercial UAV Expo Americas/Europe

"As the primary representative of the aerospace industry in Germany, it is important to fully comprehend all aspects of the evolving drone market. DRONEII.com helped us to get an even better understanding in a comprehensive and in-depth drone market study."



Volker Thum

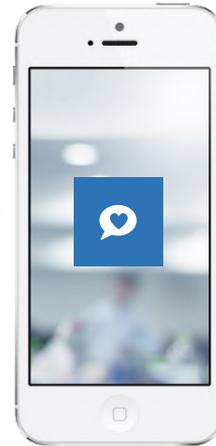
Managing Director, BDLI - German Aerospace Industries Association

"The team of DRONEII.com helped us to find networks and channels to regional markets to reach a stable position in the global drone industry"



Toru Tokushige

Founder & CEO of Terra Motors and Terra Drone



Your Contact



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