



# FIXAR: Our Way to Canada

Full-stack technology powering  
unmanned aerial solutions



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Senior Marketing  
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# Meet FIXAR

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Full-stack unmanned aerial solution developer for commercial applications

Founded by a **developer of four UAVs** and the developer of **fixed-angle rotor technology** – Vasily Lukashov

**HQ:** Riga, Latvia

**Office:** Toronto, Canada

*Fast growing startup with big will, ambitions and skills*







# FIXAR™ Technologies

- Patented Aerodynamic Design
- FIXAR™ Autopilot
- xGroundControl Software
- Composite Technology
- BlackBox
- Payload Safety System
- In-house Laboratory

AVIONICS | UTM INTEGRATION | AUTOPILOT | SLAM  
GROUND CONTROL SOFTWARE | RADIO LINK



# From idea to global market traction



## AWARDS AND RECOGNITION



AirWards  
Shortlist  
2022



BEST  
NEWCOMER  
FINALIST

sifted/  
The Baltic startups  
to watch in 2021



10 super promising  
Riga-based startups  
to watch in 2021

## ON RADARS



amazon Walmart+

DroneUp

## PARTICIPATION



4

## Third generation



Full-stack autonomous drones developed and manufactured in EU

## 18 IP assets

ISR granted for F007 aerodynamic design

US provisional application for F025

US provisional application for payload safety system

Industrial design certificate EU, North America

FIXAR Autopilot, xGCS (software certificates)

## \$4.5m raised funds

The Untitled Ventures and angel investors

## MEMBERSHIPS



Aerial Evolution  
Association of Canada  
Association pour l'Évolution  
Aérienne du Canada



Latvijas Tirdzniecības  
un rūpniecības  
kāmera

## Regulation



USA FAA approval (F007)



Transport Canada VLOS & BVLOS approval (F007)



CAA (Latvia) application under consideration (F007)

## 60 units sold

USA, Japan, South Africa,  
Saudi Arabia, UAE, Canada

## Distributors

Canada, US, EU, Africa,  
Japan, Middle East

# The Sky is getting busy

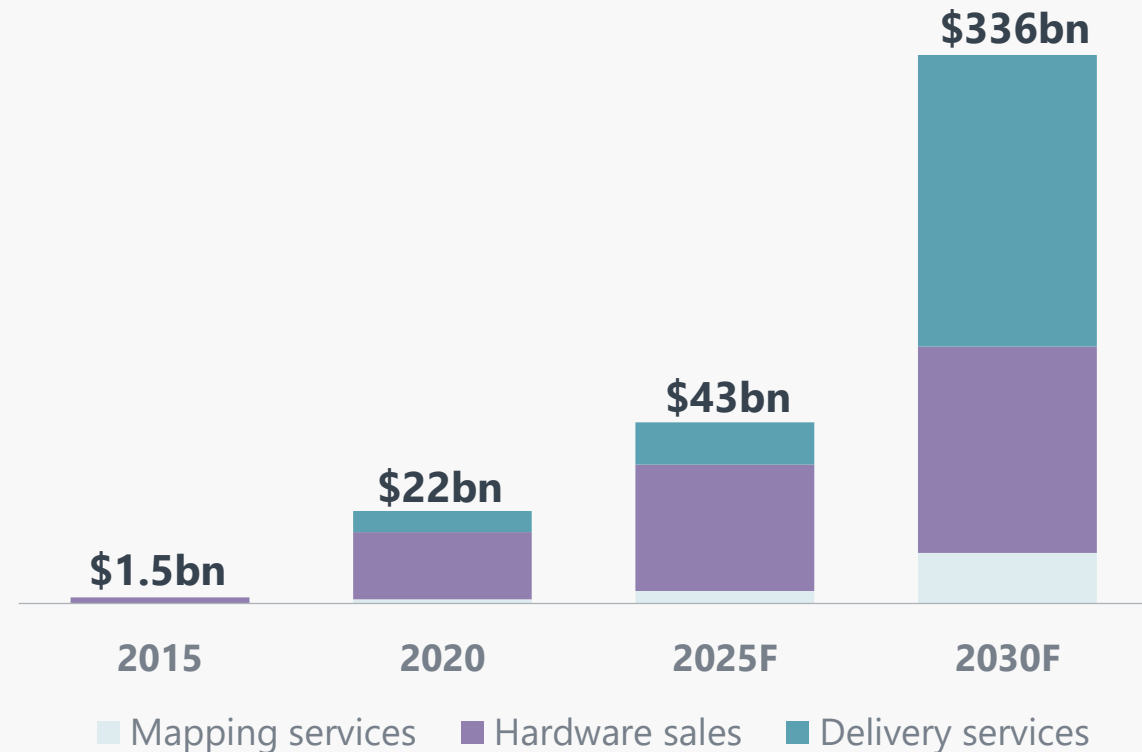
## Growth Drivers

- Drone accessibility ↑
- New applications ↑
- E-commerce market ↑

Drones reduce mapping costs & time by **50%**

Reducing the cost of last mile delivery by **90%**

**Up to 54%** decrease on CO<sub>2</sub> emissions for the delivery by UAV



# Current commercial solutions have severe limitations and are not scalable

Easy-to-use but short distance



Long distance but difficult to use



No one can deliver precise data

The more precise data is needed, the more payload drone should carry



Industry requires lightweight unmanned aerial systems to deliver solutions with all three attributes



# FIXAR: industry-leading integrated scalable solution



**Fully electric**  
**Zero CO<sub>2</sub> emissions**

**Vertical takeoff and landing on any hard surface with one-meter radius accuracy**

**Unlocked access to otherwise inaccessible areas**

Requires no compass calibration, and operates even in geomagnetic anomalies

**Autonomous flights**

VLOS and BVLOS solution

**Best-in-class payload capacity**

among compact size drones:  
1.6m wingspan (5.25ft) carries  
2kg (4.4lbs) payload

**Easier to use than other solutions on market**

No additional equipment for launching, landing. No need for sophisticated piloting skills



**Compact model**

1 case of 23 kg (5.07 lbs)  
1.6 m wingspan (5.25 ft)

**60 km**

37.2 mi

Max. flight distance

**60 min**

Max. flight time

**2 kg**

4.4 lbs

Current max. payload



# FIXAR on-board payloads



GNSS receivers



Dual sensor and thermal video cameras



Module for medicine delivery



Laser scanner (LiDAR)



3D photo cameras



RGB photo cameras



Dispenser for crop bio-protection



Video cameras with gimbal and real time video stream



# Broad Array of Application: 20 industrial use-cases



## Mapping even in mountains\*

**8.2 km<sup>2</sup>**  
total area covered

**4,500 m**  
altitude

**1,000 g**  
equipment  
weight

**4 hours**  
to complete the  
mission

*\*Elbrus - the highest mountain in Europe*

## First responders & rescue teams

**<2 min**  
FIXAR 007  
set up time

**2 km<sup>2</sup>**  
total area covered

**20 min**  
flight time

**2 hours**  
to build  
orthophoto plan

## Power lines inspections in Germany

**12.5km**  
linear path

**12.5 minutes**  
time to complete the task vs 1 hours by  
DJI Matrice 300

**62 km/h**  
speed

*\*Point cloud delivered to customer*

## Delivery of temperature-sensitive biomaterials

**8 km**  
distance

**30 min**  
guaranteed delivery time to keep climatic  
conditions inside the container

**1,500 g**  
load weight

# Why Canada?

## BUSINESS PERSPECTIVE

**Leading Market + Early Adopter**

**Make it Here – Make it Anywhere**

## INDUSTRY PERSPECTIVE

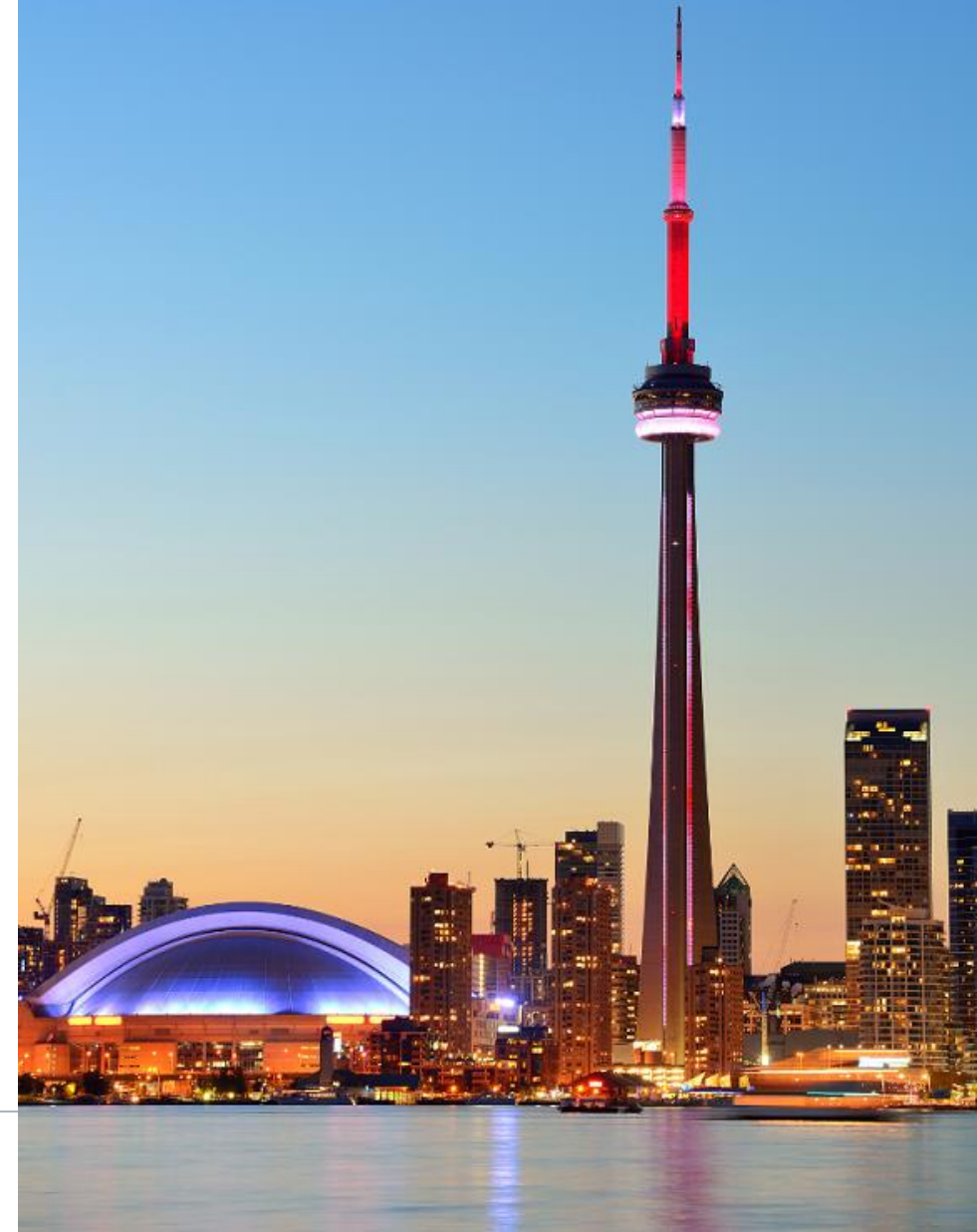
**Established Regulations**

**UAV Test Poligons**

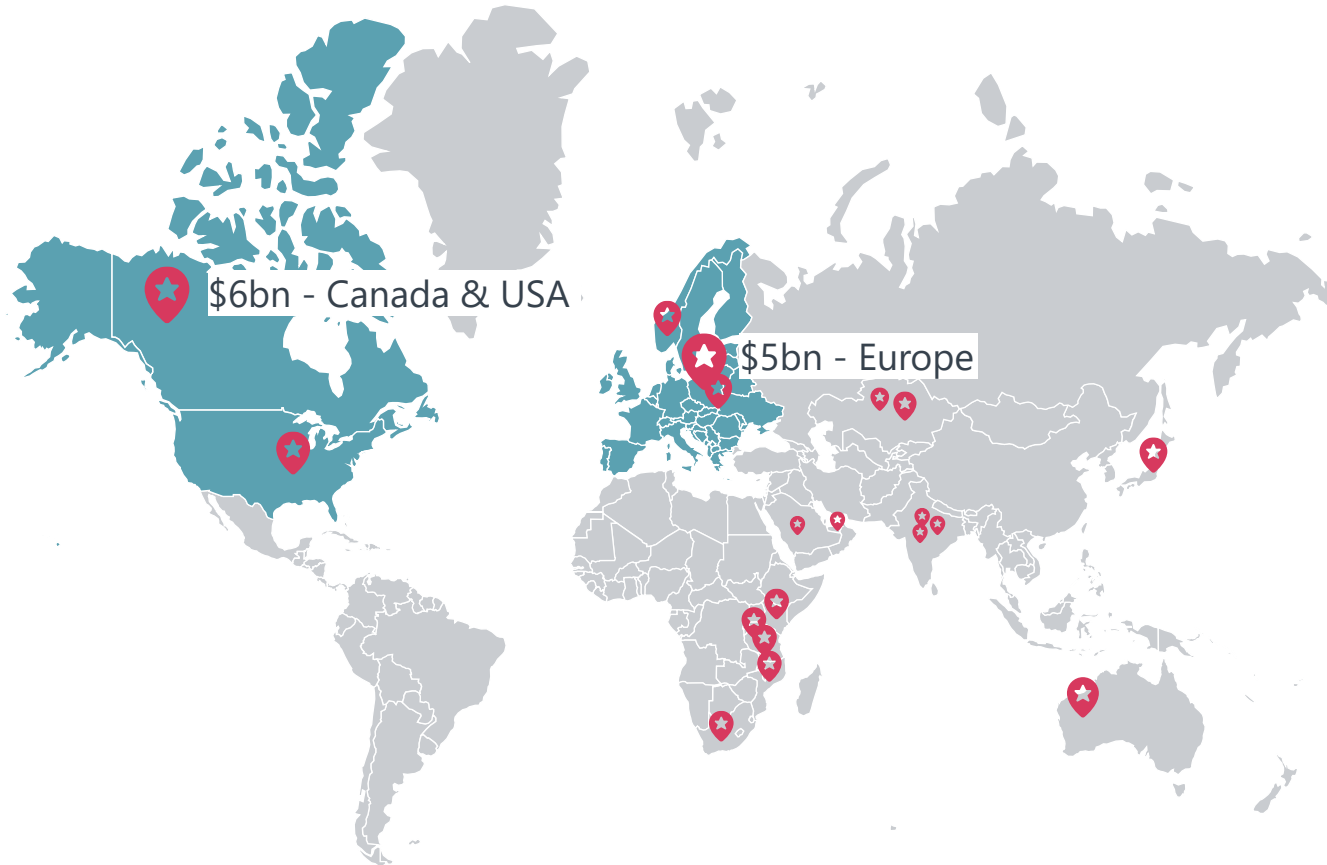
**Nature Diversity**

**Startup Ecosystem**

FIXAR



# Two of our top target markets amount to \$11bn



## TAM

**\$26bn** global commercial drone market in 2021

## SAM

**828k** units sold over 2021

**\$5bn** commercial hardware sales

## SOM

**2%/\$100m**

today: aerial photography, mapping  
+ in 5-7 years – delivery

# FIXAR in Canada



START

PROGRESS

POTENTIAL

NETWORKING | PARTNERSHIP | MENTORSHIP



Business Accelerator



Aerial Evolution Association of Canada  
Association pour l'Évolution Aérienne du Canada



**Yulia Druzhnikova**  
Co-founder, Director of Global Expansion  
Special Advisor at Aerial Evolution Association of Canada



\$1M deal to establish licensed manufacturing in Canada

- Lake Simcoe Regional Airport in Oro, Ontario

Goal: **1 200** units annually

EDU collaboration - Universities



Future Potential for drone delivery – Pilot Projects



# Engage and Enjoy!

- Market Research
- Industry Associations & Events
- Local Accelerators
- Local Partner
- Be Active – Volunteer, Engage
- PR
- LIAA Toronto office





## Get in touch with us:

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