Executive Summary

Business Name: XXXXX

Location: Manchester, United Kingdom

Industry: Aerospace / Defence / Dual-Use Technology

Product: Dual-purpose (civilian & commercial) drones and specialized defence drones

Monthly Production Goal: 30,000 units

Funding Required: £3,000,000

Target ROI: 18% per annum

Launch Timeline: Q4 2025 (6 months setup)

XXXXXXX will design, manufacture, and distribute drones for both civil-commercial applications (agriculture, surveillance, logistics, etc.) and high-performance defence models (reconnaissance, communications, electronic warfare). A scalable, low-cost production model, local supplier networks, and modular designs will be employed to ensure cost efficiency and fast iteration.

Market Analysis

Global Drone Market (2025)

Commercial Drones: \$38BDefence Drones: \$23BGrowth Rate: 14% CAGR

• UK Market: £2.6B+ projected by 2026

Key Market Drivers

- Increased civilian use in logistics, agriculture, and surveying
- Heightened defence needs across NATO and private military contractors
- Push for domestic and sovereign drone capabilities in the UK

Target Customers

- MoD (Ministry of Defence)
- Private security firms
- Logistics and agricultural companies
- Export markets: EU, US, MENA

Mark Operations Plan

1.

Location & Facility

- Location: Manchester/Sheffield industrial zone
- Facility Size: ~50,000 sq ft
- Lease/Rent: £18,000/month (approx.)
- Proximity to local suppliers and engineering talent

2.

Production Capacity

- Initial capacity: 30,000 drones/month (360,000 per year)
- Assembly-line optimized facility
- Use of modular components for cost and efficiency

3.

Staffing Plan

(Minimum Viable Team)

Role	Number	Monthly Salary (GBP)	Annual Cost
Engineers	10	£3,500	£420,000
Technicians	25	£2,200	£660,000
Production Operators	100	£1,800	£2,160,000
Admin & Sales	5	£2,000	£120,000
Management (Execs)	3	£5,000	£180,000
Total	143		£3,540,000 annually

We aim to reduce payroll burden through automation and use of apprentices/contractors.

Financial Plan

Capital Allocation (of £3M)

Expense Category	Estimated Allocation
Facility Lease (12 mo)	£216,000
Equipment & Tooling	£800,000
R&D & Prototyping	£500,000
Initial Payroll (6 mo)	£1,770,000

Working Capital £300,000

Legal, IP & Certifications £100,000

Total £3,000,000

✓ Revenue Forecast

Assumptions:

- Avg. unit price:
 - o Civil Drones: £90 (cost) \rightarrow £180 (sale)
 - o Defence Drones: £180 (cost) \rightarrow £450 (sale)
- 60% civilian / 40% defence mix
- First year scale-up: 60% of monthly output = 216,000 units

Segment	Units Solo	l Avg. Price	Revenue
Civil Drones	129,600	£180	£23,328,000
Defence Drones	86,400	£450	£38,880,000
Total	216,000		£62.2M

Estimated Cost of Goods Sold (COGS): £30M

Gross Profit: £32.2M

Net Profit Margin (conservative): 12%

Net Profit: ~£7.46M

Investor ROI (Year 1): 18% = £540,000

Milestone	Deadline
Investment Secured	Q3 2025
Facility Lease & Setup	Q4 2025
Team Hiring	Q4 2025
Prototype & Certification	Q4 2025
Begin Production	Jan 2026
First Sales & Contracts	Feb 2026
Break-even Point	Q3 2026
ROI Year-End	Dec 2026

■ Competitive Advantages

- Dual-use flexibility: one facility, two markets
- Vertical integration: from design to distribution
- Strategic location: in Britain, aligned with defence policy and export controls
- Modular, scalable designs reducing downtime and cost
- Cybersecurity and anti-jamming features built into defence models

Risk Assessment & Mitigation

Risk	Mitigation Strategy
Supply chain delays	UK/EU supplier prioritization, multi-sourcing
Regulatory hurdles	Early engagement with CAA &

IP UK-based cloud, encryption, theft/espionage export compliance

Labour Apprenticeships & automation

shortages investments

Market competition Differentiated tech, flexible pricing

♦ Investor Offer

- Equity Offered: Negotiable for 18% ROI on £3M investment
- Convertible note or equity stake depending on investor preference
- Full financials, cash flow forecast, and prototype ready by Q4 2025