

Partnership agreement with Drone Air Fly in the agricultural sector

Dardilly, 17 October 2016.

Today, Delta Drone and Drone Air Fly announce that they have entered into an exclusive partnership agreement aimed at reinforcing Delta Drone's "industry" offerings in the agricultural sector, perfectly in line with the missions carried out over the last two years as part of the FARMSTAR Airbus Defence and Space and Arvalis Institut du Végétal services.

Drone Air Fly is a company founded and managed by Jean-Baptiste Bruggeman, a well-known personality in the world of agriculture and, more particularly, of drone use. The first French cereal grower to use a drone, he was the motivator behind the creation of the Agridrone network for the first drone missions in France.

After this first phase of experimentation, Jean-Baptiste Bruggeman was convinced that the future of drone use in agriculture requires a combination and complementarity between satellites and drones for the acquisition of data, with an alliance with agronomic institutions such as Arvalis Institut du Végétal for the agronomic validation of the data processing by Airbus Defence and Space.

Drone Air Fly and Delta Drone are convinced that it is the complementarity of acquisition means and the alliance of skills that will allow them to improve existing services and, above all, develop new services aimed at complementary markets with strong added value.

It therefore makes perfect sense for Drone Air Fly and Delta Drone to enter into an exclusive collaboration agreement in order to combine the experience acquired by both partners.

The two main features of the partnership agreement are the following:

- Drone Air Fly will be a distributor of Delta Drone's drone solutions (including equipment) vis-à-vis the agricultural industry;
- Jean-Baptiste Bruggeman will be a business expert and consultant to Delta Drone's agriculture department. The goal of this role is twofold: boost marketing for comprehensive services in the field of precision farming and finalize the developments underway in order to position Delta Drone's solutions on the phenotyping and forestry market.

About Delta Drone: *The Delta Drone Group is a renowned player in the field of civilian drones for professional use. It offers a complete service, from data acquisition to data processing through a specifically developed information system, including a supply of professional pilots. These pilots are trained and certified by EFD, a subsidiary of the Group, and local partners.*

Delta Drone is listed on the Alternext market of Euronext Paris.

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