

Press Release

Drones:

Europe's PRESTIGIOUS consortium is taking a new step in its international deployment

Rouen, March 13, 2023 – Since its launch in September 2020, Europe's PRESTIGIOUS consortium, led by NAE, Andalucía AeroSpace and Skywin, has been rolling out its international expansion support plan for European SMEs operating in the drone industry. A local survey of needs in four high-priority countries (Canada, Chile, Nigeria and Senegal) has helped to define a targeted technological approach to each of these markets.

As a reminder, the goal of PRESTIGIOUS¹ is to support the competitiveness of European SMEs in the drone industry thanks to contributions from three European partners: Andalucía Aerospace (Spain), NAE (France) and SKYWIN (Belgium), thus providing them with dedicated, tailor-made support for their international expansion.

PRESTIGIOUS is targeting two market segments with **high growth potential for European SMEs: Inspection and Security**, in both VLOS (visual line of sight) and BVLOS (beyond visual line of sight) applications, and is focusing on market opportunities in four non-European countries (Canada, Chile, Nigeria and Senegal).

The consortium chose these countries based on known or expected maturity of innovation, the presence of scarcely populated areas in each, the development of the mining, farm, forestry and energy transport industries as potential targets for drone activity, and historical ties with the consortium's partners.

From early September 2022 to late October 2022, the Prestigious partners surveyed the state of the art in terms of drones in Montreal, Quebec, Santiago, Chile, Senegal and Nigeria.

Needs in these countries are convergent in terms of inspection, though levels of development and the regulatory framework vary from country to country. All of these markets are impatiently waiting for more flexible regulations for BVLOS flights.

While cold-weather flights are an important issue in Canada, the technological context of optimized, enhanced energy management also increases the potential of a country like Chile. In fact, some players in Chile have expressed their interest in improved performance under windy conditions.

¹ PRESTIGIOUS is an initiative of the European Union's Executive Agency for Small and Medium-Sized Enterprises (EASME)



Lastly, in Senegal and Nigeria, the low level of maturity of the drone market is more favorable to standard solutions, even though it is recommended to find a local partner for business development and sales.

As such, the Prestigious consortium is putting together a road map, with a differentiated approach for each of these markets:

Canada:

- Search for local R&D partners in all high-tech fields
- Developments in digital drone air traffic management (U-Space), BVLOS operations and cold-weather flights
- Range of comparative tests between European solutions and the solutions existing locally

Chile:

- Assistance in rolling out operations in scarcely populated areas, where regulations are less strict
- Developments for farm and forest monitoring (growth, counting and intrusion detection) and for the mining industry: site surveillance (production security and volume), equipment upkeep (fixed and mobile), and exploration for new resources

Senegal and Nigeria:

- Potential market for offshore inspection and farming, but with the need for support via a local player
- Benchmarking and consultation about development of drone air traffic management solutions (UTM/UAM) in order to facilitate coherent development of this industry

Download a visual:

<https://zupimages.net/viewer.php?id=20/40/50qf.png>

Photo credit: Squadrone System

<https://zupimages.net/viewer.php?id=23/08/22mp.jpg>

Meeting of PRESTIGIOUS with ACHIDE² and the main actors on the drone market in Chile at the College of Engineers

NAE press inquiries

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About NAE:

NAE is the network for air, space, defense and security businesses in Normandy. Founded in 1998 and chaired by Philippe Eudeline, NAE currently has 166 members: major industrial

² Chilean Space Association - <https://www.achide.org/>



groups, several airports, a military base, many SMEs/SMLs, start-ups, research laboratories and schools. The network has more than 21,500 employees around the world, with sales of 4 billion euros in 2022 in Normandy. NAE is a member of GIFAS, GICAT and GICAN. <https://www.nae.fr/>

About Andalucía Aerospace Cluster:

Andalucía Aerospace Cluster is a private association created in order to represent all air and space companies in Andalusia. One of the cluster's main goals is to help strengthen and position its member companies on the Spanish and international air and space markets. The cluster's goal is to promote sustainable technological development and commercial excellence in Andalusia's air and space industry thanks to synergies among its member companies and training of industry professionals. Lastly, the cluster provides institutional representation with public organizations at the local, national and international levels. Andalucía Aerospace Cluster currently has 80 members. <https://andaluciaaerospace.com/>

About Skywin:

Skywin is the air-space-drone-defense cluster for Wallonia (Belgium). This association brings together 150 companies, research organizations and training centers engaged in public-private partnerships and in the implementation of innovative collaborative projects. <https://www.skywin.be/>

