

DRONE VOLT

sales and gross margin set to double in the 1st quarter of 2024

Villepinte, February 26, 2024

DRONE VOLT, a manufacturer of professional civilian drones and expert in embedded solutions, unveils its sales ambitions for the 1st quarter of 2024.

Based on the progress made since the beginning of the year, DRONE VOLT expects to double its sales (1,574 k€ in the 1st quarter of 2023) and gross margin (327 k€ in the 1st quarter of 2023) by the end of March 2024 by relying on the 3 pillars of its business: distribution, services, and its in-house solutions through DRONE VOLT FACTORY, SERVICES & ACADEMY.

Notably, the distribution business should benefit from the progress made on the historic contract signed in February 2023. DRONE VOLT also reports excellent customer relationships and is confident in signing significant new orders in the coming months.

The high-margin activities should also double in sales, driven by the sales of services and solutions, particularly in the United States.

This growth is expected to double the consolidated gross margin thanks to product development and a diversified service offering. As announced at the beginning of the year, DRONE VOLT's main goal for 2024 is to increase its gross margin while keeping control of fixed costs.

"Our strong sales activity has made us confident, but also from greater repeat business from our major national and international customers in Europe and North America," says Marc Courcelle, DRONE VOLT's Managing Director. "We are particularly supported by our services business, bringing them substantial gains in productivity."

Next press release: Annual results 2023, Wednesday, March 20, 2024.

All DRONE VOLT press releases are available at [www.dronevolt.com / Investors](http://www.dronevolt.com/Investors)

To receive all press releases, subscribe to [Actusnews](#)

To receive the company newsletter, please write to: finance@dronevolt.com

About DRONE VOLT

Founded in 2011, DRONE VOLT is an aircraft manufacturer specializing in professional civil drones and artificial intelligence. DRONE VOLT has offices in France, Benelux, Canada, Denmark, the United States, Switzerland, and Indonesia. As a global partner, DRONE VOLT offers customers "turnkey" business solutions, including various services and drone pilot training.

The DRONE VOLT group, a member of GICAT, achieved a turnover of 24 million euros in 2023, with an annual growth of 74%. DRONE VOLT supplies administrations and manufacturers such as the French Army, the Ministry of the Armed Forces, Engie, Total, Bouygues ES, ADP, the Gendarmerie des Transports Aériens (GTA), international government agencies... DRONE VOLT is qualified as an "Innovative Company" by Bpifrance.

DRONE VOLT is listed on the Euronext Growth market in Paris:

Share: Mnemo: ALDRV - ISIN code: FR0013088606 - Qualifying: PEA, PEA-PME

Warrant: Mnemo: BNBS - ISIN Code: FR0014007951

More information at www.dronevolt.com

Contacts:

**Investor Relations
DRONE VOLT**

Sylvain Navarro - T: +33 7 88 87 50 88
finance@dronevolt.com

Media relations FINANCE

ACTUS finance & communication
Manon Clairet - T: +33 1 53 67 36 73
dronevolt@actus.fr

**General public and trade media relations AYA
communication**

Antonin Violette - T: +33 6 47 48 63 25
aviolette@aya-communication.fr
