



# UAV Communication Backbone

**Air & Ground Communication Units for Scalable FPV Deployment**

**Proven • Deployment-Ready • Scalable**

Confidential Pitch Deck

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# A Global Shift Toward Trusted UAV Ecosystems

Security-driven supply chain shifts are creating a new trusted infrastructure layer

## China-Centric UAV Ecosystem

- ✓ Vertically integrated supply chains
- ✓ Cost-optimized, rapid scale
- ✓ Limited transparency & security concerns
- ✓ Increasing regulatory restrictions in Western markets

## Trusted / Allied UAV Ecosystem

- ✓ Security & compliance-driven procurement
- ✓ Non-red supply chains prioritized
- ✓ Approved vendor pathways (e.g., Blue / Green UAS)
- ✓ Demand for trusted communication infrastructure

"The future UAV ecosystem will be defined by trusted supply chains — not lowest cost."

LongLink builds the trusted communication layer for the allied UAV ecosystem.

# A \$60B+ UAV Market Built on an Untrusted Communication Layer

UAV adoption is accelerating globally — but the communication layer behind it is not trusted by governments, enterprises, and mission users. This creates a structural “Trust Gap.”

## Global UAV Market

USD (Billions)



## FPV Ecosystem (The Innovation Proving Ground)

USD (Billions)



\*Sources: Drone Industry Insights; Lucintel; Verified Market Reports.

**Trust must be built at the communication layer.  
It is the foundation for safety, mission success, and regulatory acceptance.**

# FPV is the Formula 1 of Drones — Our Strategic Proving Ground

FPV isn't just a hobby market-it is where real engineering wins are proven under the most demanding conditions.



## Extreme Performance:

Operating at ultra-low latency and high responsiveness.



## Real-World Environment:

Proven in complex, outdoor, interference-heavy environments.



## Disciplined Engineering:

Translating competitive durability into institutional-grade reliability.

**Performance proven in FPV drives scalable adoption.**

# Company Snapshot — From Validation to Scalable Deployment




Taiwan HQ | Non-Red Supply Chain | Field-Validated

## Company Snapshot

 Headquarters: Taipei, Taiwan

 Founded: 2025




 Manufacturing: Taiwan-based Tier 1 EMS partners

 Monthly Capacity: 5,000+ units (Scalable to 20k+)

 Supply Chain: Non-Red BOM with approved alternatives

## Proof & Credibility

Proven in Field & Institutional Contexts

-  Turnkey integration capability for deployments and 10K+ digital communication modules in active pipeline
-  Tier-1 supplier to Taiwan Ministry of National Defense
-  15+ domestic & overseas customers completed Non-Red testing
-  Exhibited at MSPO (Poland) & TADTE (Taiwan)
-  Selected Top-20 Taiwan SMEs (Ministry of Economic Affairs)

**Designed for long-term supply stability, not one-off demonstrations.**

# The Complete Communication Stack — Built as Modular Units

A mission-ready platform covering Analog Video, Digital HD Video, and Control Links — built to replace untrusted communication systems at scale.

## Video Link

### Analog Video Module

- Ultra-low latency air units
- 5-15 km range
- Direct goggles support

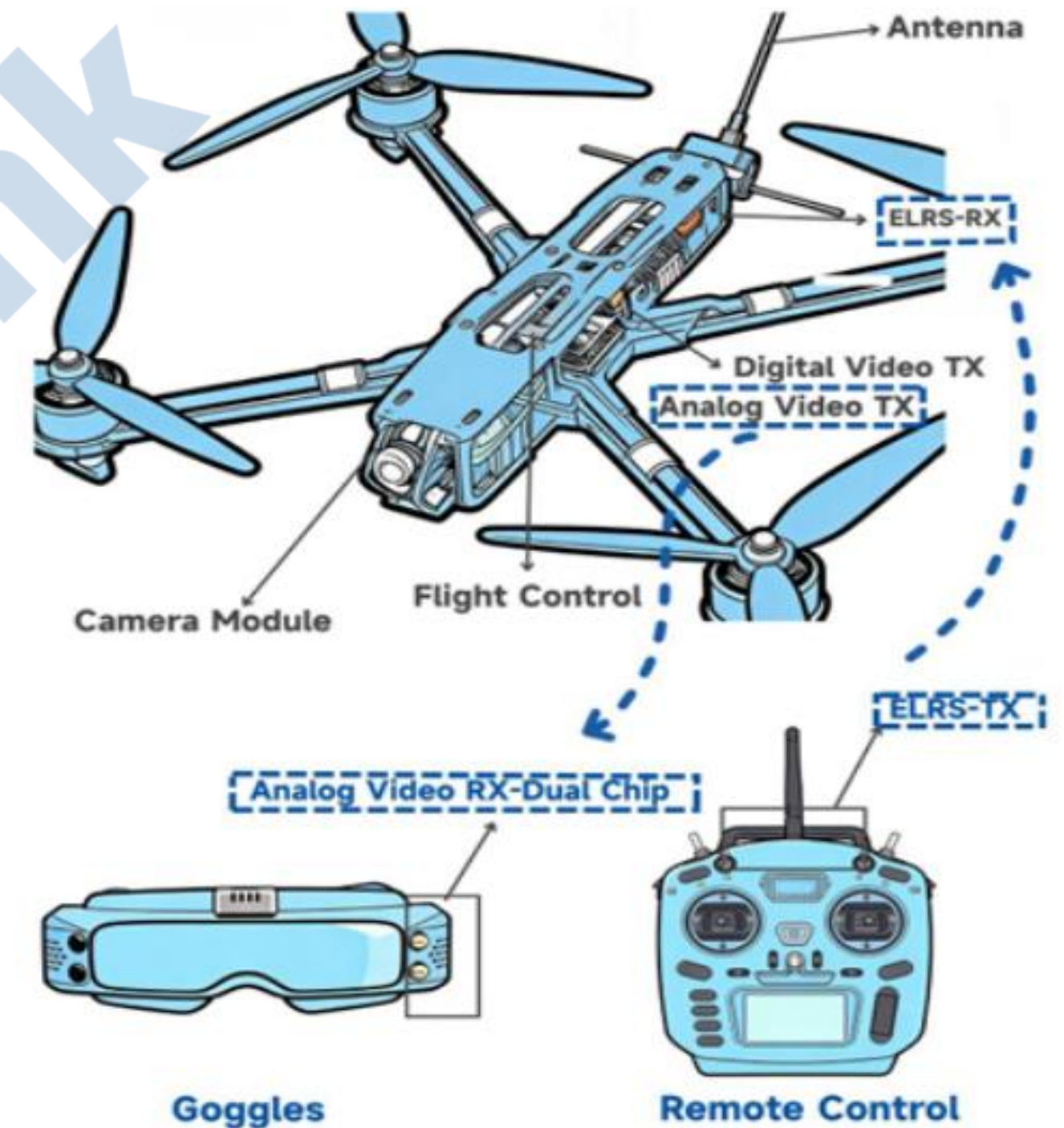
### Digital HD Video Module

- High-clarity Air & Ground Units
- 6-15 km range
- Ultra-light design

## Control Link

### ELRS Module

- 20-30 km range
- High responsiveness



Replacing untrusted links with secure, scalable communication.

# Mission Mapping of LongLink Links

## Analog Video Link



### ROLE:

Primary real-time vision with **ultra-low latency** for latency-sensitive missions.

- ✓ **High-agility FPV** & ultra-low latency natural piloting

## Digital Video Link

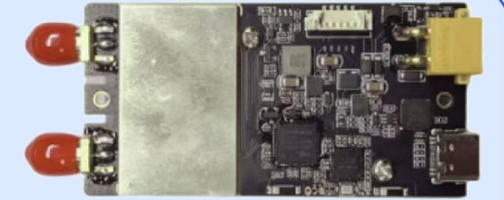


### ROLE:

Primary sensor stream with **HD clarity** for awareness, analytics, records.

- ✓ **Clear HD, actionable intelligence**, easy reporting

## ELRS Control Link



### ROLE:

Primary **long-range, low-latency** control link running in parallel with video.

### CORE FPV USE CASES

- ✓ Competitive racing, freestyle, **long-range cruising**

### EXTENDED USE CASES

- ✓ Redundant control for **safety-critical platforms**
- ✓ FHSS resilience & deterministic failsafe
- ✓ High reliability in **demanding environments**

**LongLink delivers parallel video and control links — optimized for mission performance and reliability.**

# We Win Where Giants are Too Slow and China is Untrusted

Legacy Corporations	China Vendors	 <b>LongLink</b>
<p><b>Strengths:</b> Reliable engineering.</p> <p><b>Critical Gaps:</b> Slow development cycles; misaligned with UAV market speed; not UAV-native.</p>	<p><b>Strengths:</b> Technically competitive and fast.</p> <p><b>Critical Gaps:</b> Increasingly restricted in sensitive sectors; zero trust.</p>	<p><u>Our Advantages:</u></p> <ul style="list-style-type: none"><li>• UAV-native engineering</li><li>• Fast and practical execution</li><li>• Trusted Non-Red origin</li><li>• Deployment-ready units (docs + QA + repeatable manufacturing)</li></ul>

LongLink wins where legacy vendors are too slow and untrusted suppliers cannot be used.

# A Team Built to Execute — Not Just Innovate



## Jane Chien — Founder & CEO

- EMBA — Tsinghua University
- MBA — University of Birmingham
- BBA — National Chengchi University (Finance & MIS)
- Former **Business Development at Huawei | Product Manager at TCL**
- **Built and scaled an IC trading business in Singapore (profitable within 1 month)**
- Proven execution from **0→1 GTM and cross-border commercialization**
- Strong capability across **OEM, EMS, and IC supply chain ecosystems**
- Driving **Non-China UAV communication platform** from concept to deployment

## Andy Lai — CTO

- 15+ years in RF and wireless communication systems
- Architected and delivered 20+ communication products from prototype to mass production
- Leads end-to-end system architecture, ensuring platform-level reliability and scalable deployment
- Specialized in turning complex RF systems into repeatable, production-ready platforms

## Lily Wang — COO

- PMP® | PMI-ACP® Certified
- Execution leader in electronics & semiconductor supply chains
- Proven track record managing end-to-end NPI programs (EVT → DVT → MP)
- Deep expertise in supplier sourcing, cost optimization, and production ramp
- Backbone of Longlink's operations, reliability, and execution discipline

### **Operations & Manufacturing**

- Tier-1 Taiwan EMS foundation with disciplined QA and production rigor.

### **Advisory & Partners**

- University technology partners
- Overseas deployment partners
- Field validation partners



**TCL**

**Built to ship trusted systems at scale.**

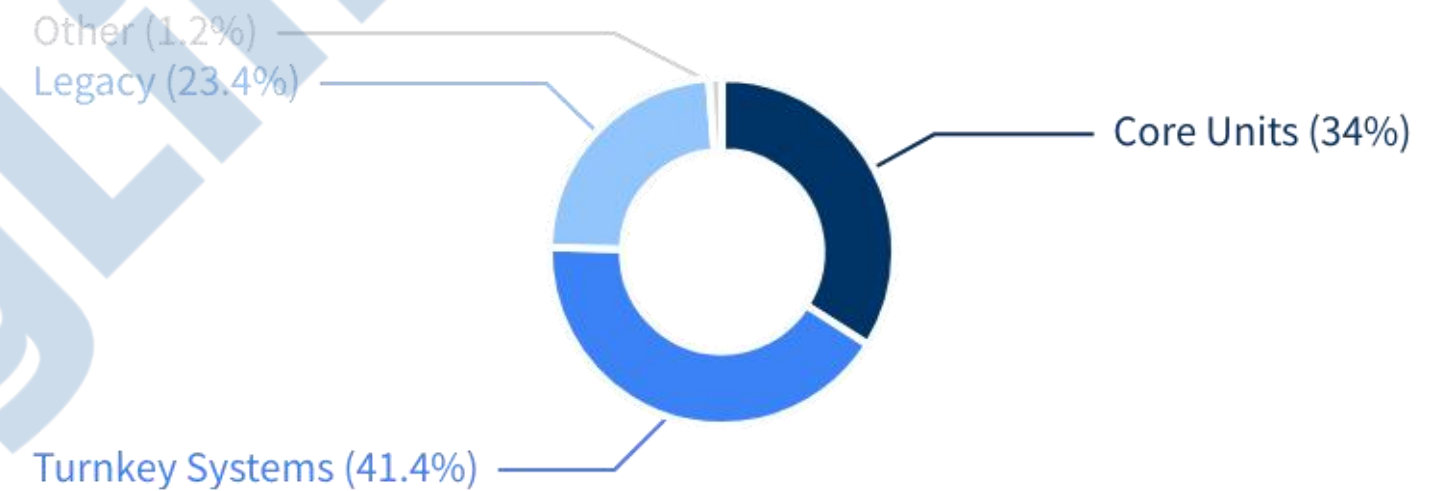
# Revenue Structure — Air & Ground Units with Supporting Streams

Base case shown. Forward-looking financial estimates.

## Revenue Bridge Details

Bucket	Description	Revenue	Mix
Core Units	Air/Ground long-term non-red scale	\$3,495k	57.4%
Turnkey Systems	Bundles for pilots/adoption	\$2,520k	41.4%
Other (Non-Core)	Trading + STEAM Education Training	\$75k	1.2%
<b>Total (2026E)</b>	Ties to model	<b>\$6,090k</b>	<b>100%</b>

## Revenue Mix Breakdown



### Turnkey Systems (Adoption Accelerator)

- Analog FPV Combo: \$320k | Digital FPV Combo: \$2.20M
- Purpose: Pilots, demos, early deployments.

**Accelerates adoption; core units drive scale.**

### Others (Non-Core Revenue)

- Trading: \$35k | Education/Training: \$40k

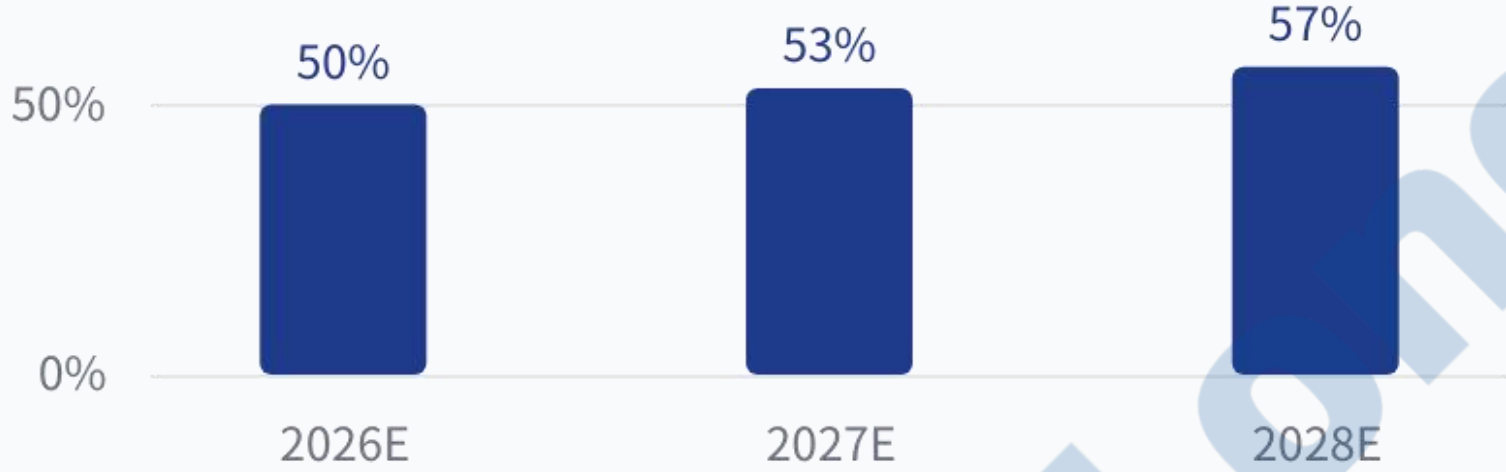
Non-core revenue supports cash flow; not central to scaling.

\*Projected revenue based on qualified pipeline, repeat orders, and partner deployment forecasts.

# Unit Economics — Scalable Hardware Economics

Margins improve structurally as deployment scales

## Blended Gross Margin Trend



~50–57% steady-state gross margin depending on product mix, comparable to scalable defense technology platforms.

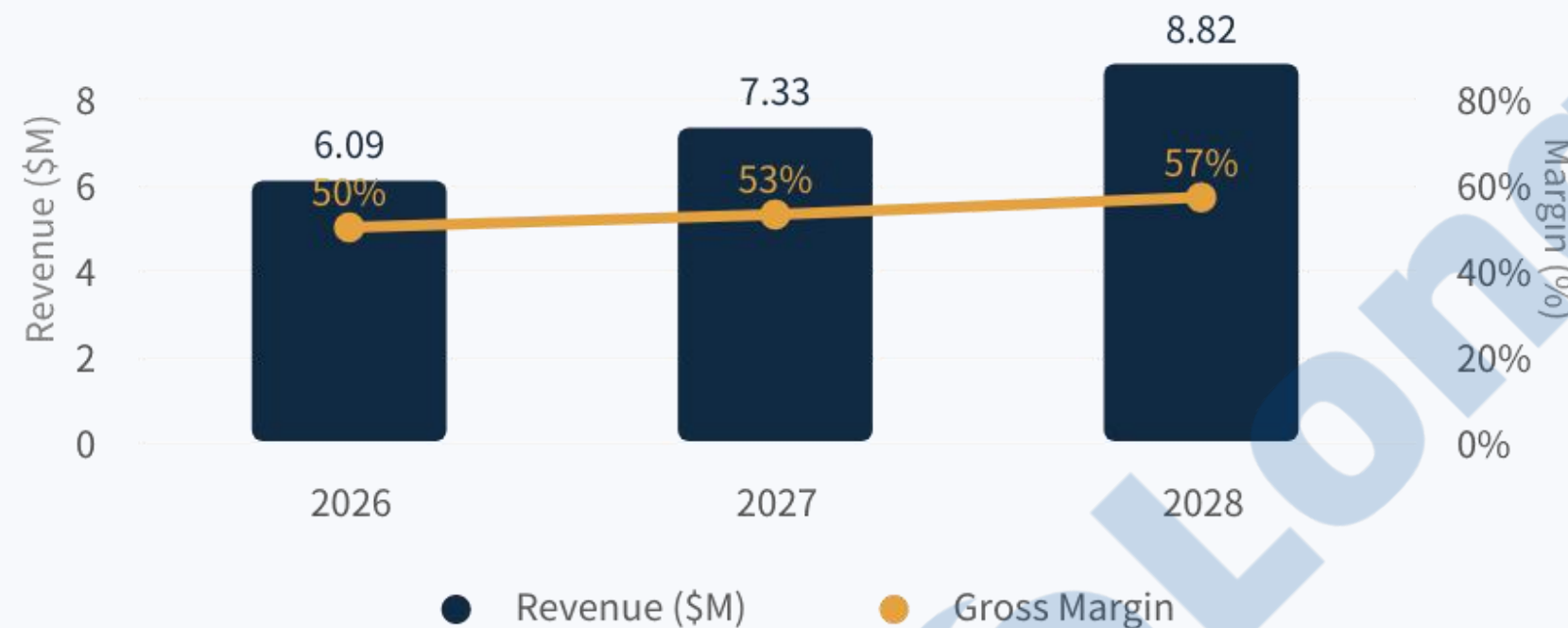
## Why Margins Expand

- Product Mix Shift**  
Growing share of digital and control systems increases blended margin.
- Platform Reuse**  
Shared RF and firmware architecture amortizes R&D across air & ground units.
- Volume Procurement**  
Higher volumes unlock better component pricing and EMS efficiency.

Blended margin across core units and turnkey systems; excludes non-core trading activities.

# Financial Snapshot — Repeatable Procurement Drives Strong Growth & Margins

Projected Revenue & Margin Expansion





## Why Revenue Repeats

- 
**High Switching Costs**  
 Design-in requires re-qualification, creating strong lock-in.
- 
**Approved Vendor Pathways**  
 Green / Blue UAS programs enable seamless repeat orders.
- 
**Trusted Supply Chain**  
 Non-red sourcing builds long-term buyer confidence.
- 
**Recurring Procurement**  
 Spares & upgrades drive high-margin lifecycle revenue.

## FPV Deployment Economics

 **Unit Economics**  
 ~\$200–300 communication revenue per FPV unit

 **Fleet Composition**  
 ~4 air units + 1 ground unit per fleet element

 **Sustainability**  
 Replenishment cycles create ongoing demand

# Execution Roadmap — Risk Down, Revenue Up

From First Mass Production to Trusted Global Supplier

## Revenue Engine

- **Q1:** Digital Link MP → Defense & Public Sector
- **Q2:** Analog Link MP → Volume & Training Markets
- **Q3:** ELRS Data Link MP → Tactical UAV

**Impact: Multi-segment revenue ramp**

## Market Access

- **Certifications:** NCC (Taiwan) & FCC (U.S.)
- **Compliance:** NDAA-compliant BOM freeze
- **Readiness:** Blue / Green UAS configuration

**Impact: Institutional procurement unlocked**

## Expansion Strategy

- **0–6M:** Taiwan & U.S. direct deployments
- **6–12M:** Japan & India via local integrators
- **12–24M:** EU & NATO-aligned markets

**Impact: Partner-led expansion reduces burn**

## Defensibility

- **Patents:** RF architecture & modular integration
- **Traceability:** End-to-end supply chain framework
- **Security:** Secure firmware update mechanism

**Impact: Compliance advantage & platform lock-in**

# Use of Funds — 12-Month Plan Aligned to Roadmap

Capital deployed to unlock scale, not sustain burn

 Total Raise

**\$600K**

 Monthly Burn Rate

**~\$30–40K**

 Projected Runway

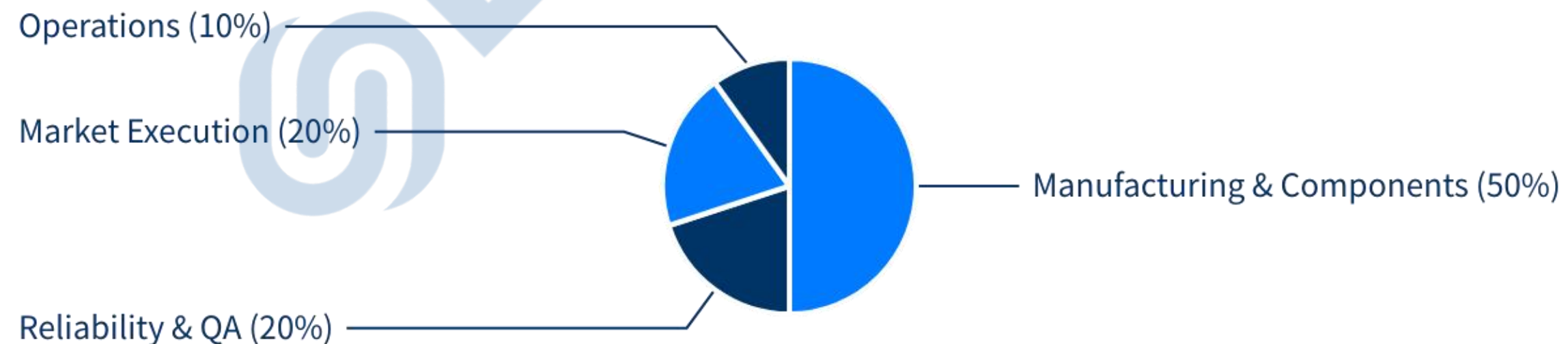
**~12 Months**

 Target Breakeven

**Month 7–9**

## Use of Funds Breakdown

— Funding prioritizes production stability, validation, and overseas go-to-market





# The Critical Link in a Secure Future

- **A Massive, Shifting Market:** Investing in the essential trust layer of a \$60B+ UAV market at a key geopolitical inflection point.
- **A Proven, De-risked Solution:** Backing an executing company with a shipping product, real-world traction, and a clear technological advantage.
- **The Right Team & Timing:** A trusted, UAV-native team positioned perfectly to capture accelerating global demand for Non-Red communication platforms.