



SDT PARTNER PROGRAM

Regional expansion through professional drone pilots
and technical partners in Sweden

STOCKHOLM DRONE TEKNIK AB

Information and presentation material

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OVERVIEW

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The document is structured for meetings, digital presentations and continued contract discussions.

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Build your regional business together with SDT

The SDT Partner Program combines local presence with a shared national structure for technology, quality and customer management.

Stockholm Drone Teknik AB is developing a regional partner program for professional drone pilots and technical operators in Sweden. The model enables local assignments while maintaining the same structure for quality, documentation, customer communication and delivery in every region.

The partner runs their own business and works as an independent subcontractor. SDT is centrally responsible for the brand, website, SEO, marketing, customer requests, needs analysis, quotations, invoicing, operational coordination and digital project delivery. The partner focuses on carrying out accepted assignments professionally and according to SDT routines.

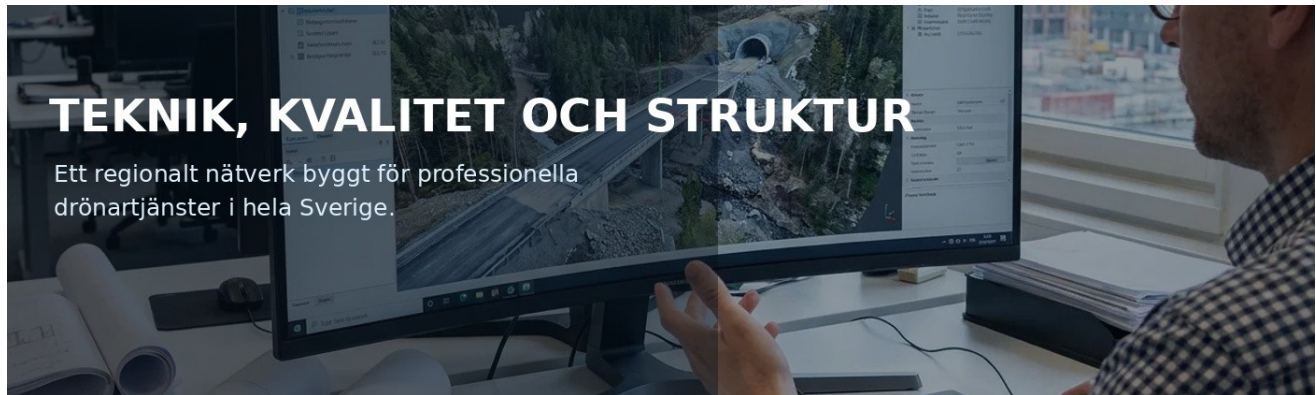
BRAND AND VISIBILITY Work under a professional brand with a shared website, SEO and marketing.	CUSTOMER AND QUOTATION SDT handles incoming requests, needs analysis, quotations and invoicing to the end customer.
OPERATIONAL STRUCTURE Planning, risk assessment, documentation and permit handling are coordinated centrally when the assignment is carried out under SDT.	HIDRIVE Project material is delivered in a consistent structure through SDT's central HiDrive platform.
TRAINING Regional and professional partners gain access to internal training and defined working routines.	EQUIPMENT Partners can use approved own equipment, purchase equipment packages or use advanced equipment from SDT according to the terms.

Local presence. National structure. Professional delivery.

The goal is to build a scalable organization where SDT and the partner can grow together without compromising quality, safety or customer experience.

About Stockholm Drone Teknik AB

The central organization behind the partner network.



Stockholm Drone Teknik AB works with professional drone services and technical data collection. The business focuses on assignments where drone technology can create clearer documentation, more efficient workflows and better decision support for companies, property owners, construction companies, municipalities and other organizations.

The partner program is the next step in the development of the business. Through regional partners, SDT can offer shorter response times, lower unnecessary travel costs and better local availability while maintaining a shared standard for planning, quality assurance and project delivery.

CENTRAL ORGANIZATION SDT coordinates the brand, marketing, customer dialogue, quotations, invoicing and service development.	LOCAL CAPACITY The partner carries out assignments in their region with the right competence, equipment and availability.
TECHNICAL QUALITY The network must be able to work with both basic inspections and advanced data collection.	CONSISTENT DELIVERY The customer's material is handled with shared routines and delivered through HiDrive.

A regional structure for all of Sweden

The first phase focuses on selected regions and then expands based on demand.

The vision is to create a professional network with regional presence in different parts of Sweden. The partner program should make it possible to accept more assignments, reduce travel time and use the right specialist competence where it is needed. Regional priority means relevant partners are contacted early, but never at the expense of quality, availability or the right competence.



Illustrative regional structure. Exact boundaries and priorities are defined in each partner dialogue.

SHORTER RESPONSE TIMES

Local resources can reach the customer faster when the assignment requires presence on site.

LOWER TRAVEL COSTS

When the right competence is available regionally, unnecessary travel from Stockholm is reduced.

MORE SPECIALISTS

The network can develop competences in areas such as inspection, surveying, LiDAR and drone cleaning.

BETTER SCALABILITY

SDT can accept more assignments without losing control over quality, documentation and delivery.

Services within the SDT Partner Program

The partner works with one or more services depending on experience, authorization, availability and equipment.



TJÄNSTER MED TEKNISK HÖJD

Inspektion, inmätning, LiDAR, dokumentation och specialanpassade uppdrag.

DRONE INSPECTION

Roof inspection, facade inspection, property inspection, construction documentation, solar panel checks and visual documentation of hard-to-reach environments.

LIDAR AND LASER SCANNING

Georeferenced point clouds, delivery in LAS and LAZ format, documentation of land and terrain, and assignments in vegetation-rich areas.

DRONE CLEANING

Facade cleaning, roof cleaning, solar panel cleaning and other cleaning assignments where drones are a suitable and safe solution.

CUSTOMIZED ASSIGNMENTS

Assignments can be planned based on the customer's actual needs, technical requirements, site conditions and permit situation.

SURVEYING AND TECHNICAL DATA

Photogrammetry, orthophotos, point clouds, 3D models, volume calculations, mapping, control measurements, terrain models and data collection for project planning.

THERMAL INSPECTION

Thermal documentation as part of relevant inspection assignments where the right equipment, competence and conditions exist.

EQUIPMENT RENTAL

Partners may voluntarily offer their own equipment for rental through SDT's official website under a separate agreement.

ADVANCED ENTERPRISE EQUIPMENT

The network can use equipment such as Matrice 400, Zenmuse L2, L3, P1 and other enterprise sensors when required by the assignment.

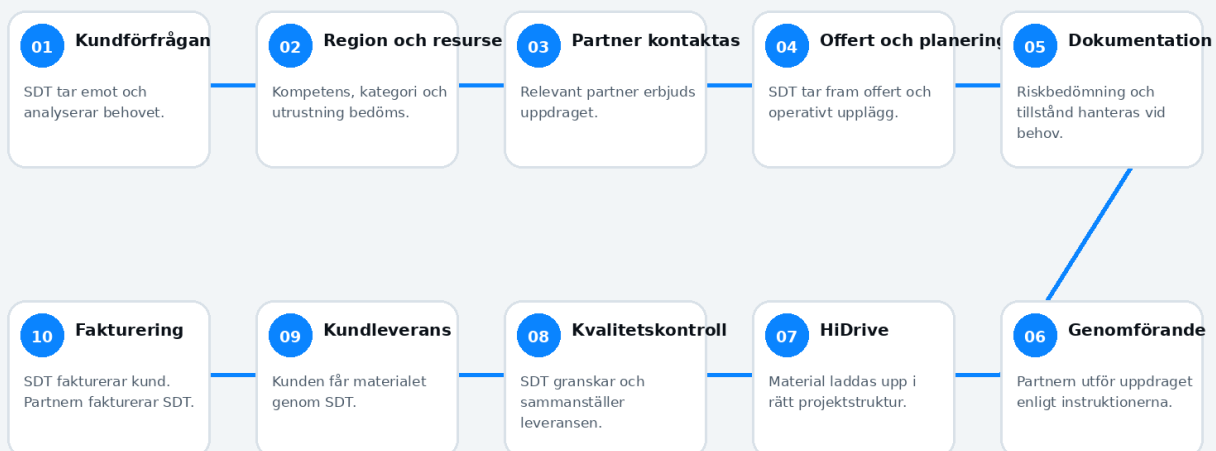
How the cooperation works

A clear workflow reduces the risk of misunderstandings and gives the customer a consistent experience.

SDT receives the customer request and analyzes the competence, equipment and operational structure required. The partner who best matches the region and assignment requirements is then contacted. The partner accepts the assignment terms before work begins.

FRÅN KUNDFÖRFRÅGAN TILL LEVERANS

SDT ansvarar för struktur, planering, kvalitetssäkring och kundrelation.



After the assignment is completed, the partner uploads all material to the correct project folder in HiDrive. SDT checks that the material is complete and handles the final delivery to the customer. SDT invoices the end customer and the partner then invoices SDT for their agreed share.

SDT as central UAS operator

All assignments carried out under the SDT brand must be planned and executed within the correct operational structure.

When an assignment is carried out under the Stockholm Drone Teknik AB brand, SDT acts as the responsible UAS operator for the assignment. The partner performs the practical work as an approved subcontractor, remote pilot or other operational resource within SDT's organization. This does not mean that the partner becomes employed by SDT.

SDT assesses which category the assignment belongs to, checks whether the flight can be carried out in the open category or whether the specific category is required, ensures the right competence and equipment, and prepares relevant documentation. The partner must follow the operational instructions prepared for the assignment.

CATEGORY ASSESSMENT SDT assesses whether the assignment can be carried out in the open category or whether a more advanced setup is required.	PILOT AND COMPETENCE The pilot's authorization, experience and actual participation must match the requirements of the assignment.
DRONES AND SENSORS The right drone and equipment are selected based on the technical and operational conditions of the assignment.	RISK AND ROUTINES SDT coordinates risk assessment, operational instructions and documentation when required.

Important limitation

If the partner carries out own assignments outside SDT's organization, the partner is responsible for operator registration, insurance, documentation and any permits.

Permits, declarations and documentation

Documentation must always be adapted to the actual conditions of the assignment.

A key advantage of the partner program is that SDT coordinates the operational documentation for assignments carried out under SDT's operator organization. This creates a more consistent process and reduces the risk of missing important steps.

OPERATIONAL PLANNING Category, flight routes, instructions and execution are planned based on the site and assignment.	RISK ASSESSMENT Risks are identified, assessed and managed with relevant routines and measures.
STS Documentation and declaration for standard scenarios are coordinated when applicable.	PDRA Application material and documentation are prepared when a PDRA setup is relevant.
SORA SORA documentation and application material are handled for more complex operations when required.	OPERATIONS MANUAL Manuals and routines are adapted to the operational structure and assignment requirements.

In addition to drone flight rules, further approvals may be required. This may include airspace permits, coordination with an airport, landowner approval, dissemination permits, safety coordination or other local and project-specific permits. Any fees may be treated as direct project costs before revenue is distributed.

Principle

Permits and documentation are always adapted to the actual conditions of the assignment. An authorization or declaration must not be described as automatically transferable to another operator.

Insurance structure and risk control

Insurance coverage is checked before each assignment based on pilot, aircraft, equipment and operation.

Stockholm Drone Teknik AB has business and liability insurance through If. The starting point is that this insurance should provide relevant protection for third-party damage, external damage and liability linked to the business and the drone operations covered by the insurance agreement. The exact scope is always governed by the applicable insurance certificate and terms.

Before a partner or externally owned aircraft is used in an assignment, SDT must check that the relevant pilot, assignment type, drone, equipment and any subcontractors are covered by the correct insurance. If something is not automatically covered, the matter must be resolved before work is carried out.

PILOT Check that the right person is covered by insurance for the current operation.	DRONE Check that the aircraft is covered, especially when the partner uses own equipment.
SENSORS AND EQUIPMENT Check whether advanced equipment requires special terms or separate insurance.	SUBCONTRACTORS Check whether external resources are covered or need to be added in writing.
SEPARATE DRONE INSURANCE Certain aircraft or serial numbers may be covered by separate insurance, for example through Svedea.	RENTAL Rental requires separate terms for insurance, damage, deductible, deposit and liability.

Security through clear routines, documentation and control.

The insurance structure is an important benefit for the partner, but it does not mean that all types of assignments, drones or situations are automatically covered without control.

Professional project delivery through HiDrive

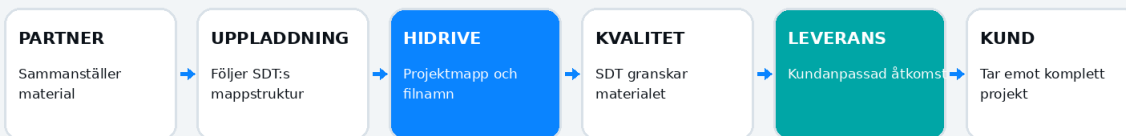
SDT centralizes project structure, file names, quality assurance and customer access.



After completing the assignment, the partner must compile the material, follow SDT's structure for file names and folders, and upload the project material to the correct project folder in HiDrive. The partner informs SDT when the upload is complete and supplements the material if SDT requests it.

PROFESSIONELL PROJEKTLIVERANS GENOM HIDRIVE

En gemensam filstruktur ger en enhetlig kundupplevelse och bättre kvalitetskontroll.



REPORTS, PHOTOS AND VIDEO

Reports, inspection images, video material and other visual deliveries.

TECHNICAL DATA FILES

Orthophotos, GeoTIFF, map material, LAS, LAZ, point clouds, 3D models and technical summaries.

Consistent delivery under the SDT brand.

The partner must not use private cloud services or personal links for final delivery unless otherwise expressly agreed.

Basic principle of the commercial cooperation

SDT invoices the end customer. The partner works as an independent subcontractor and invoices SDT for their share.

The partner must have their own registered business, such as a limited company, sole proprietorship or other approved business form. The partner is not employed by Stockholm Drone Teknik AB. The partner business is responsible for taxes, fees, accounting and administration.

OWN BUSINESS The partner must have a company registration number, approved F-tax and VAT registration when required.	INVOICING SDT invoices the end customer. The partner then invoices SDT for their agreed share of the assignment.
COMPETENCE The partner must provide correct information about certificates, experience and availability.	EQUIPMENT The equipment used must be approved for the specific assignment.
INSURANCE A supplementary insurance solution is required when SDT's structure does not cover the partner, drone or activity.	CUSTOMER RELATIONSHIP The partner must respect SDT's customer relationships and follow agreed prices and terms.

Transparent structure

The model is designed to clarify who is responsible for the customer, planning, execution, delivery and financial follow-up.

SDT Strategic Partner

A specially selected regional partner who already has relevant competence, experience and authorization.

Strategic Partner is offered only by special invitation. The role is intended for a partner who can contribute directly to the business, support more advanced assignments and, when needed, help other partners with planning, risk assessment or practical on-site support.

Item	Amount
Start fee	SEK 0
Annual fee during pilot phase	SEK 0
Entry	By invitation only
Regional priority	Yes, when the assignment is relevant
Visibility on About us	Yes

Included

- Right to work under the SDT brand according to agreement.
- Priority for relevant assignments in the region, without absolute exclusivity.
- Opportunity to support other partners and participate in assignments in the specific category.
- Compensation for operational support according to assignment or internal model.
- Regional visibility and presentation on SDT's official website under About us.
- Opportunity to use or purchase equipment through SDT according to terms.
- Opportunity to rent out own equipment via SDT's website under a separate agreement.
- Access to HiDrive and SDT's operational structure.

Regional priority is not absolute exclusivity.

SDT must always ensure availability, the right competence, the right equipment, the customer's timeframe and the correct operational setup.

SDT Regional Partner

The standard model for individuals or companies that want to build a local business under the SDT brand.

Regional Partner can carry out assignments that match their own competence, authorization and equipment. The model provides access to SDT's commercial structure, operational routines, training and digital delivery system.

Item	Amount
Start fee	SEK 65,000 excl. VAT
Annual renewal fee	SEK 20,000 excl. VAT
Internal training	Included
External training specific category	Not automatically included
HiDrive	Included

Included

- Right to work under the SDT brand according to agreement.
- Website, SEO, marketing and digital visibility.
- Central handling of customer requests, quotation support and invoicing to the end customer.
- Internal routines, templates, quality assurance and regional network.
- Support with operational planning and permit handling for assignments under SDT's organization.
- Insurance structure according to current terms and checks before assignments.
- Access to internal training and delivery routines for HiDrive.
- Opportunity to purchase equipment packages, use certain equipment from SDT and voluntarily rent out own equipment via SDT.

SDT Professional Partner

The more advanced model for partners who want to develop towards complex drone assignments and the specific category.

Professional Partner receives everything included in Regional Partner plus a first external training session focused on the specific category. SDT helps find a suitable training provider and coordinates the booking.

Item	Amount
Start fee	SEK 100,000 excl. VAT
Annual renewal fee	SEK 20,000 excl. VAT
Internal training	Included
First external training session	Included
If the course must be repeated	Paid separately by the partner

Important conditions

- The start fee is fixed and is not affected by the price SDT pays for the external training.
- The partner is responsible for participating, studying, completing training elements and passing relevant tests.
- SDT does not guarantee that the partner will pass the training.
- If the partner needs to take the course again, the new training is paid separately by the partner.
- The partner can gradually participate in more advanced assignments together with Strategic Partners and other qualified resources.

Professional Partner pays for the entire model, not only a course.

The start fee is always SEK 100,000 excl. VAT, even if the training provider's price varies.

Comparison between partner levels

Three clear models for different needs, competence levels and development ambitions.

Area	Strategisk Partner	Regional Partner	Professional Partner
Entry	By invitation only	After assessment	After assessment
Start fee	SEK 0	SEK 65,000 excl. VAT	SEK 100,000 excl. VAT
Annual fee	SEK 0 during pilot phase	SEK 20,000 excl. VAT	SEK 20,000 excl. VAT
Internal training from SDT	When needed	Included	Included
External training for specific category	Not included	Not included	One first session included
Regional priority	Yes	According to competence and availability	According to competence and availability
Visibility on About us	Yes	Not automatic	Not automatic
Ability to purchase equipment through SDT	Yes	Yes	Yes
Ability to rent out own equipment via SDT	Yes	Yes	Yes
Ability to use equipment from SDT	Yes	Yes	Yes
Permit handling under SDT's operator organization	Yes	Yes	Yes
Insurance structure according to current terms	Yes	Yes	Yes
HiDrive for project deliveries	Yes	Yes	Yes

Training and competence development

The partner can choose the internal modules relevant to their own business.

SDT's internal training is part of the partner program's quality assurance. The purpose is to create shared working methods for planning, collection, reporting and delivery. The partner can participate in all training sessions, several selected sessions or only the modules that are most relevant.

INSPECTION Methods for visual documentation, quality and reporting.	PHOTOGRAMMETRY Planning, data collection and basic quality control.
SURVEYING Working methods for technical data collection and relevant deliveries.	FLIGHT PLANNING Preparations, planning and operational routines before assignments.
DATA MATERIAL Structure, quality assurance and handling of collected material.	REPORTING Clear compilation and communication to the customer.
CUSTOMER CONTACT Professional conduct and proper handling of customer relationships.	HIDRIVE File names, folders, upload, control and digital delivery.

The training sessions are held on dates determined by SDT. The partner is responsible for adapting their planning to the training sessions. Individual training on request is not automatically included but can be agreed separately.

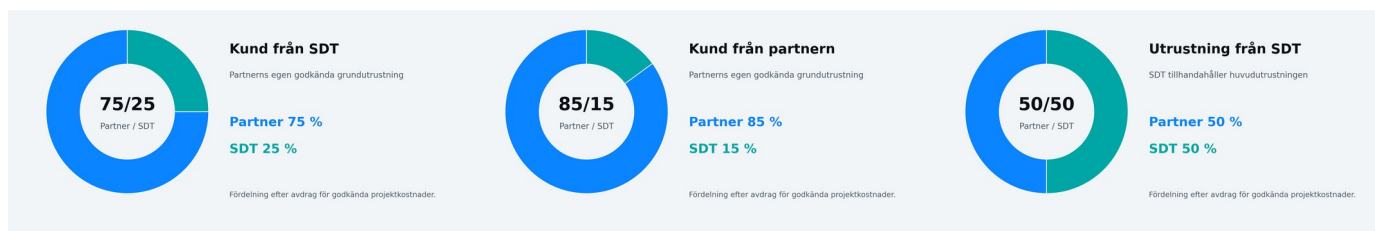
External training

External training focused on the specific category is included only as a first training session for Professional Partner. A passing result cannot be guaranteed.

Transparent revenue distribution

The distribution is based on who brought in the customer, which equipment is used and which project costs arise.

Before revenue is divided between the partner and SDT, VAT, approved direct project costs and any cost for using advanced equipment are deducted. The remaining amount is the distributable base for the assignment.



Basic rule

Technical usage cost for advanced equipment is deducted before percentage distribution. This applies even when the subsequent distribution is 75/25, 85/15 or 50/50.

Advanced equipment - clear cost model

A separate technical usage cost makes the model transparent and sustainable even for assignments with expensive enterprise equipment.



Zenmuse P1 is an example of advanced equipment that may be subject to a separate technical usage cost.

When advanced or costly equipment is used, a separate technical usage cost should normally be deducted before percentage distribution. The cost can be set per project, per workday, per flight day, per sensor, through an internal price list or by separate agreement.

SÅ BERÄKNAS DEN FÖRDELNINGSBARA BASEN

Direkta kostnader och teknisk användningskostnad dras av innan procentfördelningen görs.



EXAMPLES OF EQUIPMENT

DJI Matrice 400, Zenmuse L2, Zenmuse L3, Zenmuse P1, LiDAR systems and other enterprise sensors.

WHAT THE COST COVERS

Wear, depreciation, service, insurance, batteries, transport, risk, maintenance and future investments.

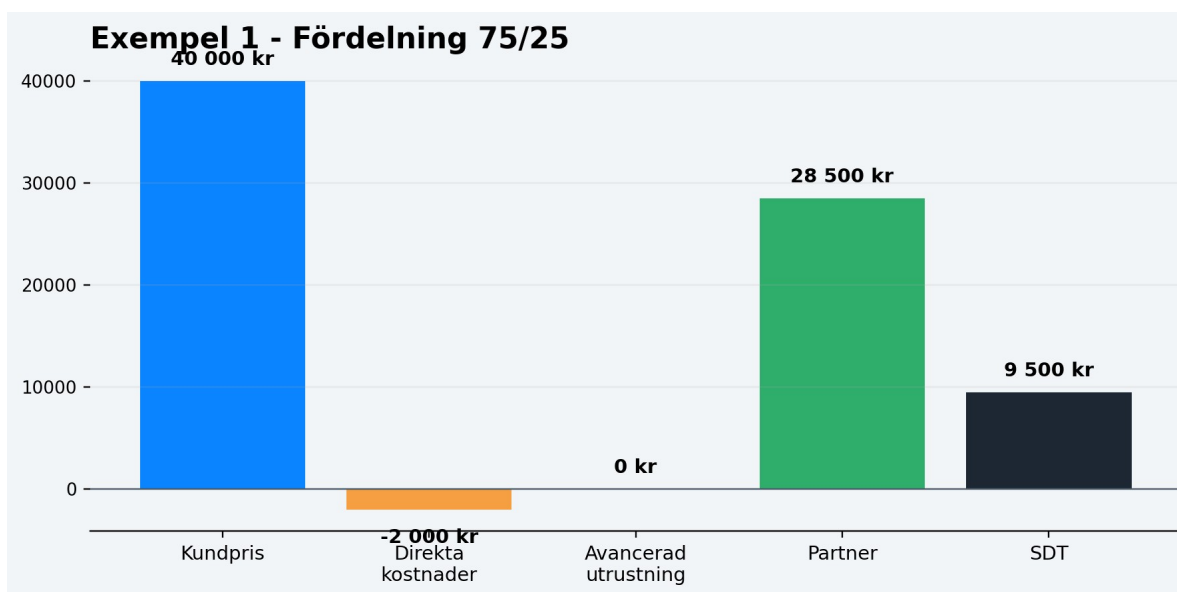
Financial examples - basic models

The examples show how direct project costs are deducted before revenue is divided.

Example 1 - Customer from SDT and partner equipment

In this example, the customer comes from SDT and the partner uses approved basic own equipment. Local travel costs are deducted before the distributable base is calculated. The 75/25 model is then applied.

Item	Amount
Price to customer excl. VAT	SEK 40,000
Local travel costs	-SEK 2,000
Distributable base	SEK 38,000
Partner 75%	SEK 28,500
SDT 25%	SEK 9,500



Result

The partner invoices SDT SEK 28,500 excl. VAT. SDT's share is SEK 9,500.

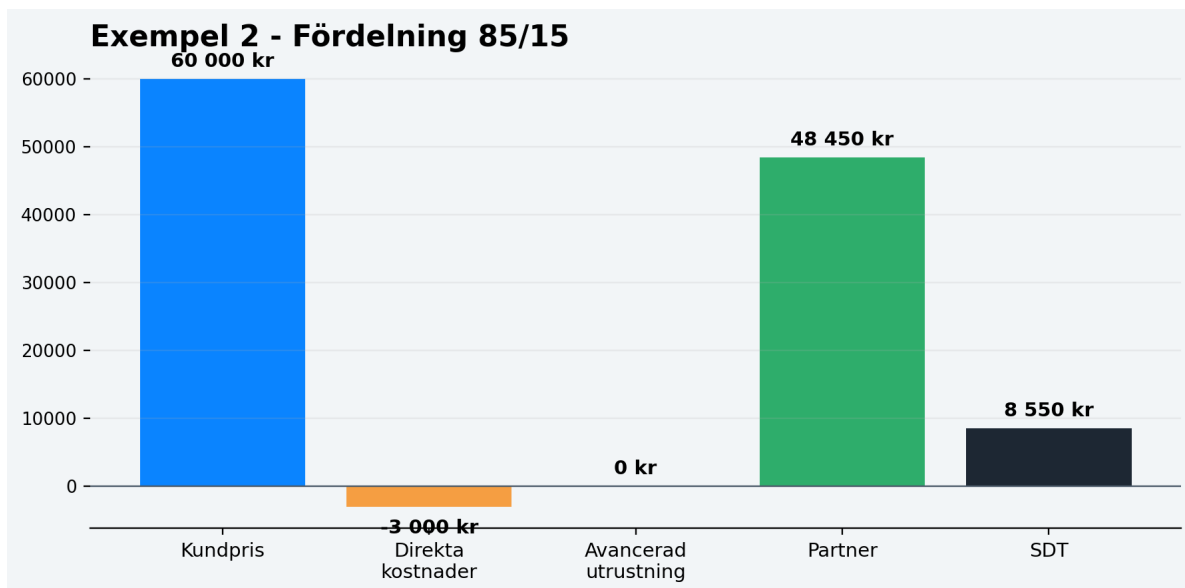
Financial examples - basic models

When the partner brings in the customer, the partner's share is higher, provided approved basic own equipment is used.

Example 2 - Partner brings the customer

Here the customer comes from the partner. Direct project costs are deducted before revenue is divided. Because the partner brought in the customer and uses approved basic own equipment, the 85/15 model applies.

Item	Amount
Price to customer excl. VAT	SEK 60,000
Direct project costs	-SEK 3,000
Distributable base	SEK 57,000
Partner 85%	SEK 48,450
SDT 15%	SEK 8,550



Result

The partner invoices SDT SEK 48,450 excl. VAT. SDT's share is SEK 8,550.

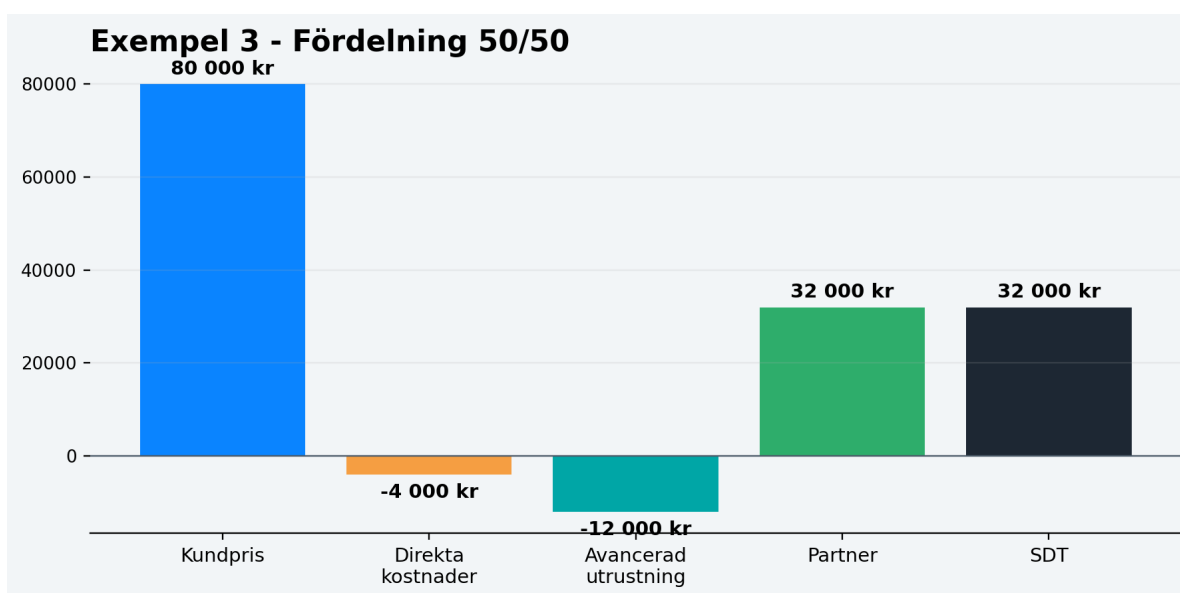
Financial examples - advanced equipment

For LiDAR assignments with Matrice 400, a technical usage cost is reserved before percentage distribution.

Example 3 - LiDAR with Matrice 400 from SDT

In this example, SDT provides the main equipment for an advanced LiDAR assignment. Travel and logistics plus the technical usage cost for Matrice 400 and LiDAR are deducted before the 50/50 model is used.

Item	Amount
Price to customer excl. VAT	SEK 80,000
Travel and logistics	-SEK 4,000
Technical usage cost Matrice 400 + LiDAR	-SEK 12,000
Distributable base	SEK 64,000
Partner 50%	SEK 32,000
SDT 50%	SEK 32,000



Result

SEK 12,000 is reserved separately for the equipment. The partner and SDT then receive SEK 32,000 each.

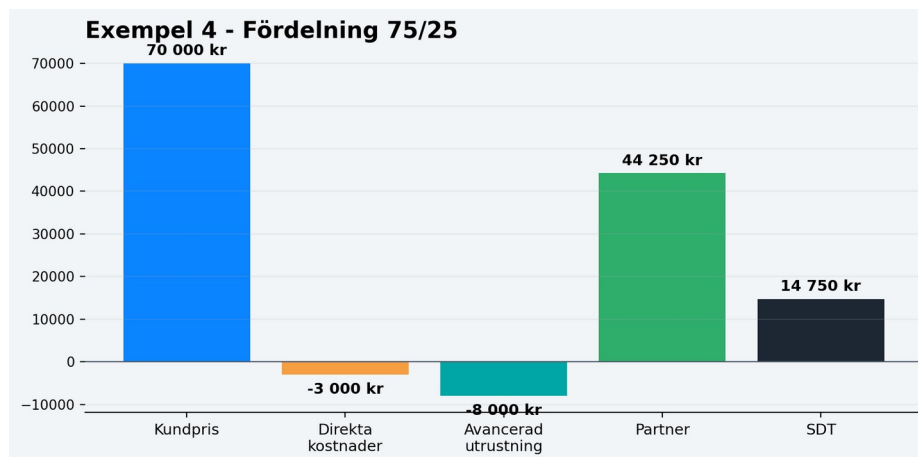
Financial examples - advanced equipment

The partner can use basic own equipment and add advanced equipment from SDT.

Example 4 - Advanced equipment from SDT as add-on

In this example, the customer comes from SDT. The partner uses approved basic own equipment but adds advanced equipment from SDT. The technical usage cost is therefore deducted before the 75/25 model is applied.

Item	Amount
Price to customer excl. VAT	SEK 70,000
Direct project costs	-SEK 3,000
Advanced equipment from SDT	-SEK 8,000
Distributable base	SEK 59,000
Partner 75%	SEK 44,250
SDT 25%	SEK 14,750



Result: The partner invoices SDT SEK 44,250 excl. VAT. SEK 8,000 has been reserved separately for SDT's equipment.

Travel and regional availability

Regional presence should reduce unnecessary transport and make costs clearer for both customer and partner.

When the assignment is within the partner's normal geographic area, travel can be included in the customer quote, charged separately or treated as a direct project cost deducted before percentage distribution. The setup is defined in connection with the assignment.

WITHIN NORMAL REGION Travel can be included in the customer quote or treated as a direct project cost before revenue is divided.	VOLUNTARY ASSIGNMENT OUTSIDE REGION If the partner voluntarily takes an assignment far outside the region, the partner is normally responsible for extra travel, hotel, meals and travel time.
WRITTEN EXCEPTION Exceptions can be made when SDT and the partner have agreed in writing before the assignment is accepted.	PROJECT-SPECIFIC PLANNING Logistics, equipment, delivery time and any fees must be assessed before the quotation is issued.

Example

A partner in Gothenburg may voluntarily take an assignment in Västerås. Unless otherwise agreed in writing, the partner is normally responsible for the extra costs.

Equipment, purchases and regional rental

The partner can purchase equipment packages through SDT and voluntarily offer own equipment for rental.



Equipment is not automatically included in the start fee. After separate agreement, the partner can purchase an equipment package through SDT. The package is adapted to the services the partner wants to offer, such as inspection, thermography, photogrammetry, surveying, RTK, LiDAR or drone cleaning.

The partner may also voluntarily offer own equipment for rental through SDT's official website. The website can show equipment, region, availability, local pickup and shipping options. This can give the partner an additional revenue opportunity while the network gains better local access to equipment.

GOTHENBURG PARTNER A partner in Gothenburg owns an Enterprise 3T.	LOCAL RENTAL A customer in western Sweden can collect the equipment locally or have it shipped from the partner.
FASTER DELIVERY SDT does not need to ship an aircraft from Stockholm.	EXTRA REVENUE The partner gets additional revenue opportunities through equipment rental.

Separate agreement required

The rental agreement must regulate price, commission, revenue distribution, insurance, deposit, damage, deductible, loss, transport, delivery, return, condition check, competence requirements and geographic limitations.

What we expect - and what SDT offers

A functioning partner program requires clear requirements, clear routines and mutual professional responsibility.

THE PARTNER MUST

- Act professionally and follow laws, regulations and SDT's operational routines.
- Keep authorizations updated and use the right equipment.
- Protect customer information and follow confidentiality.
- Deliver the right quality and use HiDrive according to SDT's instructions.
- Not promise services the partner cannot perform.
- Respect SDT's customer relationships, prices and terms.
- Provide correct information about own competence and equipment.

SDT OFFERS

- A professional brand, website, SEO and marketing.
- Customer requests, quotations and invoicing to the end customer.
- Training, routines, support, operational coordination and documentation.
- Permit handling for assignments under SDT's operator organization.
- Insurance structure according to current terms and checks before assignments.
- HiDrive for consistent digital project delivery.
- Opportunity to use, buy and rent out equipment according to terms.
- A regional network and a scalable business model.

This is not guaranteed

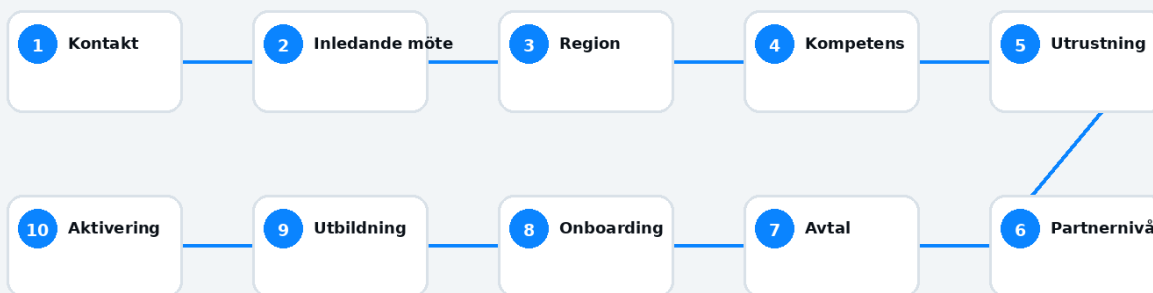
SDT does not guarantee a certain number of assignments, a certain turnover, a certain income, automatic approval in training, that every assignment can be carried out, or that all types of equipment and operations are covered by insurance without control.

Next steps

The next step is a structured dialogue about region, competence, equipment and suitable partner level.

SÅ GÅR DU VIDARE

En strukturerad process från första kontakt till regional aktivering.



At an introductory meeting, SDT and the candidate review region, relevant municipalities, travel possibilities, availability, certificates, experience, service areas and equipment. The most suitable partner level and any additional steps before regional activation are then assessed.

REGION Which area does the partner want to cover and how far can the partner travel?	COMPETENCE Which certificates, experiences and technical services are relevant?
EQUIPMENT Which drones, sensors and RTK solutions are available? Are supplementary packages needed?	AVAILABILITY Full time, part time, evenings, weekends, short notice and ability to travel.
COMPANY Is there a company registration number, F-tax, VAT registration and ability to invoice SDT?	DIGITAL DELIVERY Can the partner follow SDT's file structure and handle large technical files?

Book an introductory meeting with Stockholm Drone Teknik AB

Email: info@droneteknik.se | Phone: 08-362 336 | Website: www.droneteknik.se

Important information

This document is preliminary information and presentation material and does not constitute a binding agreement.

Before Stockholm Drone Teknik AB enters into an agreement with a partner, the model must be legally reviewed and adapted. The final agreement must regulate responsibility, operator structure, use of subcontractors, insurance, damage, deductible, VAT, invoicing, brand, training, equipment, rental, HiDrive, digital delivery, data protection, customer data, regional priority and terms after the end of the cooperation.

It must also be assessed whether the agreement structure should legally be formulated as a partner agreement, license agreement, franchise-like cooperation, franchise agreement, subcontractor agreement, data processing agreement when required, or a combination of several agreements.

NOT A BINDING AGREEMENT The document describes a preliminary model for discussion with potential partners.	NO GUARANTEED ASSIGNMENTS Access to the network does not guarantee number of assignments, turnover or income.
INSURANCE IS CHECKED Insurance coverage is assessed before each assignment based on current terms.	OPERATIONAL ASSESSMENT Category, permits, documentation and risk assessment are adapted to the actual assignment.



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