DAURALIS

Physical counter-UAS defence infrastructure for data centres and critical sites.

PRE-SEED | LIVERPOOL, UK | $800K RAISE

Athena Tzouveleki — Co-Founder & CEO | Anastasia Roka — Co-Founder & CTO

WHY NOW

The Window Is Open, And Won't Stay Open

Mar 1
AWS Strikes

Iranian drones hit two AWS data centres in UAE and one in Bahrain.

Mar 2
Ras Laffan

World's largest LNG facility struck. Force majeure declared.

Mar 8–9
Desalination

Bahrain desalination plant hit by Iranian drone.

Mar 13
Targeting List

IRGC publishes named list: Amazon, Microsoft, Google, Palantir, Nvidia, Oracle.

$500B+
New data centre construction in 2025

AI compute concentrating into fixed, high-value targets.

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Legal, deployable counter-UAS products for private CNI

Radar & RF jamming require spectrum licences.

Now
DSIT & NPSA redrafting CNI airspace security guidance

First vendor engaged at the regulatory layer defines the standard.

Insurers are pricing drone risk at 3% of asset value, a $500M facility faces $15M/yr in new premium exposure.

THE PROBLEM

Data Centres Are Sitting Ducks

$500

Cost of a commercial attack drone

Enough to destroy critical infrastructure worth hundreds of millions.

$9,000/min

Industry average downtime cost

A successful strike translates to millions in losses within hours.

$15M/yr

Insurance cost increase per $500M facility

New 3% drone risk premium applied at renewal.

Who owns the budget?

The Head of Facilities or VP Infrastructure, not the CISO. Insurance renewal lands on their P&L. They need a compliance artefact to present at next renewal. We sell to them.

Why existing solutions don't work

Radar and RF jamming require spectrum licences (illegal for private sites). Geofencing is bypassed by pre-programmed drones. Physical barriers are reactive. No active, legal, scalable standard exists in any jurisdiction.

THE SOLUTION

The DS-1: The Plug-and-Play Defence System

DS-1 Sensor Stack — 5 Integrated Layers

1. **Passive RF Detection**
   Controller signals to 400m. No spectrum licence. Legal today.
2. **Acoustic Detection**
   Motor signature classification at 200m.
3. **Computer Vision / Thermal**
   YOLOv8, sub-50ms edge inference. Low-light capable.
4. **Sensor Fusion AI**
   Cross-layer threat classification. ROS 2 coordination.
5. **Autonomous Interceptor UAV**
   Capture and neutralisation. Phase 2 pending CAA BVLOS authorisation.

48 hrs **Deployment**

No civil works, no ground break, no specialist contractors.

100% **Legal Today**

Passive sensors only, zero restricted spectrum. Private sites can deploy now.

Native **Integration**

BMS, CCTV, SOC alerting via standard API. No rip-and-replace.

CaaS **Compliance-as-a-Service**

GDPR/DPIA and insurance certification managed by DAURALIS.

ROI: $200k subscription vs $15M/yr insurance exposure, pays back in the first billing cycle.

TECHNICAL RISK

What We've Proven. What We're Building Toward.

Technology Readiness Level

1 2 3 4 5 **6** 7 8 9

Currently TRL 4–5. Phase 1 funding moves to TRL 6.

✓ Proven at Component Level

- YOLOv8 visual classification, sub-50ms edge inference
- Acoustic motor signature detection, validated vs. DJI/Autel
- ROS 2 coordination, mature, widely deployed
- Passive sensor stack, zero restricted spectrum

⬡ To Be Proven in Phase 1

- Multi-drone swarm classification under simultaneous threats
- Environmental hardening under UK outdoor conditions
- BMS/CCTV legacy protocol integration
- False positive rate <0.1% over 30-day bench test

Adversarial Robustness

Our passive stack cannot be jammed. A pre-programmed RF-silent drone still has a motor, a heat signature, and a visual profile. The attack vector that defeats every RF-dependent system is our strongest detection case.

ITAR / Export Control

Phase 1 passive detection (acoustic, optical, thermal) sits outside the most complex ITAR/EAR exposure, COTS components, UK-only deployment. ECJU classification review is budgeted in pre-seed ahead of any international customer discussions.

Interceptor Pathway

Phase 1 revenue does not depend on the interceptor. Detect-classify-alert is a fully commercial product. Interceptor layer follows in Phase 2, timed to DSIT regulatory guidance, not a Phase 1 blocker.

TRACTION

What We've Built. Who We've Engaged.

Pre-prototype stage, this raise funds the build. Our traction is regulatory depth, investor-grade materials, and pipeline.

Regulatory

- Full DS-1 UK Regulatory Compliance Report produced, CAA, Ofcom, Home Office, ECJU pathways mapped
- Passive detection layer confirmed deployable today with zero additional approvals
- DASA portal reopening July 2026, application prepared
- CAA BVLOS authorisation pathway scoped (£5–15k, 3–9 months)

Investor Materials

- Full investor deck, one-pager, and regulatory due diligence report
- Financial model with TAM/SAM/SOM, unit economics, and LTV:CAC stress-tested
- LCR funds engagement underway, primary Liverpool-based institutional contact
- Angel outreach pipeline initiated: MD One Ventures, Project A, defence-exit angels

Go-to-Market

- Threat assessment product designed, no-commitment entry point for first operator conversations
- Insurance broker co-stakeholder model structured as co-selling motion
- Target LOI outreach list: 3+ UK co-location operators identified
- MOD Dragon's Den pitch event targeted for Q3 2026

Next milestone: Working detect-classify-alert prototype + first signed LOI → unlocks seed raise narrative

BUSINESS MODEL

High-Margin "Resilience-as-a-Service"

$200k

ARR per site deployment

Hardware payback within 3 months of installation.

2 Sites

Required for breakeven

Unit economics are extremely tight at early scale.

3 Months

Payback recoup period

For installation and hardware costs at $200k ARR.

We own the assets. They buy the uptime.

DAURALIS retains ownership of all sensors and interceptors. We sell 'Insurance Compliance + Kinetic Protection' as a managed subscription, not a camera.

Hardware funded without equity dilution.

Phase 1 uses COTS components only. Phase 3 production hardware funded via equipment financing and lease-back. Innovate UK + DASA (July 2026) targeted for non-dilutive Phase 3 capex.

Contract vehicle path: private → CNI → government.

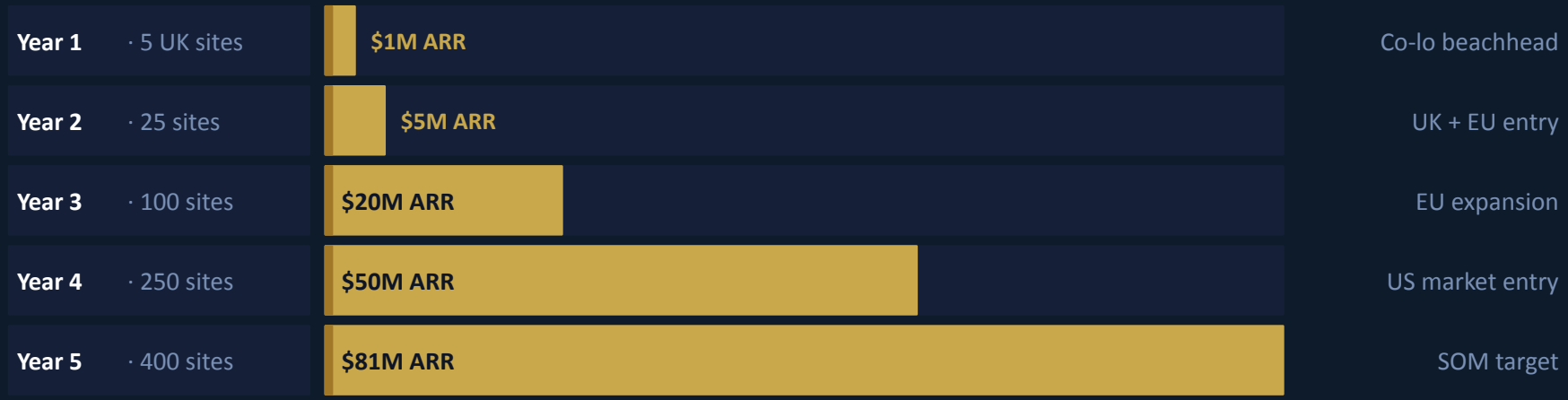
Entry via direct commercial subscription to facilities heads. Expansion to UK CNI operators. Government / MOD clients via existing defence procurement frameworks, each stage unlocks the next.

Export control handled from day one.

20% of pre-seed covers ITAR/EAR assessment, CAA Article 16 exemption for interceptors, and GDPR/DPIA framework. Total compliance cost: $20–52k over 24 months.

MARKET SIZE

Bottom-Up: $81M Beachhead on a $7.2B Ceiling



$81M

Serviceable Obtainable Market. ~1.4% of 5,800 addressable sites globally at $200k ARR. Conservative entry target.

$200k

ARR per site deployment. Full hardware payback within 3 months of installation.

$7.2B

Serviceable Addressable Market, global data centre physical security by 2033. Our ceiling before expanding to broader CNI.

$81M SOM at ~1.4% market penetration is the five-year commercial target. The $7.2B SAM is the data centre security ceiling. Broader CNI (energy, water, transport) is the long-term expansion, not required for the return case.

GO TO MARKET

Beachhead First. Compliance Standard Second. Hyperscale Third.

STEP 1

Threat Assessment

- No commitment required from operator
- Site-specific airspace vulnerability report
- Creates urgency + reference document
- Beachhead: UK co-lo operators first
- Budget owner: Head of Facilities

STEP 2

Letter of Intent

- Non-binding, unlocks pilot scoping
- Investor-facing validation artefact
- Insurance broker introduced as co-stakeholder
- Target: signed LOI by end of Phase 1
- Signals procurement intent to seed investors

STEP 3

Deployment Contract

- HaaS subscription: $200k ARR per site
- DAURALIS retains hardware ownership
- Managed compliance included
- Expansion: UK co-lo → UK CNI → EU → US (month 24+)
- Each deployment generates proprietary training data

Physical security primes (Bosch, G4S) sell guards and CCTV, no aerial threat classification, no compliance layer. Building it takes 3-5 years and cannibalises their model.

COMPETITIVE LANDSCAPE

Why Incumbents Cannot Simply Pivot Here

Feature	DroneShield / Dedrone / Fortem	Bosch / G4S / Physical Security	DAURALIS DS-1
Detection Method	Radar & RF Scanning	CCTV + Physical Barriers	**Acoustic + Optical + Thermal (passive)**
Legal for Private Sites Today?	NO, spectrum licences required	Partial, no aerial threat layer	**YES, 100% legal, zero restricted spectrum**
Data Centre Specific?	Military / airport context	Not designed for aerial threats	**Purpose-built for AI campus**
Compliance-as-a-Service?	Manual burden on client	None	**Managed GDPR/DPIA + insurance cert.**
Deployment Speed?	Weeks to months + civil works	Weeks + specialist contractors	**48 hours, no ground break**
Can They Pivot Here?	Different cost structure, military sales motion	3-5 years + cannibalises existing model	**✓ DAURALIS**

The moat compounds with every deployment, each site generates real operational training data. Late entrants train on synthetics. Detection accuracy gap widens with scale.

THE FOUNDERS

Two Founders. One Mission.

Athena Tzouveleki

Co-Founder & CEO

- BEng Robotics & Mechatronics, University of Liverpool
- MSc Renewable Energy Engineering, University of Aberdeen
- Applied autonomous systems: ROS-based robotics, multi-sensor fusion architectures
- Operational experience building and running a hardware-adjacent technology business
- Leads technical architecture and product strategy

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Anastasia Roka

Co-Founder & CTO

- BEng Architectural Engineering, University of Liverpool
- MSc Offshore Engineering, University of Aberdeen
- Systems design across multi-disciplinary physical infrastructure projects
- Operational experience building and running a hardware-adjacent technology business
- Leads physical systems design and site integration

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On team gaps (we're being honest):

No defence acquisition or hardware manufacturing background at scale. Advisory board search underway: targeting one defence procurement veteran and one contract manufacturing operator. Pre-seed funds the prototype, seed funds the team to scale it.

Known each other since secondary school · Same university (UG + PG) · Working together for over a decade

THE ASK

Pre-Seed · $800k · 18 Months to Seed-Ready

Deal Terms

Instrument	SAFE Note (uncapped, MFN), Delaware C-Corp (planned)
Min. Cheque	$10,000
Target Close	Q3 2026
Runway	18 months
Next Raise	$3-4M Seed at month 18

Use of Funds — $800k

- **45% Hardware & Prototype**
  COTS components only, no custom tooling
- **25% Engineering & Talent**
  Embedded systems and ML engineering hires
- **20% Testing, Certification & Compliance**
  ITAR/EAR, CAA Article 16, GDPR/DPIA framework
- **10% Operations & Pilot Outreach**
  LOI conversion, site threat assessments

Phase 1 · Months 1–8

Prototype

Detect-classify-alert system bench-tested vs. threat profiles + LOI outreach to 3+ operators

Phase 2 · Months 6–12

Pilot LOI

Signed LOI with data centre operator · insurance broker co-stakeholder formalised

Phase 3 · Month 18

Seed Ready

$3-4M Seed raise · Innovate UK, DASA + NATO Innovation Fund in progress

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