

To all members of the press  
Press Release



AIRMOBILITY

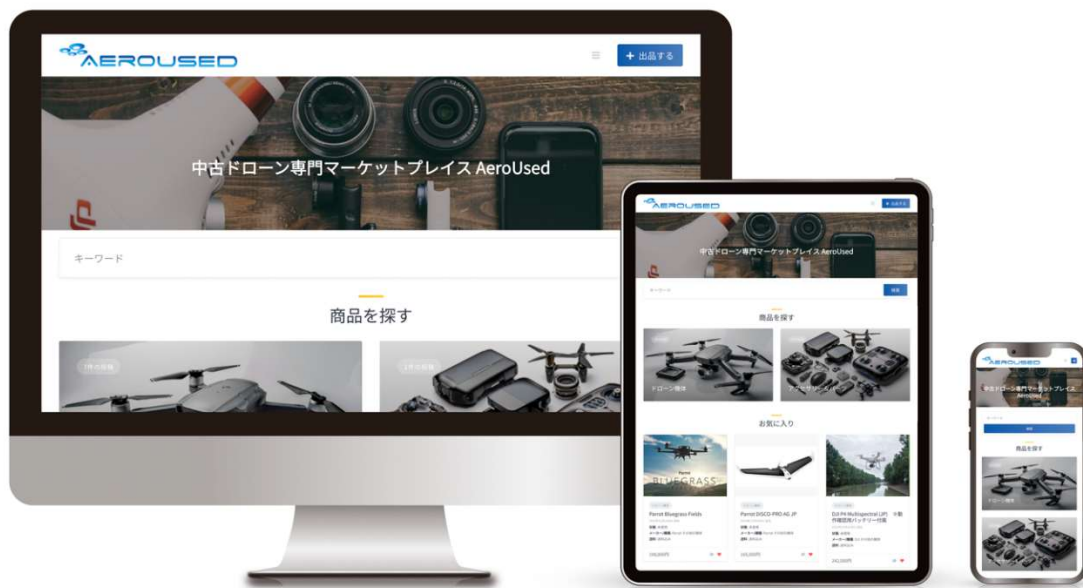
January, 29th, 2025

AirMobility Inc.

## “AeroUsed”, a marketplace only for used drones, opens.

Provides a place to trade used drones

The drone market has been expanding rapidly over the past few years, and according to the Ministry of Land, Infrastructure, Transport and Tourism, approximately 50,000 new drones were registered last fiscal year, with the cumulative number of registered drones increasing accordingly. As the market expands in this way, the need to buy and sell used drones will grow accordingly. AirMobility Inc. (Minato-ku, Tokyo, Japan. President & CEO: Hisashi Asai) responded to this trend by opening “AeroUsed (<https://aeroused.jp/>)”, a marketplace dedicated to buying and selling used drones, on January 29th.



### 【Background of Launch “AeroUsed”】

In May 2023, we launched “AeroBuy”, an e-commerce site dedicated to new drones from Japan and overseas. Since then, the number of people in Japan who have obtained national certification in drone operation has increased, and the number of drone pilots, who used to be highly specialized, has expanded considerably. We believe that in order for the drone market to expand further in the future, a used drone marketplace will be needed where consumers can easily acquire drones.

At present, there is no marketplace dedicated to used drones (according to our research),

and we hope that “AeroUsed” will be effectively utilized as Japan's first (\*1) marketplace dedicated to used drones.

The used drone market is expected to exceed 50,000 units by 2027, according to our estimate. Through “AeroUsed”, we aim to handle 5% of the used drone market (2,500 units/year).

(\*1) According to our own research, as of January 2025, as a marketplace exclusively for used drones.

### **【Service overview “AeroUsed”】**

- Website URL: <https://aeroused.jp/>
- Main function: Listing, Search, Purchase, Settlement, Evaluation etc.
- Object to be bought and sold: Drones, Drones accessories, Parts

### **【Features “AeroUsed”】**

“AeroUsed” is a marketplace where users can buy and sell drone and accessories directly to each other.

<Benefits for buyers>

- Listing from drone manufacturers, electronics retailers, etc. who have older model inventories can also be a great way to purchase new and used products and other bargains.
- Reduce the risk of goods not being delivered despite payment by introducing a dedicated bank account.
- You can also view reviews of the seller's reputation.
- Plans to implement an assessment function for used drone in the future.

<Benefits for seller>

- Access to only drone users to help close transactions efficiently.
- Support services for exhibitors such as data entry, etc. are also available.

### **【Company Overview】**

Company : AirMobility Inc.

Business content : Provides a platform for the safe and secure navigation of eVTOL and industrial drones. We have also established a platform to support the entry of foreign eVTOL and drones into the Japanese market. In addition, we have built and operates “AeroMall (<https://aeromall.jp/>)”, a matching site for overseas airframe manufacturers and Japanese parts manufacturers, and “AeroBuy (<https://aerobuy.jp/>)”, a sales site for industrial drones.

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