



elvone

THE MARKET MOVED BEFORE WE ASKED IT TO

We do not have a signed customer yet. Structured interviews and a first LOI are gate G1, targeted for week 4. What follows is everything about that market that is already true, independent of elvone, and checkable by anyone: the regulation, the money, the competitors already in the Kingdom, and the incidents that created the buyer.

WHAT THIS IS

Third-party, publicly sourced evidence that the regulatory requirement, the budget, and the competitive market for elvone's beachhead already exist today, in the Kingdom, independent of anything elvone claims about itself.

WHAT THIS ISN'T

Proof that any named customer has committed. No site listed here has signed anything. That conversion — interviews, then a signed LOI — is the explicit next step this document sets up, not a substitute for it.

THE REQUIREMENT IS ALREADY CODIFIED

Elvone doesn't need to convince Saudi regulators that drone defence at industrial sites matters. It already told them so, in writing, before elvone existed.

SEC-21 • PASSIVE DRONE DEFENCE

The industrial-security regulator's SEC-21 directive already sets passive-defence requirements against drones for fuel depots, energy holding systems, transformer yards and industrial complexes: elvone's exact beachhead, named by regulation, not by elvone's pitch.

[Secondary source, verify against primary SEC-21 text →](#)

THE REGULATOR WAS JUST ELEVATED

HCIS was renamed the Supreme Authority for Industrial Security (SAIS) in early 2025 and now sits under the Ministry of Interior: institutional priority on industrial and critical-infrastructure security is rising, not holding steady.

[my.gov.sa, agency 18194 →](#)

EVERY DRONE MUST NOW REPORT ITSELF

GACA's Part 107 V5 update makes Remote ID and geo-awareness mandatory nationwide from January 2026, with a geofence hard-stop around sensitive and critical infrastructure: the exact Remote ID signal elvone Cue already decodes for free, labelled training data.

[GACA Part 107 V5, via Terra Drone Arabia →](#)

ONE REGULATOR, EVERY SECTOR ELVONE TARGETS

HCIS/SAIS jurisdiction already spans petroleum, power, water, ports, telecom, mining, gas and chemicals: the same sectors on elvone's own sectors page, under a single statutory umbrella with a legal compliance deadline attached.

[HCIS/SAIS directive scope, public summary →](#)

THE MONEY ALREADY ARRIVED

None of these figures come from elvone's own model. They are independent trade-press and market-tracker estimates of a market elvone has not yet sold into.

\$6.64B → \$20.31B

Global counter-UAS market, 2025 to 2030, at a 25.1% CAGR.

[Drone Intelligence →](#)

~28.5%/yr

GCC counter-UAS procurement growth through 2030, outpacing the 25.1% global rate.

[Drone Intelligence →](#)

\$29B

Named counter-UAS contracts and commitments announced globally in Q1 2026 alone (Anduril \$20B, Poland \$4.2B, Ukraine \$2B).

[Unmanned Airspace →](#)

SAR 664M

GADD localisation programmes via SAMI naming anti-UAV surveillance, Nov 2024.

[my.gov.sa news 10089](#)

SO WHAT Trade trackers name Saudi Arabia and the UAE, repeatedly and independently, as the two largest C-UAS buyers in the Gulf and the most active in building indigenous capability. That characterisation exists with or without elvone in the room.

GLOBAL PRIMES ARE ALREADY HERE

Primes don't open production lines or research cooperations for markets that don't exist. None of the following offer a passive, RF-silent, on-prem fusion layer at elvone's price point: that gap is elvone's wedge, not a whitespace claim.

PAIRING	WHAT'S PUBLIC	SOURCE
SAMI × Rheinmetall	Short-range air defence and C-UAS cooperation, cited as a 2026 shift in Saudi defence-industrial priorities after repeated drone and missile exposure.	Tactical Report
Saudi ERAF × Lockheed Martin UK	A counter-UAS and force-protection production line built around unmanned turret systems, in-Kingdom.	Tactical Report
MARSS (NiDAR)	Riyadh office since 2021, 60+ sites region-wide; the closest thing to an incumbent in elvone's own competitive set.	investor-pack/06-competitive-landscape.md
APS × PSDSARC	Strategic counter-drone and radar research cooperation with the Prince Sultan Defense Studies & Research Center, announced March 2024.	Unmanned Airspace

NAMED, OPEN, HAPPENING NOW

These are programmes elvone can show up to, reference, or apply into directly, not hypothetical market tailwinds.

PROGRAMME	WHAT'S PUBLIC	SOURCE
Red Sands Hard Kill Challenge 2026	Open RFI from USARCENT and DEVCOM AC for Group 1–3 sUAS hard-kill technology, at Red Sands Integrated Experimentation Center 23.2, Shamal-2 Range, KSA. Elvone's fusion layer feeds the decision a hard-kill system acts on: adjacent, not a competing bid.	GovTribe
Red Sands live-fire, Sep 2025	20 counter-UAS systems tested in-Kingdom: the largest C-UAS live-fire exercise in the region to date.	investor-pack/13
NATO Innovation Challenge, Apr 2025	Fibre-optic FPV drone detection challenge at only 300–500m: the RF-silent gap elvone Sense is built for, publicly demonstrated as unsolved.	research/2026-09-04-sources.md
Masna Ventures Fund I, Feb 2026	US\$100M defence-manufacturing fund naming counter-drone as a focus area.	AGBI
GADD SAR 664M, Nov 2024	Localisation programmes via SAMI explicitly naming anti-UAV surveillance and SDR systems.	my.gov.sa news 10089

THE BUYER ALREADY HAS A REASON TO CALL

These are not threat-model hypotheticals. They are six-month-old, publicly reported incidents at the exact facility type and geography of elvone's beachhead.

RAS TANURA REFINERY • 2 MAR 2026

Drones intercepted, debris fire; propane and butane exports halted for weeks.
The same site type as elvone's Eastern Province beachhead, not an analogy for it.

[Wikipedia, "2026 Aramco refinery attack"](#)

EASTERN PROVINCE • 18 MAR 2026

Multiple drones intercepted targeting gas and energy facilities, two weeks after Ras Tanura: a pattern, not an isolated event.

[Army Recognition](#); [houseofsaud.com](#)

SO WHAT Every industrial security manager at every HCIS-regulated site in the Eastern Province read about one of these two incidents within the last six months. The cold-call is already warm.

THIS IS THE CASE FOR THE CALL. THE LOI IS THE CALL.

Every signal on the last five pages points at a specific door. None of them has been knocked on with a signature yet. That is gate G1, week 4: structured interviews, converting to a first signed LOI.

SIGNAL	WHO IT POINTS TO	WHAT A YES LOOKS LIKE
SEC-21 directive	HCIS/SAIS-approved consultants and the industrial security managers they report to	A structured interview, then an LOI
Red Sands Hard Kill Challenge	USARCENT / DEVCOM AC point of contact	A logged meeting; a co-positioning conversation
SAMI × Rheinmetall, ERAF × Lockheed	Teaming or integration conversation, not a competing bid	A warm introduction
Ras Tanura / Eastern Province incidents	Industrial security managers at comparable HCIS-regulated sites	A named pilot conversation, then an LOI

WHAT THIS BRIEF PROVES

The regulation, the budget, the competitors and the buyer's motive all exist today, independent of elvone, and are checkable by anyone in this room.

WHAT HAPPENS NEXT

Ten structured interviews and a first signed LOI, targeted for week 4 (gate G1). This document is the evidence that makes that call easy to start, not a substitute for making it.

EVERY CLAIM, LINKED

Public, third-party sources. Verify before quoting in a legal, regulatory or investment-grade document: several are vendor or trade-press summaries of primary regulatory text, not the primary text itself.

SEC-21 / HCIS passive defence: hitechfence.com

SAIS (formerly HCIS): my.gov.sa/agencies/18194, aesg.com

HCIS/SAIS sector scope: sgw-consulting.co.uk

GACA Part 107 V5, Remote ID mandate: terra-drone.com.sa

Global & GCC C-UAS market size, CAGR: droneintelligence.ai

Q1 2026 global C-UAS spending, \$29B: unmannedairspace.info

SAMI × Rheinmetall, ERAF × Lockheed Martin UK: tacticalreport.com

APS × PSDSARC cooperation: unmannedairspace.info

Red Sands Hard Kill Challenge 2026 RFI: govtribe.com, defence-blog.com

Ras Tanura, Eastern Province, GADD, Masna Fund, Red Sands live-fire, NATO Challenge: as previously cited in investor-pack/05-14 and research/2026-09-04-sources.md.