

"Ukraine's drone industry: a 10,000-foot view"

KI Insights Monthly Briefing, 24 July 2025

KI INSIGHTS

Your inside partner
in Ukraine



Mykolaj Suchý,
Research Analyst at KI
Insights

- One year in eastern Ukraine & Kyiv
- Ukrainian military-trained drone pilot
- Former Deloitte consultant to the US Department of Commerce & state health agencies
- Alumnus of Yale College (History & Global Affairs) and Harvard Ukrainian Research Institute scholar

Jakub Parusinski,
Director of KI Insights

- 15+ years of experience in Ukraine (since 2009)
- Co-founder and Director of The Kyiv Independent
- Ex-McKinsey consultant (London office), led EMEA Advanced Analytics hub
- Ex-CEO of Kyiv Post; Worked as a journalist covering Ukraine (FT, the Economist, Kyiv Post, Polish media)
- INSEAD MBA, Master's from CEU (Political Science), University of Gdansk (Economics)



Insider briefings

Deep-dive briefings on selected issues with live Q&A

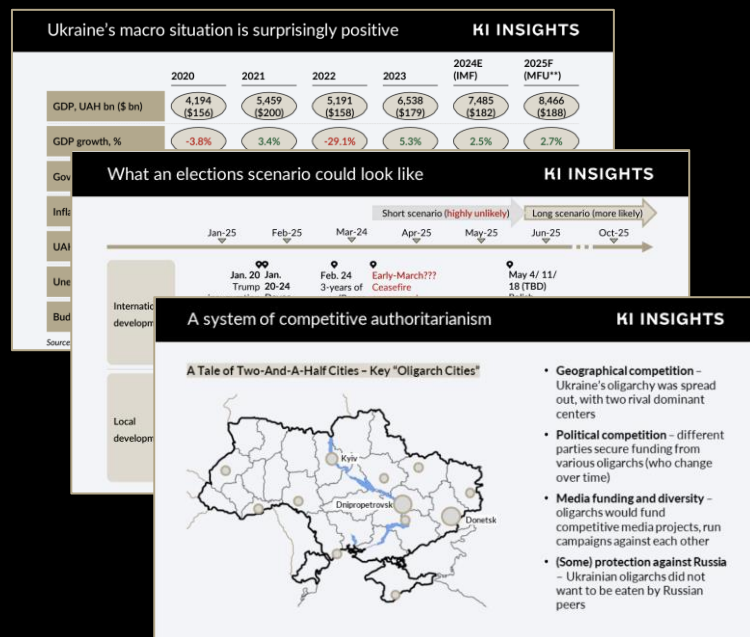
- Monthly, and once a quarter, in-person in Kyiv with networking
- Slides and recording will be made available to subscribers only
- **New!** Subscribers can also access the original datasets used in the presentations

Why Choose KI Insights Insider Briefings?

- Cutting-Edge Intelligence
- Actionable Takeaways
- Exclusive Access



Subscriber benefits: In-depth yet fast analysis



Due to information sensitivity, we vet potential subscribers before granting access.

Our research is designed to address the unique challenges of understanding and operating in Ukraine, offering actionable intelligence for strategic planning and risk mitigation.

What We Offer

- **Weekly Report:** Understand what's behind Ukraine's politics.
- **Access to Our Research Library:** Full access to thematic and special spot reports.
- **Tailor-Made Data Requests:** Submit your questions to our team and receive a 1-2 page brief with responses
- **New! A 30% discount** on bespoke research products.
- **Free product! The Week Ahead:** a compilation of what to expect from the coming week in Ukraine in your inbox every Sunday

Non-subscriber products: Bespoke research



Tailored Research

Provides an in-depth exploration of a specific question, customized to meet the unique needs of a single company or organization.

- Sectoral research, catalogues
- Stakeholder mapping



White-label Reports

Research published and branded under the client's name



Sponsored Reports

Research published under the KI Insights brand, backed by third-party sponsorship

- Thematic research
- Policy analysis



Due Dilligence

Actionable intelligence to mitigate risks

- Integrity Assessments
- Market Entry Support

New special products

Ukraine Onboarding

- ✓ Fast-track your team's understanding of local context and stakeholders
- ✓ Perfect for rotating teams and newcomers
- A library of concise 1–2 page explainers covering key institutions, political parties and figures, Key players in the business environment, policy processes, and regulations
- Tailored to your needs by offering a private Q&A or briefing on top

Defense tech catalog

- ✓ Co-produced with Tech Forces of Ukraine
- ✓ Was presented at the Ukraine Recovery Conference 2025 in Rome
- A comprehensive and usable Rolodex of Ukrainian producers and products, with a focus on drones
- Updates included

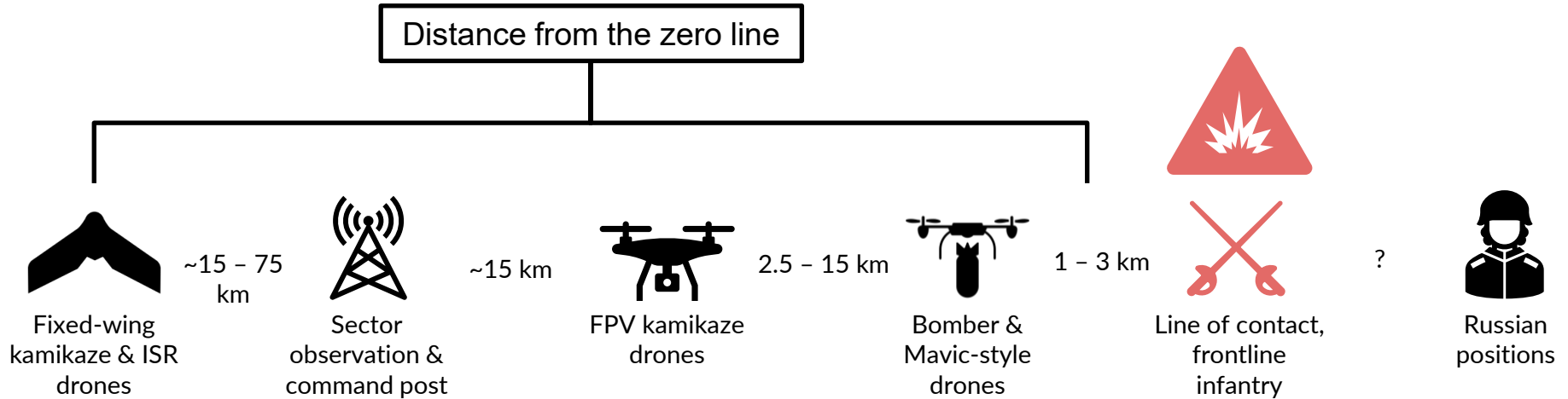
Introduction



Why drones?

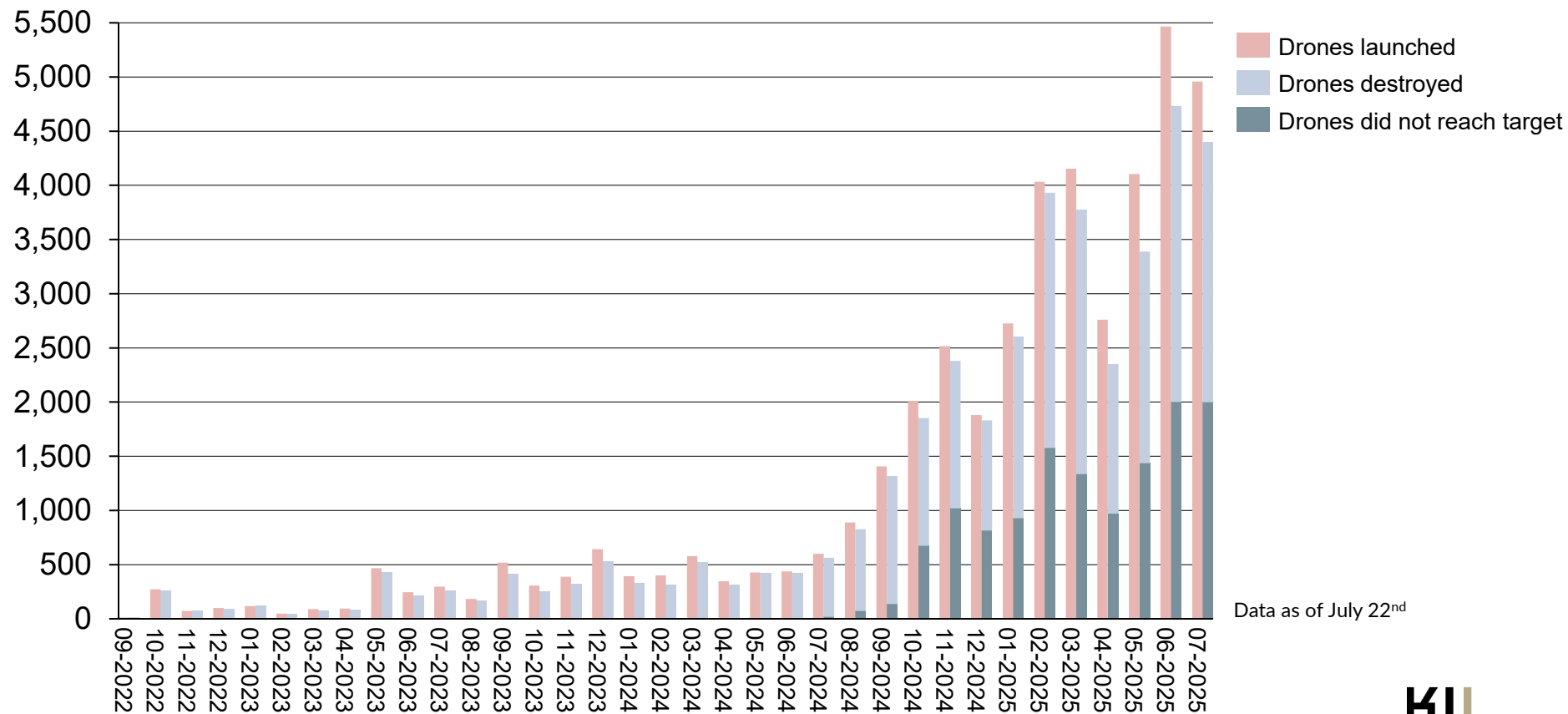
1. Cheap and effective
2. Accessible and easily modified
3. Rapid innovation





Long-range drone escalation

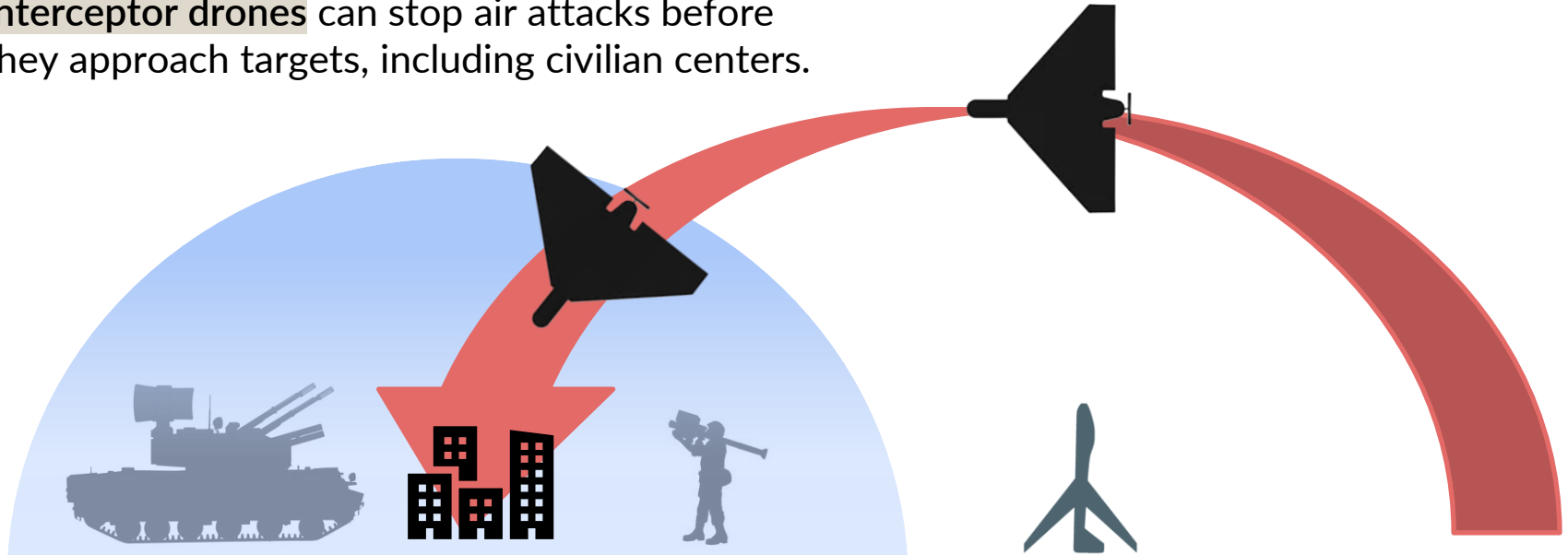
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Source: Massive Missile Attack

Traditional air defense must be within range of potential targets to protect them.

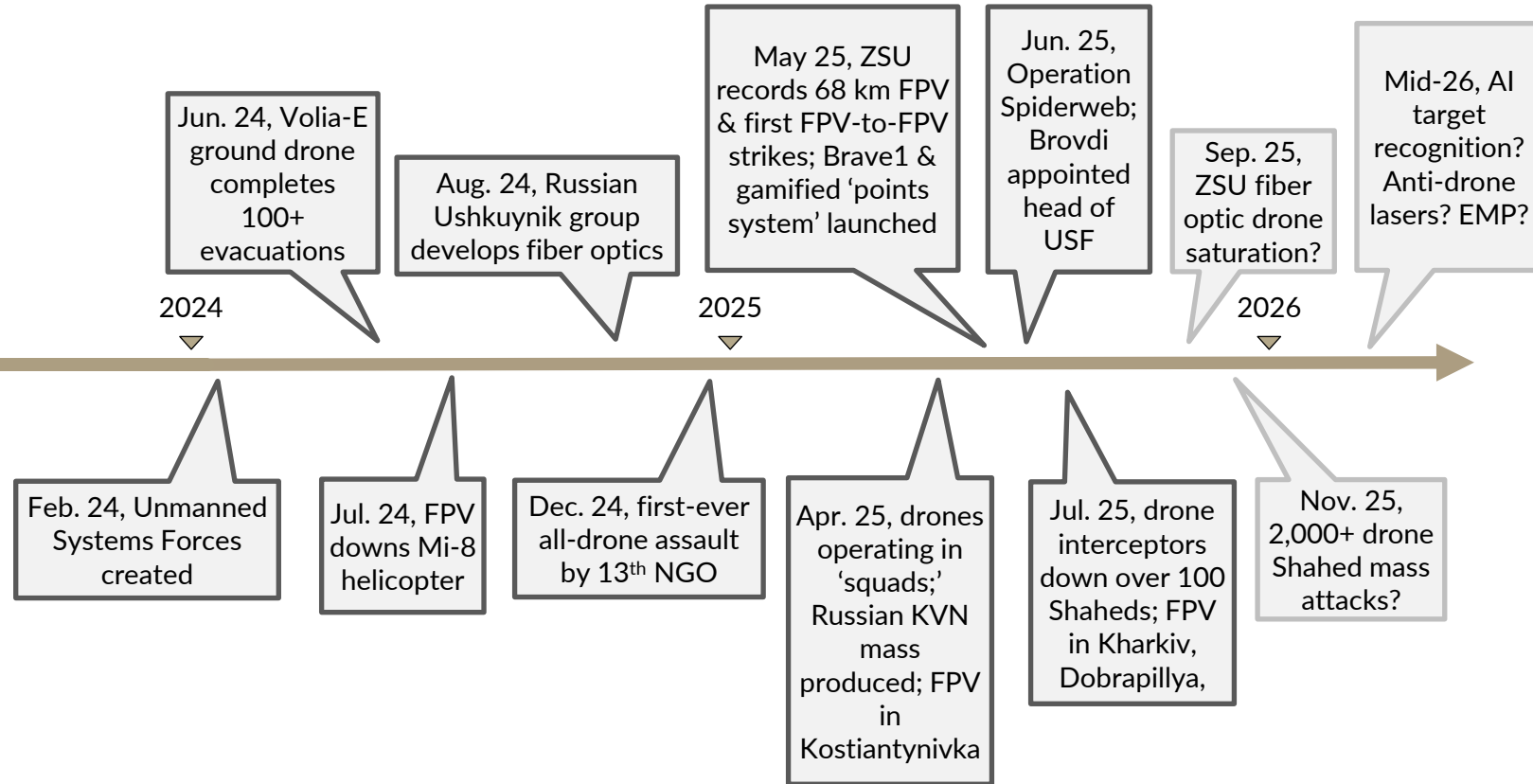
Interceptor drones can stop air attacks before they approach targets, including civilian centers.




Key developments in drone warfare in Ukraine

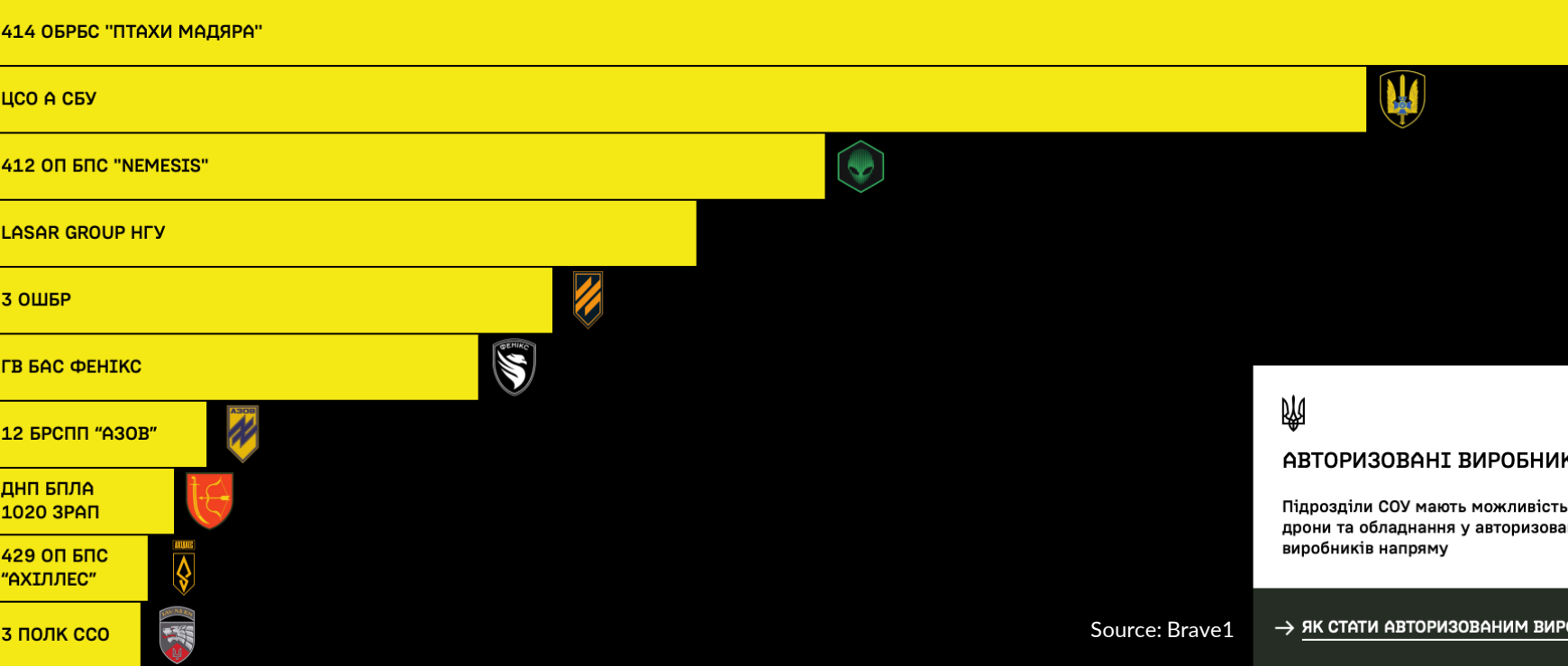
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- Bayraktar & Battle of Kyiv
- Mass Shahed attacks
- Crowdfunded "Army of Drones"
- FPV mass production
- EW integration
- Naval drones
- Drone deep strikes



НАЙКРАЩЕ ДЛЯ НАЙКРАЩИХ

ТОП-10 підрозділів за червень за кількістю
набраних бойових балів 



АВТОРИЗОВАНІ ВИРОБНИКИ

Підрозділи СОУ мають можливість купувати
дрони та обладнання у авторизованих
виробників напряму



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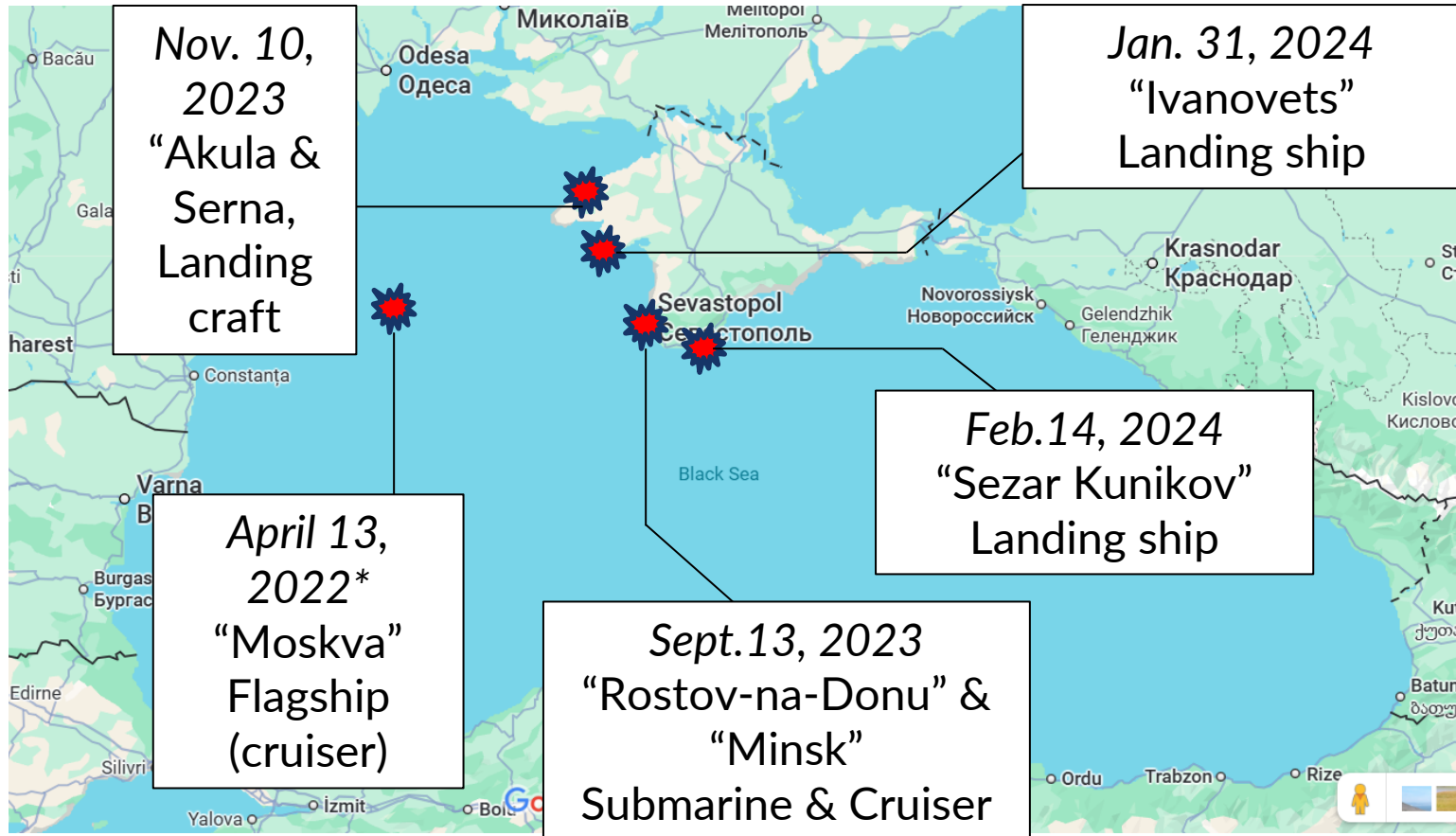
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Ukraine's naval drones dominate the Black Sea (USVs)

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*"Moskva" was destroyed by missiles not USVs

Source: HUR, SBU, AFU, Reuters

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USD

20,000

12,000

5,000

4,500

4,000

3,500

3,000

2,500

2,000

1,500

1,000

500

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USD

200,0

150,0

100,0

50,0

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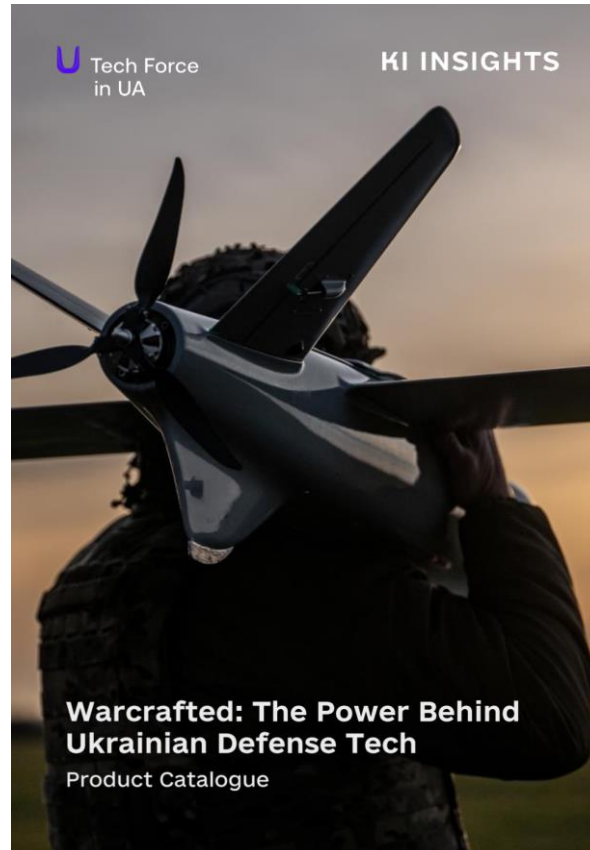
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Tech Force in UA x KI Insights

- First-ever catalogue of Ukrainian defense and military technology
- Includes 50+ Ukrainian firms and 250+ products
- Products are battle-tested, Ukrainian-made, and rapidly developing

Preview [here](#)



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Thank you!

Get in touch

insights.kyivindependent.com

insights@kyivindependent.com, +380633538408

