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**From:** [REDACTED] <[REDACTED]>  
**Sent:** Thursday, July 3, 2014 8:22 PM  
**To:** jeffrey E.  
**Subject:** Drone q

Three growth economies in Africa (including the largest) want to work w Mara=to bring drones in some sort of exclusive deal.

It's complicated and slightly different in each place and I get the technica=, localization and of course "spy and defense" issues. Each government is w=lling to/hopes to proceed eyes wide open but push drones for all sorts of l=st mile delivery challenges in addition to other needs and applications. I a=so know the best and top drone folks both hardware and software so that's a=so not really an issue other than finding right fit with one or more partne=.

Bigger question is about the air space. Do you think that low altitude airsp=ce (currently unregulated in Africa) is analogous to what spectrum was in t=e 1980s USA?

At some point it will need regulation. And for sure the orderly roll out of a=disruptive technology that follows a government "plan" might benefit everyo=e. Otherwise it feels like a very messy bit of space.

In almost a dozen countries I think we could push (and potentially as a resu=t even own or partly own) the air space or rights or something.

Three heads of state and their respective ministers of defense want to go ah=ad today but I worry that equipping markets with drones will be messy unles= there are some rules.

I also think that starting this in Africa will push innovation faster and fa=ther than anything in the developed world. Nigerians can reverse engineer a=d back anything for example.

So should I think about the airspace or just jump into the "here's the drone= you guys figure in out".

Do you understand what I am asking ?

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