



## MARKET REPORT

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# Saildrone at \$43M/year growing 231% YoY

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# Saildrone at \$43M/year growing 231% YoY

By Jan-Erik Asplund

**TL;DR:** The Pentagon is pouring billions into maritime autonomy, driving demand for companies like Saildrone (long-distance surveillance), Saronic (fast attack boats), and Anduril (heavyweight undersea strike vehicles). Sacra estimates Saildrone reached \$43M in revenue in 2024, up 231% YoY from \$13M in 2023, capturing both climate science budgets (NOAA, NASA) and defense contracts. For more, check out our full report and dataset on Saildrone.

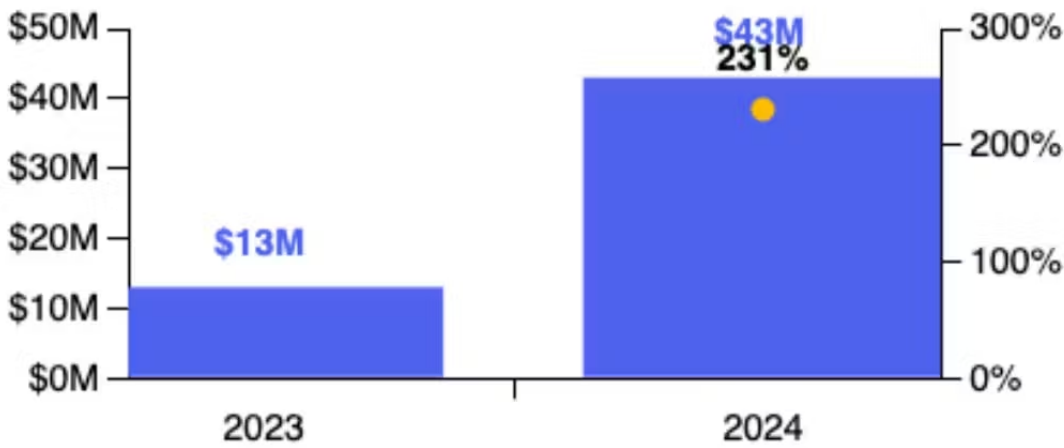


## Saildrone

Revenue & Revenue Growth Rate

**\$43.0M**

↑ 230.8% YoY



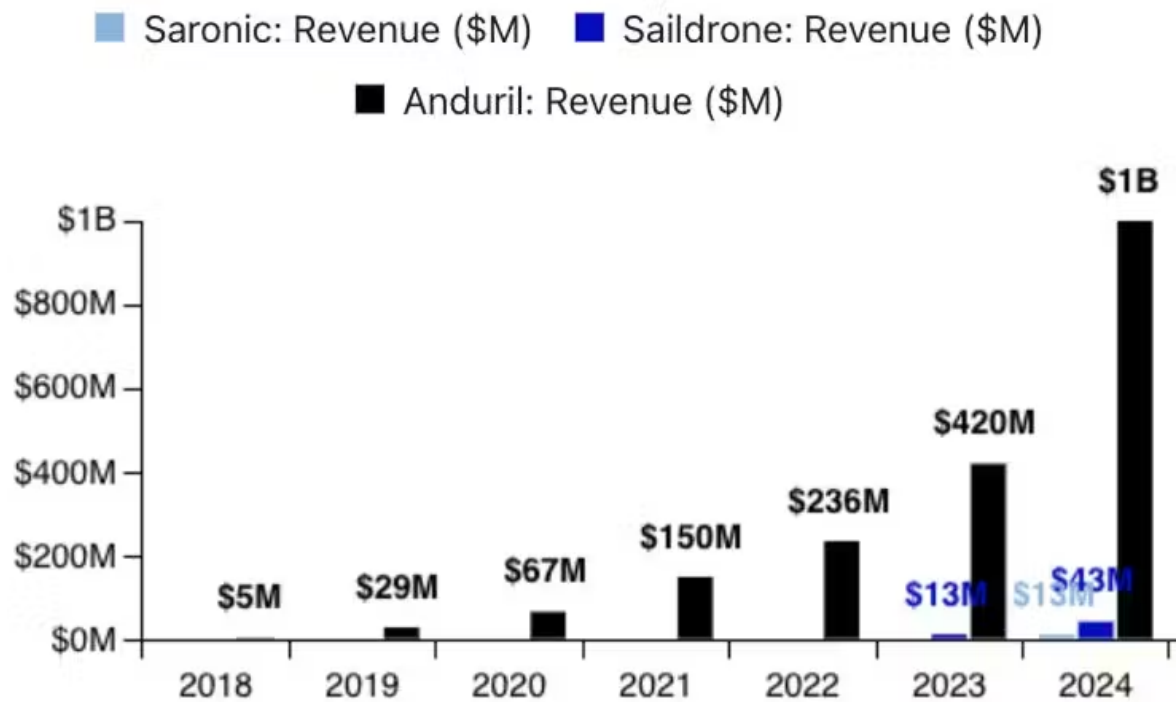
Source:  Sacra

Updated: Dec 30, 2024

■ Revenue (\$M)    ■ Growth



## SARONIC vs. SAILDRONE vs. ANDURIL Revenue



Key points via Sacra AI:

- **Saildrone (founded in 2012) is a dual-use ocean robotics company that builds long-range, unmanned, wind- and solar-powered drones that collect & transmit data on weather, ocean conditions, seafloor terrain, and surface vessel activity—commercializing its autonomous platform by operating its own fleet and selling fixed-price data and mission services across climate science, offshore energy, and naval surveillance.** While traditional oceanographic research vessels burn \$35,000/day in fuel and crew costs to collect data, Saildrone's wind-and-solar-powered vehicles sail for 365 days on <100W of power, charging science agencies ~\$2,500/day for data collection and increasingly, signing defense customers (US Navy 5th Fleet, Danish Armed Forces) on multi-year subscriptions for maritime domain awareness.
- **Riding an upsurge of demand from the US Navy for help monitoring Iranian activity in the Arabian Sea and patrolling for human traffickign & narcotics, Sacra estimates that Saildrone hit \$43M in revenue in 2024, up 231% YoY from \$13M in 2023, valued at \$600M for a 14x revenue multiple.** Compare to maritime autonomy competitor Saronic at \$12.5M revenue in 2024, valued at \$4B for a 320x revenue multiple, defense-tech leader Anduril at \$1B revenue in 2024 (up 138% YoY), valued at \$30.5B for a 30x multiple,



and aerial drone startup [Shield AI](#) at \$267M revenue in 2024 (up 64% YoY), valued at \$5.3B for a 19.8x revenue multiple.

- **The unmanned-maritime drone market is sorting into three mission-driven segments—ultra-endurance surveillance drones with 6 months sailing time ([Saildrone](#)), fast, hybrid attack-and-recon boats with ~4 week loiter time ([Saronic](#)), and heavyweight undersea strike vehicles ([Anduril's Dive-LD & Dive-XL](#)) that slot into the Navy's big-ticket submarine budget.** By selling first into research organizations like NOAA, USGS, and NASA, [Saildrone](#) financed its early R&D before selling the same, fixed-price system into the Navy—allowing [Saildrone](#) to leapfrog the 3-to-5 year procurement grind when commissioned to build direct for the military and giving it full degrees of freedom over product & pricing rather than being guided by Pentagon decisions & budgets.

For more, check out this other research from our platform:

- [Saildrone \(dataset\)](#)
- [Saronic \(dataset\)](#)
- [America First vs. American Dynamism](#)
- [Anduril \(dataset\)](#)
- [Anduril at \\$1B/yr](#)
- [SpaceX \(dataset\)](#)
- [Anduril, SpaceX, and the American dynamism GTM playbook](#)
- [The biggest mistake defense startups make](#)
- [Ross Fubini, Managing Partner at XYZ Capital, on the defense tech opportunity](#)
- [Shield AI \(dataset\)](#)
- [Scott Sanders, chief growth officer at RRAI, on the defense tech startup playbook](#)