



PRASENJIT

Managing Director | **GUHA**

*Architecting a UAV Revolution that's
Bridging Skies, Transforming Logistics, and
Connecting Communities with Intelligent
Innovation in South Asia*

The sky is no longer the exclusive domain of commercial airliners and military jets. A silent revolution is growing in regional aviation, driven by the transformative power of **unmanned aerial vehicles (UAVs)**. This isn't just about drones delivering packages to your doorstep; it's about unlocking remote terrains, bridging logistical gaps, and connecting those communities where traditional transport simply cannot reach. This burgeoning industry is also a crucible of intense competition, demanding innovation, unwavering resilience, and a deep understanding of complex regulatory and operational landscapes.

At the vanguard of this aerial revolution is **Gap Drone Pty Ltd**, a company redefining regional aviation with its high-performance UAV systems. What started as a proprietary concern rapidly evolved into an active private limited company, driven by an ambitious mission to enable middle-mile logistics in challenging terrains. The company's vision is taken forward by **Liesl Haris, CEO**, whose obsession with functional design and strategic foresight guides every technical advancement and commercial endeavor. Alongside her are **Benet Hare, COO/CTO**, ensuring robust technical development and operational excellence, and **Prasenjit Guha, MD South Asia**, whose deep market understanding is crucial for expanding Gap Drone's impactful reach across the region. Their collective leadership is connecting communities with intelligent, inclusive, and impactful infrastructure.

Gap Drone gets its mission by combining advanced propulsion, resilient airframes, and scalable deployment models. Their focus on overlooked problems in regional aviation has led to creating solutions that deliver both technical rigor and profound societal value. Innovation isn't just a department; it's how they operate, constantly

refining designs and embedding cutting-edge technologies. Their recent achievements, like reducing airframe weight by 20% for increased range and payload and designing a single global coordination point for operations, show their commitment to scalable, impactful solutions.

In the spotlight, we feature **Prasenjit Guha, MD, South Asia**, in an exclusive interview for our prestigious "**Iconic Business Leader Of The Year 2025**" edition. Learn from his invaluable insights and valuable lessons as an entrepreneur to excel and make it the best company. Stay tuned and know his tale of success.

Prime Insights: Can you introduce your company and its core mission and vision?

Gap Drone is redefining regional aviation with high-performance UAV systems designed for rugged, underserved terrains. Our mission is to enable middle-mile logistics where traditional transport falls short. By combining advanced propulsion, resilient airframes, and scalable deployment models, our vision is to connect communities with infrastructure that's intelligent, inclusive, and impactful.

Prime Insights: Could you provide a brief overview of your journey and current role?

My career began with an obsession for functional design and turned into a leadership role that spans valuation strategy,

prototype development, regulatory compliance, and branding. I oversee Gap Drone's strategic direction, making sure that every technical advancement is backed by commercial viability and operational relevance.

Prime Insights: What inspired you to pursue leadership, and how did you come to be recognized as an iconic figure in business?

Leadership emerged organically through a drive to challenge conventions, whether by reimagining UAV architectures or redefining market narratives. Recognition came as a result of persistence: tackling overlooked problems in regional aviation, then crafting solutions that deliver both technical rigor and societal value.

Prime Insights: As a leader balancing high expectations and personal life, how do you maintain equilibrium?

Balance is cultivated through disciplined prioritization. I build systems that help others, delegate effectively, and maintain resilience through structured decision-making. Leadership requires clarity, not constant availability.

Prime Insights: What pivotal challenges or defining moments distinguished your path from other leaders?

Two turning points stand out: navigating complex regulatory frameworks to validate breakthrough UAV designs and reshaping our pricing methodologies to reflect not just cost-efficiency but strategic value creation. These moments are our shift from prototype innovators to industry influencers.

Prime Insights: Which industries or markets do you primarily influence, and are there any standout partnerships or collaborations?

Gap Drone operates at the intersection of aerospace, logistics, and efficient propulsion. We collaborate with manufacturers, regional operators, and regulatory authorities to translate engineering ambition into commercial reliability. Our work directly influences logistics networks across globally remote locations.

Prime Insights: How do you ensure your organization stays ahead of emerging market trends and disruptions?

We anticipate disruption by integrating technical agility with financial foresight. Our teams continuously monitor emerging trends, from materials science to route optimization algorithms, and iterate rapidly. This blend of responsiveness and discipline puts us ahead of the curve.

Prime Insights: What role do innovation, research, and development play in your company's sustained growth?

Innovation drives our growth. Whether refining drooped ailerons or embedding fuel tanks into structural components, R&D isn't a department; it's how we operate. Every advancement is approved by extensive validation and regulatory alignment.

Prime Insights: How do you build a culture of high performance, motivation, and inclusion within your teams?

High performance starts with trust. We prioritize accountability, open dialogue, and mission clarity. Inclusion is shown in how we source ideas, foster curiosity, and allow many perspectives to shape critical decisions. It's an ecosystem, not an initiative.

Prime Insights: Who or what has been your greatest influence in shaping your leadership philosophy?

Remote communities with persistent logistical gaps have influenced my leadership philosophy. Their resilience reframes our purpose: innovation as a vehicle for inclusion and equity, not just technological progress.

Prime Insights: What do you believe is the role of iconic business leaders in shaping global entrepreneurship and economic transformation?

Global business leaders must catalyze transformation, not just within their companies, but across entire sectors. Iconic leadership demands responsibility, clarity, and a commitment to long-term impact over short-term acclaim.

Prime Insights: What guidance do you give to aspiring leaders navigating societal pressures or systemic obstacles?

Lead with principles and adaptability. Understand the systems you operate within, but don't be confined by them. Invest in competence, communicate decisively, and never lose sight of the broader purpose behind your work.

Prime Insights: What is your vision for the future of your company, and can you share any upcoming strategic initiatives?

We are advancing the Atlas-C UAV platform, expanding propulsion technologies, and architecting regional logistics routes that show real-world demand. Our future initiatives focus on operational resilience, modular design, and scalable deployment across emerging markets.

Prime Insights: Which milestones or achievements in the past year exemplify your leadership excellence?

Over the past year, Gap Drone achieved transformative technical and operational gains. Through composite refinement and structural optimization, we reduced overall airframe weight by 20%, resulting in a 30% increase in mission range and a 23% boost in payload capacity. These enhancements directly strengthen our utility across middle-mile routes and expand deployment scenarios. Concurrently, our operations architecture was redesigned to allow launch, tracking, and compliance control from a single global coordination point where regulatory environments permit, marking a big leap toward scalable international deployment and streamlined logistics management.

Prime Insights: In what ways does your organization contribute to social responsibility, sustainability, or community impact?

Gap Drone supports sustainable development by providing logistics solutions to communities with limited infrastructure. Our designs focus on environmental efficiency, and our operations reflect a respect for both ecological and economic integrity.

Prime Insights: Finally, what lasting message would you like to tell our readers about leadership, legacy, and inspiring action?

Leadership is an act of stewardship. It's about designing systems, cultures, and technologies that build progress beyond the individual. Legacy is not what you leave behind, it's what others are empowered to build because of what you created. Design with purpose, lead with humility, and let your work enable lasting transformation.