



# Annual General Meeting

CEO Presentation

24 June 2021

# Key Achievements in CY20

Bringing Drone Technology & Services into a single offering



## **SUCCESSFUL MERGER BETWEEN PARAZERO AND DELTA DRONE SOUTH AFRICA AND RELISTING ON THE ASX**

Delta Drone International is capable of operating in both urban and rural environments, providing drone data services to a broad range of industrial and commercial markets



## **RAISED A\$5 MILLION FOLLOWING STRONG SUPPORT FROM DOMESTIC AND INTERNATIONAL INVESTORS**

The business is well capitalised, with a strong balance sheet



## **COMPLETED ISRAELI-FIRST TEST DELIVERIES**

DLT in collaboration with its partners, completed two drone deliveries in Israel that had never previously been achieved:

1. Israel's first certified Beyond Visual Line of Site (BVLOS) drone delivery and;
2. Israel's first medical drone delivery (COVID19 testing kits)



## **MARKET-FIRST DRONE SAFETY TECHNOLOGIES CREATED AND RELEASED**

Next-generation Flight Termination System (FTS), which provides an even more robust level of safety and reliability, and new Desktop Application with fleet management capabilities and enhanced flight debriefing tools, are released to the market.



## **TWO NEW OEM INTEGRATION PROJECTS COMPLETED**

DLT completed two OEM projects with the popular Pixhawk 4 and 2.1 autopilots running both Ardupilot and PX4. Both companies commissioned DLT to integrate its advanced support technology to their software systems to strengthen their product offering. This opens many new integration opportunities with other Pixhawk-based OEMs, for both VTOL and multirotor configurations.



# Achievements have continued into 2021

Strengthening our position as a Global Drone Services company

## OUR AUSTRALIAN EXPANSION

### Key Hires & Target Branch Locations being established

- CEO relocation to Adelaide (Agriculture)
- Operations in Perth (Iron Ore) & Newcastle (Coal Mines)

### EVLOS/ BVLOS Trials with Civil Aviation Safety Authority (CASA)

- Extending our flight operations beyond 1km from the pilot
- Bringing experience and proven systems over from ICAO-recognised states

## KEY ENTERPRISE CONTRACT WINS

### Signed contracts with multinational conglomerates

- 5-year contract renewal with global mining and metals company South 32 (now Seriti Power)
- Doosan Mobility Innovation OEM Integration
- Expanded Agri-tech operations into Zambia with Syngenta Project

### Founded Africa's first RPL drone pilot course in partnership with University of Pretoria

### Expanded service offering into aerial security surveillance

### Autonomous Medical Delivery Pilot underway

### Provided a tailored drone solution for an audit project for a global accounting firm

## NEW BOARD APPOINTMENTS

Delta Drone Group representatives appointed as Non-Executive Directors

**Mr Christian Viguie**

**Mr Nicolas Clerc**

## GROWING REVENUE & PROFITABILITY



# We enable Autonomous Operations for Enterprise

Combining **our Drone-as-a-Service model** and **proprietary Safety Technology**  
Lowering the barriers to **Urban & High-Risk Operating Environments** for Drones



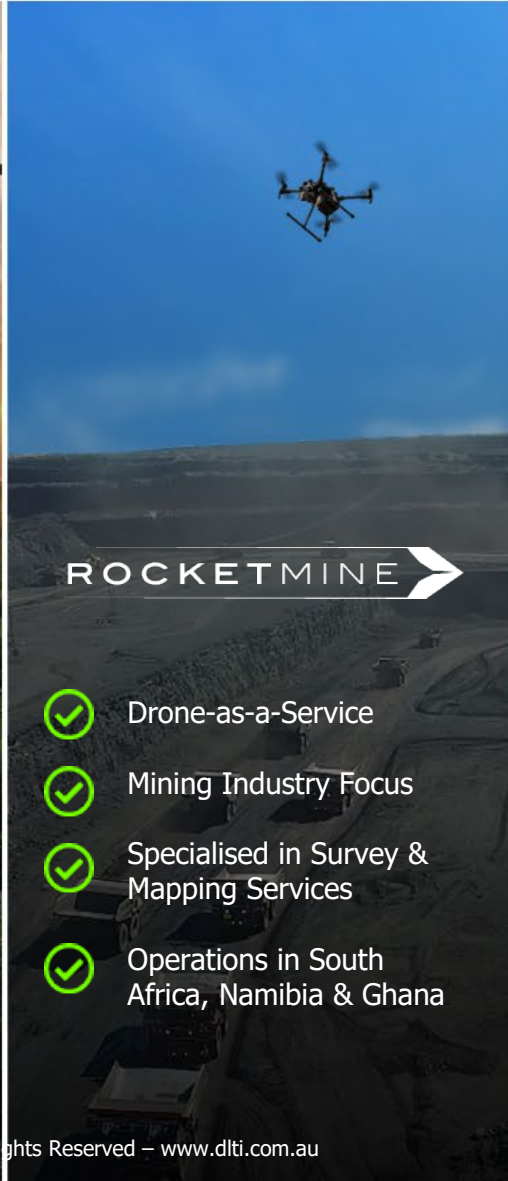
# Corporate Structure and Brands

The first Globally-listed "Drones-as-a-Service" company



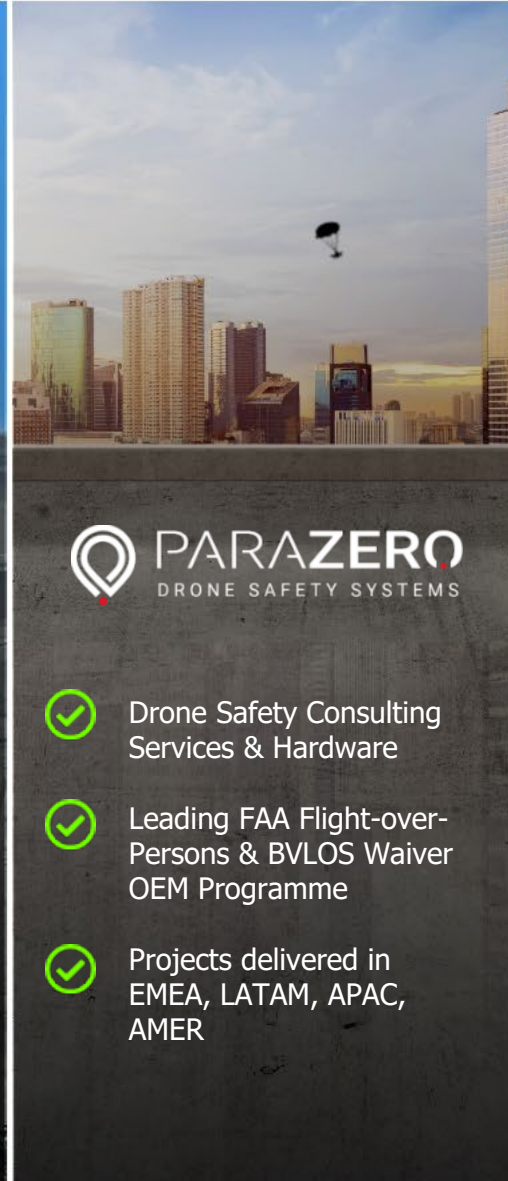
*Rocket Farm*

- ✓ Drone-as-a-Service
- ✓ Precision Agriculture & AI Focus
- ✓ Projects in South Africa



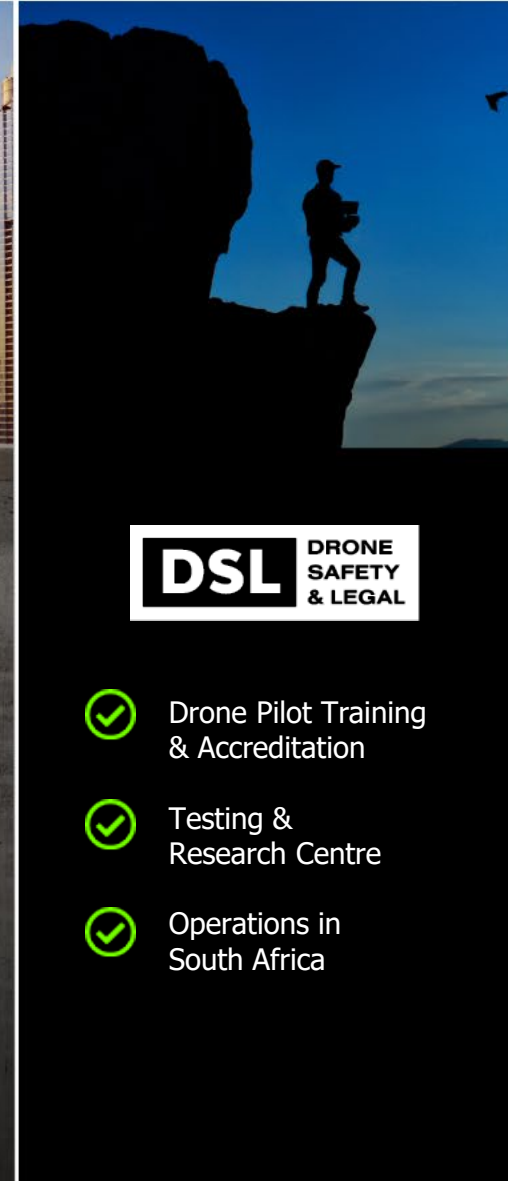
ROCKETMINE

- ✓ Drone-as-a-Service
- ✓ Mining Industry Focus
- ✓ Specialised in Survey & Mapping Services
- ✓ Operations in South Africa, Namibia & Ghana



PARAZERO  
DRONE SAFETY SYSTEMS

- ✓ Drone Safety Consulting Services & Hardware
- ✓ Leading FAA Flight-over-Persons & BVLOS Waiver OEM Programme
- ✓ Projects delivered in EMEA, LATAM, APAC, AMER



DSL  
DRONE SAFETY & LEGAL

- ✓ Drone Pilot Training & Accreditation
- ✓ Testing & Research Centre
- ✓ Operations in South Africa



POTENTIAL  
NEW VERTICALS

-  Oil & Gas
-  Security
-  Inspection

# The Opportunity expected for Commercial Drone Sector

Huge growth expected for Commercial Drone Sector, with the FAA expecting the US Commercial Drone fleet to more than double by 2024

## Recreational Drone Sector



- Drones used for purposes of entertainment with simple-to-use controls targeted at general public
- Moderate continuing growth from increasing technology and consumer interest

## Commercial Drone Sector



### **THE COMMERCIAL DRONE INDUSTRY IS RELATIVELY YOUNG, BUT GROWING RAPIDLY**

- The FAA forecasts significant ongoing US fleet growth, with its base case 2024 forecast more than doubling the fleet from 385k to 828k (~17% CAGR)<sup>1</sup>
- Rural applications are increasingly widespread, however wide-scale urban adoption requires next-gen safety technology (where ParaZero is a leader)

## Military Drone Sector



### **SECTOR RESPONSIBLE FOR INCEPTION OF AUTONOMOUS AERIAL VEHICLES, MATURE BUT GROWING**

driven by enhanced technology and need to remove human element from dangerous activities and operations



# The Drone-as-a-Service Business Model

Services accounted for 79% of the Drone Industry spend by customers in 2020\*

Drone Data Services includes the provision of ongoing or one-off contracted services which entails the collection, processing and analysis of data gathered from unmanned aerial drone flights.

Key to Delta Drone International's success is the focus on meeting and exceeding key points of service differentiation in compliance, maintenance and risk-mitigation for large enterprise customers.



# 14.5%

CAGR in Drone Services  
from 2020 - 2025\*



# A\$620M

Total Commercial Drone Industry  
spend in Australia\* 



# The Long-Term Opportunity: Enabling Urban Drone Operations

In the next 5 years, Drone Deliveries & Urban Operations will grow 40% CAGR\*

DLT currently manufactures and sells its drone safety systems to original equipment manufacturers (OEM) & systems developers, including aftermarket safety systems for popular drone types, such as DJI.

Enterprise Customers primarily use ParaZero products to enhance safety and mitigate risk, while simultaneously receiving civil aviation authority regulatory approvals for flight waivers and exemptions for expanded operations.

The Company plans to continue developing its ParaZero technology to enable more complex urban operations, which the Company views as a significant commercial advantage



**125+** No. of FAA (USA) waivers granted to Enterprise Customers using Parazero products



Multiple BVLOS approvals in USA, Australia, Brazil, Canada, Israel, Singapore, United Kingdom



Multiple precedent-setting drone delivery approvals using ParaZero technology (Brazil, Israel, Canada, France, South Africa)



# Operational Update

Focused on Delivering value through our Industry-specific Brands & Business Delivery Units (BDU's)

Personal use only



ROCKETMINE



- ✔ We have continued our relationship with South32 Coal Holdings (now Seriti Power)
- ✔ Increased demand for light detection and ranging (LIDAR) & Underground drone operations in South Africa & Ghana
- ✔ New Security & Surveillance offering to our mining customers has been received well



*Rocket Farm*

- ✔ Expansion across Southern Africa (Zambia) has given enterprise customers (Syngenta) the ability to monitor crops in high-resolution across the continent
- ✔ Business Development team is looking at renewable energy sector (solar & wind) to supplement low-demand winter periods (when there are no crops)



**DSL** DRONE SAFETY & LEGAL

- ✔ Our Partnership with the University of Pretoria, in delivering application-specific drone training
- ✔ Initial courses, which were scheduled for July, have now been postponed due to resurgence of COVID in South Africa
- ✔ Focus has now turned to online theory training in the meantime, as well as servicing other Business Units within the group



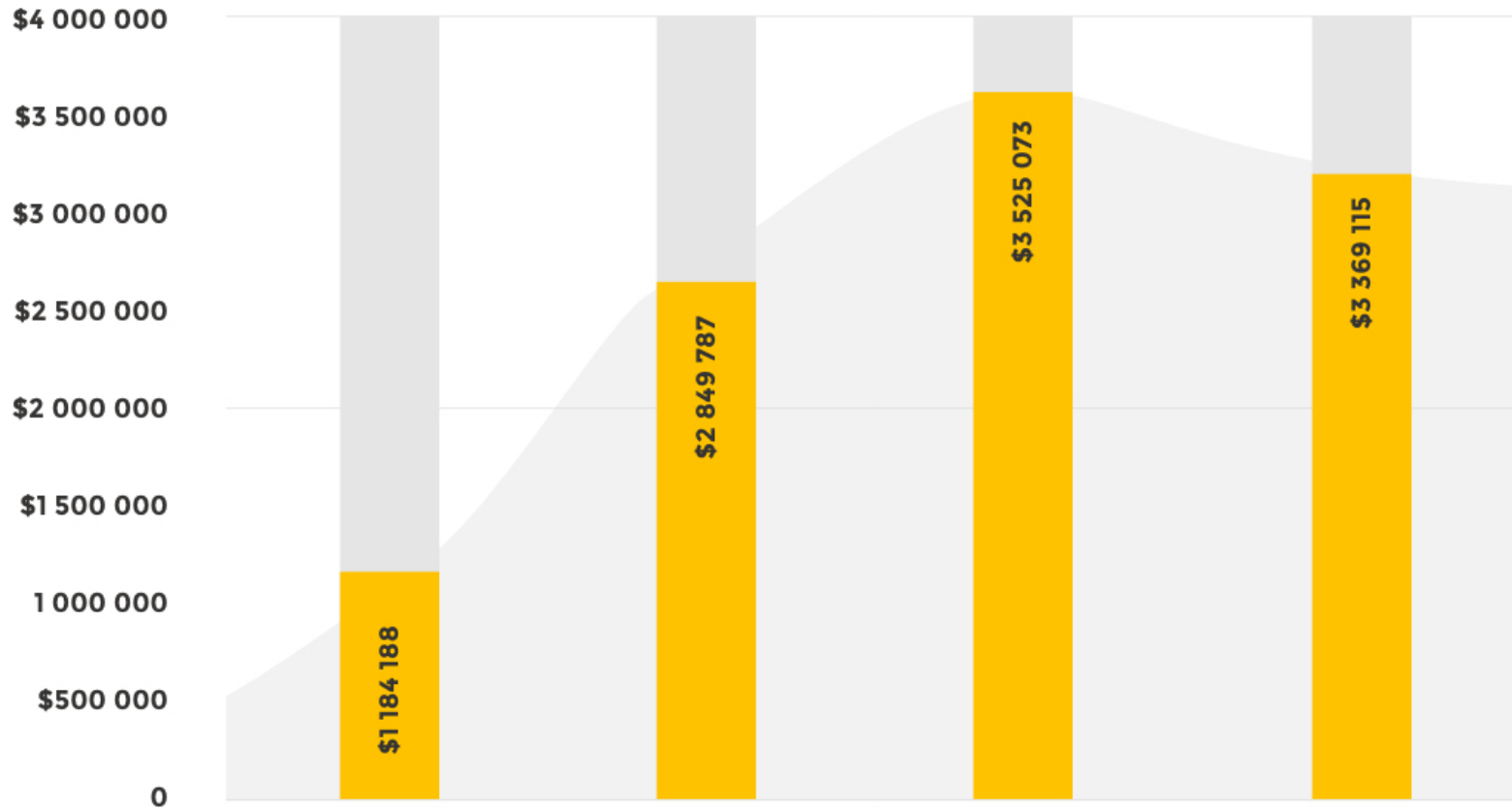
**PARAZERO**  
DRONE SAFETY SYSTEMS

- ✔ Focus on products & development which are currently uncatered for
- ✔ Building strong relationships with regulators in an ever-changing regulatory environment
- ✔ ASTM-Certification becoming World-wide Standard for Safety

# Revenue Overview CY20

DLT's business model continues to demonstrate resilience and momentum through growing enterprise agreements, despite COVID pandemic

Revenue CY17 - CY20





# Strategy & Outlook

Continuing to build momentum and deliver value to all stakeholders

## CONTINUE TO SCALE OUR AUSTRALIAN OPERATIONS



- Slowly expand our Branch reach into major Mining areas – supported by localised Sales & Ops
- Increase Marketing activities & engagements
- Strengthen relationship with CASA for more flexible BVLOS applications

## BUILD ON OUR OPPORTUNITIES IN AFRICA

- Our Ghana Operation is showing strong growth via a wider-spread of drone services, such as Autonomous Underground Drones
- Agriculture Services gaining traction
- South African market continues to mature & prefer DSP-model







Thank You

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