

# Investor Presentation

September 2021



# 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



# 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\* 



# Corporate Structure and Brands

The first globally-listed “Drones-as-a-Service” company



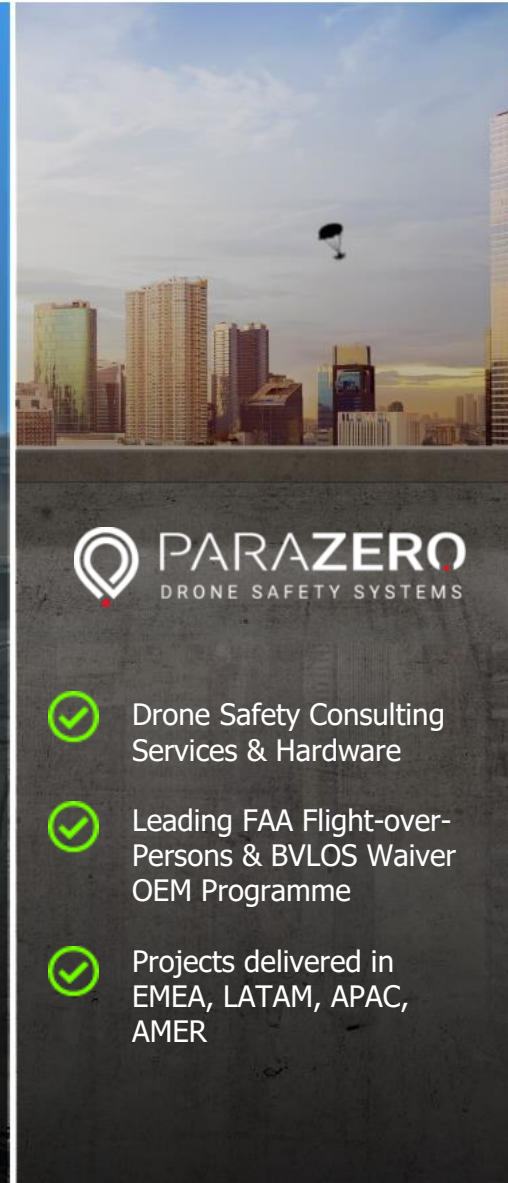
**Rocket Farm**

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



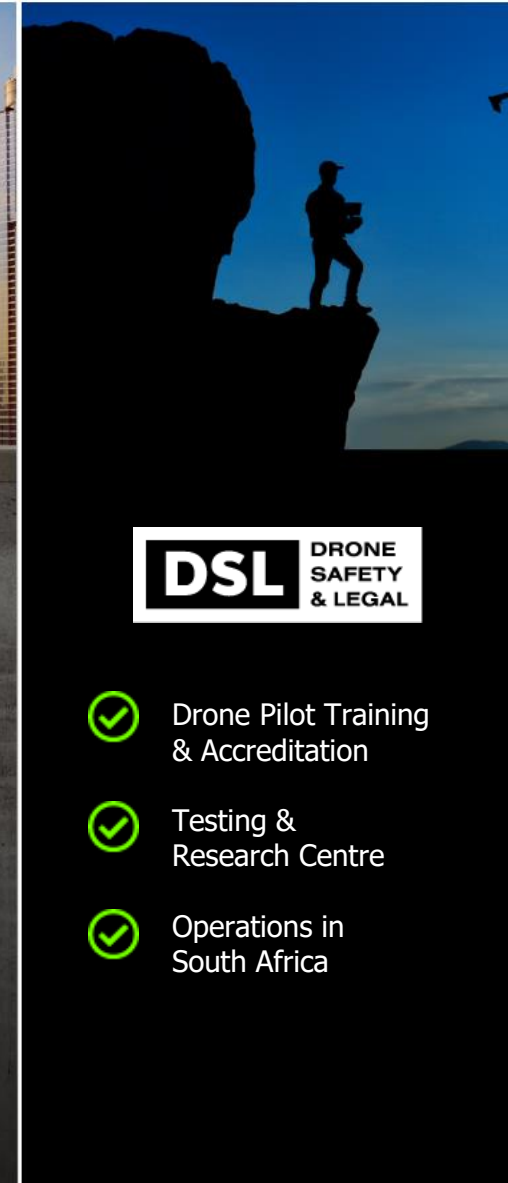
**ROCKETMINE**

- ✓ 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

## Board & Management

Meet Delta Drone International's multi-disciplinary team from across the globe. Leaders in aspects of aerospace, commerce, finance and innovation



**(RET.) BRIG. GEN.  
EDEN ATTIAS**

EXEC. CHAIRMAN

Brigadier General (ret.) Attias was nominated as Israel's first Ministry of Defense attaché to Ottawa, Canada. He has a distinguished military resume, having served in Israeli's Air Force as a pilot and as a leader in numerous positions for over 30 years, achieving the rank of Brigadier General.



**CHRISTOPHER  
CLARK**

CEO

Over 10 years experience in the mining and Technology industries. Raised first US\$200,000 at age 22m for a digital music platform, while in university. Created the Rocketmine brand, before selling to the Delta Drone Group. Holds an Accounting Degree and MBA from the University of Pretoria (GIBS), South Africa.



**STEPHEN  
GORENSTEIN**

BOARD OF DIRECTORS

Mr Gorenstein has over 17 years' experience in the capital markets including analyst roles at both Goldman Sachs and Merrill Lynch. He was formerly the Regional Head of Asia Pacific Metals and Mining at Bank of America Merrill Lynch. Mr Gorenstein has extensive networks in the Australian capital markets and is active in cross border transactions particularly sourcing high-quality technology companies from Israel looking to establish themselves in Australia. Mr Gorenstein is a director of Jindalee Partners.



**CLIVE  
DONNER**

BOARD OF DIRECTORS

Mr Donner is the founding Managing Director of the LinQ Group, a boutique investment bank he founded in 2004 with specialist skills in mining and resources, technology and the property development sectors. Mr Donner has over 40 years' commercial experience in both Australia and internationally in both debt and equity including: private equity, funds management, corporate and project financing, capital raising, investment advising and evaluation of companies across several sectors.



**CHRISTIAN  
VIGUIÉ**

BOARD OF DIRECTORS

A graduate of IEP Paris, Christian VIGUIÉ worked as a financial analyst before forming multiple financial reporting companies. He also served as CEO of the Unilog Group from 1998 to 2006, where he was responsible for relationships with the financial community. A member of the French Society of Financial Analysts, Christian VIGUIÉ serves as a professor at the Financial Analysis Training Center.



**NICOLAS**

BOARD OF DIRECTORS

Nicolas has an Advanced Degree in Accounting and Management and boasts 20 years of experience within accounting and audit firms. After working within several national and international firms, he became audit manager within a firm of about 60 people in the Auvergne-Rhône-Alpes region.

He joined the Delta Drone group in September 2017 as Group Administrative and Finance Director.

# Major progress since listing on the ASX

New markets, new services, and new enterprise contracts



HY21 REVENUE

**\$2.5m**

UP 53.3% ON PCP



AUSTRALIAN HQ  
**ESTABLISHED &  
OPERATIONAL**

ARVISTA ACQUISITION  
**DELIVERING  
ADDITIONAL  
REVENUES**  
FROM EXISTING  
ENTERPRISE MINING  
CUSTOMERS



LONG-TERM CONTRACTS  
**MULTI-  
NATIONAL  
ENTERPRISE  
CUSTOMERS**  
SERITI POWER  
ANGLO-AMERICAN



EXPANDING INTO  
**NEW MARKETS**  
BRAZIL  
INDIA  
ZAMBIA

DEVELOPING  
**NEW  
SERVICES**  
SECURITY & SURVEIL.



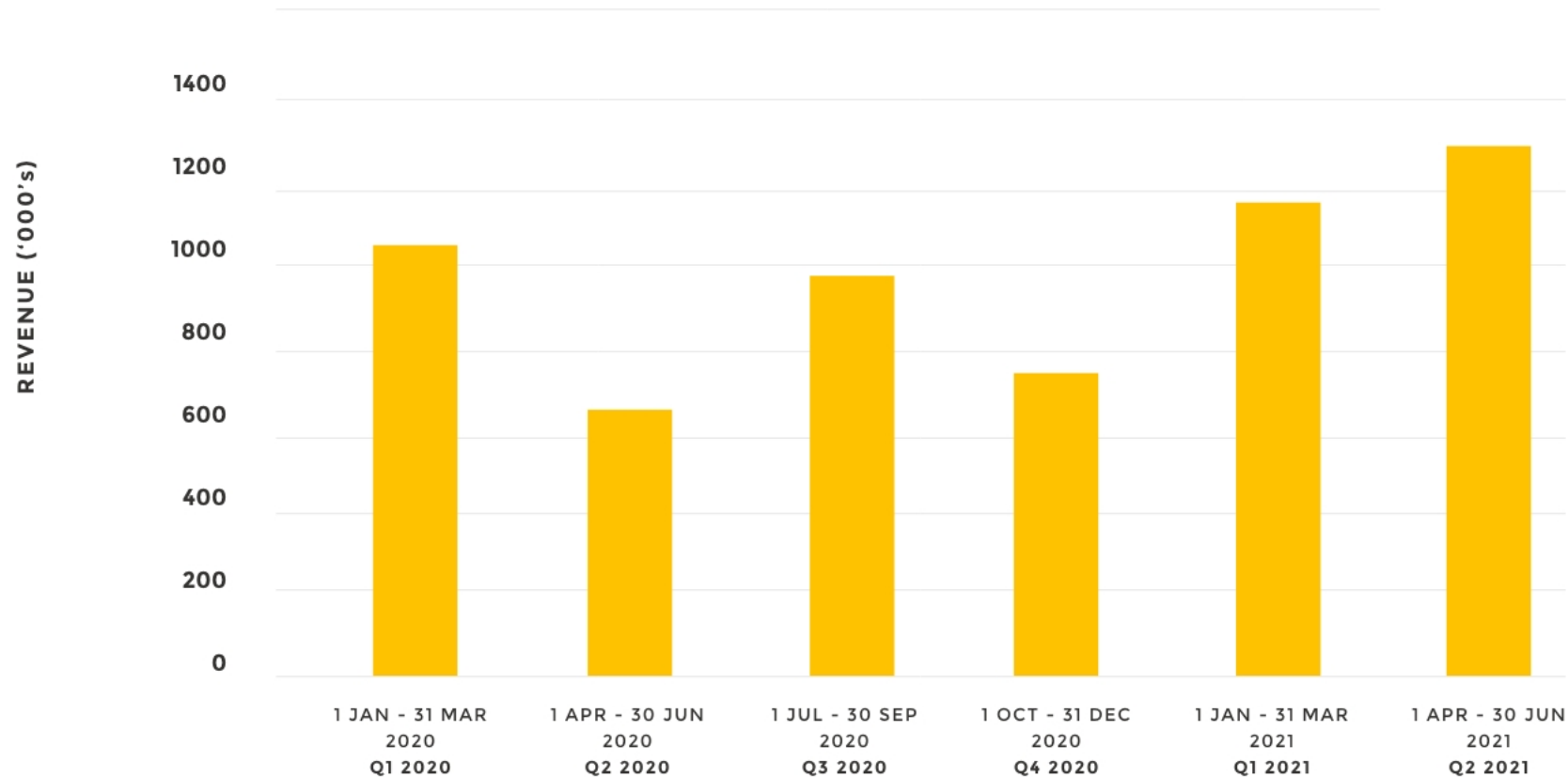
BUILDING GLOBAL  
**PARTNERSHIPS**  
DOOSAN MOBILITY  
INNOVATION

LEVERAGING INTERNAL  
**TECHNOLOGY &  
OPPORTUNITY**  
DELTA DRONE FRANCE

# Growing momentum in revenue

DLT's Drones-as-a-Service business model continues to demonstrate traction, with an increasing number of contracts being won and the pipeline of opportunities expanding as new urban based commercial applications for drone services become accessible which should accelerate growth into the future

Revenue from Customers



**\$2.5m**  
HY21 REVENUE  
*UP 53.3% ON PCP*



# Expanding operations globally

Global contracts in place, new operations in Namibia & Australia

## RECENT CONTRACT WINS



- Delta Drone has a blue-chip client base with some of the world's most well-known enterprise companies including: **Seriti Power, Anglo American, Perenti, Doosan Mobility Innovation**
- Contracts include delivering fully outsourced aerial solutions such as surveying, mapping, blast monitoring and precision agriculture

## NAMIBIA EXPANSION



- Drone Safety & Legal (Pty) Ltd. (DSL), an accredited training subsidiary of Delta Drone International expand its training operations into Namibia

## AUSTRALIAN OPERATIONS UPDATE



- Initial Project Engineers hired in Western Australia to support the region's vast mining sector
- Working closely with the Civil Aviation Safety Authority (CASA) and is preparing for its first BVLOS flight trials
- Recently completed the acquisition of Arvista, a high-quality and complementary addition to the Delta Drone International Group





# Acquisition of Arvista

Expanding our reach & fast-tracking growth in the Australian market

- ✓ Execution of **Australian expansion strategy** with the acquisition of Arvista Pty Ltd, based in Perth (WA).

- ✓ Arvista has strong experience in providing unmanned aerial vehicles (UAV) services with a **growing blue-chip mining client base**

- ✓ The acquisition combines Arvista's team of highly-skilled professionals with **Delta Drone's full-suite of service offerings**





# Outlook

## Focus on Australian Expansion & Growing Contract Revenues



**Mining Sector** will continue to play a critical part of DLT's strategy, focusing on delivering fast, accurate & high-quality survey data.



**Integration of Arvista** into DLT – identifying immediate customer opportunities. Scaling Operations & Sales activities



**Leverage Existing IP & Technology** to capitalize on Developing Markets & OEM's



**Growing Sales & Marketing capacity** to address expansive Mining & Agriculture Services Sector



Build strong **Australian-based Financial Systems & Management capacity** to leverage Group cost-savings





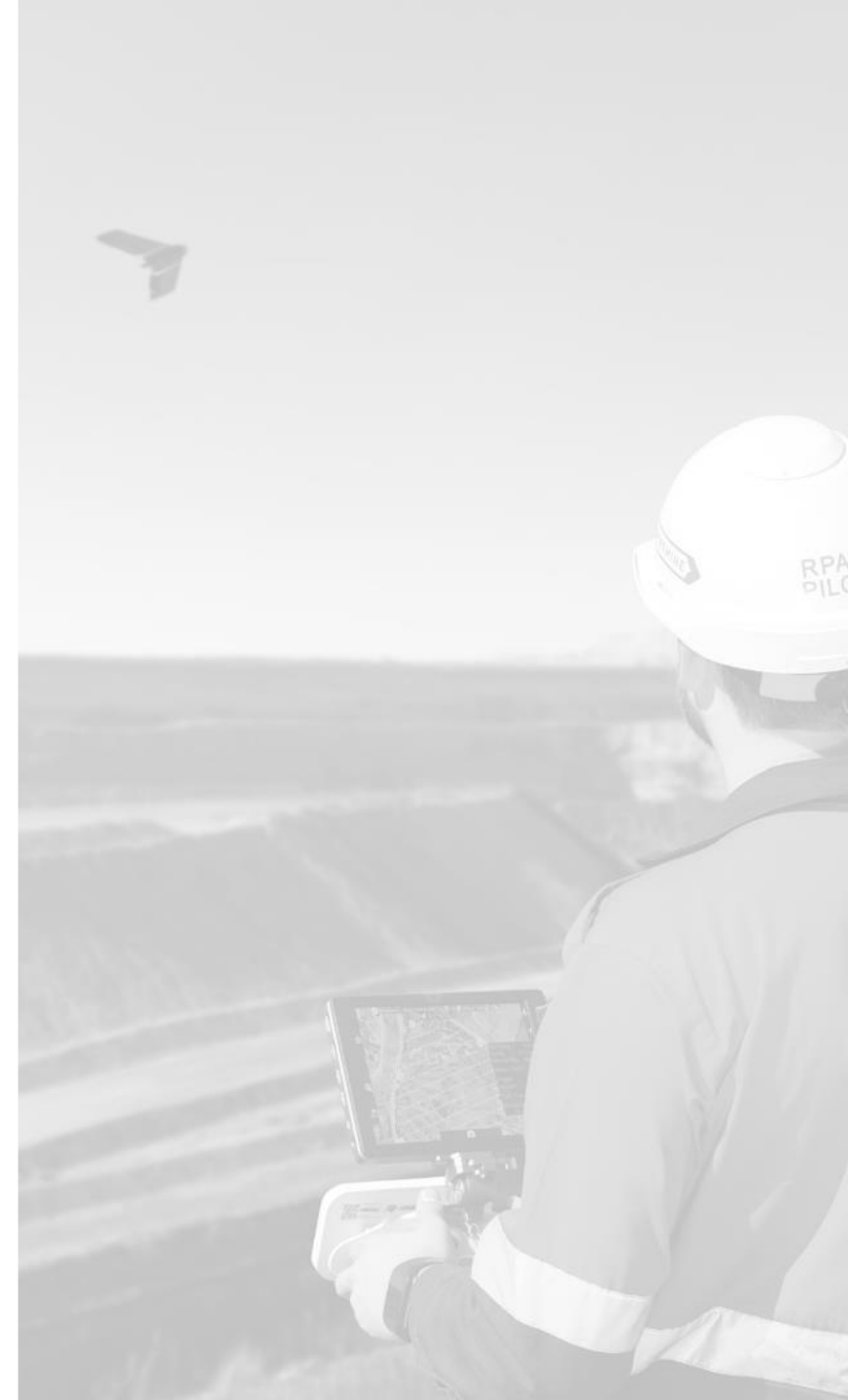


# Appendix

# Income Statement

As at 30 June 2021

	Half-year ended	
	30-Jun-21	30-Jun-20
	A\$	A\$
Revenue	2,492,832	1,626,010
Cost of sales	(1,144,999)	(694,241)
<b>Gross profit</b>	<b>1,347,833</b>	<b>931,769</b>
Other income	36,621	67,384
Loss from disposal of assets	(1,601)	3,421
Employee benefits expenses	(554,496)	(338,572)
Research and development expenses	(441,353)	(3,144)
Sales and marketing expenses	(214,168)	(26,695)
General and administrative expenses	(1,275,832)	(326,127)
Share-based payment expenses	(1,829)	-
Amortisation of intangible assets	(279,046)	(22,103)
Depreciation expenses	(49,936)	(64,952)
<b>(Loss)/profit before finance expenses</b>	<b>(1,433,807)</b>	<b>220,981</b>
Finance income	5,990	16,593
Finance expenses	(42,809)	(6,875)
<b>(Loss)/profit before income tax</b>	<b>(1,470,626)</b>	<b>230,699</b>
Income tax benefit/(expense)	6,988	(64,731)
<b>(Loss)/profit for the period</b>	<b>(1,463,638)</b>	<b>165,968</b>





# Balance Sheet

As at 30 June 2021

	30-Jun-21	31-Dec-20
	A\$	A\$
<b>CURRENT ASSETS</b>		
Cash and cash equivalents	2,946,532	5,182,923
Trade and other receivables	1,205,095	964,746
Deposits	30,832	35,531
Inventory	466,027	490,315
<b>TOTAL CURRENT ASSETS</b>	<b>4,648,486</b>	<b>6,673,515</b>
<b>NON-CURRENT ASSETS</b>		
Property, plant and equipment	587,733	480,289
Right-of-use assets	138,590	177,304
Intangible assets	4,424,956	4,702,730
Goodwill	2,289,719	2,259,414
Deferred tax assets	31,974	50,930
<b>TOTAL NON-CURRENT ASSETS</b>	<b>7,472,972</b>	<b>7,670,667</b>
<b>TOTAL ASSETS</b>	<b>12,121,458</b>	<b>14,344,182</b>
<b>CURRENT LIABILITIES</b>		
Trade and other payables	633,043	922,600
Bank overdraft	-	80,683
Lease liability	37,809	79,194
Other financial liability	119,294	39,969
Borrowings	-	506,839
<b>TOTAL CURRENT LIABILITIES</b>	<b>790,146</b>	<b>1,629,285</b>
<b>NON-CURRENT LIABILITIES</b>		
Other financial liability	309,133	364,201
Deferred tax liability	719,157	761,169
Lease liability	132,229	122,642
<b>TOTAL NON-CURRENT LIABILITIES</b>	<b>1,160,519</b>	<b>1,248,012</b>
<b>TOTAL LIABILITIES</b>	<b>1,950,665</b>	<b>2,877,297</b>
<b>NET ASSETS</b>	<b>10,170,793</b>	<b>11,466,885</b>
<b>EQUITY</b>		
Issued capital	12,921,156	12,904,061
Reserves	(966,741)	(968,570)
Foreign currency translation reserve	562,282	419,845
Accumulated losses	(2,458,595)	(963,472)
Equity attributable to owners of the parent	10,058,102	11,391,864
Non-controlling interest	112,691	75,021
<b>TOTAL EQUITY</b>	<b>10,170,793</b>	<b>11,466,885</b>



# Cash Flows

As at 30 June 2021

	Half-year ended	
	30-Jun-21	30-Jun-20
	\$	\$
<b>CASH FLOWS FROM OPERATING ACTIVITIES</b>		
Cash generated from operations	2,585,094	979,476
Payments to suppliers and employees	(3,970,841)	(545,031)
Interest received	5,924	16,593
Finance expenses	(21,493)	(6,800)
Taxes received/(paid)	6,207	(38,555)
Net cash (used in) operating activities	(1,395,082)	405,683
<b>CASH FLOWS FROM INVESTING ACTIVITIES</b>		
Purchases of plant and equipment	(290,237)	(81,078)
Proceeds on disposal of plant and equipment	193	9,770
Repayment of loans by third parties	4,541	-
Refund of equipment deposit	6,631	-
Net cash (used in) investing activities	(278,872)	(71,308)
<b>CASH FLOWS FROM FINANCING ACTIVITIES</b>		
Proceeds from exercise of options	1,564	-
Repayment of borrowings	(545,365)	(161,364)
Net cash (used in) financing activities	(543,801)	(161,364)
Net (decrease)/increase in cash and cash equivalents	(2,217,755)	173,011
Cash and cash equivalents at the beginning of the period	5,182,923	784,604
Impact of movement in foreign exchange rates	(18,636)	(132,547)
Cash and cash equivalents at the end of the period	2,946,532	825,068





# Disclaimer

## Summary

This presentation has been prepared by Delta Drone International Limited. ("Delta Drone" or the "Company") based on information available to it as at the date of this presentation. The information in this presentation is provided in summary form and does not contain all information necessary to make an investment decision.

This presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in Delta Drone, nor does it constitute financial product advice or take into account any individual's investment objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this presentation but must make its own assessment of Delta Drone and conduct its own investigations. Before making an investment decision, investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs, and seek legal, taxation and financial advice appropriate to their jurisdiction and circumstances. Delta Drone is not licensed to provide financial product advice in respect of its securities or any other financial products. Cooling off rights do not apply to the acquisition of Delta Drone securities.

Although reasonable care has been taken to ensure that the facts stated in this presentation are accurate and that the opinions expressed are fair and reasonable, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of Delta Drone its officers, directors, employees and agents, nor any other person, accepts any responsibility and liability for the content of this presentation including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of or reliance on any of the information contained in this presentation or otherwise arising in connection with it.

The information presented in this presentation is subject to change without notice and Delta Drone does not have any responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation. The distribution of this presentation may be restricted by law and you should observe any such restrictions.

This presentation contains certain forward looking statements that are based on the Company's management's beliefs, assumptions and expectations and on information currently available to management. Such forward looking statements involve known and unknown risks, uncertainties, and other factors which may cause the actual results or performance of Delta Drone to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the political and economic environment in which Delta Drone will operate in the future, which are subject to change without notice. Past performance is not necessarily a guide to future performance and no representation or warranty is made as to the likelihood of achievement or reasonableness of any forward looking statements or other forecast. To the full extent permitted by law, Delta Drone and its directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).

## Not financial or product advice

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other offer document under Australian law or the law of any other jurisdiction. This document is not a financial product or investment advice, or a recommendation to acquire securities in Delta Drone International Limited, nor is it legal or tax advice. You are solely responsible for seeking independent and professional advice in relation to the information contained in this presentation and any action taken on the basis of that information. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial and tax situation and needs and seek legal and taxation advice appropriate to their jurisdiction.

## Financial data

All dollar values are in Australian dollars (A\$) unless stated otherwise.

## Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. The historical information in this presentation is, or is based upon, information that has been released to the Australian Securities Exchange (ASX). This presentation should be read in conjunction with Delta Drone International Limited's other periodic and continuous disclosure announcements which are available at [www.asx.com.au](http://www.asx.com.au).

## Future performance

The presentation includes forward-looking statements regarding future events and the future financial performance of Delta Drone International Limited. Forward looking words such as "expect", "should", "could", "may", "predict", "plan", "will", "believe", "forecast", "estimate", "target" or other similar expressions are intended to identify forward-looking statements. Any forward looking statements included in this document involve subjective judgment and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, Delta Drone International Limited and its officers, employees, agents or associates. In particular, factors such as variable climatic conditions and regulatory decisions and processes may affect the future operating and financial performance of Delta Drone International Limited. This may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. The Information also assumes the success of Delta Drone International Limited's business strategies. The success of the strategies is subject to uncertainties and contingencies beyond control, and no assurance can be given that the anticipated benefits from the strategies will be realised in the periods for which forecasts have been prepared or otherwise. Given these uncertainties, you are cautioned to not place undue reliance on any such forward looking statements. Delta Drone International Limited is providing this information as of the date of this presentation and does not assume any obligation to update any forward-looking statements contained in this document as a result of new information, future events or developments or otherwise.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur. Actual results, performance or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. The forward-looking statements in this presentation speak only as at the date of this presentation.

## No advertisement

This document does not constitute an advertisement for an offer or proposed offer of securities. It is not intended to induce any person to engage in, or refrain from engaging in, any transaction.

## Disclaimer

Except as required by law, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, reliability or correctness of the Information, opinions and conclusions, or as to the reasonableness of any assumption contained in this presentation. By receiving this presentation and to the extent permitted by law, you release Delta Drone International Limited and its officers, employees, agents and associates from any liability (including, without limitation, in respect of direct, indirect or consequential loss or damage or loss or damage arising by negligence) arising as a result of the reliance by you or any other person on anything contained in or omitted from this presentation. To the maximum extent permitted by law, Delta Drone International Limited and its respective advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents exclude and disclaim all liability, including without limitation for negligence or for any expenses, losses, damages or costs incurred by you as a result of your participation in or failure to participate in the Offer and the information in the presentation being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. To the maximum extent permitted by law, Delta Drone International Limited and its advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this presentation.