

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



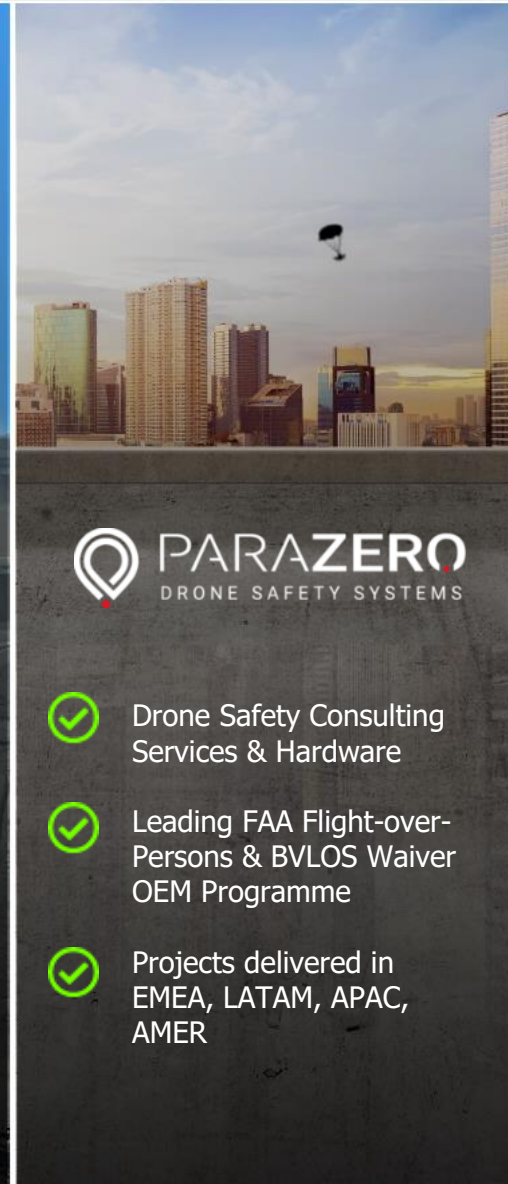
Rocket Farm

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



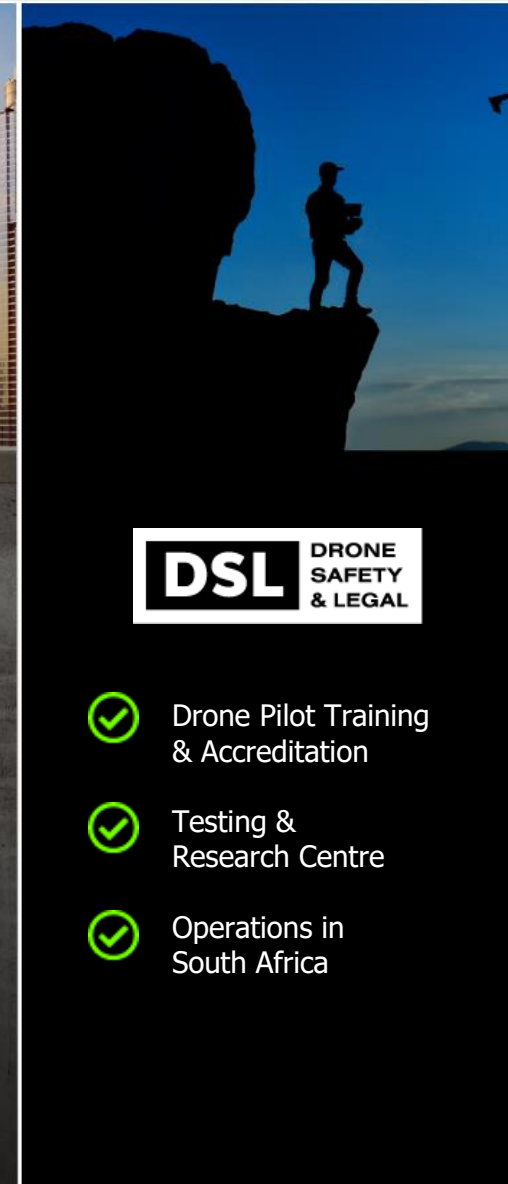
ROCKETMINE

- ✓ 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.



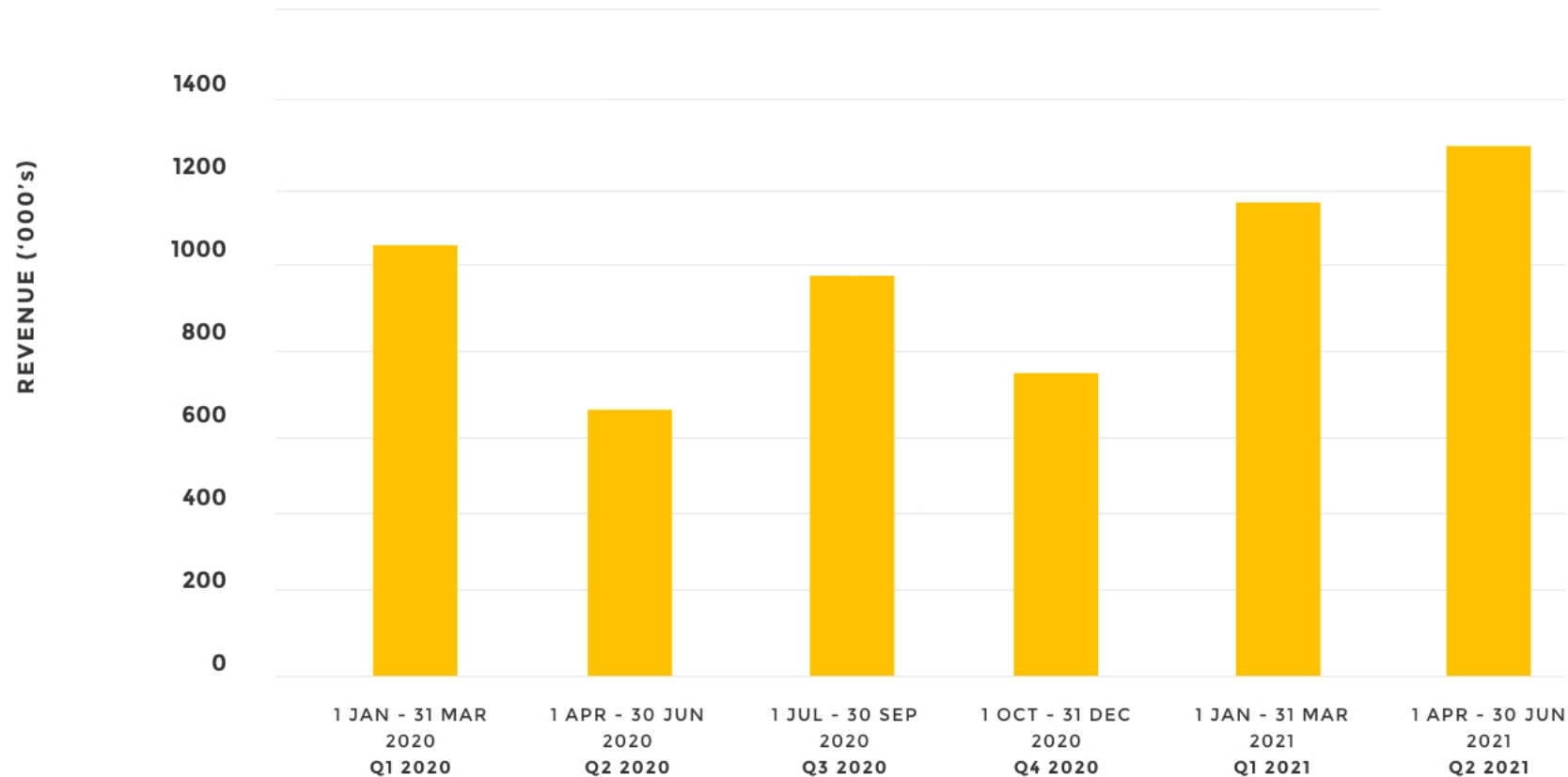
BUILDING GLOBAL
PARTNERSHIPS
DOOSAN MOBILITY
INNOVATION

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



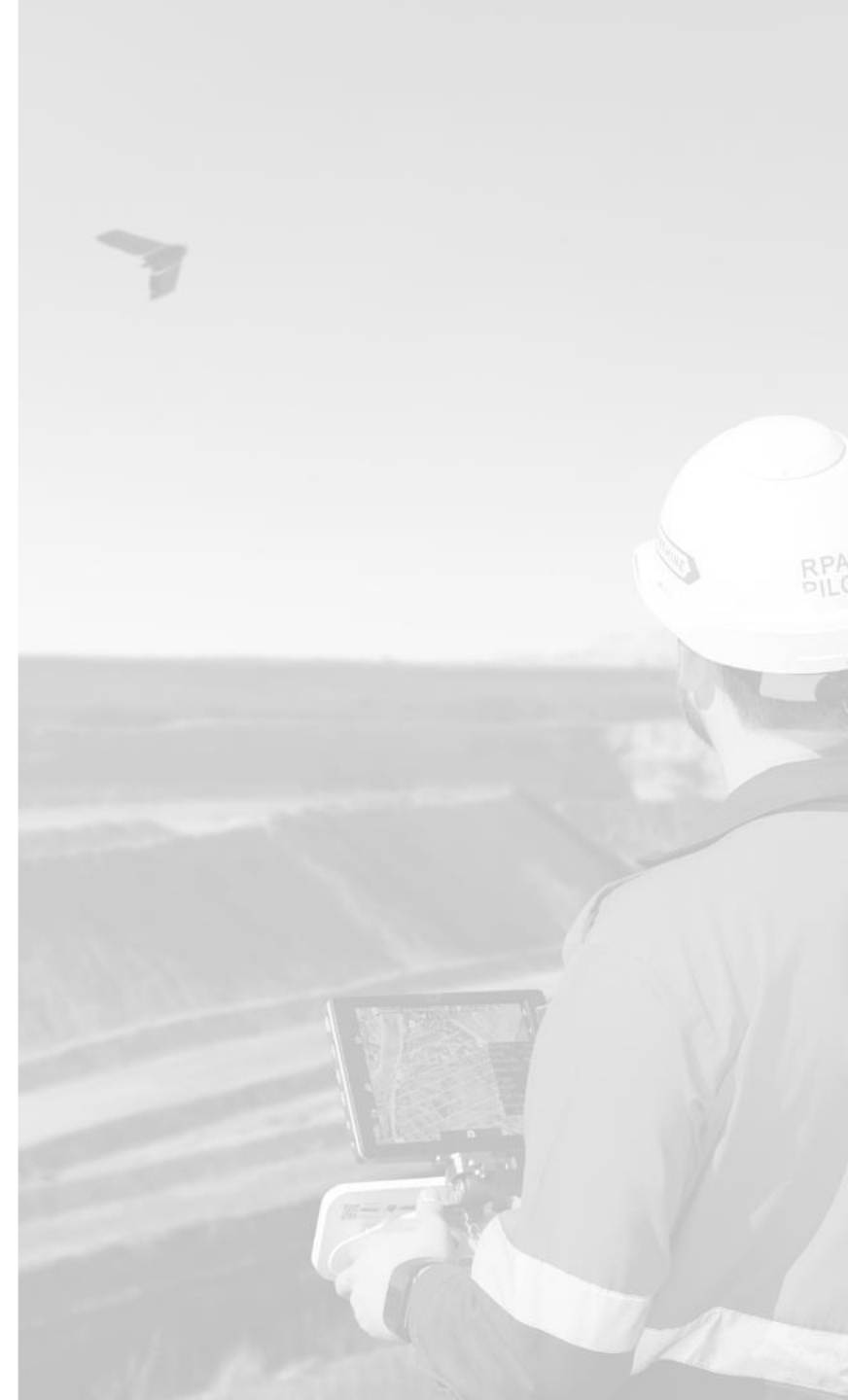


Appendix

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)
Gross profit	1,347,833	931,769
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)
(Loss)/profit before finance expenses	(1,433,807)	220,981
Finance income	5,990	16,593
Finance expenses	(42,809)	(6,875)
(Loss)/profit before income tax	(1,470,626)	230,699
Income tax benefit/(expense)	6,988	(64,731)
(Loss)/profit for the period	(1,463,638)	165,968



Balance Sheet

As at 30 June 2021

	30-Jun-21	31-Dec-20
	A\$	A\$
CURRENT ASSETS		
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
TOTAL CURRENT ASSETS	4,648,486	6,673,515
NON-CURRENT ASSETS		
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
TOTAL NON-CURRENT ASSETS	7,472,972	7,670,667
TOTAL ASSETS	12,121,458	14,344,182
CURRENT LIABILITIES		
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
TOTAL CURRENT LIABILITIES	790,146	1,629,285
NON-CURRENT LIABILITIES		
Other financial liability	309,133	364,201
Deferred tax liability	719,157	761,169
Lease liability	132,229	122,642
TOTAL NON-CURRENT LIABILITIES	1,160,519	1,248,012
TOTAL LIABILITIES	1,950,665	2,877,297
NET ASSETS	10,170,793	11,466,885
EQUITY		
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
TOTAL EQUITY	10,170,793	11,466,885



Cash Flows

As at 30 June 2021

	Half-year ended	
	30-Jun-21	30-Jun-20
	\$	\$
CASH FLOWS FROM OPERATING ACTIVITIES		
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)	<u>6,207</u>	<u>(38,555)</u>
Net cash (used in) operating activities	<u>(1,395,082)</u>	<u>405,683</u>
CASH FLOWS FROM INVESTING ACTIVITIES		
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	<u>6,631</u>	<u>-</u>
Net cash (used in) investing activities	<u>(278,872)</u>	<u>(71,308)</u>
CASH FLOWS FROM FINANCING ACTIVITIES		
Proceeds from exercise of options	1,564	-
Repayment of borrowings	<u>(545,365)</u>	<u>(161,364)</u>
Net cash (used in) financing activities	<u>(543,801)</u>	<u>(161,364)</u>
Net (decrease)/increase in cash and cash equivalents	<u>(2,217,755)</u>	<u>173,011</u>
Cash and cash equivalents at the beginning of the period	5,182,923	784,604
Impact of movement in foreign exchange rates	<u>(18,636)</u>	<u>(132,547)</u>
Cash and cash equivalents at the end of the period	<u>2,946,532</u>	<u>825,068</u>



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