



# INVESTOR PRESENTATION

**MARCH 2022**

This presentation has been approved for release by the Chairman & CEO of Delta Drone International Ltd.



# DLT IS A LEADING GLOBAL MINING & AGRICULTURE TECH-SERVICES COMPANY.

We enable clients to detect, define & calculate asset value by digitising their operational sites daily, with precision and at speed





# COMPANY SNAPSHOT

Great value investment with long-term contracts

## Enterprise Value (A\$)

DLT Shares	1.85c / share <sup>1</sup>	\$9.46m
Cash	As at 28 Feb'22	\$4.5m <sup>2</sup>
Debt	As at 31 Dec'21	\$350k <sup>3</sup>
Revenue	As at 31 Dec'21	\$4.6m <sup>4</sup>
<b>Enterprise Value</b>		<b>\$4.96m</b>

<sup>1</sup> Share price as at 28 February 2022 with 511,604,932 ordinary shares outstanding at the date, including those in voluntary escrow

<sup>2</sup> From recent Parazero sale, including \$0.9m in escrow due in Jan 2023

<sup>3</sup> Loan facility with Delta Drone Group (France)

<sup>4</sup> Unaudited figure, as per preliminary financial report

✓ Tech-Services Business

✓ Mining & Agriculture Industry focus

✓ Annual Recurring Revenue



# HIGHLIGHTS

FY2021 – as at 28 Feb 2022 (unaudited)

## REVENUE

INCREASED

**36%**

From pcg to \$4.6m (\$3.4m FY20)



## AUSTRALIAN OPERATIONS

**12%**

Contribution to the Group's overall revenues



## NEW ENTERPRISE CUSTOMERS

**12**

Increased from 2020





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# BUSINESS OVERVIEW & GROWTH



  
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# OUR ADVANTAGE

What makes our business model so unique



## Market-leading Technologies

We research & deploy sophisticated sensors that are best in their class, enabling faster workflows & data capture



## Long-Range Flight Capabilities

We operate semi & fully autonomous equipment beyond visual line of site (BVLOS) to enable larger area acquisition



## Scalable Business Model

We deploy specialist drone pilots & semi-autonomous drones within a short-time period of receiving customer orders, allowing flexibility of capital structures



## High-Frequency High Speed Data

We provide higher resolution data at a higher frequency (vs. manned aircraft & satellite solutions) within 24 hours of capture



## Proven Safety & Quality Systems

Our systems are world-class in meeting enterprise customer demand & regulator support for complex drone operations



## Economies of Scale

We provide a more cost-effective offering through strong negotiating power with suppliers and with the support of our own internal maintenance & repair facilities

01

EXPLORATION

02

FEASIBILITY  
STUDIES

03

PRE-  
DISTURBANCE  
SURVEY

04

PROJECT  
DEVELOPMENT

05

PRODUCTION

06

PROCESSING

07

CLOSURE

RESOURCE  
MODELLING

SURFACE FEATURE  
MAPPING

SURFACE WATER  
FLOW MODELLING

MINE LAYOUT  
DESIGN

BASELINE  
IMAGERY

MEASURING  
CONFORMANCE  
TO DESIGN

EARTHWORK'S  
VOLUMETRICS

PIT WALL  
MODELLING /  
MAPPING

BLASTING  
QA / QC

INVENTORY  
MANAGEMENT /  
RECONCILIATION

TSF  
MONITORING

TOPSOIL  
VOLUMES

# SOLUTIONS FOR THE ENTIRE VALUE CHAIN

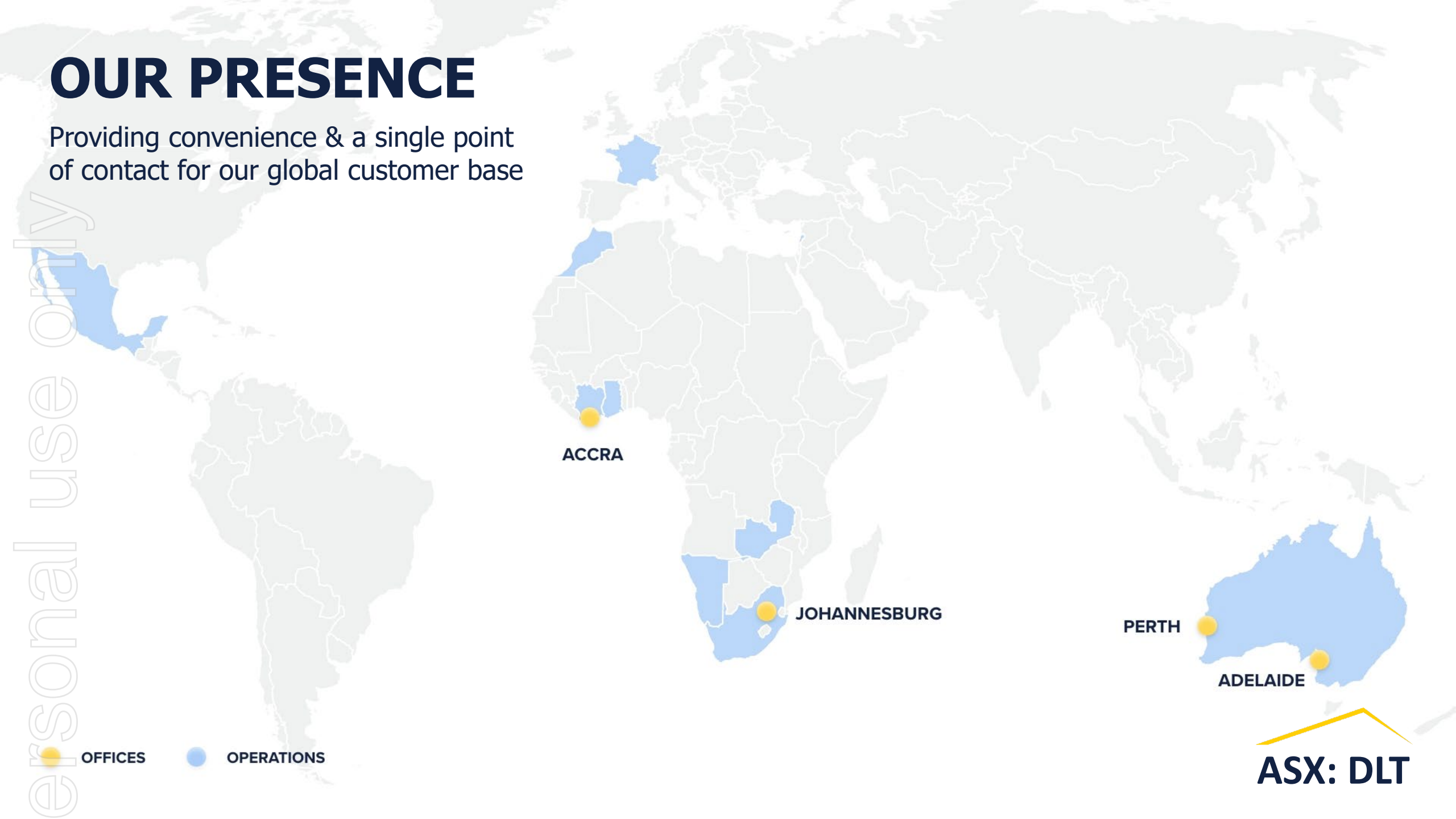
Providing drone data for every step of the  
mining cycle

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# OUR PRESENCE

Providing convenience & a single point of contact for our global customer base

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OFFICES

OPERATIONS



# OUR CUSTOMERS

Serving large enterprise customers. Maintaining high service-levels. Reaping long-term contracts





# A\$ 520M

Total Commercial Drone Services spend  
in Australia for 2022\*



Strong Australian mining market  
with **high demand for tried-  
and-tested tech-services** that  
lower operating costs



Continuous adoption of  
**precision farming technology  
& techniques** which rely on  
high-resolution drone data to  
lower operating costs

## Market Size by use-case



**MINING**  
**\$202m**  
2030

**22%**  
CAGR% ↗  
2020-2030



**AGRICULTURE**  
**\$1b**  
2030

**32%**  
CAGR% ↗  
2020-2030



**CONSTRUCTION**  
**\$1.5b**  
2030

**30%**  
CAGR% ↗  
2020-2030

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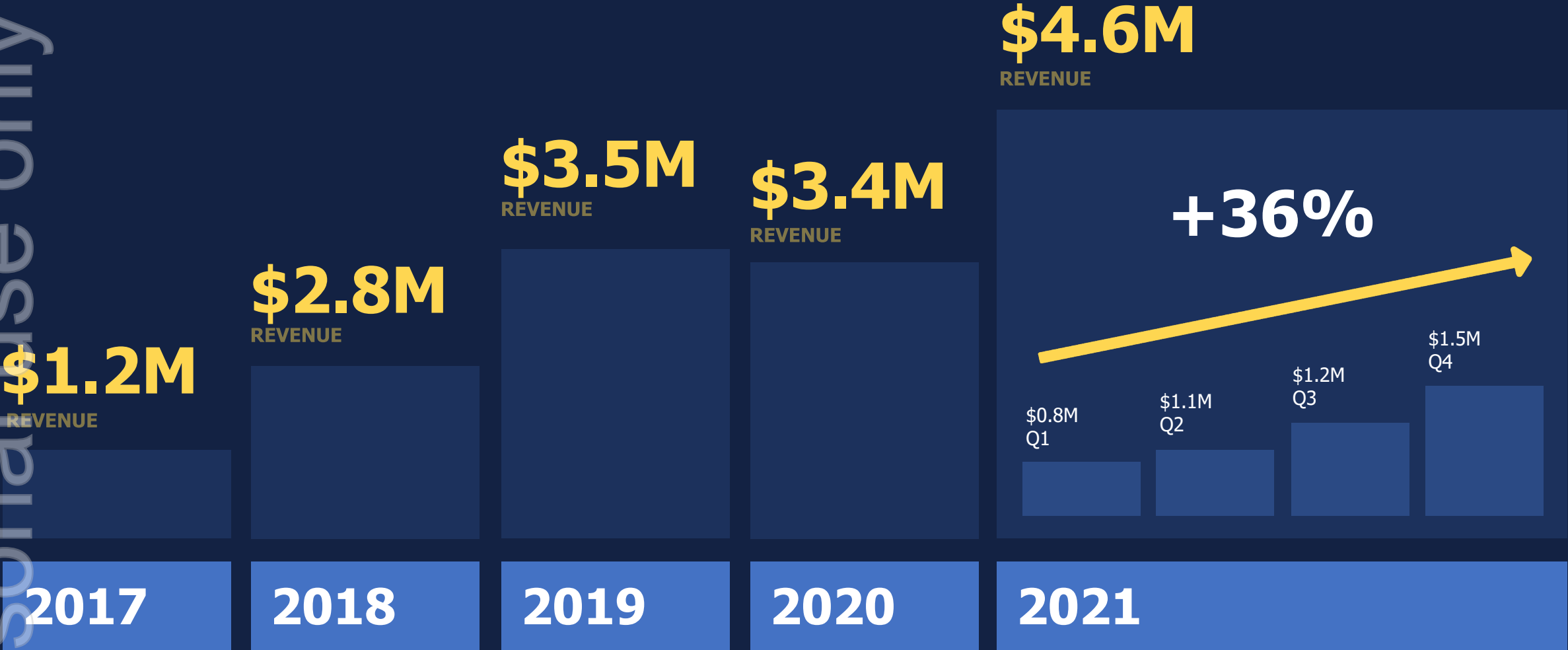
Reference:

- [Drone Industry Insights](#) – Australia Report, November 2020 (\*Estimated – 14.5% CAGR 2020-2025)
- Deloitte Access Economics Report, Economic Benefit of Drones in Australia, October 2020 (Source: [Dept. Infrastructure, Transport & Reg. Dev.](#))



# OUR GROWTH

Building on annuity-based revenue



# OUTLOOK

What we are focusing on for 2022

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## ORGANIC GROWTH



- ✓ Improving margins of Arvista business with new operating model
- ✓ Continued growth of the African business units
- ✓ Expand the Agricultural service offering in Australia

## ACQUISITIONS



- ✓ We will pursue opportunities within similar industries (mining & ag) or locations that add value to our business, help us build further economies of scale & bring us closer to break-even

## CORPORATE & OPEX COSTS



- ✓ Reduce corporate overheads, fees & consulting
- ✓ Incentivise through non-cash mechanisms
- ✓ Investigate debt-sourced funding for new contracts & hardware purchases

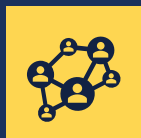


# POSITIONED TO DELIVER

Why you can expect attractive returns with DLT



## STRONG CORE BUSINESS



- ✓ Established global presence
- ✓ Proven business model with large-scale customers
- ✓ Strong cash-position
- ✓ Stable long-term industry shareholders
- ✓ Enterprise agreements & preferential pricing with technology suppliers

## A GROWTH & VALUE BUSINESS



- ✓ DLT's tech-services offer real value to our customers
- ✓ Development pipeline of new products & services
- ✓ Highly variable operating model – we only incur costs once we sign a new contract
- ✓ Strongly positioned to integrate our business model through strategic acquisitions

## POSITIVE INDUSTRY DRIVERS



- ✓ Primary industry companies are well funded
- ✓ Cost-saving initiatives are well-received & understood
- ✓ Increased spending on exploration & precision agriculture programmes
- ✓ The demand for real-time input data is growing to feed into AI & GIS applications

# APPENDICES





# BOARD & MANAGEMENT

MEET DELTA DRONE INTERNATIONAL'S MULTI-DISCIPLINARY TEAM FROM ACROSS THE GLOBE.



**(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 22 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.



**CHRISITAN  
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  
CLERC**  
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.



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# CASE STUDIES



  
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# RÖSSING URANIUM MINE

## DLT SUBSIDIARY

Rocketmine

## SERVICE

Highwall Monitoring and Mapping

## LOCATION

Namibia, Africa

## CLIENT CHALLENGE

After 45 years of continuous mining, the age of the Rössing Uranium mine & its highwalls was a significant consideration for safety

## SOLUTION

Rocketmine's expertise on the Rössing site was used initially to complement radar and prism systems, as well as the physical inspections by staff on site. However, and most importantly, the drone data was able to provide an unprecedented speed and visual confirmation

# CONCENTRATED SOLAR POWER (CSP) PLANT SURVEY

## DLT SUBSIDIARY

Rocketfarm

## SERVICE

Surveying

## LOCATION

South Africa's Northern  
Cape Province

## CLIENT CHALLENGE

Detect broken mirrors, defective  
heat elements and provide an  
analysis on future performance.

## INDUSTRY CHALLENGE

The challenge for the RGB  
sensors has been the reflective  
nature of the mirrors, which  
makes it difficult to build and  
create 3D images via  
photogrammetry methods.

## SOLUTION

Deep dive into code and rewrite  
the AI detection format

*RocketFarm*





**THANK YOU**

  
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