



DELTA  
DRONE

INTERNATIONAL

**ASX: DLT**

Drones-as-a-service  
to the Enterprise  
Mining and Ag sectors



# AGM PRESENTATION

**31 May 2022**

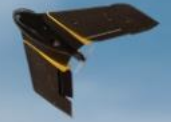
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# DLT IS A LEADING GLOBAL MINING & AGRICULTURE TECH-SERVICES COMPANY.

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



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# COMPANY SNAPSHOT

Great value investment with long-term contracts

## Enterprise Value (A\$)

Mkt cap - DLT Shares	1.40c / share	<sup>1</sup> \$7.162m
Debt	As at 31 Mar'22	NIL
Less cash	As at 31 Mar'22	<sup>2</sup> \$4.330m
<b>Enterprise Value</b>		<b>\$2.832m</b>
Revenue	As at 31 Dec'21	\$4.582m

<sup>1</sup> Share price as at 27 May 2022 with 511,604,932 ordinary shares outstanding at the date, including those in voluntary escrow

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

✓ Tech-Services Business

✓ Mining & Agriculture Industry focus

✓ Annual Recurring Revenue



# HIGHLIGHTS

FY2021 and FY2022 year to date<sup>1</sup>

## REVENUE

INCREASED

**36%**

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



## AUSTRALIAN OPERATIONS

**12%**

Contribution to the Group's overall revenues



## PURE DRONE BUSINESS

**SALE OF PARAZERO  
PURCHASE OF ARVISTA**

Late 2021

## NEW ENTERPRISE CUSTOMERS

**12**

Increased from 2020



## BVLOS<sup>2</sup> LICENSE GRANTED IN

**Australia**

Granted for greater Kalgoorlie of Western Australia  
Significantly expands business opportunity  
[ASX Announcement 9 May 2022](#)

## CUSTOMERS SIGNED Q1 FY2022

**GOVIEX URANIUM  
BDO for audit services  
LUCAPA DIAMONDS**

<sup>1</sup>Financial year = Calendar year

<sup>2</sup>BVLOS | beyond visual line of sight



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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

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EXPLORATION

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FEASIBILITY STUDIES

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PRE-DISTURBANCE SURVEY

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PROJECT DEVELOPMENT

05

PRODUCTION

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PROCESSING

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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

# OUR PRESENCE

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

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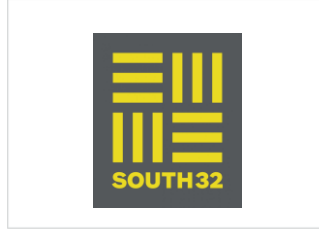
 OFFICES     OPERATIONS





# OUR CUSTOMERS

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



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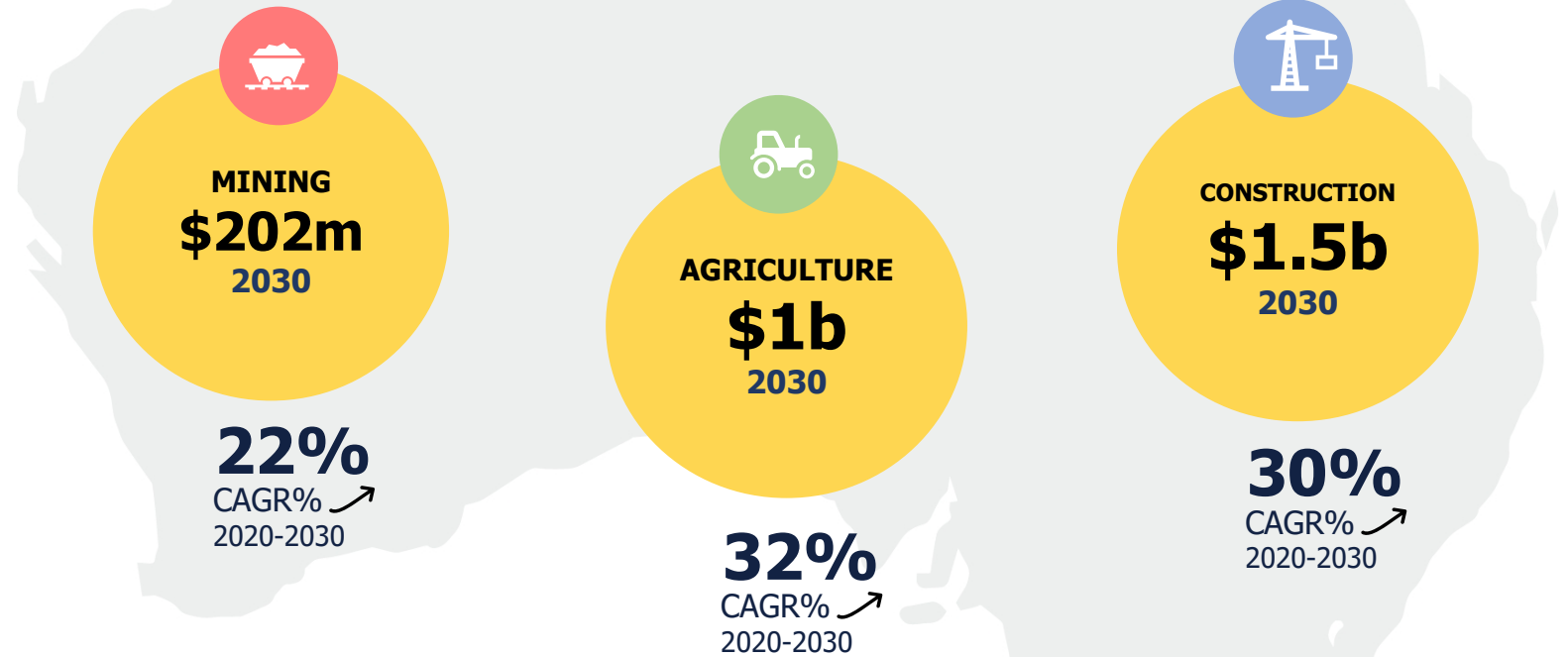
# A\$ 520M

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



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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.](#))

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# OUR GROWTH

Building on annuity-based revenue

**\$1.2M**  
REVENUE

2017

**\$2.8M**  
REVENUE

2018

**\$3.5M**  
REVENUE

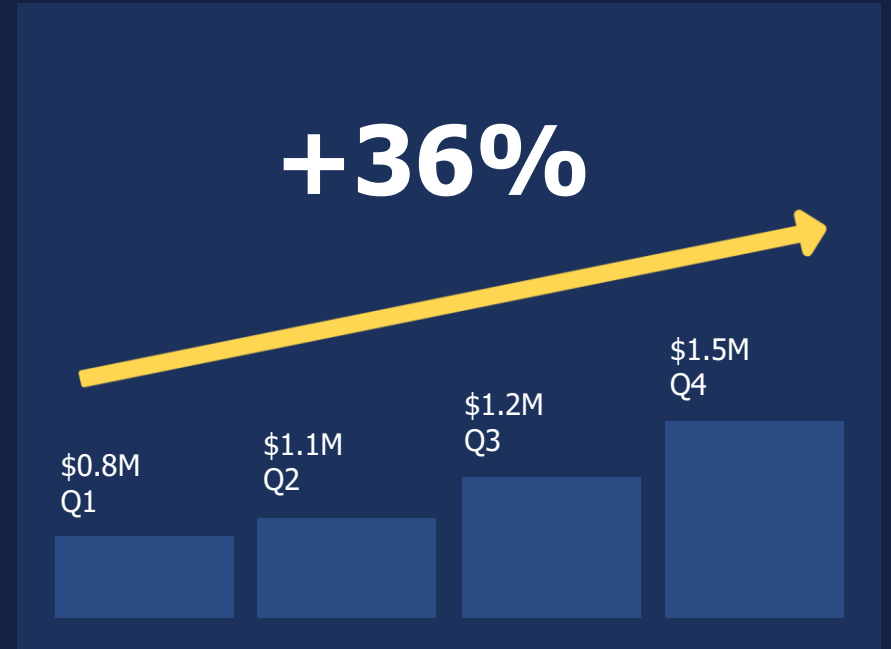
2019

**\$3.4M**  
REVENUE

2020

**\$4.6M**  
REVENUE

2021



**+36%**

\$0.8M  
Q1

\$1.1M  
Q2

\$1.2M  
Q3

\$1.5M  
Q4

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# OUTLOOK

What we are focusing on for calendar 2022

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## ORGANIC GROWTH



- ✓ Improving margins of Arvista (now Rocketmine WA) business with new operating model (recurring revenue)  
(operating in Australia - purchased in Sept 2021)
- ✓ 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

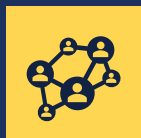


# POSITIONED TO DELIVER

Why you can expect attractive returns with DLT

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## STRONG CORE BUSINESS



- ✓ Established global presence
- ✓ Proven business model with large-scale customers
- ✓ Strong cash-position
- ✓ 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

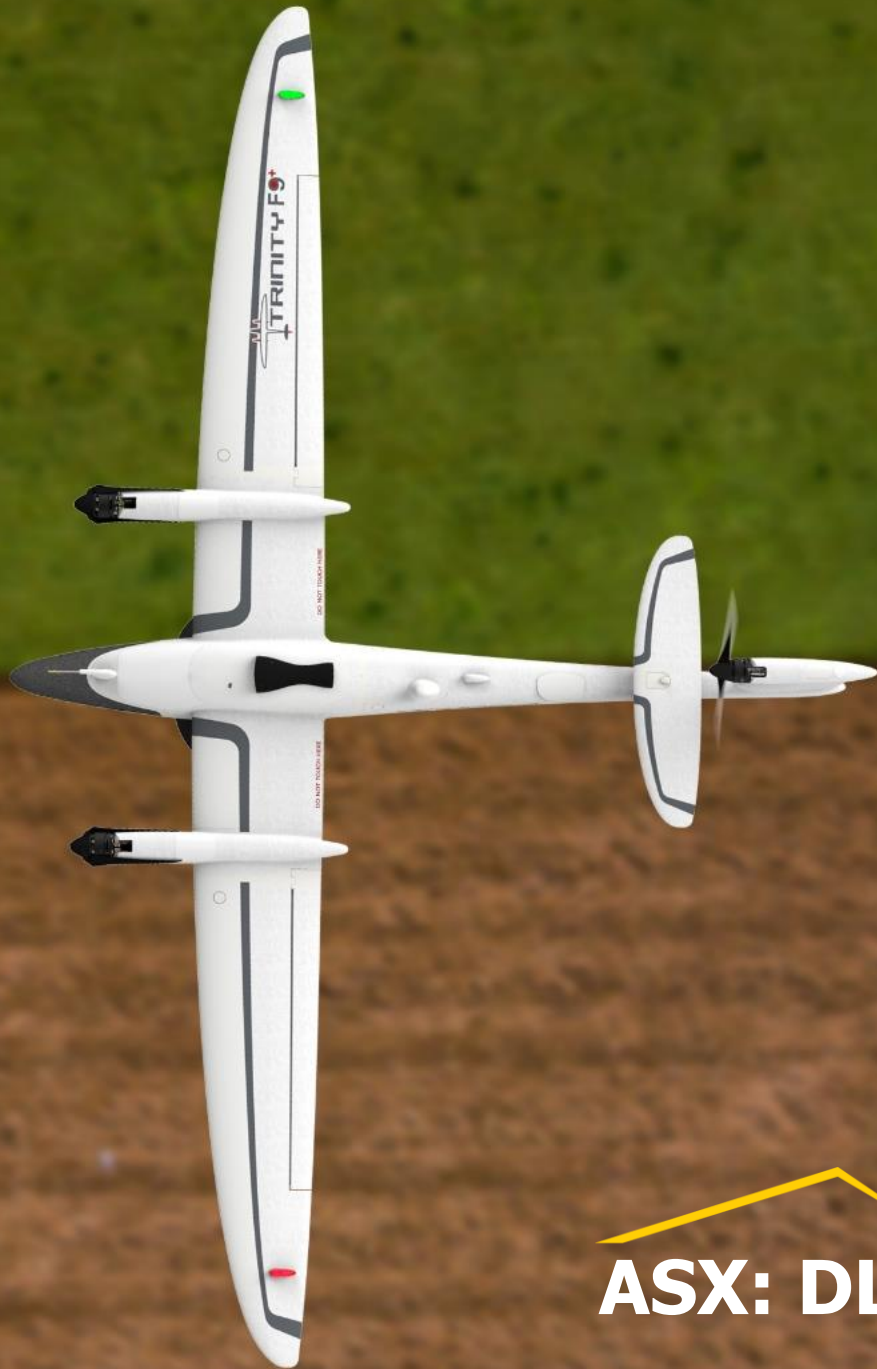
## POSITIVE INDUSTRY DRIVERS



- ✓ 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

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# APPENDICES



  
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# 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 Israel'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 & EXECUTIVE  
DIRECTOR

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.



**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  
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

Nambia, 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





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# THANK YOU



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