



DELTA
DRONE

INTERNATIONAL

ASX: DLT

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



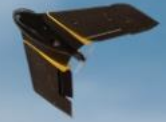
AGM PRESENTATION

31 May 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\$)

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

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

² 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 date¹

REVENUE

INCREASED

36%

From pcg 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



BVLOS² 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**

¹Financial year = Calendar year

²BVLOS | beyond visual line of sight

ersonal use only

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

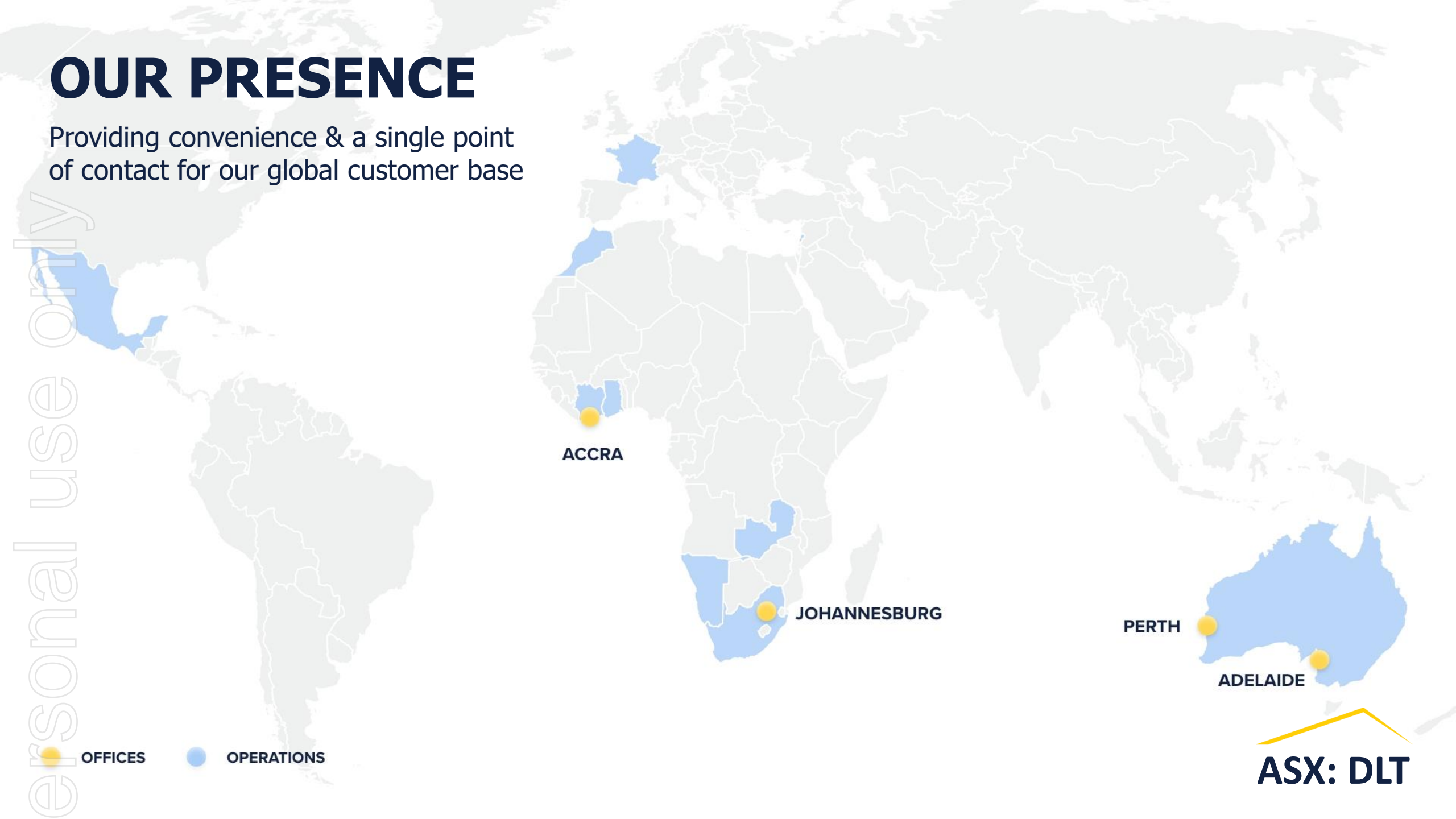
Providing drone data for every step of the
mining cycle

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OUR PRESENCE

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

ersonal use only



ACCRA

JOHANNESBURG

PERTH

ADELAIDE

OFFICES

OPERATIONS

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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

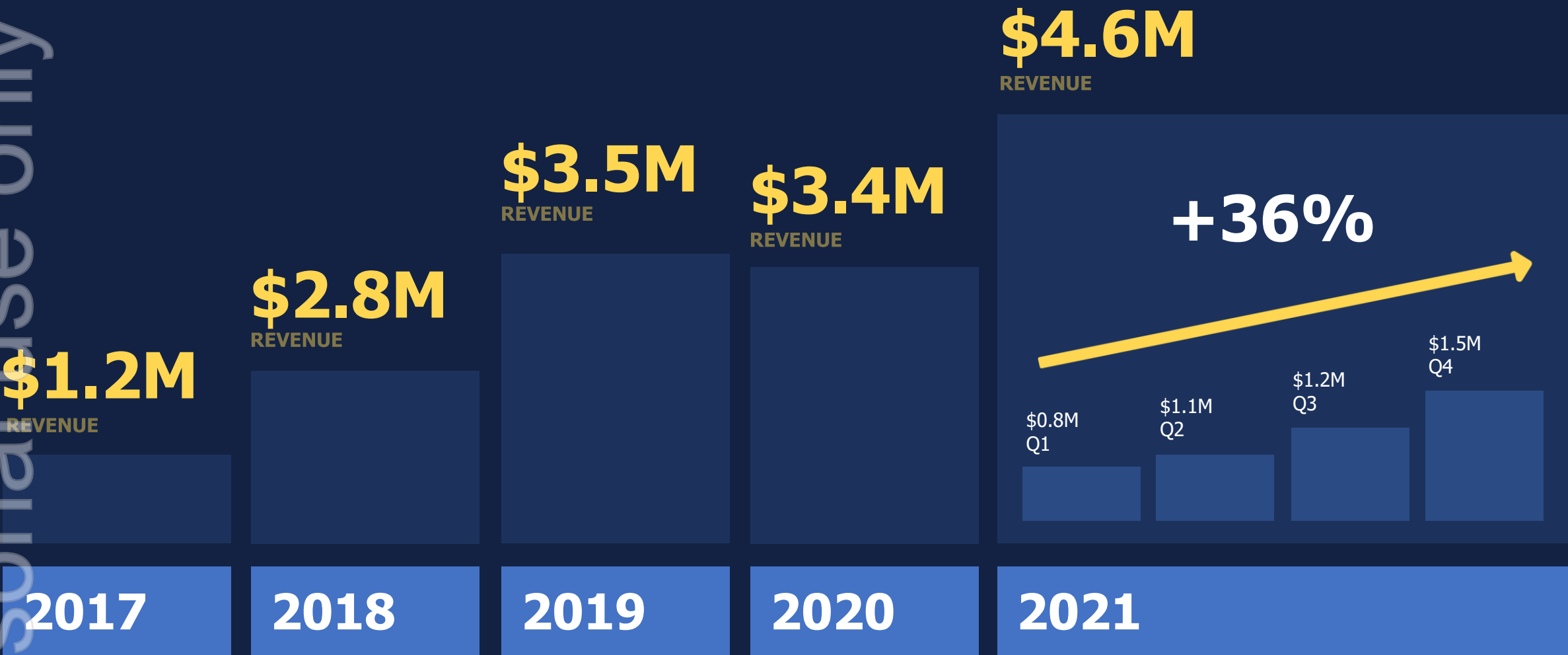
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Reference:

- [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 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



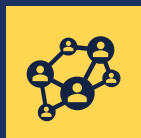
- ✓ Reduce corporate overheads, fees & consulting
- ✓ Incentivise through non-cash mechanisms
- ✓ Investigate debt-sourced funding for new contracts & hardware purchases

POSITIONED TO DELIVER

Why you can expect attractive returns with DLT



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

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 & 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.

CASE STUDIES



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

RocketFarm



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THANK YOU



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