



Drone-based Data Service
and Technology Solutions
Provider to the Mining and
Agricultural industries

INVESTOR UPDATE

26 April 2023

ASX: DLT

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COMPANY SNAPSHOT

Enterprise Value (A\$)

Market cap ¹	Share price \$0.010 at 19 April 2023	\$5.1M
Cash ²	As at 31 March 2023	\$2.8M
Debt ²	As at 31 March 2023	Nil
Enterprise Value	19 April 2023	\$2.3M

Key Operating Metrics (December Financial Year-End)

Revenue FY22	End Dec 2022	\$5.7M	+25% on FY21
ARR³	End March 2023	\$2.8M	+110% on end Q1 FY22
TCV³	End March 2023	\$4.9M	+63% on end Q1 FY22

¹ 511,604,932 ordinary shares outstanding at the date, including those in voluntary escrow

² Excluding shareholder loans, credit cards, motor vehicle and equipment leasing

³ Annual Recurring Revenue (ARR), Total Contract Value (TCV), see 'ARR | TCV' slide for details. The Company began recording this metric from end March 2022.

OUR BUSINESS MODEL

Drone-Based Data Service and Technology Solutions

Industry

Operating Modules

Value Drivers

Mining | Entered 2012

Agriculture | Entered 2018

Infrastructure Monitoring | Future Growth Area

1

Data Capture

1A. Hardware (Drones & Sensors)

1B. Software (Ground Control Station)

1C. Drone Pilots (IREX-Rating)

1D. Licensing (ReOC, BVLOS)

1E. Safety Management

2

Data Processing

2A. GIS Processing
Manual / Automated/ AI

2B. Quality Control
Survey-Grade Accuracy

2C. Detect & Quantify
AI Recognition & Classification
Modelling

3

Output

3A. Reports
Manual / Automated/ AI-generated

3B. Data Feeds
Integration with Customer API's
for Real-Time data

3C. Analysis
Provided by Professional
Surveyors, Engineers or Partners

4

Customer Solution

4A. Surveying & Mapping

4B. Environmental

4C. Security & Surveillance

4D. Asset Monitoring

4E. ROI Management

4F. Conformance Reporting

Training &
Recruitment

Distribution

Automation

AI & Software
Integration

Economies of
Scale

Scalable
Operating Model

UNIQUE VALUE DRIVERS

Which amplify our Business Model



Scalable Operating Model



A key component of what we have built over the last decade as a business is the ability to scale our operations not only domestically, but at a global scale.

Whether organic growth or through acquisitions, we have designed and built mature and robust systems (such as commercial, legal, financial & operational models) that adapt well to jurisdictions with high regard for legislated drone and uncrewed technology operations.

Business' which we acquire immediately benefit from our existing approvals and know-how, enabling faster growth via a wider capability set.

Distribution



We have strong Sales and Marketing teams based across multiple continents and time-zones, allowing us to offer significant reach for our partners, as well as global support for our customers.

Training & Recruitment



Through the years, we have developed a formal recruitment team that can accurately identify, recruit, onboard & train new pilots to modern training standards, developed by our internal team.

We also train external customers who require their Remote Pilots License or BVLOS type-ratings.

Economies of Scale



With one of the largest drone fleets in the world, DLT has built strong partnerships with some of the globe's leading hardware and software suppliers, allowing us to negotiate competitive pricing and comprehensive service levels at an international level.

This scale also opens doors to the latest technology and upgrades, as we generally have input at an engineering-level to improve the overall product and delivery experience.

Regulatory Approvals



Our team is not only comprised of surveyors and engineers, but traditional aviators too!

This unique industry knowledge, built over the course of 12 years, has allowed us to develop mature Safety and Quality Management Systems, which in turn builds trust and confidence from regulators (such as CASA).

We are only a handful of operators to achieve Beyond Visual Line of Site (BVLOS) accreditation across multiple continents, which enables us to attain large area data acquisition at a lower cost point.

AI & Software Integration



We develop applications which streamline our data workflows and integrate with pre-existing cloud-based AI tools or visualisation platforms – these deliver information and insights directly to our customer's database and portals.

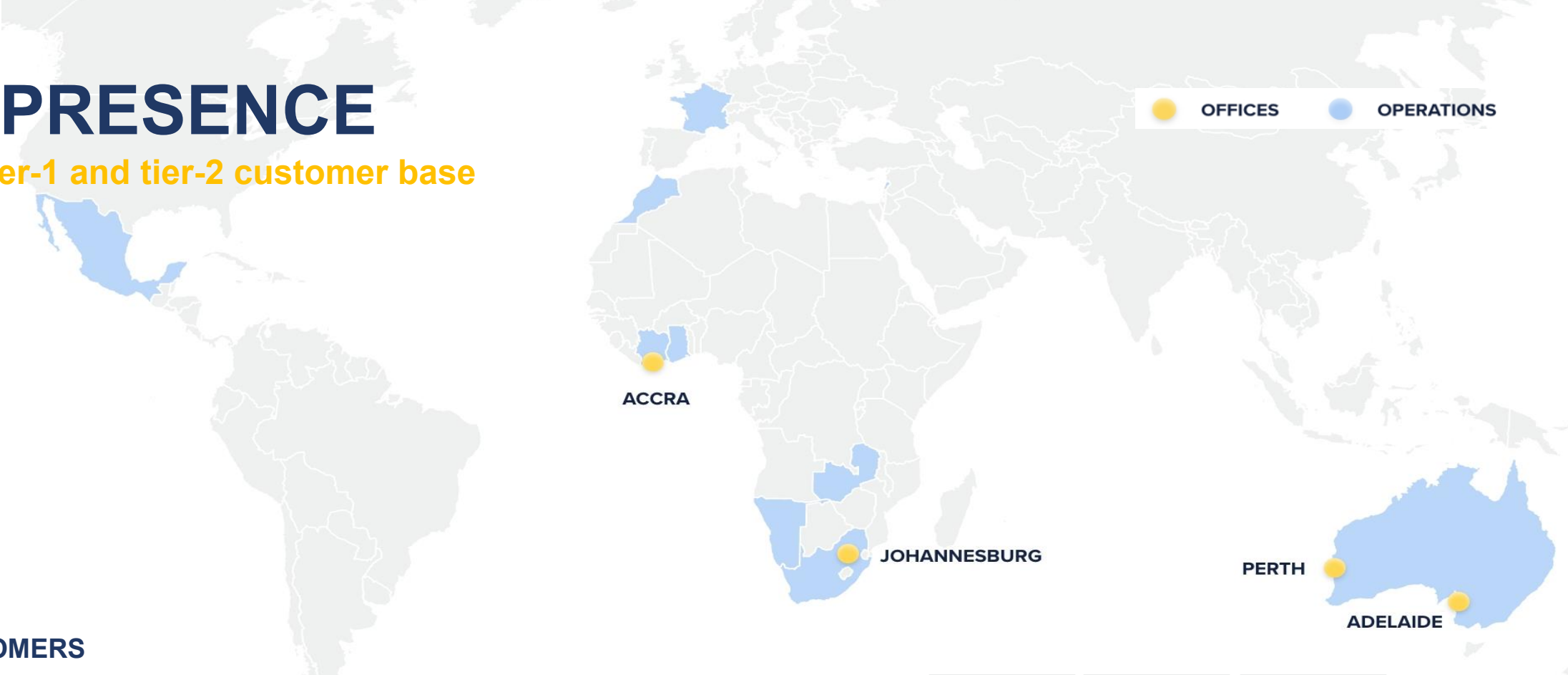
Automation & Research



Our R&D is heavily focused on developing an autonomous drone & robotic eco-system which would remove pilots operating in dangerous areas, while delivering a higher frequency of data from Remote Operating Centres.

OUR PRESENCE

Growing tier-1 and tier-2 customer base



OUR CUSTOMERS

INVESTMENT HIGHLIGHTS

STRONG CORE BUSINESS



- ✓ Established global presence in mining jurisdictions with excellent team
- ✓ Proven business model with large-scale tier-1 and tier-2 customers
- ✓ Strong TCV and ARR contract growth with clients
- ✓ Operations hardware & software: enterprise agreements & preferential pricing with technology suppliers
- ✓ Drone pilot sourcing and training
- ✓ Strong cash-position with growth pathway to breakeven

A GROWTH & VALUE BUSINESS



- ✓ DLT's tech-services offer real value to our customers – expanding number of use cases and increasing utilization by industry including move to outsourcing
- ✓ Development pipeline of new products & services
- ✓ Attractive Profit Margins on long-term B2B contracts
- ✓ Strongly positioned to integrate our business model through strategic acquisitions

POSITIVE INDUSTRY DRIVERS



- ✓ Primary industry companies are well funded (mining and agriculture)
- ✓ 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

ersonal use only

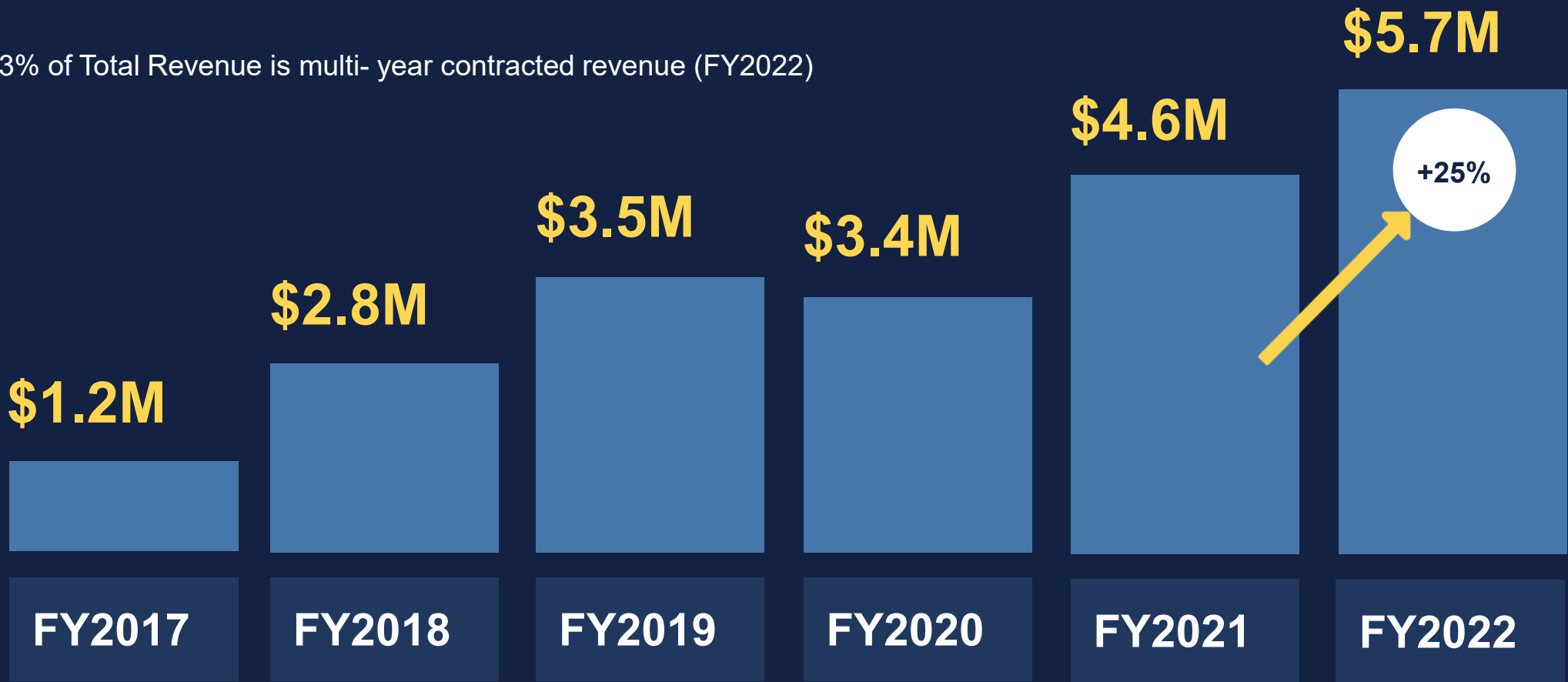
KEY OPERATING METRICS & FINANCIALS



OUR GROWTH

Revenue growth shows growing track record¹

- ✓ 32% of Total Revenue is generated in Australia (FY2022)
- ✓ 33% of Total Revenue is multi- year contracted revenue (FY2022)

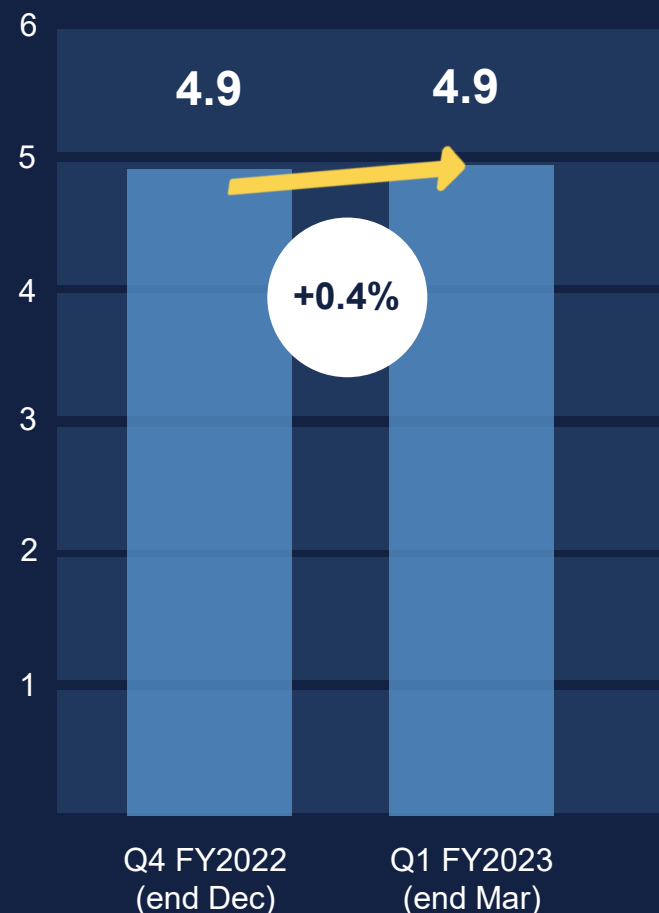
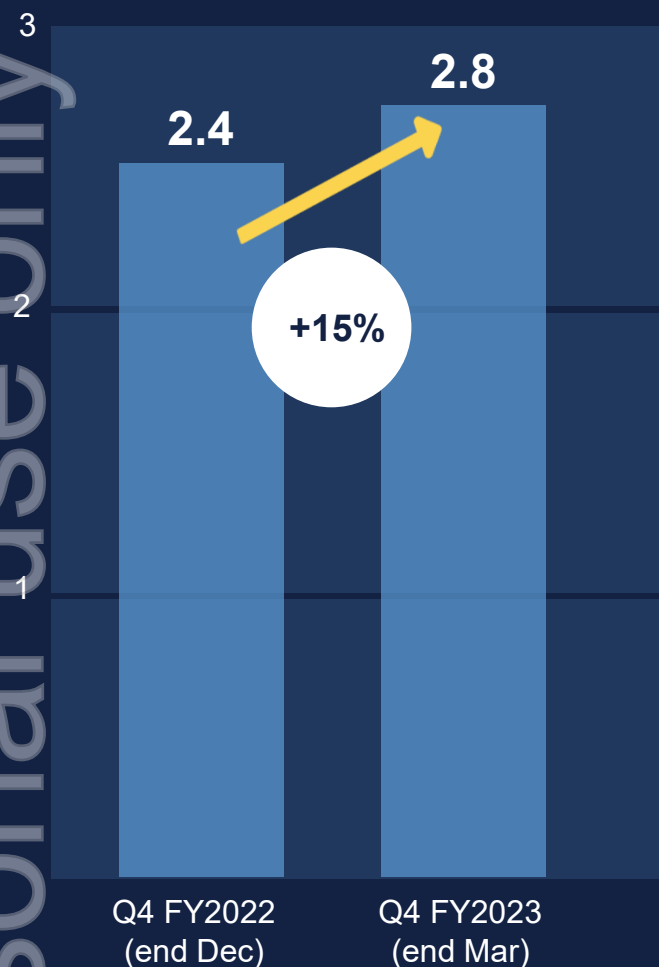


¹ 31 December financial year end

ARR | TCV – OUR GROWTH

ANNUAL RECURRING
REVENUE (ARR) (\$M)

TOTAL CONTRACT VALUE (REMAINING)
(TCV) (\$M)



ARR: annualised revenue which is contracted and has a minimum original term of 12 months

TCV: total value of all remaining contracts (only contracts that had a minimum of 12 months original duration are included) and is net of monthly contract depletion (i.e. the revenue remaining to be collected until end of contract life)

ARR and TCV may be impacted by exchange rate fluctuations. The Company began recording this metric per end March 2022.

Material contracts signed in March Q1 FY2023



Vedanta Zinc International Black Mountain Mining

TCV of \$281k and **ARR** of \$211k
16 months remaining

Vedanta Limited is the 6th largest diversified mining company in the world, see [ASX announcement](#) 31 January 2023



AngloGold Ashanti Sunrise Dam Gold Mine

TCV of \$307k and **ARR** of \$154k
2-year contract

A leading global gold miner, see [ASX announcement](#) 27 February 2023

QUARTERLY RESULTS - HIGHLIGHTS

Q1 FY2023 (MAR)

ARR AND TCV

- ✓ **ARR - \$2.8m**
up 15% on prior quarter
(Q4 FY2022)
- ✓ **TCV - \$4.9m**
up 0.4% on prior quarter
(Q4 FY2022) remained flat
despite new contracts being
signed due to existing contract
depletion (run-off)

REVENUE & CASH

- ✓ **Revenue** - \$1.5m, down 8% on prior quarter, up 10% on Q1 FY2022, due to lower project revenue – January being a seasonal low month
- ✓ **Cash receipts** - \$1.7m, down 0.1% on prior quarter, down 6% on Q1 FY2022
- ✓ **Annual recurring revenue (ARR)** was 39% of total revenue
- ✓ Australian operations accounted for 29% of group revenue (trade)

MATERIAL CONTRACTS SIGNED

- ✓ Vedanta Zinc Int – Black Mountain Mining (South Africa) – 16-month contract (remaining), (TCV \$281k / ARR \$221k)
(see ASX announcement 31 January 2023)
- ✓ AngloGold Ashanti – Sunrise Dam Gold Mine (Western Australia) – 2-year contract, (TCV \$307k / ARR \$154k)
(see ASX announcement 27 February 2023)

CASH BREAKEVEN

- ✓ **Net cash used in operating activities;** almost at breakeven, was A\$62k in Q1 FY2023, down 58% on Q4 FY2022 and down 53% on Q1 FY2022
- ✓ Sustained through flat cash receipts and another quarter of good cost management, positioning DLT on a continued pathway to achieve operating cash breakeven

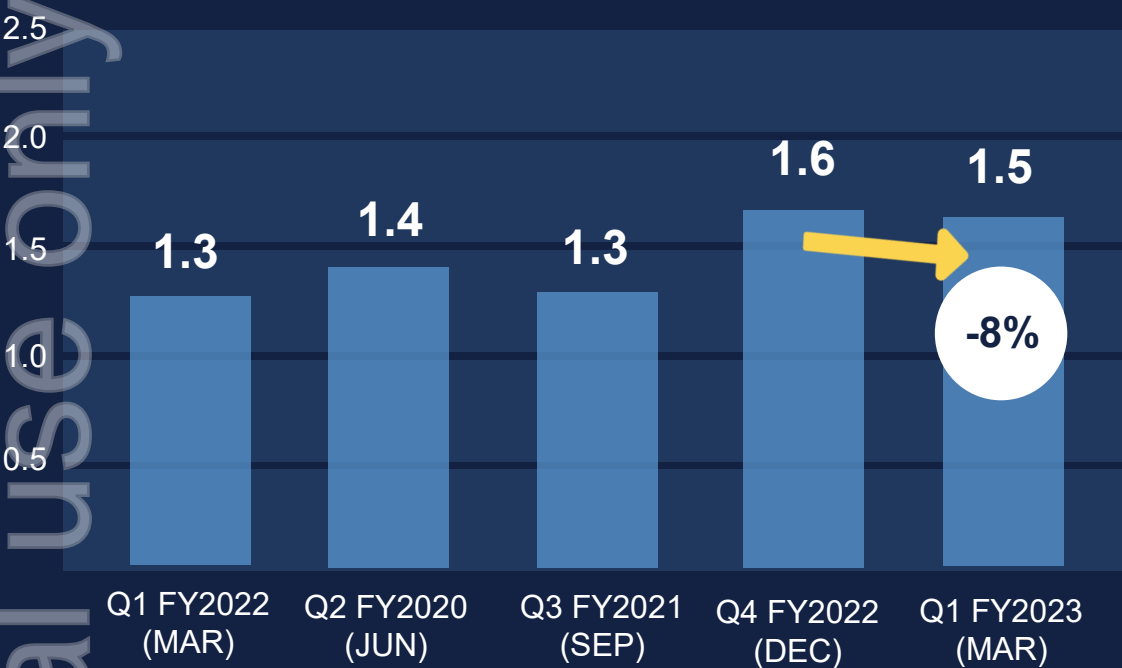
KEY INITIATIVES

- ✓ **Revised integrated business model confirmed;** first sale of AI software solution (Strayos), delivering more value and increasing opportunities from existing and new customers
- ✓ **Board changes;** Appointment of Mr David Morton as Independent Non-Executive Director, an experienced technology company Director; retirement of Non-Executive Directors, Mr Christian Vigue and Mr Nicolas Clerc (with effect from 30 April 2023)

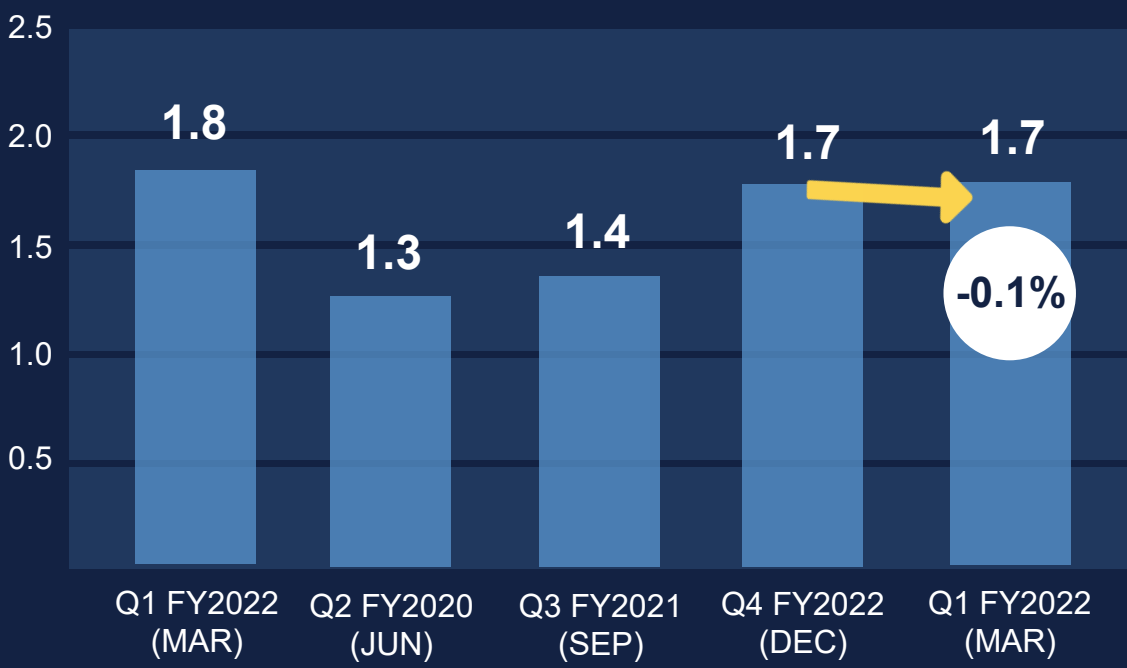
QUARTERLY RESULTS

Revenue & Cash Receipts

Revenue from Continuing Operations (\$M)



Cash Receipts from Customers (\$M)



Revenue of \$1.5m, down 8% on prior quarter, up 10% on Q1 FY2022 (see slide revenue breakdown)

- Due to **lower project revenue** – January being a seasonal low month
- **Recurring revenue up slightly**

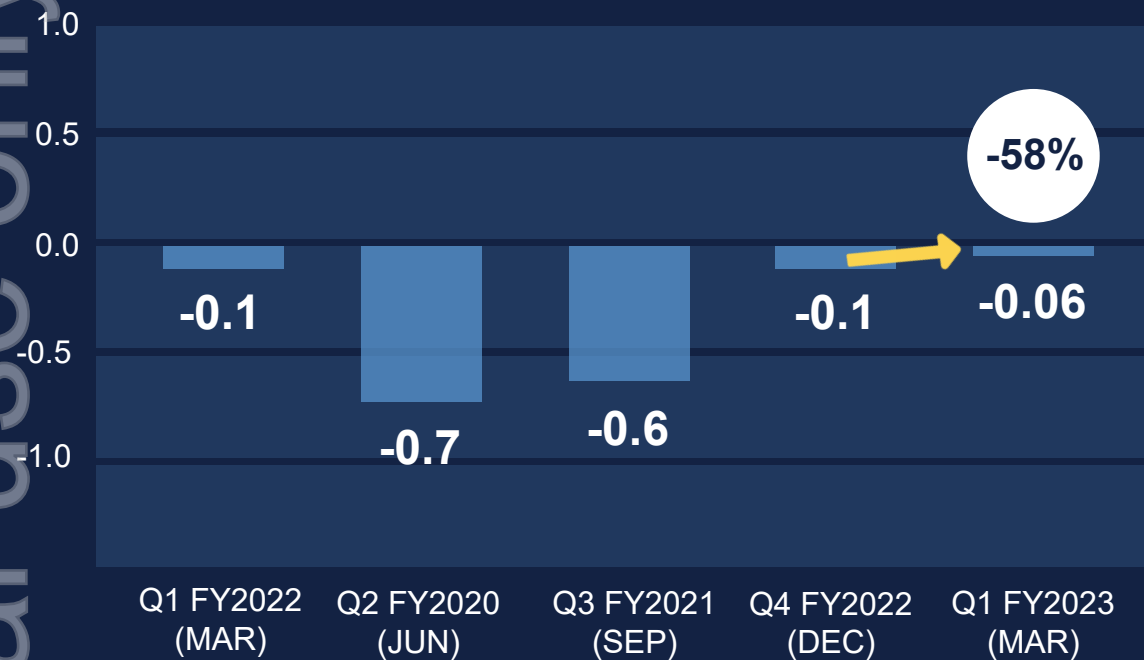
NOTE:

Revenue and Cash receipts are impacted by timing of collections and revenue recognition.
See ARR & TCV slide for definitions | ARR and TCV may be impacted by exchange rate fluctuations |

QUARTERLY RESULTS

Operating Cash Breakeven

Net Cash Used in Operating Activities (\$M)

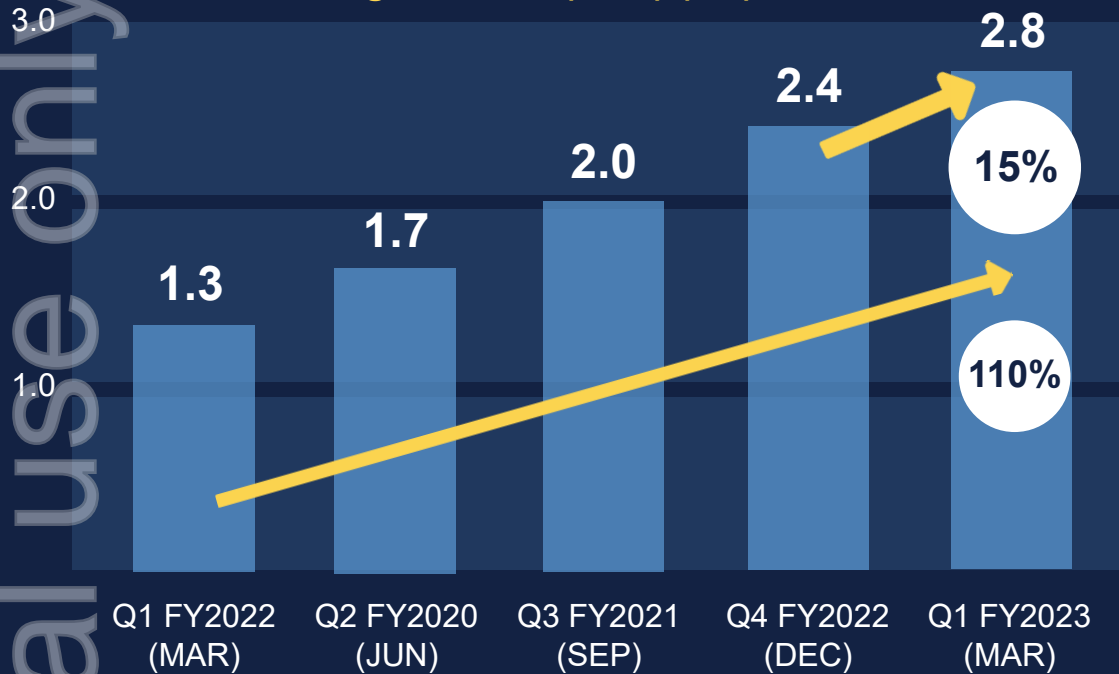


- ✓ **Net cash used in operating activities** was A\$62k in Q1 FY2023, down 58% on Q4 FY2022 and down 53% on Q1 FY2022
- ✓ Sustained through flat cash receipts and another quarter of good cost management.
- ✓ This positions DLT on a continued pathway to achieve operating cash breakeven.

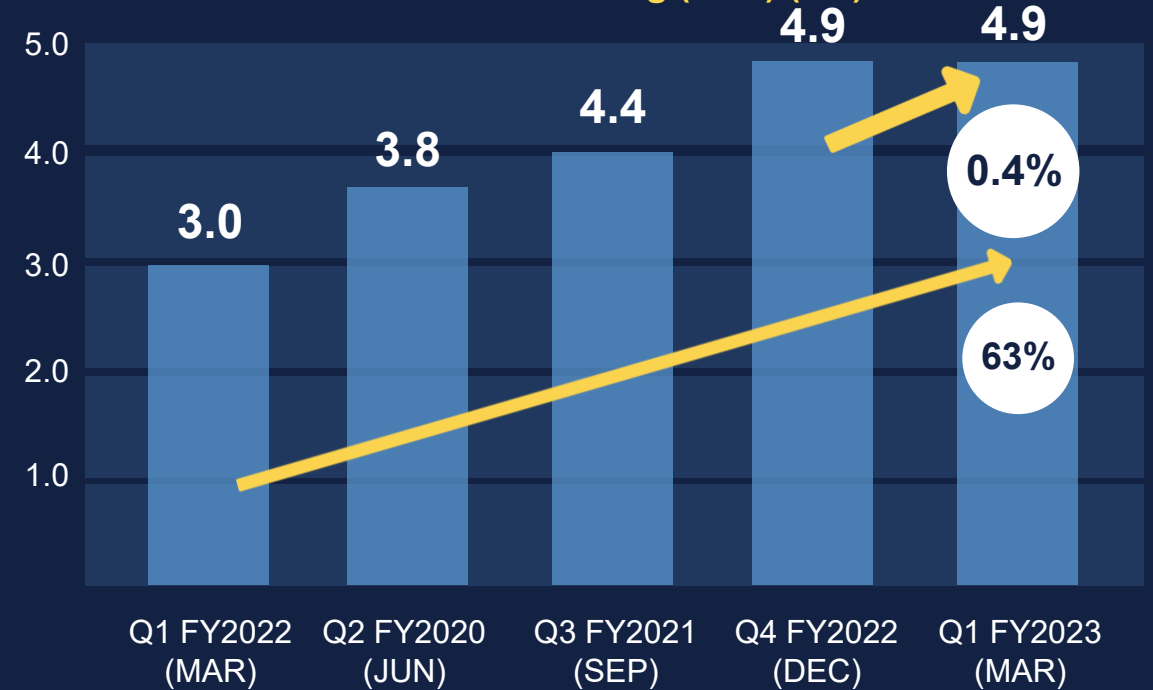
QUARTERLY RESULTS

ARR & TCV

Annual Recurring Revenue (ARR) (\$M)



Total Contract Value - Remaining (TCV) (\$M)

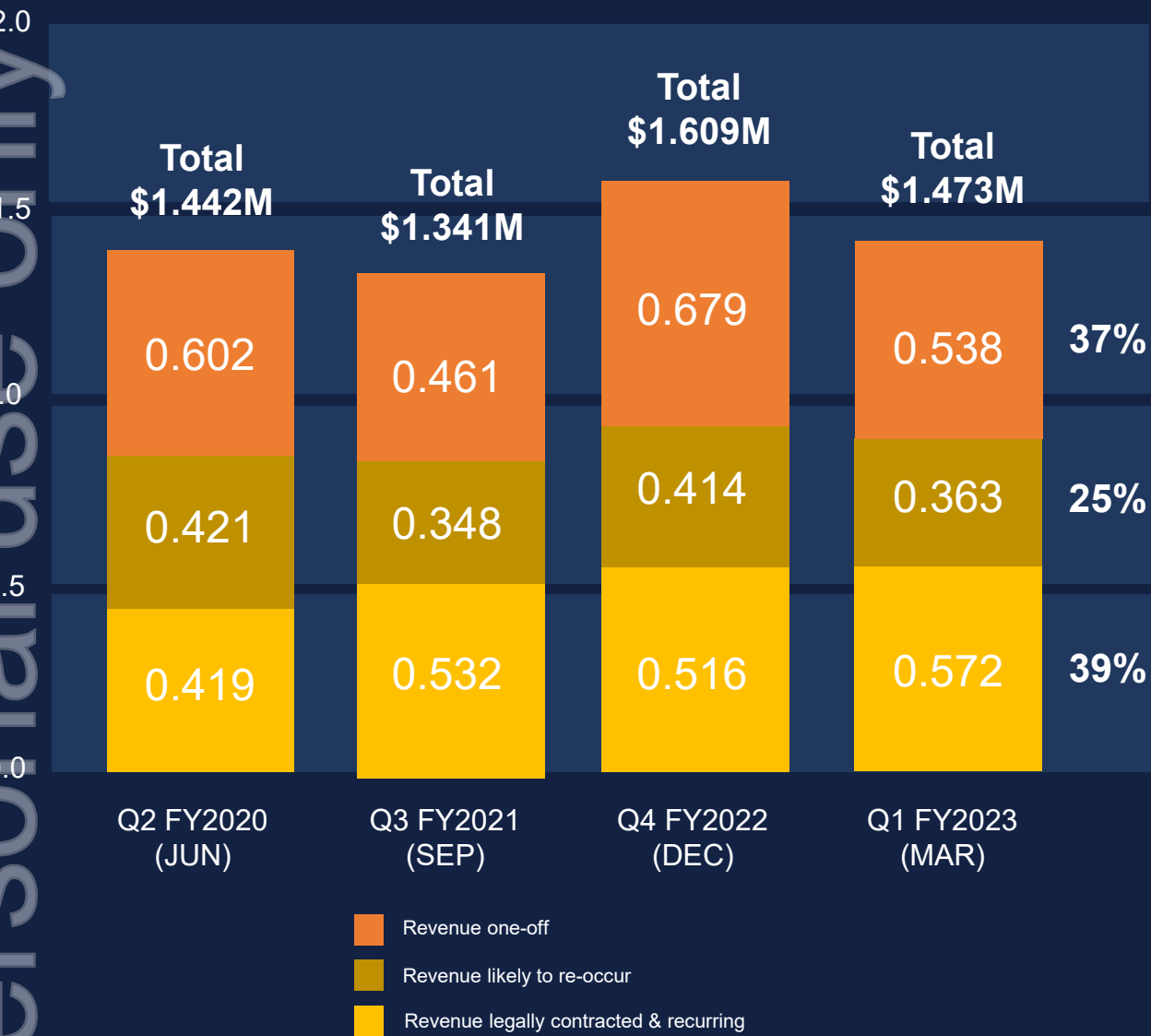


- ✓ Growing the ARR component of overall revenue is a focus of the Company when tendering its services
- ✓ Australian operations accounted for 29% of group revenue in the quarter
- ✓ Multi year contracted revenue accounted for 39% of total revenue in the quarter

- ✓ Two material contracts signed in the quarter
 - Vedanta Zinc Int – Black Mountain Mining (South Africa)
 - AngloGold Ashanti – Sunrise Dam Gold Mine (Western Australia)

REVENUE BREAKDOWN

REVENUE FROM CONTINUING OPERATIONS BY TYPE (\$m)



Contracted Annual Recurring Revenue (ARR) was 39%
of Total Revenue in Q1 FY2023 (March)

Revenue types

- A) Revenue one-off:** revenue which does not meet the above definitions (these are typically one-off short projects)
- B) Revenue likely to re-occur:** revenue which management have a reasonable expectation will reoccur in the future either because it has been historically demonstrated to re-occur or because we hold rolling short term purchase orders or legal contracts which are less than 12 months in original length.
- C) Revenue legally contracted and recurring:** revenue from legal contracts with minimum original terms of 12 months, subject to normal termination provisions per each contract. The TCV and ARR measures contain only this type of contract.

Revenue in Q1 lower due to **lower project revenue** – January being a seasonal low month;
recurring revenue up slightly

ersonal use only

STRATEGY, MARKET & GROWTH PATHWAY



GLOBAL
AUTONOMOUS
DRONE MARKET
SIZE WORTH
US\$56.5 BILLION
BY 2030

Source: Markets N Research report, MNR-1645, 6 February 2023



STRATEGIC INITIATIVES UNDERWAY – H1 2023 (ending June)

1. Re-Branding Strategy

Following the sell-down of the former majority shareholder, Delta Drone SA in December 2022, the Company intends to align its current business activities and corporate identity with a single name across the group.

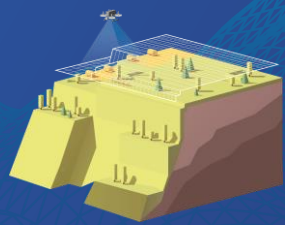
The Company is proposing to change its name to **RocketDNA Ltd**, which will require shareholder approval at its [upcoming AGM](#) on the 25th May 2023.

2. Unifying Business Purpose

The proposed Name Change will also be supported by new branding and marketing efforts which not only clarifies the Company's new vision and mission, but also defines a new range of data-driven products, powered by our core drone capture abilities.



BUILDING GEOSPATIAL & AI DATA PRODUCTS FROM MINE TO MILL & BEYOND



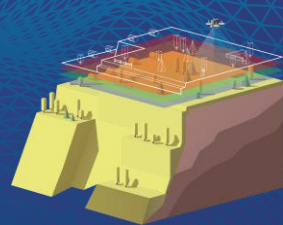
ENVIRONMENTAL

- Pre & Post Disturbance Surveys
- Vegetation Health Monitoring
- Data for Environmental Reporting
- Landform Erosion Surveys



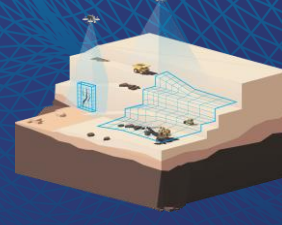
EXPLORATION

- Topographic Survey & Imagery
- Drill-Hole Surveys
- Surface Feature Mapping



SURVEY & PLANNING

- Mine Design Layout
- Stockpile Volumetrics
- 3-D Face Profiles



GEOTECHNICAL

- AI Crack Detection
- Conformance Monitoring
- Pit Wall Monitoring & Mapping



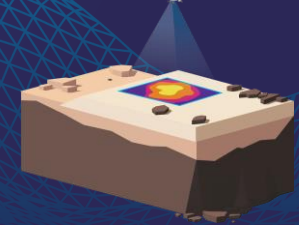
DRILL & BLAST

- Fragmentation & Heave Analysis
- Burden Planning & Reporting
- Vibration Modelling



INFRASTRUCTURE & CONSTRUCTION

- Asset Management & Inspections
- Progress Monitoring & Heat Map Conformance
- Digital Twins
- Thermal Inspection



TAILINGS STORAGE MANAGEMENT

- Embankment Monitoring
- Thermal Leak Detection
- Deposition Analysis

GROWTH PATHWAY

Our focus coming into calendar 2023

BUSINESS MODEL



- ✓ Australia business:
 - Implement new operating model (moving projects to multi-year contracts)
 - Improve margins (Arvista acquired late 2021)
- ✓ Value add service offering and value chain (AI data processing)
- ✓ Unlock value from unique BVLOS* license longer range capability
- ✓ Expand the Agricultural service offering in Australia

CORPORATE & OPEX COSTS



- ✓ Initiatives that bring us closer to break-even
- ✓ Continue to contain & reduce corporate overheads, fees & consulting
- ✓ Incentivise through non-cash mechanisms
- ✓ Improve operational process flows (data capture and processing)
- ✓ Investigate debt-sourced funding for operational 'growth' purposes:
 - Scaling new contracts
 - Hardware purchases to further develop a value added client offering (to complement licensed software)

CUSTOMER GROWTH



- ✓ Quarterly Growth to date has shown a track record of growth which is a function of our strong offering with tier-1 and tier-2 mining client wins
- ✓ Pipeline growing with strong opportunity in Australia and Africa

ACQUISITIONS



- ✓ Pursue opportunities that add value to our business, help us build further economies of scale
- ✓ Industries: mining & agriculture
- ✓ Locations that add value to our business



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