



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



# AGM PRESENTATION FY2022

25 May 2023

ASX: DLT

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# FY2022 ACHIEVEMENTS AND Q1 FY2023

## BUSINESS MODEL REVISED AND DELIVERING VALUE

- ✓ Established global presence in mining jurisdictions with excellent team
- ✓ Proven business model with large-scale tier-1 and tier-2 customers
- ✓ Operations hardware & software: enterprise agreements & preferential pricing with technology suppliers
- ✓ Drone pilot sourcing and training
- ✓ Attractive Profit Margins on long-term B2B contracts
- ✓ The demand for real-time input data is growing to feed into AI & GIS applications

## KEY METRICS TCV & ARR GROWING STRONGLY

- ✓ Primary industry companies are well funded (mining and agriculture)
- ✓ Growth opportunities; strongly positioned to integrate our business model through strategic acquisitions

## TRACKING TOWARDS OPERATING CASH BREAKEVEN

- ✓ Strong cash-position with growth pathway to breakeven
- ✓ Cost-saving initiatives are well-received & understood
- ✓ Development pipeline of new products & services

# 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

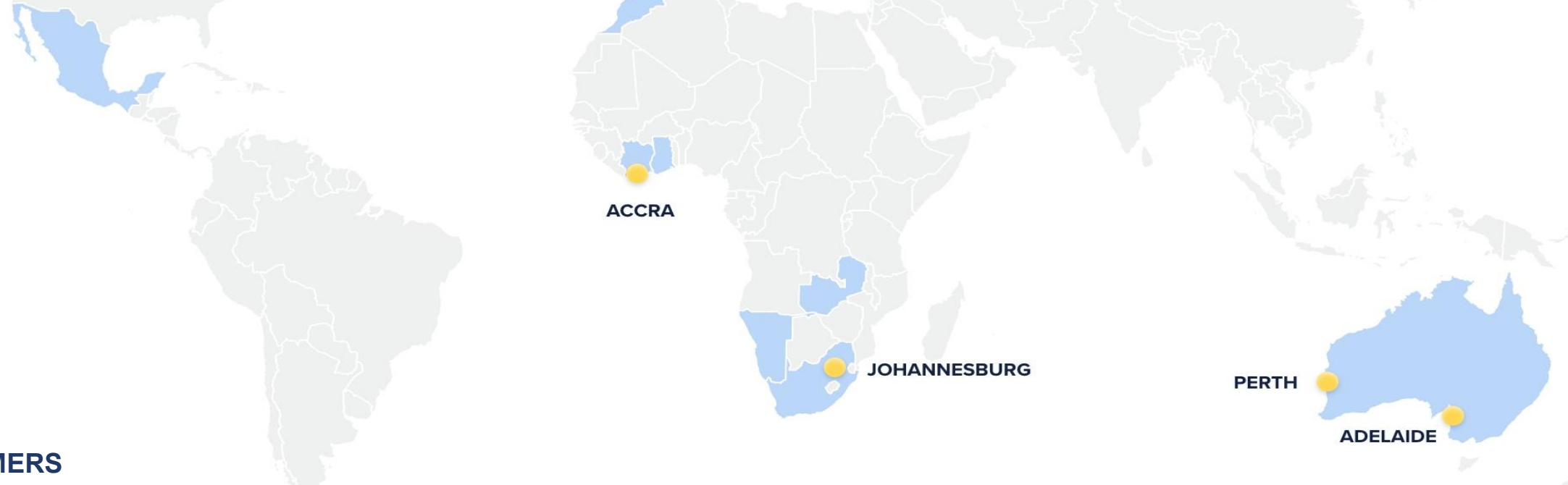
Scalable Operating Model



# OUR PRESENCE

Growing tier-1 and tier-2 customer base

● OFFICES ● OPERATIONS



## OUR CUSTOMERS



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# KEY OPERATING METRICS & FINANCIALS

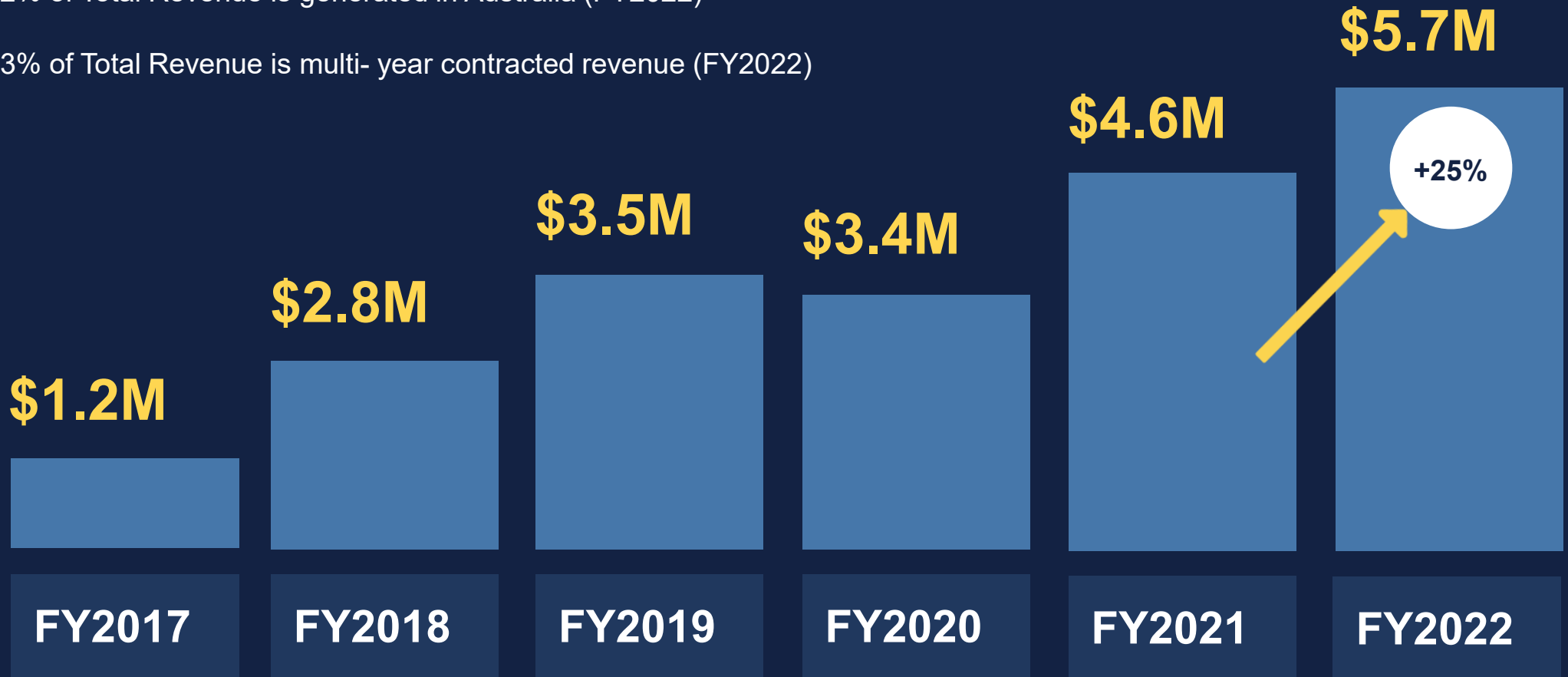


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# OUR GROWTH

Revenue growth shows growing track record<sup>1</sup>

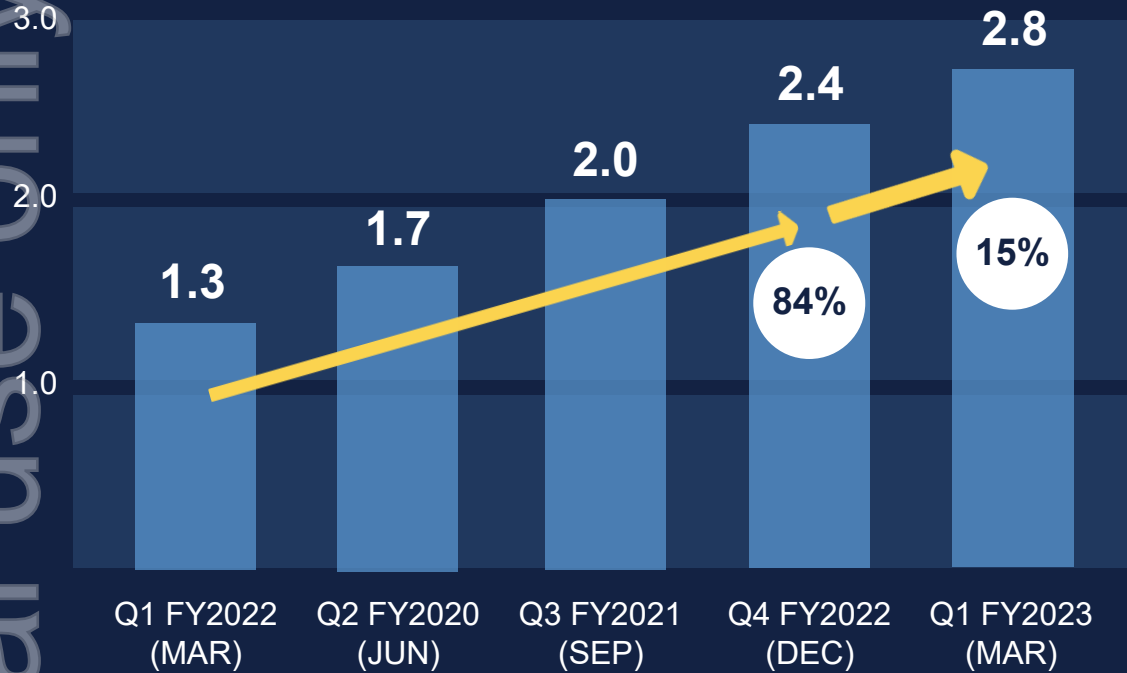
- ✓ 32% of Total Revenue is generated in Australia (FY2022)
- ✓ 33% of Total Revenue is multi- year contracted revenue (FY2022)



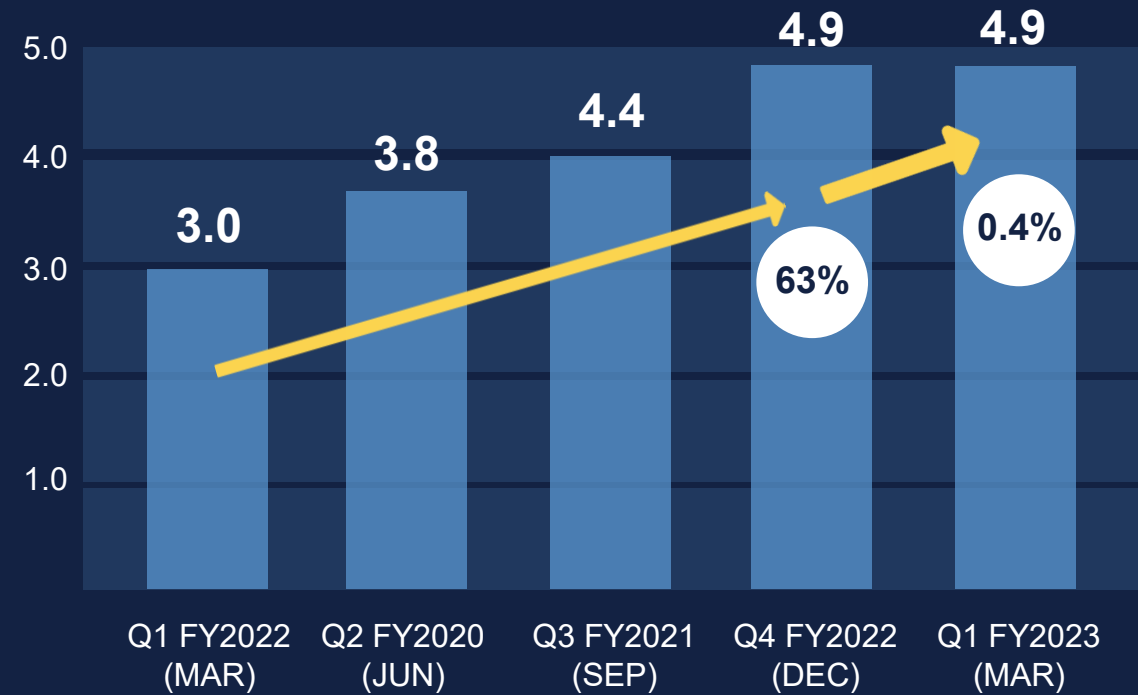
<sup>1</sup> 31 December financial year end

# ARR & TCV

### Annual Recurring Revenue (ARR) (\$M)



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

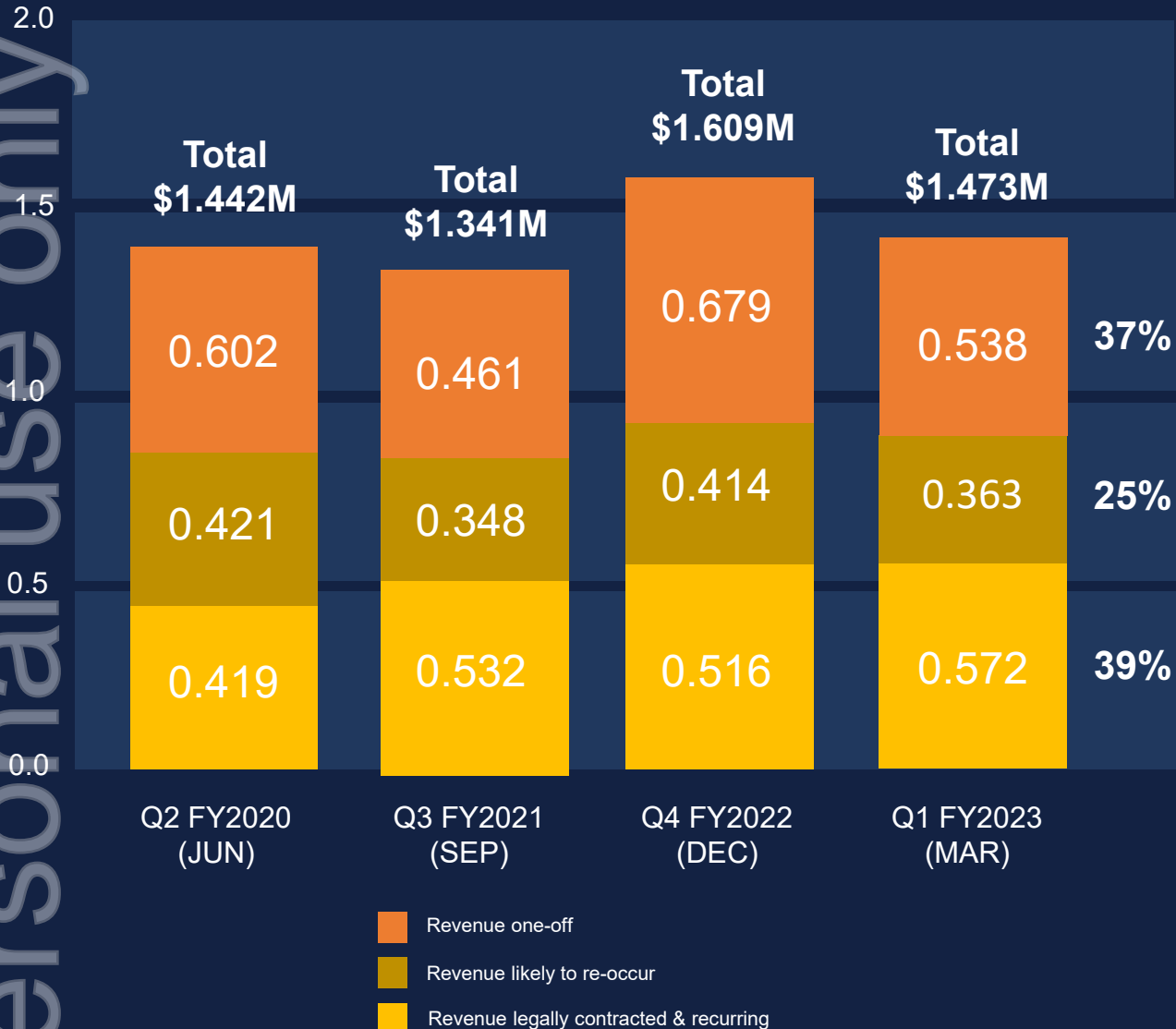


✓ ARR growth over the past year  
+84% from \$1.3m end Q1 FY2022 to \$2.4m end Q4 FY2022

✓ TCV growth over the past year  
+63% from \$3.0m end Q1 FY2022 to \$4.9m end Q4 FY2022

# 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

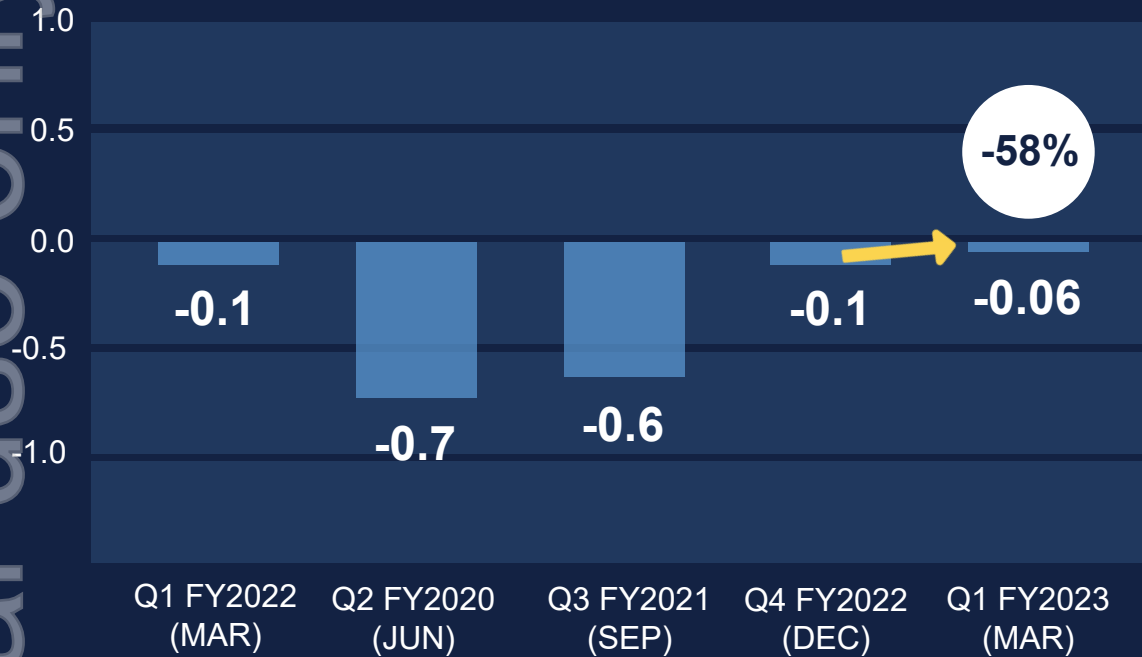
- A) Revenue one-off:** revenue which does not meet the above definitions (these are typically one-off short projects)
- B) Revenue likely to re-occur:** revenue which management have a reasonable expectation will reoccur in the future either because it has been historically demonstrated to re-occur 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**



# OPERATING CASH BREAK-EVEN

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.

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# STRATEGY, MARKET & GROWTH PATHWAY



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**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 has today proposed to change its name to **RocketDNA Ltd.**

## 2. Unifying Business Purpose

The 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.



# OUR NEW NAME

Mapping out our future growth path

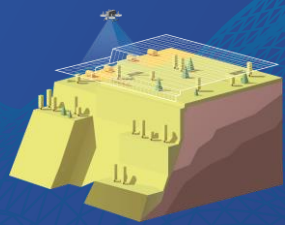
**ROCKETDNA**  
DRONES & AUTOMATION



Our mission is to democratise drone data which enables autonomous systems and empowers decision-makers

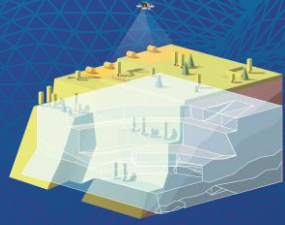
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# BUILDING GEOSPATIAL & AI DATA PRODUCTS FROM MINE TO MILL & BEYOND



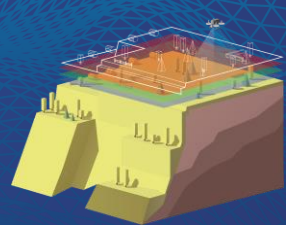
## ENVIRONMENTAL

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



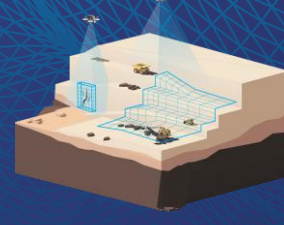
## EXPLORATION

- 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



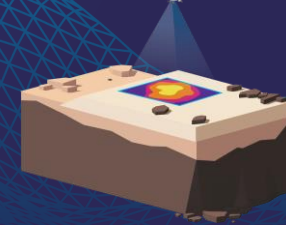
## DRILL & BLAST

- 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

\* Beyond visual line of sight



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