

ASX: RKT



**ROCKET DNA**  
DRONES & AUTOMATION



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Investor Presentation

Update - June 2023

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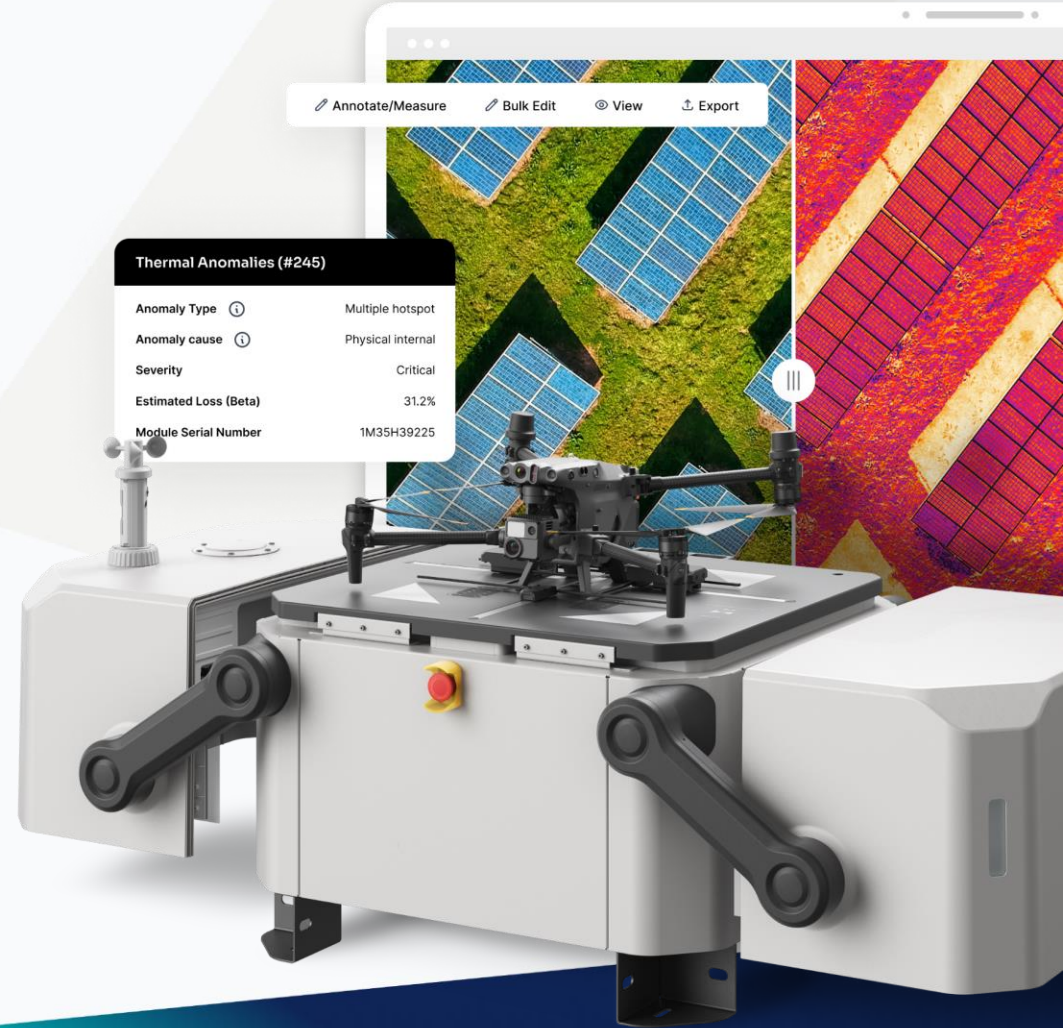
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**ROCKET DNA**  
DRONES & AUTOMATION



# Automate your operational workflows using Drones & AI



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# Our mission is to democratize drone data that empowers decision-makers for a safer & more productive world.

## BARS Certified

### Highest Safety Recognition

RocketDNA has been verified in both South Africa and Australia against the BARS standard - one of the highest commitments to safety in the contracted aviation world.

## 24/7 Availability

### Worldwide Remote Operations Centre

With Remote Operations Centres on two continents, RocketDNA can cover your data needs 24/7

## 7+ Countries

### Global Experience

RocketDNA has experience across two continents, and in at least seven different countries, with regional offices in Australia and Africa.

## AI-Enabled

### Faster Geospatial Insight

All our insights are powered by AI - providing you with the very best, intelligent data - whenever you need it.

# Focused on the Mining, Agriculture and Critical Asset Industries

Capturing growth in these sectors through  
our differentiated Digital & Automation  
solutions

**75+**

**Employees**

Based across our global operations, RocketDNA celebrates a diversity of people, views & cultures which help us drive the business forward

**15,000km<sup>2</sup>**

**Surveyed Land Area**

Our focus is on developing cost-effective technology solutions that scale, allowing for frequent data capture and insights

**17+**

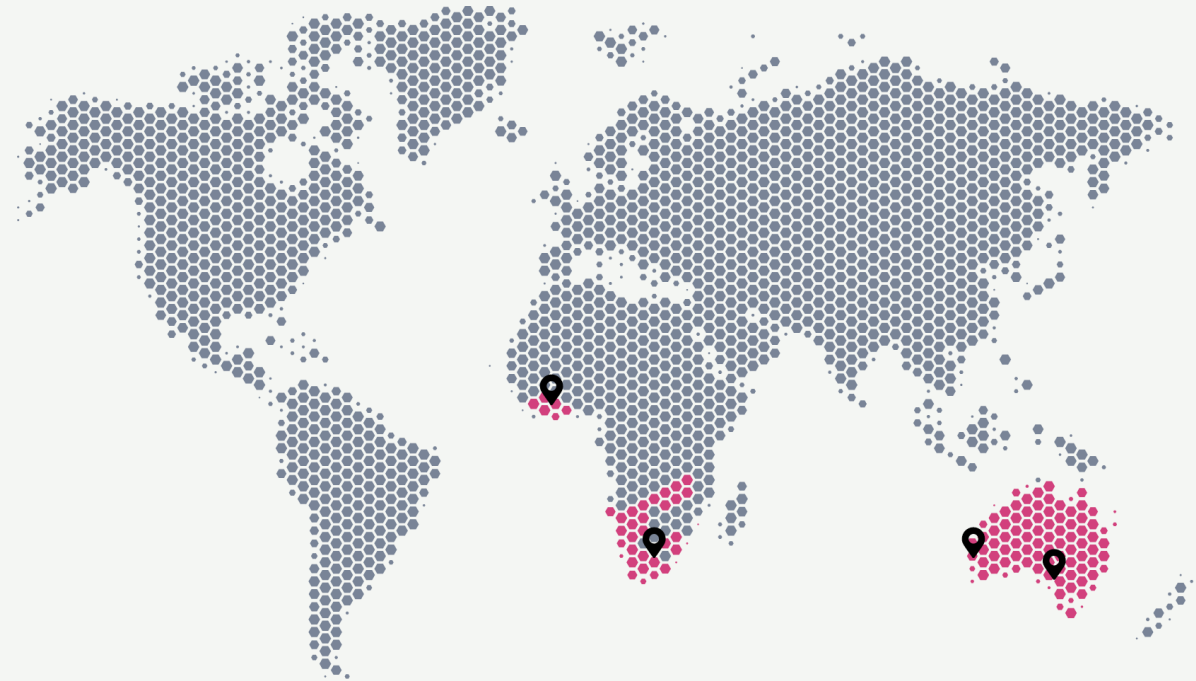
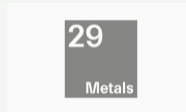
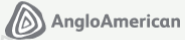
**Countries**

Our Enterprise Customers have taken us across the world, with experience across Africa, Australia, Europe and North America


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# Our Presence and Customer Base

Growing tier-1 and tier-2 customer base; trusted and used by these companies



 Offices

 Operations

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# Our Business Model

We provide scalable geo-data & AI solutions using automated data capture and on-site services, which provide short & long-term insights for decision makers



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## Mining

(Entered 2012)

Providing Automated or Manual On-Site Data Capture, delivering solutions which focus on Survey, Geotechnical Analysis and Blasting



## Agriculture

(Entered 2018)

Focusing on Research & Development, assisting our Customers in analysing their trials down to the very seedling



## Infrastructure Monitoring

(Future Growth Area)

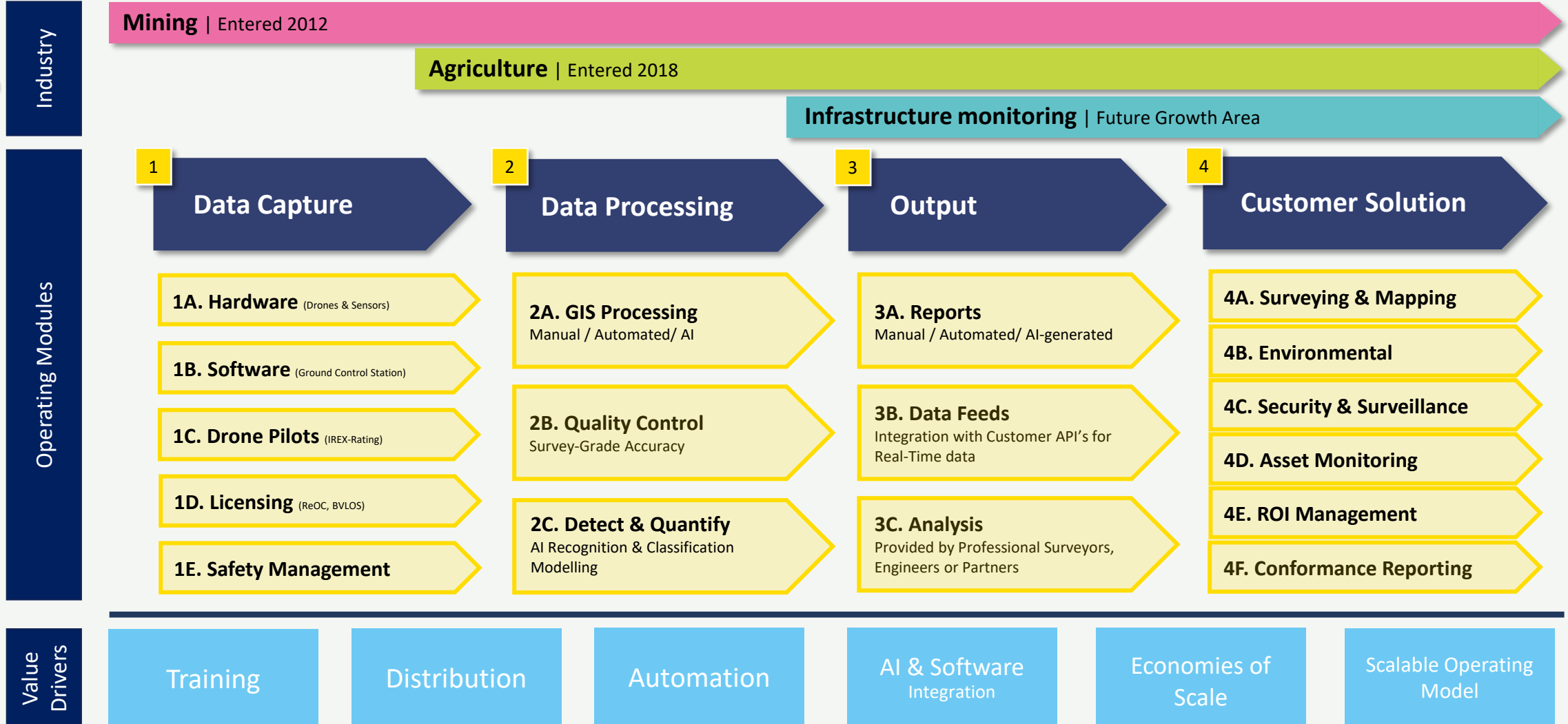
Harnessing our Geo-data experience in regional and rural settings, RocketDNA looks to expand its offerings within the ageing critical infrastructure arena

# Our Business Model

Drone-based Data Products and Technology Services



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# 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.

Businesses 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, RKT 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 one of 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 will remove the need for people to work in dangerous areas, while delivering a higher frequency of data from Remote Operating Centres.

# Leadership & Board

RocketDNA has hand-picked a diverse set of individuals from various backgrounds to ensure that the multiple entities in the territory are able to perform at their peak.

## Board



**Christopher Clark**  
CEO & Executive Director



**Paul Williamson**  
Executive Director & CFO



**David Morton**  
Non-Executive Director

## Management



**Christopher Clark**  
CEO & Executive Director



**Paul Williamson**  
Executive Director & CFO



**Camron Pfafferoth**  
Managing Executive (Africa)



**Evan McKern**  
General Manager (WA)



**Ajay Harduth**  
Director of Operations  
(South Africa)



**Bridgette Tucker**  
Head of Safety, Compliance  
& External Training (Africa)



**Byron Leggett**  
Head of People and Internal  
Development (Africa)

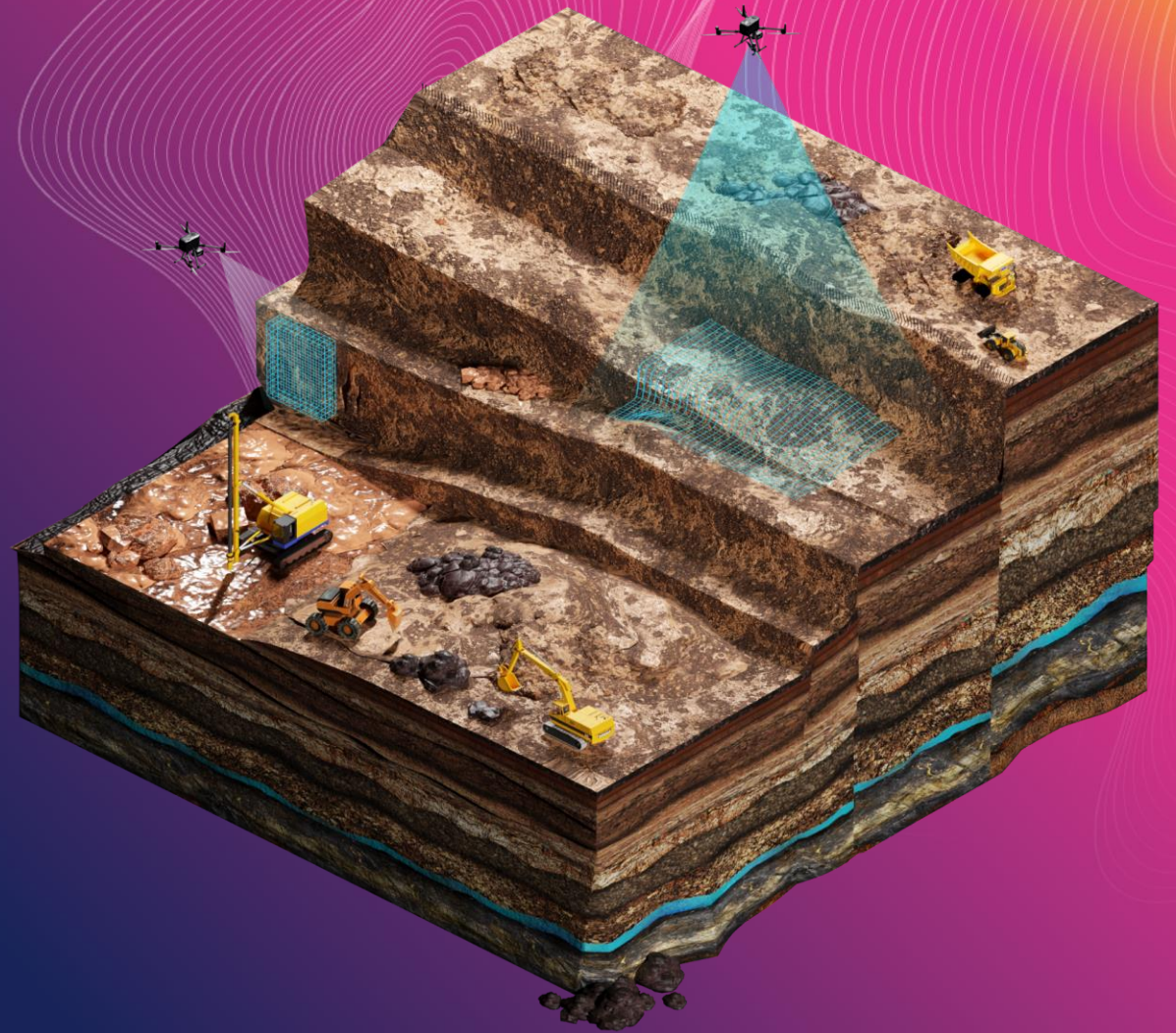


**Barnaby Martin**  
General Manager Africa

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# FINANCIAL HIGHLIGHTS

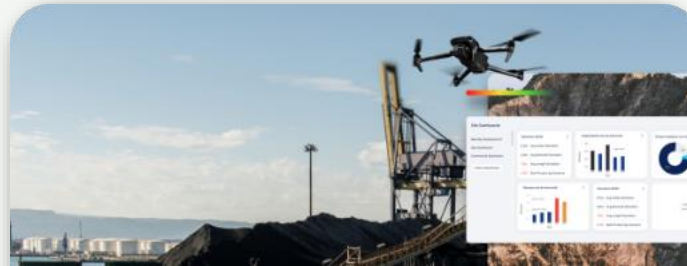


# FY2022 Achievements and Q2 FY2023<sup>1</sup>



## 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
- ✓ 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



## POSITIONED WITHIN KEY INDUSTRIES TO LEVERAGE TCV & ARR GROWTH

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



## TRACKING TOWARDS OPERATING CASH BREAKEVEN

- ✓ RKT'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

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# Quarterly Results - Highlights

Q2 FY2023 (June)<sup>1</sup>

## ARR AND TCV

- ✓ **ARR - \$2.7m**  
Down 4% on prior quarter (Q1 FY2023) and up 55% on Q2 FY2022
- ✓ **TCV - \$4.3m**  
Down 11% on prior quarter (Q1 FY2023) and up 14% on Q2 FY2022

TCV is impacted by existing contract depletion (run-off)

## Revenue & Cash

- ✓ **Revenue - flat at \$1.5m on prior quarter and up 2% on Q2 FY2022**
- ✓ **Cash Receipts - flat at \$1.7m on prior quarter and up 27% on Q2 FY2022**
- ✓ **Contracted revenue accounted for 42% of total revenue**
- ✓ **Australian operations accounted for 34% of group revenue**

## 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
- ✓ **Name change to RocketDNA completed (ASX : RKT)**
- ✓ **BARS aviation safety verification secured for operations in Australia and South Africa**

## Material Contracts

- ✓ **Post quarter end (10 July)**  
  
Contract signed with South32 – Hotazel Manganese Mines in South Africa (TCV A\$1.180m and ARR of A\$236k), 5-year contract

## Cash Breakeven

- ✓ **Q2 FY2023 YTD**  
Net cash used in operating activities significantly improved over Q2 FY2022 YTD by +63%
- ✓ **Sustained but flat cash receipts and another quarter of good cost management,** positions RocketDNA on a continued pathway to achieve operating cash breakeven

**RocketDNA CEO Christopher Clark said:** "Were it not for the South32 contract win landing just after quarter end on 10 July, our slightly receding ARR and TCV metrics would have generated positive single and double digit growth respectively for the quarter. Overall we are pleased with the way the business is performing. We strengthened the operating model as demonstrated by the first sale of AI software solution Strayos, who we recently entered into a sales partnership with. In addition, the BARS aviation safety verification will strengthen our ability to win future contracts as a must have when vying for contracts especially with tier-1 miners globally.

Finally, we continue to chip away at achieving an operating cash breakeven and are in stronger position than this time last year. It should be noted that we are balancing growth while at the same time fastidiously monitoring and managing costs."

# Annual revenue growth<sup>1</sup>

Growing track record

- ✓ 34% of Total Revenue is generated in Australia (FY2022)
- ✓ 33% of Total Revenue is multi-year contracted revenue (FY2022)



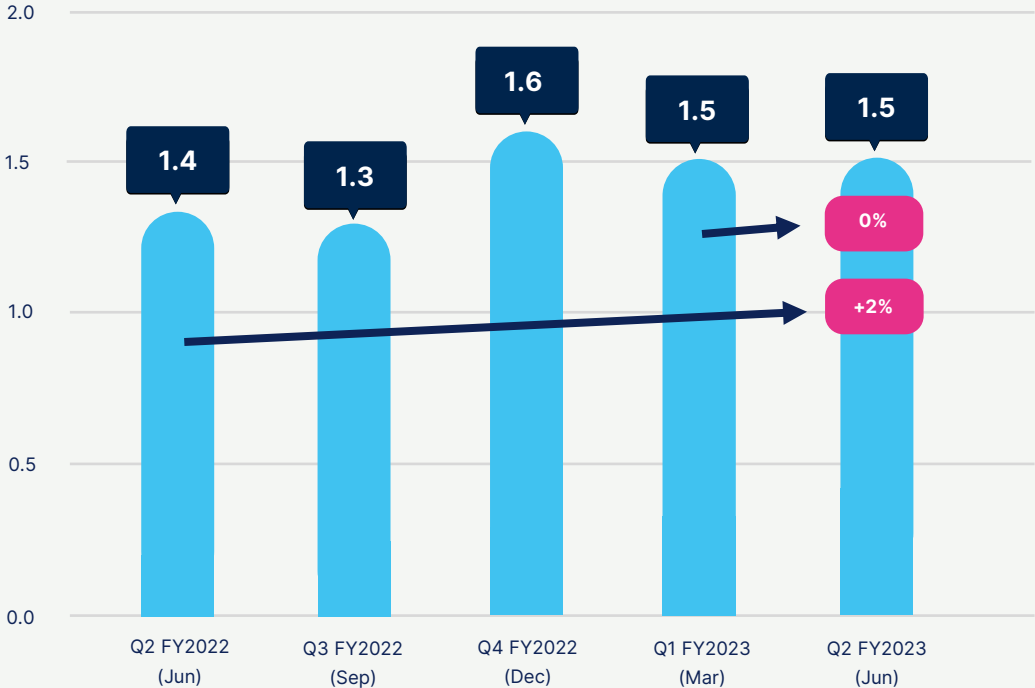
<sup>1</sup> Financial year end 31 December

# Quarterly results

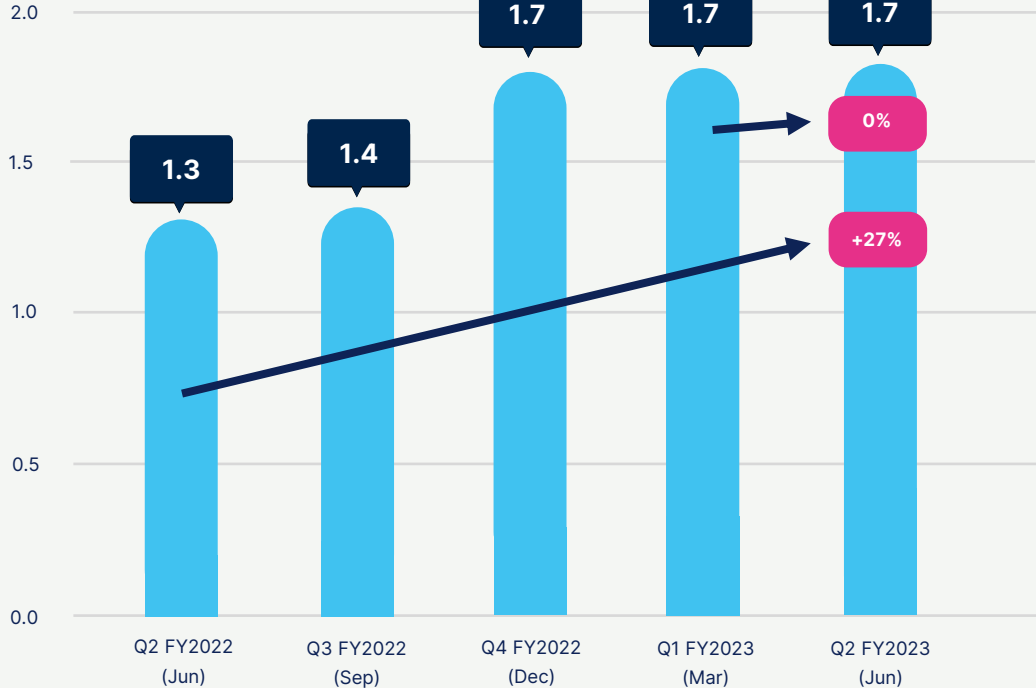


## Revenue and Cash Receipts<sup>1</sup>

Revenue, \$m



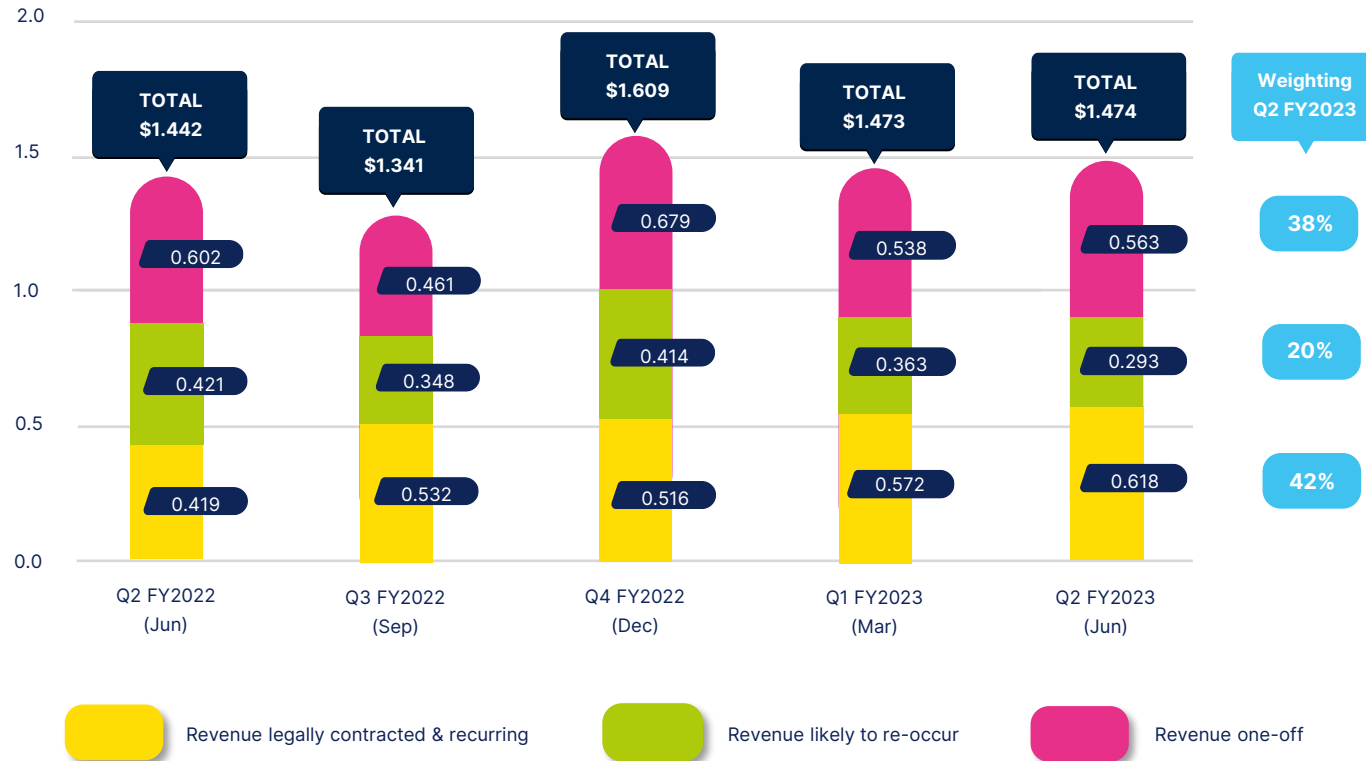
Cash Receipts From Customers, \$m



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

# Quarterly results

## Revenue by Type, \$m<sup>1</sup>



Revenue derived from contracts (linking to ARR) was 42%

Of total Revenue in Q2 FY2023 (June)

### Revenue types

#### Revenue one-off

Revenue which does not meet the above definitions (these are typically one-off short projects)

#### 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

#### Revenue legally contracted and recurring

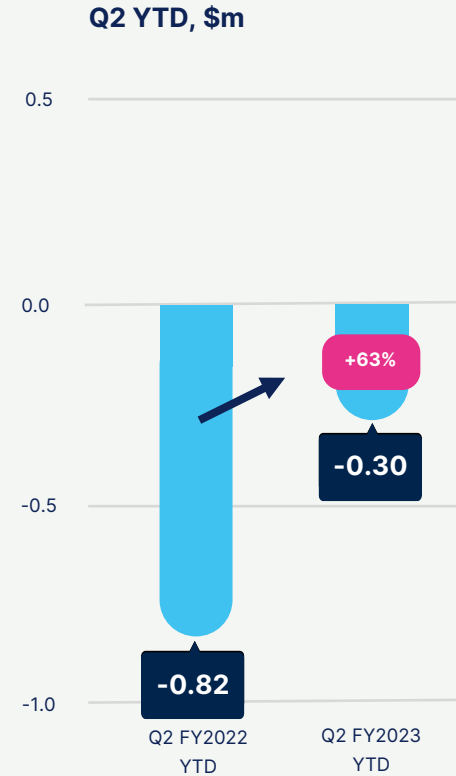
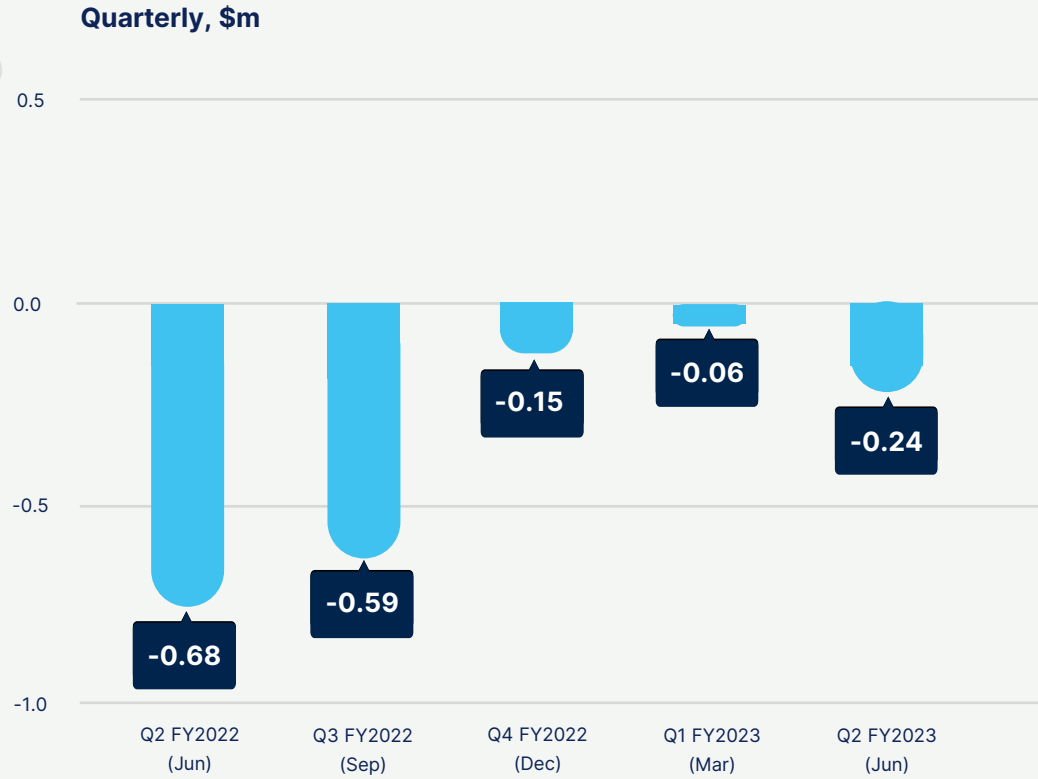
Revenue from legal contracts with minimum original terms of 12 months, subject to normal termination provisions per each contract. The TCV and ARR measures contain only this type of contract.

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



# Quarterly results

## Net Cash Used in Operating Activities<sup>1</sup>



Q2 FY2023 YTD **Net cash used in operating activities** significantly improved over Q2 FY2022 YTD



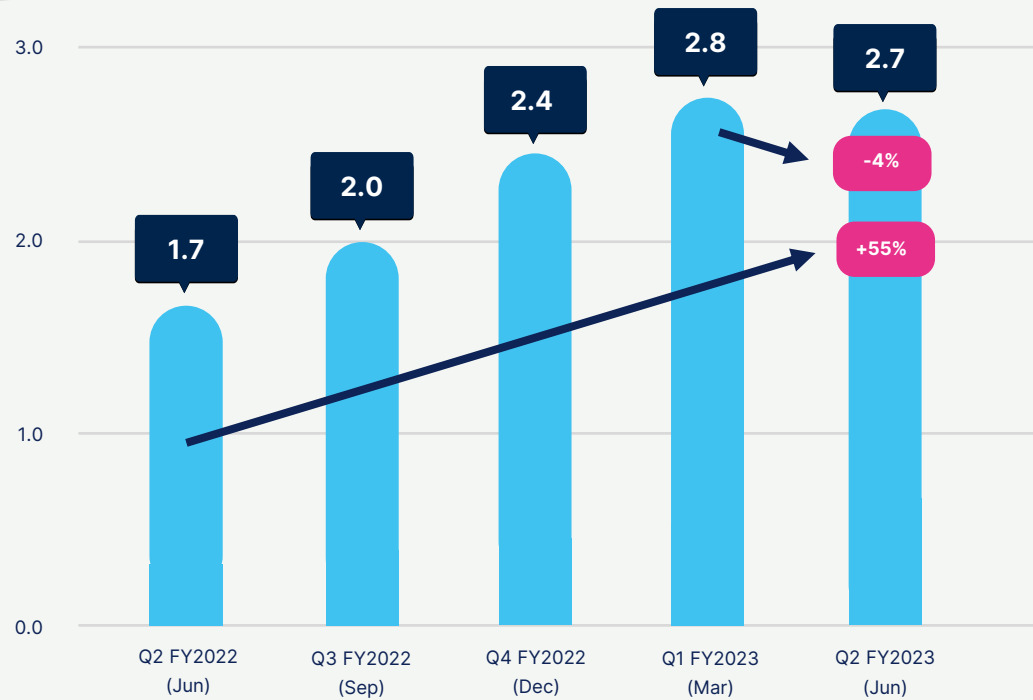
Sustained but flat cash receipts and another quarter of good cost management, positions RocketDNA on a continued pathway to achieve operating cash breakeven

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

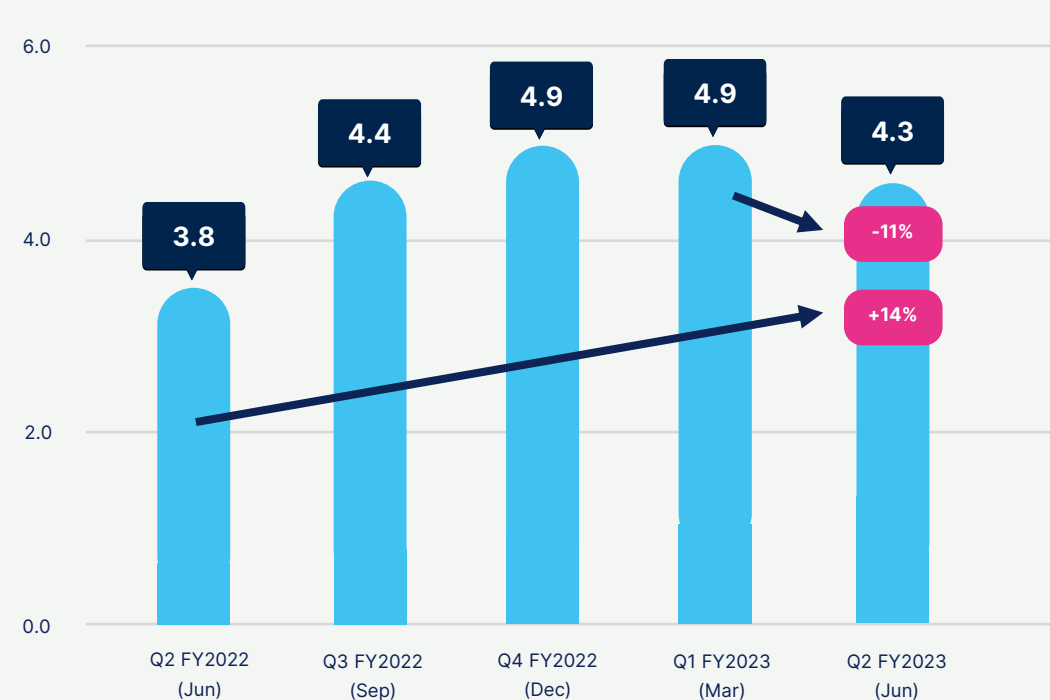
# Quarterly results

## ARR & TCV<sup>1</sup>

Annual Recurring Revenue (ARR), \$m



Total Contract Value (TCV)<sup>2</sup>, \$m



ARR accounts for 42% of total revenue in Q2 FY2023



Strong growth on prior year due to new contracts being signed

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

<sup>2</sup> Net of monthly contract depletion (run-off) in the quarter

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# STRATEGY, MARKET & GROWTH PATHWAY



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



# Strategic Initiatives

Underway – 2H 2023 (ending December)

## 1. Continued Sales & Integration of AI Solutions

Mining customers continue to explore software & AI solutions that make their operations more productive, speed up their reporting and improve overall safety. Our partnerships with leading AI platforms continue to yield results in integrating these solutions within new & current customer environments.

## 2. Go-To-Market of Automated xBot Solutions

Following the successful Civil Aviation Safety Authority (CASA) demonstration of our automated xBot solution and upon receiving the final BVLOS & Remote Operations instrument, RocketDNA will deploy to an initial customer test site to begin on-site trials and user acceptance testing of data outputs. RocketDNA is currently exploring multiple sales channels, including both direct and partnership avenues.



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# Growth Pathway

Our focus coming into H2 FY2023

## BUSINESS MODEL

- ✓ **Multi-Year Contracts**
  - Conversion of current customers into long-term agreements
- ✓ **AI & GIS Data Products Sales**
  - Immediate productivity and cost benefit for mining customers
- ✓ **Africa Expansion**
  - We continue to receive strong demand across the continent for ad-hoc projects
- ✓ **Automated xBot Data Capture**

## OP. & FINANCIAL EFFICIENCY

- ✓ Initiatives that bring us closer to break-even
- ✓ Continue to contain & reduce corporate overheads, fees & consulting
- ✓ Improve operational process flows (data capture and processing)
- ✓ Utilise debt-sourced funding for operational 'growth' purposes, such as scaling new contracts

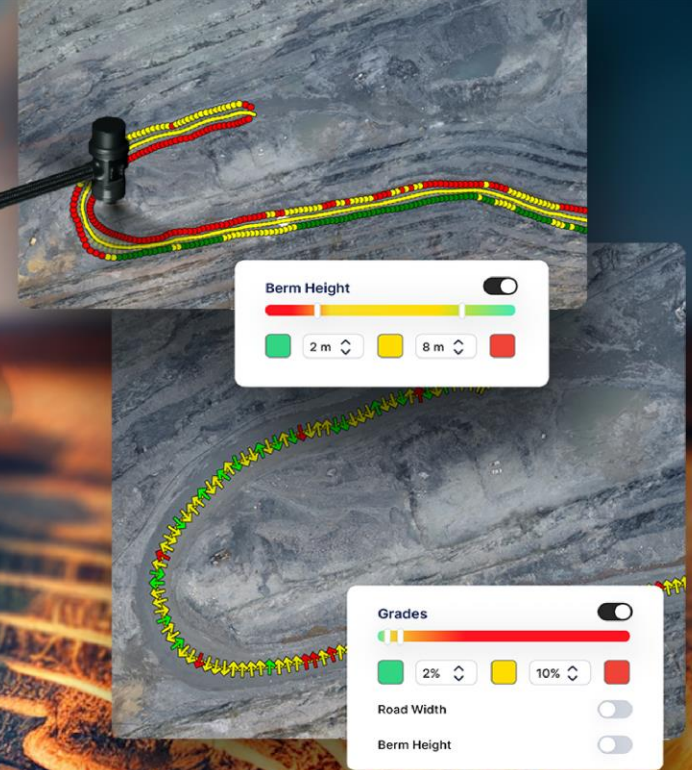
## CUSTOMER GROWTH

- ✓ Africa pipeline building strongly
- ✓ Australia has multiple POC & ad-hoc projects for the AI products

## ACQUISITIONS

- ✓ Pursue complementary opportunities that add value to our business and help us build further economies of scale
- ✓ Target: Drone Training, Critical Infrastructure & Asset Management

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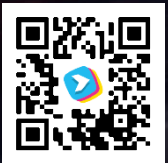
## Contact us

**Chris Clark**

Executive Chairman & CEO  
E: [contact@rocketdna.com](mailto:contact@rocketdna.com)

**Glen Zurcher**

Investors and Media  
E: [glen@viriair.com](mailto:glen@viriair.com)  
P: +61 420 249 299



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