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ASX: RKT

ROCKET DNA
DRONES & AUTOMATION

Investor Update
September Quarter, Q3 FY2023

Disclaimer

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Financial Data

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ROCKET DNA

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.

BVLOS Approved

Enabling Long-Range Operations

With approval from the local Civil Aviation & Safety Authorities, we are able to execute long-range Beyond Visual Line of Sight missions, unlocking cost efficiencies.

AI-Enabled

Faster Geospatial Insight

A growing segment of our data products and insights are powered by AI tools, allowing us to process, quantify and report faster than previous manual calculations

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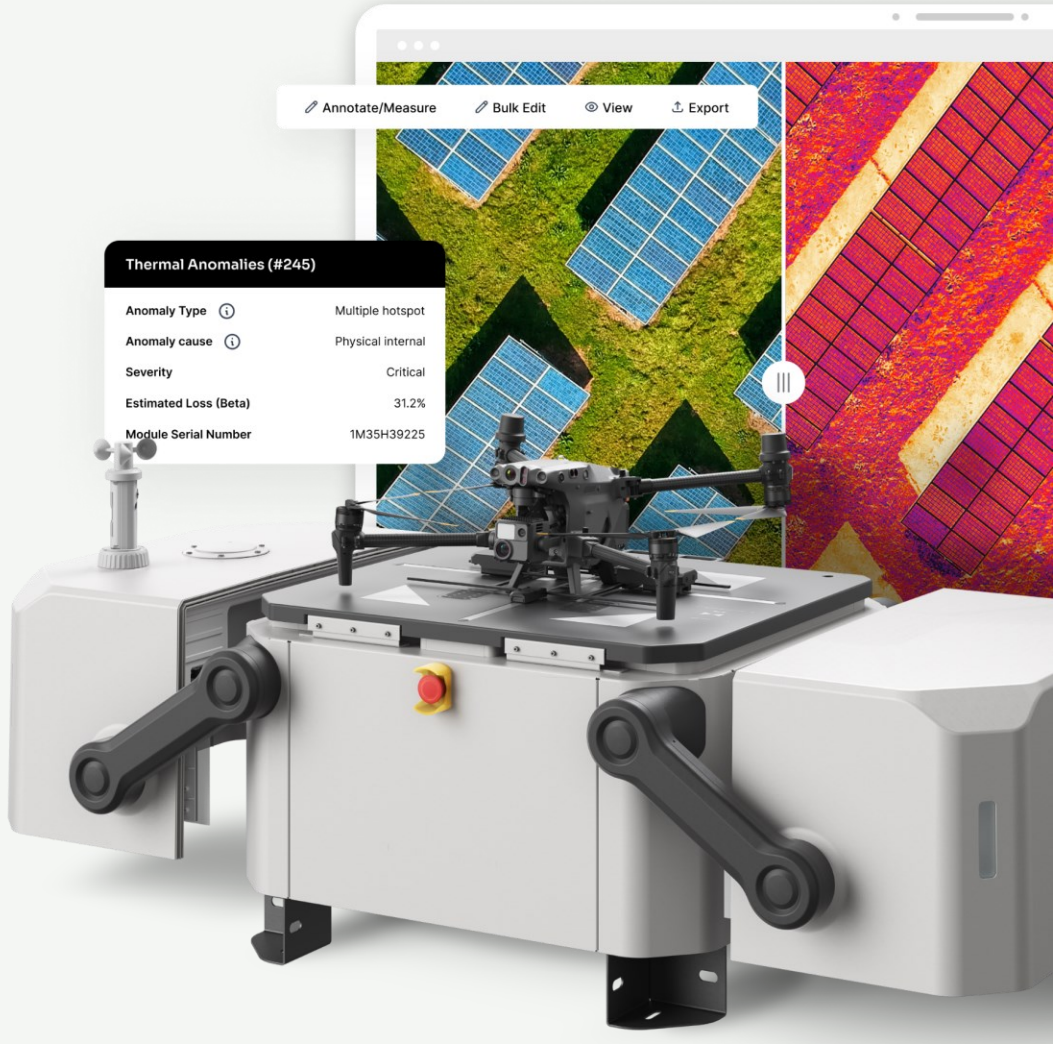
Company Snapshot

Enterprise Value (A$)		
Market cap[1]	Share price $0.012 at 23 October 2023	**$6.41M**
Cash[2]	As at 30 Sep 2023	**$1.75M**
Debt[2]	As at 30 Sep 2023	**Nil**
Enterprise value	**23 October 2023**	**$4.66M**

Key Operating Metrics (A$) (December Financial Year-End)			
Revenue **FY22**	End Dec 2022	$5.73M	+25% on FY21
ARR[3]	End Sep 2023	$2.82M	+38% compared to end Q3 FY22
TCV[3]	End Sep 2023	$5.02M	+13% compared to end Q3 FY22



[1] 533,892,624 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.

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ROCKET DNA

Focused on the Mining, Agriculture and Critical Asset Industries

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

60+

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

15,000km^2

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

7+ Countries

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

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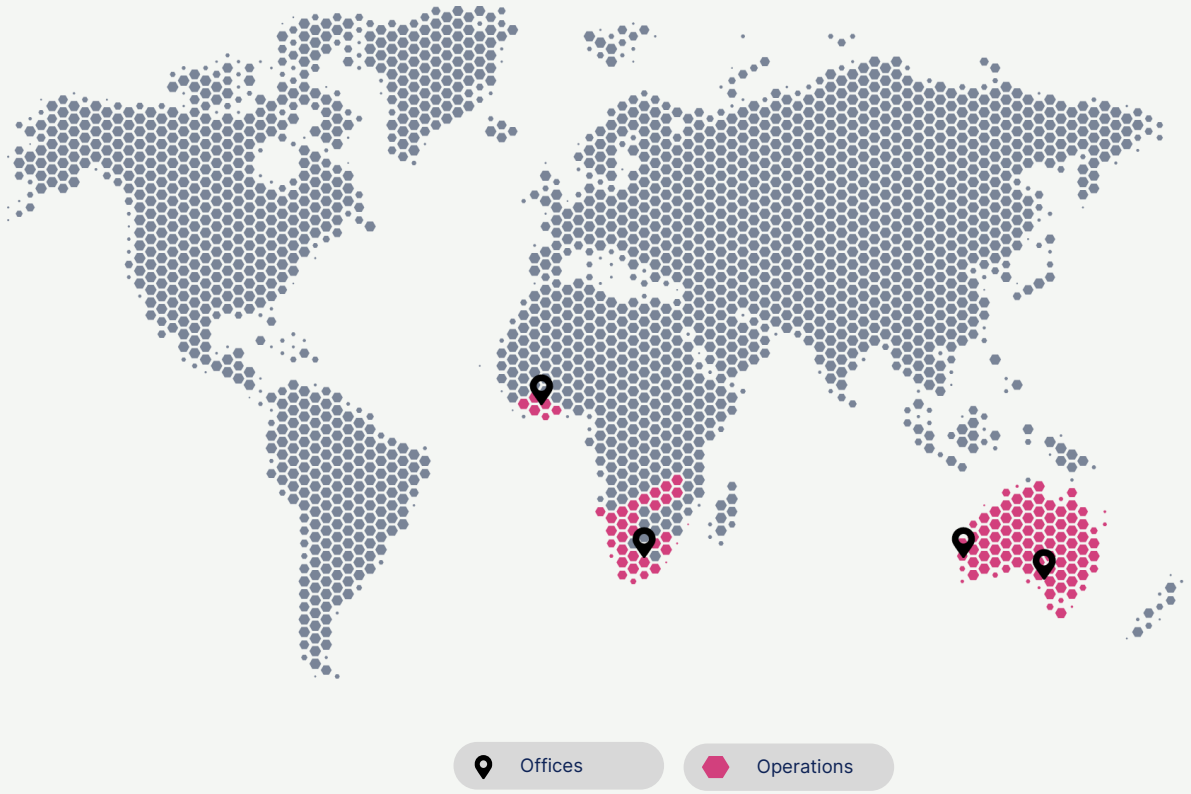
Our Presence and Customer Base

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



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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

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

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Our Business Model

Drone-based Data Products and Technology Services

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Industry

- **Mining** | Entered 2012
- **Agriculture** | Entered 2018
- **Infrastructure monitoring** | Future Growth Area

Operating Modules

1 Data Capture	2 Data Processing	3 Output	4 Customer Solution
1A. Hardware (Drones & Sensors)	**2A. GIS Processing**[1] Manual / Automated/ AI	**3A. Reports** Manual / Automated/ AI-generated	**4A. Surveying & Mapping**
1B. Software (Ground Control Station)			**4B. Environmental**
1C. Drone Pilots (IREX-Rating)	**2B. Quality Control** Survey-Grade Accuracy	**3B. Data Feeds** Integration with Customer API's for Real-time data	**4C. Security & Surveillance**
1D. Licensing (ReOC, BVLOS)			**4D. Asset Monitoring**
1E. Safety Management	**2C. Detect & Quantify** AI Recognition & Classification Modelling	**3C. Analysis** Provided by Professional Surveyors, Engineers or Partners	**4E. ROI Management**
			4F. Conformance Reporting

Value Drivers

- Training
- Distribution
- Automation
- AI & Software Integration
- Economies of Scale
- Scalable Operating Model

[1] Geospatial Information Systems

Unique Value Drivers

Which amplify our business model

ROCKET DNA

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.

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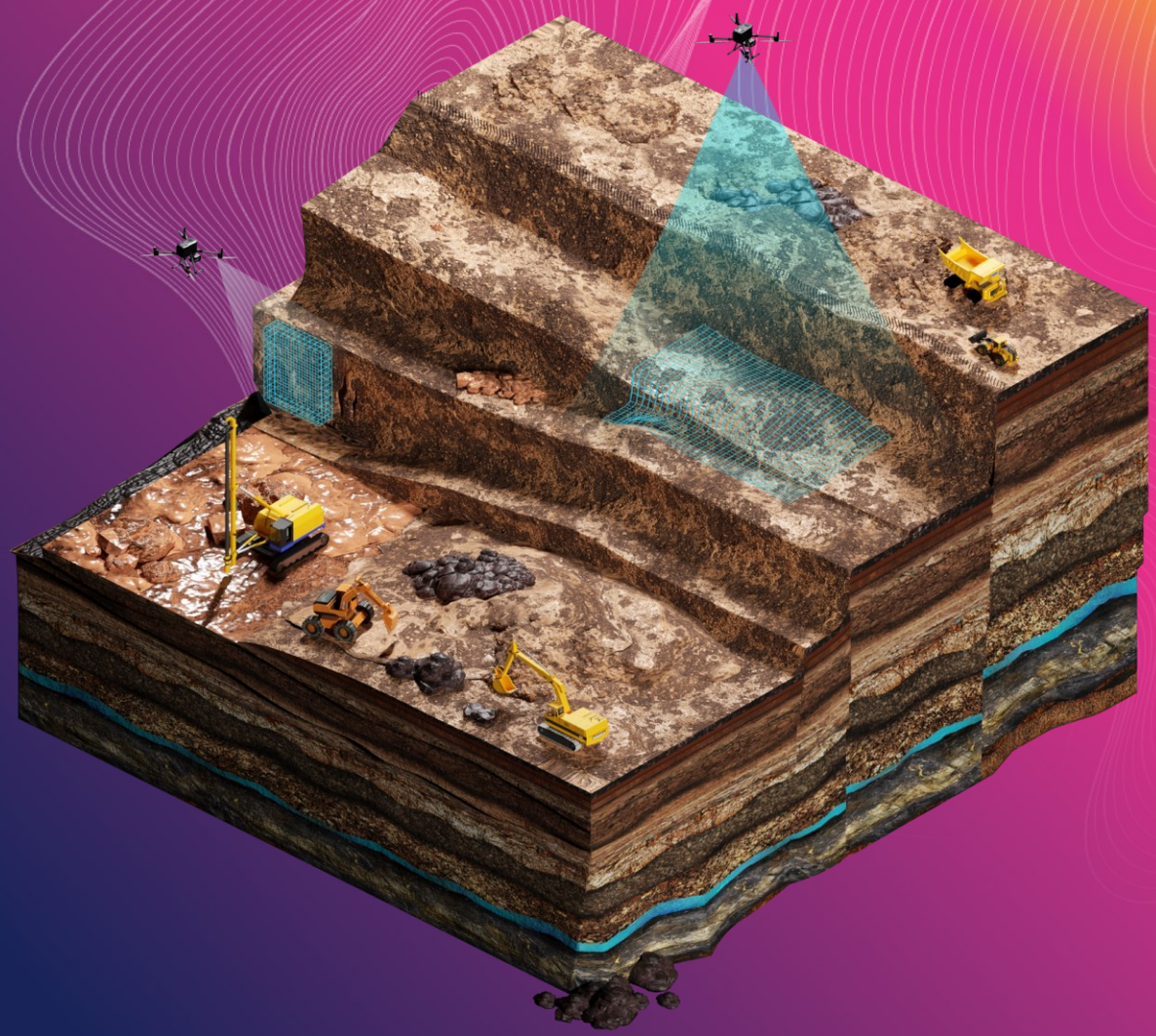
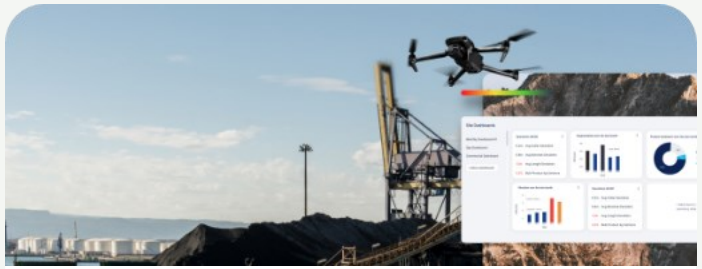
FINANCIAL HIGHLIGHTS



Key Recent Achievements

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-FLOW BREAKEVEN

- RKT's tech-services offer real value to our customers - expanding number of use cases and increasing utilisation 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

Q3 FY2023 (Sep)[1]

ARR AND TCV

- **ARR - $2.8m up 6% on prior quarter (Q2 FY2023) and up 38% on Q3 FY2022**
- **TCV - $5.0m up 15% on prior quarter (Q2 FY2023) and up 13% on Q3 FY2022**

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

Revenue & Cash

- **Revenue – $1.6m up 5% on the prior quarter and up 16% on Q3 FY2022; YTD up 9%**
- **Cash Receipts – $1.8m up 7% on prior quarter and up 32% on Q3 FY2022; YTD up 15%**
- **Contracted revenue accounted for 48% of total revenue**

Key Initiatives

- **Autonomous drone-in-a-box solutions approvals received in Australia and South Africa**

  Australian Civil Aviation Safety Authority (CASA)

  and

  The South African Civil Aviation Authority (SACAA)

Material Contracts

- **South32 – Hotazel Manganese Mines**

  South Africa (TCV A$1.180m and ARR of A$236k), 5-year contract

Cash-flow

- **Q3 FY2023 YTD**
  Net cash used in operating activities significantly improved over Q3 FY2022 YTD by +55%

RocketDNA CEO Christopher Clark said: "We are pleased to show **continued growth in our key metrics (ARR & Revenue),** including **ongoing cumulative improvement in net operating cash flows Q3 year-to-date.** We have a **competitive advantage following licensing approvals for autonomous drone operation** in our key operating markets of Australia and South Africa. We continue to develop sales and marketing strategy around leveraging our xBOT® capability, leading with a growing number of use cases which we are looking to result in growing our pipline of sales." See quarterly report for full quote.

[1] Financial year end 31 December

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Annual revenue growth[1]

Growing track record

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

[1] Financial year end 31 December

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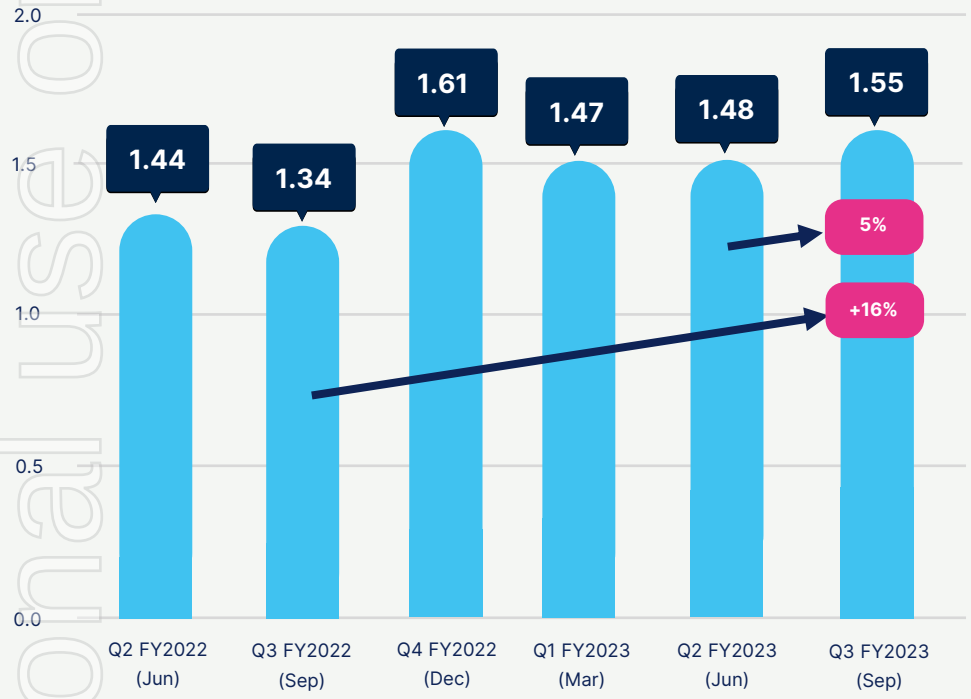
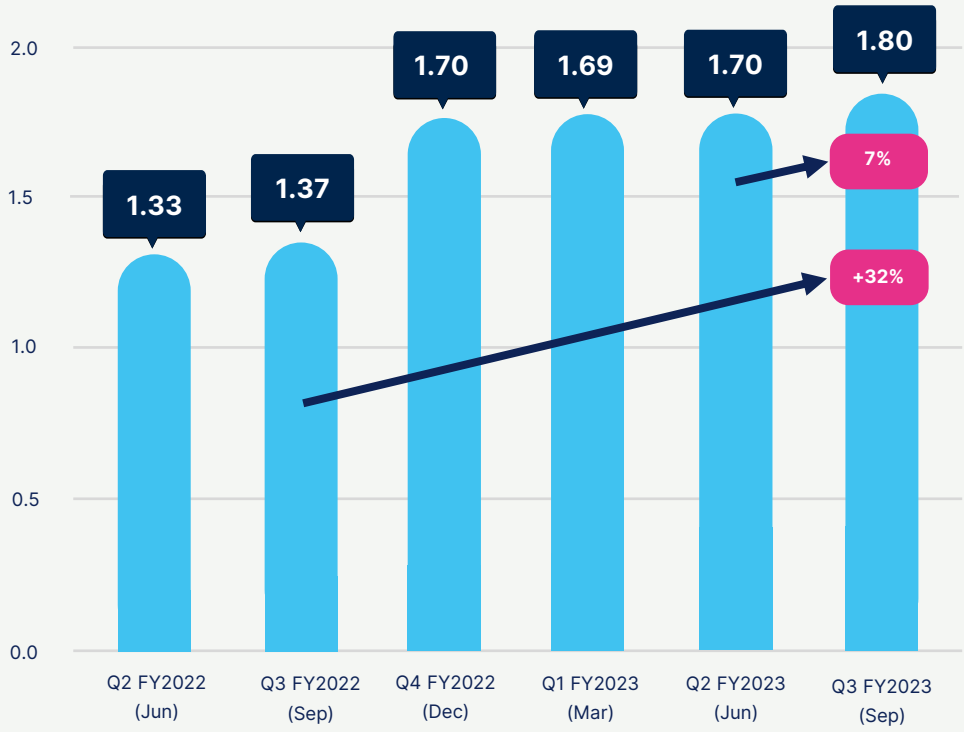
Quarterly results

Revenue and Cash Receipts[1]

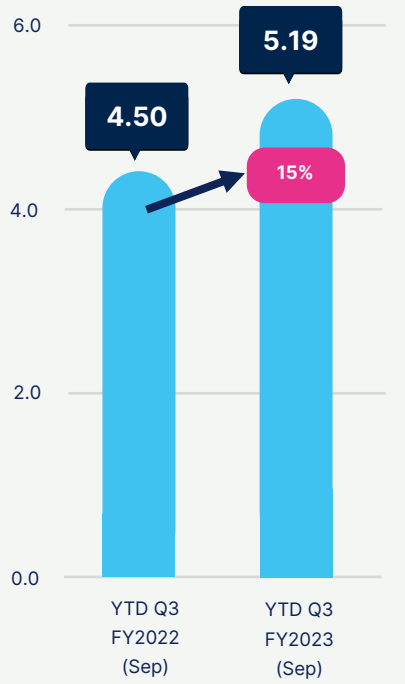
Revenue, $m



Cash Receipts From Customers, Quarterly, $m



Cash Receipts From Customers, Quarterly YTD, $m



[1] Financial year end 31 December

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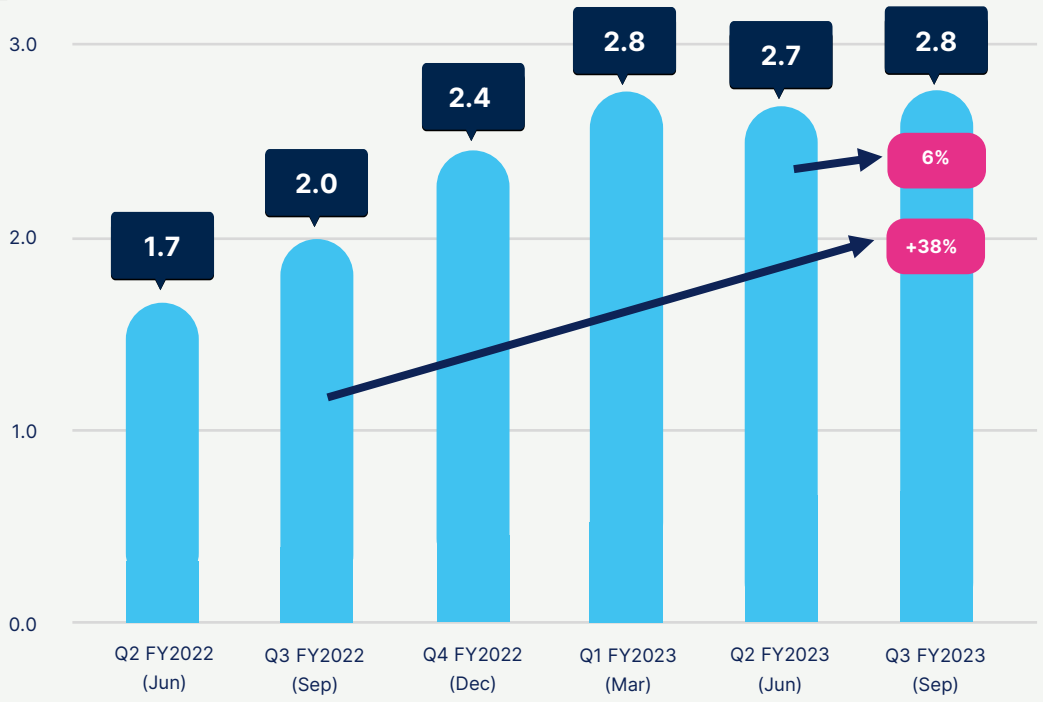
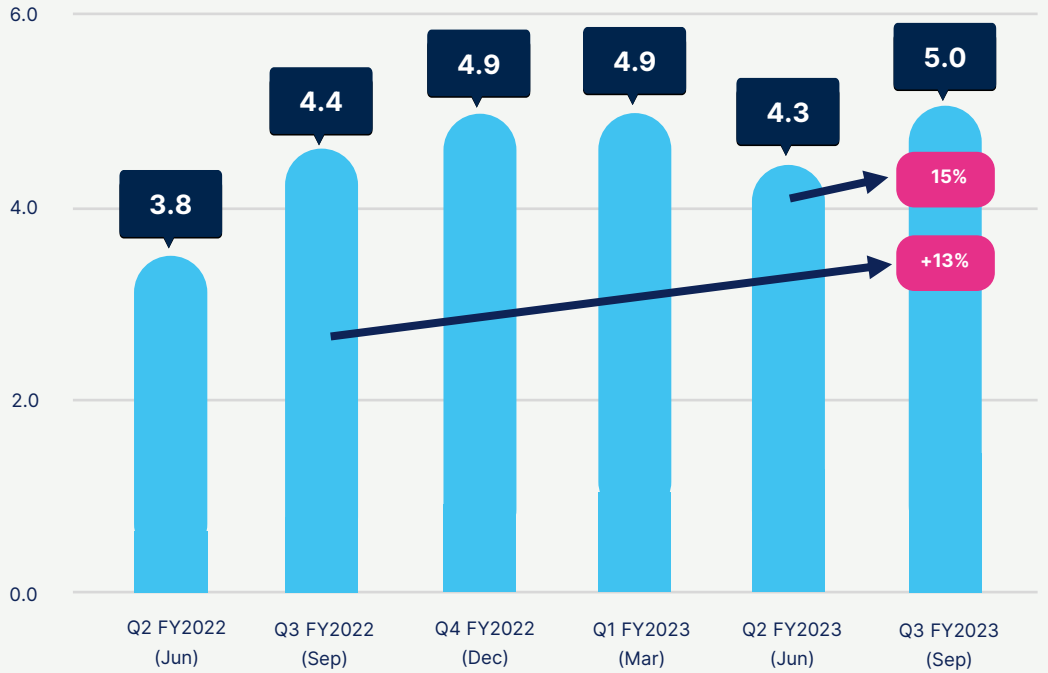
Quarterly results

ARR & TCV[1]

Annual Recurring Revenue (ARR), $m



Total Contract Value (TCV)[2], $m



- Contracted recurring revenue accounted for 48% of total revenue in Q3 FY2023
- Strong growth due to new contracts being signed

[1] Financial year end 31 December

[2] Net of monthly contract depletion (run-off) in the quarter

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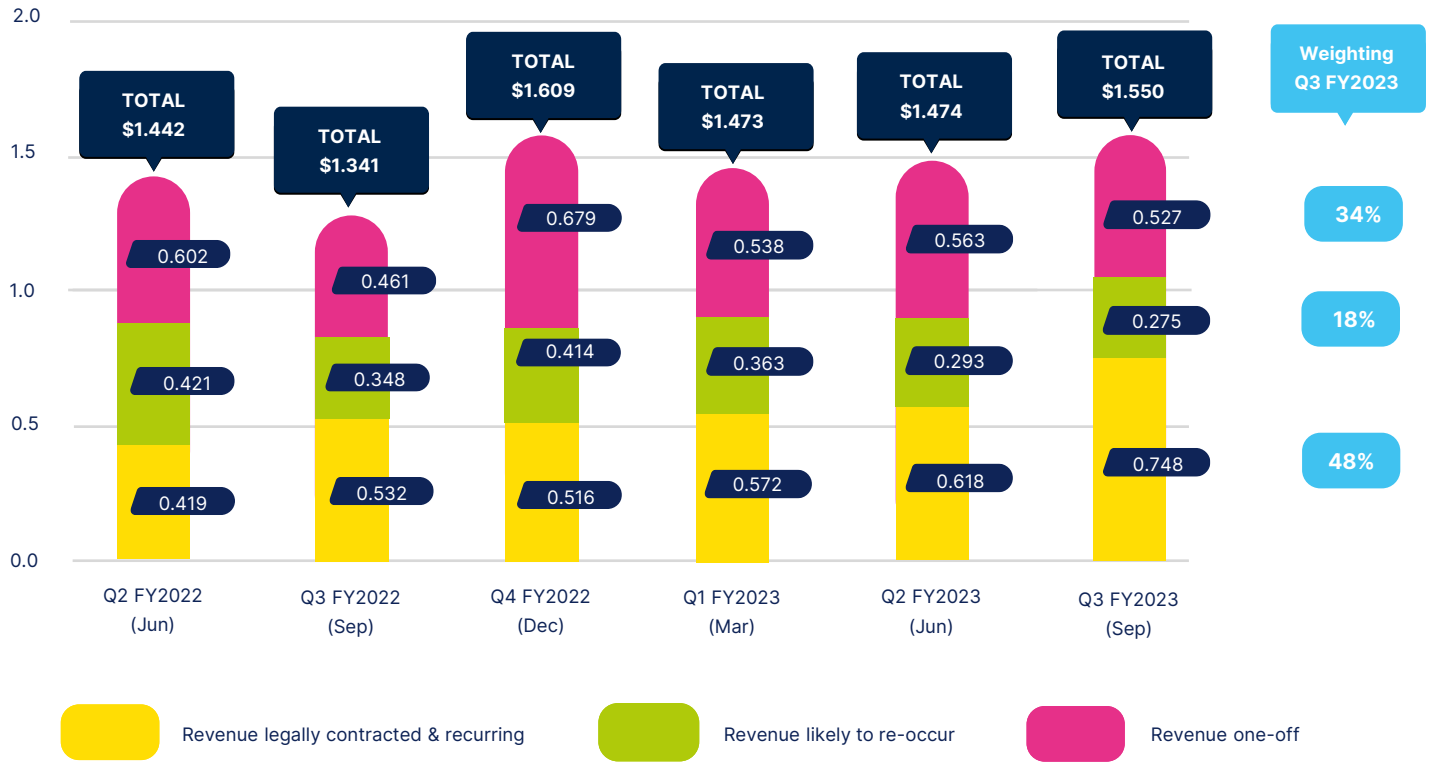
Quarterly results

Revenue by Type, $m[1]



Revenue derived from contracts (linking to ARR) was 48%

Of total Revenue in Q3 FY2023 (September)

Revenue types

Revenue one-off
Ad-hoc Revenue which is typically classified as short one-off projects or proof-of-concepts.

Revenue likely to re-occur
Revenue which management have a reasonable expectation will re-occur 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.

[1] Financial year end 31 December

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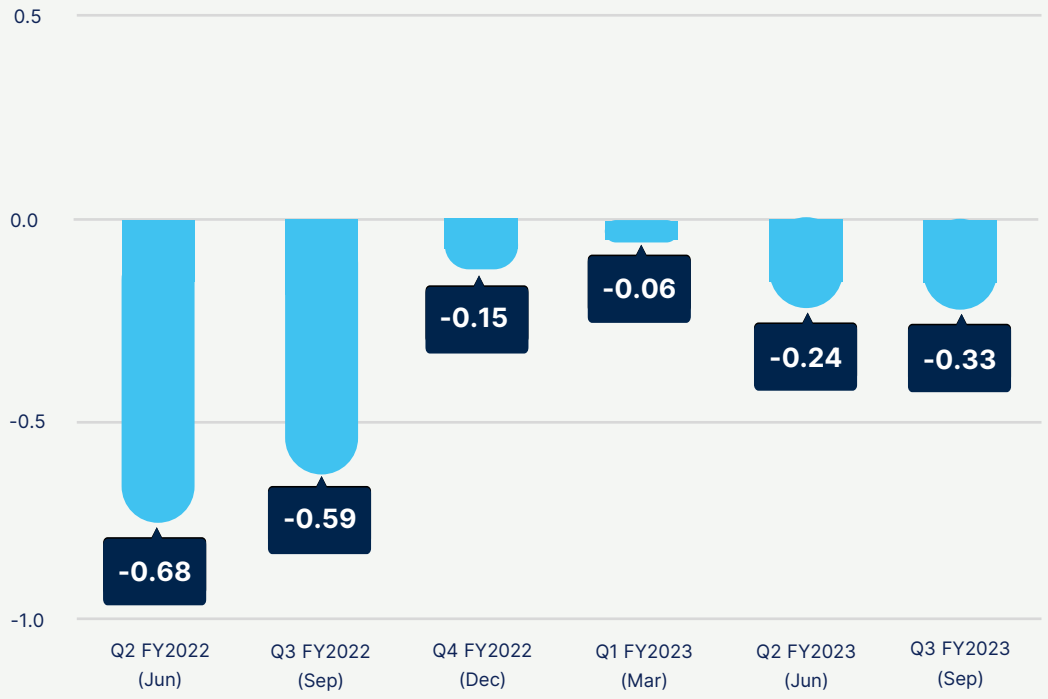
Quarterly results

Net Cash Used in Operating Activities[1]

Quarterly, $m



Q3 FY23 YTD, $m

- Q3 FY2023 YTD **Net cash used in operating activities** significantly improved over Q3 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

[1] Financial year end 31 December

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STRATEGY, MARKET & GROWTH PATHWAY

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 data analytics platforms, incorporating AI tools, 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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Autonomous ‘Drone-in-a-Box’ Solution in Australia

APPROVAL RECEIVED FROM CASA – 30 AUGUST 2023

- Australian Civil Aviation Safety Authority (CASA) approval received to operate RocketDNA’s autonomous drone product (‘drone-in-a-box’) in Australia
- Approval received for two autonomous drone systems (DJI Dock System and Hextronics Global Drone Station), which includes Beyond Visual Line of Sight (BVLOS) and Remote Operations
- 1st company in Australia to receive approval for DJI’s new to market Dock System
- Follows extensive approval process including assessment of RocketDNA’s remote operating centre and, deployment and operational risk assessment (SORA) methodology and policies

See ASX announcement 30 August 2023 and visit www.rocketdna.com/blog

RocketDNA drone-in-a box installation on a client mine site in Western Australia

RocketDNA products

- InspectBot | RocketDNA
- PatrolBot | RocketDNA
- SurveyBot | RocketDNA

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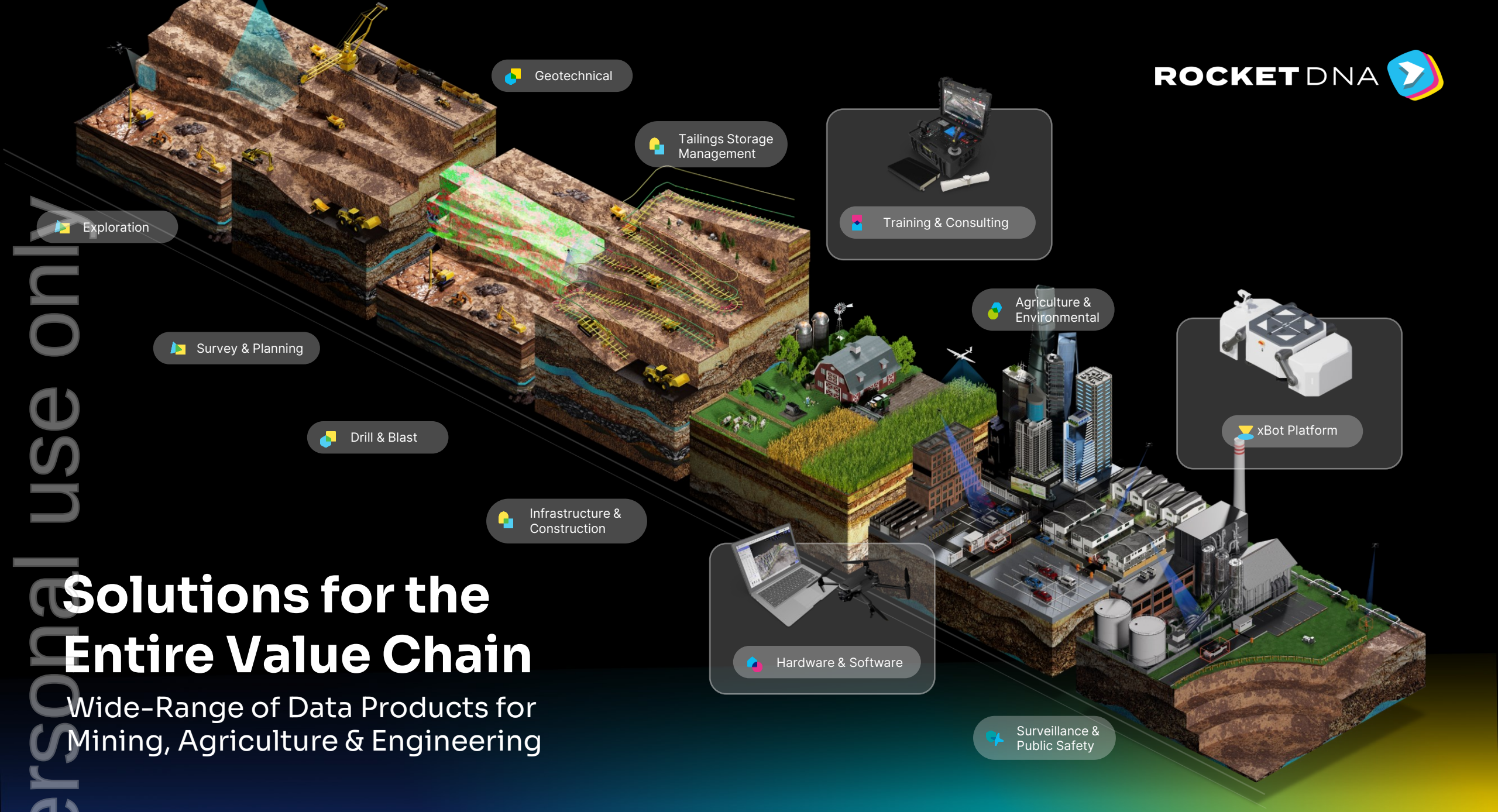


Solutions for the Entire Value Chain

Wide-Range of Data Products for Mining, Agriculture & Engineering

ROCKET DNA

PitComply
Open Pit Conformance Reporting

Geotechnical

PitComply

Open Pit Conformance Reporting

Using the power of AI, generate comprehensive conformance reports on key geometric parameters, assessing how well your open pit mining aligns with the mine design.

Automated Mapping of Pit Geometry & Conformance

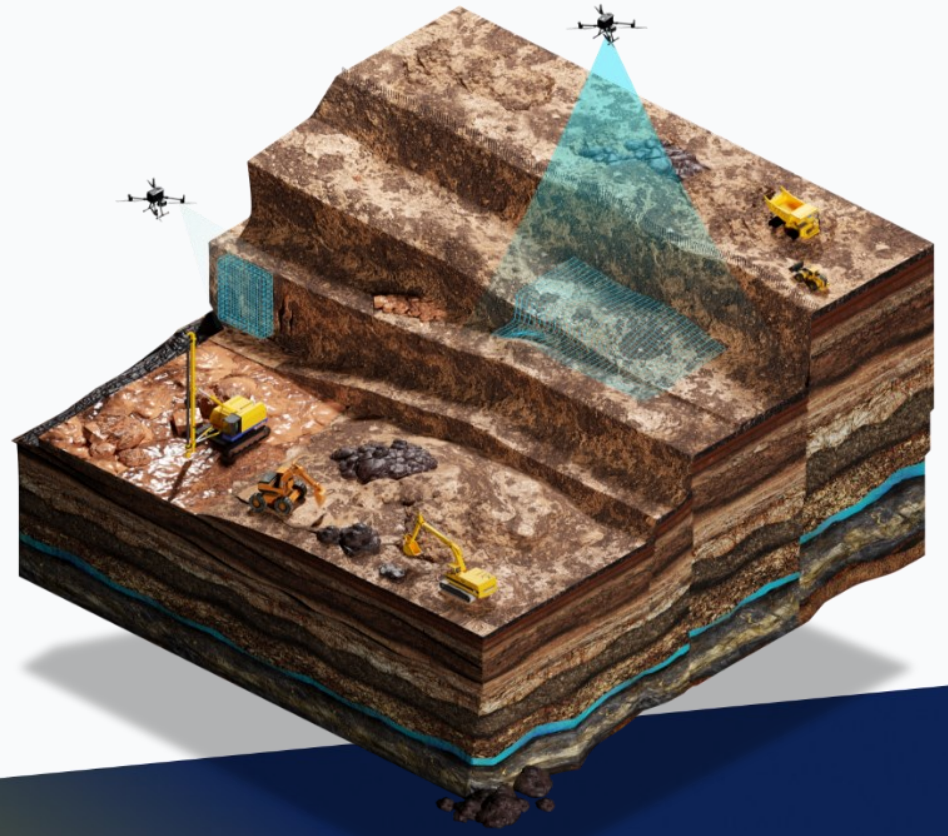
Utilise advanced AI technology to automate the visualization and reporting of pit geometry and conformance to the pit design.

Fast & Efficient Reporting

Streamline the creation of your pit conformance report quickly and efficiently by automating the process.

Generate Models With Existing Data

Leverage existing aerial data or drone images by uploading them to Strayos for comprehensive modelling.



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PitComply
Open Pit Conformance Reporting

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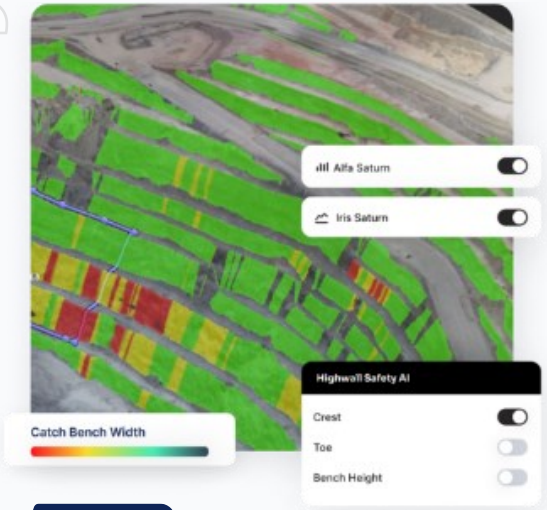
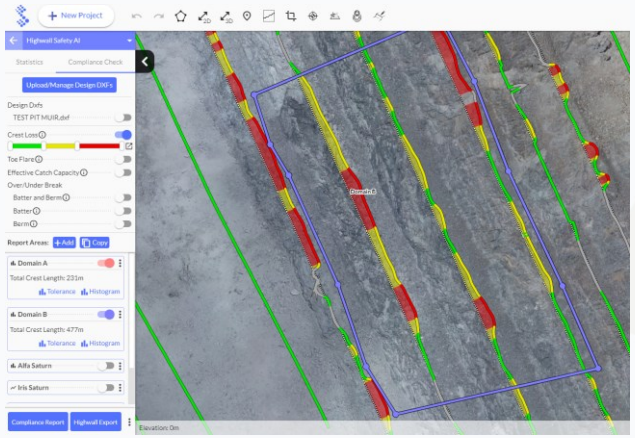


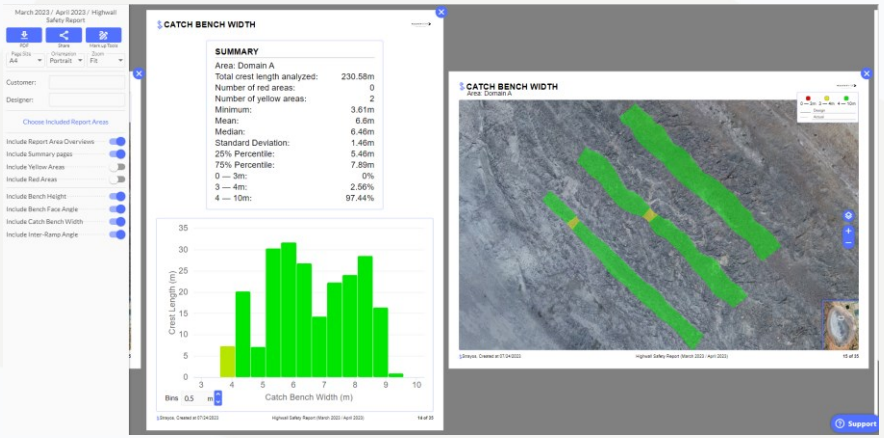
AI Enabled

Highwall Safety Analysis



AI Enabled

Conformance-to-Design Reporting



Customisable Report and Data Sharing

ROCKET DNA

Geotechnical

RoadSense

Haul Road Intelligence, Optimisation and De-risking

Gain powerful AI insights detailing the state and quality of your haul roads – including measurement of grades, road width, berm heights, and cross falls. We use on-demand drone data to generate automated reports, enhancing safety, saving fuel costs, and improving compliance.

Enhance Road Safety

Secure the conformance of your mine plan design with daily AI insights to prevent road incidents and increase safety.

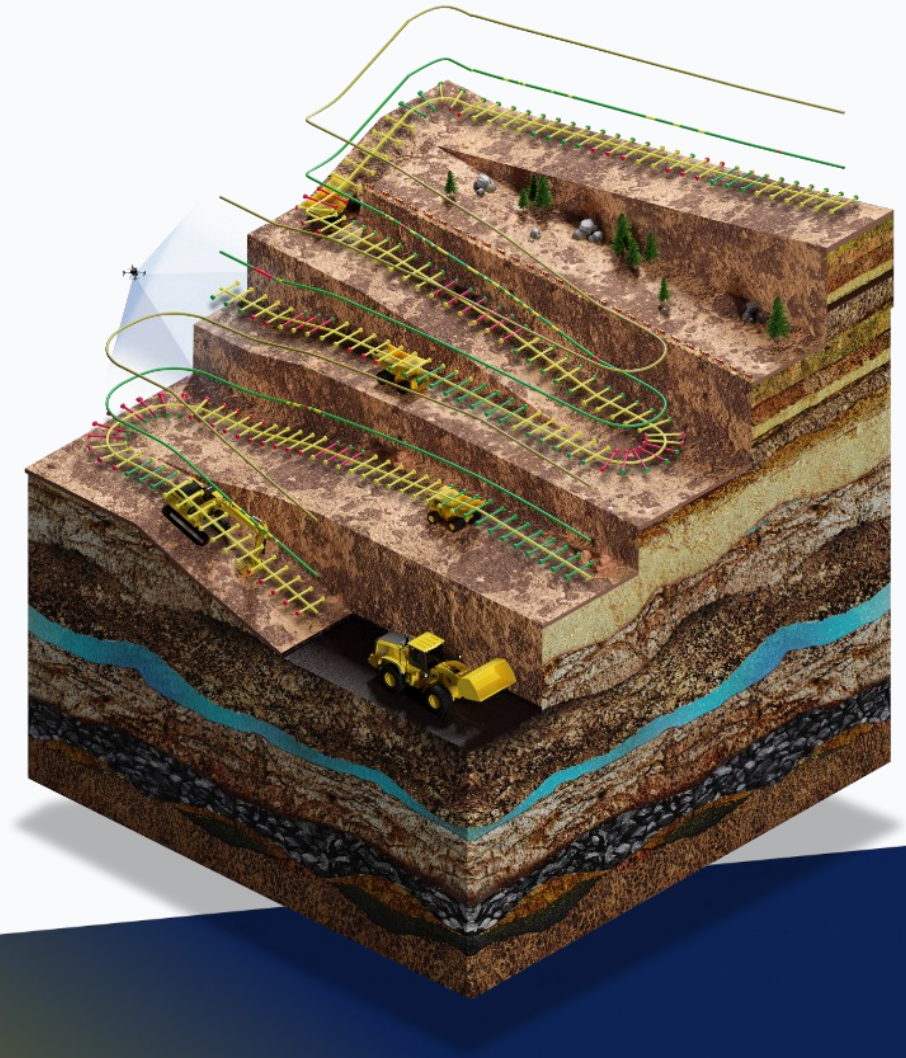
Save on Fuel Costs

Maintain appropriate gradients with AI-insights to save money on fuel consumption and keep your fleet moving.

Improve Compliance and Accuracy

Daily automated reports ensure that your mine plan designs are compliant, accurate and up to date.

RoadSense
Haul Road Intelligence, Optimisation and De-risking



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ROCKET DNA

RoadSense

Haul Road Intelligence & Optimisation

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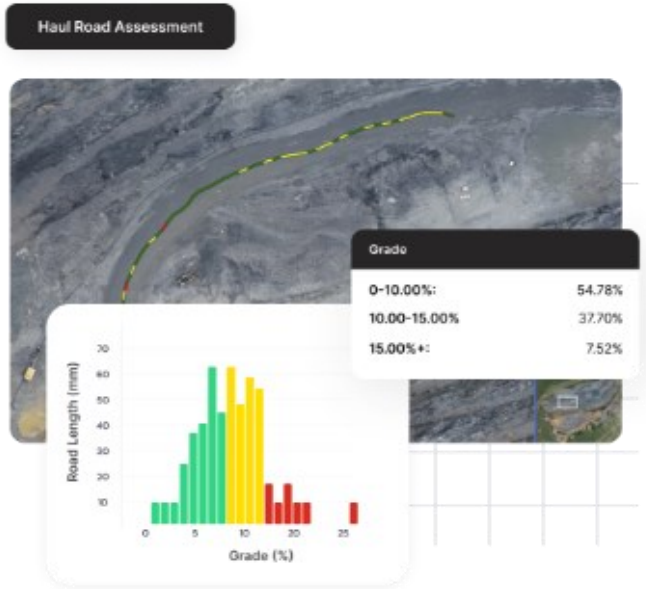
AI Enabled

Berm/ Windrow Heights



AI Enabled

Full Report on Haul Road Conditions

AI Enabled

Gradient Generation

Growth Pathway

Our focus in H2 FY2023

ersonal use only

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

ROCKET DNA
DRONES & AUTOMATION

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