

ASX: RKT



ROCKET DNA
DRONES & AUTOMATION



Investor Presentation

Coffee Microcaps Conference
March 2024

Authorised for release by Chris Clark, Chairman & CEO, RocketDNA Ltd

ersonal use only

Disclaimer



Summary

This presentation has been prepared by RocketDNA Limited. ("RocketDNA" or the "Company") based on information available to it as at the date of this presentation. The information in this presentation is provided in summary form and does not contain all information necessary to make an investment decision.

This presentation does not constitute an offer, invitation, solicitation or recommendation with respect to the purchase or sale of any security in RocketDNA, nor does it constitute financial product advice or take into account any individual's investment objectives, taxation situation, financial situation or needs. An investor must not act on the basis of any matter contained in this presentation but must make its own assessment of RocketDNA and conduct its own investigations. Before making an investment decision, investors should consider the appropriateness of the information having regard to their own objectives, financial situation and needs, and seek legal, taxation and financial advice appropriate to their jurisdiction and circumstances. RocketDNA is not licensed to provide financial product advice in respect of its securities or any other financial products. Cooling off rights do not apply to the acquisition of RocketDNA securities.

Although reasonable care has been taken to ensure that the facts stated in this presentation are accurate and that the opinions expressed are fair and reasonable, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of RocketDNA its officers, directors, employees and agents, nor any other person, accepts any responsibility and liability for the content of this presentation including, without limitation, any liability arising from fault or negligence, for any loss arising from the use of or reliance on any of the information contained in this presentation or otherwise arising in connection with it.

The information presented in this presentation is subject to change without notice and RocketDNA does not have any responsibility or obligation to inform you of any matter arising or coming to their notice, after the date of this presentation, which may affect any matter referred to in this presentation. The distribution of this presentation may be restricted by law and you should observe any such restrictions.

This presentation contains certain forward looking statements that are based on the Company's management's beliefs, assumptions and expectations and on information currently available to management. Such forward looking statements involve known and unknown risks, uncertainties, and other factors which may cause the actual results or performance of RocketDNA to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding the Company's present and future business strategies and the political and economic environment in which RocketDNA will operate in the future, which are subject to change without notice. Past performance is not necessarily a guide to future performance and no representation or warranty is made as to the likelihood of achievement or reasonableness of any forward looking statements or other forecast. To the full extent permitted by law, RocketDNA and its directors, officers, employees, advisers, agents and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).

Not Financial or Product Advice

This presentation is for information purposes only and is not a prospectus, product disclosure statement or other offer document under Australian law or the law of any other jurisdiction. This document is not a financial product or investment advice, or a recommendation to acquire securities in RocketDNA Limited, nor is it legal or tax advice. You are solely responsible for seeking independent and professional advice in relation to the information contained in this presentation and any action taken on the basis of that information. Before making an investment decision, prospective investors should consider the appropriateness of the information having regard to their own objectives, financial and tax situation and needs and seek legal and taxation advice appropriate to their jurisdiction.

Financial Data

All dollar values are in Australian dollars (A\$) unless stated otherwise.

Past performance

Past performance information given in this presentation is given for illustrative purposes only and should not be relied upon as (and is not) an indication of future performance. The historical information in this presentation is, or is based upon, information that has been released to the Australian Securities Exchange (ASX). This presentation should be read in conjunction with RocketDNA Limited's other periodic and continuous disclosure announcements which are available at www.asx.com.au.

Future performance

The presentation includes forward-looking statements regarding future events and the future financial performance of RocketDNA Limited. Forward looking words such as "expect", "should", "could", "may", "predict", "plan", "will", "believe", "forecast", "estimate", "target" or other similar expressions are intended to identify forward-looking statements. Any forward looking statements included in this document involve subjective judgment and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, RocketDNA Limited and its officers, employees, agents or associates. In particular, factors such as variable climatic conditions and regulatory decisions and processes may affect the future operating and financial performance of RocketDNA Limited. This may cause actual results to be materially different from any future results, performance or achievements expressed or implied by such statements. The Information also assumes the success RocketDNA Limited's business strategies. The success of the strategies is subject to uncertainties and contingencies beyond control, and no assurance can be given that the anticipated benefits from the strategies will be realised in the periods for which forecasts have been prepared or otherwise. Given these uncertainties, you are cautioned to not place undue reliance on any such forward looking statements. RocketDNA Limited is providing this information as of the date of this presentation and does not assume any obligation to update any forward-looking statements contained in this document as a result of new information, future events or developments or otherwise.

No representation, warranty or assurance (express or implied) is given or made in relation to any forward-looking statement by any person (including the Company). In particular, no representation, warranty or assurance (express or implied) is given that the occurrence of the events expressed or implied in any forward-looking statements in this presentation will actually occur. Actual results, performance or achievement may vary materially from any projections and forward-looking statements and the assumptions on which those statements are based. The forward-looking statements in this presentation speak only as at the date of this presentation.

No advertisement

This document does not constitute an advertisement for an offer or proposed offer of securities. It is not intended to induce any person to engage in, or refrain from engaging in, any transaction.

Disclaimer

Except as required by law, no representation or warranty, express or implied, is made as to the fairness, accuracy, completeness, reliability or correctness of the Information, opinions and conclusions, or as to the reasonableness of any assumption contained in this presentation. By receiving this presentation and to the extent permitted by law, you release RocketDNA Limited and its officers, employees, agents and associates from any liability (including, without limitation, in respect of direct, indirect or consequential loss or damage or loss or damage arising by negligence) arising as a result of the reliance by you or any other person on anything contained in or omitted from this presentation. To the maximum extent permitted by law, RocketDNA Limited and its respective advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents exclude and disclaim all liability, including without limitation for negligence or for any expenses, losses, damages or costs incurred by you as a result of your participation in or failure to participate in the Offer and the information in the presentation being inaccurate or incomplete in any way for any reason, whether by negligence or otherwise. To the maximum extent permitted by law, RocketDNA Limited and its advisers, affiliates, related bodies corporate, directors, officers, partners, employees and agents make no representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of information in this presentation.

**Our mission is to democratise 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

Company Snapshot

Enterprise Value (A\$)

Market cap ¹	Share price \$0.009 at 11 March 2024	\$5.905M
Cash ²	As at 31 Dec 2023	\$2.317M
Debt ²	As at 31 Dec 2023	Nil
Enterprise value	11 March 2024	\$3.588M

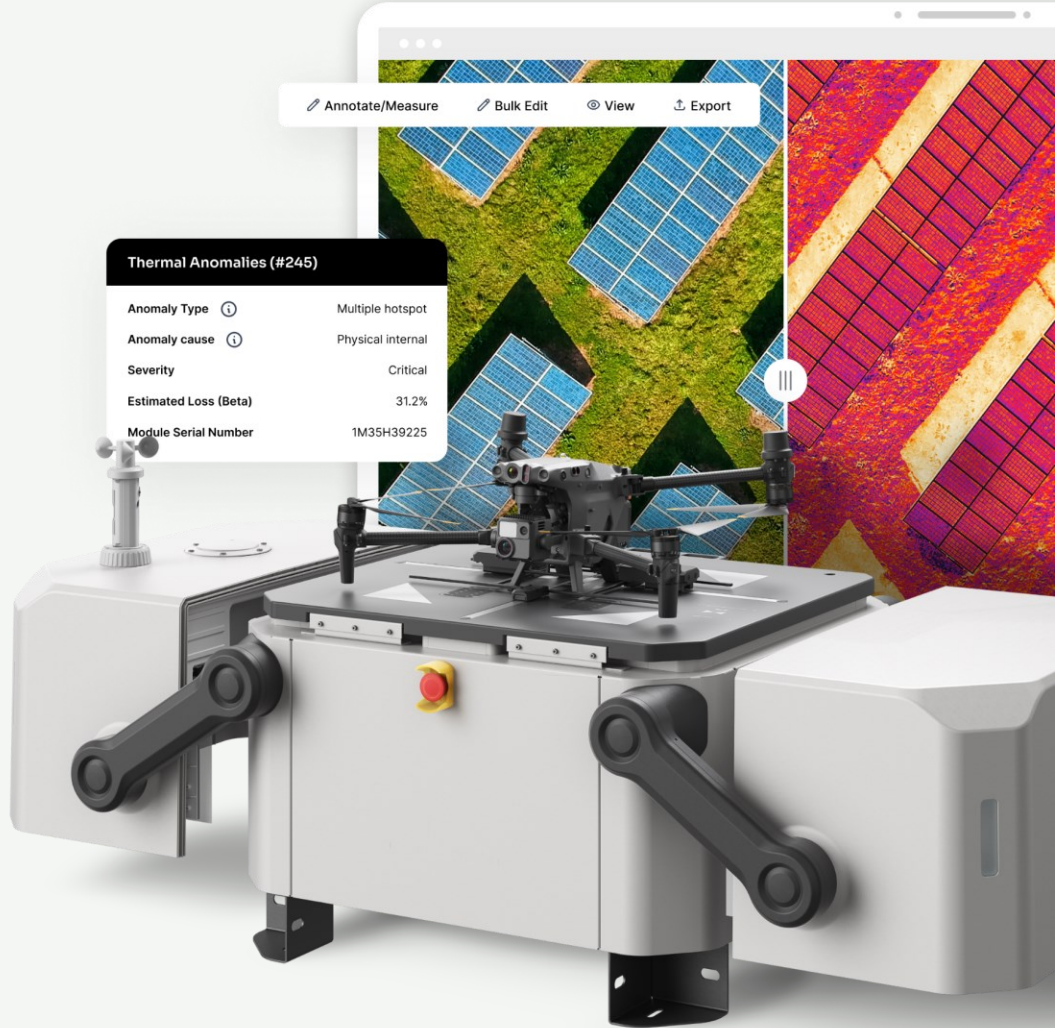
Key Operating Metrics (A\$) (December Financial Year-End)

Revenue FY23	End Dec 2023	\$6.137M	+7% on FY22
ARR ³	End Dec 2023	\$2.840M	+18% compared to end FY22
TCV ³	End Dec 2023	\$4.987M	+2% compared to end FY22

¹ 656,114,841 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.



Our Presence and Customer Base

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



Offices Operations

Highlights

Year ended 31 December 2023



Corporate Rebrand

Name change aligning business activities and corporate identity



Board Refresh

Leveraging new skills & experience for long-term growth and risk management



Long-Term Contracts

Multiple material contract wins of tier 1 and 2 mining clients globally



Recurring Revenue Model

Strong growth in annual recurring revenues (ARR) to \$2.84m up 18% on 2022



AI-centric Solutions

Revised integrated business model and addition of AI software solution partnership



Regulatory Approvals

Achievement of complex Beyond Visual Line of Site and Remote Operations



Strong Financial Controls

Strong demonstrated cost management with \$1.0m EBITDA improvement year on year



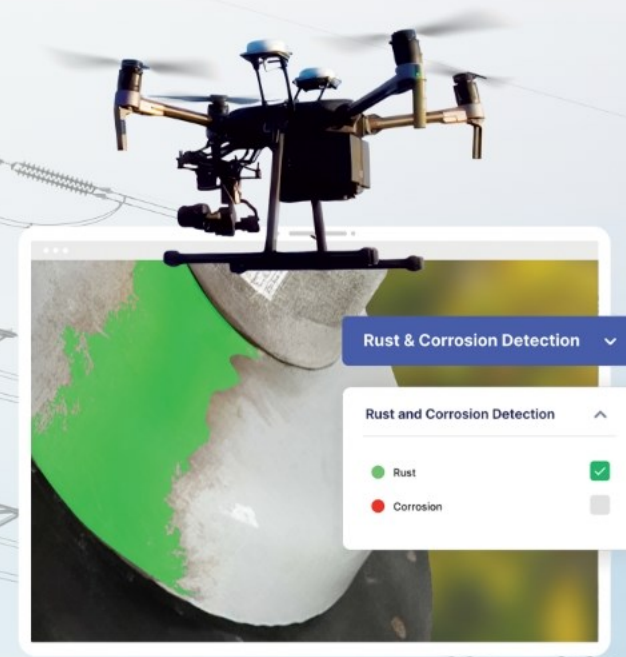
New Product Launched

Release of new autonomous drone-in-a-box xBot® offering



Strong Cash Position

Capital raise completed providing funding to grow the business in FY2024



Our Solutions

Drone-Based Data Products and Technology Solutions

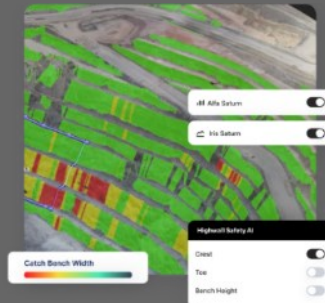
Aerial Surveying Services



Autonomous Drone Operations



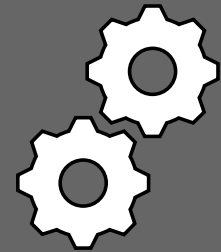
A.I. for Mining Ops



Hardware & Software Sales



Custom Integration





BVLOS Operations
(Beyond-Visual-Line-of-Sight)



Above 400' Operations



Remote BVLOS Operations
(Drone-in-a-Box/ xBot®)



Team of Aviation Professionals
(with IREX for BVLOS)




Established Safety, Quality & Compliance Systems


Advanced Drone Operations Capability

Existing authorisations and experience to conduct
Complex drone operations safely & efficiently


Personal use only

 Geotechnical

 Tailings Storage Management

 Training & Consulting

 Exploration


 Survey & Planning

 Drill & Blast

 Infrastructure & Construction

 Agriculture & Environmental

 xBot® Platform

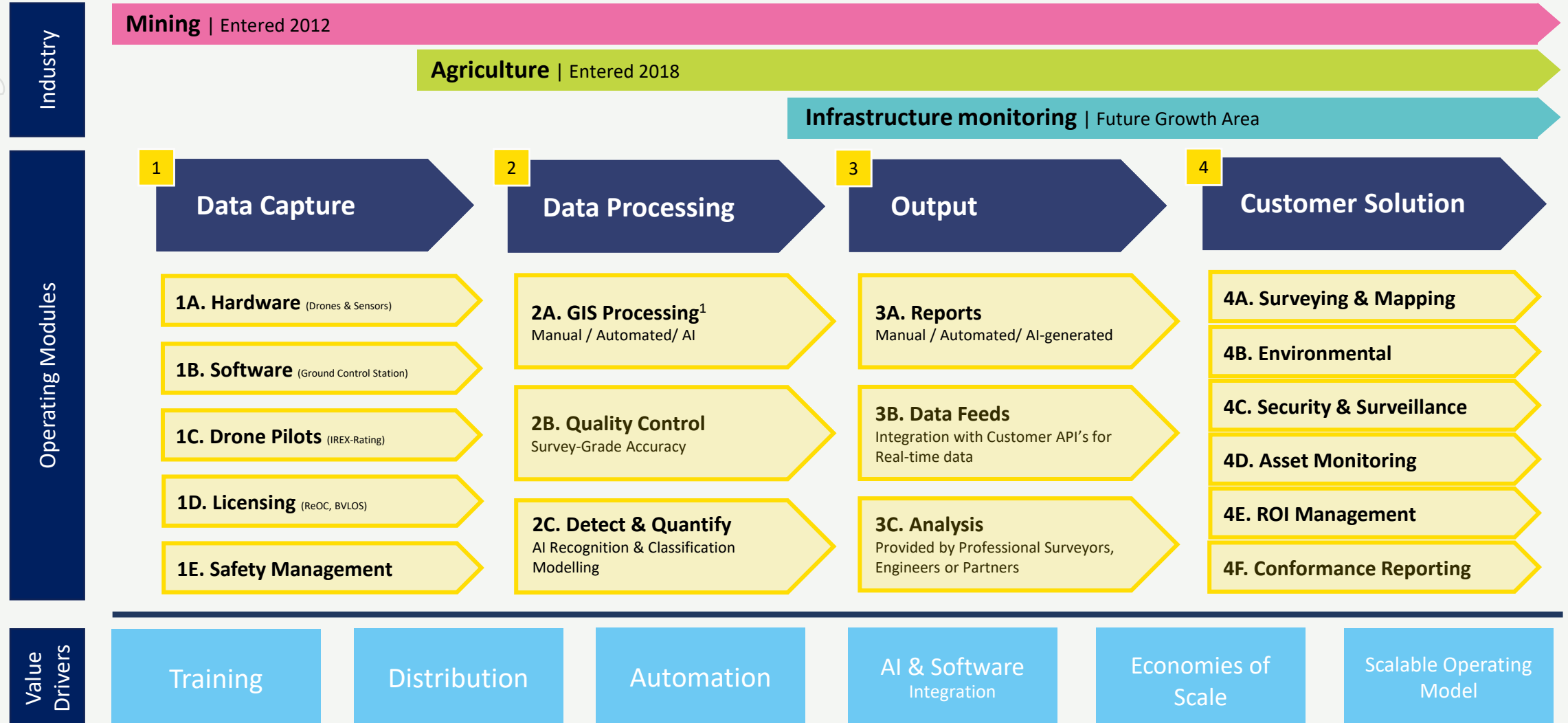
 Hardware & Software

 Surveillance & Public Safety

Automating Workflows that improve Safety & Productivity

Our Business Model

Drone-based Data Products and Technology Services



¹ Geospatial Information Systems

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 Sight (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

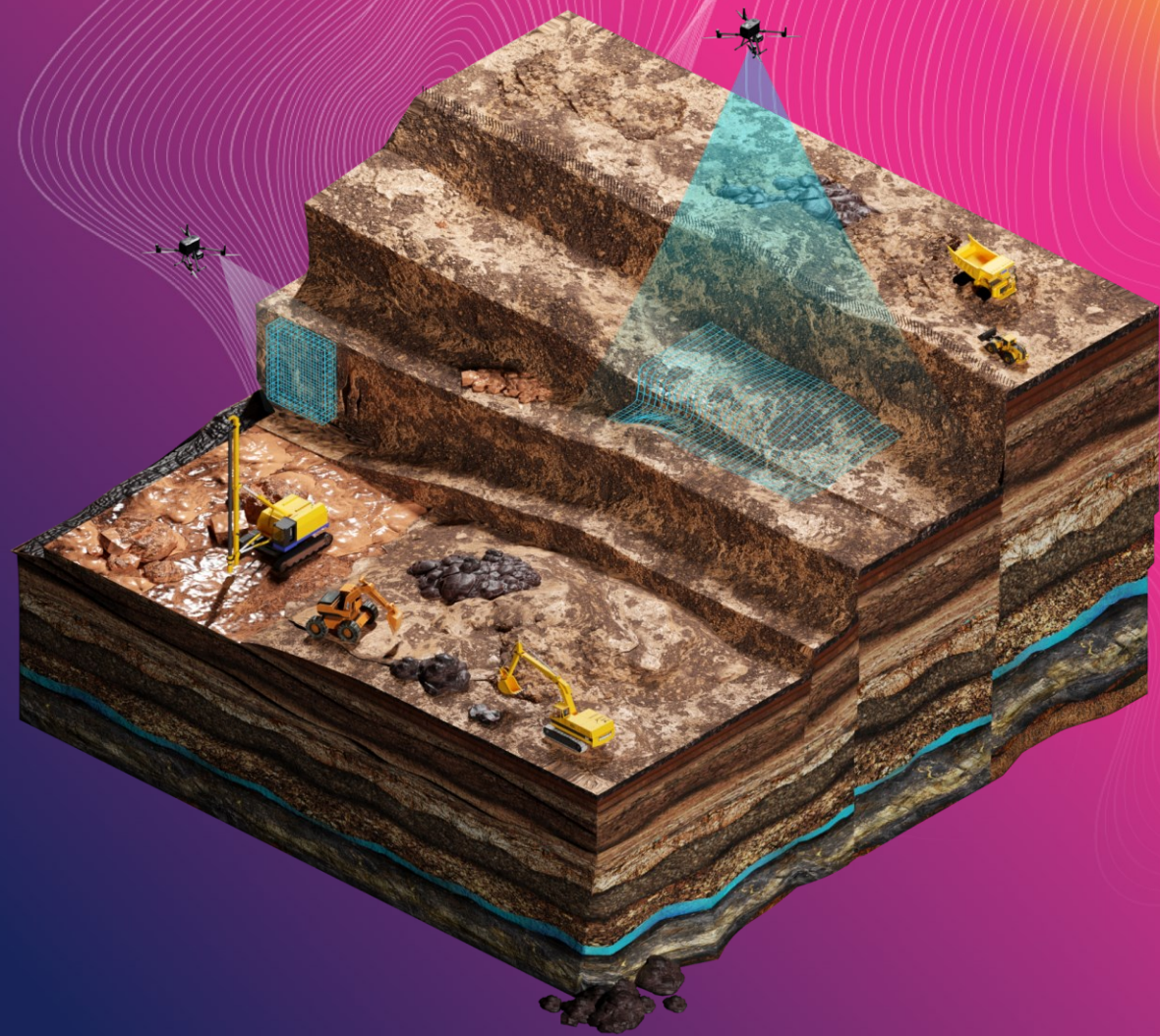


Our R&D is heavily focused on developing an autonomous drone & robotic eco-system which will remove the need for people to work in dangerous areas, while delivering a higher frequency of data from Remote Operating Centres.

ersonal use only



FINANCIAL HIGHLIGHTS



Quarterly Results – Highlights



Q4 FY2023 (Dec) and full year 2023 ¹

Operating Cash Flow Improvement and Business Repositioning Completed in FY23; Poised for Growth in FY24

ARR AND TCV

- ✓ **ARR - \$2.8m**
up 0.7% on prior quarter
(Q3 FY2023) and up 18%
on Q4 FY2022
- ✓ **TCV - \$5.0m**
down 0.6% on prior quarter
(Q3 FY2023) and up 2% on
Q4 FY2022

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

Revenue & Cash

- ✓ **Revenue – \$1.6m**
up 6% on the prior quarter
and up 2% on Q4 FY2022;
FY2023 up 7% on FY2022
- ✓ **Cash Receipts – \$1.7m down**
8% on prior quarter and
down 2% on Q4 FY2022;
FY2023 up 11% on FY2022
- ✓ **Contracted revenue accounted**
for 46% of total revenue
(based on Q4 FY2023)

Cash flow

- ✓ **Net cash used in operating**
activities in FY2023
significantly improved over
FY2022, down 38% at
\$968k
- improvement is on the
back of growing cash
receipts and good cost
management throughout
the financial year

Key Initiatives

- ✓ **Capital raise completed**
raising \$1.065m in
December 2023
- to fund the autonomous
drone business
- raised from institutional and
sophisticated investors
including a well-regarded
family office

RocketDNA CEO Christopher Clark said: "December marks the financial year-end for RocketDNA and we are proud of the achievements we have delivered as an executive team and Board for the Company. While our Australian legacy operations showed headwinds in late 2023, we were able to counter-act this through improved performance from our African operations, as well as bringing new AI and automation products to market. Calendar Q4 2023 also represented a strong growth in ARR compared to the prior year, supported by new and existing customers committing to longer-term contracts. These commitments, combined with our cost management strategies, has resulted in an overall improvement in Net Operating Cash Flow, highlighting our commitment to cash flow breakeven. The revised integrated business model is displaying green shoots, with a growing pipeline of product deployments set to begin in calendar Q1 2024 with well-known mining and industrial customers. We will support these engagements with practical AI solutions to automate existing workflows as well as to help identify safety & environmental hazards. These deployments build on our key capabilities and competitive advantages, including our recent Civil Aviation Safety Authority approvals, combining proprietary technical knowledge & industry experience in building highly scalable and robust products for enterprise customers.

Operating cost inflation is also working in our favour as mining and industrial engagements have indicated that these companies are looking for effective cost reduction solutions. We also see a strong emergence of process work-flow integration and automation, an area in which we have been steadily building expertise. Business development initiatives with customers look very promising and we have commitments for the first batch of 5 autonomous xBot® units to be delivered and deployed to tier 1 and 2 customers over the current quarter which will initially be used to conduct validation, data testing and safety proofing exercise, ahead of commercial terms being set.

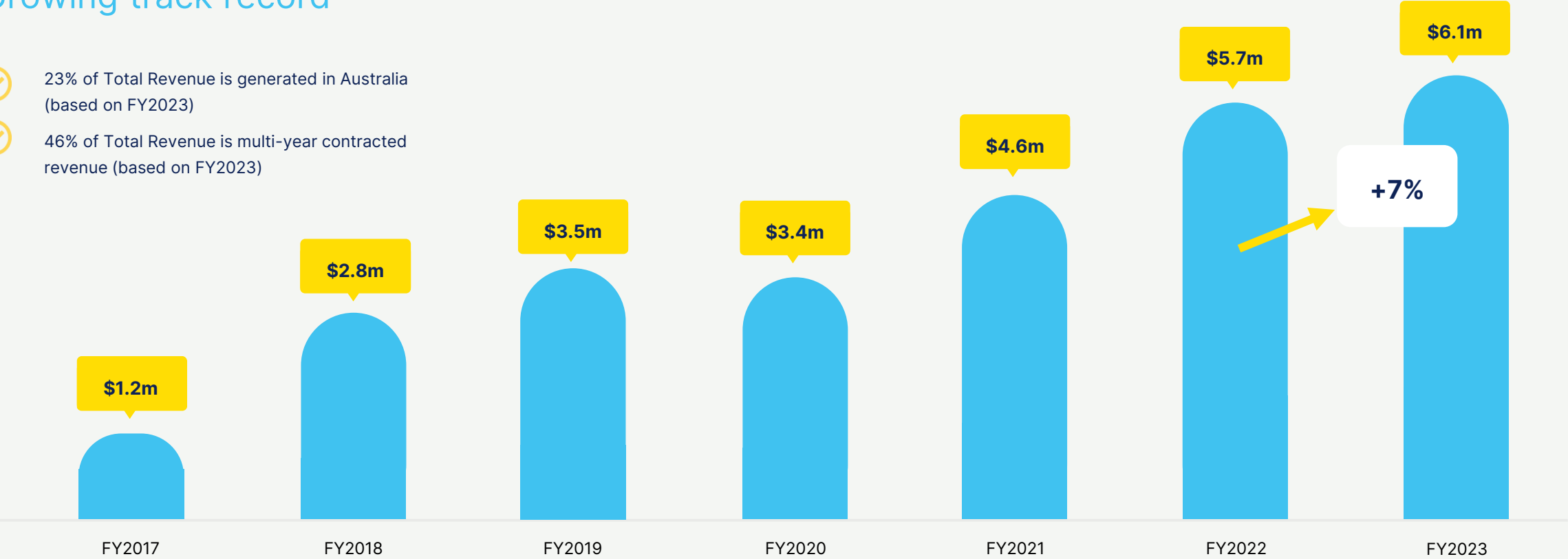
We are also grateful to the new shareholders who have joined us on our mission to democratise drone data, through automated capture & insights, via our December funding round and look forward to working together towards achieving a healthy market share in this growing segment."

¹ FY2023 audited | Financial year end 31 December

Annual revenue growth¹

Growing track record

- ✓ 23% of Total Revenue is generated in Australia (based on FY2023)
- ✓ 46% of Total Revenue is multi-year contracted revenue (based on FY2023)



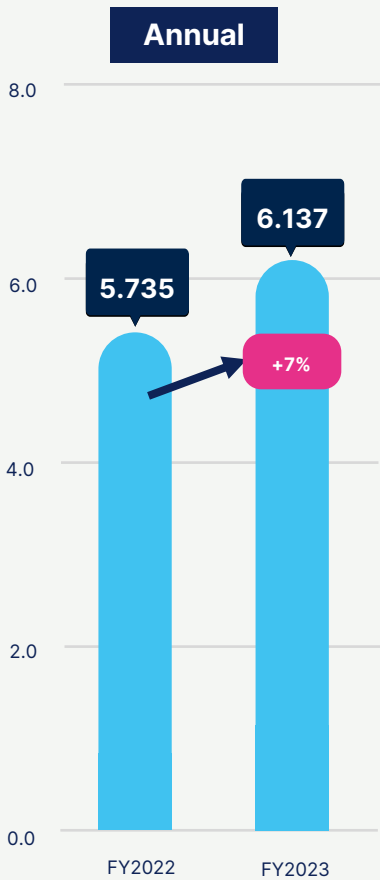
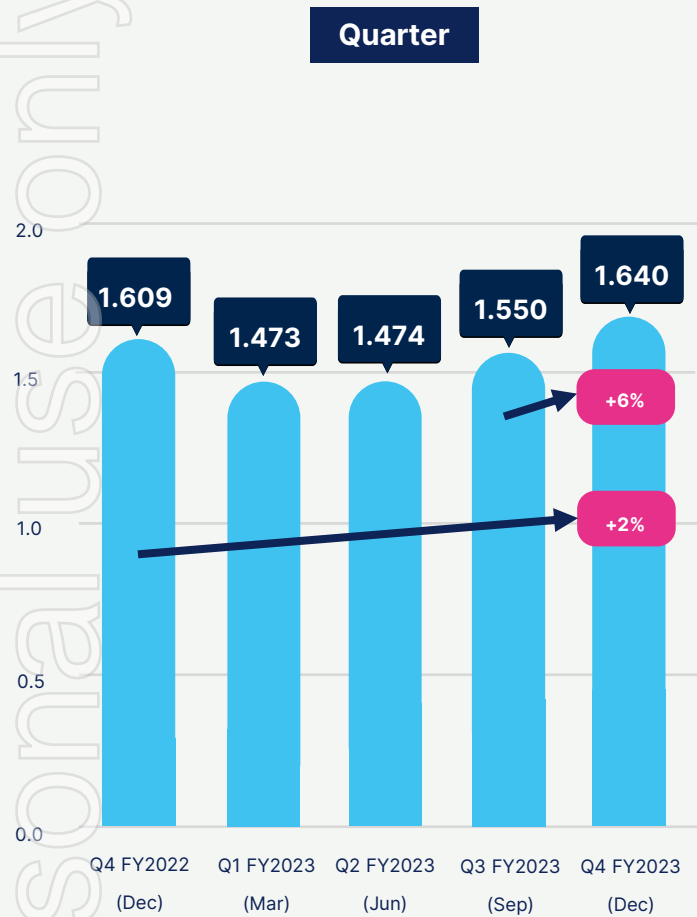
¹ FY2023 audited | Financial year end 31 December

Quarterly results

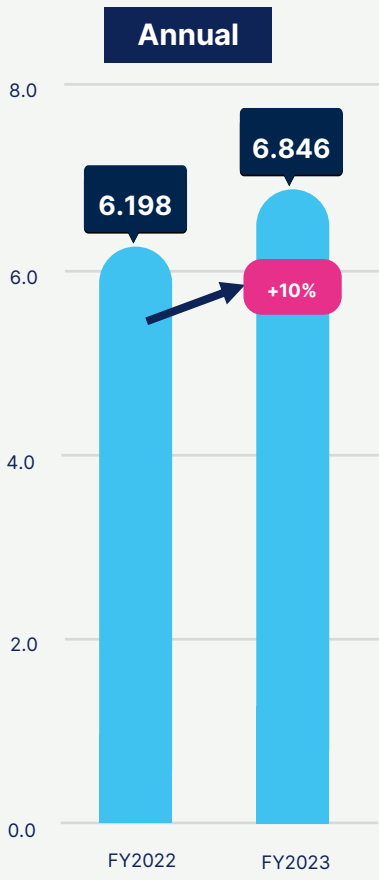
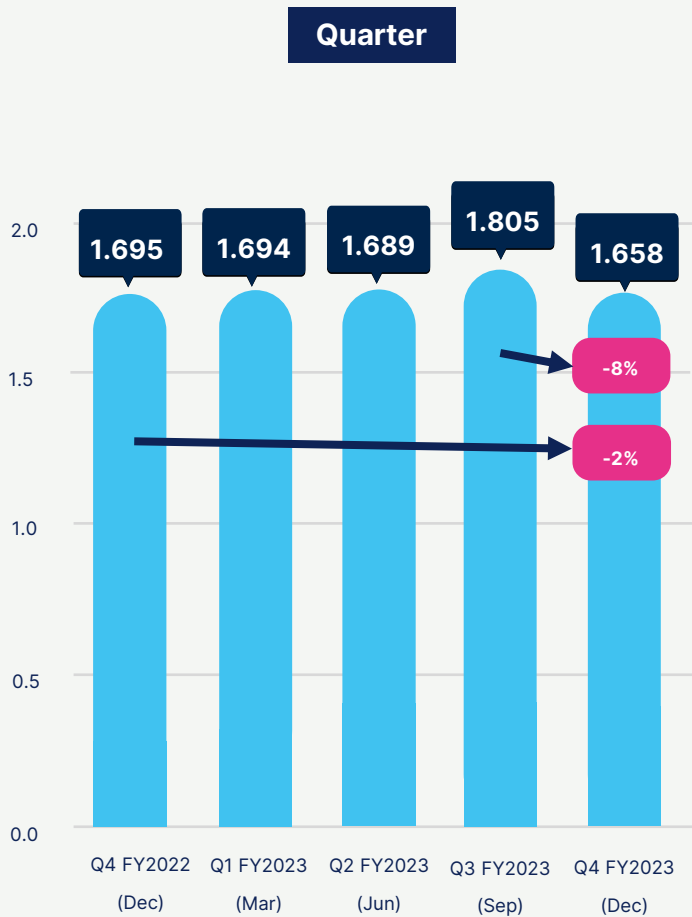
Revenue and Cash Receipts¹



Revenue, \$m



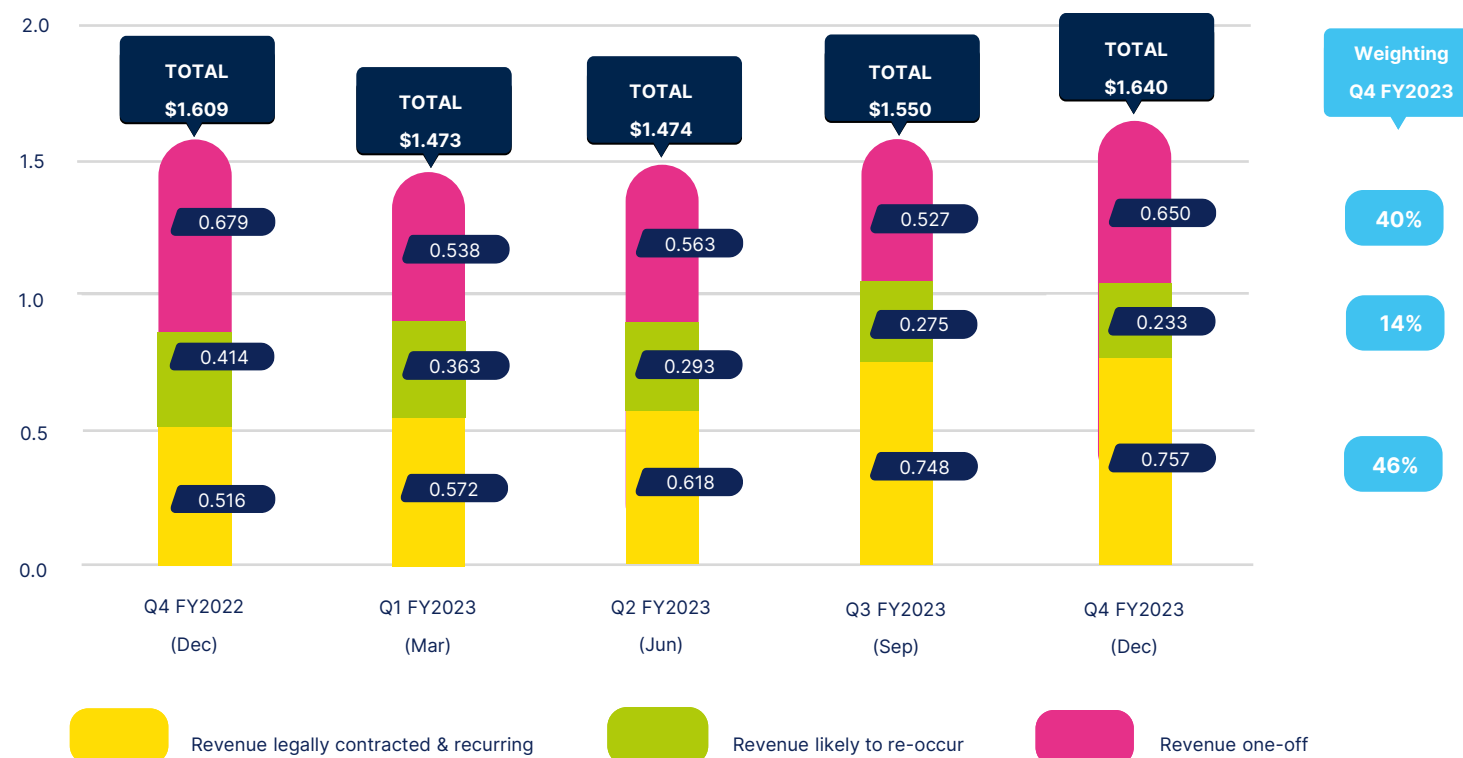
Cash Receipts From Customers, \$m



¹ FY2023 audited | Financial year end 31 December

Quarterly results

Revenue by Type, \$m¹



Revenue derived from contracts (linking to ARR) was 46%

Of total Revenue in Q4 FY2023 (December)

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

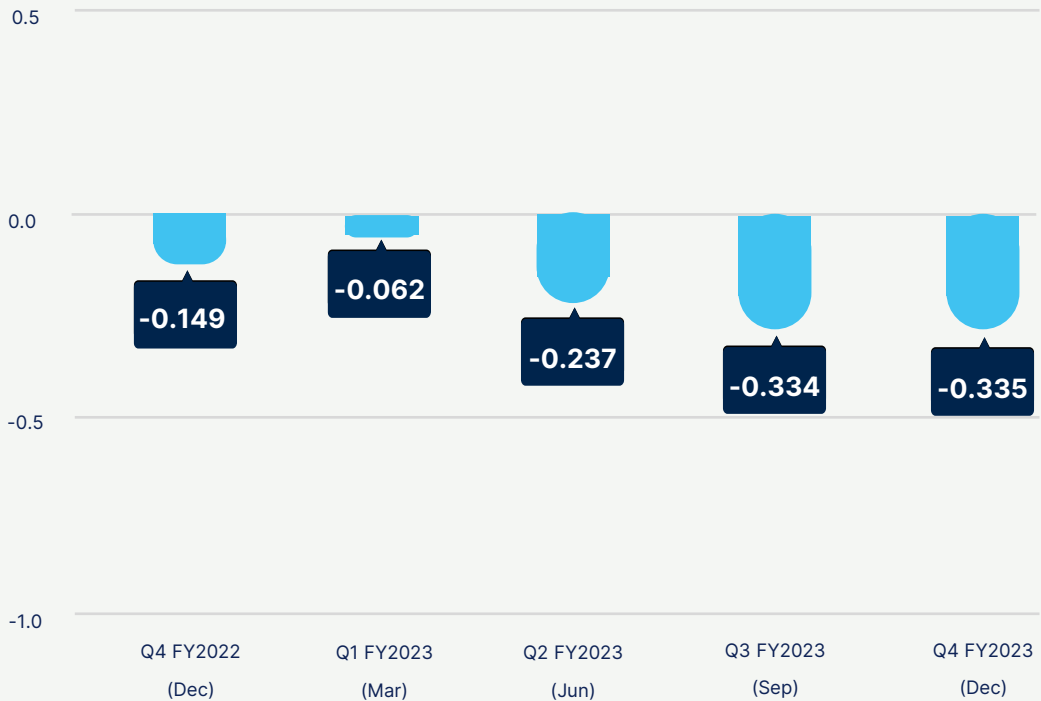
Revenue legally contracted and recurring

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.

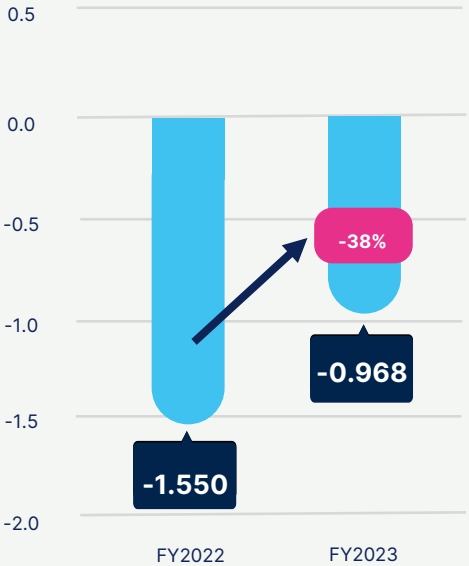
Quarterly results

Net Cash Used in Operating Activities¹

Quarterly, \$m



FY2023, \$m



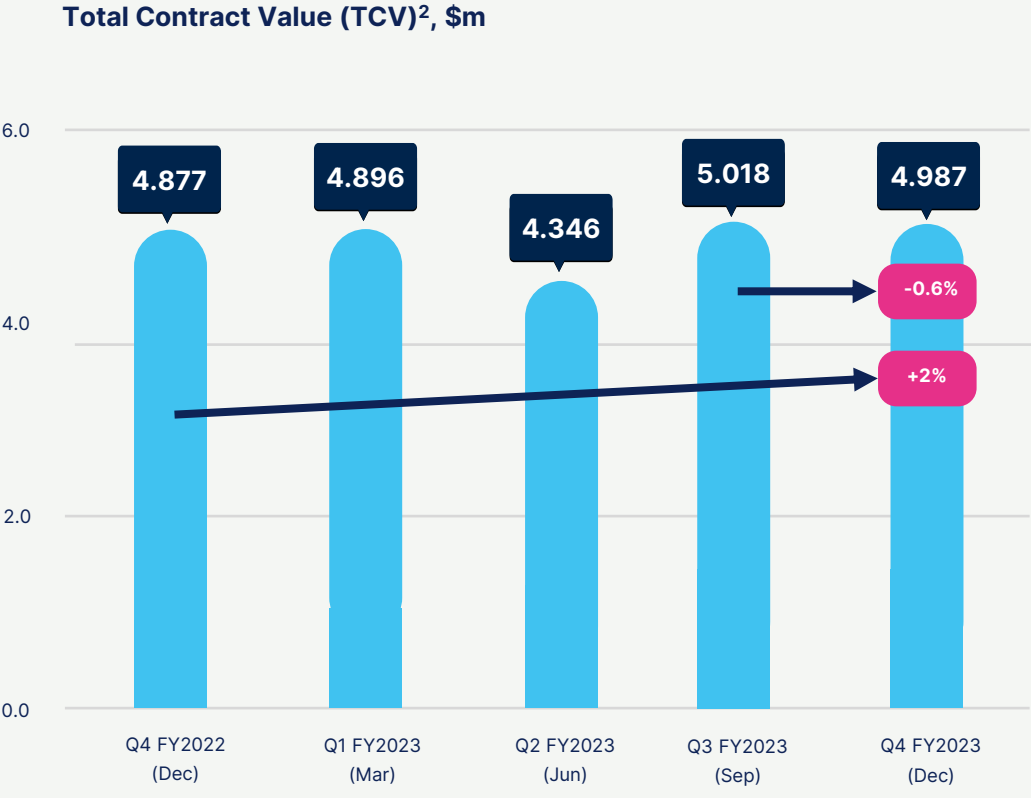
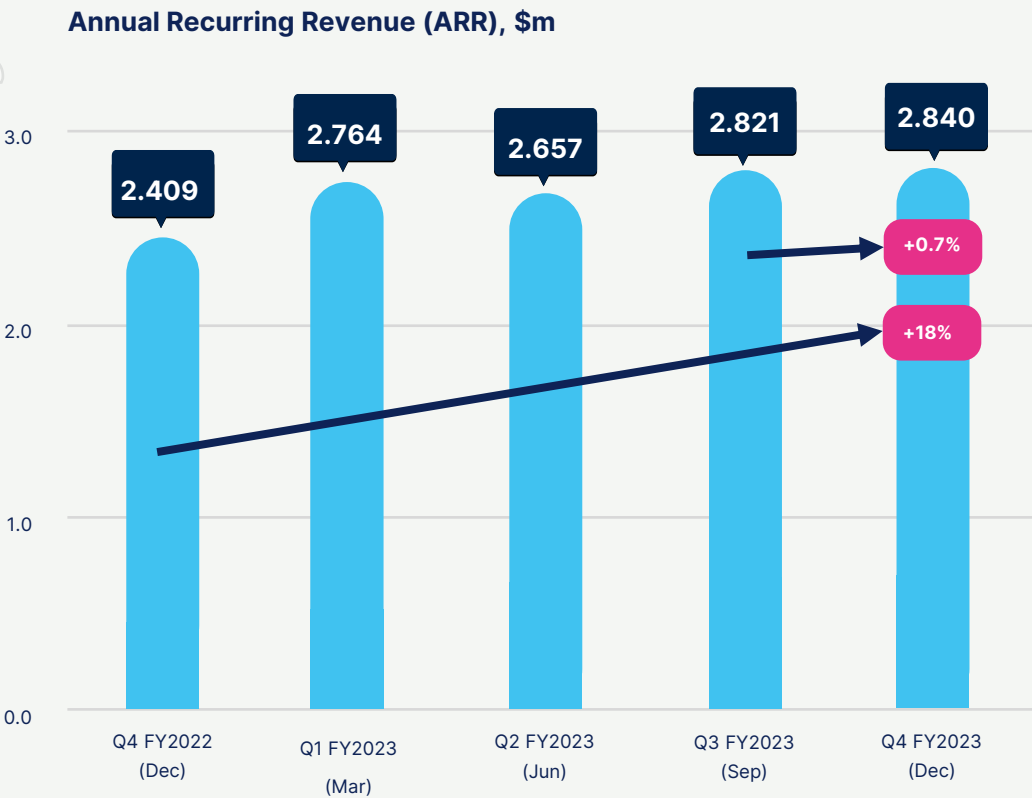
- ✓ FY2023 **Net cash used in operating activities** significantly improved over FY2022, on the back of growing cash receipts and good cost management throughout the financial year
- ✓ Annual improvement highlights the Company's commitment to achieve operating cash breakeven

¹ FY2023 audited | Financial year end 31 December

Quarterly results



ARR & TCV¹



Contracted recurring revenue accounted for 46% of total revenue in Q4 FY2023



ARR: The annualised value of contracts signed in the quarter exceeded the value of contracts coming to an end, which was partially offset by adverse exchange rate movements

TCV: Contracts signed exceeded the quarter's depletion, however adverse exchange rate movements drove the overall change slightly negative at -0.6%

¹ FY2023 audited | Financial year end 31 December

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

ersonal use only



STRATEGY, MARKET & GROWTH PATHWAY



Our Autonomous xBot® 'Drone-in-a-Box' Strategy

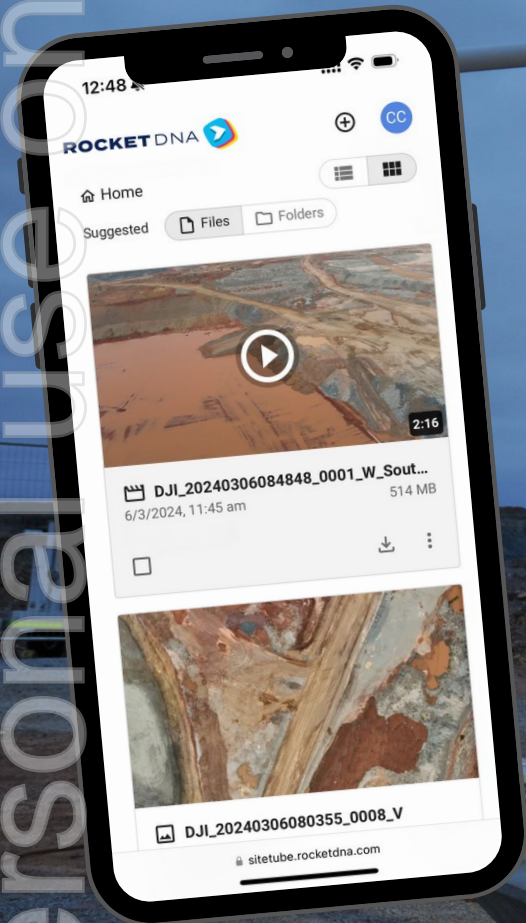
UNDERWAY FOR FY2024



- ✓ Capitalise on our **CASA approvals** and **recent capital raising** by manufacturing first batch of xBot® units for customer trials and rapid deployment.
- ✓ **Growing sales pipeline of customers** who are looking to automate their legacy manual drone operations, including a Tier 1 Mining Customer going into Trial
- ✓ **Secured 2 Commercial Customers** (Red5 & SSG Security, South Africa) who are currently paying on a month-to-month basis (non-material)
- ✓ **Integrate with Customer's own Geospatial platforms**, to help automate their data workflows, while **offering value-adding AI detection and reporting functionality**.
- ✓ **Leverage experience in Mining industry** to take advantage of **growing drone-in-a-box demand** within **Government, Asset Management and Security Industries**.

See [ASX announcement](#) 30 August 2023 and visit www.rocketdna.com/blog

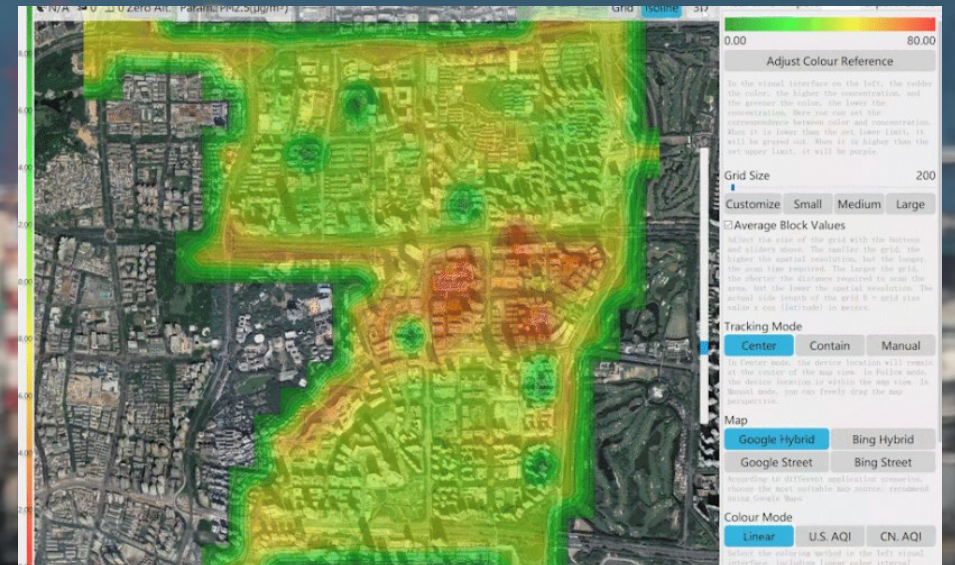
Deploying Scalable 'Drone-in-a-Box' Technology Today



ROCKET DNA 

ersonal use only

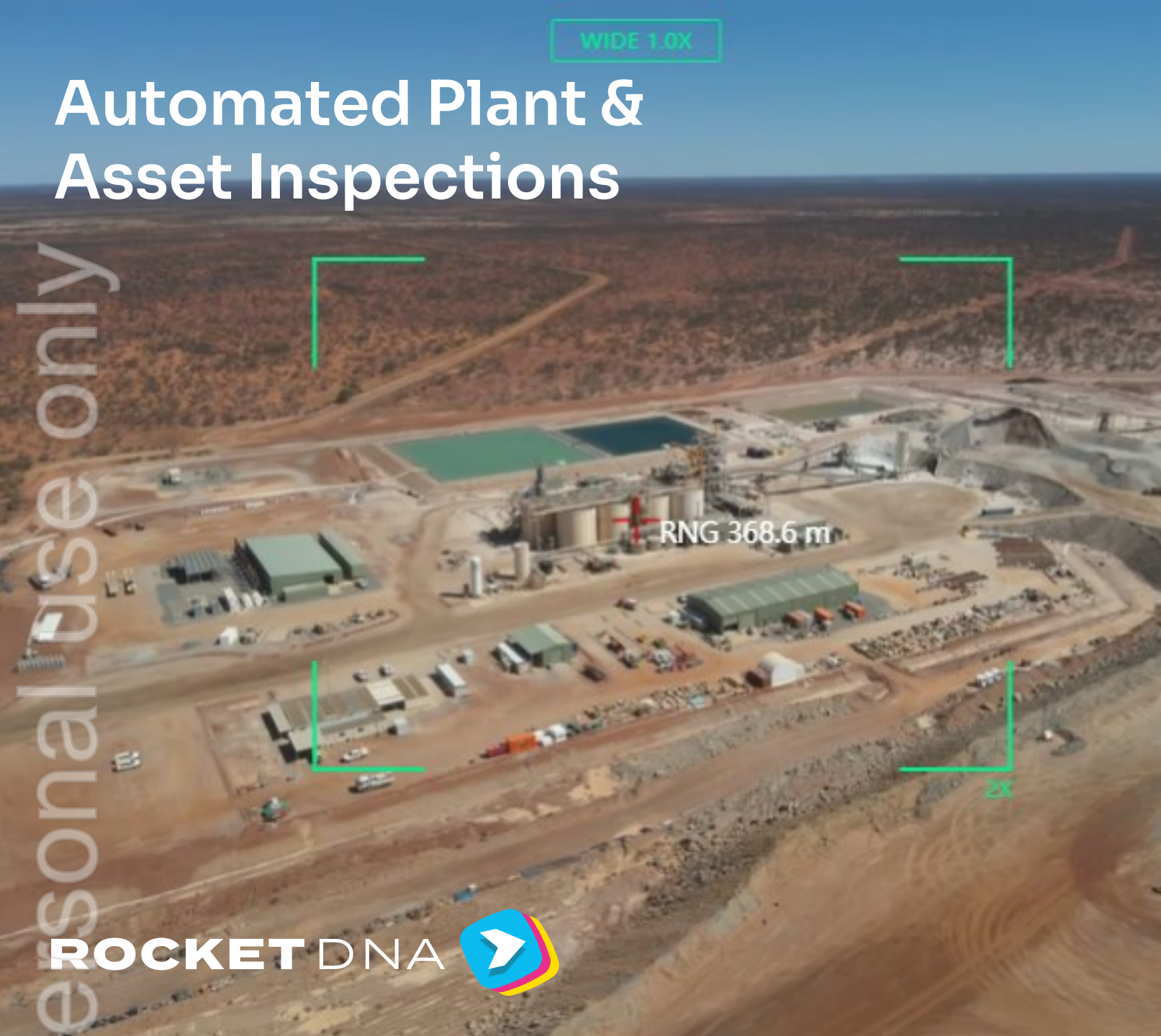
Automated Gas Detection



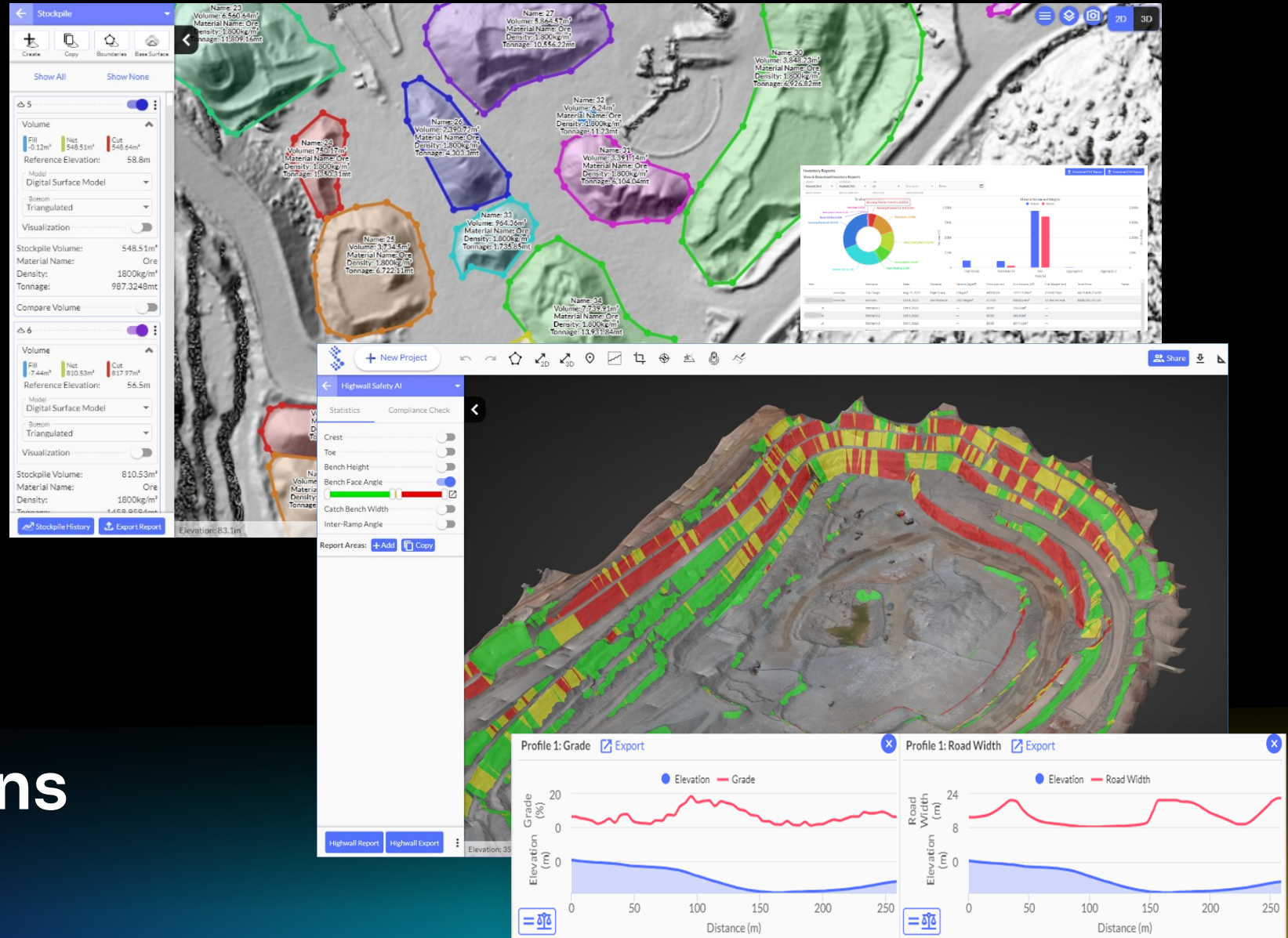
WIDE 1.0X

Automated Plant & Asset Inspections

Personal use only



Automated Reporting for Mining Operations



ROCKET DNA
DRONES & AUTOMATION



Contact us

Chris Clark

Executive Chairman & CEO
E: contact@rocketdna.com

Glen Zurcher

Investors and Media
E: glen@viriair.com
P: +61 420 249 299



ersonal use only