

ASX: RKT



**ROCKET** DNA  
DRONES & AUTOMATION



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## Investor Presentation

Coffee Microcaps Conference  
March 2024

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

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**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**

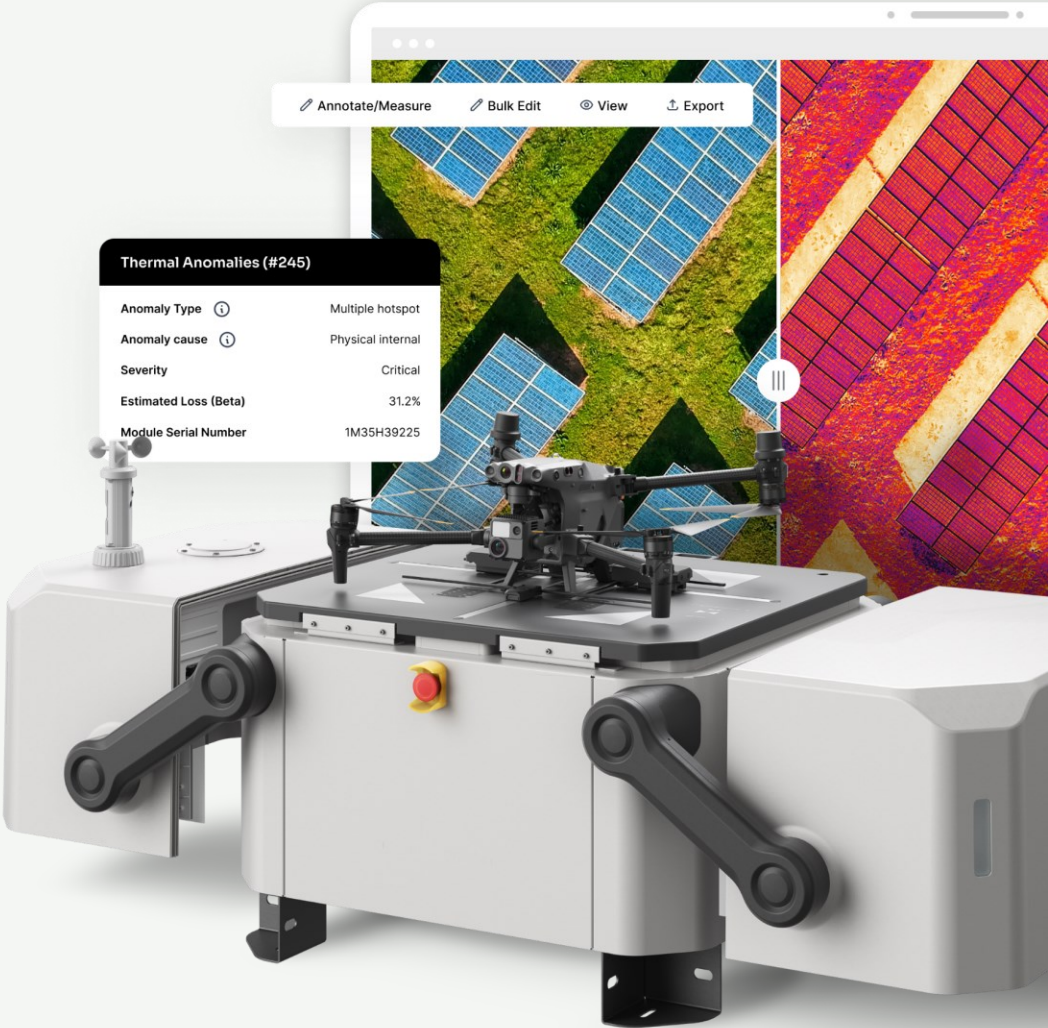
#### **Faster Geospatial Insight**

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 <sup>1</sup>	Share price \$0.009 at 11 March 2024	\$5.905M
Cash <sup>2</sup>	As at 31 Dec 2023	\$2.317M
Debt <sup>2</sup>	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 <sup>3</sup>	End Dec 2023	\$2.840M	+18% compared to end FY22
TCV <sup>3</sup>	End Dec 2023	\$4.987M	+2% compared to end FY22



<sup>1</sup> 656,114,841 ordinary shares outstanding at the date, including those in voluntary escrow

<sup>2</sup> Excluding shareholder loans, credit cards, motor vehicle and equipment leasing

<sup>3</sup> 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



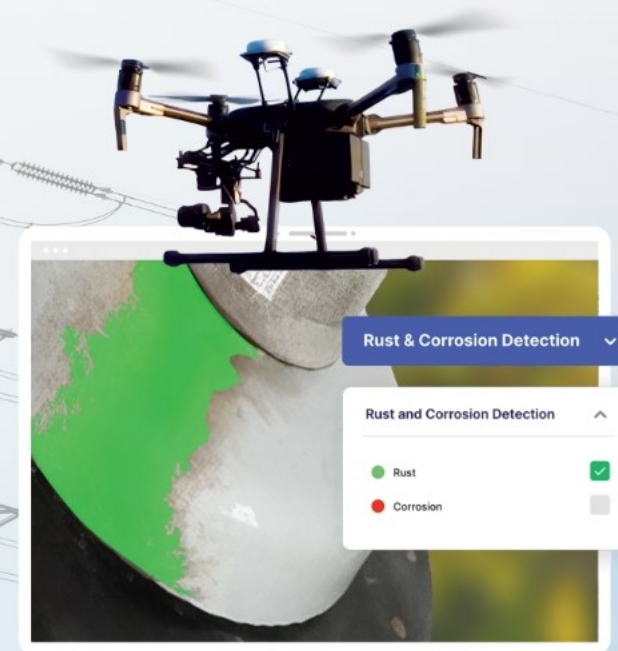
## New Product Launched

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

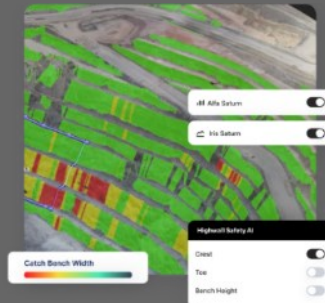
## Aerial Surveying Services



## Autonomous Drone Operations



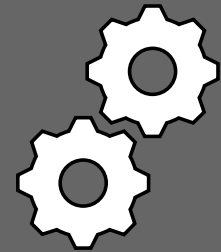
## A.I. for Mining Ops



## 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

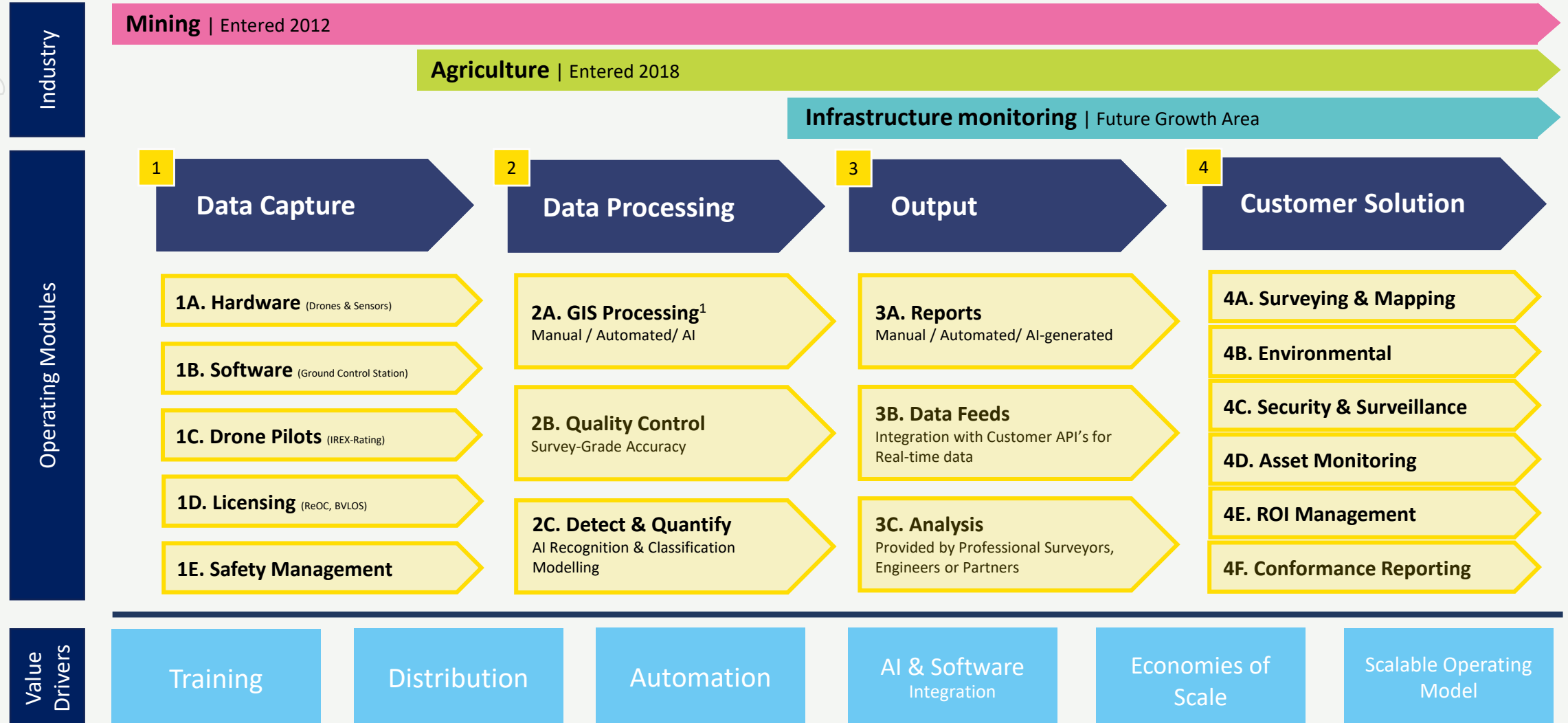
 Hardware & Software

 Surveillance & Public Safety

# Automating Workflows that improve Safety & Productivity

# Our Business Model

Drone-based Data Products and Technology Services



<sup>1</sup> 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



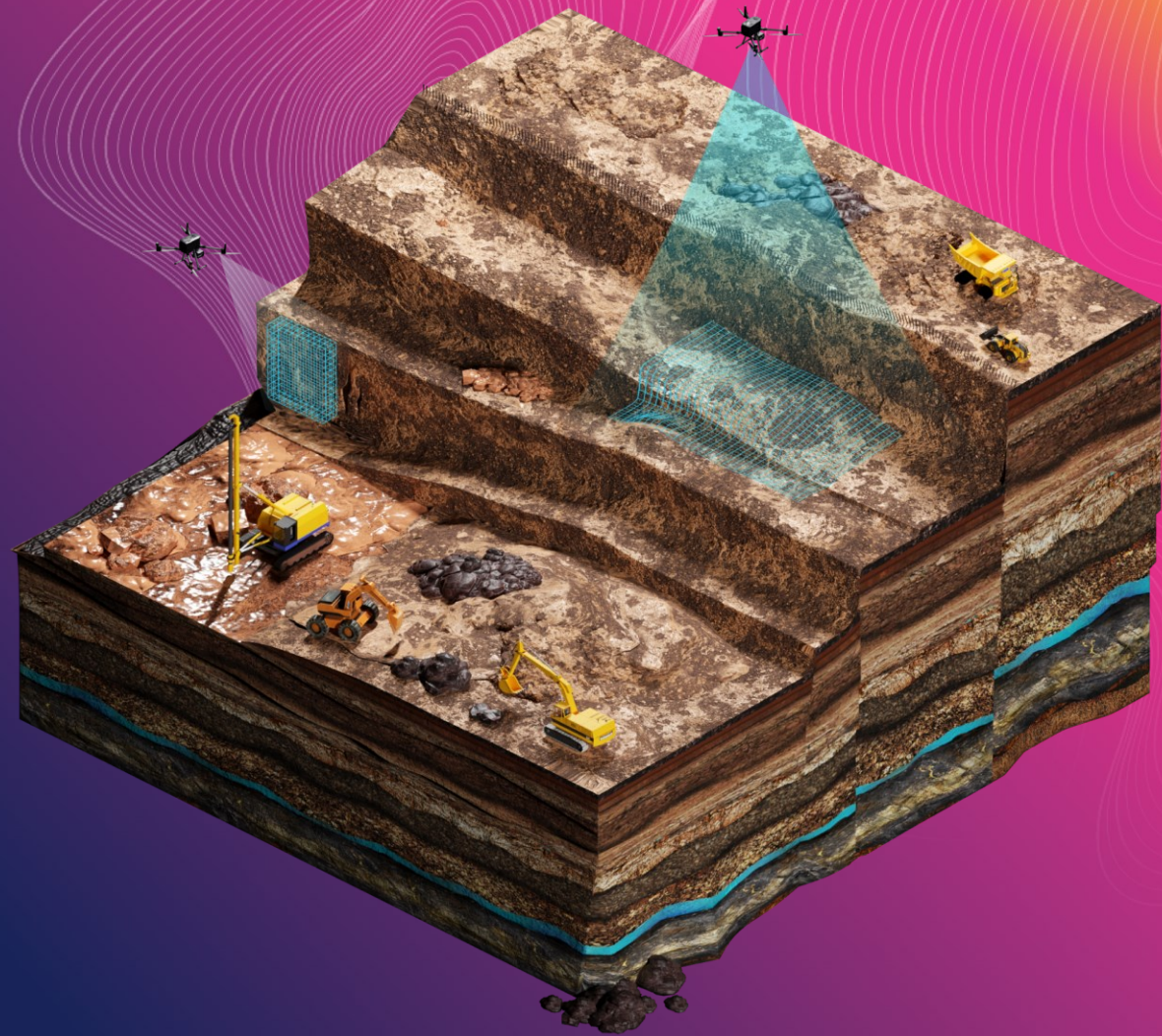
Our R&D is heavily focused on developing an autonomous drone & robotic eco-system which will remove the need for people to work in dangerous areas, while delivering a higher frequency of data from Remote Operating Centres.



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# FINANCIAL HIGHLIGHTS



# Quarterly Results – Highlights



Q4 FY2023 (Dec) and full year 2023 <sup>1</sup>

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."

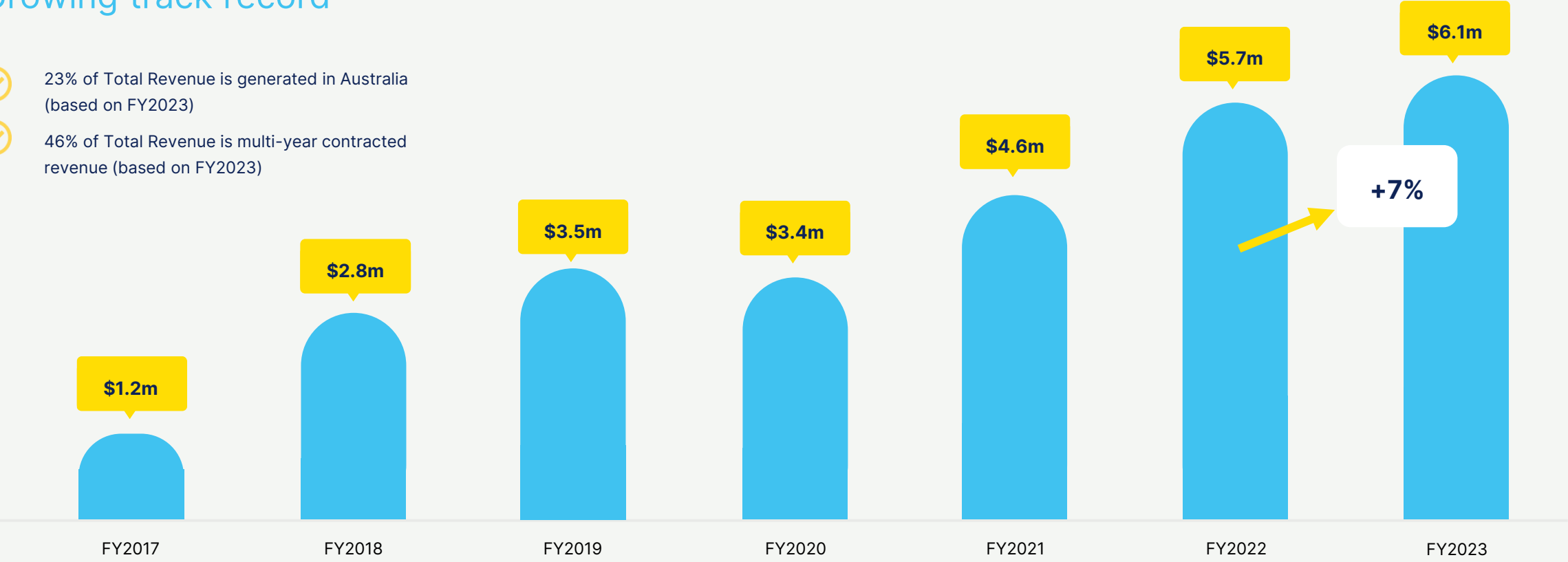
<sup>1</sup> FY2023 audited | Financial year end 31 December



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

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)



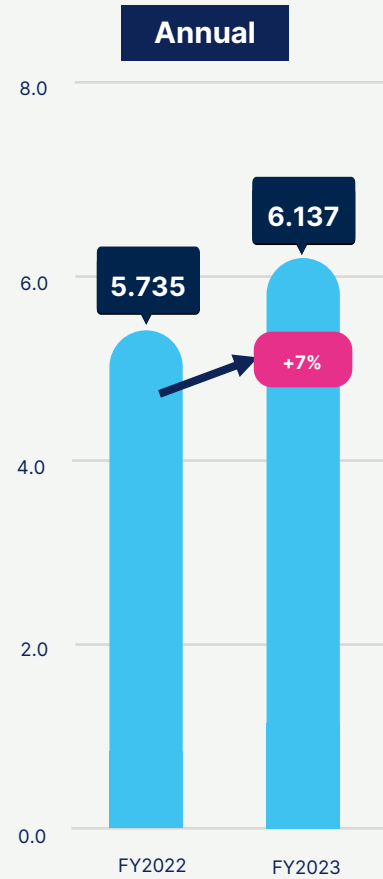
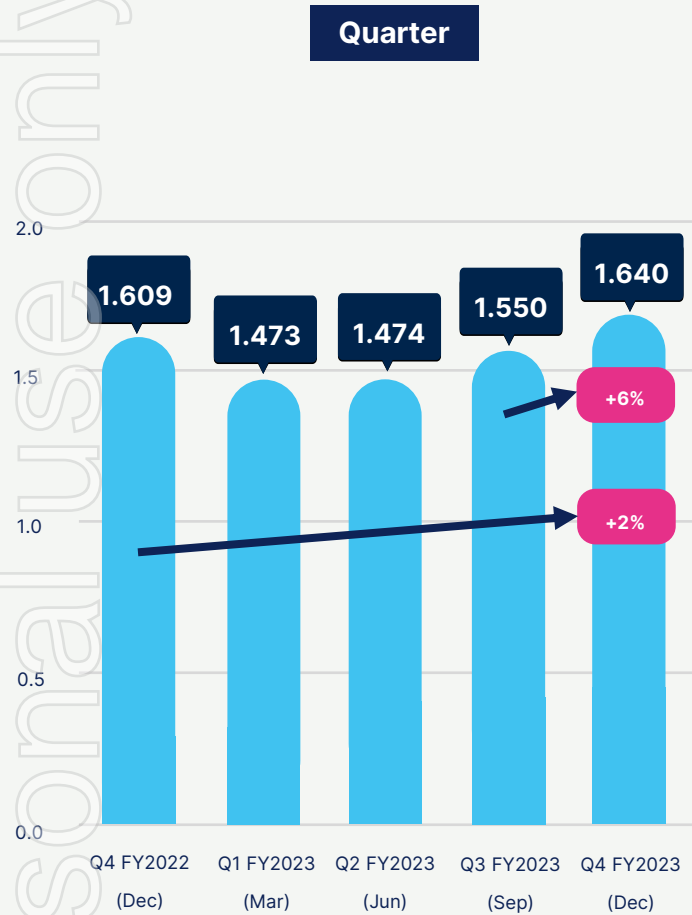
<sup>1</sup> FY2023 audited | Financial year end 31 December

# Quarterly results

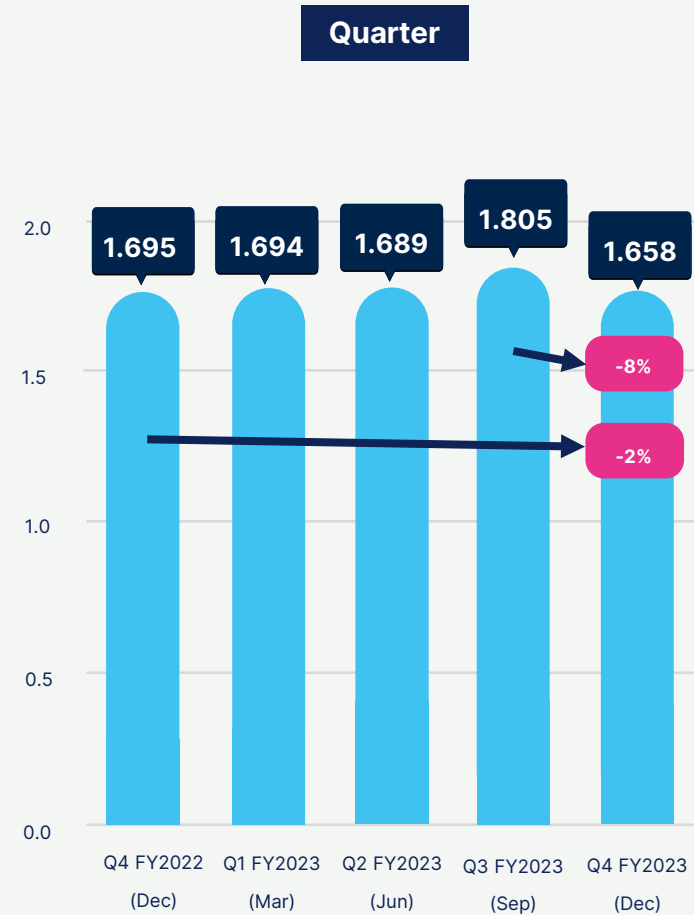
## Revenue and Cash Receipts<sup>1</sup>



Revenue, \$m



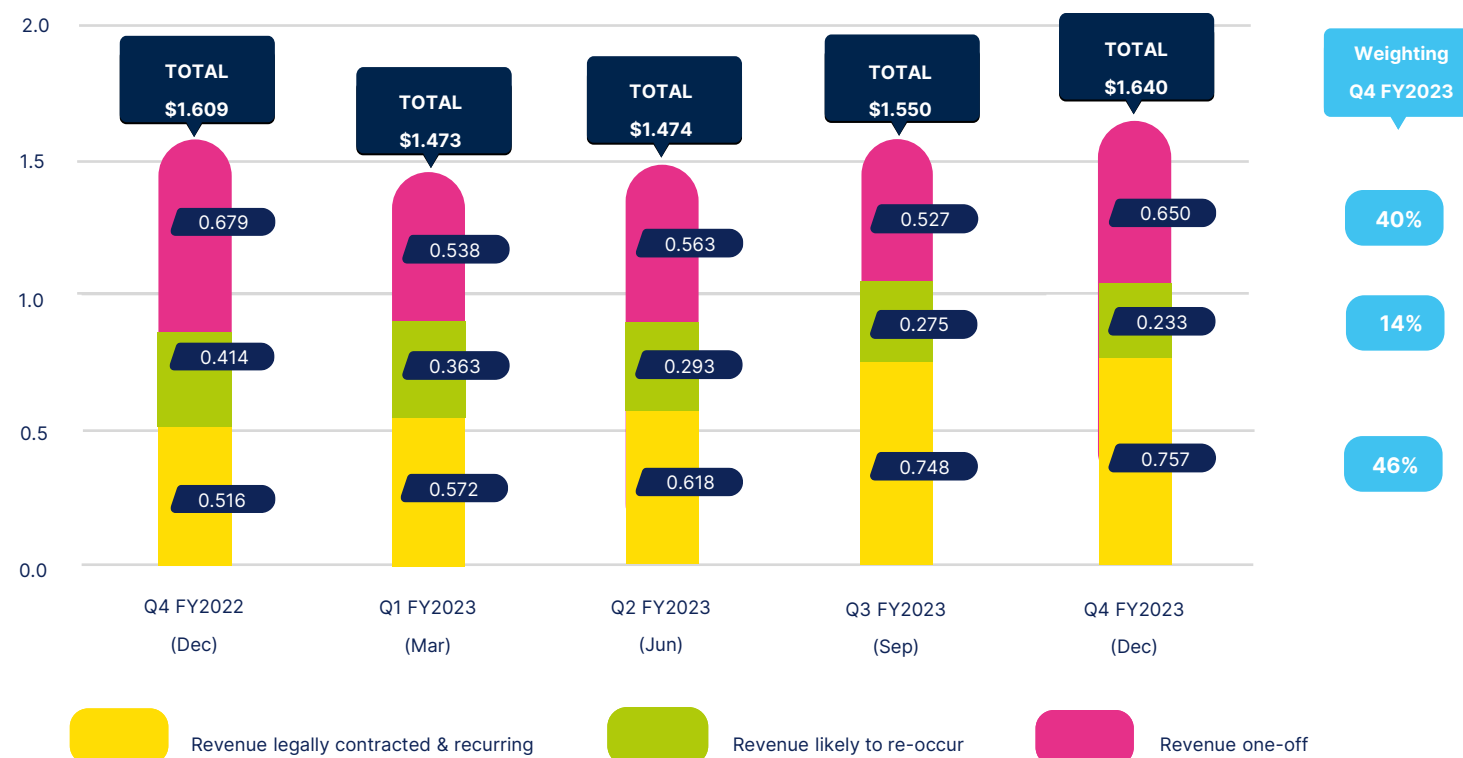
Cash Receipts From Customers, \$m



<sup>1</sup> FY2023 audited | Financial year end 31 December

# Quarterly results

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



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

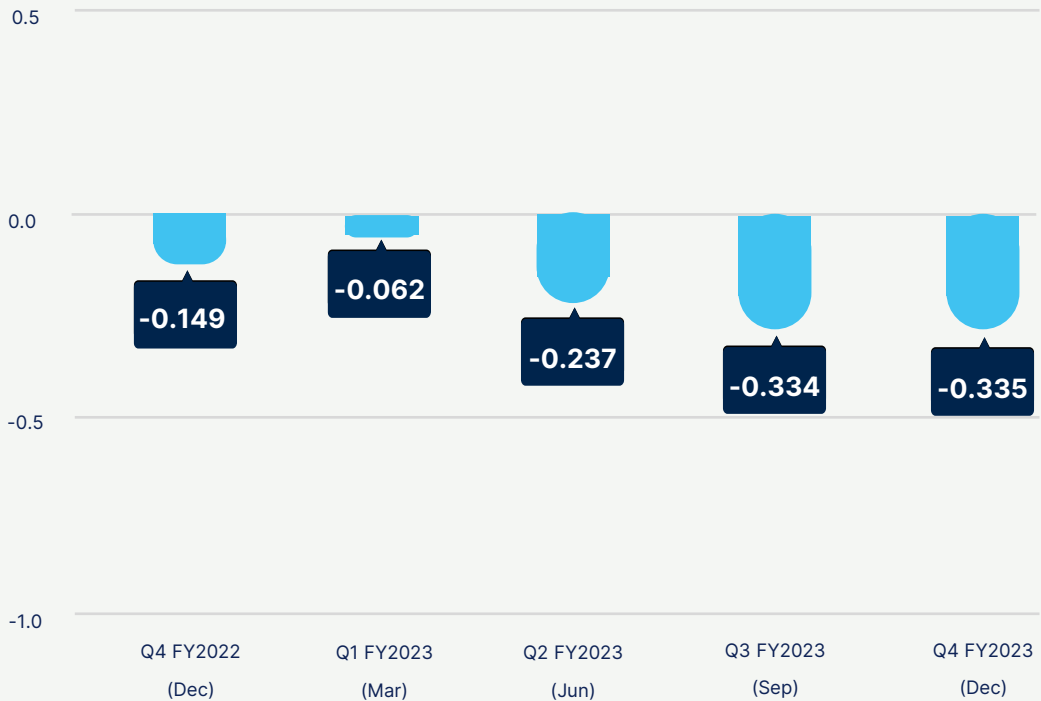
### Revenue legally contracted and recurring

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.

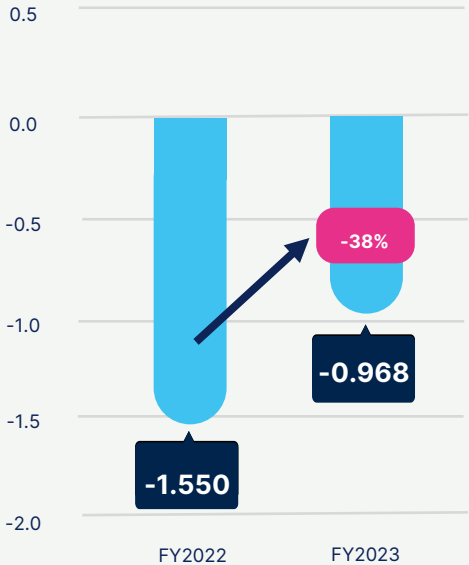
# Quarterly results

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

Quarterly, \$m



FY2023, \$m



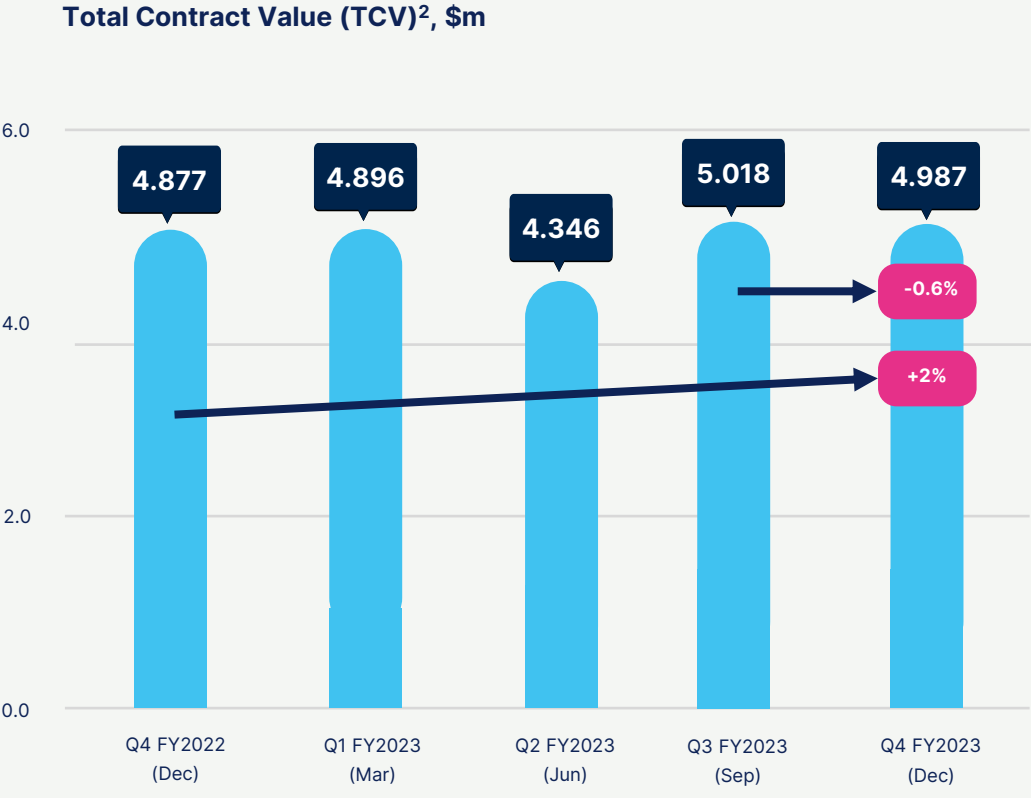
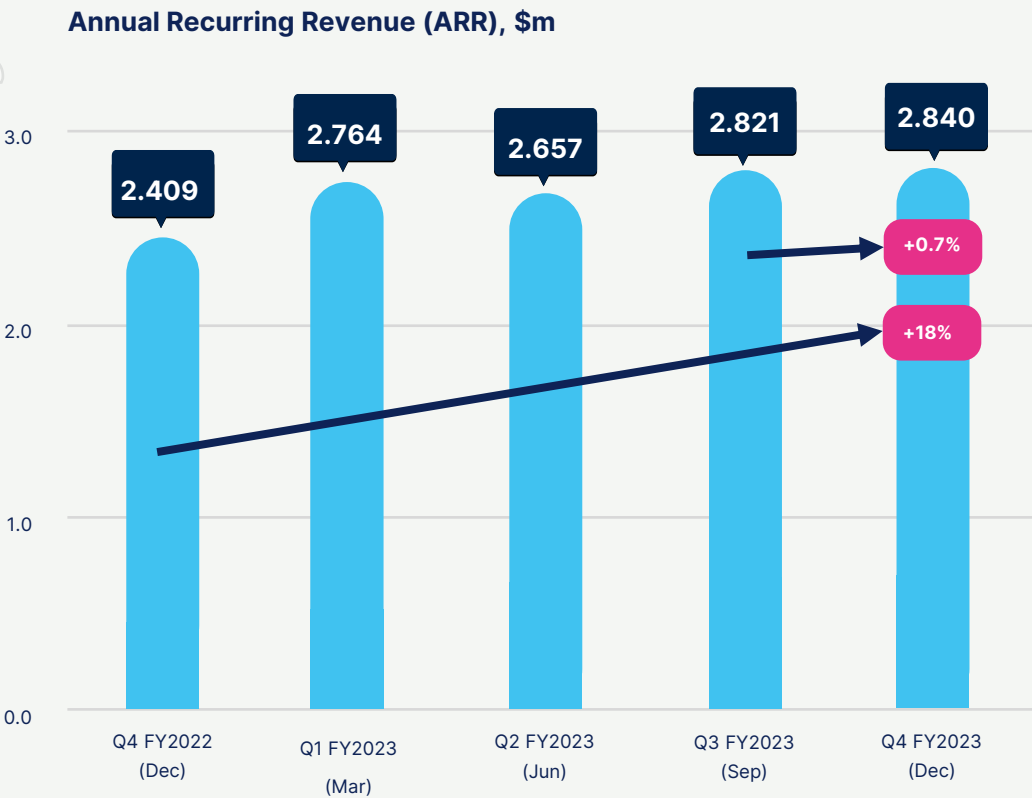
- ✓ FY2023 **Net cash used in operating activities** significantly improved over FY2022, on the back of growing cash receipts and good cost management throughout the financial year
- ✓ Annual improvement highlights the Company's commitment to achieve operating cash breakeven

<sup>1</sup> FY2023 audited | Financial year end 31 December

# Quarterly results



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



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%

<sup>1</sup> FY2023 audited | 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





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

UNDERWAY FOR FY2024

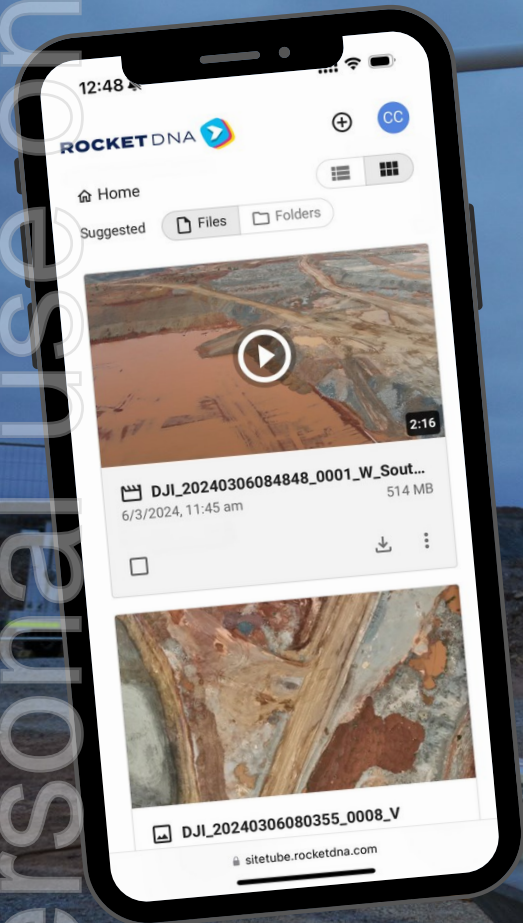


- ✓ Capitalise on our **CASA approvals** and **recent capital raising** by manufacturing first batch of xBot® units for customer trials and rapid deployment.
- ✓ **Growing sales pipeline of customers** who are looking to automate their legacy manual drone operations, including a Tier 1 Mining Customer 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](http://www.rocketdna.com/blog)



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

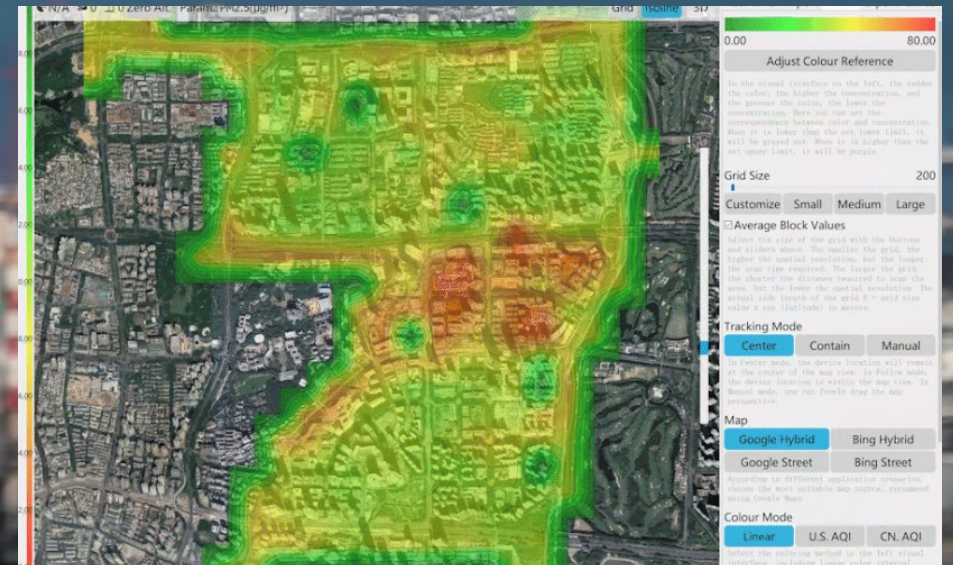


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# Automated Gas Detection

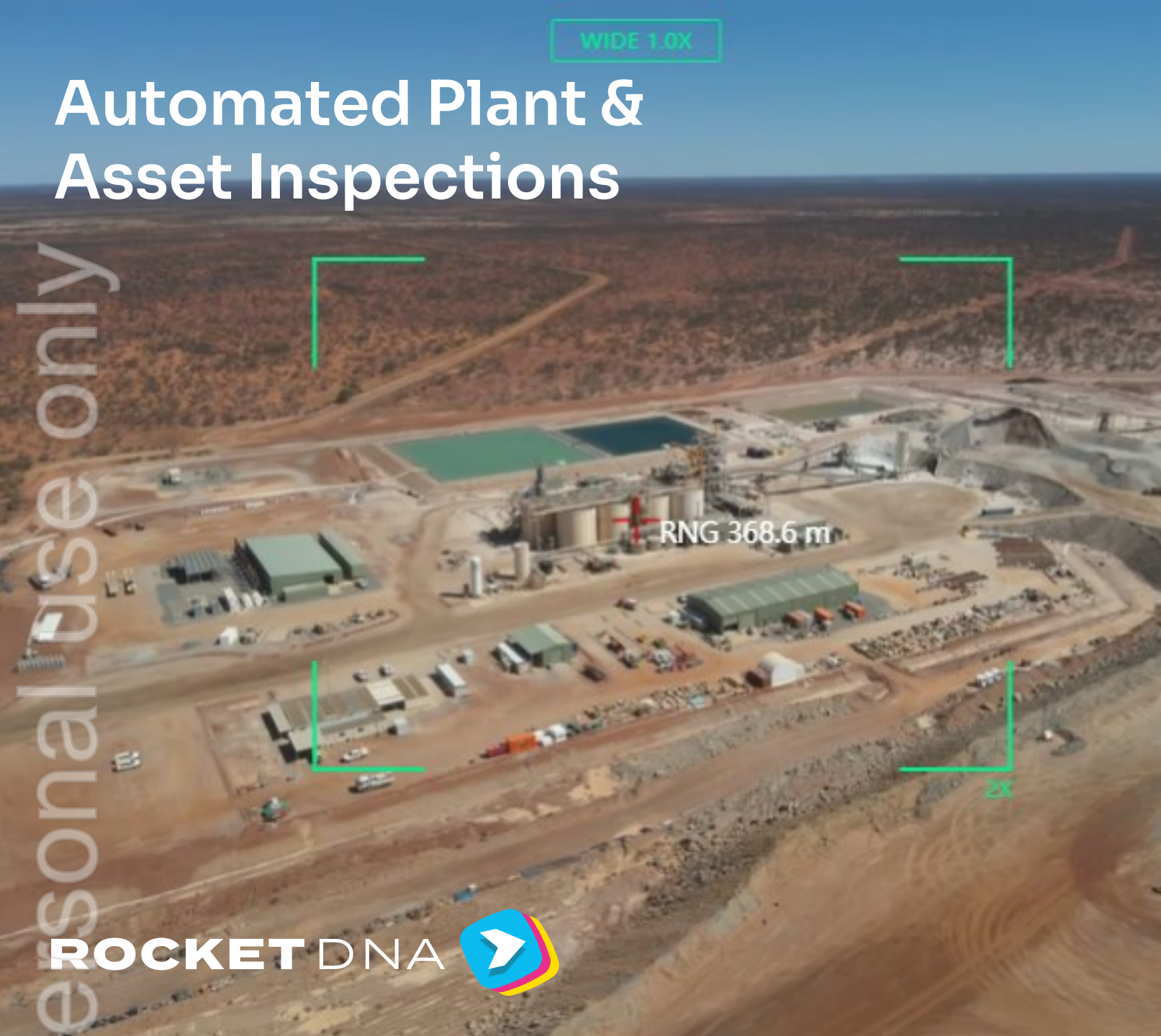




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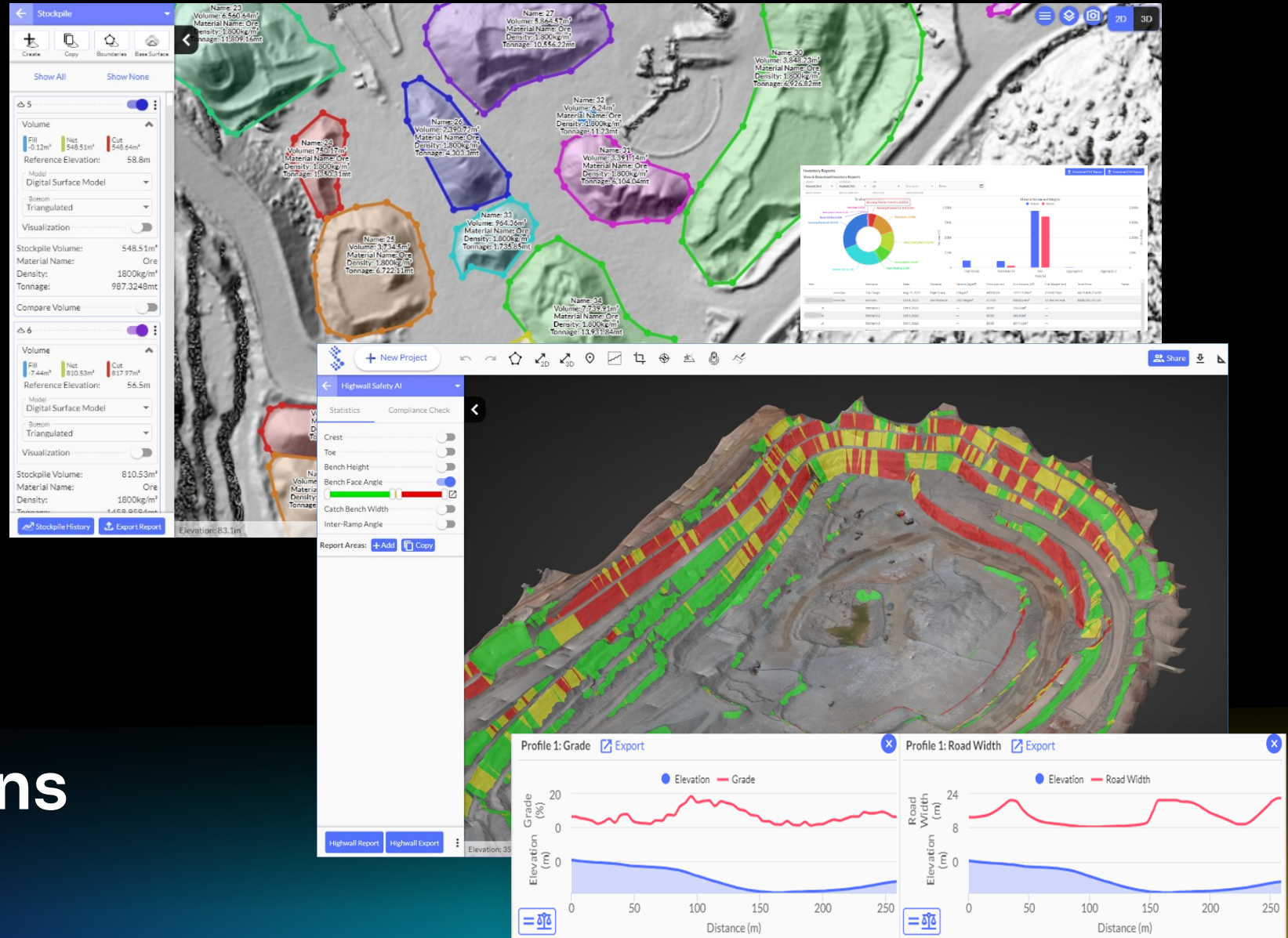
# Automated Plant & Asset Inspections

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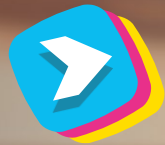


# Automated Reporting for Mining Operations





**ROCKET DNA**  
DRONES & AUTOMATION



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