

ASX: RKT



**ROCKET** DNA  
DRONES & AUTOMATION



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## Investor Presentation

**March Quarter, Q1 FY2024**

Authorised for release by the Board of  
RocketDNA Ltd

**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 Australian & South African Civil Aviation & Safety Authorities, we are able to execute long-range Beyond Visual Line of Sight missions, unlocking cost efficiencies.

### **AI-Enabled**

#### **Faster Geospatial Insights**

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 \$0.008 at 29 April 2024	\$5.249M
Cash <sup>2</sup>	As at 31 March 2024	\$2.015M
Debt <sup>2</sup>	As at 31 March 2024	Nil
Enterprise value		\$3.234M

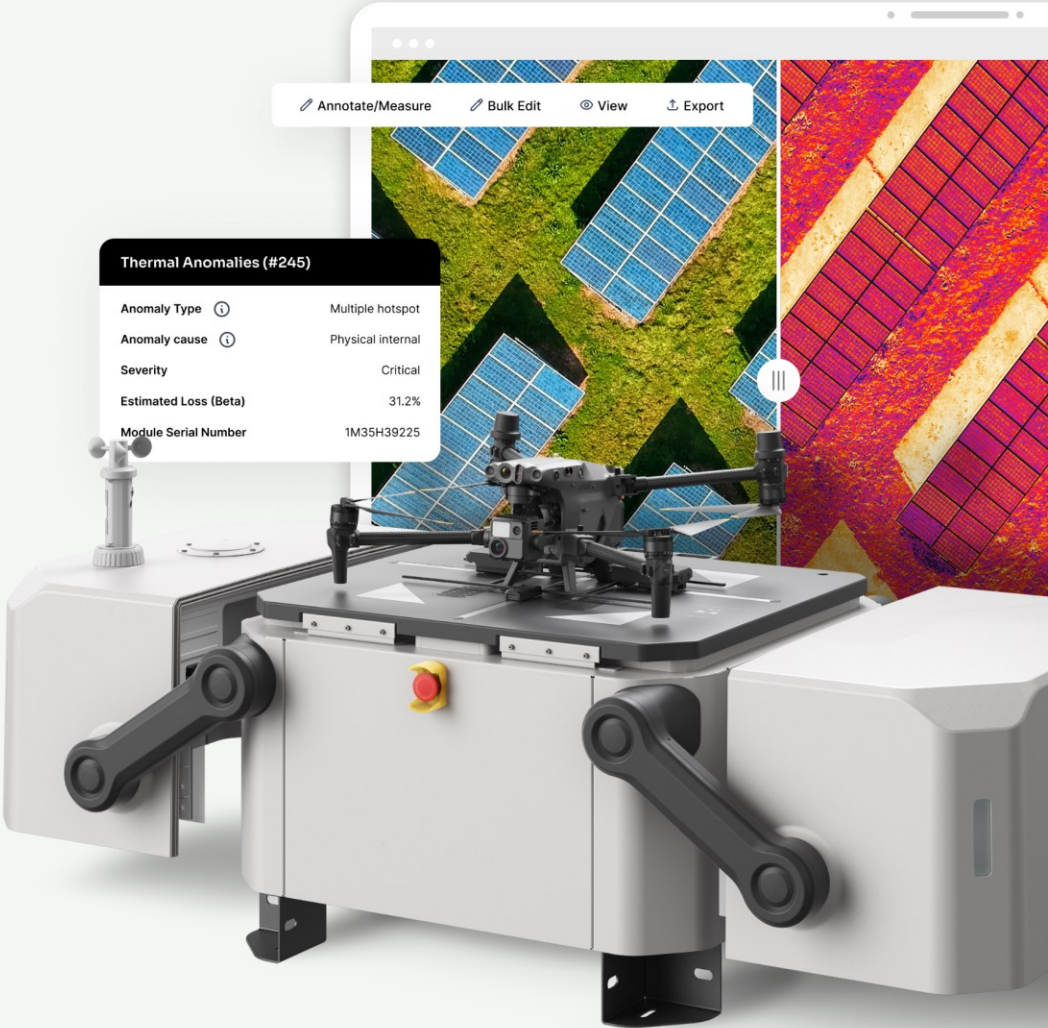
## Key Operating Metrics (A\$) (December Financial Year-End)

Revenue <b>FY23</b>	End Dec 2023	\$6.137M	+7% compared to FY22
<b>ARR</b> <sup>3</sup>	End March Q1 2024	\$3.022M	+6% compared to end FY23

<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



ANGLOGOLD ASHANTI

REGIS  
RESOURCES LTD

Focus  
Minerals Ltd.

BAYER

AngloAmerican

Newmont.

NEWCREST  
MINING LIMITED

SERITI

NORTHERN STAR  
RESOURCES LTD

syngenta

SOUTH32

BORAL

GOLLEX  
URANIUM

Pilbara  
Minerals

RED5

exxaro  
POWERING POSSIBILITY

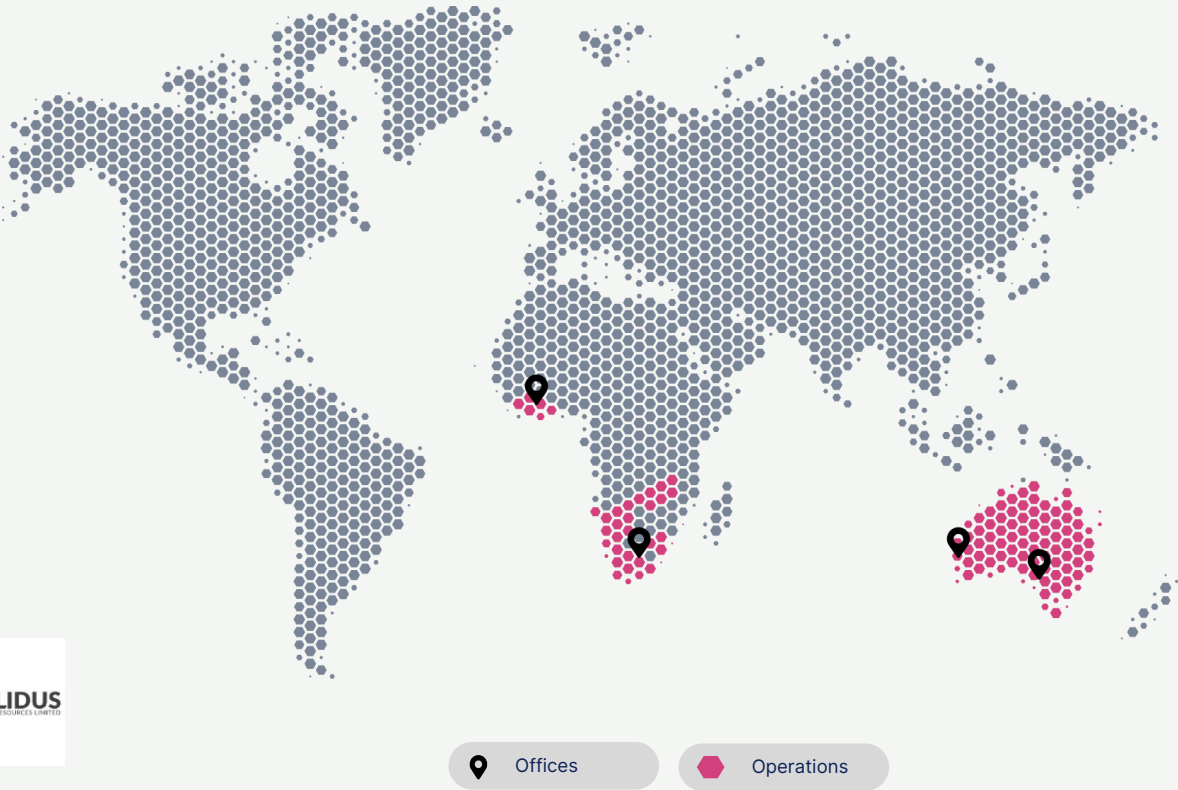
WBHO

vedanta  
transforming for good

SFT  
MINING

29  
Metals

CALIDUS  
RESOURCES LIMITED



# 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



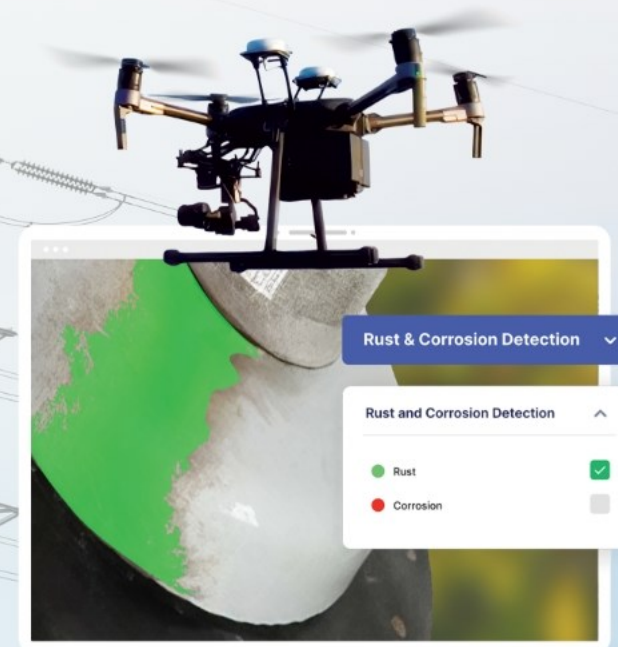
## New Product Launched

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



## Strong Cash Position

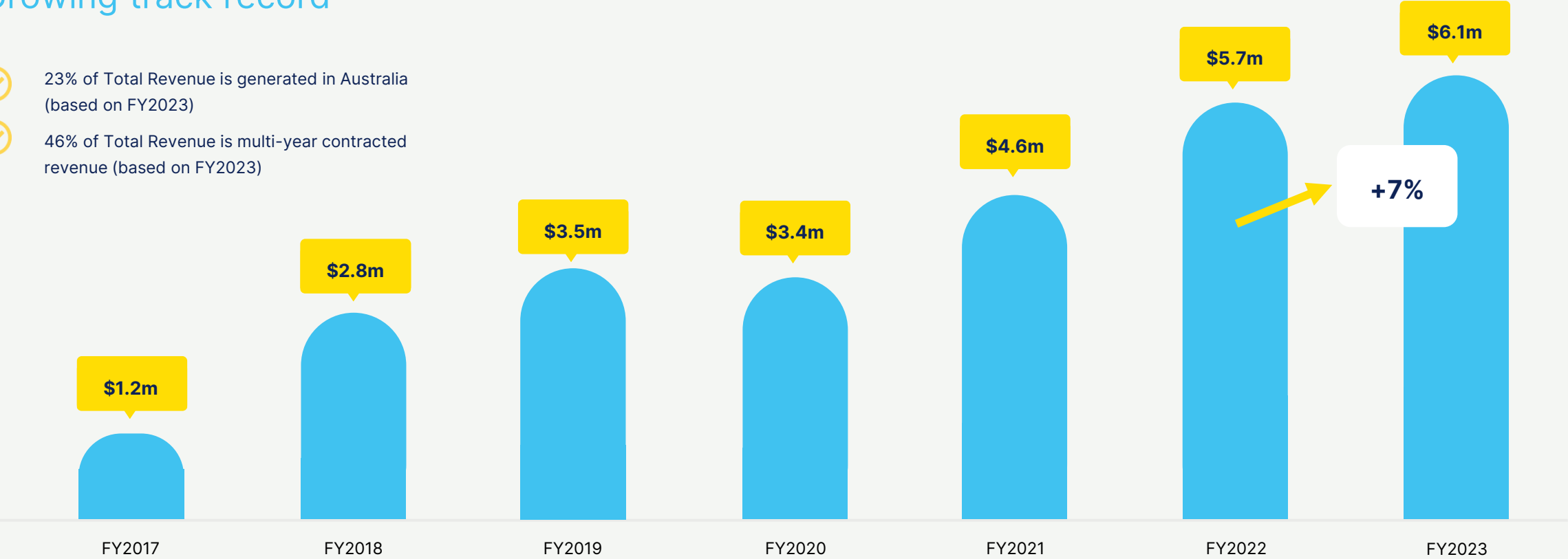
Capital raise completed providing funding to grow the business in FY2024



# 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


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



**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**

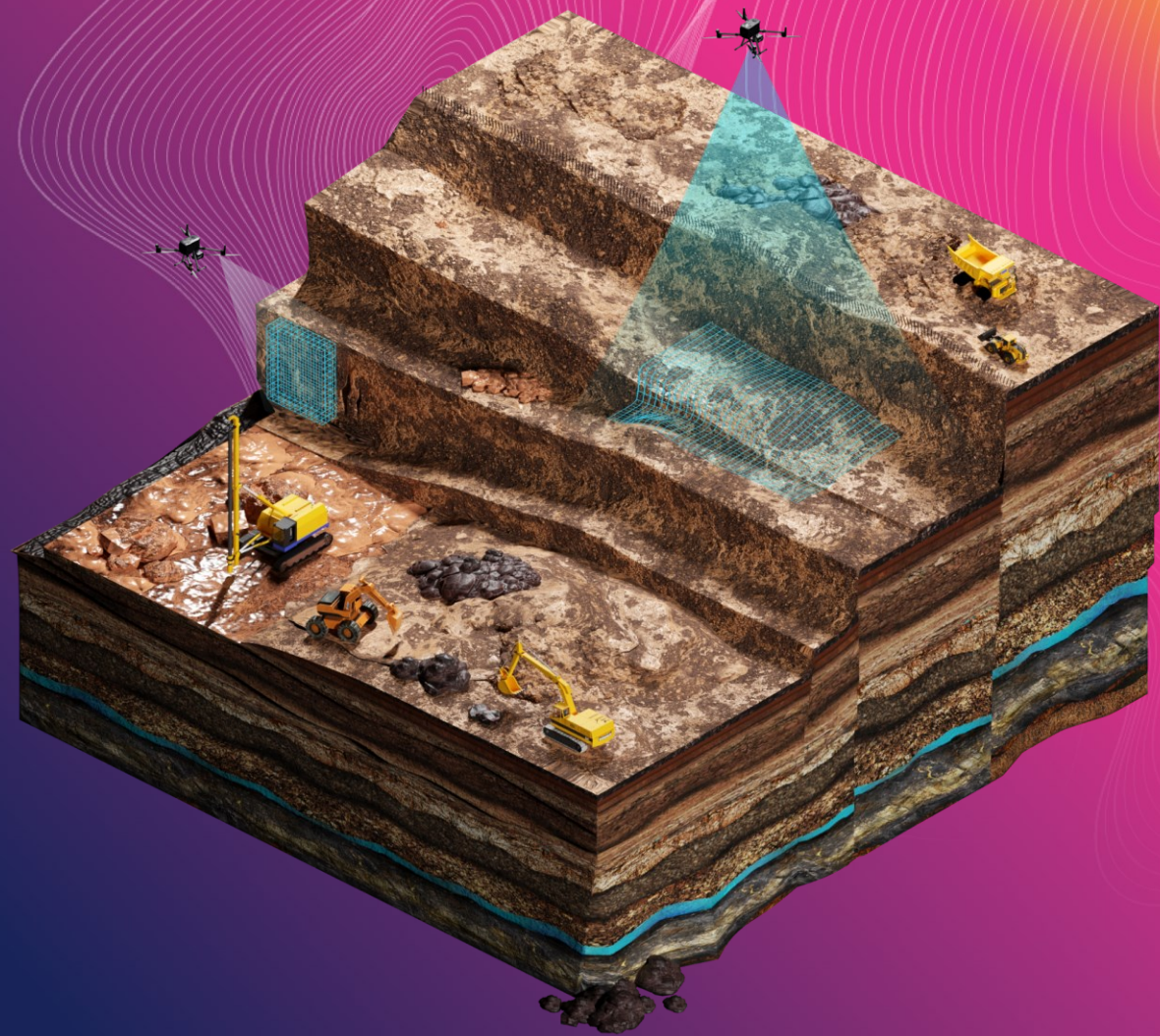
# Advanced Drone Operations Capability

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

ersonal use only



# FINANCIAL HIGHLIGHTS



# Quarterly Results – Highlights



Q1 FY2024 (March) <sup>1</sup>

xBot® solution rolling out; Key financial metrics show continued growth

## ARR

- ✓ **ARR - \$3.022m** up 6% on prior quarter (Q4 FY2023) and up 9% on Q1 FY2023
- ✓ **Includes recent Calidus contract win in late March**

## Revenue & Cash<sup>1</sup>

- ✓ **Revenue – \$1.732m** up 6% on the prior quarter and up 18% on Q1 FY2023
- ✓ **Cash Receipts – \$1.964m** up 18% on prior quarter and up 16% on Q1 FY2023
- ✓ **Contracted revenue accounted for 41% of total revenue (based on Q1 FY2024)**

## Cash flow

- ✓ **Net cash used in operating activities – \$104k, compared to \$335k in Q4 FY2023**

## Key developments (Q1 FY2024)

- ✓ **Board change (post quarter end);** David Morton appointed to Chairman and CEO Chris Clark transitioned from the role of Chair to focus on his role as Managing Director and CEO
- ✓ **Contract signed with Calidus Resources;** 3-year contract with TCV of AU\$376k and ARR of AU\$115k (material contract)
- ✓ **Key pipeline activities (post quarter end);** xBot® autonomous drone solution successfully rolling out

**RocketDNA CEO Christopher Clark said:** “I am pleased with our continued financial progress as we focus on our aspirational goal of achieving positive EBITDA. We are also very excited as a management team at the growing opportunities and pipeline and having achieved initial sales of our xBot® solution.

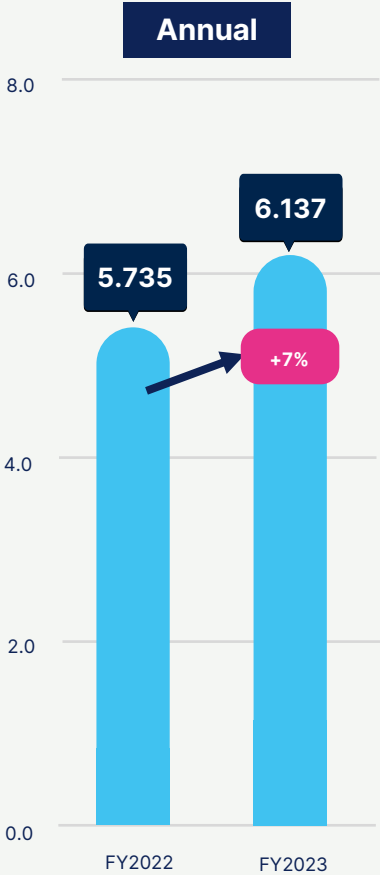
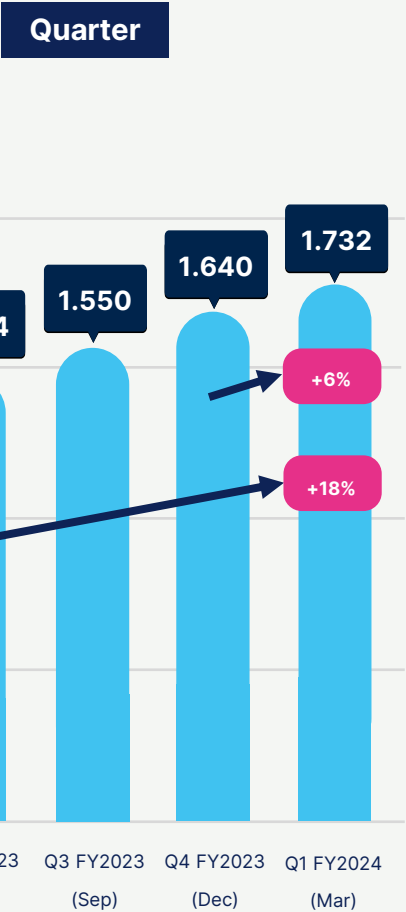
David Morton’s very recent appointment to the Chairman role is a valued addition and will help me focus on my role as CEO in achieving operational wins. We are hitting our internal milestones for FY2024 and maintain a positive outlook for the quarters ahead.”

# Quarterly results

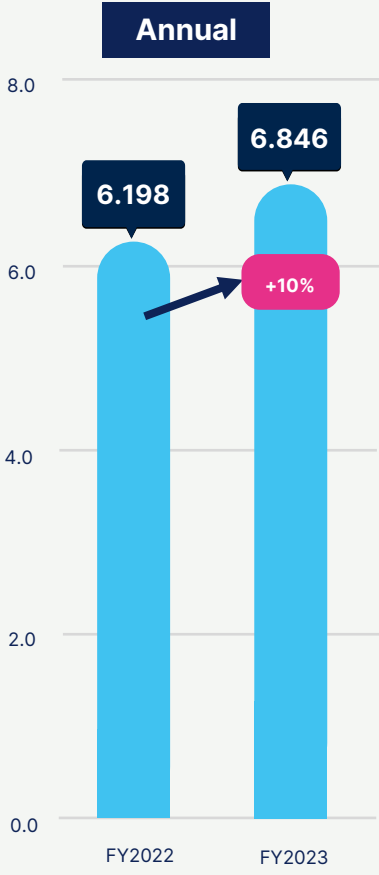
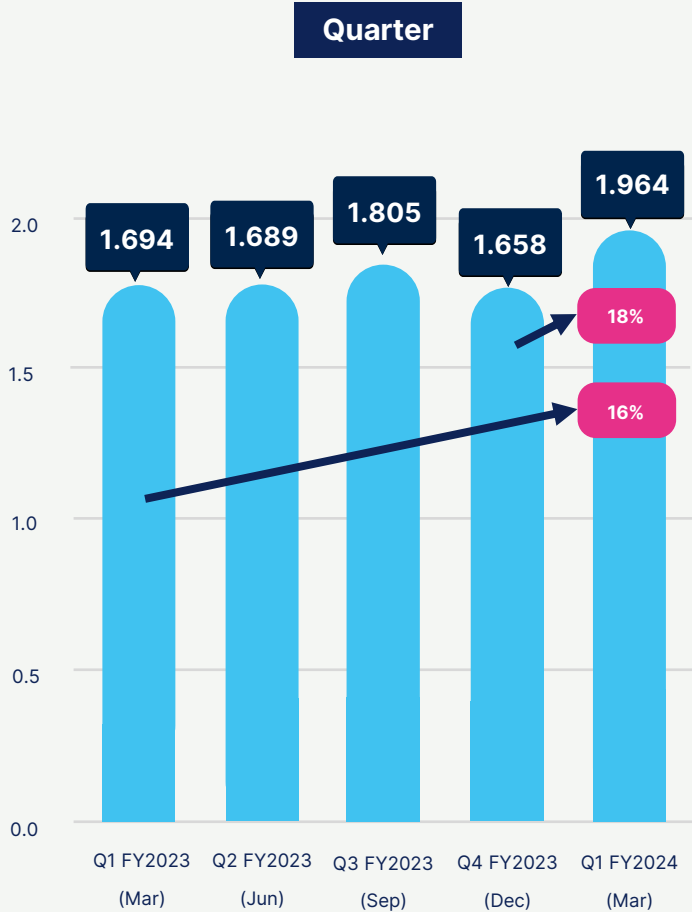
Revenue and Cash Receipts<sup>1</sup>



Revenue, \$m



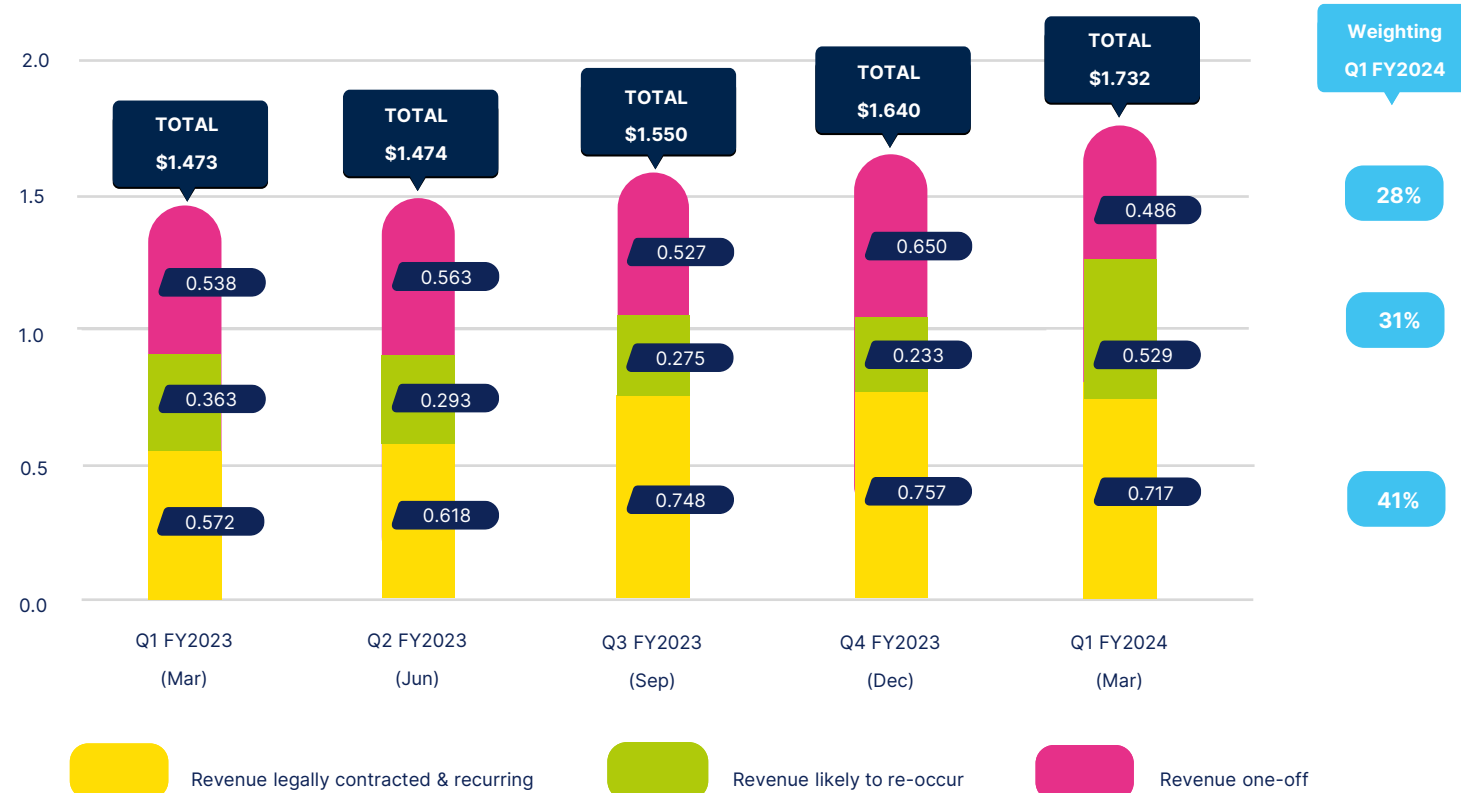
Cash Receipts From Customers, \$m



<sup>1</sup> Q1 FY2024 unaudited | Financial year end 31 December

# Quarterly results

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



Revenue derived from contracts (linking to ARR) was 41%

Of total Revenue in Q1 FY2024 (March)

## Revenue types

### 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 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 one-off

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

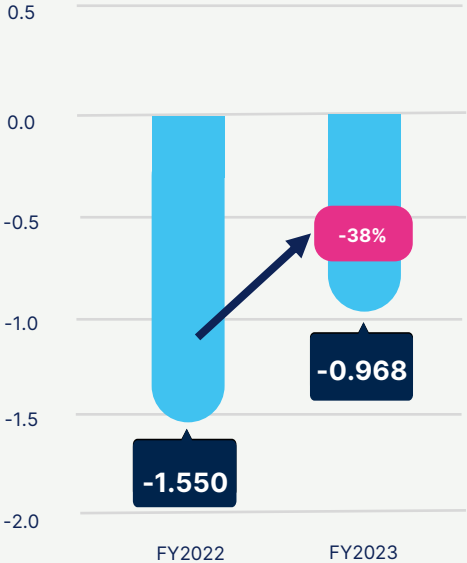
# Quarterly results

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

Quarterly, \$m



FY2023, \$m



Q1 FY2024 **Net cash used in operating activities \$104k**



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

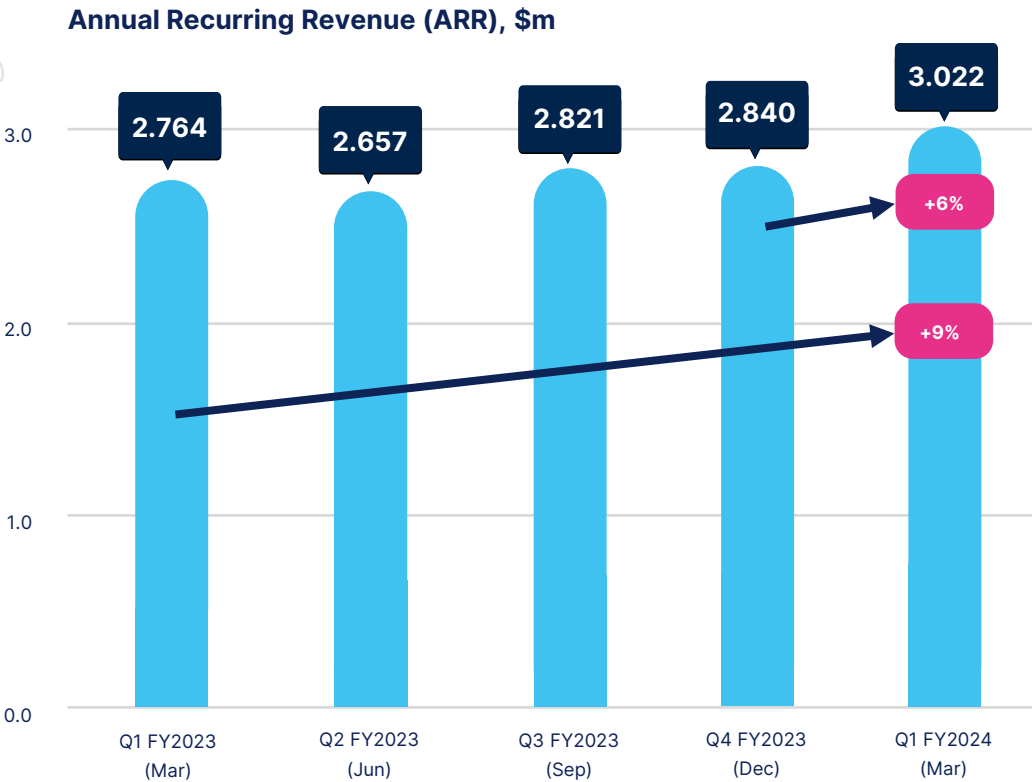
<sup>1</sup> Q1 FY2024 unaudited | Financial year end 31 December

# Quarterly results

ARR<sup>1</sup>



Contribution from the Calidus Resources contract win during the March Q1 FY2024 quarter



## ARR

Annual Recurring Revenue (ARR) is the annualised (12-months) worth of revenue for all legally binding contracts currently in-force which have an original contract duration of 12-months or longer.



Contracted recurring revenue accounted for 41% of total revenue in Q1 FY2024

<sup>1</sup> Q1 FY2024 unaudited | Financial year end 31 December



# STRATEGY, MARKET & GROWTH PATHWAY



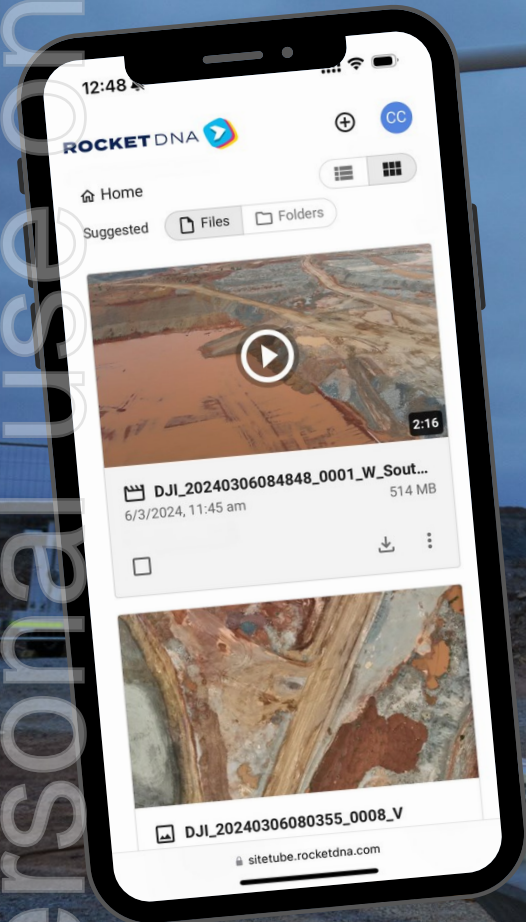


# Leveraging our Autonomous xBot® Advantage

## PROGRESS UPDATE & PRODUCT STRATEGY

- ✓ **First CASA & CAA approved operator for the DJI Dock system** with projects deployed across multiple customer sites in Australia and Africa
- ✓ **Ramp-up of our assembly capability** to meet the growing demand for autonomous-based drone solutions.
- ✓ The convenience of RocketDNA's **automated drone-in-a-box solution is exponentially growing the Company's target market** beyond mining, with discussions currently underway with Government Authorities, Ports, Insurance, Asset Managers, Agribusinesses and Security Companies
- ✓ **Integration of Artificial Intelligence (AI) tools**, in conjunction with RKT's xBot® platform, enhances the Company's ability to provide real-time data capture, reporting and analysis at a greater frequency than traditional manual methods, which is unique product differentiator in the market

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

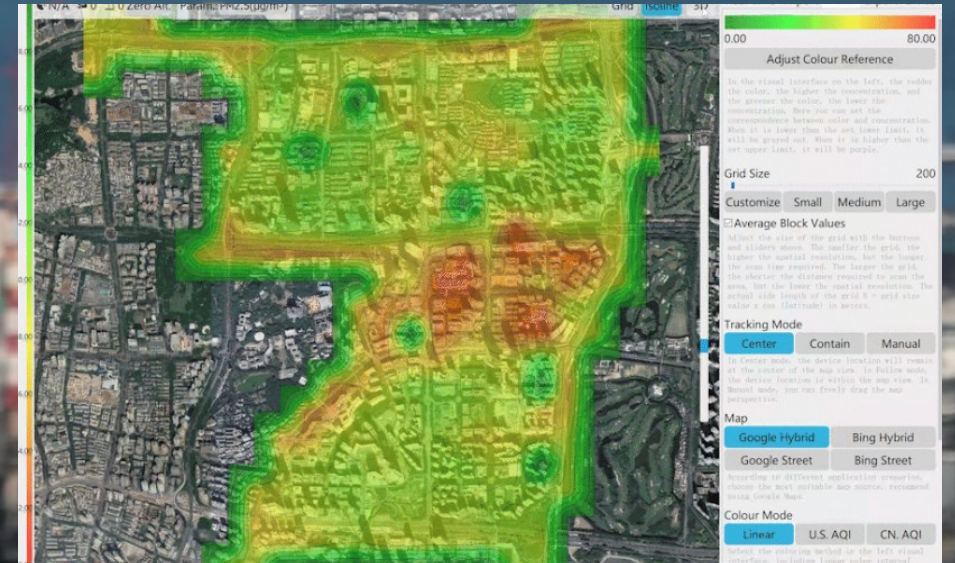


**ROCKET DNA** 

# Automated Gas Detection



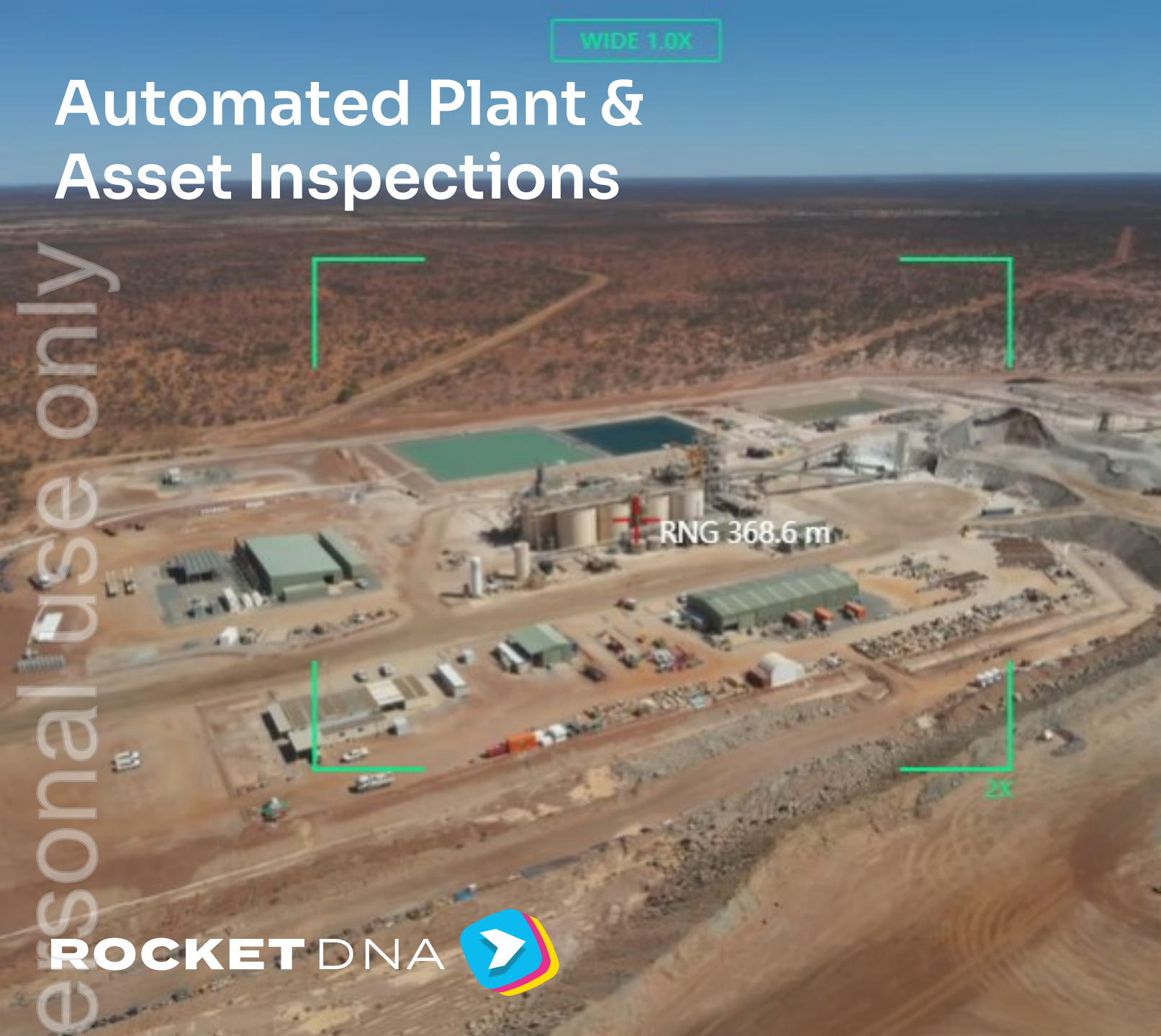
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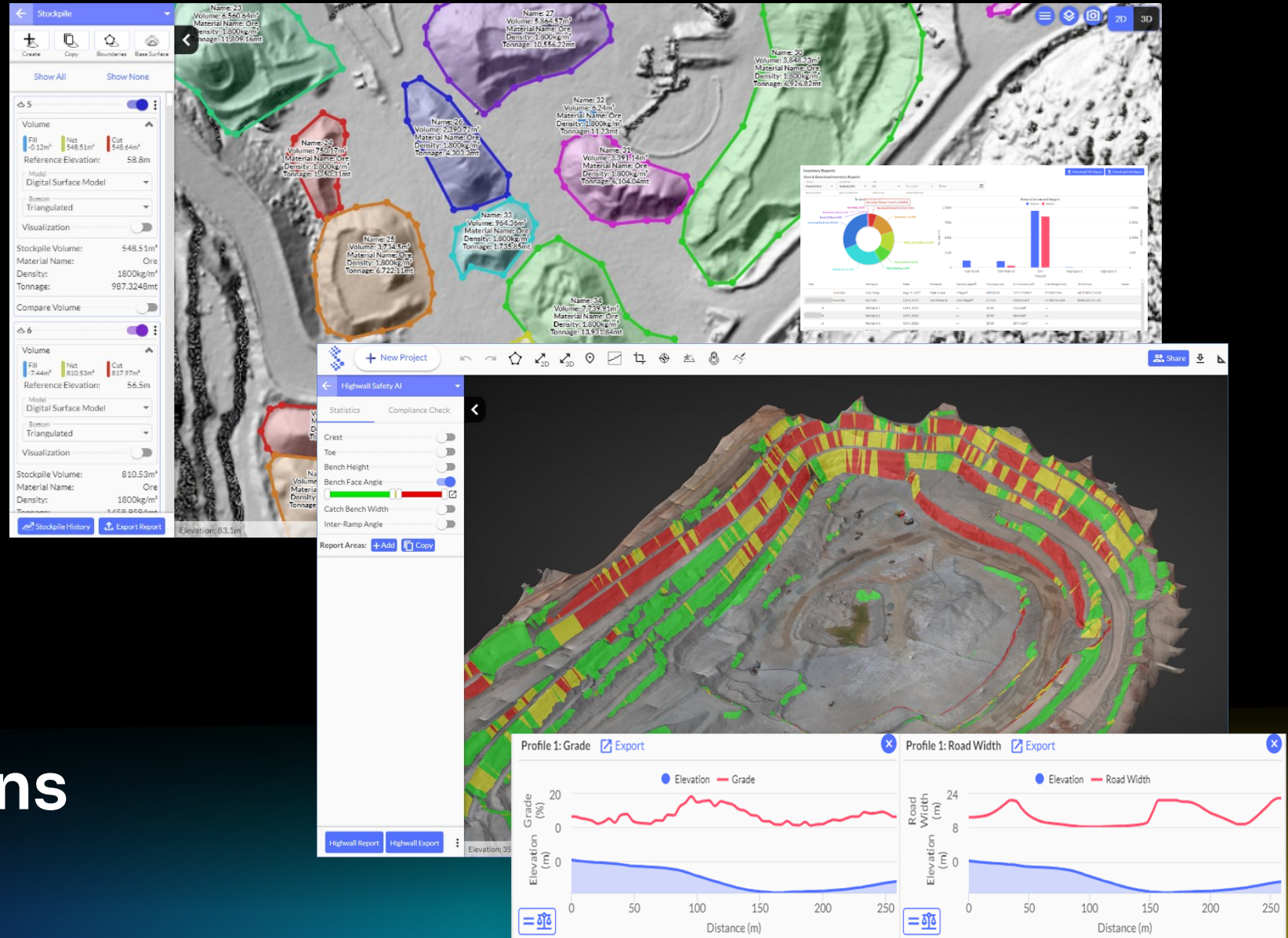
WIDE 1.0X

# Automated Plant & Asset Inspections

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# Automated Reporting for Mining Operations



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DRONES & AUTOMATION



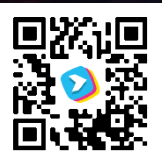
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