



DRONESHIELD

AGM Presentation (ASX:DRO)

3 May 2019





# How is DroneShield Differentiated?



## Validation through Orders and Deployments



- Examples only - most of the orders and deployments are confidential in nature and customers cannot be disclosed



## Validation Through Customer Partnerships



## Products Fully Developed, Have Been Deployed and Can Be Shipped Currently

- 100+ distributors globally



## Team

- World class talent
- One of the largest industry teams across 3 continents



## Branding

- Strong brand
- Recognisable globally for innovation and quality



## Patents and Certifications

- NATO Stock Number
- GSA Schedule
- SAR Safety Testing
- Safety for Airport Use Testing
- Existing patent portfolio with new patents in the process of being added



## Globally leading products

- Full range of detection and mitigation
- Multi-sensor
- Doesn't rely solely on one method





# Corporate Overview

## Enterprise Value

DRO shares	A\$0.13 / share <sup>1</sup>	A\$25.1m <sup>2</sup>
Cash	As at 26 April 2019	(A\$1.6m)
Debt	As at 26 April 2018	nil
<b>Enterprise Value</b>		<b>A\$23.5m</b>

<sup>1</sup> As at 26 April 2019

<sup>2</sup> Excluding unlisted options and performance shares

Shares (ASX:DRO)	Unlisted Options	Performance Shares
193,378,776	62,286,476*	30,000,000**

\* Exercisable at various dates and prices

\*\* Performance Shares expire 20 June 2019



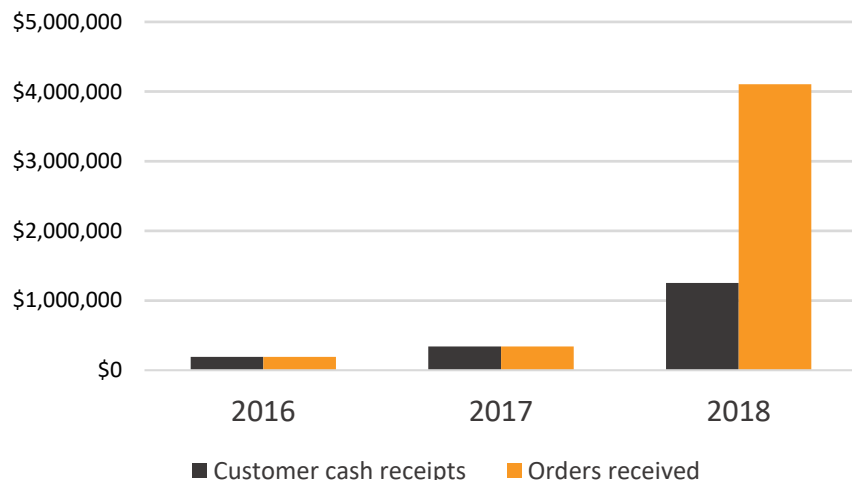
Customer field trials



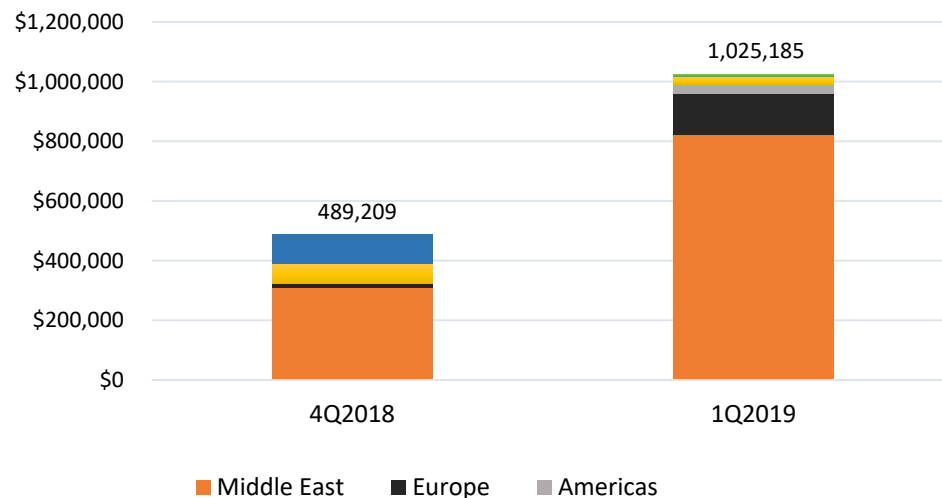


# Rapidly Growing Revenues and Cash Receipts, Reducing Net Outflows

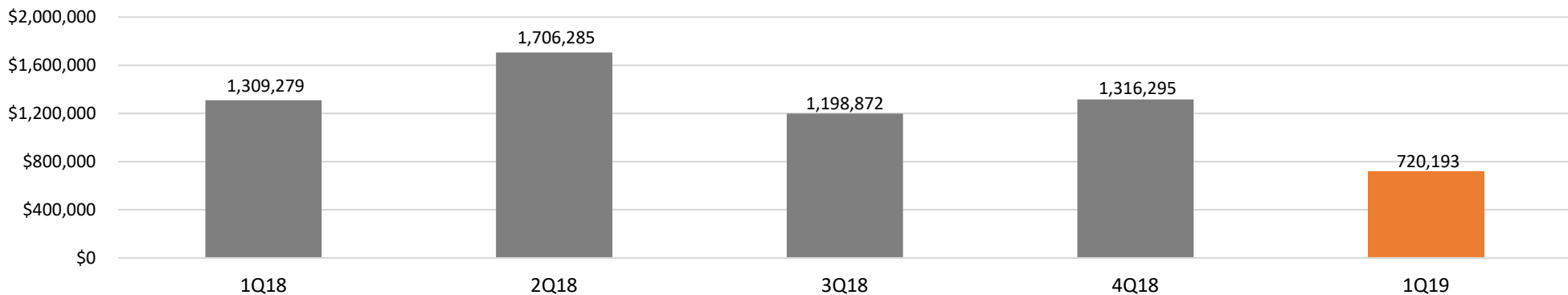
Annual Revenue (AUD)



Quarterly Customer Cash Receipts (AUD)



Net Quarterly Cash Outflows Before Financing Inflows (AUD)







## Order Book Highlights<sup>1</sup>

- A\$2.5m of existing contracts in delivery, with material amount of customer receipts expected this quarter (2Q19)
- A\$60m+ of near-term high-conviction pipeline (processes in advanced stages, expected to result in cash receipts within next 6 months)

## Global Customer Partnerships Validate the Products and Expected to Drive Sales Through the Customer's Channels

- Thales - global partnership
- Saudi Telecom - regional partnership
- Zain - regional partnership
- Another major partnership with a European integrator customer due to be entered into shortly

<sup>1</sup> Necessarily, not all, and there can be no assurance that any, of the Company's sales opportunities will result in sales





# Contact Details

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*Australian staff with DroneGun Tactical™ units for shipment*



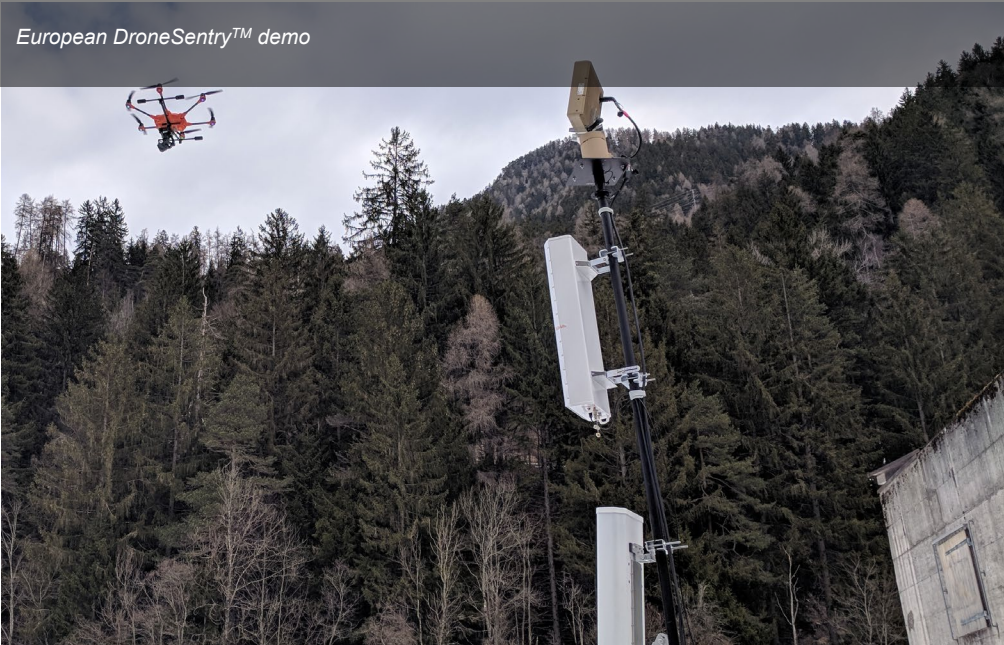


# Appendices

Australian Ambassador to France Hon Brendan Berne reviewing DroneGun Tactical™ at Eurosatori 2018



European DroneSentry™ demo



Distributor training session, Warrenton VA facility



DroneShield's installation at Winter Olympics 2018







Problem We Solve

Watch later Share  
**Guardian**



**Planes were grounded  
after reports of another  
drone on Friday evening.**

December 2018 - Gatwick Airport Stops Flights Due to Drones





## Problem We Solve (continued)



U.S. Secretary of Defense Discusses Threat of Drones





## Problem We Solve (continued)



Video of Drone Attack on Venezuelan President





# DroneShield's Corporate Video







# Our Products

- DroneGun™ – portable rifle style drone countermeasure
- DroneNode™ – portable covert drone countermeasure
- DroneSentinel™ – multi-sensor drone detection
- DroneSentry™ – DroneSentinel™ with defeat capability







# Highly Capable Team with Extensive Industry Experience and the Support of an Accomplished Board of Directors

## Board of Directors



**Peter James**  
*Independent Non-  
Executive Chairman*



**Oleg Vornik**  
*CEO / Managing Director*



**Bradley Buswell**  
*Independent  
Non-Executive Director*



**Robert Clisdell**  
*Non-Executive Director*





# DroneShield Solution

## 1 | Detection

- DroneShield offers an enterprise-grade sensor network with proprietary multi-sensor detection technology.

## 2 | Analysis & Identification

- DroneShield utilises a multi-sensor approach to analyse and identify incoming drone threats.
- The radar sensor tracks a moving object, separating it from the background clutter such as trees or birds.
- The radio frequency sensor provides a direction of bearing to the target, matching a set of RF signatures, which are regularly updated.
- Camera and thermal sensors allow for a visual confirmation to the user, with an ability for high definition zoom during day or night.
- This multi-sensor analysis allows us to detect drones with high accuracy, delivering low false-alarm rates.

## 3 | Alerting

- Instant alerts are delivered independently through a variety of methods, including SMS, email, or existing video or incident management systems. DroneShield easily integrates into your established security system.
- Our detection system also include a browser-based visual interface, giving you live visibility to surrounding drone activity.

## 4 | Response

- DroneShield also offers safe and highly effective countermeasures once a drone threat has been identified.
- DroneShield countermeasures allow for the controlled management of drone payload such as explosives, with no damage to common drone models or the surrounding environment. Countermeasures have been developed for long range coverage in a wide range of environmental conditions.





**DroneGun Tactical** provides a safe countermeasure against a wide range of commonly used drone models. It allows for a controlled management of a threatening drone, with or without a payload (such as explosives), causing the drone to conduct a vertical controlled landing on the spot or returning back to its starting point (assisting to track the operator), without causing damage to the drone or the surrounding environment.

- **Effective coverage:** Allows for an up to 2km coverage, in a wide range of environmental conditions
- **Fully Integrated:** Battery powered single rifle style solution, one person operation
- **Easy to use:** no technical training for set up or use required, highly portable design
- **Immediate video cease:** immediately ceases video transmission back to the drone operator
- **Enables investigation:** drone remains intact and available for forensic investigation
- **Certified:** NATO Stock Number allows NATO militaries to order the product off the catalogue without additional testing







**DroneSentry** integrates DroneShield's suite of sensors and countermeasures in a unified platform deployable in permanent or temporary installations. Incorporating RadarZero radar, RFOne RF detectors, and DroneOpt cameras, DroneSentry correlates available data for users and provides maximum situational awareness and the quickest response to airborne threats. DroneSentry also includes the DroneCannon RF countermeasure, providing an end-to-end detection and response capability which forces threatening drones land or return to their origin.

- **Integrated Detect and Defeat Solution:** Automatically detects and disables incoming drone threats
- **Anti-Swarming Capability:** Effectively disables multiple incoming drone threats within its effective range
- **Modular:** A compact design allows for effective transport and assembly
- **Durable:** Weather-resistant and rugged design protects the technology in harsh environments
- **Range:** 5km detection and 2km defeat







**DroneSentinel** provides the fully integrated sensor suite of DroneSentry without the DroneCannon RF countermeasure capability. With integrated data from all available sensors, users can rapidly detect and assess potential threats. An intuitive user interface provides live and historical data from all sensors, and broadcasts configurable alerts based on user-defined criteria.

- **Integrated Detection:** Combining all of DroneShield's detection sensors into one product
- **Modular:** A compact design allows for effective transport and assembly
- **Durable:** Weather-resistant and rugged design protects the technology in harsh environments







**DroneNode** is a highly portable and inconspicuous counter-drone solution that can be set up in seconds and requires very little training to operate. Drones will either return to their point of origin or land on the spot. DroneNode's covert design makes it the perfect counter-drone solution for public events where protection from drone threats is a priority.

- **Inconspicuous Design:** Subtle, non threatening form factor provides protection without inciting public concern.
- **Rapid Deployment:** DroneNode can be deployed, activated and packed away in seconds. The perfect choice for drone defence on the go
- **Extended Range:** Up to 1km defeat range
- **Swarm Ready:** DroneNode will engage and neutralise a swarm of multiple drones simultaneously
- **Battery Powered:** DroneNode is powered by a NATO approved self contained battery with room for a second battery stored in the accessories tray



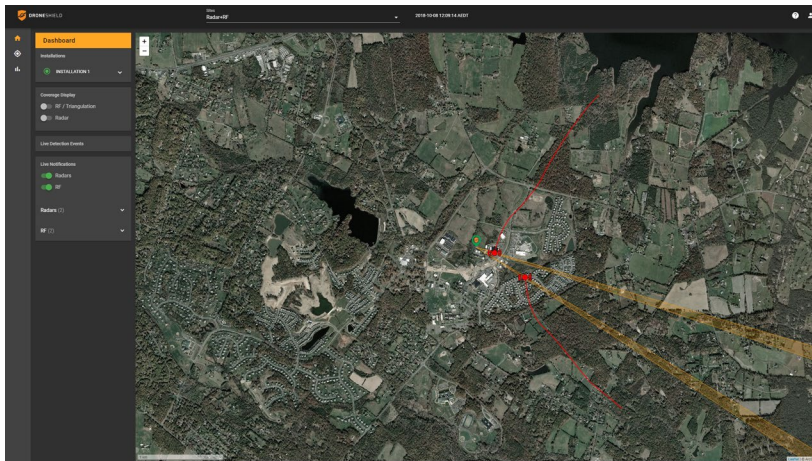




# DroneShieldComplete™

**DroneShieldComplete** includes a graphic user interface (GUI) that compiles and analyses vast amounts of environmental data to display to user seamlessly and effectively. The GUI harnesses the advantages of each detection technology, providing the user with an early warning system and growing detection threat level as more data is gathered and processed.

- **Scalable & Flexible:** Platform is built to scale horizontally and vertically, on-premise or the cloud. Can be used for single multi-sensor sites or several multi-sensor nodes working together
- **Immediate Evidence Collection:** Displays live drone activity, providing alerts to the user about the environment, inbuilt tools for detailed, precise report generation
- **Convenient:** Can be accessed and configured remotely from a web browser, wherever there is Internet connectivity or as standalone desktop application. Alerts are configured through the GUI to send via SMS or Email for remote operators
- **Compatible:** Allows easy integration into existing security systems







# Large Addressable Market with Numerous Applications

## Military



## Law Enforcement



## Critical Infrastructure



*(including 65,000 powerplants)*

## Prisons



*(20,000 globally)*

## Airports



*(42,000 globally)*

## Special Events



*(11,000+ outdoor stadiums)*

## Commercial Venues



*(including 41,000+ hotels)*

## VIP Residences



*(200,000+ high net worth individuals)*





# An Established Player in the Market

- Limited number of readily-available competing products.
- Significant first mover advantage.
- Multiple end-user trials have been and are being undertaken by governmental organizations globally with many converting to sales.
- Products have been modified in response to end-user requirements.
- Dozens of contracts being pursued.

**\$3,000,000+**



Has made early international sales, including a \$3m+ order in June 2018 from a Middle Eastern Ministry of Defence - the largest known global order for tactical drone mitigation equipment



Unique global positioning in a growing market – an Australian company with operations in the U.S. and support from the Australian Government



*South Korean military reviews DroneGun™*



*Queensland Police Service officer with DroneGun MKII™ during Commonwealth Games in Brisbane*





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