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ASX RELEASE

## DroneShield Enters into a Watershed Partnership with BT

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- ***BT and DroneShield have partnered to provide counterdrone solutions to BT's customers across the UK***
- ***Significant short-term and medium-term customer requirements following Gatwick Airport shutdown in December 2018, and numerous other incidents involving drones in the UK***
- ***BT is the largest telecommunications company in the UK***
- ***DroneShield is the ASX-listed global counterdrone solutions leader***
- ***A watershed moment in DroneShield's development, and in the development of the counterdrone industry***

London, United Kingdom – 11 September 2019 – **DroneShield Ltd (ASX:DRO or DRO.AU)** ("DroneShield") is pleased to announce a partnership with **BT Group plc (LSE:BT.A)** ("BT"), a global leader in telecommunications solutions with operations in 180 countries, and the largest telecommunications company in the United Kingdom. Going forward, BT will provide counterdrone solutions to a range of its customers across a number of industries and sectors, utilising DroneShield's industry-leading drone detection and mitigation technology.

DroneShield's CEO Oleg Vornik commented, "This is a watershed moment for DroneShield. Following the Christmas 2018 events at the Gatwick airport, when rogue drones brought UK air travel to a standstill, stranded hundreds of thousands of travelers and caused tens of millions of dollars in economic damage, the UK industry and government have been actively searching for effective and cost-effective drone detection and mitigation solutions. For BT, this search has now culminated in a partnership with DroneShield, a global leader in anti-drone solutions.

The effect of the partnership is that BT, with its millions of customers in the UK and globally, including, notably, airports and other civil infrastructure, is rolling out an anti-drone service UK-wide, using DroneShield's products and technology. While DroneShield has previously co-operated with larger organizations in several countries, this is a very different arrangement, with a very different company. This partnership with BT, coupled with the urgent need for the solution across the UK, cracks open for DroneShield one of the world's largest anti-drone markets that is also ahead of other countries in adopting anti-drone technologies. This is an important step-change for DroneShield.

This is the first time that a major global telecommunications provider will offer standalone drone mitigation services to its customer base. This marks a significant point in the counterdrone industry's development – counterdrone services are now as mainstream and customer-adopted as other telecommunications services, and can be purchased from a major telecommunications carrier. DroneShield is proud to be at the forefront of this seachange in the industry."

For DroneShield, this partnership builds on DroneShield's transformational March and June quarters, its first \$1 million+ revenue quarters.



*Image: DroneShield system at BT's Adastral Park site*

**About BT:** BT's purpose is to use the power of communications to make a better world. It is one of the world's leading providers of communications services and solutions, serving customers in 180 countries. Its principal activities include the provision of networked IT services globally; local, national and international telecommunications services to its customers for use at home, at work and on the move; broadband, TV and internet products and services; and converged fixed-mobile products and services. BT consists of four customer-facing units: Consumer, Enterprise, Global Services and Openreach.

For the year ended 31 March 2019, BT Group's reported revenue was £23,428m with reported profit before taxation of £2,666m.

British Telecommunications plc (BT) is a wholly-owned subsidiary of BT Group plc and encompasses virtually all businesses and assets of the BT Group. BT Group plc is listed on stock exchanges in London and New York.

For more information, visit [www.btplc.com](http://www.btplc.com)

**About DroneShield:** Based in Sydney (Australia), Virginia and Washington DC (USA) and London (UK), DroneShield is a worldwide leader in drone security technology. The Company has developed the pre-eminent drone security solution that protects people, organisations and critical infrastructure from intrusion from drones. Its leadership brings world-class expertise in engineering and physics, combined with deep experience in defence, intelligence, and aerospace. For more, please visit [www.droneshield.com](http://www.droneshield.com)

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