



ASX Announcement

## DLT Confirms Revised Integrated Business Model with First Sale of AI Software Solution

### HIGHLIGHTS

- Revised integrated business model confirmed with first sale of Strayos' AI software tools complementing DLT's mining services business and delivering more value and increasing opportunities from existing and new customers
- First software solution signed for Strayos' AI data and visualisation platform, to a gold mining customer with operations in the Democratic Republic of Congo, consisting of a software license (subject to annual renewal) and once-off hardware sales as well as the provision of consulting & training services (this contract is not individually financially material to the Company)
- This software solution will be delivered through the recently signed distribution partnership agreement between DLT and Strayos (AirZaar Inc) announced on 14 November 2022, covering Australia and Africa

**5 April 2023 – Delta Drone International Limited (ASX: DLT)**, a Global drones-as-a-service provider, is pleased to confirm its revised integrated business model, with its first contract for the sale of Strayos' AI data and visualisation platform to a gold mining customer in the Democratic Republic of Congo. The Company notes that this contract is not individually financially material to the Company.

This contract marks DLT's first software licensing sale agreement under its recently signed software distribution partnership with Strayos (AirZaar Inc) covering Australia and Africa (see [ASX announcement](#) 14 November 2022).

The 12-month agreement\*, consists of a software license (subject to annual renewal) and hardware sale which also includes the provision of consulting & training services. The software license component will contribute to the Company's Annual Recurring Revenue (ARR) and Total Contract Value (TCV) metrics.

**DLT CEO Christopher Clark said:** *"In reformulating our business model, we identified Strayos as a partner due to their high value-adding AI software capabilities delivered in combination with our global drone data capture business, which ultimately improves the overall mine-to-mill workflow for our clients and prospective customers. Having only recently announced our partnership with Strayos, we are extremely pleased to have concluded our first software deal with a gold miner.*

*This is an integrated sale of both software and hardware, confirming our revised integrated business model. This deal, even though initially small, is testimony of the movement by the mining industry to digitise mining operations and garner new insights."*

### About Strayos

Strayos is a US-based 3D Visual AI platform that uses data gathered by drones, machine vision and remote sensing systems to create site digital twins and AI powered insights for operations to reduce cost and, improve productivity, profitability, safety and sustainability. Founded in 2016 to service the quarrying and blasting industries, Strayos have since expanded to provide integrated solutions

for the drilling, mining civil engineering, construction and conservation industries. Strayos helps business of all sizes discover actionable insights.

This announcement has been authorised for release by the CEO of Delta Drone International Limited.

\* Delivery of the software, hardware, consulting and training services will be through DLT's subsidiaries and associated entities.

**-ENDS-**

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**About Delta Drone International** [www.dlti.com.au](http://www.dlti.com.au)

**Delta Drone International is a ASX listed (ASX: DLT)** multi-national drone-based data service and technology solutions provider for the mining, agricultural and engineering industries.

**Services** are aerial surveying and mapping, security and surveillance, and blast monitoring and fragment analysis through a fully-outsourced service with AI and fast data turnaround that allows enterprise customers to focus on operations on the ground while Delta Drone International takes care of everything in the air.

**Revenues** are generated through multi-year recurring revenue contracts and short projects which also have the potential to be recurring. Key customer contracts include with tier 1 and tier 2 miners, South32, Newmont Mining, Red 5 and Seriti Coal.

DLT's operations are focused on Australia and Africa with regional offices in Perth, Johannesburg & Accra.

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