

ASX: RKT



**ROCKET** DNA  
DRONES & AUTOMATION



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**Investor Presentation**

**June Q2 2024**

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# We leverage AI and Autonomous Drones to provide Mission Critical Data Services for Enterprise Customers.

## 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.

## Remote Operations

### Our Multiplier Effect

Deploying a swarm of autonomous xBot® units enables our data products at a global scale. Missions are conducted 24/7 from one of our worldwide remote operation centres.

## 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

# Investment Highlights

Why RocketDNA (ASX: RKT)

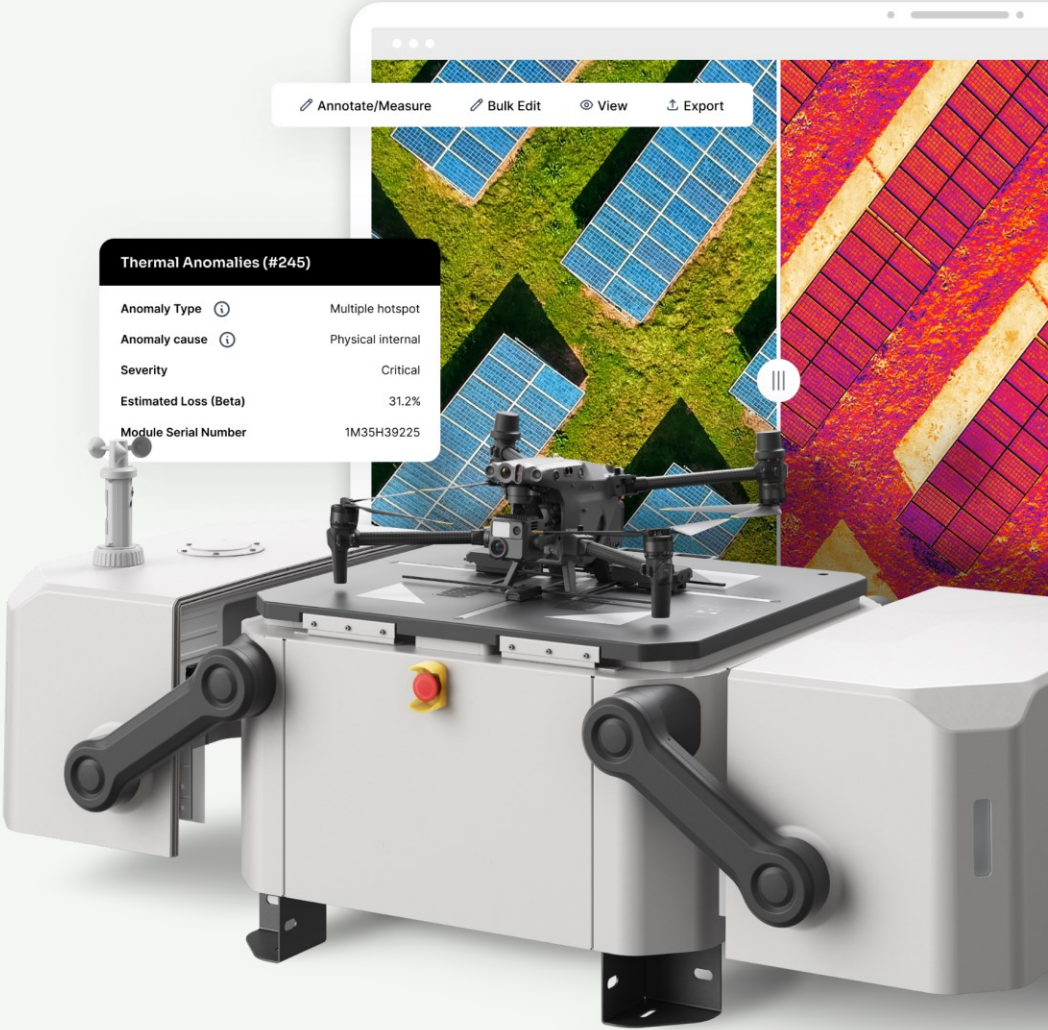


- 🔍 Unique market validated business with **high barriers to entry**
- 🔍 Proprietary **AI-centric solution** with high commercial value-is-use
- 🔍 Visible and **growing global addressable customer markets**
- 🔍 **Secured complex and hard to obtain aviation regulatory authorisations**, including BVLOS, and Remote Operations
- 🔍 **Scalable operation** with demonstrated **recurring revenue model**

# Company Snapshot

Enterprise Value (A\$)		
Market cap <sup>1</sup>	Share price \$0.007 at 26 July 2024	\$4.593M
Cash <sup>2</sup>	As at 30 June 2024	\$1.439M
Debt <sup>2</sup>	As at 30 June 2024	Nil
Enterprise value	26 July 2024	\$3.154M

Key Operating Metrics (A\$) (December Financial Year-End)			
Revenue FY 2023	End Dec 2023	\$6.137M	+7% on FY22
Revenue H1 2024 <sup>3</sup>	End Jun 2024	\$3.476M	+9% on H2 FY23
ARR <sup>4</sup>	End Jun 2024	\$2.727M	-4% compared to end FY23



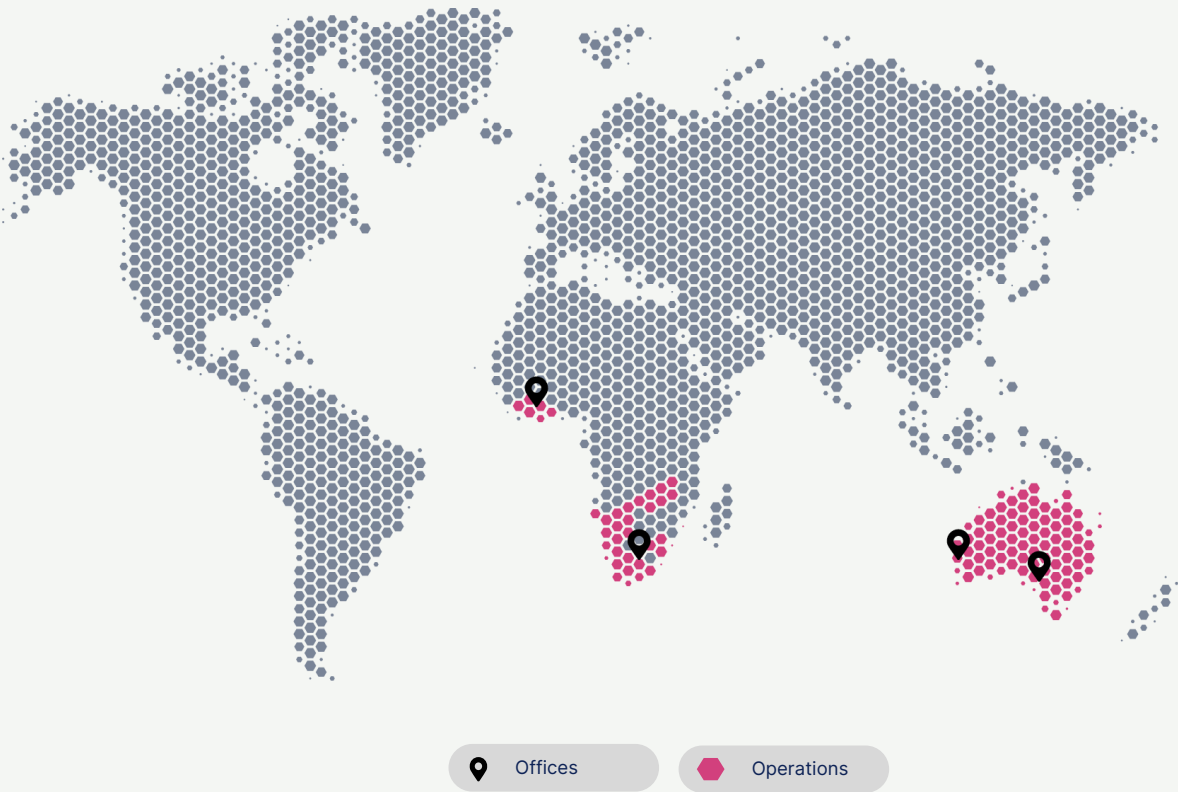
<sup>1</sup> 656,114,841 ordinary shares outstanding at the date, including those in voluntary escrow  
<sup>2</sup> Excluding shareholder loans, credit cards, motor vehicle and equipment leasing

<sup>3</sup> Unaudited  
<sup>4</sup> Annual Recurring Revenue (ARR), Total Contract Value (TCV), see 'ARR | TCV' slide for details.

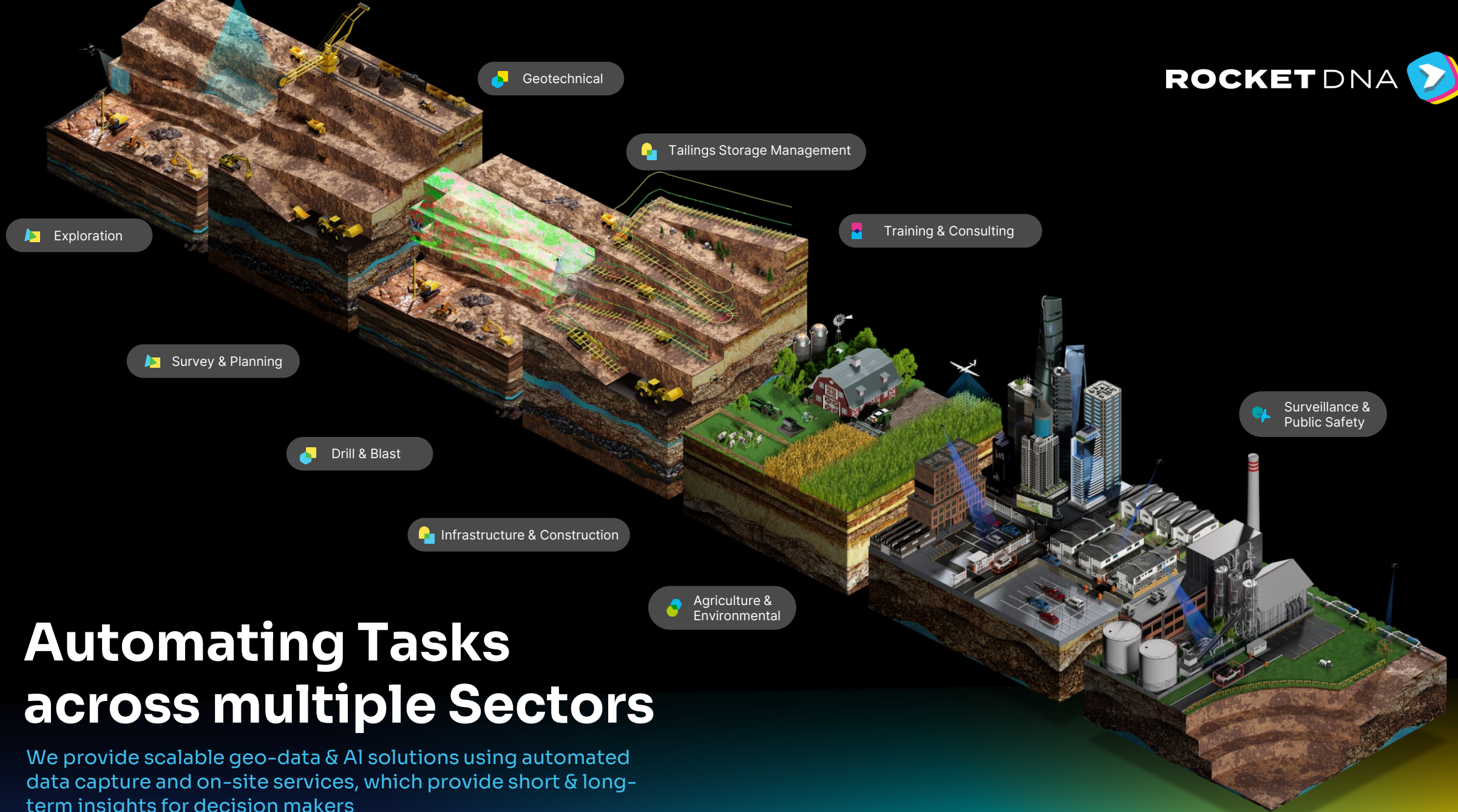
# Our Customer Base



Growing tier-1 and tier-2 customer base;  
trusted and used by these companies







# Automating Tasks across multiple Sectors

We provide scalable geo-data & AI solutions using automated data capture and on-site services, which provide short & long-term insights for decision makers

# Our xBot® Platform

Automating Drone Data Capture on a Global Scale



- ✔ Locally Manufactured
- ✔ Industrial Design with HVAC Cooling System
- ✔ Up to 8km Range/ 40-minute flight time
- ✔ Redundant Starlink/ 5G Connection for Worldwide operational reach
- ✔ CASA-Approved for Remote Operations



# Remote Operating Centre

Worldwide Availability 24/7







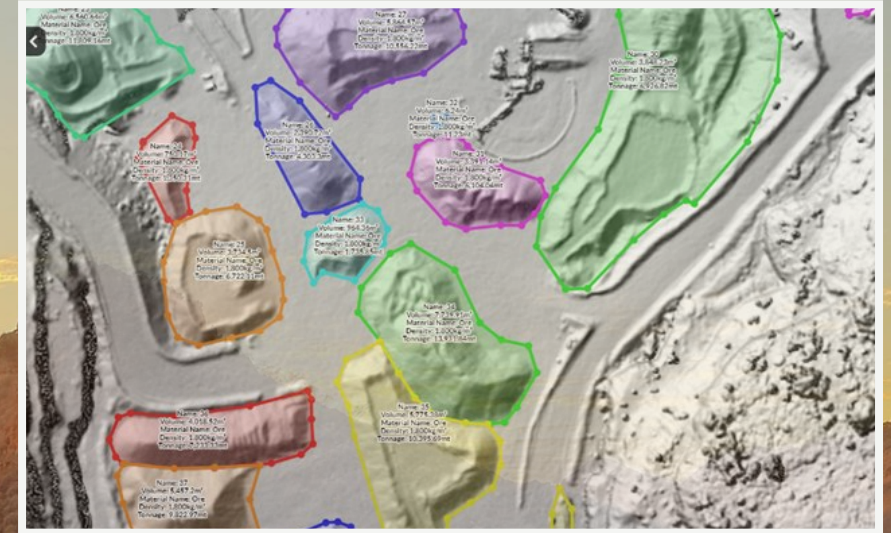
# SurveyBot

AI Enabled

Automating Frequent Survey Tasks

- ✓ Automated Stockpile Volumes Reporting
- ✓ Open Pit & Earthworks Volumetrics
- ✓ Conformance-to-Design Reporting
- ✓ Cultural Heritage Monitoring
- ✓ Daily 360-deg Panoramas & Video
- ✓ On-demand Live Streaming

ROCKETDNA



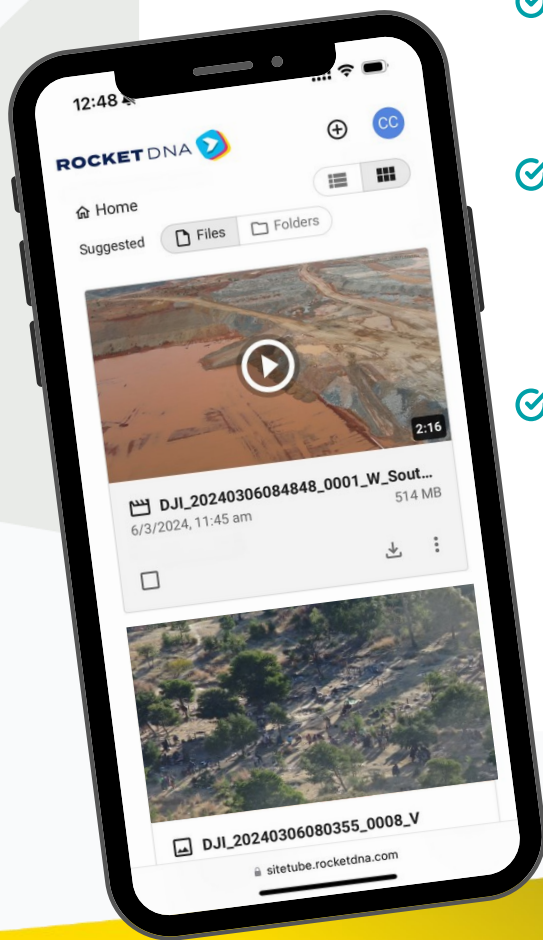




# PatrolBot

AI Enabled

Automating Front-line Surveillance & Perimeter Monitoring

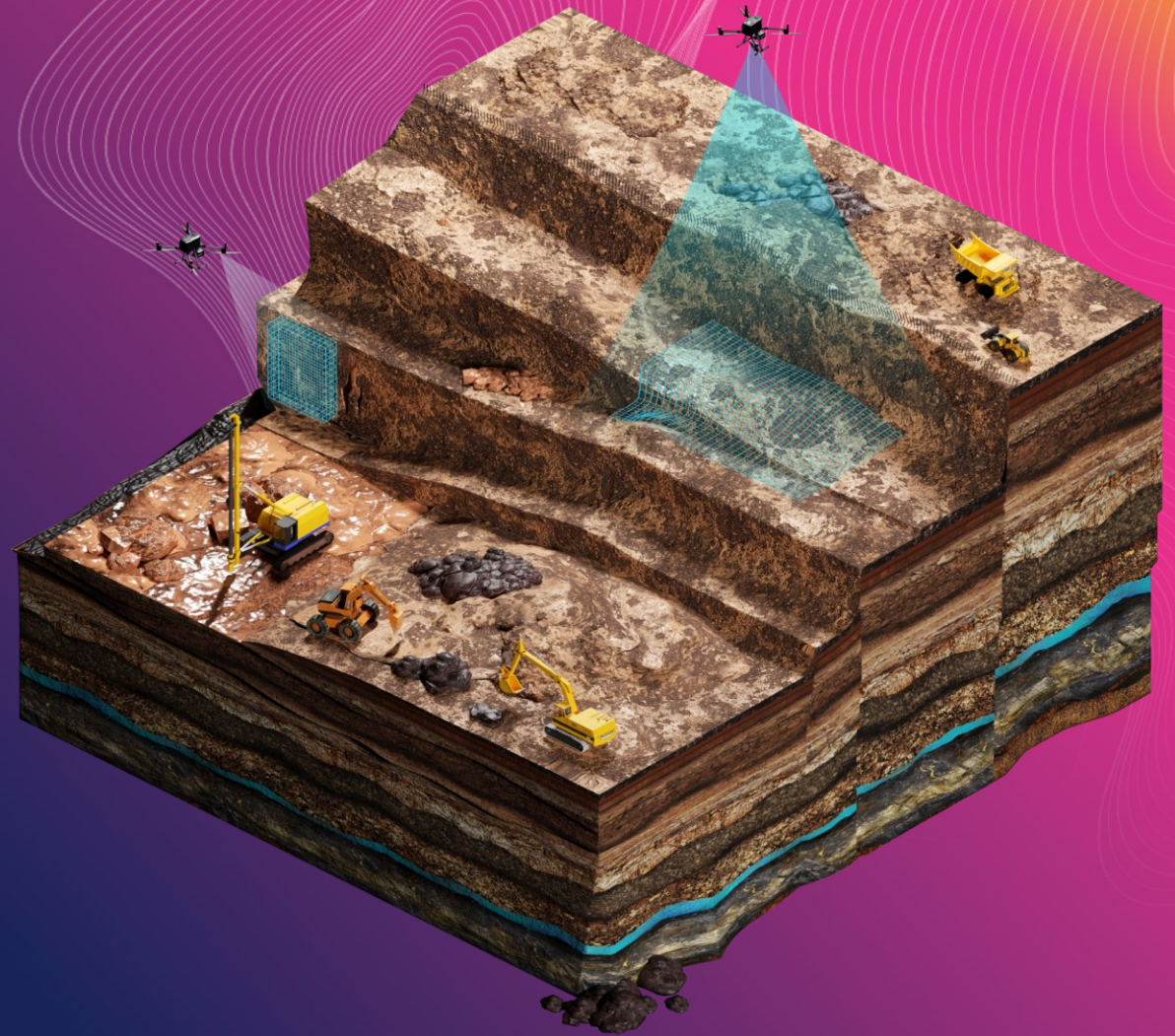


- ✔ Identify and qualify all/any threat
- ✔ Share live feed and location with ground team
- ✔ Coordinate with on-site ground team to identified suspect location





# FINANCIAL HIGHLIGHTS





# Quarterly Results – Highlights



Q2 FY2024 (June) and half year 2024<sup>1</sup>

Operating Cash Flow Improvement and Autonomous system rolling in H1 2024; strong pipeline

## ARR AND TCV

- ✓ **ARR - \$2.7m**  
Down 10% on prior quarter (Q1 FY2024) and up 3% on Q2 FY2023
- ✓ **TCV - \$4.1m**  
down 14% on prior quarter (Q1 FY2024) and down 6% on Q2 FY2023

TCV is impacted by ongoing existing contract depletion (run-off)

## Revenue & Cash Receipts

- ✓ **Revenue Q2 – \$1.744m**  
up 1% on the prior quarter and up 18% on Q2 FY23; **H1 2024 up 9% on H2 2023**
- ✓ **Cash Receipts – \$1.9m**  
down 4% on prior quarter and up 11% on Q2 FY2023; **H1 2024 up 11% on H2 2023**
- ✓ **Contracted revenue accounted for 41% of total revenue (based on Q2 FY2024)**

## Operating Cash flow

- ✓ **Net cash used in operating activities in H1 2024**  
significantly improved over H2 2023, down 56% at \$296k, down
- improvement is on the back of growing cash receipts and good cost management

## 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:** “Our second quarter 2024 saw strong pipeline activity, which resulted in a boost to project revenues for our existing business and brought two important xBot® trials to fruition – one in tier 1 mining and one in public infrastructure.

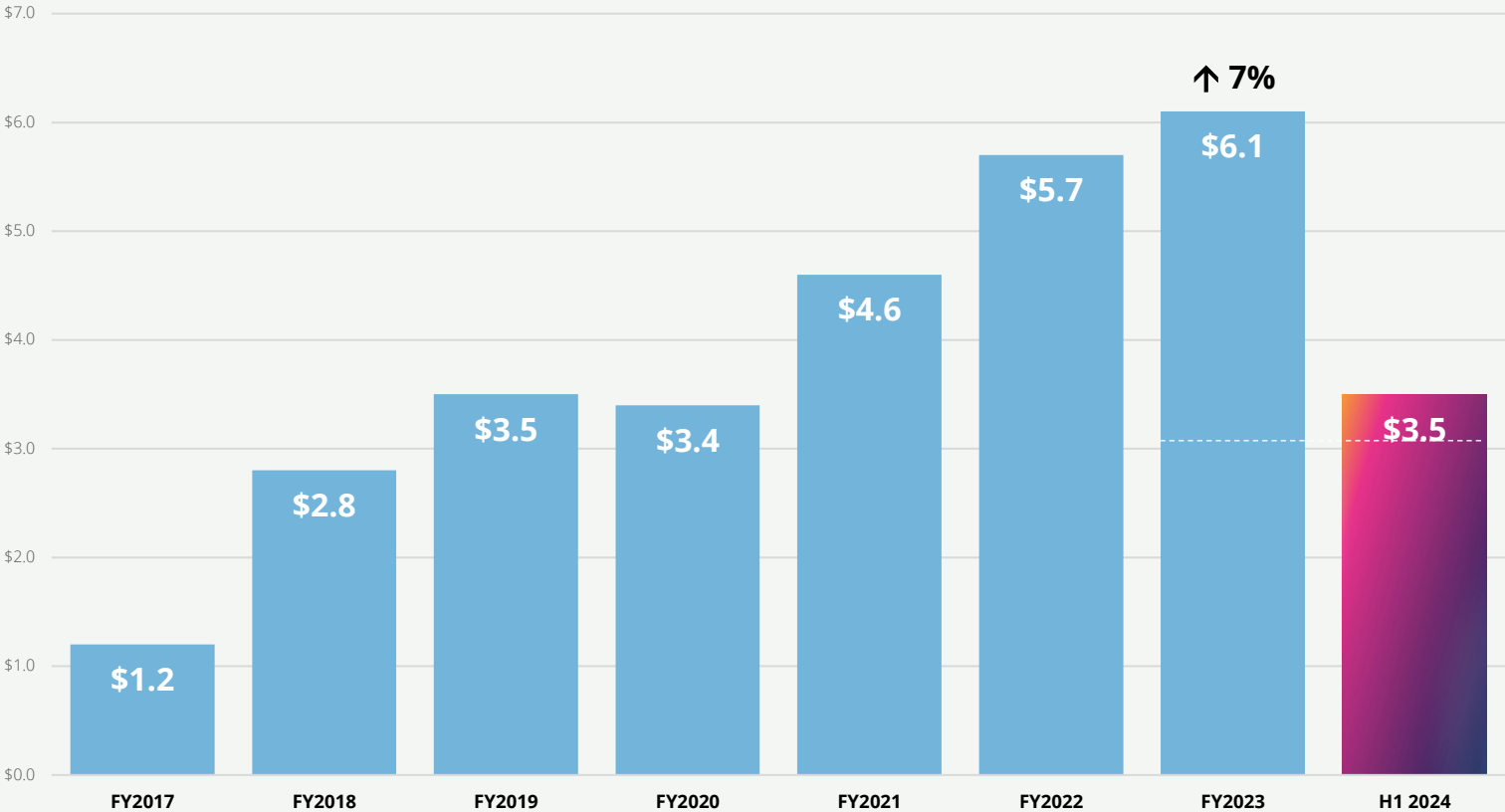
I am also pleased with our financial progress, in particular with operating cash flows, which, excluding a one-off tax payment, moved closer to operating cash flow breakeven”



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

Growing track record

- ✓ 24% of Total Revenue is generated in Australia (based on H1 2024)
- ✓ 41% of Total Revenue is multi-year contracted revenue (based on H1 2024)



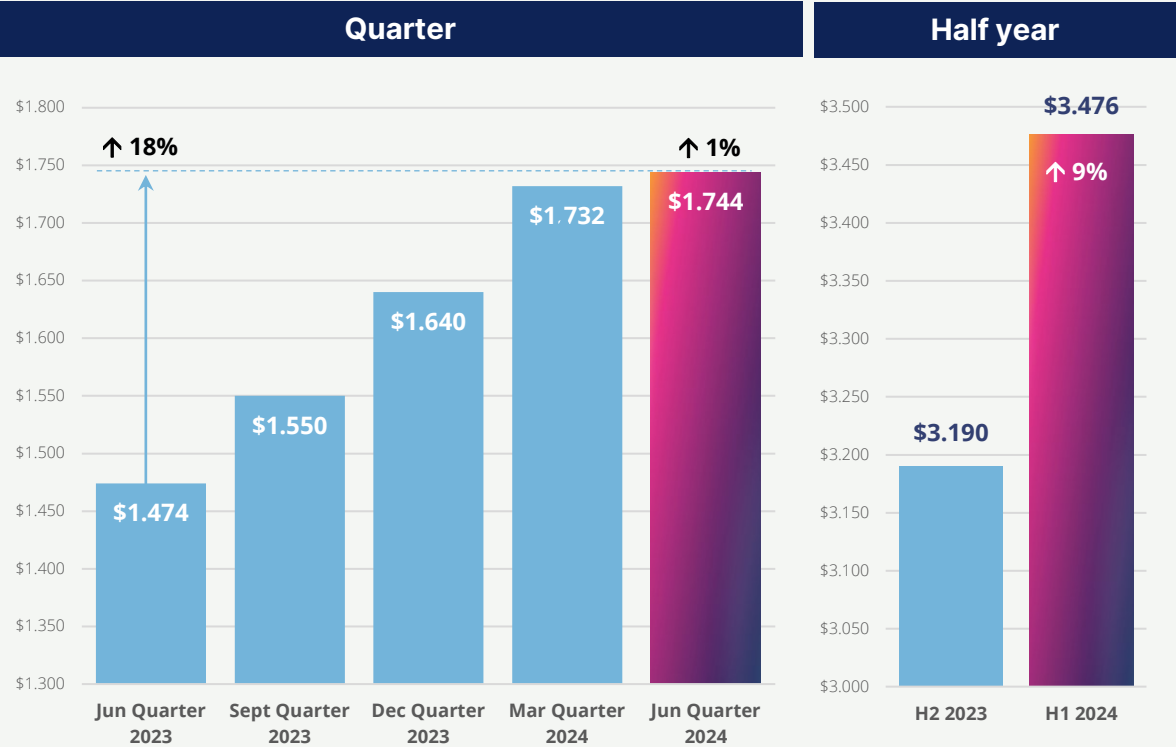
<sup>1</sup> FY2023 audited, H1 2024 unaudited | Financial year end 31 December

# Quarterly results

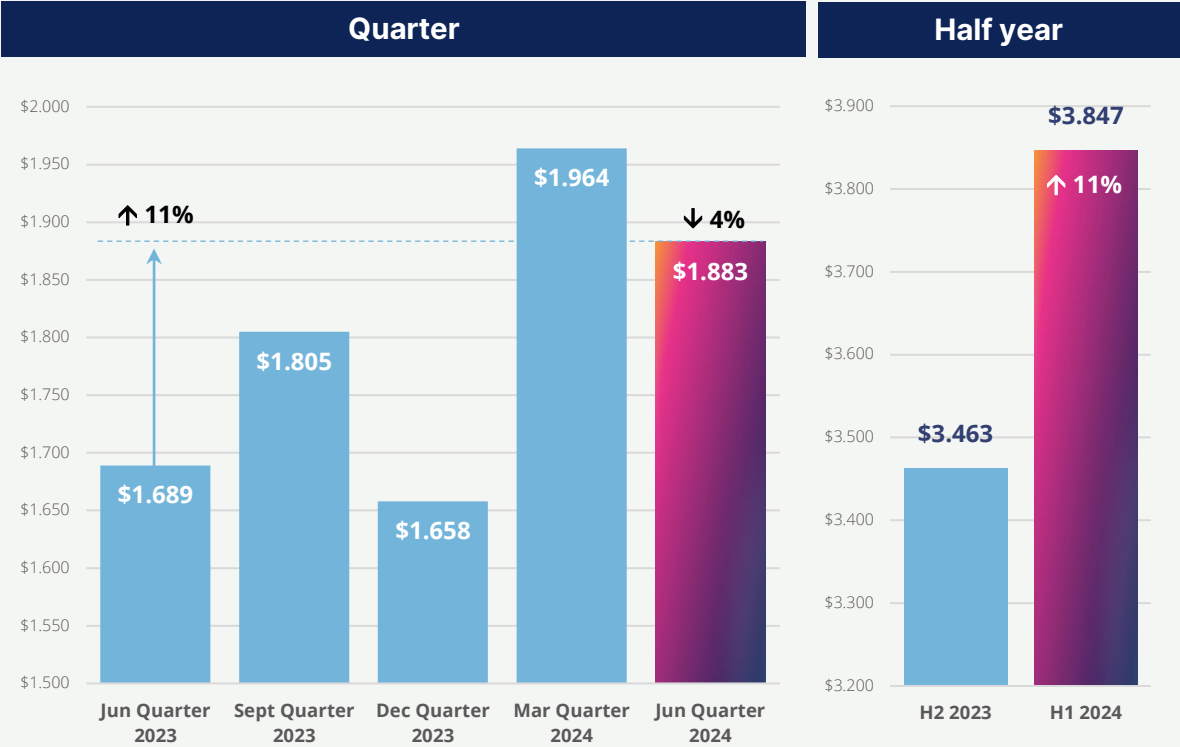
## Revenue and Cash Receipts<sup>1</sup>



Revenue, \$m



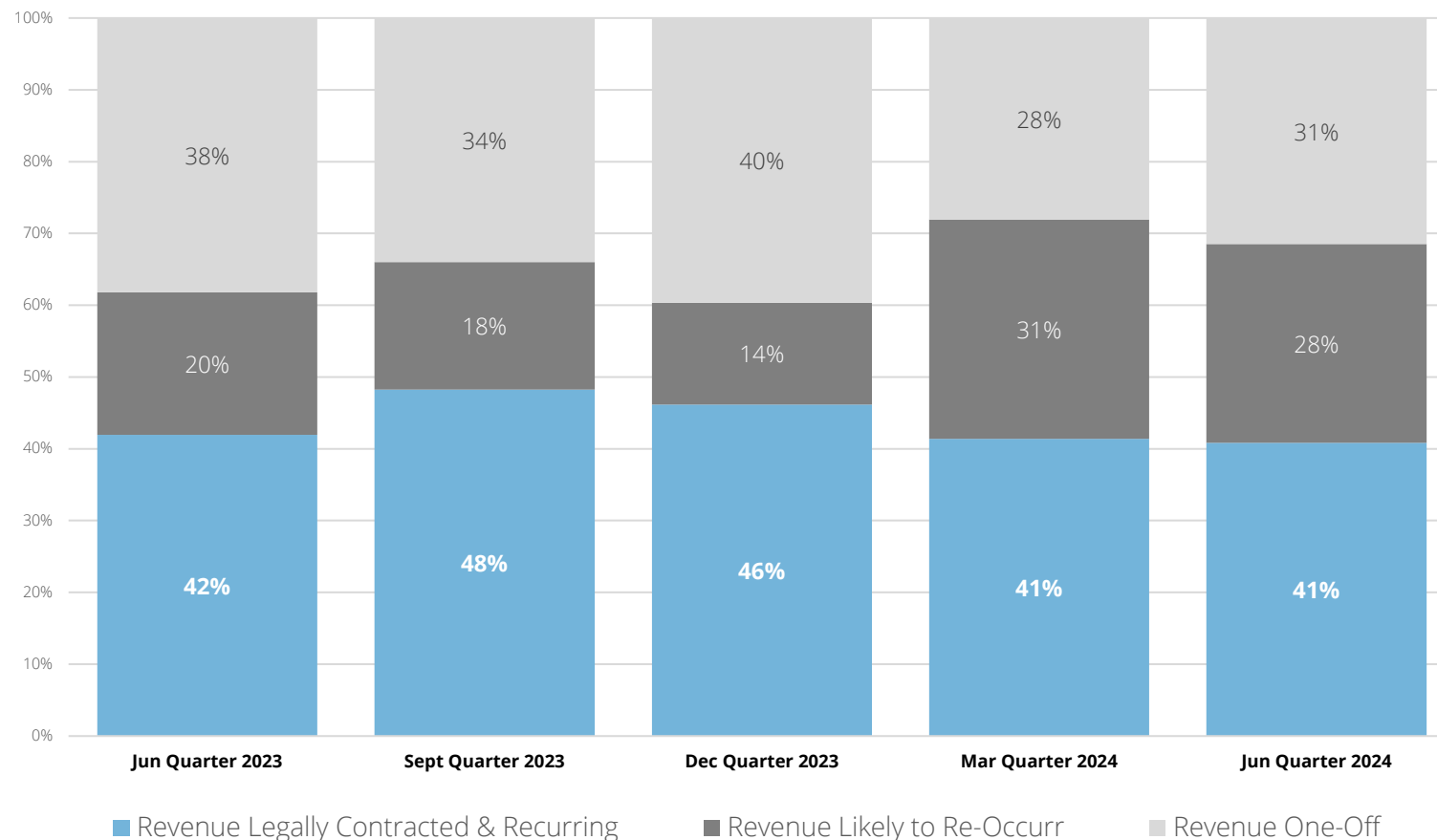
Cash Receipts From Customers, \$m



<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 41%**

Of total Revenue in June Quarter 2024

### 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

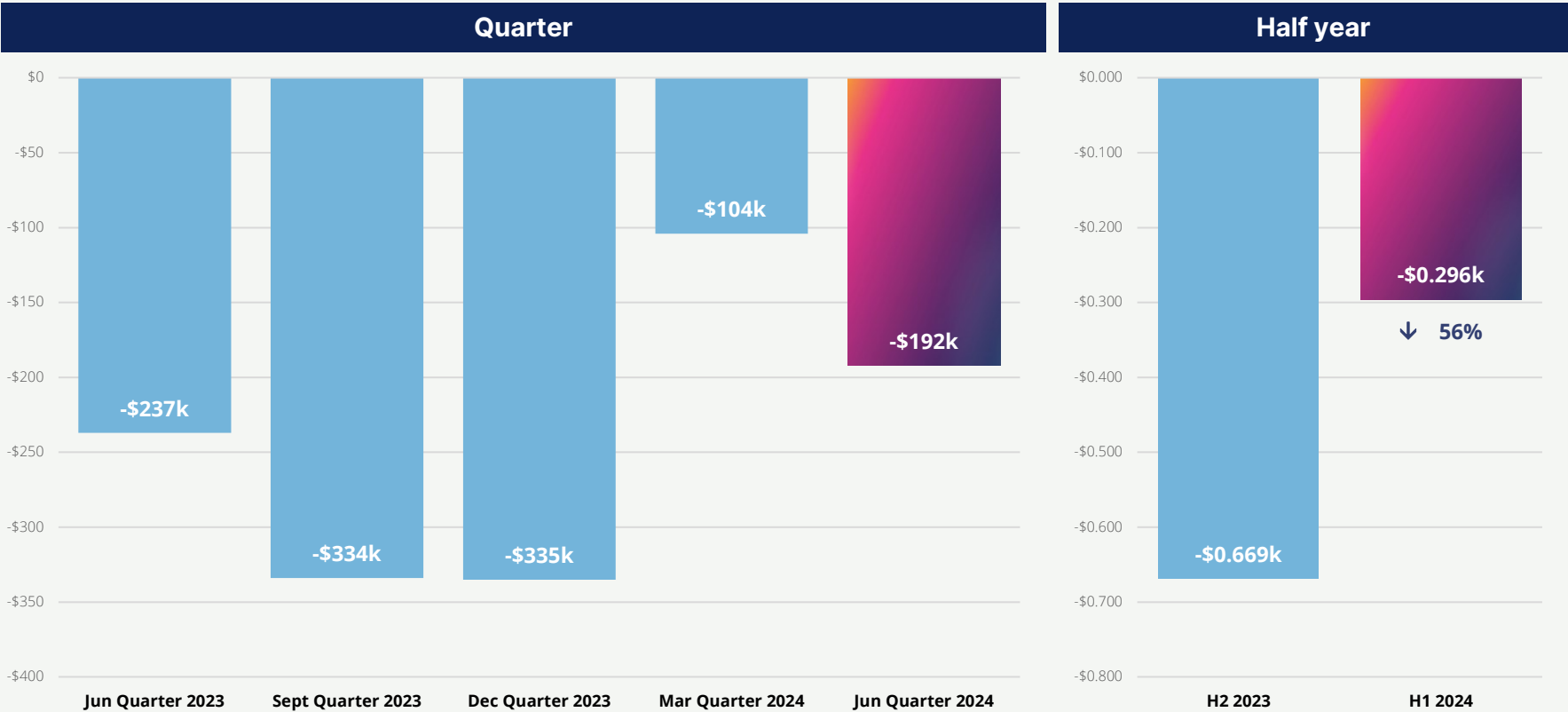
Revenue which management have a reasonable expectation will reoccur in the future either because it has been historically demonstrated to re-occur or because we hold rolling short term purchase orders or legal contracts which are less than 12 months in original length

#### 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>



- ✓ **Net cash used in operating activities** in June quarter included \$158k of payments relating to prior year income tax in Ghana.
- ✓ The Company continues to reduce cash used in operating activities on the back of growing cash receipts and good cost management.

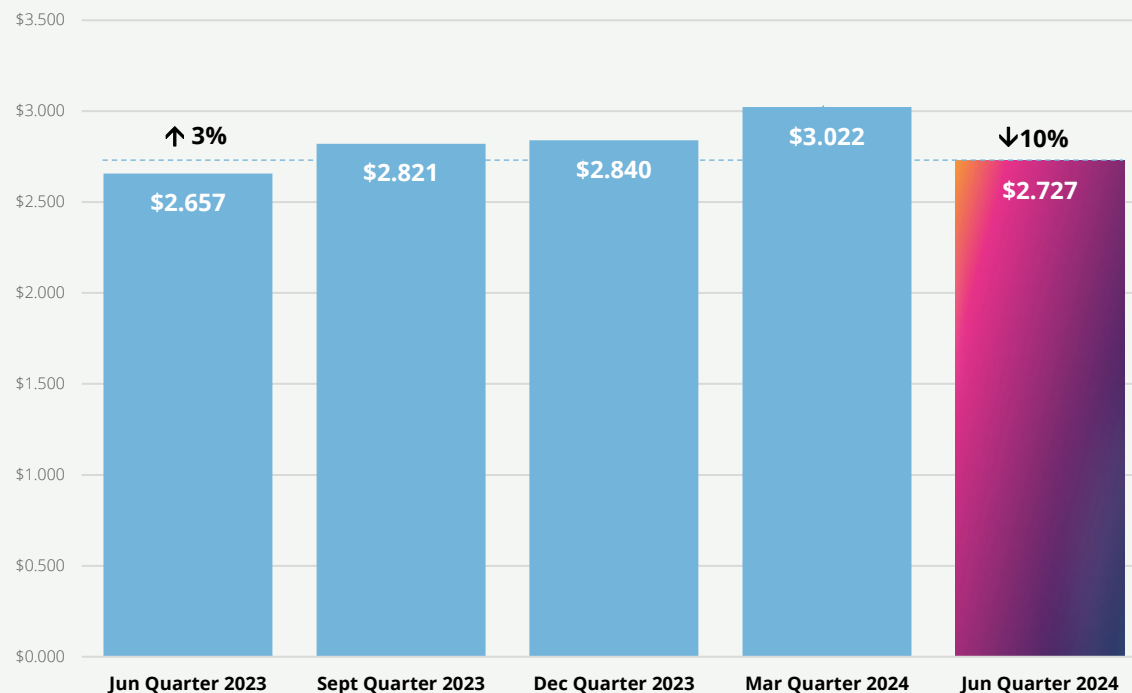
<sup>1</sup> FY2023 audited | Financial year end 31 December

# Quarterly results

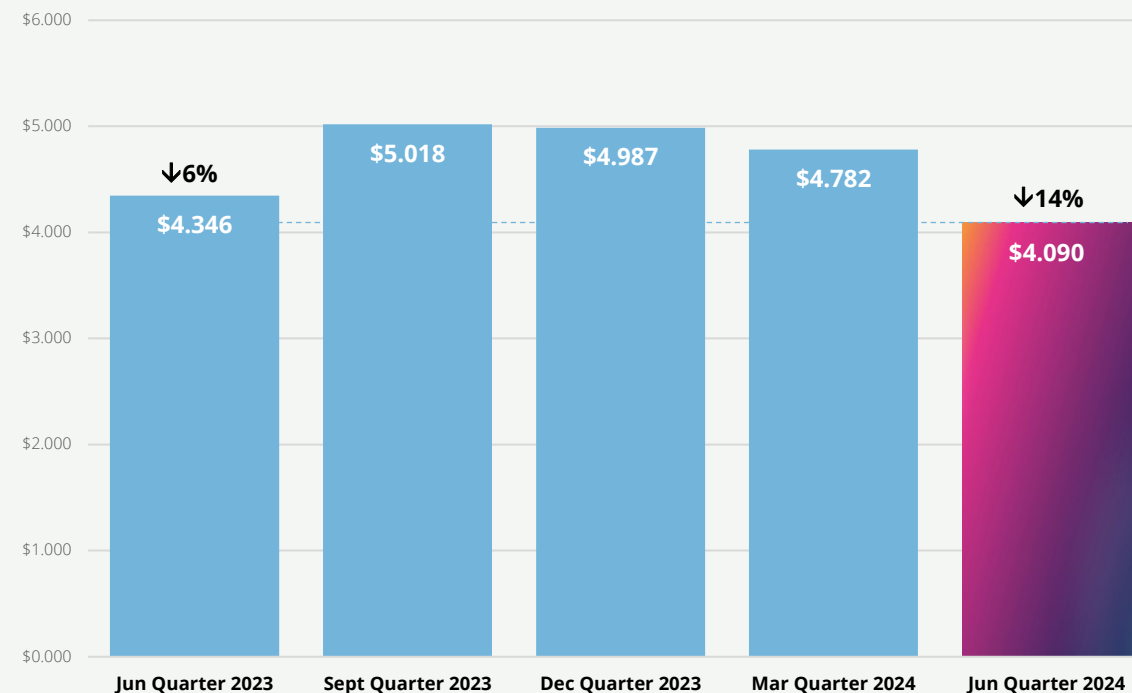
ARR & TCV<sup>1</sup>



Annual Recurring Revenue - ARR (A\$M)



Total Contract Value - TCV (A\$M)



Contracted recurring revenue accounted for 41% of total revenue in Q2 FY2024



Whilst ARR has been impacted by the termination of the 3-year Calidus contract, this has been replaced by a month-to-month arrangement.

<sup>1</sup> Financial year end 31 December

<sup>2</sup> Net of monthly contract depletion (run-off) in the quarter





# STRATEGY, MARKET & GROWTH PATHWAY



# Market Opportunity

By 2043, total drone flights in Australia are expected to reach 60 million per year<sup>1</sup>

The Mining Industry will operate over 500,000 drone flights<sup>1</sup>



Over 300,000 flights will be used to assist frontline Policing efforts<sup>1</sup>

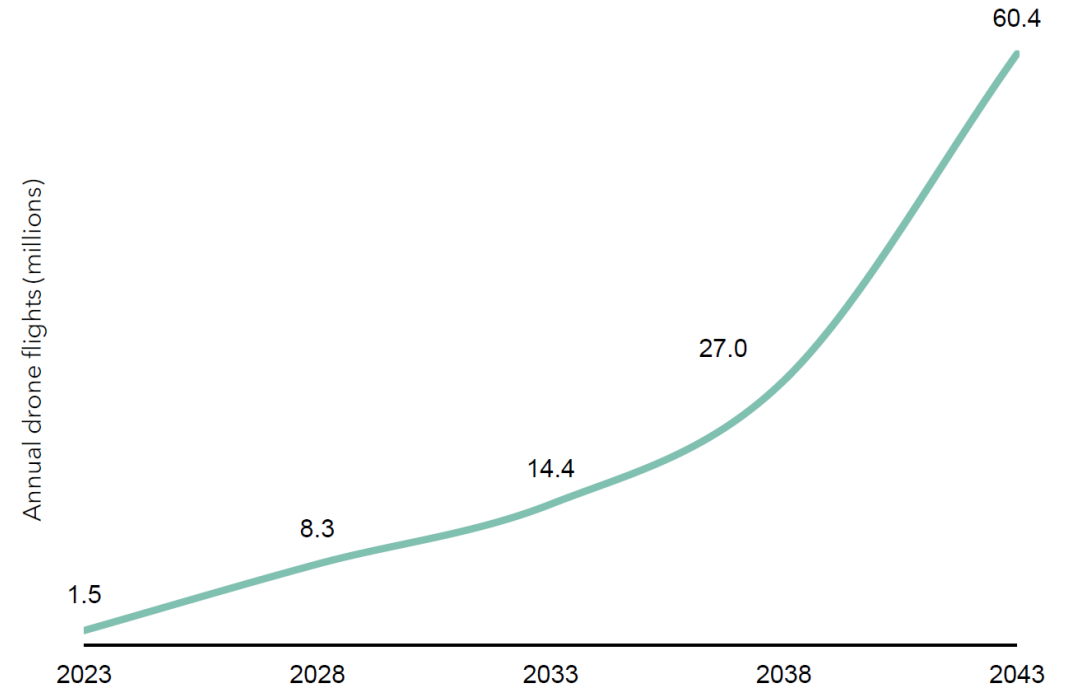


Chart: Total Number of annual drone flights (millions): 2023 – 2043<sup>1</sup>

<sup>1</sup> Source: Scyne Advisory: Sizing the future drone and advanced air mobility market in Australia ([www.scyne.com](http://www.scyne.com))

# Growth Pathway

Our focus for FY2024

## BUSINESS MODEL



- ✓ **Multi-Year Contracts**
  - Conversion of current customers into long-term agreements
- ✓ **AI & GIS Data Products Sales**
  - Immediate productivity and cost benefit for mining customers
- ✓ **Automated xBot® Data Capture**
  - We continue to receive strong demand across the continent for ad-hoc projects

## OP. & FINANCIAL EFFICIENCY



- ✓ Initiatives that bring us closer to break-even
- ✓ Continue to contain & reduce corporate overheads, fees & consulting
- ✓ Improve operational process flows (data capture and processing)
- ✓ Utilise debt-sourced funding for operational 'growth' purposes, such as scaling new contracts

## CUSTOMER GROWTH



- ✓ Tier 1 Mining Strategy
- ✓ Tier 2 & 3 Mining Strategy
- ✓ New Sectors: Public Safety & Critical Asset Surveillance

## ACQUISITIONS



- ✓ Pursue complementary opportunities that add value to our business and help us build further economies of scale



# Thank You

## Contact

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