



# Quarterly Financial Summary

**Q3 2024**  
**ASX: RKT**

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

## Autonomous Operations

### The Multiplier Effect for our Customers

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 Insights & Reporting

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

## Regulatory Approvals

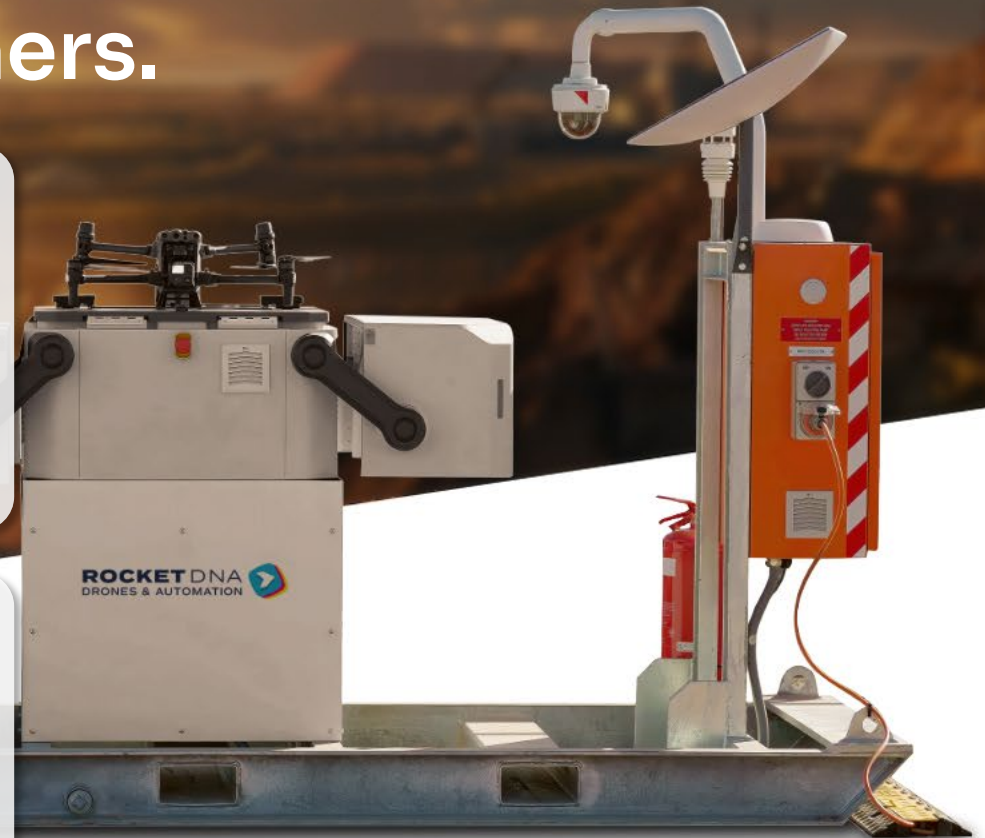
### Enabling Long-Range Operations, Remotely

With approval from the local Civil Aviation Safety Authorities, we are able to execute long-range Beyond Visual Line of Sight missions, from one of our Remote Operating Centres,unlocking cost efficiencies.

## 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.





# Quarterly Highlights



- 🔍 **Four new contracts** signed with three customers that deliver \$3.521m in additional Total Contract Value (TCV)
- 🔍 Expanded into a **new growth sector** with the selection of RocketDNA by the Western Australian Police Force to support their Drone as First Responder (DFR) program
- 🔍 The Company continues to progress negotiations with customers across a robust sales pipeline for autonomous drone opportunities in a range of sectors including Mining, Government, Infrastructure, Insurance, Agribusinesses and Asset Management
- 🔍 \$1 million debt facility secured to accelerate growth plans to deploy AI-enabled xBot® autonomous drone solutions in a number of customer markets
- 🔍 Secured a purchase order to deploy its xBot® solution for tailings dam monitoring at a major copper mine in South Australia

# Company Snapshot



## Enterprise Value (A\$)

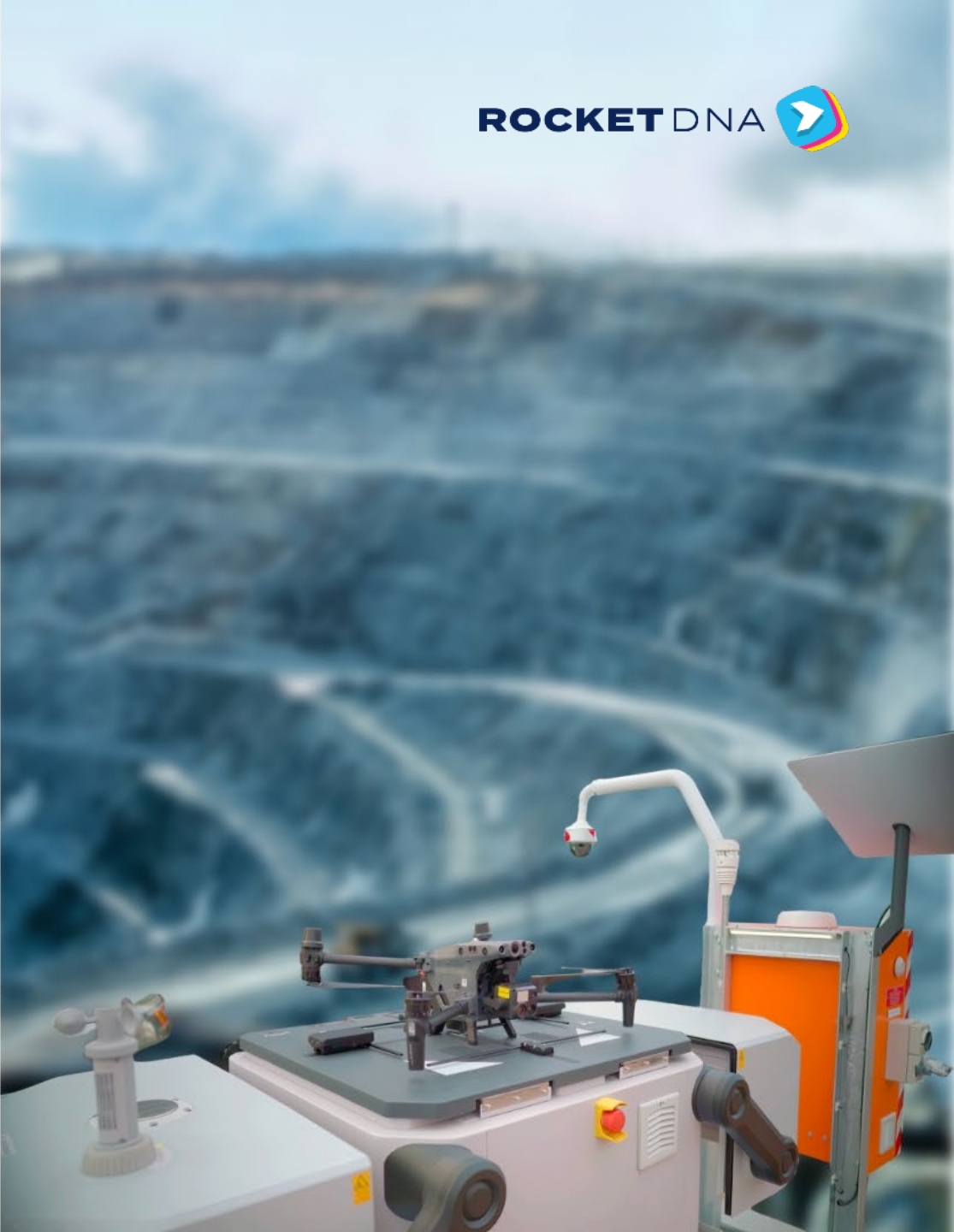
Market cap <sup>1</sup>	Share price \$0.016 at 24 Oct 2024	\$10.498M
Cash	As at 30 Sept 2024	\$1.631M
Debt <sup>2</sup>	As at 30 Sept 2024	\$1.352M

Enterprise value	24 Oct 2024	\$10.219M
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## Key Operating Metrics (A\$) (December Financial Year-End)

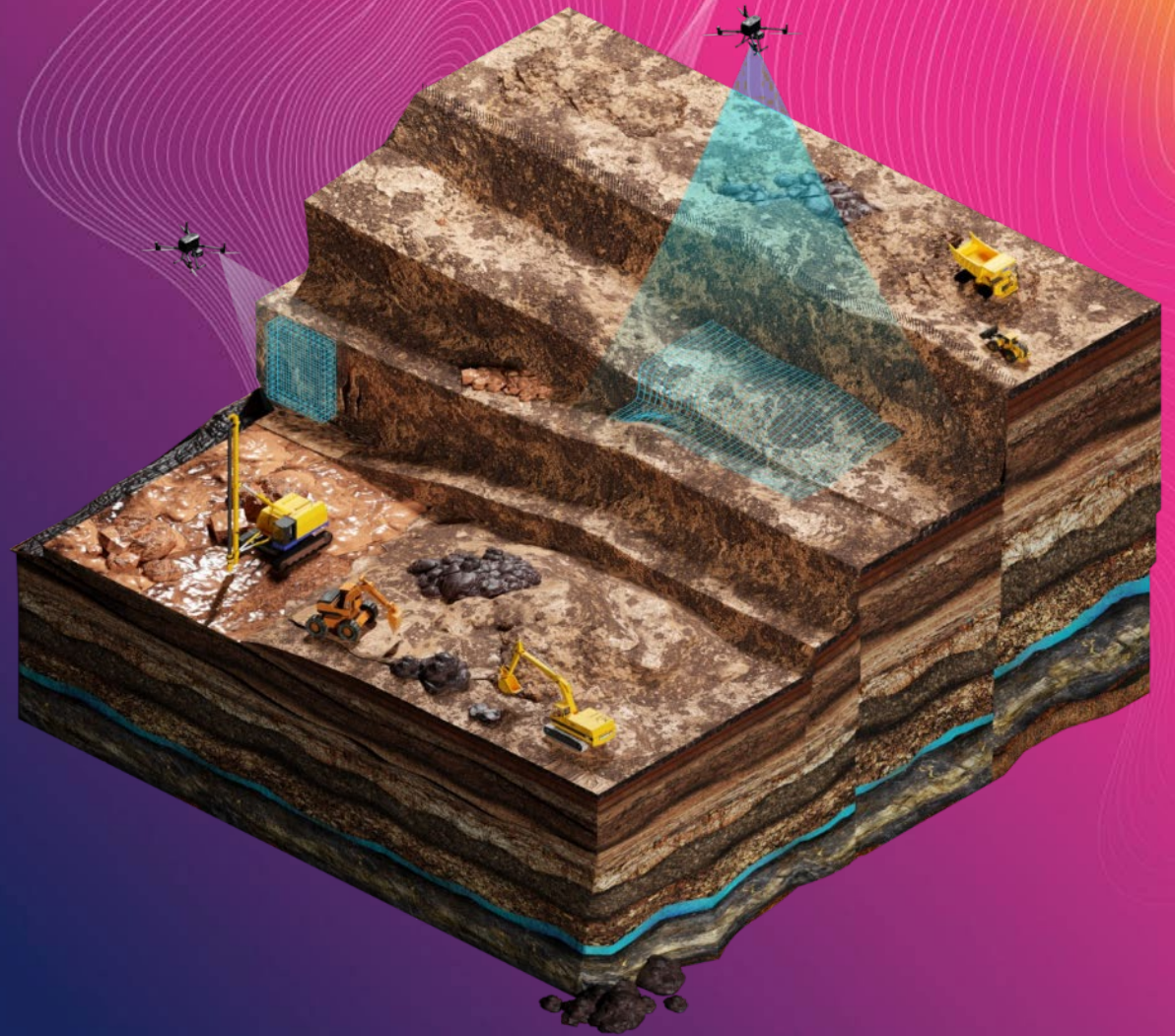
Revenue FY 2023	End Dec 2023	\$6.137M	+7% On FY22
Revenue YTD Q3 2024 <sup>3</sup>	9 months ended 30 Sept 2024	\$5.180M	+15% on YTD Q3 FY24
ARR <sup>4</sup>	As at 30 Sept 2024	\$4.078M	+44% compared to end FY23
TCV <sup>4</sup>	As at 30 Sept 2024	\$6.333M	+27% compared to end FY23

<sup>1</sup> 656,114,841 ordinary shares outstanding at the date, including those in voluntary escrow  
<sup>2</sup> Including Altor facility, shareholder loans, credit cards, motor vehicle and equipment loans and lease liabilities  
<sup>3</sup> Unaudited  
<sup>4</sup> Annual Recurring Revenue (ARR) | Total Contract Revenue (TCV)





# Financial Highlights





# Quarterly Results – Highlights



Q3 FY2024 (Sept)

Expansion of mining sector contracts, initial entry into law enforcement and security services; pipeline continues to build

## ARR AND TCV

- ✓ **ARR - \$4.078m**  
Up 50% on prior quarter (Q2 FY2024) and up 45% on Q3 FY2023
- ✓ **TCV - \$6.333m**  
Up 55% on prior quarter (Q2 FY2024) and up 26% on Q3 FY2023

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

## Revenue & Cash Receipts

- ✓ **Revenue Q3 – \$1.704m** down 2% on the prior quarter and up 10% on Q3 FY23;
- ✓ **Cash Receipts – \$1.984m** down 5% on prior quarter and up 10% on Q3 FY2023;
- ✓ **Contracted revenue accounted for 54% of total revenue (based on Q3 FY2024)**

## Operating Cash flow

- ✓ **Net cash used in operating activities in Q3 2024 was \$106k, which improved 68% from \$192k in Q2**  
  
- The steady improvement is driven by growing cash receipts and strong cost management

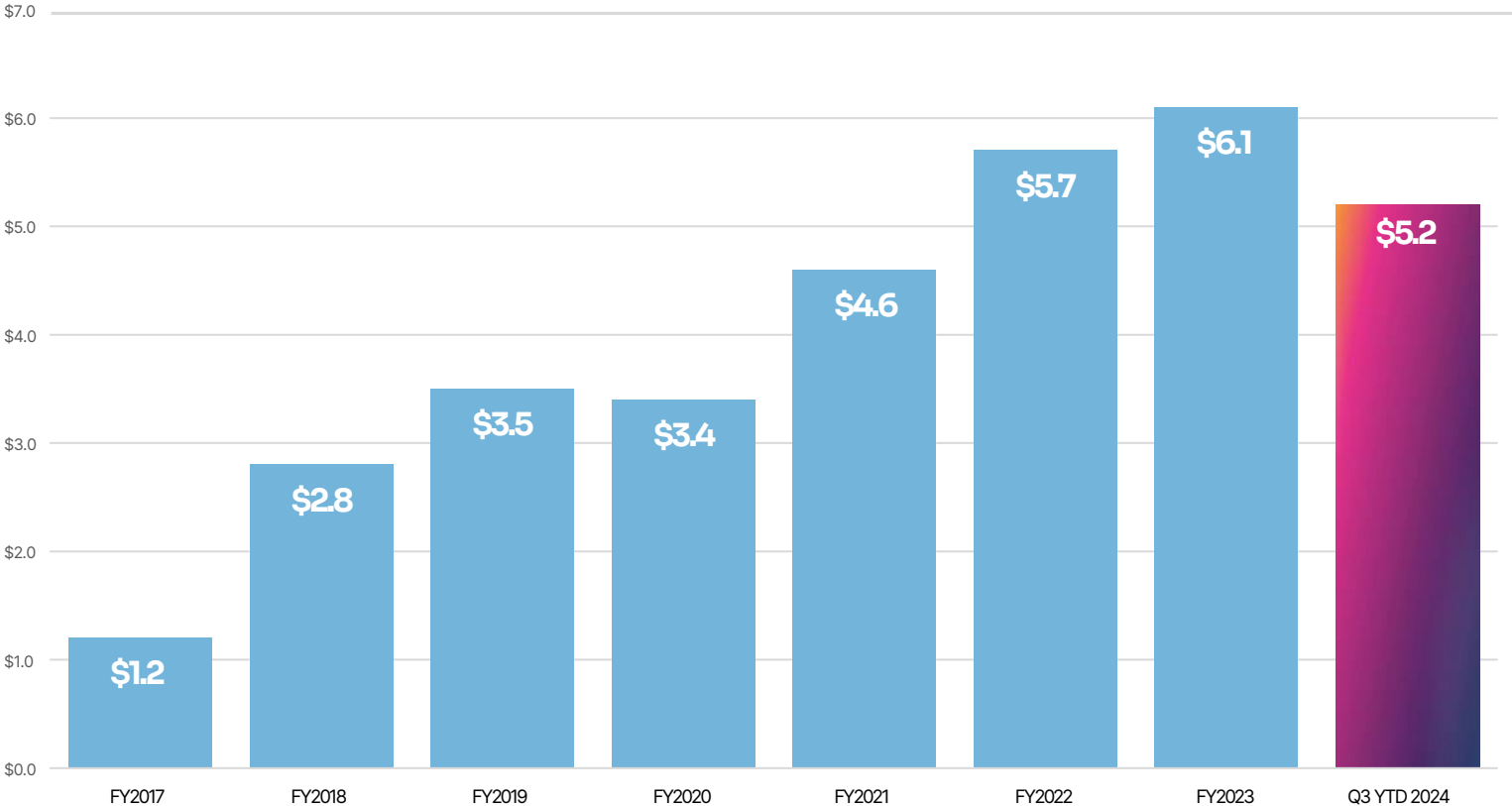
**RocketDNA CEO Christopher Clark said:** “This quarter marks a pivotal moment in RocketDNA’s journey, not just through the expansion of our mining sector partnerships but also with our first steps into law enforcement and security services. Securing these high-profile contracts demonstrates the increasing demand for our autonomous drone solutions across various industries.

Our ability to adapt, grow, and lead in this dynamic market sets the foundation for sustained success and a stronger foothold in the AI-driven drone sector. We are just getting started, and the future looks bright for RocketDNA as we continue to innovate and deliver cutting-edge solutions to our customers.”

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

## Growing track record

- ✓ 24% of Total Revenue is generated in Australia (based on Q3 2024)
- ✓ 54% of Total Revenue is multi-year contracted revenue (based on Q3 2024)



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

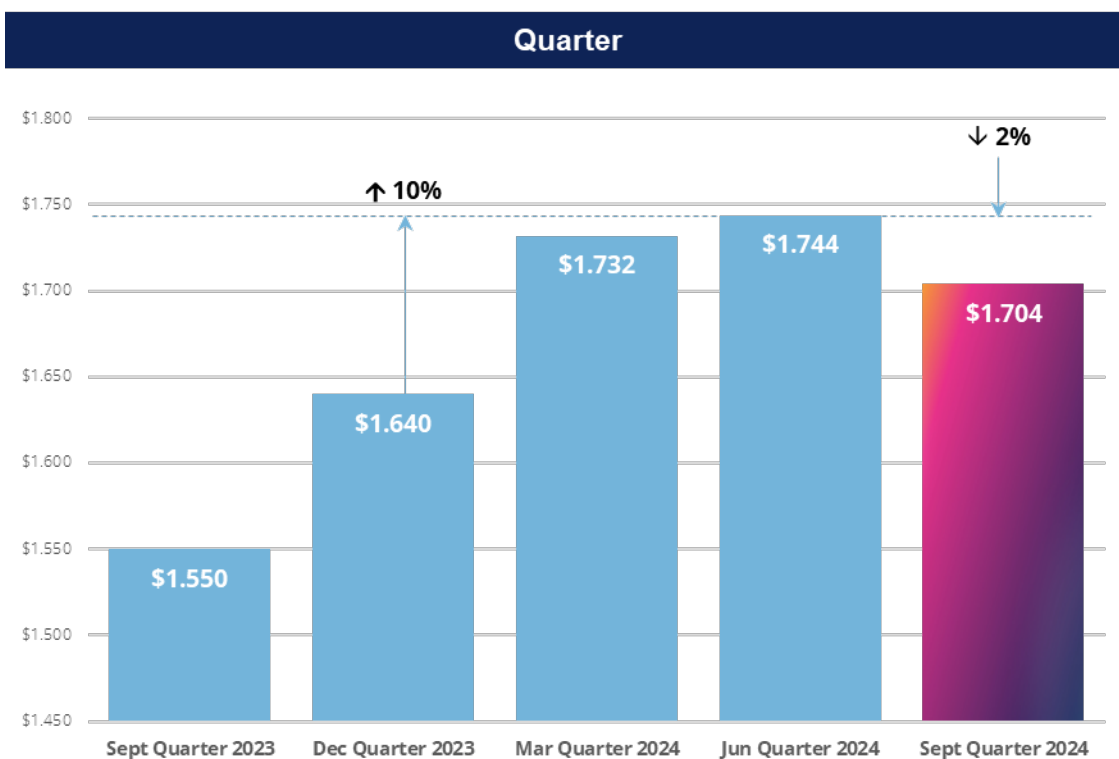


# Quarterly results

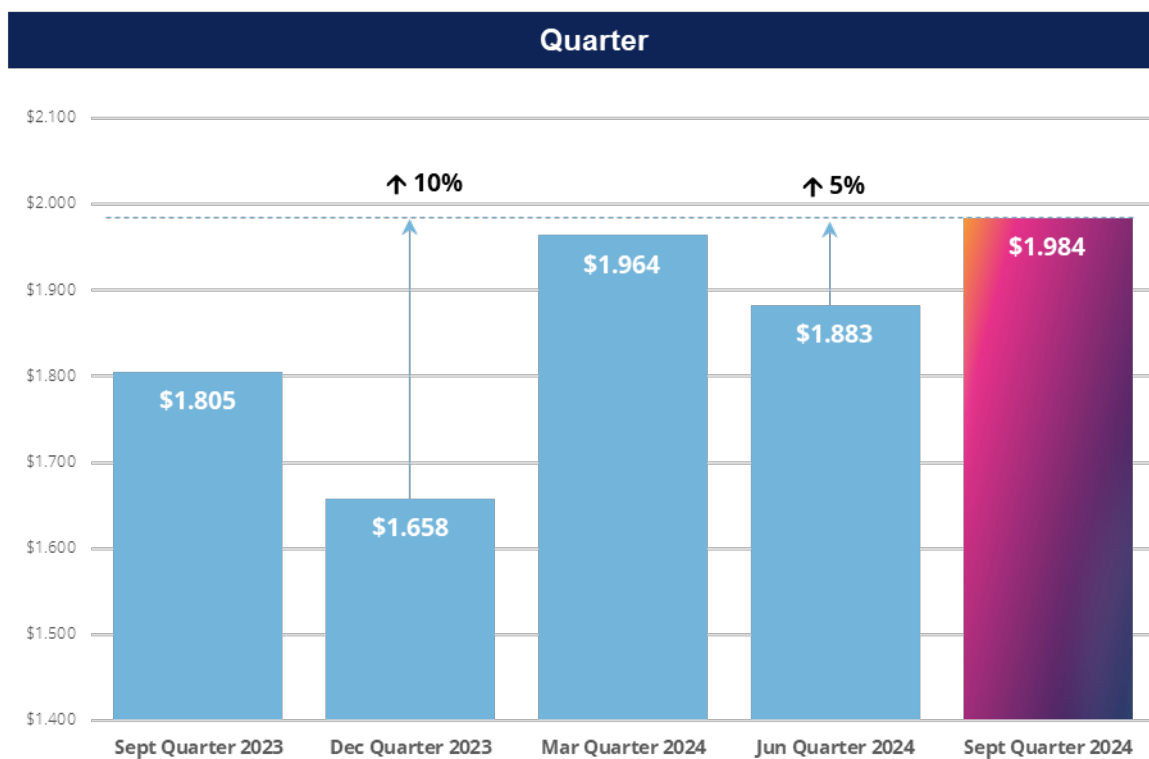
## Revenue and Cash Receipts<sup>1</sup>



Revenue, \$m



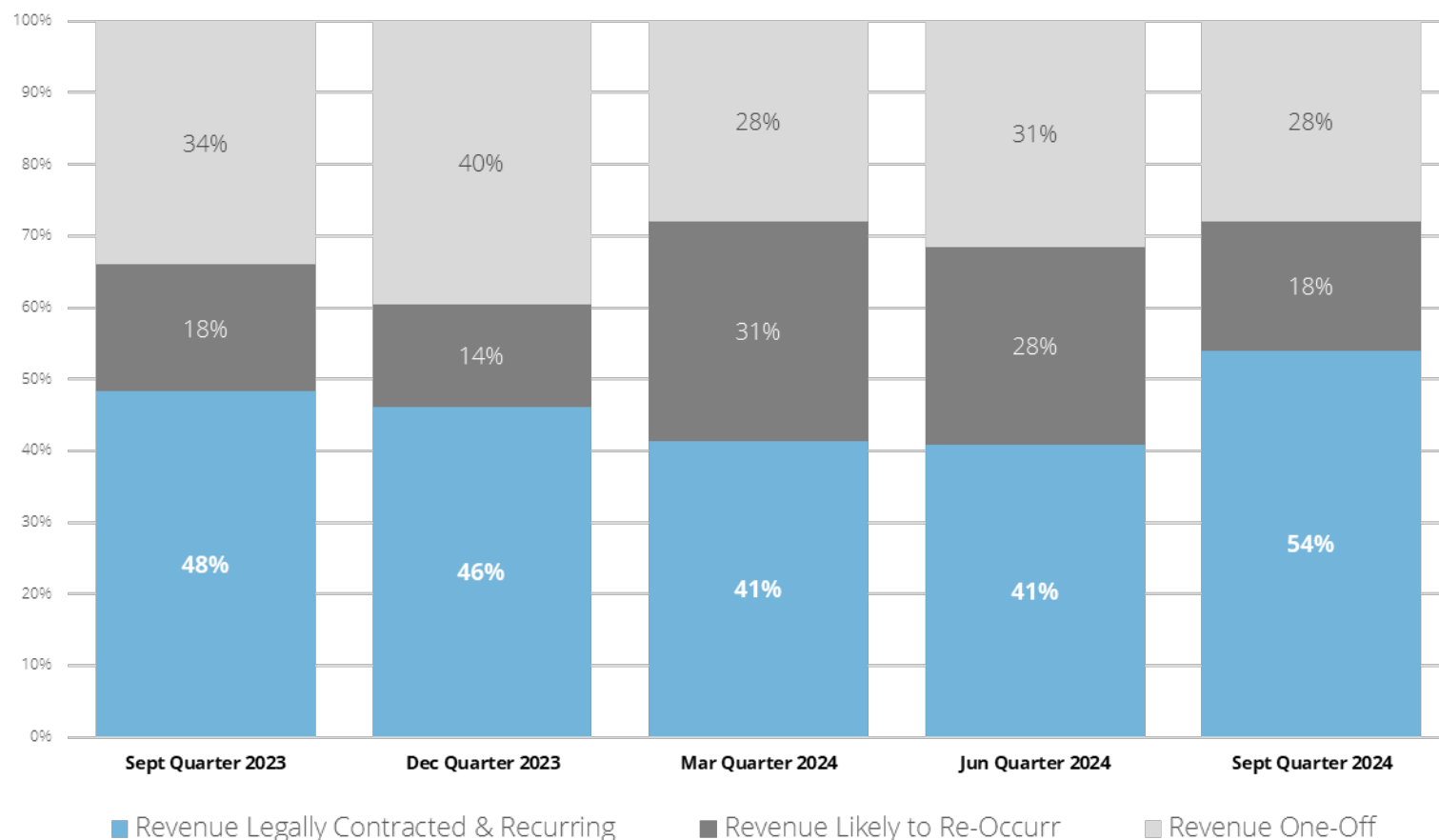
Cash Receipts From Customers, \$m



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

# Quarterly results

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



## Revenue derived from long-term contracts (ARR) was 54%

of total Revenue in September 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

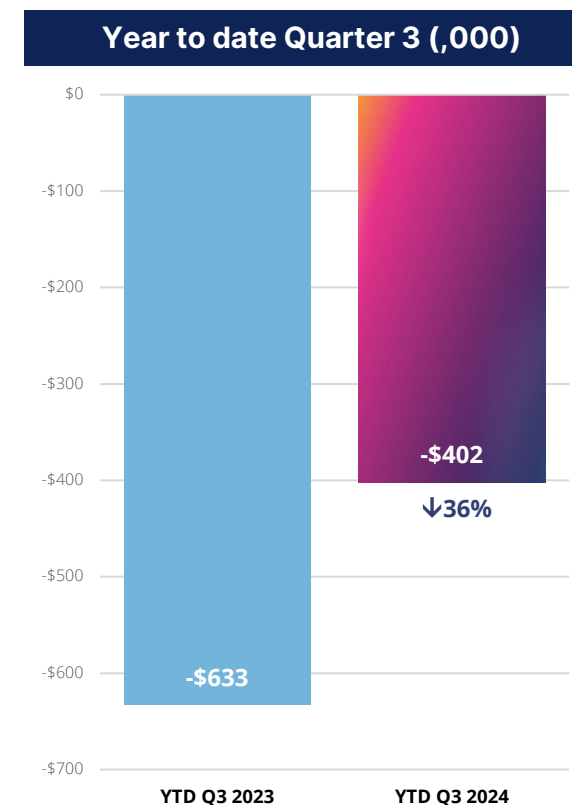
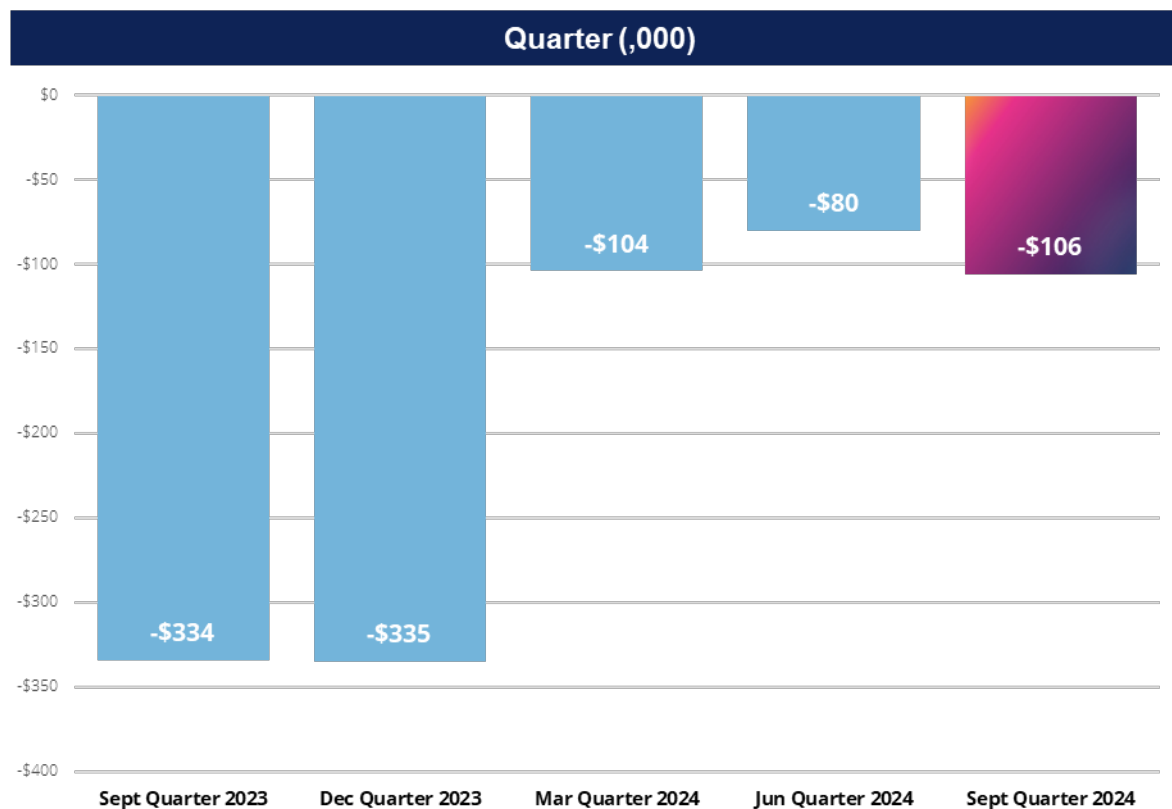
Revenue which management have a reasonable expectation will reoccur in the future either because it has been historically demonstrated to re-occur or because we hold rolling short term purchase orders or legal contracts which are less than 12 months in original length

#### 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 the September quarter continued its general trend towards breakeven.
- ✓ The Company continues to reduce cash used in operating activities by growing cash receipts and strong cost management.

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

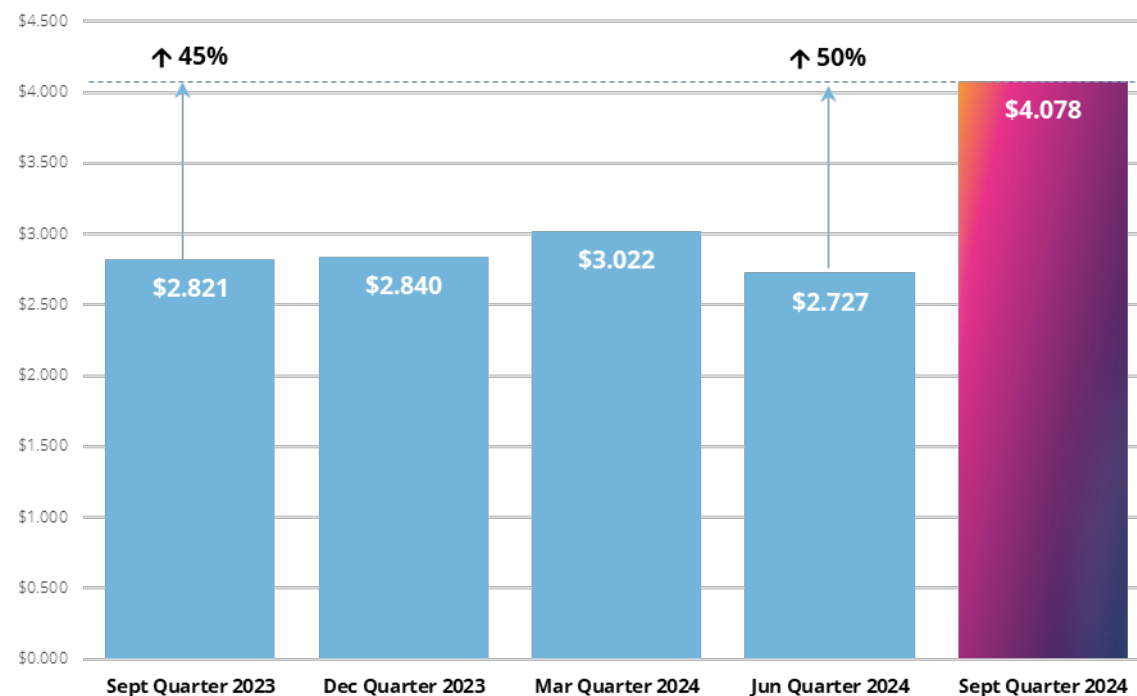


# Quarterly results

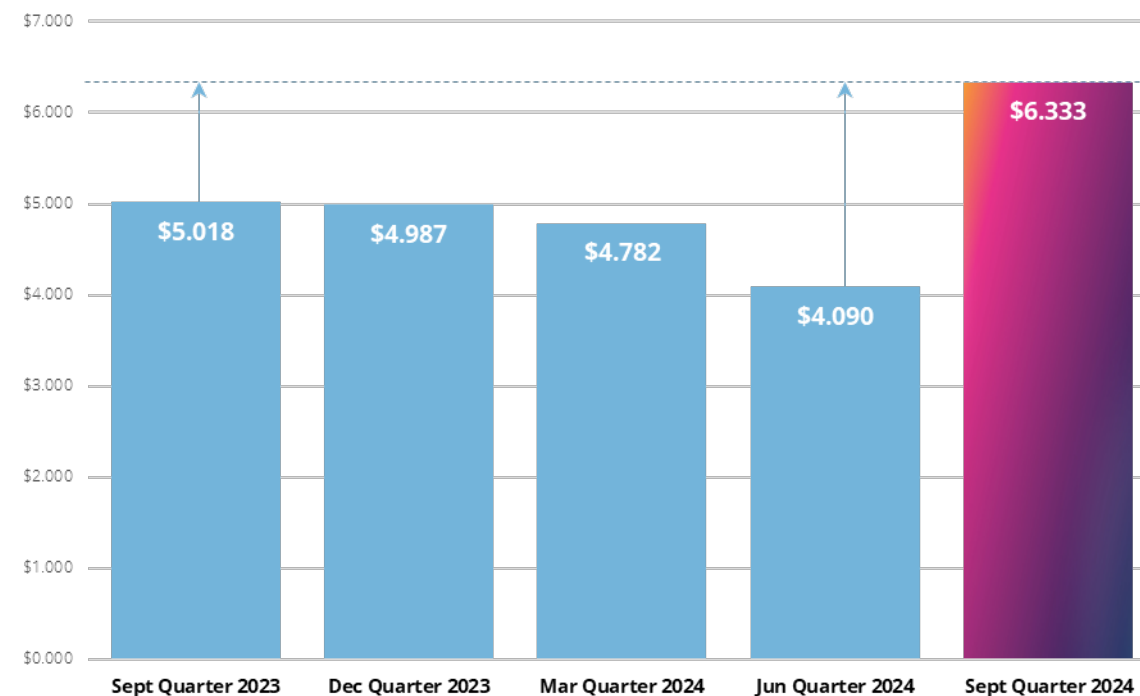
ARR & TCV<sup>1</sup>



Annual Recurring Revenue - ARR (A\$M)



Total Contract Value - TCV (A\$M)



Contracted recurring revenue accounted for 54% 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>

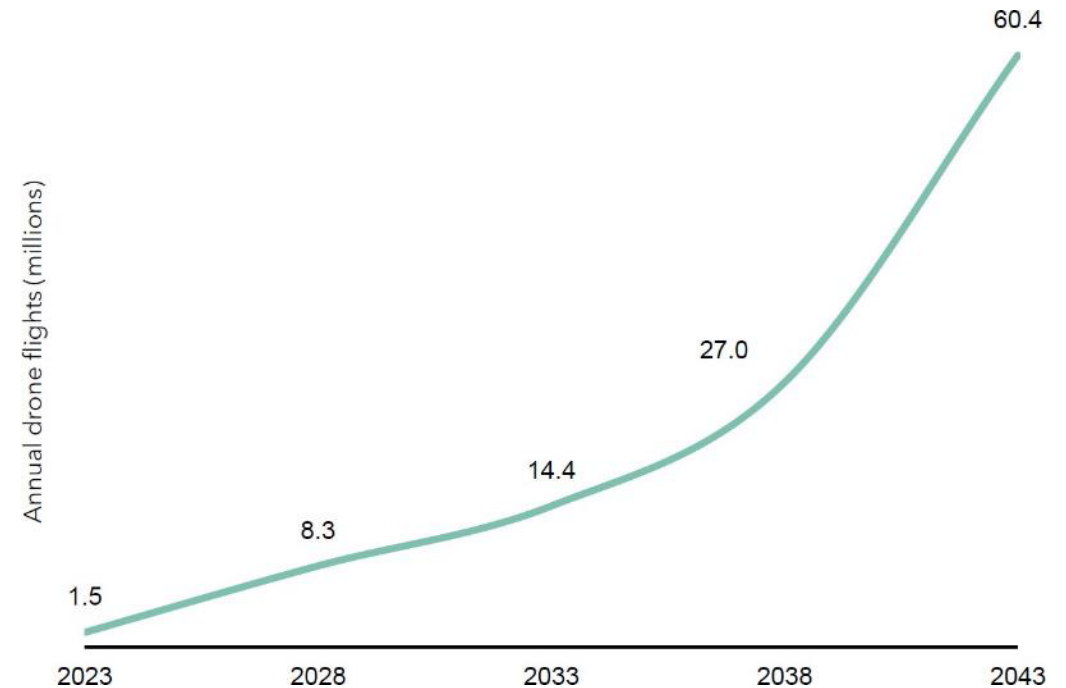


Chart: Total Number of annual drone flights (millions): 2023 – 2043<sup>1</sup>

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



# Key Verticals

Primed for Automation Disruption

## Mining Sector

- ✓ Traditional customer base for RKT - long run experience in sector in Australia and Africa
- ✓ Consistent and frequent data requirements
- ✓ Ability to integrate with existing GIS systems
- ✓ Remote operating regulatory approvals in place
- ✓ Large users of drone data – fast ROI for customer
- ✓ Remove people from dangerous areas / work
- ✓ Increased capacity for other department's requests (beyond traditional survey department)

## Public Safety and Critical Asset Surveillance

- ✓ Experience in Africa and Australia particularly in security and infrastructure monitoring
- ✓ Remote operating regulatory approvals in place – complex regulatory approvals obtained
- ✓ Enterprise service levels – Cybersecurity and IT
- ✓ Inherent high value of purpose – strong business case
- ✓ Early adoption overseas showing good momentum
- ✓ Significant market opportunity given low current usage of drones and geographic spread of market
- ✓ “Drone-as-first-responder” programs gaining traction

# Growth Pathway

Our focus



## 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



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