



Drone-based Data Service  
and Technology Solutions  
Provider to the Mining and  
Agricultural industries

# INVESTOR PRESENTATION

TechKnow Investor Roadshow

7 & 9 November 2022

ASX: DLT



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# Company Overview







# COMPANY SNAPSHOT

## Enterprise Value (A\$)

DLT market cap <sup>1</sup>	SP 1.4c at 1 Nov 22	\$7.162m
Cash <sup>2</sup>	As at 30 Sept 22	\$2.342m
Debt <sup>3</sup>	As at 30 Sept 22	Nil
<b>Enterprise Value</b>	<b>1 Nov 2022</b>	<b>\$4.820m</b>

## Key Operating Metrics<sup>4</sup>

Revenue <b>FY21</b>	End Dec 2021	\$4.6m	<b>+36%</b> on FY20
Revenue <b>1H FY22</b>	End June 2022	\$2.8m	<b>+47%</b> on 1H FY21
<b>ARR<sup>5</sup> Q3 FY22</b>	End Sept 2022	\$2.0m	<b>+20%</b> on Q2 FY22
<b>TCV<sup>5</sup> Q3 FY22</b>	End Sept 2022	\$4.4m	<b>+16%</b> on Q2 FY22

<sup>1</sup> 511,604,932 ordinary shares outstanding at the date, including those in voluntary escrow

<sup>2</sup> Excluding \$1.037m in escrow due to be settled by late February 2023

<sup>3</sup> Excluding motor vehicle leasing and credit cards

<sup>4</sup> December financial year end

<sup>5</sup> Annual Recurring Revenue (ARR), Total Contract Value (TCV), see 'ARR | TCV' slide for details

# INVESTMENT HIGHLIGHTS

## STRONG CORE BUSINESS



- ✓ Established global presence in mining jurisdictions with excellent team
- ✓ Proven business model with large-scale tier-1 and tier-2 customers
- ✓ Strong TCV and ARR contract growth with clients
- ✓ Operations hardware & software: enterprise agreements & preferential pricing with technology suppliers
- ✓ Drone pilot sourcing and training
- ✓ Strong cash-position with growth pathway to breakeven

## A GROWTH & VALUE BUSINESS



- ✓ DLT's tech-services offer real value to our customers – expanding number of use cases and increasing utilization by industry including move to outsourcing
- ✓ Development pipeline of new products & services
- ✓ Attractive Profit Margins on long-term B2B contracts
- ✓ Strongly positioned to integrate our business model through strategic acquisitions

## POSITIVE INDUSTRY DRIVERS



- ✓ Primary industry companies are well funded (mining and agriculture)
- ✓ Cost-saving initiatives are well-received & understood
- ✓ Increased spending on exploration & precision agriculture programmes
- ✓ The demand for real-time input data is growing to feed into AI & GIS applications

# OUR PRESENCE

Growing tier-1 and tier-2 customer base



## OUR CUSTOMERS



# BOARD & MANAGEMENT



**CHRISTOPHER  
CLARK**

**EXECUTIVE CHAIRMAN  
& CEO**

Over 10 years experience in the mining and Technology industries. Raised first US\$200,000 at age 22 for a digital music platform, while in university. Chris created the Rocketmine brand, before selling to the Delta Drone Group. Holds an Accounting Degree and MBA from the University of Pretoria (GIBS), South Africa.



**PAUL  
WILLIAMSON**

**EXECUTIVE  
DIRECTOR & CFO**

Paul brings deep international experience and, finance, accounting and compliance rigor supported by strong tertiary qualifications. Initially working for big four professional services firm KPMG, Paul has more recently worked in ASX listed companies and is based in Perth, Western Australia, which is a core focus of growth for the Company.



**CHRISITAN  
VIGUIÉ**

**BOARD OF  
DIRECTORS**

A graduate of IEP Paris, Christian VIGUIÉ worked as a financial analyst before forming multiple financial reporting companies. He also served as CEO of the Unilog Group from 1998 to 2006, where he was responsible for relationships with the financial community. A member of the French Society of Financial Analysts, Christian VIGUIÉ serves as a professor at the Financial Analysis Training Center.



**NICOLAS  
CLERC**

**BOARD OF  
DIRECTORS**

Nicolas has an Advanced Degree in Accounting and Management and boasts 20 years of experience within accounting and audit firms. After working within several national and international firms, he became audit manager within a firm of about 60 people in the Auvergne-Rhône-Alpes region.

He joined the Delta Drone group in September 2017 as Group Administrative and Finance Director.



**CAMRON  
PFAFFEROTT**

**HEAD OF SALES &  
MARKETING: AFRICA**

Camron brings a wealth of enterprise and consumer marketing experience to the group, including B2B software sales and branding.

He holds a Bachelor of Commerce Degree (Marketing) from the University of Pretoria, as well as a MBA (GIBS), South Africa.



**EVAN  
MCKERN**

**GENERAL MANAGER:  
ROCKETMINE WA**

Evan is a mining engineer with over 20 years experience in the Australian mining industry, predominantly in underground gold and base metals. Evan co-founded Arvista in 2012 to provide aerial and miscellaneous surface and underground surveying services to the mining industry. Arvista was purchased by DLT in late 2021.



A green tractor pulling a large agricultural machine through a field of green crops at sunset. The sun is low on the horizon, creating a warm glow and long shadows. A small bird is visible in the sky.

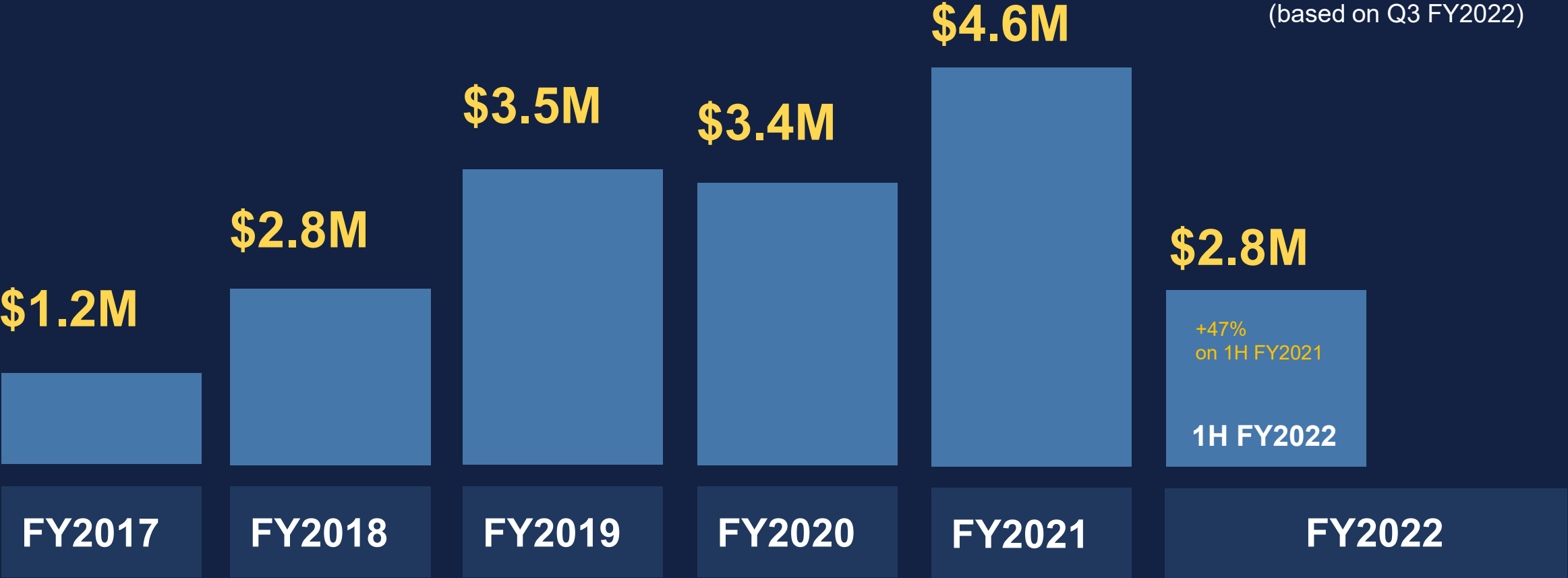
# Key Operating Metrics & Financials



# OUR GROWTH

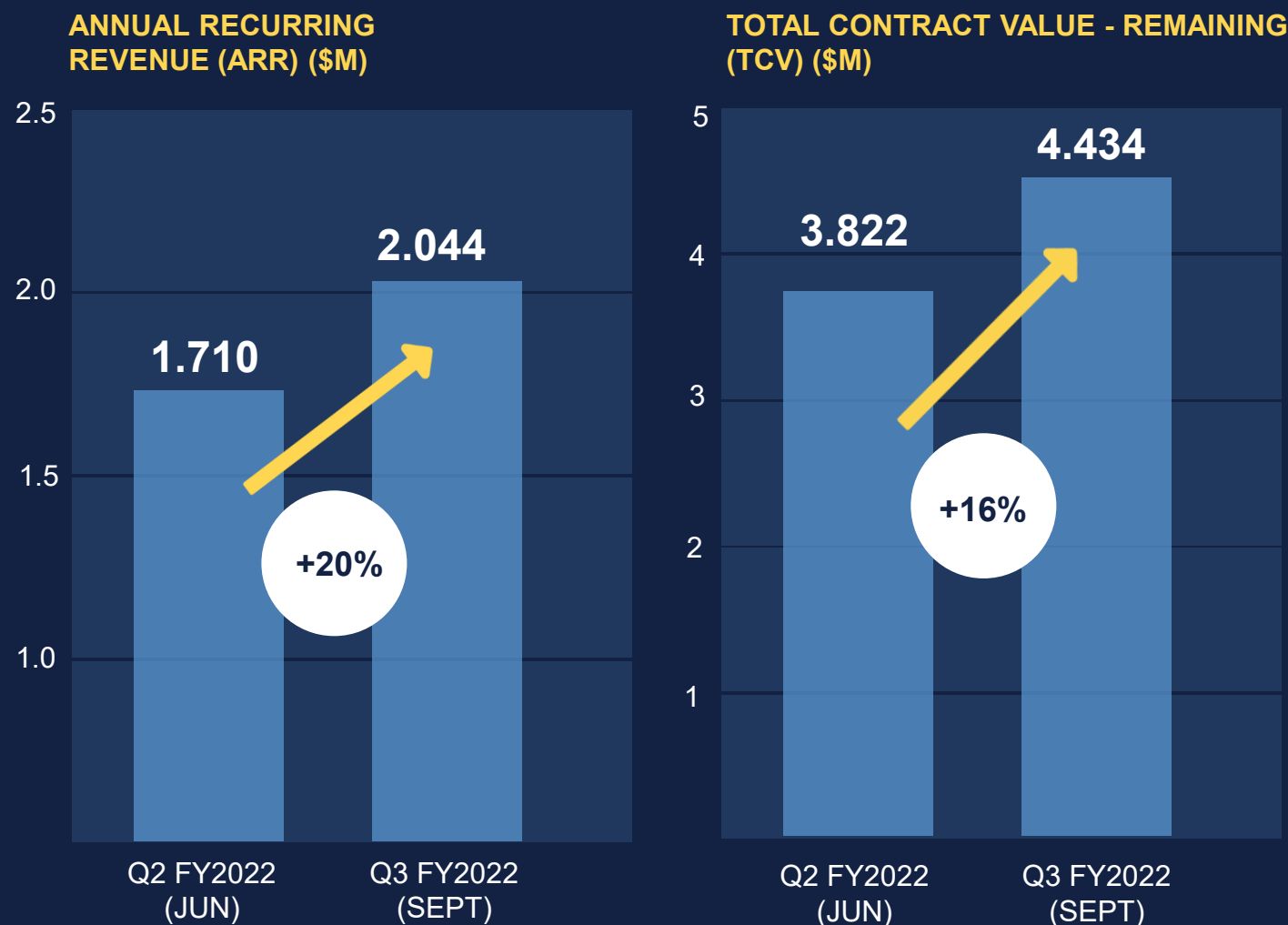
Revenue growth showing track record with Australian share increasing<sup>1</sup>

- ✓ 31% of total revenue is generated in Australia (based on Q3 FY2022)
- ✓ 40% of total revenue is multi year contracted revenue (based on Q3 FY2022)



<sup>1</sup> see December 31 financial year-end

# ARR | TCV – OUR GROWTH



**ARR:** revenue which is contracted and has a minimum original term of 12 months

**TCV:** total value of all remaining contracts (only contracts that had a minimum of 12 months original duration are included) and is net of monthly contract depletion (i.e. the revenue remaining to be collected until end of contract life)

ARR and TCV may be impacted by exchange rate fluctuations

## Growth in the June quarter driven by new contracts signed

- ✓ **Assmang Khumani Iron Ore** – South African 3-year contract

(TCV of \$880k and ARR of \$293k)

A leading South African iron ore miner

Material contract, see [ASX announcement](#) 27 July 2022

Smaller contracts signed during the quarter, individually not material

- ✓ **Seriti Energy** - 1-year contract addition (South Africa)

- ✓ **Multigeomatics** – ad-hoc agreement (Ghana)

## Post June Quarter-End

(data not included in the graphs)

- ✓ **Anglo American – Mogalakwena Platinum Mine** – South African 2-year contract (remaining)

(TCV of \$516k and ARR of \$258k)

A leading global miner listed on the JSE

Material contract, see [ASX announcement](#) 17 October 2022



# QUARTERLY RESULTS - HIGHLIGHTS

Q3 FY2022 (SEP)

## ARR AND TCV

- ✓ ARR - \$2.0m, up 20% on prior quarter (Q2 FY2022)
- ✓ TCV - \$4.4m, up 16% on prior quarter

## REVENUE & CASH

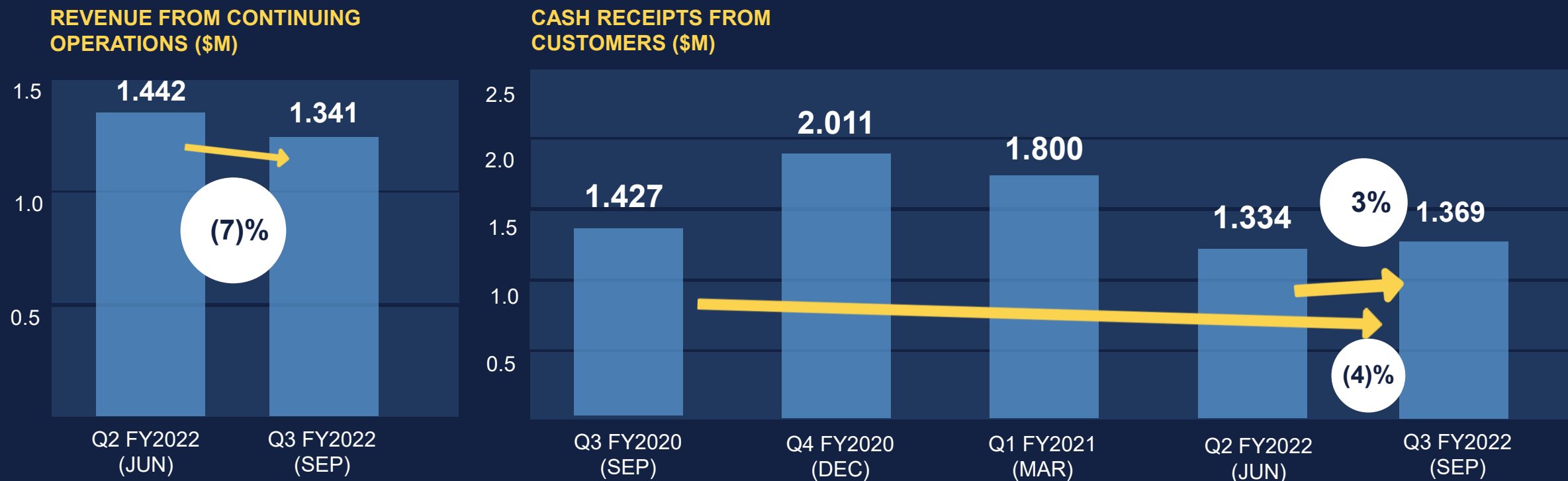
- ✓ Revenue - \$1.3m, down 7% on prior quarter
- ✓ Cash receipts - \$1.4m, up 3% on prior quarter  
(Revenue and Cash receipts are impacted by timing of collections and revenue recognition)
- ✓ Contracted annual recurring revenue (ARR) was 40% of total revenue
- ✓ Australian operations accounted for 31% of group revenue (trade)

## CONTRACTS SIGNED IN & POST Q3

- ✓ Assmang - Khumani Iron Ore (South Africa) 3-year contract (TCV \$880k / ARR \$293k), material contract  
(see ASX announcement 27 July 2022)
- ✓ Anglo American – Mogalakwena platinum mine (South Africa) 2-year contract (remaining), (TCV \$516k / ARR \$258k), material contract  
(see ASX announcement 17 October 2022)

# QUARTERLY RESULTS – REVENUE & CASH RECEIPTS

Q3 FY2022 (SEP)



- ✓ Revenues in Q3 FY2022 of \$1.341m, down 7% on prior quarter, due to a reduction of one-of revenue from project work in Australia and Africa
- ✓ Growing the ARR component of overall revenue is a focus of the Company when tendering its services
- ✓ Australian operations accounted for 31% of group revenue in the quarter (37% in Q2 FY2022)

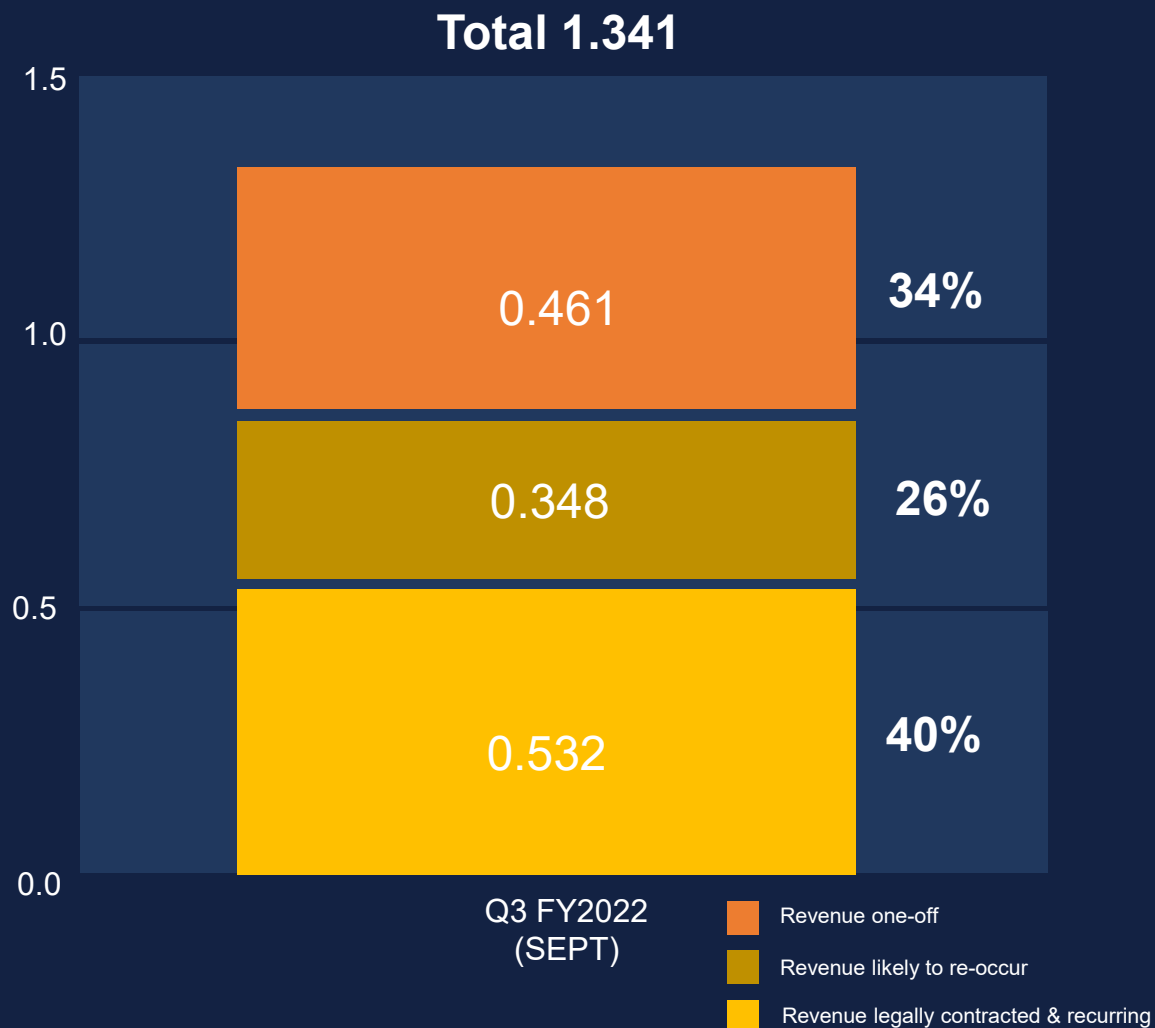
- ✓ Cash receipts in Q3 FY2022 of \$1.369, up 3% on prior quarter
- ✓ Cash receipts down 4% on same quarter in the prior year (Q3 FY2021 included ParaZero)
- ✓ Note: Cash receipts are impacted by timing of collections. Differences between cash receipts and revenue may occur due to the 1) cash collection cycle and 2) revenue recognition on contracts and projects including anniversary dates of when contracts started.



# REVENUE BREAKDOWN

REVENUE FROM CONTINUING  
OPERATIONS BY TYPE (\$m)

Q3 FY2022 (SEPT)



See ARR & TCV slide for definitions | Financial results are

**Contracted Annual Recurring  
Revenue (ARR) was 40%**  
of Total Revenue in Q3 FY2022 (Sept)

## Revenue types

- A) 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.
- B) 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.
- C) Revenue one-off: revenue which does not meet the above definitions (these are typically one-off short projects) **and can be an early indicator of new contract pipeline, leading to recurring revenue (TCV / ARR) in the future.**

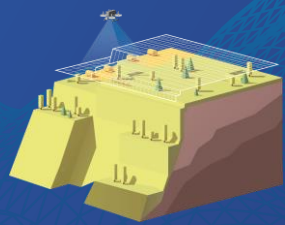


# Strategy, Industry & Growth Pathway





# GEOSPATIAL & AI DATA SOLUTIONS FROM MINE TO MILL & BEYOND



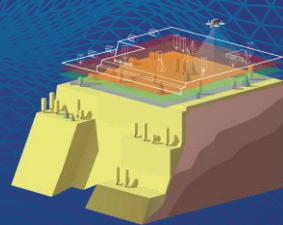
## ENVIRONMENTAL

- Pre & Post Disturbance Surveys
- Vegetation Health Monitoring
- Data for Environmental Reporting
- Landform Erosion Surveys



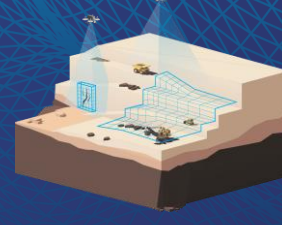
## EXPLORATION

- Topographic Survey & Imagery
- Drill-Hole Surveys
- Surface Feature Mapping



## SURVEY & PLANNING

- Mine Design Layout
- Stockpile Volumetrics
- 3-D Face Profiles



## GEOTECHNICAL

- AI Crack Detection
- Conformance Monitoring
- Pit Wall Monitoring & Mapping



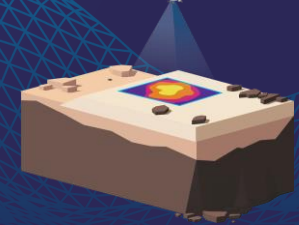
## DRILL & BLAST

- Fragmentation & Heave Analysis
- Burden Planning & Reporting
- Vibration Modelling



## INFRASTRUCTURE & CONSTRUCTION

- Asset Management & Inspections
- Progress Monitoring & Heat Map Conformance
- Digital Twins
- Thermal Inspection



## TAILINGS STORAGE MANAGEMENT

- Embankment Monitoring
- Thermal Leak Detection
- Deposition Analysis



# OUR VALUE ADD

We enable clients to **extract increased value** from their assets by **digitising operational sites daily** and **providing insights with precision and at speed**



Capture



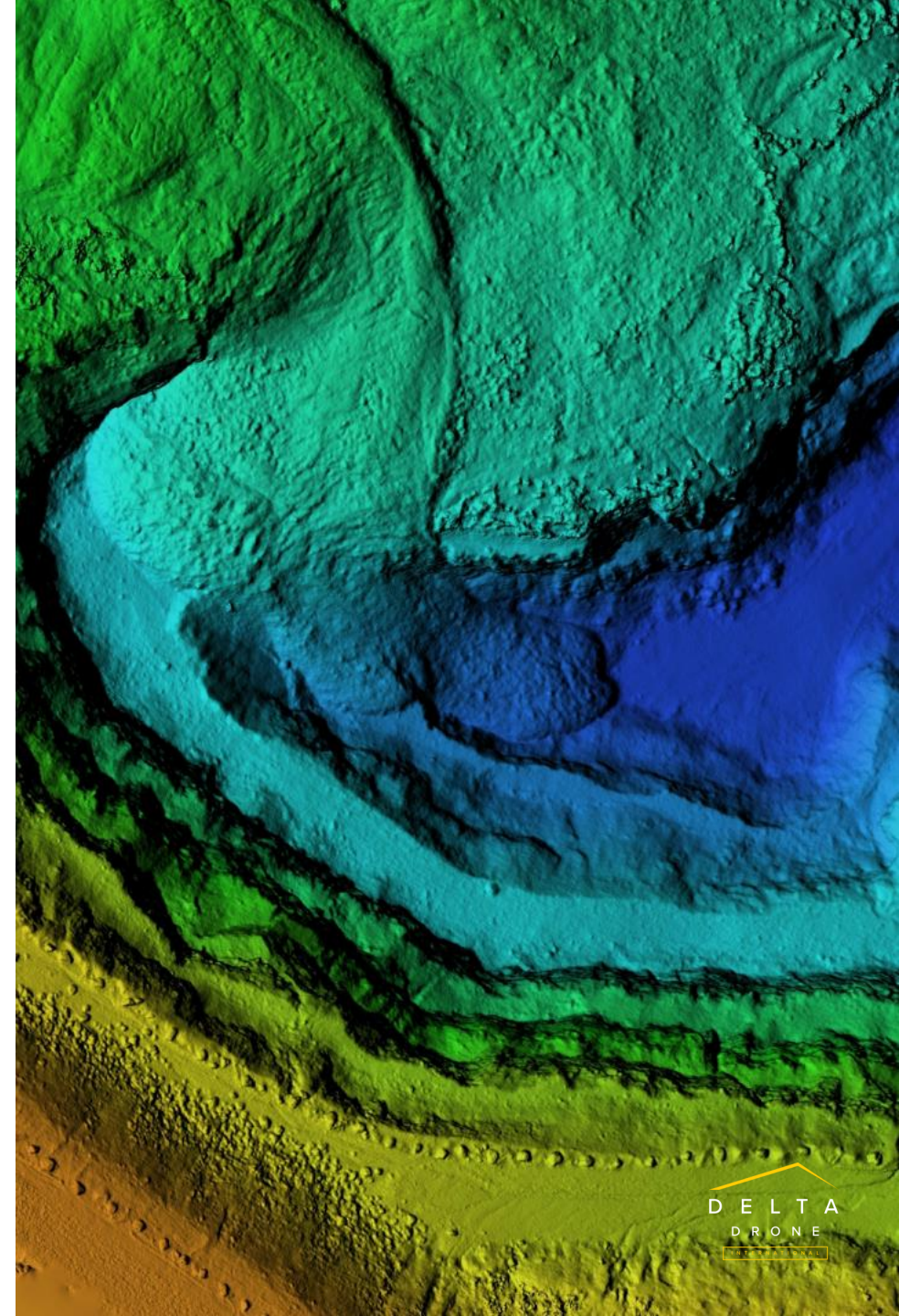
Detect & Define



Calculate & Quantify



Report





# OUR ADVANTAGE

What makes our business model so unique

## Long-Range Flight Capabilities



We are only a handful of providers to receive CASA BVLOS accreditation, which enables us to achieve large area acquisition & lower costs

## Higher Resolution Imagery



We provide higher resolution data (vs. manned aircraft & satellite solutions) within 24 hours of capture

## AI & Image Recognition



We've trained up AI models & detectors to detect safety issues or asset-valuation which the customer is looking for, saving time & manual processing

## Turning Pixels into Profit

Tracking detected assets & issues over time allows us to quantify the change

## Automated KPI Reports



As we collect, detect & quantify on a weekly or daily basis, we are then able to customise auto-generated KPI reports which can be integrated within current reporting systems

## Objective Reporting



Since we operate over the entire data supply value-chain, auditors & management can rely on our outputs to be more consistent over the long-term

## High-Frequency, High-Speed Data



Satellite-alternatives only pass over a particular area once per week, while manned aerial solutions may take a month. We can deploy immediately or within days

## Scalable Business Model



We deploy specialist drone pilots & semi-autonomous drones within a short-time period of receiving customer orders, allowing flexibility of capital structures

## Integrator Approach



Instead of developing software from scratch, we use software engineers to develop tools & macros to speed-up existing proven technology platforms

## Best Practice GIS & Survey Methodology

We employ a team of GIS experts, mining engineers & surveyors to ensure your data remains consistently accurate

## It's all about the PDF

While pictures & 3D models may be pretty, we understand the importance of reliable geospatial information to allow our customers to make faster & better decisions on a more frequent basis

1. Data Acquisition & Processing

2. Detection

3. Quantify

4. Reporting

# ADDRESSABLE MARKET

 **A\$ 520M**

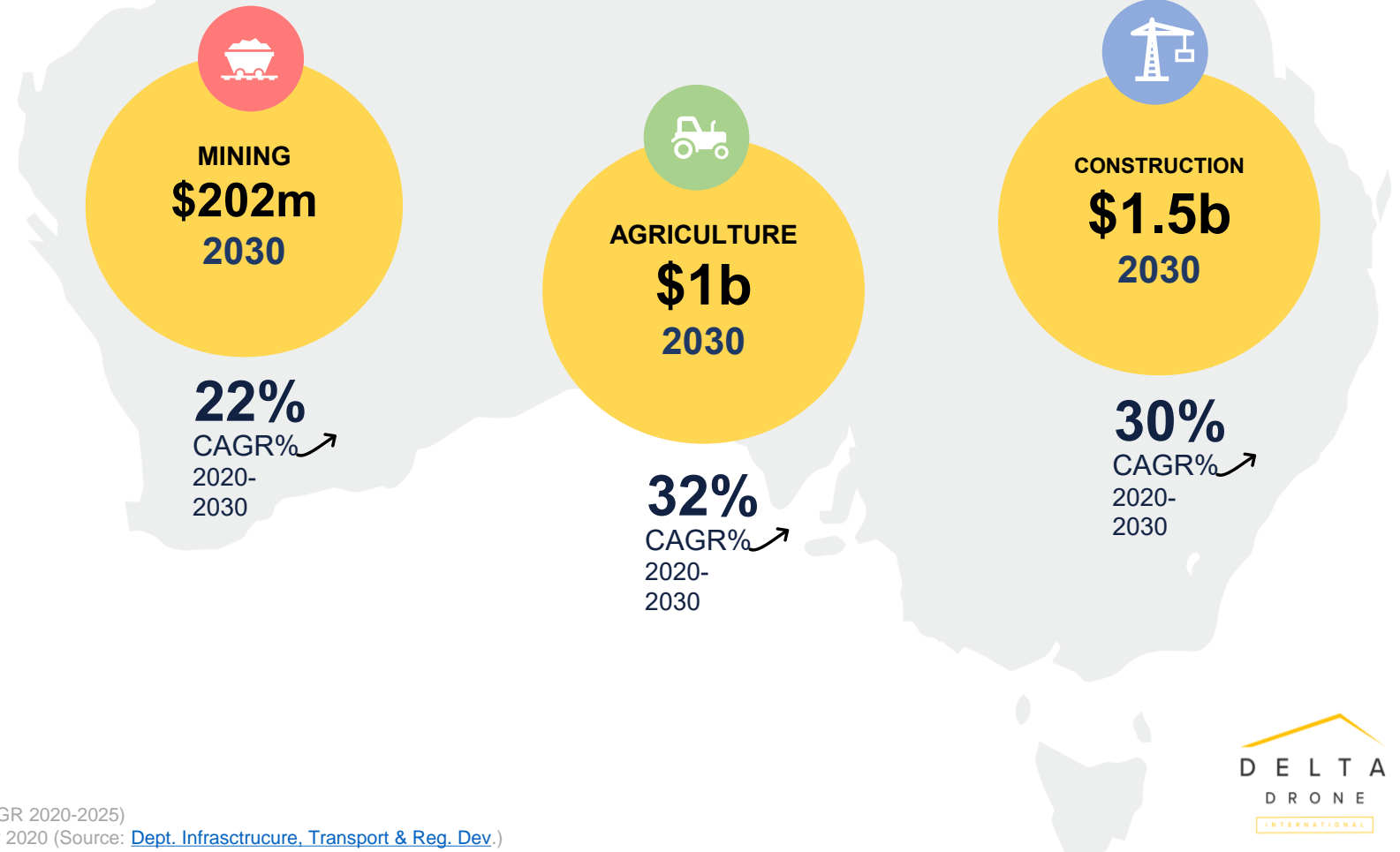
Total commercial drone services spend  
in Australia for 2022\*

✓ Strong Australian mining market  
with **high demand for tried-and-  
tested tech-services** that lower  
operating costs

✓ Continuous adoption of  
**precision farming technology  
& techniques** which rely on  
high-resolution drone data to  
lower operating costs

## Market Size

by use-case



Reference:

- [Drone Industry Insights](#) – Australia Report, November 2020 (\*Estimated – 14.5% CAGR 2020-2025)
- Deloitte Access Economics Report, Economic Benefit of Drones in Australia, October 2020 (Source: [Dept. Infrastructure, Transport & Reg. Dev.](#))



# GROWTH PATHWAY

Our focus coming into calendar 2023

## BUSINESS MODEL



- ✓ Australia business:
  - Implement new operating model (moving projects to multi-year contracts)
  - Improve margins (Arvista acquired late 2021)
- ✓ Value add service offering and value chain (data processing)
- ✓ Unlock value from unique BVLOS\* license longer range capability
- ✓ Expand the Agricultural service offering in Australia

## CORPORATE & OPEX COSTS



- ✓ Initiatives that bring us closer to break-even
- ✓ Continue to reduce corporate overheads, fees & consulting (board level completed)
- ✓ Incentivise through non-cash mechanisms
- ✓ Improve operational process flows (data capture and processing)
- ✓ Investigate debt-sourced funding for operational 'growth' purposes:
  - Scaling new contracts
  - Hardware purchases to further develop a value added client offering (to complement licensed software)

## CUSTOMER GROWTH



- ✓ Calendar 2022 to date has shown a track record of growth which is a function of our strong offering with tier-1 and tier-2 mining client wins
- ✓ Pipeline growing with strong opportunity in Australia and Africa

## ACQUISITIONS



- ✓ Pursue opportunities that add value to our business, help us build further economies of scale
- ✓ Industries: mining & agriculture
- ✓ Locations that add value to our business



## Contact

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