



*Image: DroneSentry-X C-UxS detect and defeat system on an airfield*

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# Artificial Intelligence For Multi-Mission C-UxS

1Q 2025 Quarterly Results Investor Presentation

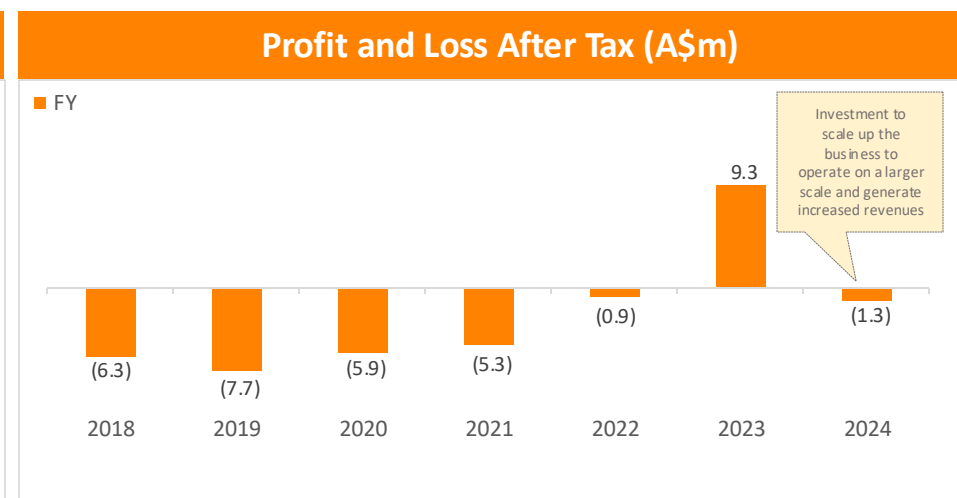
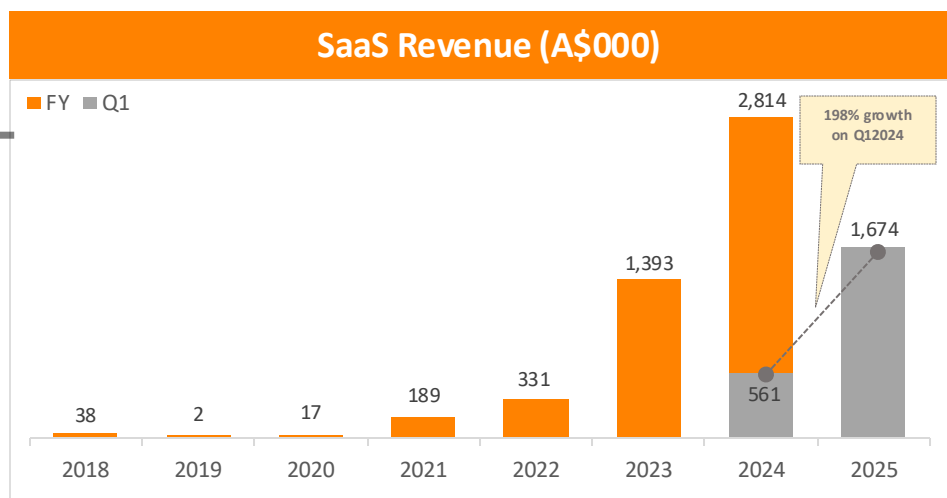
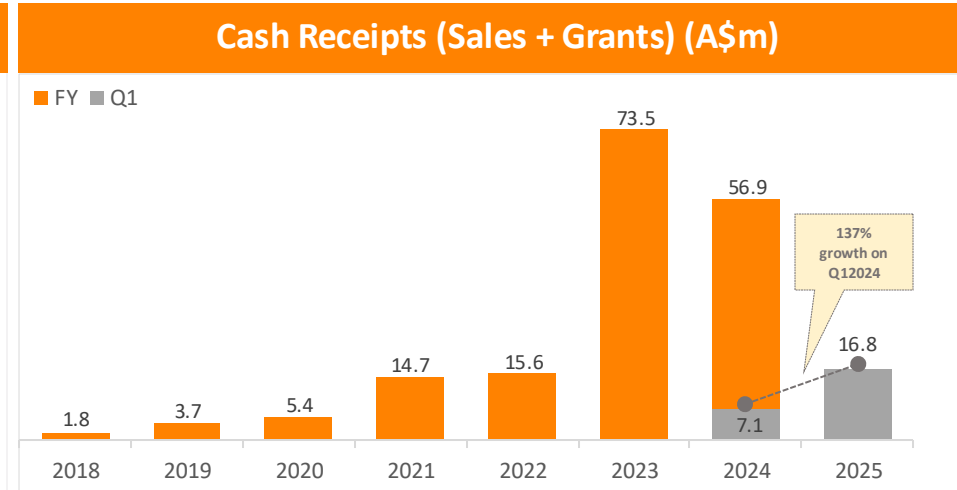
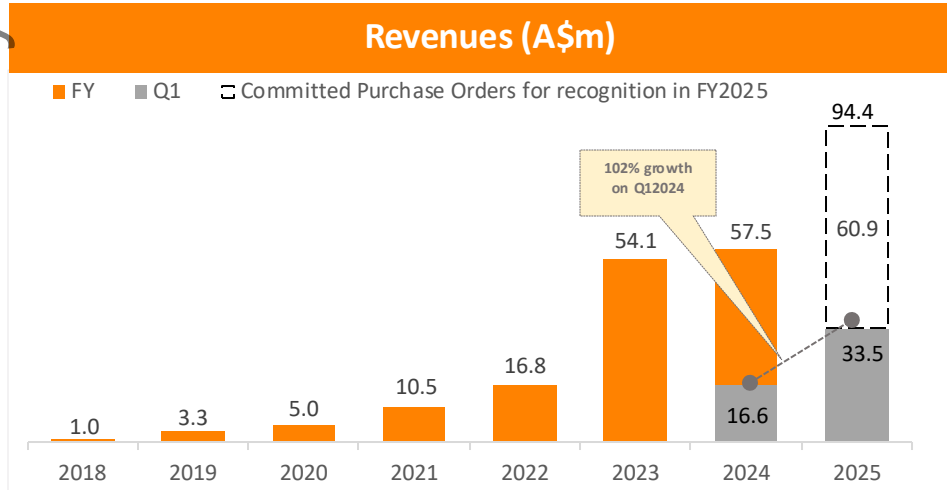
April 2025

# Surge in C-UAS Demand Globally (December YE)



1Q2025 showing revenues up 102% and cash receipts up 135% (compared to 1Q24). SaaS revenue is up 198%. The difference between revenues and cash receipts is mostly due to several 1Q deliveries having payments due in 2Q.

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Committed Revenues are as at 14 April 2025

YTD 2025 results are preliminary estimates. The audited results are due in February 2026, as part of the 2025 Annual Report

# Accelerating the Business



Strong start to 2025 across all key areas of the business

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- **1Q2025 revenue of \$33.5 million** (1Q2024 revenue: \$16.6 million)
  - **Highest revenue quarter in DroneShield history to date**
  - **102% growth** QoQ vs 1Q24
  - **\$94.4 million of revenue already either received or under committed POs** for 2025 delivery, with majority of the year still to go (entire FY24 revenue was \$57.5m, itself an all time record)
  - For clarity, any new POs announced from now, will be in addition to the \$94.4 million (as that amount only includes POs up to 14 April 2025)
- **1Q2025 cash receipts of \$16.7 million** (1Q2024 cash receipts: \$7.1 million)
  - **135% growth** QoQ vs 1Q24
  - Payments are generally made within the same or next quarter after delivery
- 1Q2025 **SaaS revenues of \$1.67 million, up 198%** (1Q2024 SaaS Revenue: \$561k)
  - Expected to surge significantly from 2026 when the next generation products are introduced
- Significant **cash balance of \$196.6 million** (\$196.8 million as at 14 April 2025)
  - Allows for ongoing investment in the business to enable growth in a rapidly changing C-UxS sector, attracting high calibre employees, considering value-add acquisitions and allowing long term planning



Image: The Hon Richard Marles, the Deputy Prime Minister of Australia and Minister for Defence, at the DroneShield stand at Avalon Airshow 2025

# Accelerating the Business (continued)



Rapid push into technology innovation and higher sales cadence, supported by efficient operational processes and robust systems infrastructure

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- Current team of 306 staff includes **217 engineers** for driving the AI technology development
  - 330 staff planned by mid-2025
- Robust **pipeline of \$1.6 billion<sup>1</sup>** (as of April 2025)
  - Corresponds to defined opportunities with current visibility in 2025 and 2026
  - Diverse pipeline across geographies, customers, products and stages of maturity of the deals (refer to slide 6)
- Expansion of DroneShield's Sydney facility and its supply chain network, enabling the **manufacturing capacity** to support up to **\$500 million in annual revenue**



Image: Formal opening of the DroneShield expanded Sydney facility with The Hon Pat Conroy MP, Minister for Defence Industry and Capability Delivery, March 2025




<sup>1</sup> There is no assurance that any of the Company's sales opportunities will result in sales

# DroneShield Solutions Today: Market Pioneer in C-UAS Technology at the Forefront of Innovation



Complete Multi-Mission Counter-Drone Arsenal with the Best Product for Every Scenario

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Dismounted Defeat	Dismounted Detection	On-The-Move/Fixed Site	
<p><b>DroneGuns</b></p> 	<p><b>RfPatrol Mk2</b></p> 	<p><b>DroneSentry</b></p>  <p>Integrated Systems      DRO Products      Third party sensors</p>	

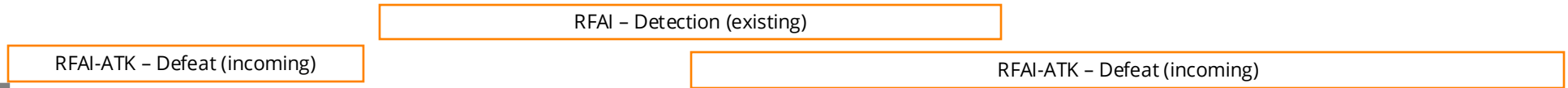
2024 Hardware Revenue

47%  
Best selling product



34%  
% expected to stay stable

19%  
% expected to rise, with rollout of new gen DroneSentry systems. Fixed sites are a smaller market at present. This is expected to rise as defence bases, airports, prisons etc commence adoption

## AI Engine Subscriptions (SaaS basis)



## Command-and-Control Systems (SaaS basis)

 <p><b>DroneSentry-C2 Tactical</b></p> <ul style="list-style-type: none"> <li>Launched December 2023</li> <li>"Light" C2 software for handheld and on-the-move applications, including RfPatrol and DroneSentry-X</li> <li>Able to manage multiple sensors and effectors</li> </ul>	 <p><b>DroneSentry-C2</b></p> <ul style="list-style-type: none"> <li>SFAI Sensor Fusion Engine</li> <li>DroneOptID Computer Vision solution</li> <li>On-Prem or Cloud</li> </ul>
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SFAI - Sensor Fusion (existing)

# Sales Pipeline at \$1.6bn (as of April 2025)



Diverse pipeline across geographies, customers, products and stages of maturity of the deals

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USA

## \$428m / 102 projects

- Tariffs are substantially a pass-through due to differentiated nature of DRO products
- 20-person office in Virginia, supported by distributors
- 22% of received YTD revenue



Europe

## \$503m / 57 projects

- 3 on the ground senior personnel in Europe
- Seeking to establish EU manufacturing/display/sales hub due to rapidly rising demand
- 24% of received YTD revenue



United Kingdom

## \$20m / 4 projects

- Sales associated with BT partnership
- Primarily Ministry of Defence focused
- 10% of received YTD revenue



Australia

## \$68m / 17 projects

- Execution continues on the \$10m, 2-year DoD contract, with further larger contracts expected on its renewal in mid 2025
- DRO well positioned on Australian sovereign industrial capability, such as for LAND156
- Sub 1% of received YTD revenue



Asia (excl China)

## \$534m / 21 projects

- Rapidly emerging segment with multiple Governments accelerating their response to the Chinese drone threat
- 23% of received YTD revenue



Other

## \$91m / 54 projects

- On the ground sales staff in Mexico and UAE, supported by distributors
- 20% of received YTD revenue (Middle East at 16% and LATAM/South America at 4%)

Notes: The pipeline includes existing defined sales opportunities at various stages of maturity  
The opportunities are unweighted for probability

Quoted in AUD at current FX midrates  
There is no assurance that any of the Company's sales opportunities will result in sales



# Thank you

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DRONESHIELD

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**A**

APPENDICES

**Other Information**

# The Changing Landscape of Warfare



Technology in warfare is advancing rapidly, making it crucial to stay at the cutting edge to maintain military superiority

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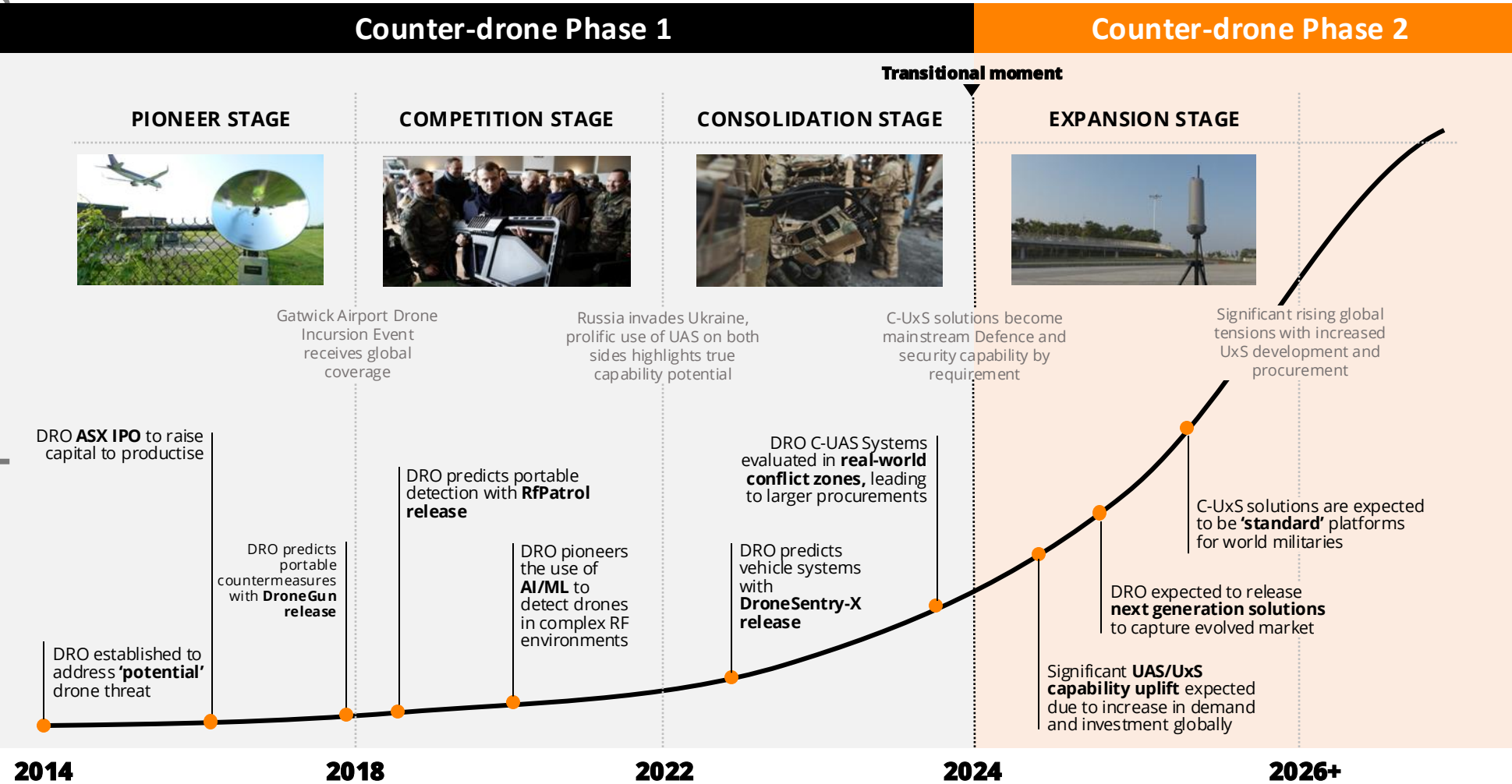
<b>Role of Technology in Modern Warfare</b>	<ul style="list-style-type: none"><li>Advanced technology is crucial for maintaining military superiority – the integration of sophisticated systems enhances operational capabilities and strategic positioning during conflicts</li><li>Demand for smart electronic warfare technologies to jam, degrade, disrupt or neutralise adversary capabilities are rapidly growing and are an essential part of modern warfare</li><li>Modern militaries are investing heavily in electronic countermeasures to protect their systems from enemy interference and attacks</li></ul>
<b>Artificial intelligence in Warfare</b>	<ul style="list-style-type: none"><li>AI systems are transforming the character of warfare by making it faster, more precise and less reliant on human decision making</li><li>AI systems are increasingly being used to autonomously identify and engage targets while minimising collateral damage</li><li>As AI becomes more sophisticated, its integration into military operations will only deepen, necessitating advanced countermeasures</li></ul>
<b>Drone Warfare and C-UxS Systems</b>	<ul style="list-style-type: none"><li>Drone warfare is rapidly evolving, with drones becoming more autonomous, versatile and capable of performing complex missions</li><li>The arms race between drone technology and counter-unmanned systems (<b>C-UxS</b>) is intensifying, driving the need for next generation R&amp;D</li></ul>
<b>The AI Arms Race</b>	<ul style="list-style-type: none"><li>“AI begets AI”: once one military adopts AI technology, others must follow to maintain parity, leading to an accelerating arms race</li><li>Many methods employed today in modern military operations did not exist two to five years ago</li></ul>
<b>DRO's Contribution</b>	<ul style="list-style-type: none"><li>DRO is at the forefront of current generation C-UxS, and developing next generation counter drone systems underpinned by cutting-edge proprietary AI-based software</li><li>Its market leading position, unique C-UxS engineering experience and unparalleled insights on industry dynamics effectively position DRO to capitalise on the expanding R&amp;D pipeline</li></ul>

# DroneShield: A Decade of Prediction, Execution and Agility



DroneShield is utilising its current leadership role in the sector to lead the next phase of evolution in C-UxS technology, driven by rapid advances in drone technology

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# Technology Roadmap: Accelerated Development of New Products & Software Capabilities



Expansion of DRO solution pipeline will accelerate towards a SaaS based revenue model and further increase gross margins

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## Opportunity

- Next-generation R&D is critical for C-UxS systems to continuously evolve and detect, track and neutralise increasingly sophisticated drone threats
- DRO is at the forefront of developing next generation counter drone systems underpinned by cutting-edge proprietary AI-based software
- Its market leading position, unique C-UxS engineering experience and unparalleled insights on industry dynamics effectively position DRO to capitalise on the expanding R&D pipeline

## Approach

To further entrench DRO's market leading position the company's strategy is to:

1. **Accelerate Next-Generation Products**
  - Bringing forward the development of next generation C-UxS solutions including RfPatrol Mk3, DroneGun Mk5, NextGen DroneSentry-C2. Benefits include:
    - Enhanced capabilities meeting customer needs to drive increased adoption
    - AI enabled software to drive gross margin expansion
2. **Launch New Products** - Development of new products including C-UxS Marine and Multi-sensor C-UxS vehicle system to address emerging customer needs and open up new markets
3. **Evolve AI Capability** - Development of next generation AI driven software and infrastructure to be deployed across all DRO solutions

## Outcome

The primary focus of investment will be to further develop DRO AI software engine and integrated hardware systems.

- Expected to result in **multiple software subscription-based products** across all of DRO solutions, for detection and defeat
- Expected **increased pricing and unit economics**, reflecting additional functionality
- Assists for DRO solutions to be **ready to meet the challenges of the next generation of UxS threats**

# How a Counter-drone System Works



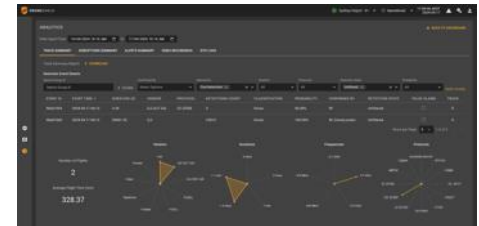
DRO performs all steps of the process

## Step 1

## Step 2

## Step 3

## Step 4



Bespoke sensor solutions provide optimal **Detection** and **Identification** of UAS threats

Machine Learning and AI based detection and classification software is used to undertake near-real time tracking and **assessment** of drones and UAS threats

**Respond** / defeat technologies offer solutions for the controlled management of UAS threats

**Review** by visualising event data and recorded information to harden systems and procedures against future threats

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# DRO "Secret Sauce"



C-UxS pioneer, full in-house suite of multi-mission products, culture of innovation and deep channels to market

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## Market leading, differentiated AI technology



All hardware (except radar and camera) developed and made in-house (with outsourced manufacturing to DRO's specifications for large batches)



All SaaS software, including AI engines for RF sensors, cameras, sensorfusion and EW work, done in-house



217 world class in-house hardware and software engineers (out of a team of 306)

## Global pioneer with strong team and brand



The original counter-drone pioneer, with a strong global brand and reputation for innovation and quality



Experienced in-house sales team (complemented by global distributor network)

## Complete product, integration and geographic coverage



Body-worn, vehicle/ship and fixed site systems



Integrator and sensor maker – integrating 3rd party sensors/actuators, and have its sensors integrated into larger systems



Global presence in around 70 countries via experienced and trained distributor network



Mature technology development roadmap, ensuring solutions adapt to counterdrone market shifts

## Numerous other differentiators



Substantial and growing in-house AI databases for RF, sensorfusion and optical/thermal AI



Deep sales pipeline and relationships with end users and channel partners, following multi-year nurturing and growth







Security clearances, certifications, NATO Stock Numbers, Non-ITAR solutions

# Counter-drone Detection Solutions



DRO uses multi-sensor drone detection for optimal results, unaffected by time of day or weather

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	Radio Frequency	Radar*	Cameras*	Acoustic*
<b>Imagery</b>				
<b>Overview</b>	<ul style="list-style-type: none"> <li>Foundational layer</li> <li>Detects drone comms protocols (via conventional RF library or an AI engine)</li> </ul>	<ul style="list-style-type: none"> <li>Motion tracker - emits signals which are then reflected back to the radar by targets</li> </ul>	<ul style="list-style-type: none"> <li>Electro-Optical (EO), Infrared (IR) and Thermal</li> <li>Video analytics and image capture identification of drone activity</li> </ul>	<ul style="list-style-type: none"> <li>Compares noise of drone blades or motor to a database of acoustic signatures</li> </ul>
<b>Advantages</b>	<ul style="list-style-type: none"> <li>No interference with other sensors</li> <li>Tracks multiple targets</li> <li>Passive – cannot be “seen”</li> <li>Low false alarm rate</li> <li>Direction-finding capability</li> <li>Long ranges</li> <li>Cost effective</li> </ul>	<ul style="list-style-type: none"> <li>Picks up drones without RF emissions</li> <li>Tracks multiple targets</li> </ul>	<ul style="list-style-type: none"> <li>Best used for verification, classification and tracking of a target detected by other sensors</li> <li>Potential identification of payloads</li> <li>Provides “eye on target”</li> </ul>	<ul style="list-style-type: none"> <li>Passive, cost effective</li> <li>Supporting sensor, filling gaps from other sensors</li> </ul>
<b>Disadvantages</b>	<ul style="list-style-type: none"> <li>Doesn’t pick up RF-silent drones</li> <li>Requires firmware updates</li> </ul>	<ul style="list-style-type: none"> <li>False alarms (birds etc)</li> <li>Is “seen” as emits energy</li> <li>Longer range detection is expensive</li> <li>Struggles with hovering drones</li> </ul>	<ul style="list-style-type: none"> <li>Not well suited for detection on its own due to field-of-view vs distance trade-off</li> <li>Short ranges</li> </ul>	<ul style="list-style-type: none"> <li>Short range</li> <li>False alarms</li> <li>Cannot locate or track</li> <li>Requires signature database updates</li> </ul>

\* Third party hardware, integrated into DRO combined multi-sensor solution, with differentiated offering via AI-powered software layers

# Counter-drone Defeat Solutions



DRO uses smart jamming which has advantages over other technologies, particularly, in its use across civil and military applications, and does not compete against large Defence Primes

Traditionally a Defence Prime area, however new tech solutions emerging, e.g. Epirus and AIM Defence



	Smart Jamming	Spoofing/Cyber/ Protocol Manipulation	Counter-Drone Drones	Projectile Fire Kinetic Systems	Directed Energy (Laser or Microwave)
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<b>Overview</b>	<ul style="list-style-type: none"> <li>Radio waves force a drone to fly back, hover, or land</li> </ul>	<ul style="list-style-type: none"> <li>Hijacks the control of a drone</li> </ul>	<ul style="list-style-type: none"> <li>"Kamikaze" or "catching" drones</li> </ul>	<ul style="list-style-type: none"> <li>Remote weapons systems shoot down drones</li> </ul>	<ul style="list-style-type: none"> <li>Lasers and high-power microwave systems "dazzle" or destroy a drone</li> </ul>
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<b>Advantages</b>	<ul style="list-style-type: none"> <li>Universal effectiveness, including against "autonomous drones" flying via GNSS/satellite waypoint navigation</li> <li>360-degree defeat coverage</li> <li>Effective against swarms</li> <li>Civil and military environments</li> </ul>	<ul style="list-style-type: none"> <li>Allows for the re-routing and re-direction of malicious drone flight paths</li> <li>Applications in both civil and military environments</li> </ul>	<ul style="list-style-type: none"> <li>"Catching" the drone is available to a wider range of customers</li> </ul>	<ul style="list-style-type: none"> <li>Effective against Govt-grade drones</li> <li>Established technology for military operations</li> </ul>	<ul style="list-style-type: none"> <li>Effective against Govt-grade drones</li> <li>Systems can be mounted on naval vessels for complex defence systems</li> </ul>
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<b>Disadvantages</b>	<ul style="list-style-type: none"> <li>Potential for collateral interference (for a "dirty" jammer)</li> </ul>	<ul style="list-style-type: none"> <li>Not effective against all drones</li> <li>Higher chance of collateral damage</li> <li>30-90sec per drone to engage, can't engage multiple drones at same time</li> </ul>	<ul style="list-style-type: none"> <li>Generally slow to deploy</li> <li>Not effective against swarms</li> </ul>	<ul style="list-style-type: none"> <li>Collateral damage</li> <li>Unsuitable for use in a civil environment</li> </ul>	<ul style="list-style-type: none"> <li>In early stages</li> <li>Only available for military applications</li> </ul>
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# Leading Technology Utilising Exceptional Market Intelligence



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Origin									
Integrator	✓	✓	✓	✓	✓	-	✓	-	-
<b>DETECT</b>									
Dismounted	✓	-	-	✓	-	-	✓	-	✓
Vehicle	✓	✓	✓	-	-	-	✓	✓	✓
Fixed Site	✓	✓	✓	-	✓	-	✓	✓	✓
<b>DEFEAT</b>									
Dismounted	✓	-	-	✓	✓	✓	✓	-	✓
Vehicle	✓	✓	-	-	-	-	✓	✓	✓
Fixed Site	✓	✓	-	✓	-	-	✓	✓	✓

**COMMENTARY**

<b>Platform information</b>	<ul style="list-style-type: none"> <li>✓ Integrator via its Lattice platform</li> <li>✓ Recently introduced Pulsar RF system</li> </ul>	<ul style="list-style-type: none"> <li>• Substantially an integrator</li> <li>• Acquired AVT, a smaller integrator</li> </ul>	<ul style="list-style-type: none"> <li>• Roll up by Texas-based PE Highlander Partners of Liteye, Black Sage and Radio Hill (in Feb 24)</li> <li>• Integrator/C2 supplier, and handheld disruptors</li> </ul>	<ul style="list-style-type: none"> <li>• Acquired by Axon in 2024</li> <li>• Focus on law enforcement</li> <li>• Acquired Aerial Armor in 2023</li> </ul>	<ul style="list-style-type: none"> <li>• Handheld Dronekiller jammer gun</li> <li>• Lacks a full product suite</li> </ul>	<ul style="list-style-type: none"> <li>• Lower performance vs DRO</li> <li>• European customer focus</li> <li>• Defeat is on-the-body, creating potential issues</li> <li>• Acquired by Bridgepoint in June 2024</li> </ul>	<ul style="list-style-type: none"> <li>• In Nov 2024, announced for AeroVironment to acquire BlueHalo for US\$4.1bn, due to close 1H25</li> <li>• RF detect-and-defeat (via Citadel purchase)</li> <li>• LOCUST laser defeat</li> <li>• Acquired Verus Mar 23</li> </ul>	<ul style="list-style-type: none"> <li>• European focussed competitor, lower performing technologies</li> </ul>	<ul style="list-style-type: none"> <li>• Protocol manipulation - similar legal restrictions to jamming, less reliability, no swarm protection</li> </ul>
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- ✓ Most extensive product range from handheld to fixed-site solutions
- ✓ Large IP portfolio and robust AI capabilities
- ✓ Battle-tested, superior performance
- ✓ The only publicly listed pure-play C-UAS company in the world

Note: Competitor analysis based on publicly available information. Excludes Russian, Iranian and Chinese systems

# Geopolitical Environment Providing Market Tailwinds



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- Increased expenditure by Western Governments in response to small drones being used in virtually all conflicts globally and rising geopolitical tensions
  - Ongoing extensive use of small drones on both sides in the Ukraine-Russia war
  - NATO members bordering Russia reported to be considering a “drone wall”<sup>1</sup>
  - Iran’s recent attack on Israel reportedly using over 100 drones<sup>2</sup>
  - US DoD authorised 2024 budget of over US\$840bn, a record peacetime amount<sup>3</sup>
  - Counterdrone identified as one of 17 key priority spend areas for the US DoD, despite the overall budget cuts.<sup>4</sup>
  - A further US\$400m added to the US DoD budget for counterdrone solutions specifically<sup>5</sup>,
  - Poland has announced a record 2025 Defence budget at 5% of GDP<sup>6</sup>
  - Australia setting the current year Defence budget to \$53bn, with annual Defence spending almost doubling over the next ten years to \$100 billion in the financial year 2033-34, reflecting global uncertainty and tensions and ongoing priority on spending locally<sup>7</sup> - LAND156 counter-UxS program procurement currently under way
- Record Defence and Security budgets, combined with a demonstrated use of drones in conflicts worldwide for payload delivery, directing artillery strikes, collecting field intelligence and general use<sup>8</sup>, has put increasing focus on both drone and counterdrone systems for all major militaries
- DRO products have been acquired by US DoD as well as European NATO countries (winning the NATO Framework Agreement in April 2024<sup>9</sup>), and based in Australia and US, hence well positioned to supply to Western allies
- Drones used in terrorism, such as in the attempted assassination of Donald Trump in July 2024<sup>10</sup>
- Combined, these factors are expected to lead to meaningful and consistent order flow for DRO across the near and medium term
- Tariffs and trade frictions are adding to current volatility. 145% current tariffs on Chinese imports into the US is likely to create significant interference with the US supply chain, at least in the short term



Iranian Shahed drones used by the Russian military

1 <https://www.barrons.com/news/nato-members-bordering-russia-to-build-drone-wall-lithuania-4e963ecf>  
2 <https://www.reuters.com/world/middle-east/iran-launches-drone-attack-israel-expected-unfold-over-hours-2024-04-13/>  
3 [https://www.armed-services.senate.gov/imo/media/doc/fy24\\_ndaa\\_conference\\_executive\\_summary1.pdf](https://www.armed-services.senate.gov/imo/media/doc/fy24_ndaa_conference_executive_summary1.pdf)  
4 <https://www.npr.org/2025/02/20/nx-s1-5303947/hegseth-trump-defense-spending-cuts>  
5 <https://www.appropriations.senate.gov/news/majority/bill-summary-defense-fiscal-year-2025-appropriations-bill#:~:text=Weapons:%20The%20bill%20continues%20to,government%20downed%20ammunition%20production%20facilities>  
6 <https://www.armyrecognition.com/news/army-news/army-news-2024/preparing-for-war-poland-to-increase-military-spending-to-5-of-gdp>  
7 <https://www.minister.defence.gov.au/speeches/2024-04-17/launch-national-defence-strategy-and-integrated-investment-program>  
8 <https://www.reuters.com/graphics/UKRAINE-CRISIS/DRONES/dwpkeyjwkpml/>  
9 <https://cdn-api.marktdigital.com/apiman-gateway/ASX/asx-research/1.0/file/2924-02796283-2A1518023&v=4015c7b87631faf94ecd96975272ff9ad5cb14c3>  
12 <https://www.wsj.com/politics/national-security/trump-gunman-flew-drone-over-rally-site-hours-before-attempted-assassination-2d0e2e1a>

# Counter-Drone Solutions Across Military & Civilian Sectors



The Rapid Proliferation of Drones has Escalated the Potential for Disruptive Incidents

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Payload Delivery



Intel Gathering



Swarms



Nuisance Activity



Cyber Attacks

Commercial Airspace



Deepening the Demand for Robust Countermeasures, Positions DRO for Sector-wide Market Capture with its Sophisticated, Proprietary C-UAS Solutions

Growing Counter-Drone Applications Across End Markets

Military



Government Facilities



Law Enforcement



Protective Details



Airports



Stadiums



Commercial Venues



Energy Production



High Profile Events



Shipping / LNG Ports



Rescue / Fire Response



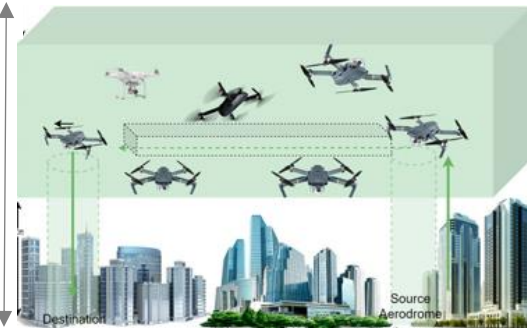
Correctional Facilities



UAM Corridor



Low-Level Airspace

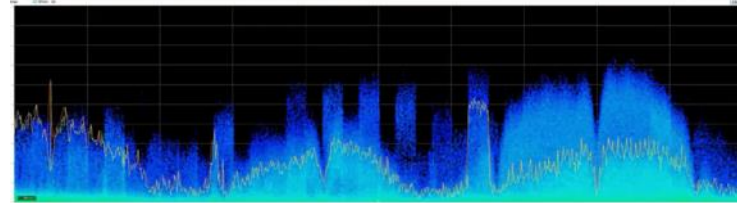
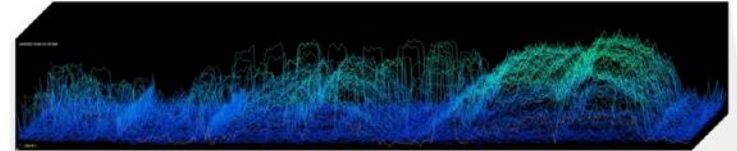


# Artificial Intelligence in Electronic Warfare



DRO is favourably exposed to the fast-growing Electronic Warfare business segment

- **Electronic warfare (EW)** is any action involving the use of the electromagnetic spectrum (EM spectrum) or directed energy to control the spectrum, attack an enemy, or impede enemy assaults
- The purpose of electronic warfare is to deny the opponent the advantage of - and ensure friendly unimpeded access to - the EM spectrum
- Demand for smart EW technologies to jam, degrade, disrupt or neutralise an adversary capability are rapidly growing and are an essential part of modern warfare
- Given the overlap with DRO's counter-drone AI technology and the minimal Australian based competition in EW technology, DRO is well positioned to grow in this area
- In July 2023, DRO received a \$9.9 million, 2-year R&D contract with the Australian Department of Defence
- Additional, and larger, contracts are expected based on customer discussions, as DRO builds up its AI capabilities in the EW and Signals Intelligence arena



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# A Global Company



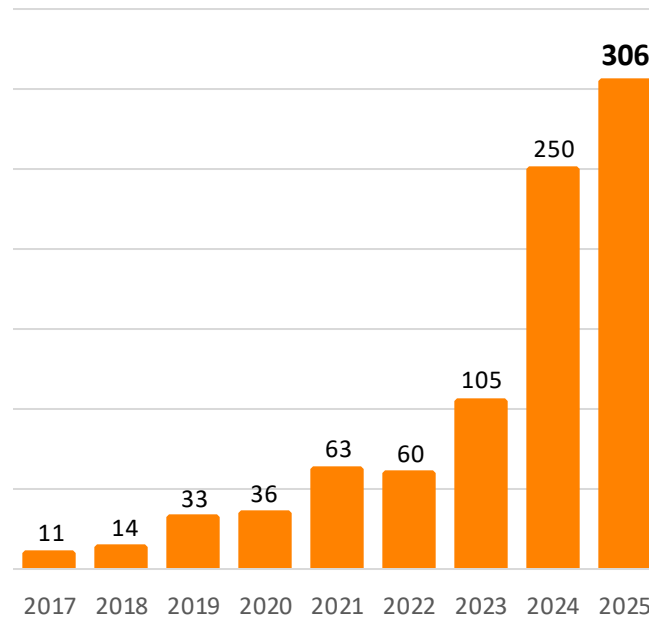
DroneShield is a significantly larger business today with 306 staff, up from 11 in 2017

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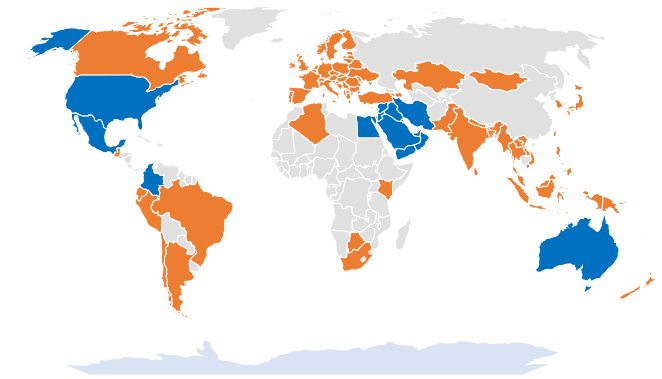
## DroneShield's Rapid Transformation

- **2017:** Employed 11 staff, focused on early product launches and initial sales
- **2018-2019:** Staff-growth to focus on product launches and broadening partnerships
- **2020-2022:** Additional engineers hired to execute on product roadmap strategy. Sales team built a diverse contract base across the US, UK, EU and Australia
- **2023-2024:** Focused on product evolution and AI firmware upgrades. Sales team bolstered, delivering several multi-million dollar contracts globally and \$1.6bn pipeline<sup>1</sup>

### Total Staff (Globally)



### Global Presence



- Regions with DRO employees
- Additional Countries with DRO representation

<sup>1</sup> There is no assurance that any of the Company's sales opportunities will result in sales

# Visionary Team of Industry Veterans with Deep Industry Experience



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 <p><b>Oleg Vornik</b> CEO and Managing Director</p>	 <p><b>Carla Balanco</b> CFO and Joint Company Secretary</p>	 <p><b>Matt McCrann</b> U.S. CEO</p>	 <p><b>Tom Branstetter</b> U.S. VP, Business Development and Sales</p>	 <p><b>Red McClintock</b> Sales Director</p>	 <p><b>Hans Hoyer</b> Sales Director</p>
					

Majority of the DRO senior team has been with the business for most of its history, delivering rapid growth

 <p><b>Angus Bean</b> CTO and CPO</p>	 <p><b>Lawrence Marychurch</b> Vice President, Design</p>	 <p><b>Paul Cenoz</b> General Counsel &amp; Joint Company Secretary</p>	 <p><b>Nathan Vardanega</b> COO</p>	 <p><b>Raffael Blattner</b> Operations Manager</p>	 <p><b>Carl Norman</b> Vice President, Embedded Systems</p>
					

# Experienced Board with Diverse Skillsets



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**Peter James**  
Independent Non-Executive Chairman

Peter has over 30 years' experience in the Technology, Telecommunications and Media Industries, and has extensive experience as Chair, Non-Executive Director and Chief Executive Officer across a range of publicly listed and private companies. He is currently Chair of ASX-listed Macquarie Technology.

Peter is an experienced business leader with significant strategic and operational expertise. He is a Fellow of the Australian Institute of Company Directors, a Fellow of the Australian Computer Society and holds a BA Degree with Majors in Computer Science and Business.



**Oleg Vornik**  
CEO & Managing Director

Oleg is an experienced senior executive with a successful track record of rapid business scale up, including leading DroneShield through its IPO and subsequent growth of the its teams in Australia, and the U.S., and presence in over 70 countries.

Prior to DroneShield, Oleg's career spanned across Deutsche Bank, Royal Bank of Canada, Brookfield and ABN AMRO.

Oleg has a Bachelor of Science (Mathematics) from Canterbury University and completed a Columbia University business program.



**Jethro Marks**  
Independent Non-Executive Director

Jethro is a Sydney-based CEO and co-founder of the Mercury Retail Group, an eCommerce retail, services, logistics and outsourcing business.

Over 17 years Jethro has led and grown, the business at the forefront of digital commerce, marketing and international logistics, while competing with the largest retailers globally. Jethro brings to the Board extensive commercial experience in successfully scaling a multinational business.

Jethro graduated from the University of Auckland, with a Bachelor of Commerce (Honours).



**Richard Joffe**  
Independent Non-Executive Director

Richard brings significant experience in technology, strategy and rapid scaling globally and has a successful track record in the US of founding and building technology-based companies across a range of industries.

Richard moved from San Francisco to Sydney in 2019 and is currently the Founder and CEO of Honey Insurance which launched in 2021 and has been rated the fastest growing technology company in Australia.

Richard commenced his business career as a consultant with McKinsey and an investment banker with Morgan Stanley, both focused on the technology sector. Richard has a Business Management degree from Ivey Business School at Western University, based in Canada.



**Simone Haslinger**  
Independent Non-Executive Director

Simone brings 20 years' investment banking experience, where she provided strategic and capital advice to a diverse range of clients.

Simone's most recent role was Co-Head of Equity Capital Markets (Australia) for J.P. Morgan, and she was also previously an Equity Capital Markets executive at Deutsche Bank. Simone is also CEO of quantitative fund manager, East Coast Capital Management (ECCM), and serves as a Non-Executive Director of ASX-listed National Storage REIT.

Simone graduated from the University of New South Wales with a Bachelor of Commerce and Bachelor of Laws.

# Capital Structure



## Capital Structure (29,000 shareholders)

DRO Shares on Issue	873,465,159
DRO Options on Issue <sup>1</sup>	57,499,000
<b>Fully Diluted Shares on Issue</b>	<b>930,964,159</b>
Fully Diluted Equity Value <sup>2</sup>	\$1,070.6m
Cash (as of 14 April 2025)	\$196.6m
Debt	-
<b>Fully Diluted Enterprise Value</b>	<b>\$874.0m</b>

<sup>1</sup> Options issued at various strike price and maturities

<sup>2</sup> At \$1.15 per share as of 17 April 2025

## Director and Employee Shareholdings

<b>Oleg Vornik,</b> CEO and Managing Director	15,000,000 options	1.61%
<b>Peter James,</b> Independent Non-Executive Chairman	935,345 shares 3,000,000 options	0.42%
<b>Jethro Marks,</b> Independent Non-Executive Director	1,500,000 options	0.16%
<b>Simone Haslinger,</b> Independent Non-Executive Director	nil	nil
<b>Richard Joffe,</b> Independent Non-Executive Director	nil	nil
<b>Other Employees</b>	17,724,050 shares 37,299,000 options	5.91%

Options and shares held by 127 employees

## Research Coverage

**BELL POTTER**

Shaw  
and  
Partners

**henslow**  
AN OAKLINS MEMBER FIRM

## Substantial Holders (over 5%)

**Vanguard Group** (27 Dec 2024) 47,669,725 5.47%

**Regal Funds Management** (8 Apr 2025) 81,913,263 9.38%

As per ASX filings



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