



Artificial Intelligence Multi-Mission Counterdrone Solutions

2Q25 Results - Investor Presentation

July 2025

Global Tailwinds in Defence Spending Resulting in Attractive Outlook for Counterdrone/C-UxS Technology



Increasing Geopolitical Threat Profile¹

- Russia:
 - Significant covert operations (sabotage, cyberattacks, assassination attempts) across Europe
 - Attacks included DHL warehouses in the UK and infrastructure in Spain
 - Defence spending rose 38% YoY to US\$149bn in 2024, and rising
- China
 - Rising military footprint and cyber presence in Europe
 - Cyberattacks surged 150% in 2024 (CrowdStrike), with indirect military influence via infrastructure ownership and arms supply
- Hybrid and Grey-Zone Warfare
 - Increasing concern over non-kinetic threats: cyber, EW, infrastructure sabotage—directly aligning with DroneShield's capabilities

Global defence spend at all-time-high¹

- NATO's defence spending raised **from 2% to 5%** of GDP by 2035
- Projected increase in European defence spending: from US\$1.5 trillion to US\$2.8 trillion by 2035
- Notably high CAGR in defence spending for:
 - Poland: +13.2%
 - Germany: +7.8%
 - Netherlands: +7.6%
- NATO requires at least 20% of defence budgets be allocated to major new equipment

Technology & drones playing an increasing role in modern warfare

Advanced technology is crucial for maintaining military superiority – with modern militaries investing heavily in electronic countermeasures

- **Drone / Counterdrone:** Drone warfare continues to evolve – *need for next generation C-UxS technology increasingly critical*
- **AI** systems are increasingly being used to more precisely and autonomously engage targets – *integration likely to deepen necessitating advanced C-UxS*

Drone / Counterdrone a key focus area of military budgets

- C-UxS identified as one of 17 key priority areas for the US DoD¹, with US\$1.3bn for C-UxS as part of a US\$150bn increase in defence spending²
- UK MoD announced 10% minimum of equipment budget is for novel technologies including drones and AI-enabled equipment
- The EU has released its €800bn ReArm Europe plan with drone / C-UxS systems identified as one of 7 priority capability areas³

New spending on drones and lasers will 'revolutionise' UK defence, says Reeves

EU chief unveils €800bn plan to 'rearm' Europe

House Republicans unveil \$150 billion defense spending increase plans with \$1.3 billion earmarked for C-UAS programs

Reconciliation bill includes billions for new drone capabilities

¹ <https://www.npr.org/2025/02/20/nx-s1-5303947/hegseth-trump-defense-spending-cuts>

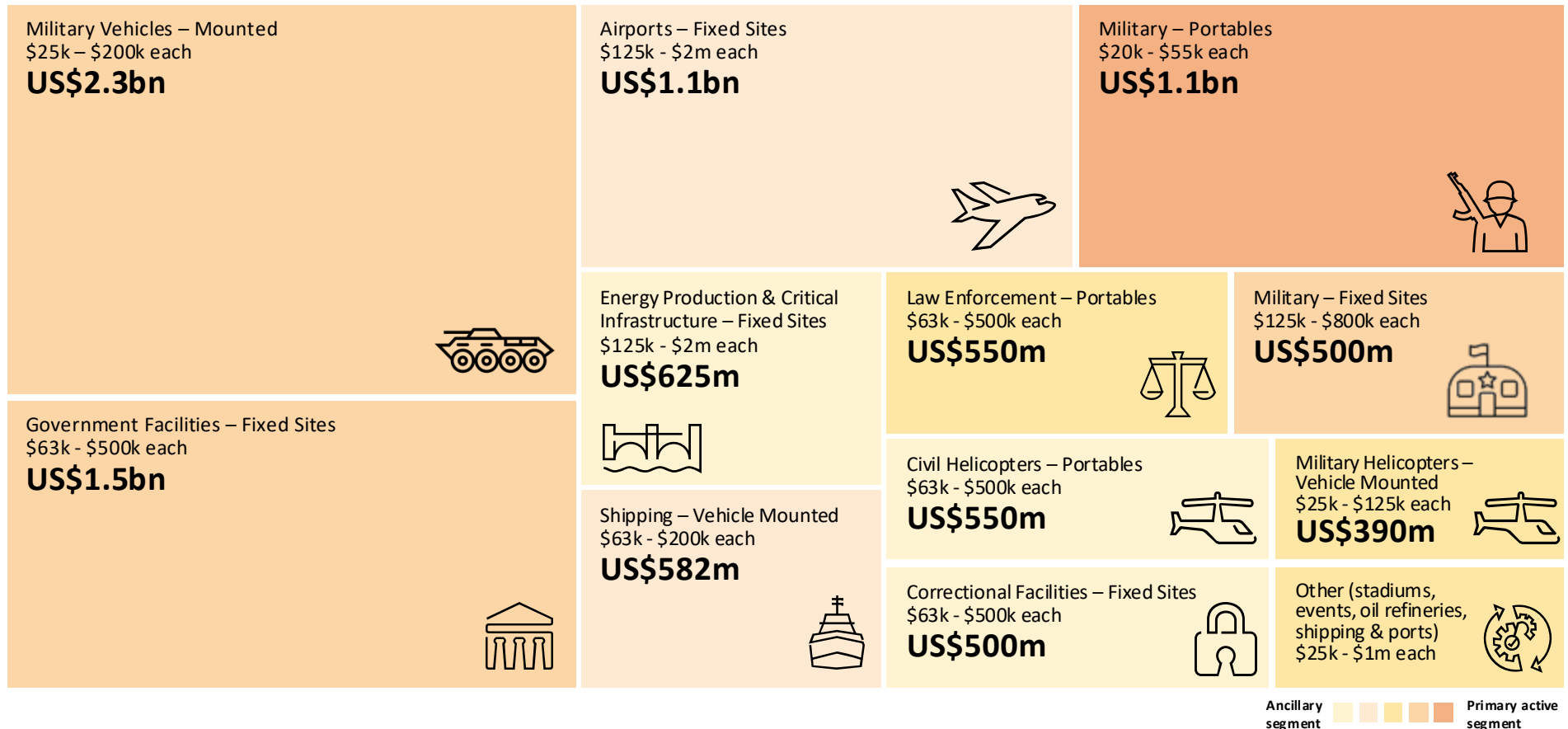
² <https://cuashub.com/en/content/house-republicans-unveil-150-billion-defense-spending-increase-plans-with-1-3-billion-earmarked-for-c-uas-programs>

³ <https://www.theguardian.com/world/2025/mar/04/eu-plan-to-bolster-europes-defences-could-raise-800bn-for-ukraine>

Counterdrone is a US\$10bn+ TAM, yet a negligible market saturation given the nascent state of the industry



There is a significant market opportunity “for grabs”, and DRO is well-positioned



Numerous and growing applications for DRO counterdrone technology represents significant opportunity for expansion across multiple end markets

Key Highlights (A\$)



The business is rapidly expanding across key metrics

Record financial performance



\$72.3m

HY2025 revenue

- Up **210%** (vs. HY24) - Highest HY to date
- 2Q2025 revenue of \$38.8m, up **480%** (vs. 2Q24) - Highest Qtr to date

Executing on material pipeline



\$2.33bn

Pipeline July 2025

- Up **112%** (vs. HY24)

Positioned to win and scale



285

World-class engineers

- Up **150%** from Aug 2024



\$3.5m

HY2025 SaaS revenue

- Up **177%** (vs. HY24)
- New products focussed to drive the SaaS



284

2025 / 2026 projects in pipeline

- Up **158%** (vs. HY24)



\$50m+

R&D spend annually

- Continuous investment in hardware and AI software to combat latest Drone threats



\$176.3m

YTD2025 secured revenues

- As at 22 July 2025 - much of the year to go
- Already 3x of \$57.5m for all of 2024



13

Pipeline deals over \$30m each

- 52 deals over \$5m each



\$192.0m

Cash balance (24 July 2025)

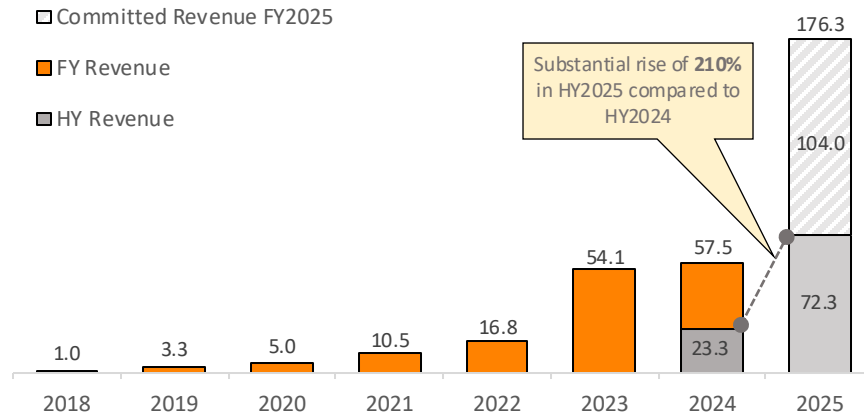
- Significant cash balance provides flexibility and supports ongoing investment

Continuing to Deliver Significant Growth in Revenue and Earnings

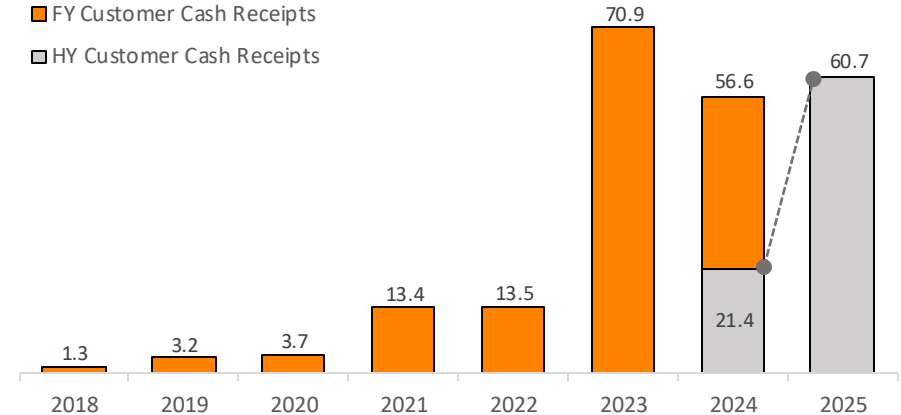


HY2025 revenues up 210% and cash receipts up 184% (compared to 2Q24). SaaS revenue is up 177%. The difference between revenues and cash receipts is mostly due to several 2Q deliveries having payments due in 3Q.

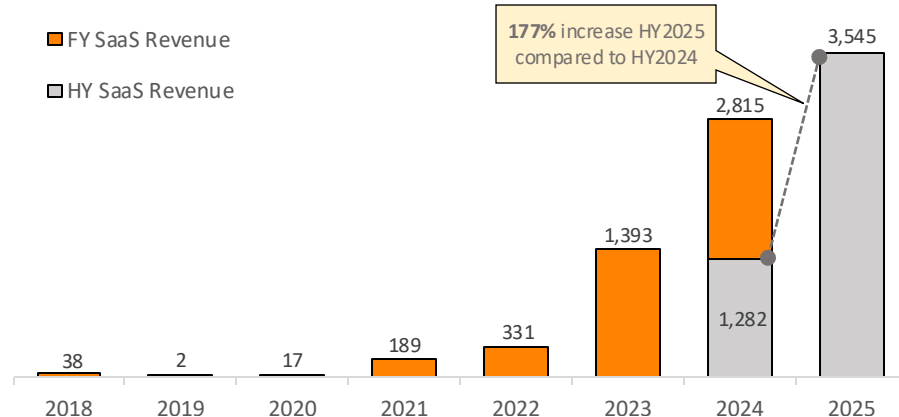
Revenues (A\$m)



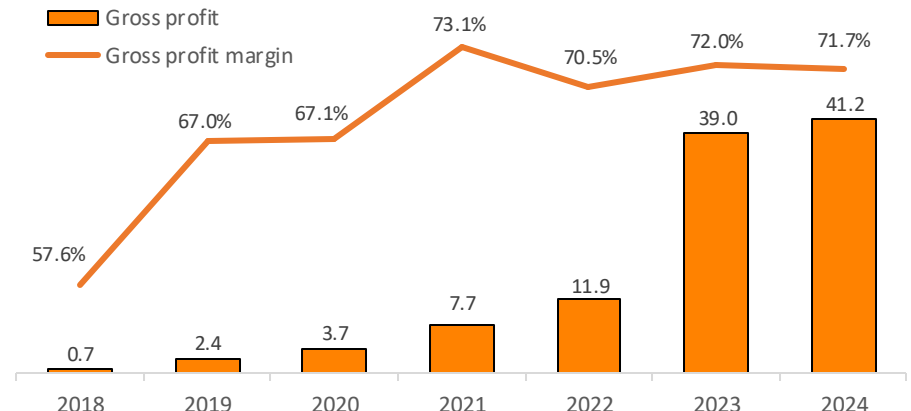
Customer Cash Receipts (A\$m)



SaaS Revenue (A\$000)



Gross profit (A\$m) / Gross profit margin (%)



Sales Pipeline at \$2.33bn (as of July 2025)



Diverse pipeline across geographies, customers, products and stages of maturity of the deals. The pipeline covers opportunities for remainder of 2025 and 2026.



25

USA

\$684m / 100 deals

- **Sales YTD:** \$14m (20% YTD revenue)
- **Distributors:** 5
- 25-person office, most sales directly driven
- Trump's "Big Beautiful Bill" expected to drive defence, border security and more generally C-UxS budgets in near term



3

Europe

\$1bn / 56 deals

- **Sales YTD:** \$12m (16% YTD revenue)
- **Distributors:** 72
- Significant rise in demand as Europeans seek to be self-reliant in defence
- Setting up a European manufacturing and regional sales hubs



United Kingdom

\$14m / 3 deals

- **Sales YTD:** \$4m (5% YTD revenue)
- **Distributors:** 1
- Working via BT (British Telecom), which has a dedicated well-positioned Defence subsidiary



333

Australia

\$80m / 16 deals

- **Sales YTD:** \$7m (10% YTD revenue)
- **Distributors:** 4
- Recent new 2-year DoD contract
- DRO included in Phase 1 LAND156 win, awaiting on next, expected larger, phases



Asia (excl China)

\$437m / 33 deals

- **Sales YTD:** \$20m (27% YTD revenue)
- **Distributors:** 25
- Several key Governments seeking to protect against the threat of small Chinese drones



2

Other

\$118m / 76 deals

- **Sales YTD:** \$16m (22% YTD revenue)
- **Distributors:** 47
- On the ground sales staff in Mexico and UAE, supported by distributors



Headcount

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.

Unmatched End-to-End C-UxS Solutions Worldwide...



Complete multi-mission counter-drone solutions with the best product for every scenario

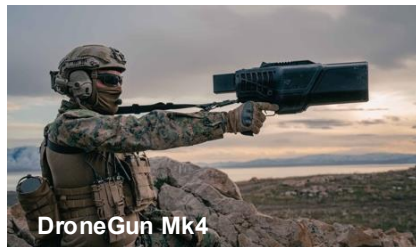
Dismounted

On-The-Move & Fixed Site

Detect



Defeat



RfPatrol

- **Mk2:** Portable, body-worn drone RF detection
- **Mk2 Wideband (WB):** Enhanced to perform against modern emerging threats

DroneGuns

- **Mk4:** Lightweight and compact
- **Tactical:** Designed for two hand operation and long-range defeat

DroneSentry

- OTM and modular fixed site systems
- Long range automated situational awareness, monitoring and threat response of local airspace activity
- Includes optical, radar, radio frequency, acoustic, cyber, edge computing and software systems
- Real time alerts, analytics and reporting through DroneSentry-C2 software
- All systems built with the DroneSentry-X Mk2 as the foundation

SentryCiv

- Civilian
- Detect-only
- Subscription only
- Cost effective

%

2025 YTD hardware revenue %

AI AI-powered solutions

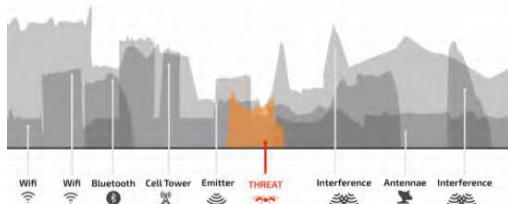
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...And Proprietary AI-powered Software Solutions



AI Software solutions used for multi-mission threat protection and counterdrone defence

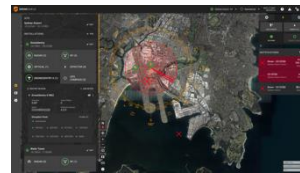
Radiofrequency AI (RFAI) and RFAI-ATK



AI / ML signal detection and classification and electronic attack engines

- Detects, classifies, records and adds Signals of Interest
- Cuts through RF noise with low false alarms
- Data is sent from deployed services for extensive data set generation, enabling future refinement of AI engines
- RFAI-ATK (coming software product) is a fully software defined, digital electronic response to detected threats. The AI powered software determines the radio frequency response based on the characteristics and vulnerabilities of the threat protocol

DroneSentry-C2 (with SFAI)



DroneSentry-C2

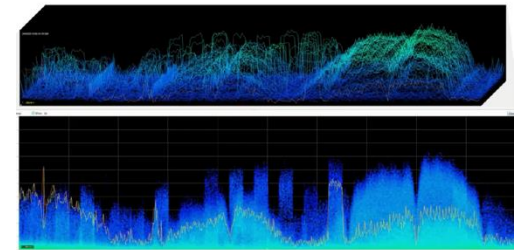


DroneSentry-C2 Tactical

Detect, identify, track and respond to drone targets and includes SensorFusion AI (SFAI) and DroneOptID

- Software platform with remote access, real-time awareness and reporting capabilities
- Embedded Digital Twin Planning Tool for rapid planning, setup and simulating systems
- SFAI is a multi-sensor solution including RF, Radar, acoustic and camera systems
- DroneOptID is an AI powered optical and thermal spectrum C-UxS surveillance software
- Available as DroneSentry-C2 Tactical for handheld and on-the-move applications

Electronic Warfare & Signals Intelligence



Recognition of never seen before threats in multiple domains

- Cutting-edge spectrum awareness capability using proprietary AI
- Identifies Signals of Interest to enable threat Indications & Warnings, threat geolocation and the targeting cycle to obtain intelligence
- Recent follow on 2-year R&D contract with the Australian Department of Defence; additional and large contracts expected based on discussions

A Pioneer Leading the Market in Innovation and Quality



Technical differentiators



Global pioneer at the forefront of counterdrone technology



Fully in-house development and manufacturing capabilities (except radar and camera)



270+ world class engineers



\$50m+/year of R&D investment



Market leading, differentiated AI technology



Substantial and growing proprietary global AI drone database



Dedicated data engineering team



AI-powered SaaS solutions poised to be significant proportion of total revenue

Commercial differentiators



Trusted partner and global reputation



Global presence in 70+ countries



Strong relationships and history of R&D collaboration with blue chip customers



Track record of repeat orders



Complete product and integration



End-to-end offering across dismounted and fixed/OTM portfolio



Integrated hardware and software solutions



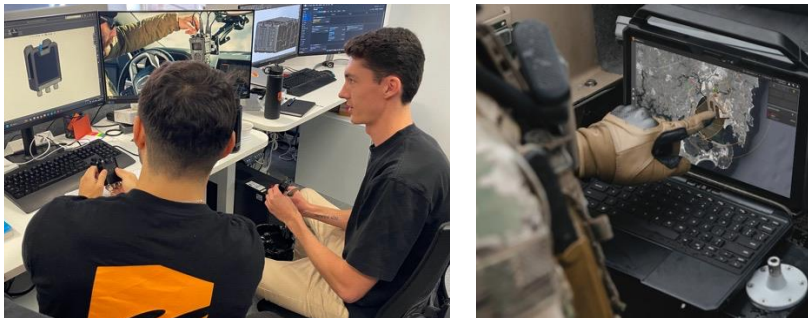
Well-positioned to maximise wallet share

Technology Roadmap: Accelerating the Development of New Generation Products & Software Capabilities



Expansion of DRO solution pipeline will accelerate towards a SaaS based revenue model, further increase gross margins, and well-position DRO to always be at the forefront of C-UxS technology

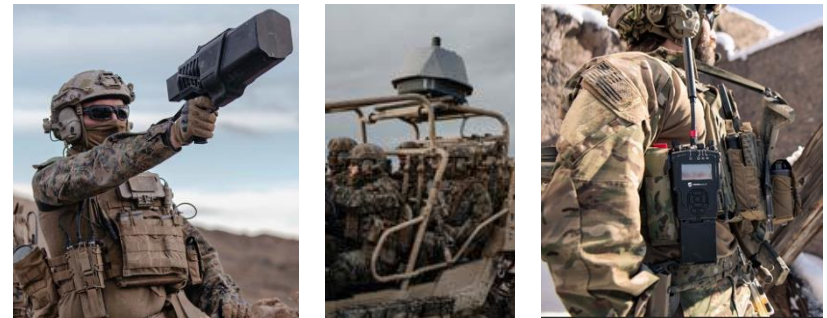
Accelerate current generation platforms



- Advancing performance through regular software updates supported by more robust data
- Evolve DroneSentry-C2 to represent a complete C-UxS landscape with widespread up & downstream integrations
- Expansion into civilian markets through specific configuration and deployment of core products

- ✓ Respond to customer needs and more sophisticated threats
- ✓ Further embed DRO products into the customers' ecosystem
- ✓ Seize further opportunity across the US\$10bn+ TAM

Release of next generation flagship products



- Uplifted hardware capabilities against next-gen drone threats
- Cutting edge modular AI detection platform with smart disruption technology
- Development of AI and ML engines for enhanced detection, identification and response to drones without a static RF library

- ✓ Maintains technical and innovation leadership
- ✓ Increase adoption of SaaS and grow revenue and margin
- ✓ Expand portfolio with more options for capabilities and price points to customers

Executing on our Strategic Priorities



Leveraging our established and scalable platform to execute on growth levers

2025-2026

- Launch of **next-gen hardware** across product families
- **Grow SaaS revenue** through new products and additional SaaS options on existing products
- **Expand wallet share** by embedding more solutions to customers
- Establish **European manufacturing and regional sales** hub facility
- Establish **US manufacturing**
- Initial **material sales within the civilian sector**, underpinned by increase in drone threat and evolving legislation to enable C-UxS civilian purchases

2027-2028

- **Grow pipeline by 100%+ to \$5bn**
- **Roll-out of AI software** to all hardware and SaaS subscriptions
- Substantial amount of sales are driven off system (as opposed to product) sales, and from **“whole of lifecycle” sales** (true partner to the customer as opposed to a vendor)
- **Ongoing feature enhancement** and subsequent commercialisation of Access Portal
- **Expand EW capabilities**/contracts and broader distribution opportunities

2029+

- **Majority of revenue from SaaS**, long term C-UxS contracts and EW contracts
- **Increase penetration in existing markets** (including civilian markets) and a substantial amount of revenues from replacement of hardware
- Regional **manufacturing and regional sales hubs in Middle East and South America**

Thank you

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APPENDICES

Other Information

A Global Company

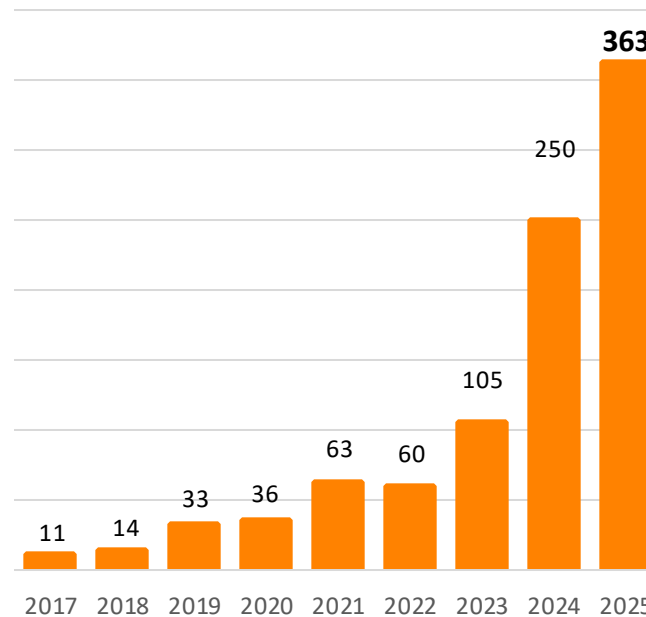


A significantly larger and growing business today with 363 staff, up from 11 in 2017

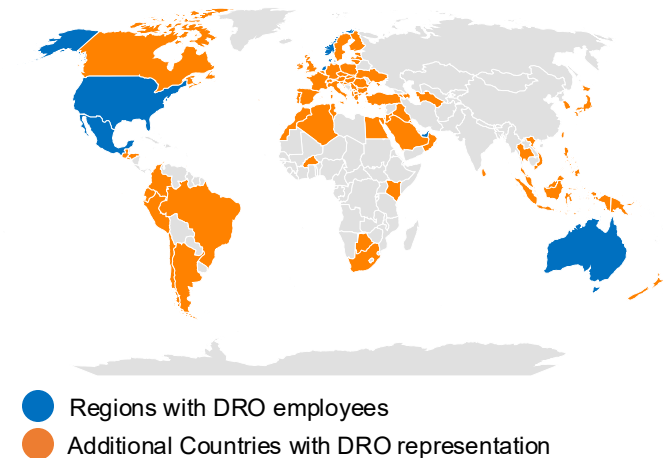
DroneShield's Rapid Transformation

- **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
- **2023-2025:** Focused on product evolution and AI firmware upgrades. Sales team bolstered, delivering several multi-million dollar contracts globally and \$2.33bn pipeline¹

Total Staff (Globally)



Global Presence







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

Detection Solutions



DRO is an integrator as well as sensor maker, combining own and 3rd party solutions, for optimal multi-sensor results







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

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

Counterdrone 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

	<div>DRO Offering</div> <div>Safe – “soft kill” No intentional damage to the drone</div>		<div>Exotic Tech, Limited Reliability</div>	<div>Kinetic – “hard kill” Physical force used with potential for destructive damage</div> <div>A Defence Prime area, such as Kongsberg or EOS</div> <div>Traditionally a Defence Prime area, however new solutions emerging, e.g. Epirus and AIM Defence</div>	
	Smart Jamming	Spoofing/Cyber/Protocol Manipulation	Counterdrone Drones	Projectile Fire Kinetic Systems	Directed Energy (Laser or HPM)
Imagery			 		
Overview	<ul style="list-style-type: none"> Radio waves force a drone to fly back, hover, or land 	<ul style="list-style-type: none"> Hijacks the control of a drone 	<ul style="list-style-type: none"> “Kamikaze” or “catching” drones 	<ul style="list-style-type: none"> Remote weapons systems shoot down drones 	<ul style="list-style-type: none"> Lasers and high-power microwave systems “dazzle” or destroy a drone
Advantages	<ul style="list-style-type: none"> Universal effectiveness, including against “autonomous drones” flying via GNSS/satellite 360-degree defeat coverage Effective against swarms Civil and military environments 	<ul style="list-style-type: none"> Allows for the re-routing and re-direction of malicious drone flight paths Applications in both civil and military environments 	<ul style="list-style-type: none"> “Catching” the drone is available to a wider range of customers 	<ul style="list-style-type: none"> Effective against RF/GNSS silent drones, eg fibre-optic drones Established technology for military operations 	<ul style="list-style-type: none"> Effective against RF/GNSS silent drones, eg fibre-optic drones Systems can be mounted on naval vessels for complex defence systems
Disadvantages	<ul style="list-style-type: none"> Drones controlled without RF/GNSS (eg fibre-optic) 	<ul style="list-style-type: none"> Not effective against all drones Higher chance of collateral damage 30-90sec per drone to engage, can't engage multiple drones at same time 	<ul style="list-style-type: none"> Generally slow to deploy Not effective against swarms 	<ul style="list-style-type: none"> Collateral damage Unsuitable for use in a civil environment 	<ul style="list-style-type: none"> In relatively early stages Only available for military applications May struggle against shielded drones Expensive – most systems are US\$10m+/unit

Leading Technology Utilising Exceptional Market Intelligence



Origin											
Integrator	✓	✓	✓	✓	✓	-	✓	-	-	-	-
DETECT											
Dismounted	✓	-	-	✓	-	-	✓	-	✓	-	-
Vehicle	✓	✓	✓	-	-	✓	✓	✓	✓	✓	✓
Fixed Site	✓	✓	✓	-	✓	✓	✓	✓	✓	✓	✓
DEFEAT											
Dismounted	✓	-	-	✓	✓	-	✓	-	✓	✓	-
Vehicle	✓	✓	-	-	-	✓	✓	✓	✓	✓	✓
Fixed Site	✓	✓	-	✓	-	✓	✓	✓	✓	✓	✓
COMMENTARY											
Platform information	<ul style="list-style-type: none"> Integrator via its Lattice platform Recently introduced Pulsar RF system 	<ul style="list-style-type: none"> Integrator via its Lattice platform Recently introduced Pulsar RF system 	<ul style="list-style-type: none"> Substantially an integrator Acquired AVT, a smaller integrator More expensive, multi-purpose electronic warfare products 	<ul style="list-style-type: none"> Roll up by Texas-based PE Highlander Partners of Liteye, Black Sage and Radio Hill (in Feb 24) Integrator/C2 supplier, and handheld disruptors 	<ul style="list-style-type: none"> Focus on law enforcement Acquired by Axon in 2024 Acquired Aerial Armor in 2023 	<ul style="list-style-type: none"> RF specialist Mostly focussed on Germany and more niche markets 	<ul style="list-style-type: none"> Lower performance vs DRO European customer focus Defeat is on-the-body, creating potential issues Acquired by Bridgepoint in June 2024 	<ul style="list-style-type: none"> In Nov 2024, acquired BlueHalo for US\$4.1bn RF detect-and-defeat (via Citadel purchase) LOCUST laser defeat BlueHalo Acquired Verus Mar 23 	<ul style="list-style-type: none"> European / French focussed competitor, lower performing technologies 	<ul style="list-style-type: none"> Primarily focussed on handheld RF-based drone disruption 	<ul style="list-style-type: none"> Protocol manipulation – similar legal restrictions to jamming, less reliability, no swarm protection

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

- Traditional defence primes such as Lockheed Martin, Thales, RTX, Saab, Leonardo, Rheinmetall, SAIC and others are considered customers rather than competitors, and DroneShield works with primes where appropriate to offer combined solutions

DRONESHIELD

✓ Most extensive product range from handheld to fixed-site solutions

✓ Large IP portfolio and robust AI capabilities

✓ Battle-tested, superior performance

✓ Australian origin – export-friendly profile









✓ The only publicly listed pure-play C-UAS company in the world

Visionary Team of Industry Veterans with Deep Industry Experience



 <p>Oleg Vornik CEO and Managing Director</p>	 <p>Matt McCrann U.S. CEO</p>	 <p>Angus Bean CTO and CPO</p>	 <p>Nathan Vardanega COO</p>
   	   		

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

 <p>Paul Cenoz General Counsel & Joint Company Secretary</p>	 <p>Carla Balanco CFO and Joint Company Secretary</p>	 <p>Sasha Biskup Chief Information Security Officer</p>
    	 	  

Technical Leadership Team

Driving Innovation of C-UxS Capabilities



15+



ANGUS BEAN
Chief Product and Technology Officer

Total Company Employees: 363

[x]+ Denotes years of experience



27+

ALLEN TRAC
VP, Product

Focus areas

- Product Management
- Product Intelligence



8+

LAWRENCE MARYCHURCH
VP, Design

Focus areas

- Digital Design
- Mechanical Engineering
- Industrial Design
- New Product Introduction (NPI)



26+

CARL NORMAN
VP, Embedded Systems

Focus areas

- Embedded Data Engineering
- Embedded Platforms
- FPGA & DSP
- Electronic Engineering



24+

ANGUS HARRIS
VP, Software Engineering

Focus areas

- AI / Algorithms
- User Interface (UI) / API Engineering
- Software Engineering
- Defence Contracting Software



14+

MATHIAS BERG-JOHANSEN
VP, Quality Engineer

Focus areas

- Systems Engineering
- Software Quality Engineering
- Verification & Validation
- Compliance



28+

SASHA BISKUP
CISO & VP, Platforms

Focus areas

- Software Platforms
- AI Infrastructure
- IT
- Security Engineering

Raytheon

 **DRONESHIELD**

 **CARDIAC Responder**
 **ADIS**
 **FOE**

THALES
 Australian Government
Defence

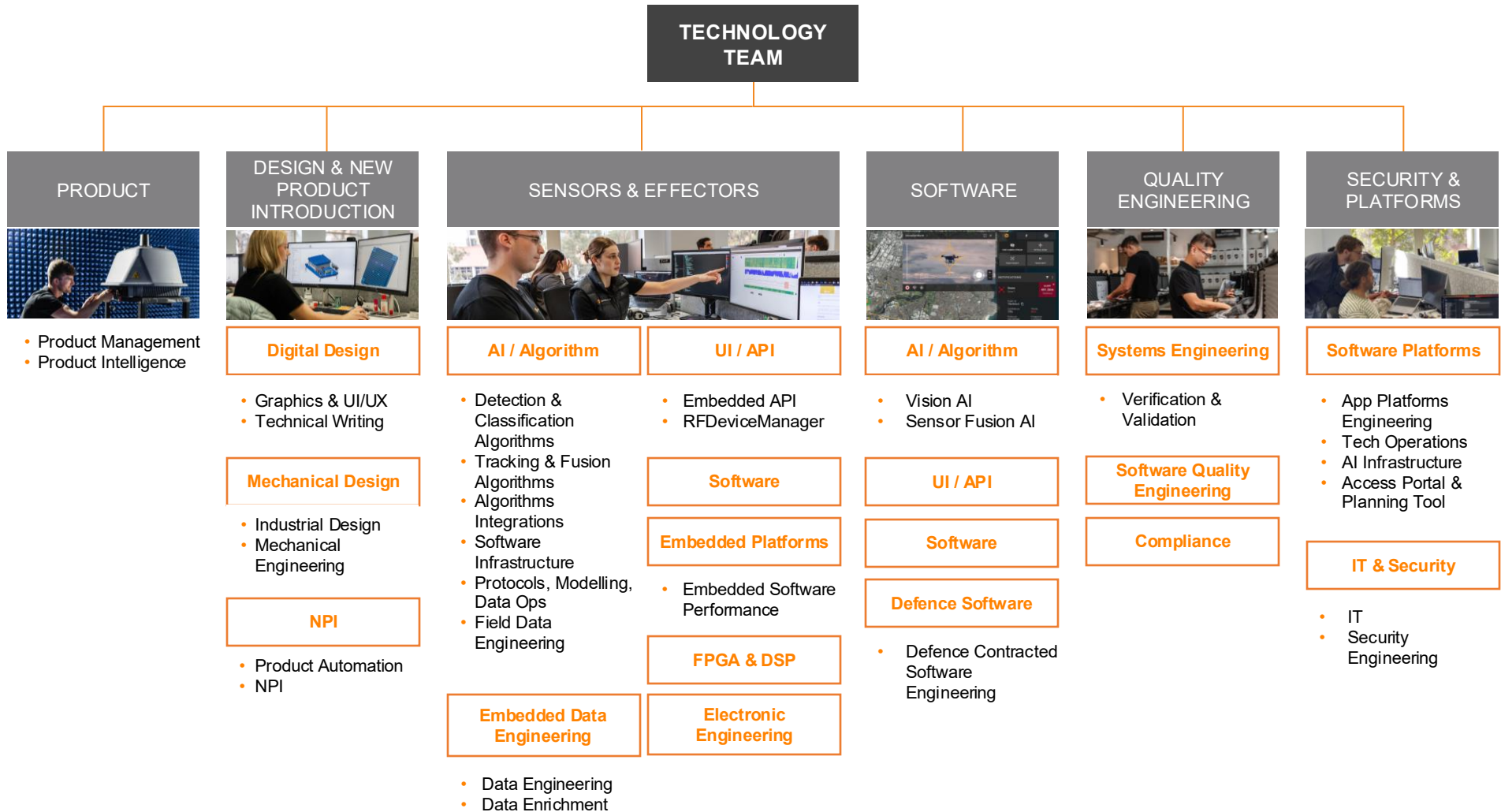
nanosonics
Infection Prevention. For Life.

 **Microsoft**
 **LinkedIn**  **fitbit**

'Unrelenting focus on commercial excellence, engineering velocity and capability innovation'

Multi-Disciplinary Engineering Team

Delivering End-to-End In-House Capability



Notes: UI / UX – User Interface / User Experience, NPI – New Product Introduction, API – Application Programming Interface, Detection System, S&E – Sensors & Effectors, QA – Quality Assurance, FPGA – Field Programmable Gate Array, DSP – Digital Signal Processing

Capital Structure



Capital Structure (29,700 shareholders)

DRO Shares on Issue	874,618,854
DRO Options on Issue ¹	57,083,361
Fully Diluted Shares on Issue	931,702,215
Fully Diluted Equity Value ²	\$2,795.1m
Cash (as of 24 July 2025)	\$192.0m
Debt	-
Fully Diluted Enterprise Value	\$2,603.1m

¹ Options issued at various strike price and maturities

² At \$3.00 per share as of 28 July 2025

Director and Employee Shareholdings

Oleg Vornik, CEO and Managing Director	15,709,361 options	1.69%
Peter James, Independent Non-Executive Chairman	935,345 shares 3,000,000 options	0.42%
Jethro Marks, Independent Non-Executive Director	1,500,000 options	0.16%
Simone Haslinger, Independent Non-Executive Director	nil	nil
Richard Joffe, Independent Non-Executive Director	nil	nil
Other Employees	10,786,896 shares 36,374,000 options	5.06%

Options and shares held by 136 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	5.45%
Fidelity Management and Research (18 Jul 2025)	83,844,018	9.59%

As per ASX filings

Known Index Inclusions

S&P ASX300

S&P All Ords

Global X Defence Tech ETF

Mirae Asset Defence Tech Index

FactSet Global Aerospace Index

S&P Atlas Security, Defence, and Operational Support Index

S&P Developed BMI Select Aerospace & Defence 35/20 Capped

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