

20+ Years of Innovation



A Trusted Name in

UAV AI, Software, Hardware, Sensors & Services

## Corporate Presentation

February 2023



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Certain statements contained in this presentation, other than statements of fact that are independently verifiable at the date hereof, may constitute "forward-looking information" within the meaning of Canadian securities legislation and "forward looking statements" within the meaning of US securities legislation "(selectively)"forward-statements"). Forward-looking statements are frequently, but not always, identified by words such as "expects," "anticipates," "believes," "intends," "estimates," "potential," "possible," "projects," "plans," and similar expressions. Such statements, based as they are on the current expectations of management, inherently involve numerous important risks, uncertainties and assumptions, known and unknown, many of which are beyond the Company's control. Such risks factors include but are not limited to: business risks, market risks, and risks associated with micro-cap companies. Consequently, actual future results and events may differ materially from the anticipated results and events expressed in the forward-looking statements. The Company believes that expectations represented by forward-looking statements are reasonable, yet there can be no assurance that such expectations will prove to be correct. The reader should not place undue reliance, if any, on any forward-looking statements included in this presentation. These forward-looking statements speak only as of the date made, and the Company is under no obligation and disavows any intention to update publicly or revise such statements as a result of any new information, future event, circumstances or otherwise, unless required by applicable legislation or regulation.

## Risks Related to this Offering

- Management will have broad discretion as to the use of the proceeds from the Offering and may not use the proceeds effectively.
- The market price of the Common Shares has been and is likely to continue to be volatile and an investment in Common Shares may suffer a decline in value.
- Future sales of Common Shares by the Company or by its existing shareholders could cause the market price of the Common Shares to fall.
- There will be no Market for the Warrants.
- Holders of Warrants Have no Rights as a Shareholder.
- Dilution of purchasers.
- There is no assurance of a sufficient liquid trading market for the Common Shares in the future.
- No dividends have been paid on the Common Shares and the Company does not intend to pay dividends in the foreseeable future although it may ultimately do so in the appropriate circumstances.

## Risks Related to the Company, its Business and Industry

- The Company has a history of losses.
- A shareholder's holding in the Company may be diluted if the Company issues additional Common Shares or other securities in the future.
- The Company expects to incur substantial research and development costs and devote significant resources to identifying and commercializing new products and services, which could significantly reduce its profitability and may never result in revenue to the Company.
- The Company's adoption of new business models could fail to produce any financial returns.
- The Company will be affected by operational risks and may not be adequately insured for certain risks.
- The Company operates in evolving markets, which makes it difficult to evaluate the Company's business and future prospects.
- The Company operates in a competitive market.
- The markets in which the Company competes are characterized by rapid technological change that could render the Company's existing products obsolete, which requires the Company to continually develop new products and product enhancements.
- Failure to obtain necessary regulatory approvals from Transport Canada or other governmental agencies, or limitations put on the use of small UAV in response to public privacy concerns, may prevent the Company from expanding sales of its small UAV to non-military customers in Canada or elsewhere.
- There are risks associated with the regulatory regime and permitting requirements of the Company's business.
- The Company may be subject to the risks associated with future acquisitions.
- The Company's inability to retain management and key employees could impair the future success of the Company.
- A significant growth in the number of personnel would place a strain upon the Company's management and resources.
- The Company faces uncertainty and adverse changes in the economy.
- The Company is subject to certain market-based financial risks associated with its operations.
- The COVID-19 pandemic could negatively affect our business, operations and future financial performance.
- The conflict between Russia and Ukraine could destabilize global markets and threatens global peace.
- Negative macroeconomic and geopolitical trends could affect the Company's ability to access sources of capital.

The Company may be subject to the risks associated with foreign operations in other countries.

- There are tax risks the Company may be subject to in carrying on business in Canada.
- If critical components or raw materials used to manufacture the Company's products become scarce or unavailable, then the Company may incur delays in manufacturing and delivery of its products, which could damage its business.
- Natural outdoor elements such as wind and precipitation may have a material adverse effect on the use and effectiveness of the Company's products.
- The Company's products may be subject to the recall or return.
- If the Company releases defective products or services, its operating results could suffer.
- The Company's products and services are complex and could have unknown defects or errors, which may give rise to legal claims against the Company, diminish its brand or divert its resources from other purposes.
- Shortfalls in available external research and development funding could adversely affect the Company.
- The Company could be prohibited from shipping its products to certain countries if it is unable to obtain Canadian government authorization regarding the export of its products, or if current or future export laws limit or otherwise restrict the Company's business.
- Negative consumer perception regarding the Company's products could have a material adverse effect on the demand for the Company's products and the business, results of operations, financial condition and cash flows of the Company.
- If the Company fails to successfully promote its product brand, this could have a material adverse effect on the Company's business, prospects, financial condition and results of operations.
- The Company may be subject to electronic communication security risks.
- The Company's business could be adversely affected if its consumer protection and data privacy practices are not perceived as adequate or there are breaches of its security measures or unintended disclosures of its consumer data.
- The Company relies on its business partners, and they may be given access to sensitive and proprietary information in order to provide services and support to the Company's teams.
- If the Company fails to protect, or incurs significant costs in defending, its intellectual property and other proprietary rights, the Company's business, financial condition, and results of operations could be materially harmed.
- Obtaining and maintaining the Company's patent protection depends on compliance with various procedural, document submission, fee payment, and other requirements imposed by governmental patent agencies, and its patent protection could be reduced or eliminated for non-compliance with these requirements.
- The Company may be sued by third parties for alleged infringement of their proprietary rights, which could be costly, time-consuming and limit the Company's ability to use certain technologies in the future.
- The Company may not be able to protect its intellectual property rights throughout the world.
- Failure to adhere to the Company's financial reporting obligations and other public company requirements could adversely affect the market price of the Common Shares.
- We have limited operating experience as a publicly traded company in the U.S.
- If the Company is required to write down goodwill and other intangible assets, the Company's financial condition and results could be negatively affected.
- From time to time, the Company may become involved in legal proceedings, which could adversely affect the Company.
- The Company's directors and officers may have conflicts of interest in conducting their duties.

## Risks Related to Our Common Shares

- The market price of the Common Shares may be highly volatile.
- There is no guarantee that an active trading market for our Common Shares will be maintained on the CSE and/or the Nasdaq. Investors may not be able to sell their Common Shares quickly or at the latest market price if the trading in our Common Shares is not active.
- Future issuances of equity securities by us or sales by our existing shareholders may cause the price of our Common Shares to fall.
- We may never pay dividends over the foreseeable future.
- The Company may be classified as a "passive foreign investment company" for U.S. federal income tax purposes, which would subject U.S. investors that hold the Company's Common Shares to potentially significant adverse U.S. federal income tax consequences.
- United States investors may not be able to obtain enforcement of civil liabilities against us.
- We are an emerging growth company and intend to take advantage of reduced disclosure requirements applicable to emerging growth companies, which could make our Common Shares less attractive to investors.
- We will incur increased costs as a result of operating as a public company in the United States and our management will be required to devote substantial time to new compliance initiatives.
- As a foreign private issuer, we are subject to different U.S. securities laws and rules than a domestic U.S. issuer, which may limit the information publicly available to our U.S. shareholders.

and other related risks and uncertainties disclosed under the heading " Risk Factors" in the Company's most recent filings filed with securities regulators in Canada on the SEDAR website at [www.sedar.com](http://www.sedar.com) and with the United States Securities and Exchange Commission (the "SEC") on EDGAR through the SEC's website at [www.sec.gov](http://www.sec.gov)

## RECOGNIZED AS A LEADING GLOBAL NORTH AMERICAN DRONE SOLUTION PROVIDER



A leading and rapidly growing drone manufacturer and solutions provider.



Artificial Intelligence and Data Analysis capabilities target multiple industrial applications.



Strong IP complemented by active R&D efforts.



New Product Developments - Driven By Customers.

### Drones or Unmanned Aerial Vehicle (UAV) Opportunity



Market has significantly expanded in the **government, civil, and commercial sectors.**



Domestic drones support by government and corporate concerns over security issues.



Favourable regulatory environments ie. **Recent Federal Aviation Administration guidance** allowing for beyond visual line of sight and operations and flights over populated areas.

**\$30.6B**  **\$55.8B**  
2022 2030

**100 000 New Commercial Job Opportunities**

Approximately \$20B in growth in the commercial drone space.



## Industry Insights

Drone industry is **highly fragmented and rapidly growing**.  
Private equity backing start-ups.

Commercial drone market an inflection point  
in demand for **hardware, services and solutions**.

New emerging technologies: **sensors, AI, autonomy, hybrid drones**  
(**vertical take off and landing or VTOL**).

**Large markets (delivery)** positioned for significant growth.



## Key Drivers

**Regulatory shift to domestic drones** vs outside North America.

**Federal Aviation Administration driving regulatory clarity** for drone delivery.

**Advances in technology** creating efficient business model.

Adoption by **new market verticals to utilize drones**.

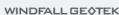


Draganfly has **the experience, IP and infrastructure** to deliver end to end solutions.

- ✓ Hardware is designed to **match the mission profile**.
- ✓ Software/Sensors are **designed to power the hardware and mission**.
- ✓ Autonomous is **designed to provide optimization and lower operating costs**.
- ✓ Data collection and analysis is **designed to provide strategic insights and competitive advantage**.



# Our Partners



## Contract Engineering

Prototyping  
Designing  
Engineering



## Product Development & Sales

Multi-Rotors  
Fixed Wing  
Controllers  
Ground Robotics

Sensors  
Software  
AI



## Flight Services

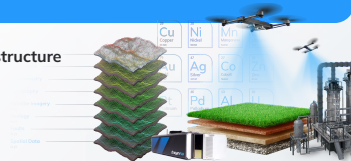
Mapping  
Surveying Data  
Collection  
Delivery



## Software, Data and AI

Energy  
Mining  
Military  
Security

Infrastructure



## Products

Draganflyer Commander 2



Draganfly Commander 3 XL



Draganfly Heavy Lift Drone



Draganfly Long-range LiDAR



Vital Intelligence



Payloads and Sensors



Medical Response Drone



## Flight Services



Military



Security



Mining



Agriculture



Forestry



Powerlines

## AI & Data Solutions

Aerial & Fixed Camera  
Indoor & Outdoor Health Safety



Integrated Data Operations



# Draganfly Products and Capabilities



Manual Only Operation ▶ Autopilot ▶ Advanced Sensors ▶ Autonomy ▶ Artificial Intelligence



## Coldchain Delivery Systems Strategic Partnership

- ✔ Coldchain Delivery Systems (CDS) is a leader in **time and temperature-sensitive medical materials**.
- ✔ Delivery to various **government and commercial entities**.
- ✔ **Developing solutions and delivering sensitive medical supplies** for CDS clients.

# Medical Response & Search And Rescue Drones



THE INITIAL SHIPMENT OF 13 UNITS INTO UKRAINE (WITH POTENTIAL ORDERS OF UP TO 200 UNITS)



## Revived Soldiers Ukraine

Revived Soldiers Ukraine is a non-profit humanitarian relief organization focusing on the medical response and rehabilitation of injured troops in Ukraine.

They are dedicated to providing aid to the people of Ukraine so that they may fulfill fundamental rights such as the right to life, right to appropriate and affordable medical care, freedom of belief, and freedom for an adequate standard of living.

Revived Soldiers Ukraine chief Iryna Vashchuk Discipio, was recently awarded the Order of Princess Olga the highest award that can be given to a Ukrainian civilian. Presented here by Ukrainian President Volodymyr Zelenskyy.



Iryna Vashchuk Discipio  
RSU Chief

Volodymyr Zelenskyy  
President of Ukraine



## Medical Response and Search and Rescue Drones

**Draganfly's Medical Response Drones** are equipped with an innovative **temperature-managed Medical Response Payload Box**.

Draganfly's Payload Box can transport up to **35 pounds of medical supplies, including blood, pharmaceuticals, insulin/medicines, vaccines, water, and wound care kits**. It is also uniquely top-mounted to make deliveries safer and more accessible.



## Organic Growth

- New Product Development
- Expand Engineering Force
- Penetrate New Verticals
- Joint Ventures
- Strategic Partnerships



## Growth Through Acquisitions

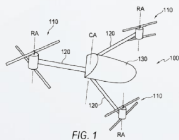
- Acquire Entities in Different Verticals
- Advanced Specific Technology Solutions/Software
- Engineering Design and Flight Staff
- Strategically Partner or Joint Venture with Industry Leaders

## Draganfly has 23 Issued Patents

We intend to significantly increase our technology and patent portfolio going forward.

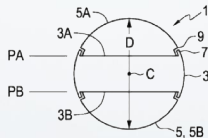
**Dual Rotor Helicopter with Tilted Rotational Axes**

Patent Number: 8,052,081 - Issued: 11/08/11



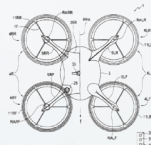
**Wheel with Folding Segments**

Patent Number: 8,753,155 - Issued: 06/17/14



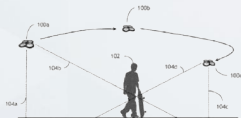
**Vehicle with Aerial and Ground Mobility**

Patent Number: 9,598,171 - Issued: 03/21/17



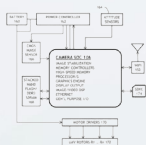
**Pixel Based Image Tracking System for Unmanned Aerial Vehicle (UAV) Action Camera System**

Patent Number: 9,785,147 - Issued: 10/10/17



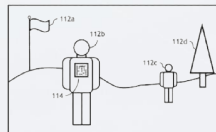
**Cascade Recognition for Personal Tracking via Unmanned Aerial Vehicle (UAV)**

Patent Number: 9,892,322 - Issued: 02/13/18



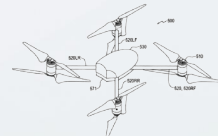
**Action Camera System for Unmanned Aerial Vehicle**

Patent Number: 9,769,387 - Issued: 09/19/17



**Helicopter with Folding Rotor Arms**

Patent Number: 8,292,215 - Issued: 10/23/12





# Financial Summary



Financial Results	Q3 2022	Q3 2021	FY 2021	FY 2020
Revenues	\$1,876,221	\$1,896,992	\$7,053,865	\$4,363,511
Comprehensive Income / (Loss)	(\$4,992,533)* <sup>1</sup>	\$23,975,400* <sup>2</sup>	(\$16,399,137)* <sup>3</sup>	(\$8,015,709)

In Canadian \$

Balance Sheet	Q3 2022
Cash	\$11,724,335

In Canadian \$

\*<sup>1</sup> The comprehensive income (loss) for the three months ended September 30, 2022, include a non-cash change in fair value of derivative liability of \$305,094 and would otherwise be a comprehensive income (loss) of \$5,297,627.

\*<sup>2</sup> The comprehensive income (loss) for the three months ended September 30, 2021, include a non-cash change in fair value of derivative liability of \$30,562,044 and would otherwise be a comprehensive income (loss) of \$6,586,644.

\*<sup>3</sup> The comprehensive income (loss) for FY 2021 include a fair value derivative liability gain of \$8,149,812 and an impairment of goodwill of \$4,579,763 and would otherwise be a loss of \$19,969,186.

## Fully Diluted Capitalization

<b>Basic Shares Outstanding</b> (as at Sep 30/22)	<b>33,801,531</b>
<b>Warrants</b> (as at Sep 30/22) [WAEP \$4.99]	<b>8,398,281</b>
<b>Options</b> (as at Sep 30/22) [WAEP \$4.78]	<b>880,491</b>
<b>Restricted Share Units</b> (as at Sep 30/22)	<b>1,674,590</b>
<b>Total Fully Diluted Shares</b>	<b>44,754,893</b>

# Innovation Timeline & Milestones



Breaking ground with international firsts.





**Cameron Chell**

CEO / PRESIDENT / DIRECTOR

Cameron has been a technology entrepreneur for more than 30 years and has spent his career growing a diverse collection of high-potential ideas into revolutionary companies that have changed the way we experience the world.

Cameron takes a hands-on leadership role in projects, infusing innovation and adoption with the operational principles of clarity, alignment, and measurement into the culture of every team he works with.



**Paul Mullen**

CHIEF OPERATING OFFICER

Over the last 15 years, Paul has been responsible for operational strategy and execution with a scope that includes product expansion, mergers and acquisition, organizational development, and go-to-market oversight for both enterprise-level and start-up organizations.

Paul brings a willingness to nurture bold ideas and a track record of connecting and developing diverse teams. Highly motivated by innovation, he thrives in the development and pursuit of next-generation strategic objectives.



**Paul Sun**

CHIEF FINANCIAL OFFICER

Paul is a capital markets professional and trained engineer with over 25 years of business experience. He has held senior roles at investment banks including Scotia Capital, Desjardins, and Beacon Securities. Paul has provided financial solutions for a wide range of companies from small start-ups to billion-dollar market-cap organizations and has been involved in numerous transactions across the entire capital structure. He has also held project and senior operations management positions at a number of private and publicly traded companies.



**Scott Larson**

LEAD DIRECTOR

Scott brings over 25 years of combined corporate finance, technology development and entrepreneurial experience to the Board. Currently CEO of SpaceAlpha Insights, a Vancouver-based newspace company building out the world's premier commercial synthetic aperture radar satellite constellation. Scott was CEO and co-founder of Helios Wire, a satellite company building out a space-enabled IoT/M2M network, and was CEO and co-founder of UrtheCast. Scott helped scale UrtheCast from its inception, taking it public on the TSE.



**Deborah R. Greenberg**

CHIEF LEGAL OFFICER

Deborah has over 30 years of experience in business and in law. She is known as a pragmatic, energetic, no-nonsense business partner and executive, with outstanding leadership, operations and relationship management skills.

Most recently she was the Chief Information Officer at CMHC, where she also held the role of the Chief Legal Officer. Prior to that she was General Counsel at Aimia (Aeroplan). Deborah started her law career at Davies Ward Phillips & Vineberg LLP.



**John Mitnick**

CHAIRMAN

John is an American attorney with 32 years of experience serving at the highest levels of government and the private sector. From February 2018 until September 2019, he served as the General Counsel of the U.S. Department of Homeland Security (DHS), having been confirmed for that position unanimously by the U.S. Senate. In that capacity, John was the chief legal officer of a federal security and law enforcement agency with more than 240,000 employees, was responsible for providing legal advice and counsel from DHS and all of its components.



**Andy Card**

DIRECTOR

The second longest-tenured White House Chief of Staff, Andy has served in senior government roles under three U.S. Presidents. Mr. Card serves on the Board of Directors of public corporation Union Pacific, on the Business Advisory Board of BrainStorm Cell Therapeutics, on the Advisory Board of the U.S. Chamber of Commerce, and on a number of non-profit boards. He is also a professional speaker represented by the Washington Speakers Bureau and joined NBC News as a contributor in April 2017.



**Julie Myers Wood**

DIRECTOR

Julie Myers was appointed by President Bush to serve as Assistant Secretary of Homeland Security for Immigration and Customs Enforcement (ICE). Previously, Ms. Myers worked for the Office of Independent Counsel under Kenneth Starr and was appointed Assistant Secretary for Export Enforcement at the Department of Commerce. She currently is CEO for Guidepost Solutions, LLC, a leading investigative and compliance consulting firm where she leads a global team of investigators, experienced security and technology consultants.



**Olen Aasen**

DIRECTOR

Olen is a corporate and securities lawyer with more than 13 years of experience in corporate, securities and regulatory matters. He has been the Corporate Secretary, General Counsel or Vice President, Legal at various Canadian and U.S.- listed companies. Mr. Aasen obtained a J.D. from the University of British Columbia in 2006 and was called to the British Columbia Bar in 2007.

Olen was also appointed to the 2016 Legal 500 GC Powerlist for Canada.



**Denis Silva**

DIRECTOR

Denis is a partner at DLA Piper (Canada) LLP, an international law firm, advising clients on corporate finance and mergers and acquisitions with a focus on the technology and mining sectors. Denis has been recognized by Lexpert and Chambers, and has acted for a wide variety of companies listed on the Canadian and U.S. exchanges.

Denis holds a BA from the University of British Columbia, an MPA from Queen's University, and an LLB from the University of Windsor.



## Technology

### Providing Advanced Drone Services & Solutions

Advanced, reliable product lines  
Data analysis and artificial intelligence  
Strong intellectual property portfolio  
New product offerings on the horizon



## Traction

### Rapid Financial Growth

Continued new contract wins  
Nine straight quarters of double digit growth  
Strong balance sheet  
Advanced multi-year pipeline



## Team

### Seasoned Executive Team Complimented by Hi-Tech Staff

Entrepreneurs, legal and government  
experience navigating direction  
Innovative staff with proven track record

*ABOVE ALL ELSE*

draganfly<sup>™</sup>  
INC

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