

20+ Years of Innovation



A Trusted Name in

UAV AI, Software, Hardware, Sensors & Services

Corporate Presentation

April 2023



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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**.

Our Partners



Contract Engineering

Prototyping
Designing
Engineering



Product Development & Sales

Multi-Rotors
Fixed Wing
Controllers
Ground Robotics

Sensors
Software
AI



Flight Services

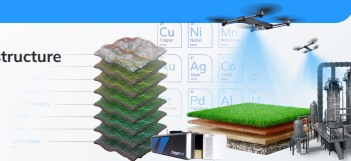
Mapping
Surveying Data
Collection
Delivery



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

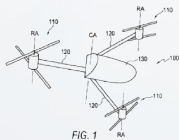
- Acquire Entities in Different Verticals
- Advanced Specific Technology Solutions/Software
- Engineering Design and Flight Staff
- Strategically Partner or Joint Venture with Industry Leaders

Draganfly has 23 Issued Patents

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

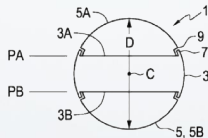
Dual Rotor Helicopter with Tilted Rotational Axes

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



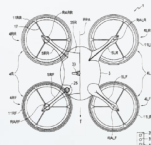
Wheel with Folding Segments

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



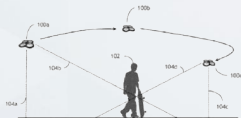
Vehicle with Aerial and Ground Mobility

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



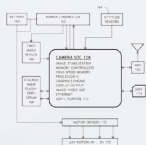
Pixel Based Image Tracking System for Unmanned Aerial Vehicle (UAV) Action Camera System

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



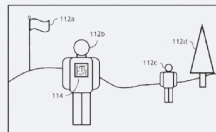
Cascade Recognition for Personal Tracking via Unmanned Aerial Vehicle (UAV)

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



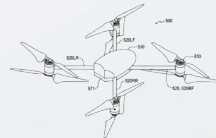
Action Camera System for Unmanned Aerial Vehicle

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	Q4 2022	Q4 2021	FY 2022	FY 2021
Revenues	\$1,314,162	\$1,635,265	\$7,605,059	\$7,053,865
Comprehensive Income / (Loss)	(\$16,660,602)* ¹	\$12,635,466* ²	(\$27,305,305)* ³	(\$16,399,137)* ⁴

In Canadian \$

Balance Sheet	Q4 2022
Cash	\$7,894,781

In Canadian \$

*¹ The comprehensive loss for the fourth quarter of 2022 includes non-cash changes comprised of a fair value derivative liability expense recovery of \$334,016, write down of inventory of \$1,976,514, an expense on impairment for notes receivable of \$1,080,645, and an expense for goodwill and intangibles impairment of \$6,454,914 and would otherwise be a comprehensive loss of \$7,482,545.

*² The comprehensive income for the fourth quarter of 2021 include a recovery in fair value of the derivative liability of \$23,428,117, and an expense for goodwill impairment of \$4,579,763 and would otherwise be a loss of \$6,212,888.

*³ The net loss and comprehensive loss for the year ended December 31, 2022, includes non-cash changes comprised of a change in fair value of derivative liability of \$5,502,688 (\$8,149,812 – 2021), an expense for impairment of notes receivable of \$309,385 (\$891,471 – 2021), a write down of inventory of \$1,976,514 (\$nil – 2021), and an expense for goodwill and intangibles impairment of \$6,454,914 (\$4,579,763 – 2021) and would otherwise have been a comprehensive loss of \$24,067,180.

*⁴ The comprehensive loss for the year ended December 31, 2021, include a change in fair value of derivative liability of \$8,149,812, an impairment of a notes receivable of \$891,471, and an expense for goodwill impairment of \$4,579,763, and would otherwise be a comprehensive loss of \$19,077,715.

Fully Diluted Capitalization

Basic Shares Outstanding (as at Dec 31/22)	34,270,579
Warrants (as at Dec 31/22) [WAEP \$5.08]	7,916,797
Options (as at Dec 31/22) [WAEP \$4.60]	877,157
Restricted Share Units (as at Dec 31/22)	1,198,875
Total Fully Diluted Shares	44,263,408

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

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INC

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