

25+ Years of Innovation



A Trusted Name in

UAV AI, Software, Hardware, Sensors & Services

Corporate Presentation

April 2024



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RECOGNIZED AS A LEADING GLOBAL NORTH AMERICAN DRONE SOLUTION PROVIDER



North American drone solutions provider with **two manufacturing plants** and **fully-functioning air operations/training facilities**.



Draganfly was awarded **two Specialized Flight Operations Certificates (SFOC)** for **beyond visual line-of-sight (BVLOS)** and **advanced operations**.



Artificial Intelligence and **Data Analytics** capabilities like Draganfly's **Vital Intelligence** product line applicable in **multiple industry applications**.



Medical Supply Delivery, Drone as a First Responder (DFR), Search and Rescue, and **outdoor advertising**.



Active operations in Ukraine: **de-mining, surveillance, and training**.



New Product Developments - driven by customers. **Strong IP** complemented by active **R&D efforts**.

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

100 000 New Commercial Job Opportunities

Approximately \$20B projected growth in the small Unmanned Aerial Vehicle (UAV) 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 Industry Drivers

Regulatory shift to domestic drones vs outside North America.

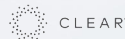
FAA & Transport Canada streamlining regulatory environments for drone operations.

Advances in technology creating efficient business model.

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

Small UAV Drone adoption in **defense industries**.

Our Partners



Contract Engineering

- Prototyping
- Designing
- Engineering
- Manufacturing



Product Development & Sales

- Multi-Rotors
- Fixed Wing
- Controllers
- Ground Robotics
- Sensors
- Software
- AI



Flight Services

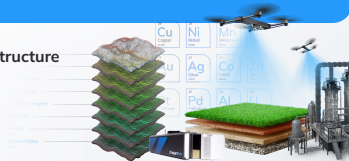
- Mapping
- Surveying Data
- Collection
- Delivery



Software, Data and AI

- Energy
- Mining
- Military
- Security

Infrastructure





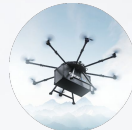
Starling X.2

The next-generation UAV communications solution conceived through ingenuity, and designed through collaboration.



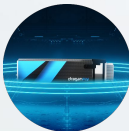
Precision Delivery System

Revolutionizing UAV integration and support to first responders in critical situations.



Heavy Lift Drone

A heavy-duty industrial UAV designed to enhance deliveries and flight times.



Long Range LiDAR

The best-in-class long-range laser scanning system producing survey-grade point cloud data.



Commander 3 XL

High-endurance, weather-resistant, multirotor UAV easy to assemble and transport.



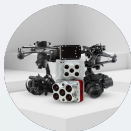
Commander 2

Multi-mission, high-endurance, electric small Unmanned Aerial System (sUAS).



Vital Intelligence

Software that uses video feed from RGB cameras to measure biometric data and share human wellness insights.



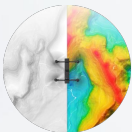
Payloads & Sensors

High-quality sensors that play a critical role in ensuring that the unmanned systems work properly.



Software

An intuitive, easy to use, application that enables you to quickly plan, fly, and process meaningful data.



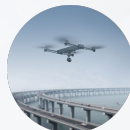
Mapping & Surveying

- Topographic Mapping
- Orthomosaic Mapping
- 3D Modeling
- Surveying and Data Collection
- Geographic Information Systems (GIS)
- HoverMap Inspections



Construction

- Site Surveying and Mapping
- Construction Inspections
- Progress Monitoring and Documentation
- As-Built Documentation
- Safety and Risk Management
- Design and Visualization
- Project Visualization and Communication



Infrastructure

- Bridge Inspection
- Dam Inspection
- Rooftop and Building Inspection
- Other Infrastructure Inspection



Agriculture

- Crop Health Monitoring
- Precision Agriculture
- Crop Scouting
- Irrigation Management
- Crop Imaging and Mapping
- Pest and Disease Management



Utilities & Telecommunications

- Visual Inspections
- Thermal Inspections
- LIDAR Inspections



Oil & Gas

- Visual Inspections
- Gas Leak Detection
- Thermal Inspections
- LIDAR Inspections



Magnetometer Surveying

- Magnetic Field Data
- Anomaly Identification
- Target Localization
- Geological Information
- Data Integration



Mining

- Surveying and Mapping
- Underground Mine Mapping
- Stockpile Management
- Geotechnical Inspections
- Environmental Monitoring
- Equipment and Asset Inspection
- Mine Reclamation and Rehabilitation



Landmine Detection

- Mapping, surveying, and detecting unexploded ordnance.



Agriculture

Resource Distribution
Irrigation Planning
Crop Inspection
Herd Inspection
Land Surveying

Drone Spraying
Safety
Disaster Response



Environmental & Energy

Mining
Oil and Gas
Site Inspections
Electric and Renewable Energy
Mining: Soil and Mineral Sample
Wind Turbine Inspections

Solar Energy
Industrial Delivery
Offshore Delivery
Extreme Terrain Delivery
Power Line Mapping



Public Health

Vital Intelligence
Telemedicine
Insurance
Corporate Wellness



Military and Government

Mapping
Communications
Tactical Delivery
Surveillance and Reconnaissance



Public Safety

Firefighters
Search and Rescue
Border Patrol
Reconnaissance
Disaster Response

Medical Delivery
Emergency Delivery
Extreme Terrain Delivery
Crime Scene Documentation
Accident Documentation & Reconstruction



Insurance

Mapping
Inspection



Training

In-Person Training
Corporate Training
Online Courses
Draganfly Academy



Humanitarian

By utilizing specialized payload sensors, Draganfly is improving landmine detection methods.

Draganfly Products and Capabilities



- Current Draganfly Products
- Systems worked on by Draganfly Personnel
- Contract Engineering for US Military Contractors

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



Landmine Detection

- ✓ Draganfly collaborates with **Ukrainian groups** to advance drone technology.
- ✓ Their emphasis is on **mapping, surveying, and detecting unexploded ordnance**.
- ✓ Leveraging **drone technology and AI models**, they enhance task efficiency.
- ✓ They improve **anomaly detection capabilities** to effectively clear landmines and unexploded ordnance.

Search and Rescue

- ✓ Draganfly's Search and Rescue Drones serve roles in intelligence gathering, infrastructure assessment, and search and rescue operations.
- ✓ These drones are capable of covering vast areas and navigating difficult environments, offering vital data.
- ✓ Their deployment significantly contributes to life-saving efforts and enhances the overall success of search and rescue missions.

Medical Response

- ✓ Draganfly's Medical Response Drones utilize an **automated payload drop mechanism** equipped with **proximity sensors** to ensure safe cargo release.
- ✓ These drones incorporate a **specialized Payload Box** designed to accommodate **temperature-sensitive medical supplies** such as insulin, blood samples, vaccines, and wound care materials.

Training

- ✓ Draganfly to provide **pilot training for Ukraine's Ministry of Interior**.
- ✓ The initiative benefits various branches: **National Guard, National Police, State Border Guard, Emergency Services, and Special Forces Security**.
- ✓ The training aims to **enhance operational effectiveness** across the nation.



Organic Growth

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



Growth Through Acquisitions

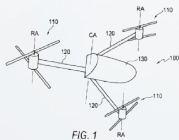
- Acquire Entities in Different Verticals
- Advanced Specific Technology Solutions/Software
- Engineering Design and Flight Staff
- Strategically Partner or Joint Venture with Industry Leaders

Draganfly has 23 Issued Patents

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

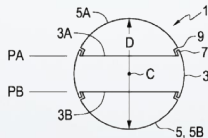
Dual Rotor Helicopter with Tilted Rotational Axes

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



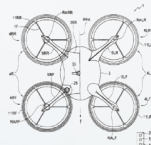
Wheel with Folding Segments

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



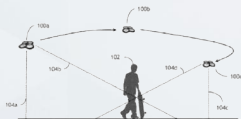
Vehicle with Aerial and Ground Mobility

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



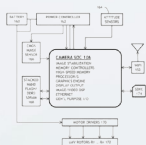
Pixel Based Image Tracking System for Unmanned Aerial Vehicle (UAV) Action Camera System

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



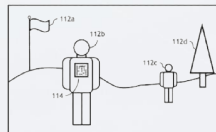
Cascade Recognition for Personal Tracking via Unmanned Aerial Vehicle (UAV)

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



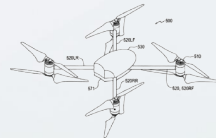
Action Camera System for Unmanned Aerial Vehicle

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 2023	Q4 2022	FY 2023	FY 2022
Revenues	\$916,299	\$1,314,162	\$6,554,842	\$7,605,059
Comprehensive Income / (Loss)	(\$4,191,796)* ¹	(16,660,602)* ²	(\$23,709,851)* ³	(\$27,305,305)* ⁴

In Canadian \$

Balance Sheet	Q4 2023
Cash	\$3,093,612

In Canadian \$

*1 The comprehensive loss for the fourth quarter of 2023 includes non-cash changes comprised of a fair value derivative liability gain of \$153,798 and would otherwise be a comprehensive loss of \$4,345,594.

*2 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.

*3 The comprehensive loss for the year ended December 31, 2023, includes non-cash changes comprised of a change in fair value of derivative liability of \$211,110, an expense for impairment of notes receivable of \$101,351, a write down of inventory of \$331,671, and an expense for goodwill and intangibles impairment of \$87,415 and would otherwise have been a comprehensive loss of \$23,400,524.

*4 The 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, an expense for impairment of notes receivable of \$309,385, a write down of inventory of \$1,976,514, and an expense for goodwill and intangibles impairment of \$6,454,914 and would otherwise have been a comprehensive loss of \$24,067,180.

Fully Diluted Capitalization

Basic Shares Outstanding (as at Dec 31/23)	49,229,563
Warrants (as at Dec 31/23) WAEP [\$0.63]	8,574,798
Options (as at Dec 31/23) WAEP [\$4.488]	897,158
Restricted Share Units (as at Dec 31/23)	1,112,967
Total Fully Diluted Shares	59,814,486

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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