

25+ Years of Innovation



A Trusted Name in

UAV AI, Software, Hardware, Sensors & Services

## Corporate Presentation

May 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**.



## REACHING NEW HEIGHTS

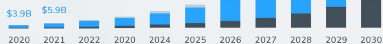


### U.S. Commercial Drone Market

Size, by product, 2020 - 2030 (USD Billion)

### 36.9%

U.S. Market CAGR, 2023 - 2030

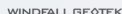


● Fixed-wing ● Rotary Blade ● Hybrid Source: [www.grandviewresearch.com](http://www.grandviewresearch.com)

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
- Manufacturing



## Product Development & Sales

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



## Flight Services

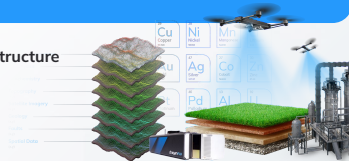
- Mapping
- Surveying Data
- Collection
- Delivery



## Software, Data and AI

- Energy
- Mining
- Military
- Security

Infrastructure





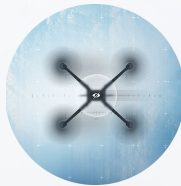
## Commander 3 XL

Commander 3 XL is a high-endurance, weather resistant, heavy-duty industrial UAV designed to enhance deliveries and flight times, able to effectively carry 10 kilograms (22 lbs) for approximately 20 minutes. The Commander 3 XL Drone supports automated and manual flight operations, making it the ideal choice for industry leaders across a variety of major markets including public safety and agriculture.



## Heavy Lift Drone

The Draganfly Heavy Lift Drone is a versatile, multi-rotor unmanned aerial vehicle (UAV), designed to enhance deliveries and flight times. Compatible with a variety of interchangeable payloads, this heavy-duty drone can carry more and fly longer. The Draganfly Heavy Lift Drone has a payload/cargo lift capacity of 30kg (67lbs) and up to 55 minutes of flight time. Designed and manufactured in North America,



## FlexForce FPV

Meticulously crafted to meet the exacting standards of Government and Defense tactical operations, NDAA Compliant FlexForce FPV System is engineered in three distinct sizes, each boasting quick-exchange assemblies in 4", 7", and 10" configurations. With a dynamic flight range and payload capacity spanning from 550 grams to 3 kilograms, and a top speed of 90 mph, the FlexForce FPV System seamlessly adapts to diverse mission needs.



## Starling X.2

Starling X.2 combines Promo Drone's innovative, patent-pending UAV communication platform with the exceptional stability and maneuverability strengths of Draganfly's Commander 3 XL drone. Together, this winning system strategically reimagines promotion and communication platforms across multiple sectors to deliver crucial information in new and satisfying ways.





## Commander 3 XL Hybrid

From empowering first responders with extended flight times for critical missions to revolutionizing capabilities for surveillance, delivery and industrial inspection, the Commander 3 XL Hybrid stands as the cornerstone of a new era in UAV technology. Explore the potential and embrace the future with the Commander 3 XL Hybrid's multi-hour endurance, unparalleled logistical efficiency, and unmatched reliability.



## Precision Delivery System

This cutting-edge platform combines advanced technology with precision engineering, offering unparalleled efficiency, speed, and reliability for delivering essential supplies and equipment to the front lines. With its innovative drop-down winch system, quick-release delivery box, and POV cameras Draganfly empowers first responders with versatile tools to save lives.



## Commander 2

The Draganflyer Commander2 is a multi-mission, high-endurance, electric small Unmanned Aerial System (sUAS) that combines the signature design elements of our past Draganflyer systems with the most advanced features to date. Paired with powerful MAVLink-based flight planning software, the Commander2 supports both fully- and semi-automated missions, as well as manual flight operations to handle any operational task.



## Long-range LiDAR

Draganfly's Long Range LiDAR system provides accurate measurements and improved resolution over conventional photogrammetry methods. The cutting edge sensor technology can be mounted on UAV, airplanes, and helicopters for those professionals requiring precision imagery. The Teledyne sensor produces survey grade point clouds with a 360-degree laser scanner. Up to 750-meter/2460 feet range (50kHz).



## Vital Intelligence

Vital Intelligence is Draganfly software that leverages RGB camera systems to measure human experience and wellness insights like heart and respiratory rates, blood pressure, oxygen saturation, and body temperature. The technology was built to measure vitals and detect symptoms across large groups of people and from a distance, informing event venues, schools, correctional facilities, offices, and other gathering spots with actionable insights.



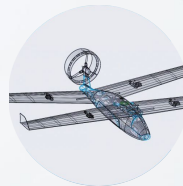
## Payloads and Sensors

Our high-performance drones equipped with state-of-the-art payloads and sensors are tailored to meet your specific needs. With unparalleled precision, reliability, and versatility, our drone solutions empower you to capture stunning visuals, gather critical data, and accomplish tasks efficiently and effortlessly. We take pride in our commitment to quality, which is why we partner with leading sensor providers to ensure unparalleled performance.



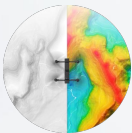
## Draganfly Software

Everything you need to plan missions, automate your operations, track program activity and analyze your data. Draganfly's DGroundControl software is a powerful flight planning tool that provides simple templates for multiple operational types, including grid survey, corridor mapping, and orbital structure scan, while still giving full control for in-depth automated flight commands. DGroundControl software supports all current Draganfly UAV platforms.



## Projects and Concepts

For over 25 years, we've dedicated ourselves to pushing the boundaries of unmanned aerial vehicle (UAV) solutions. Immerse yourself in our journey of visualizing, building, and testing novel ideas, backed by our enduring commitment to research and development. From the inception of fixed-wing, multirotor, VTOL, to autonomous vehicles, we've collaborated closely with our customers, engineers, and partners since 1998.



## Mapping & Surveying

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



## 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

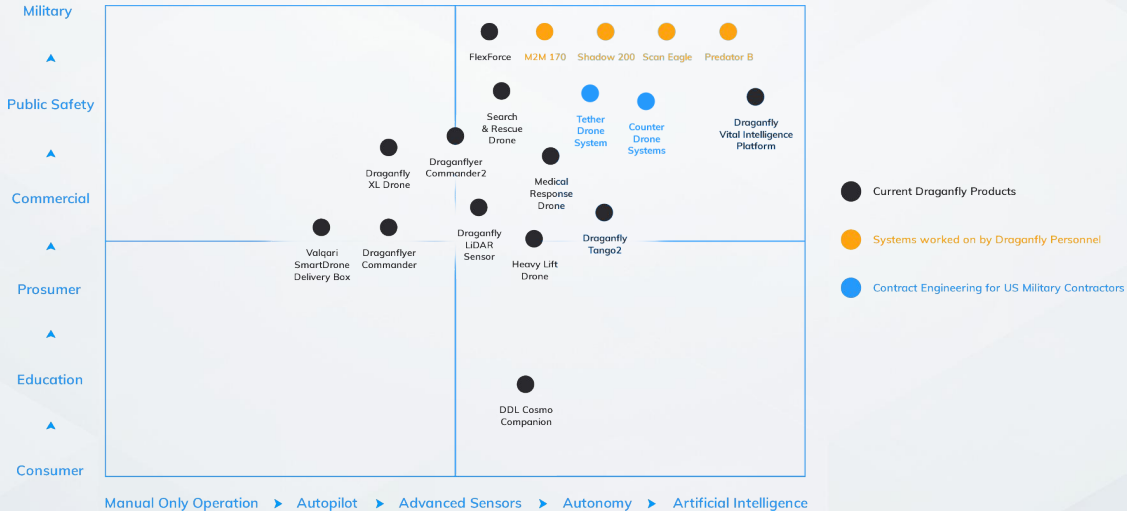
By utilizing specialized payload sensors, Draganfly is improving landmine detection methods.



## Wildfire Mitigation

Hot Spot Detection

# Draganfly Products and Capabilities





## 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

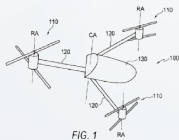
- Acquire Entities in Different Verticals
- Advanced Specific Technology Solutions/Software
- Engineering Design and Flight Staff
- Strategically Partner or Joint Venture with Industry Leaders

## Draganfly has 23 Issued Patents

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

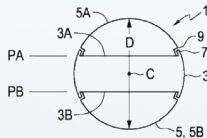
### Dual Rotor Helicopter with Tilted Rotational Axes

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



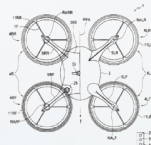
### Wheel with Folding Segments

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



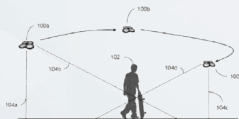
### Vehicle with Aerial and Ground Mobility

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



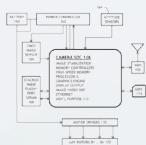
### Pixel Based Image Tracking System for Unmanned Aerial Vehicle (UAV) Action Camera System

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



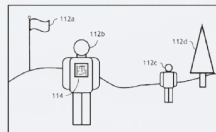
### Cascade Recognition for Personal Tracking via Unmanned Aerial Vehicle (UAV)

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



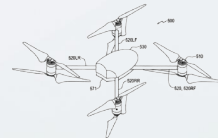
### Action Camera System for Unmanned Aerial Vehicle

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	Q1 2024	Q4 2023	Q1 2023	FY 2023
Revenues	\$1,329,581	\$916,299	\$1,601,486	\$6,554,842
Comprehensive Income / (Loss)	(1,884,416)* <sup>1</sup>	(4,191,796)* <sup>2</sup>	(\$7,096,995)* <sup>3</sup>	(\$23,709,851)* <sup>4</sup>

In Canadian \$

Balance Sheet	Q1 2024
Cash	\$4,339,736

In Canadian \$

<sup>\*1 & \*3</sup> The comprehensive income (loss) for the three months ended March 31, 2024, includes non-cash changes comprised of a change in fair value of derivative liability of \$1,817,569, a write down of inventory of \$148,760, and an impairment gain on notes receivable of \$6,751. The comprehensive loss for the three month period ended March 31, 2024 would otherwise have been a loss of \$3,559,976 (2023 - \$7,077,262) for the comprehensive loss.

<sup>\*2</sup> 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.

<sup>\*4</sup> 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.

## Fully Diluted Capitalization

<b>Basic Shares Outstanding</b> (as at March 31, 2024)	<b>63,393,221</b>
<b>Warrants</b> (as at March 31, 2024) WAEP [\$0.51]	<b>21,044,798</b>
<b>Options</b> (as at March 31, 2024) WAEP [\$4.42]	<b>888,823</b>
<b>Restricted Share Units</b> (as at March 31, 2024)	<b>1,013,106</b>
<b>Total Fully Diluted Shares</b>	<b>86,339,948</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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