



Q1 2025 Webinar

Date: Q1 2025

Presenter: Glen Lynch & Abhinav Singhvi



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Agenda

- ▶ **Review of Q1**
- ▶ **Business Update**
- ▶ **Question Period**

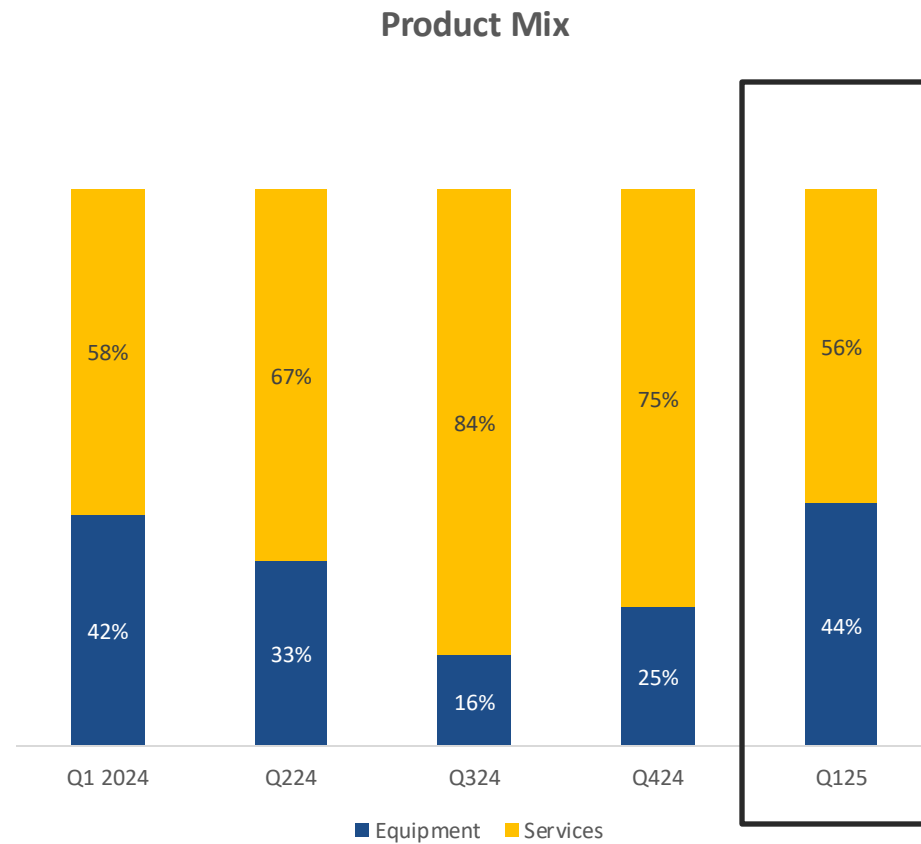
Q1 2025 FINANCIAL SUMMARY

In C\$	For Q125	For Q124	NOTES
Equipment and Service Revenue	\$5.7M	\$6.6M	Overall revenue declined due to cold weather (seasonality) and geo-political uncertainties. DDC standalone revenue in Q124 was \$103,522.
Gross Profit	\$1.8M	\$2.2M	The slower revenue ramp up lead to impact on GP. Equipment GM increased by 5% and services averaged 42%
Gross Margin (%)	32%	34%	
Loss from Operations	(\$3.36M)	(\$2.60M)	
Proforma Loss from Operations	(\$3.36M)	(\$4.4M)	Q124 includes Volatus and DDC individual costs. Post-merger, cost reduced by \$1.78M just in Q125. More synergies expected in Q2 and Q3 as IT and Tech is consolidated
Net Loss – Adjusted for Depreciation and share passed payments (non-cash)	(\$1.71M)	(1.38M)	<u>Expense Trend:</u> Marketing expense reduced by 54% IT & Tech reduced by 5% Personnel cost increased by 11% R&D focus is on commercialization Office cost reduced by 25% (more synergies expected) Sales & Travel increased by 12% External Partner is consistent (reduced on proforma basis)
Adjusted EBITDA ¹ Drain Proforma Adj EBITDA	(\$978K)	(\$1.39M) (\$3.16M)	Improved by 30% and on proforma basis its is improved by 70%

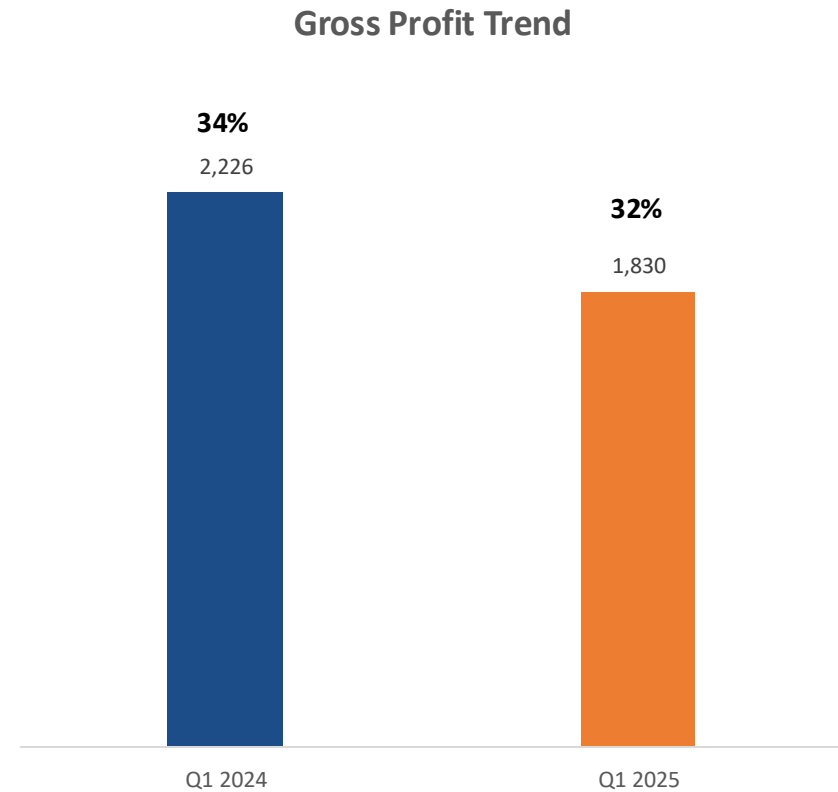
1 - Refer MD&A for detailed ADJ EBITDA to Net Loss Reconciliation | Non-IFR and forward looking Disclaimer

REVENUE SNAPSHOT

Product Mix (Equipment Vs. Services)



Gross Profit (C\$ in Millions)



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BEYOND LINE OF SIGHT

General BVLOS Operational Authorities

- **Nationwide BVLOS Daytime Operations** in uncontrolled airspace
- **Nighttime BVLOS Operations** in uncontrolled airspace outside aerodrome environments, at altitudes up to 400 ft AGL.
- **Operations in "Atypical Airspace"**, including:
 - Within 100 ft vertically and 200 ft horizontally of vertical structures (e.g., buildings, towers, powerlines)
 - In Class F restricted airspace (with permission)
 - In Northern Domestic Airspace (outside aerodrome zones)

Drone-in-a-Box Enabling Capabilities

- **BVLOS without visual observers (VOs) in atypical airspace**, enabling fully remote missions under specific conditions.
- **Night operations** in non-aerodrome, uncontrolled environments.
- **Integration with OCC (Operations Control Centre)** involving long-range operations, deconfliction protocols, & remote C2.

Special BVLOS Use Cases

- **Wildfire Response:** BVLOS flights in restricted wildfire airspace, including high-altitude and >25 kg aircraft, for public safety agencies.
- **Heavy-Lift BVLOS (over 25 kg):** large drones, facilitating agriculture, cargo and large-area survey missions.
- **Medical Delivery & Urban BVLOS:** operations over urban area using approved ground-based Detect And Avoid protocols and technologies.

OPERATIONS CONTROL CENTER

7

Toronto Ontario

- Redundant Power (5-6 hours)
- Redundant Communications
- Redundant server / computers
- 20 operator stations
- Security-controlled access
- Drone agnostic



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NESTED SOLUTIONS (DIAB)

DRONE IN A BOX SOLUTIONS



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TARGET MARKETS



**ENERGY
& UTILITIES**



MINING



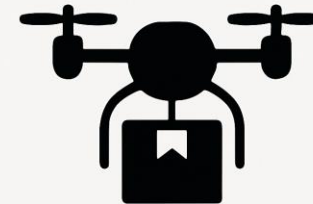
**PUBLIC SAFETY
& EMERGENCY
SERVICES**



**DEFENSE &
BORDER
SECURITY**



**CONSTRUCTION
& INFRASTRUCTURE**



**REMOTE CARGO
DELIVERY**

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QUESTIONS

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THANK YOU

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