



DRONE SHIELD



Image: Belgium's Minister of Defence and Foreign Trade, Theo Francken with DroneShield's Immediate Response Kit

Personal Use Only



## Multi-Mission Artificial Intelligence Counter-Drone Solutions

4Q25 4C Results - Investor Presentation

27 January 2026

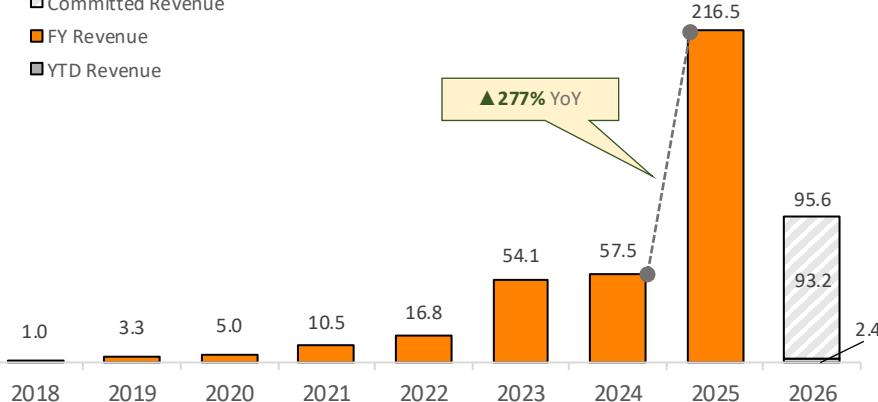
# Strong start to 2026 amongst continued rapid growth



DRO expects to benefit from operational leverage moving forward  
 The Gross Profit margin is approx. 65%. The fixed cash cost is ~\$150m/year\*

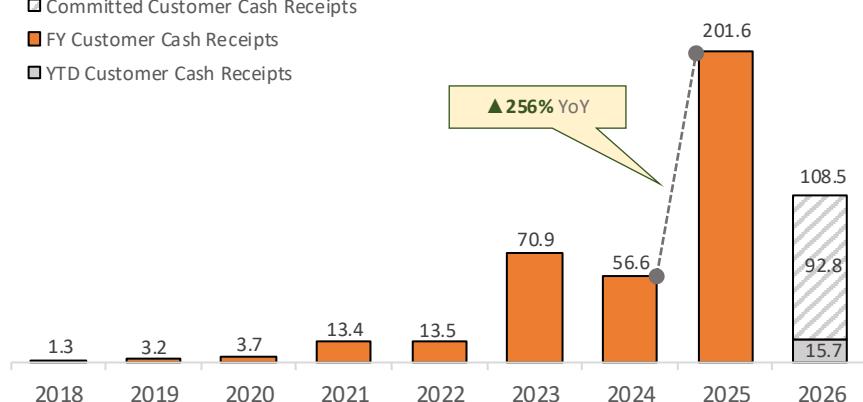
Revenue from Customers (A\$m)

- Committed Revenue
- FY Revenue
- ▨ YTD Revenue



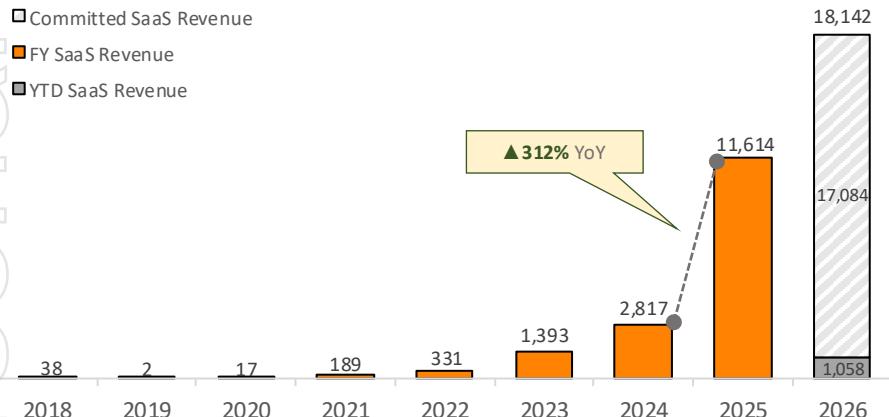
Customer Cash Receipts (A\$m)

- Committed Customer Cash Receipts
- FY Customer Cash Receipts
- ▨ YTD Customer Cash Receipts



SaaS Revenue (A\$000)

- Committed SaaS Revenue
- FY SaaS Revenue
- ▨ YTD SaaS Revenue



Profit before Tax (A\$m)

- FY (before tax)
- ▨ HY (before tax)



\* Based on monthly fixed expenses rate as of Dec 2025. The actual fixed expense for all of 2025 was lower, with the monthly cost increasing in line with headcount rise.

The financial information for FY2025 and FY2026 is unaudited and derived from management estimates. FY2025 audited results will be published in February 2026 as part of the 2025 Annual Report.

# 4Q25 and 2025 Cashflow Summary



## Significant Performance Acceleration

A\$	4Q2025	4Q2024	QoQ Growth	2025	2024	Ann Growth	Comment
Revenue from customers	51.3m	26.4m	▲ 94%	216.5m	57.5m	▲277%	<ul style="list-style-type: none"> <li>Second highest revenue quarter to date</li> <li>3Q25 highest revenue quarter at \$92.9m</li> <li>Committed revenues for 2026 of \$95.6m (vs negligible committed revenues at the start of 2025)</li> </ul>
Customer Cash Receipts	63.5m	26.2m	▲142%	201.6m	56.6m	▲256%	<ul style="list-style-type: none"> <li>Second highest cash receipt quarter to date</li> <li>3Q25 highest cash receipt quarter at \$77.4m</li> </ul>
SaaS Revenues	4.6m	0.8m	▲475%	11.6m	2.8m	▲312%	<ul style="list-style-type: none"> <li>Expected to keep rising</li> <li>All new products to carry one or multiple SaaS</li> <li>SaaS is critical due to the changes in drone technology</li> <li>As the hardware becomes more open-ended, software is expected to play an increasing role</li> <li>The command-and-control SaaS software expected to increase</li> <li>Expecting the civilian sector to reach up to 50% of revenue over next 5 years, and subscription products to be a central part</li> </ul>
Operating Cashflow	7.7m	(8.9m)	▲187%	23.3m	(57.9m)	▲140%	<ul style="list-style-type: none"> <li>Targeting to be consistently operating cashflow positive and profitable moving forward</li> </ul>

Note: The financial information for FY2025 and FY2026 is unaudited and derived from management estimates. FY2025 audited results will be published in February 2026 as part of the 2025 Annual Report.

# Key Highlights



## Record performance across all key metrics

### Robust financial performance



**A\$216.5m**

2025 Revenue from Customers

- Up 277% (vs. 2024)
  - Highest revenue year to date



**A\$5.2m**

HY2025 Profit Before Tax

- Most profitable Half Annual period to date



**A\$95.6m**

2026 secured revenues

- Strongest ever start of a year

### Executing on material pipeline



**A\$2.09bn**

Pipeline January 2026

- 300+ diverse pipeline across geographies, customers, products and stages of maturity



**300**

Deals in pipeline

- Significant project diversity



**14**

Deals over \$30m each

- 35 deals over \$10m each
- The largest opportunity is \$800m

### Positioned to win and scale



**350+**

World-class engineers

- A well resourced, highly agile team
- Cat-and-mouse game with drone tech



**A\$70m+**

R&D spend annually

- Continuous investment in hardware and AI software to combat latest drone threats



**A\$201.1m**

Cash balance (January 2026)

- Significant cash balance provides flexibility and supports ongoing investment

The pipeline includes existing defined sales opportunities at various stages of maturity. The opportunities are unweighted for probability. There is no assurance that any of the Company's sales opportunities will result in sales. Further pipeline information is set out on the following page.

The financial information for FY2025 and FY2026 is unaudited and derived from management estimates. FY2025 audited results will be published in February 2026 as part of the 2025 Annual Report.

# Sales Pipeline at \$2.09bn (as of Jan 2026)



300+ diverse pipeline across geographies, customers, products and stages of maturity of the deals. All reporting is in A\$. Corresponds to approximately end of 2026. Civilian customers are starting to demonstrate interest as well.



34 USA

**\$303m / 127 projects**

- **2025 Sales:** \$30m (14% revenue)
- Trump proposing \$1.5tn defense budget (up from \$1bn for FY26) for 2027
- Streamlining defense acquisition, including Joint Interagency Task Force 401 (JITAF401)
- The new DHS Program Executive Office with US\$1.5bn C-UAS contract vehicle
- FIFA World Cup driving funds and urgency
- Safer Skies Act for law enforcement
- DRO included in the SHIELD US\$151bn IDIQ



United Kingdom

**\$17m / 5 projects**

- **2025 Sales:** \$11m (5% revenue)
- Working via BT (British Telecom)
- Received NPSA certification for DroneSentry
- DroneSentry-X integrated into Leonardo UK's FalconShield system



Asia (excl China)

**\$272m / 28 projects**

- **2025 Sales:** \$46m (21% revenue)
- Several key Governments seeking to protect against the threat of small Chinese drones
- Demand continues to accelerate, especially fixed base DroneSentry protection



10 Europe

**\$1.3bn / 66 projects**

- **2025 Sales:** \$87m (40% revenue)
- [EUR800bn Re-Arm Europe Plan](#) / Defence Readiness Roadmap 2030
- A number of individual countries starting ramp-up in C-UAS purchases
- Setting up a European manufacturing (initially in a single, followed by multiple EU countries) and regional sales hubs



439 Australia

**\$31m / 8 projects**

- **2025 Sales:** \$11m (5% revenue)
- Currently on a 2-year \$11.7m EW contract
- DRO included in LoE2 LAND156 win
- \$1.3bn L156 C-UAS spend, DRO selected on the LoE3 panel in January 2026

2 Other

**\$89m / 55 projects**

- **2025 Sales:** \$32m (15% revenue)
- On the ground sales staff in Mexico and UAE, supported by distributors
- Colombia to spend US\$1.7bn on C-UAS
- Fixed site (DroneSentry) focus

*The pipeline includes existing defined sales opportunities at various stages of maturity. The opportunities are unweighted for probability. There is no assurance that any of the Company's sales opportunities will result in sales.*

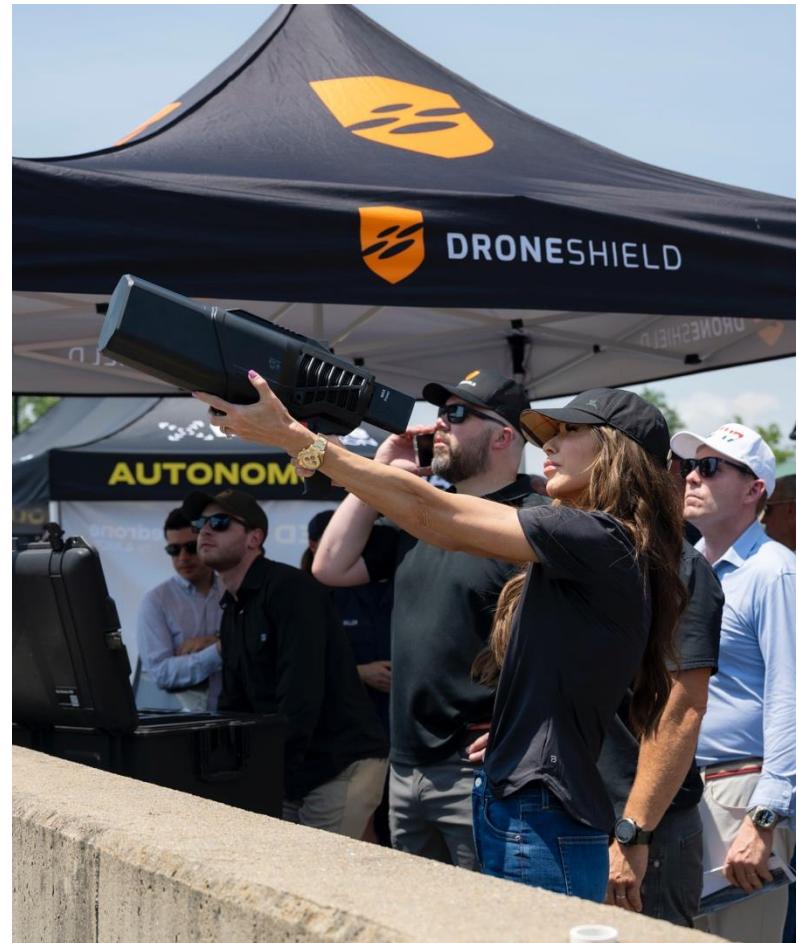
*The change in the pipeline from \$2.5bn in Oct 2025 is mostly due to several early stage/low probability large projects which did not materialize or were reduced in scope, as well as AUD appreciating vs USD.*

# US “Safer Skies” Act



**State and local law enforcement has received the legal pathway to counter drones**

- The “Safer Skies” Act is a part of the 2026 National Defense Authorization Act (**NDAA**)
- Enables state/local law enforcement to counter drones near events (previously only federal)
  - Creates potential to substantially increase the US law enforcement sales for counter-drone detection and defeat (while detection was legal, enabling defeat also boosts detection sales)
  - DRO’s products such as RfPatrol, DroneGun and DroneSentry-X, are highly relevant for police with their design and pricing
- Re-authorises DHS and DOJ, expanding their authorities to the entire departments
  - eg previously DHS Homeland Security Investigations were not authorised to jam drones
- Lays a potential future pathway for critical infrastructure to defeat drones, if the law enforcement is unable to support
- DRO has previously sold equipment and/or developed substantial relationships within the DHS, DoJ as well as a number of the local and State based law enforcement agencies, positioning it in the market as it grows



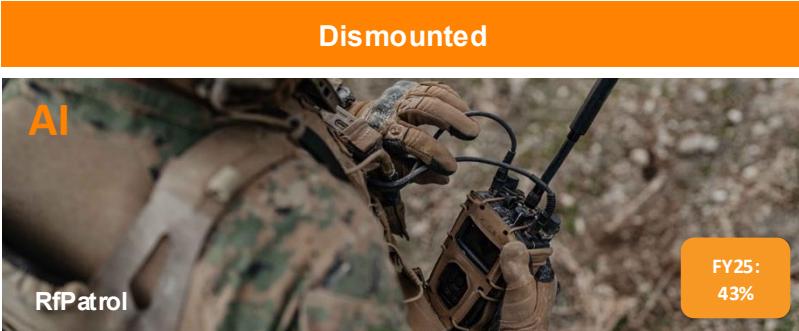
*Image: DHS Secretary Kristi Noem attends drone demo by U.S. Department of Homeland Security (DHS) in July 2025*

# Unmatched End-to-End Counter-Drone Solutions Worldwide...



Current gen products continue to sell well, as DRO aims to launch a number of next-gen hardware solutions over late 2026 and 2027, including full spectrum customisable sovereign solutions

Personnel only  
Detect  
Defeat



## RfPatrol

- Quarterly SaaS-based software updates to keep up with the threat



## DroneGuns

- DroneGun Mk4:** Lightweight and compact
- Tactical:** Designed for two hand operation and long-range defeat
- Upfront hardware purchase (future gen jammers to also have SaaS)

## DroneSentry

- DroneSentry-X Mk2 as the foundation plus optional add-ons
- Includes optical, radar, radio frequency, acoustic, cyber, edge computing and software systems
- Long range automated situational awareness, monitoring and threat response of local airspace activity
- Real time alerts, analytics and reporting through DroneSentry-C2 software
- Upfront hardware purchase, plus recommended SaaS



## SentryCiv

- Civilian
- SaaS only
- Cost effective
- Pricing cashflow positive for DRO from day 1



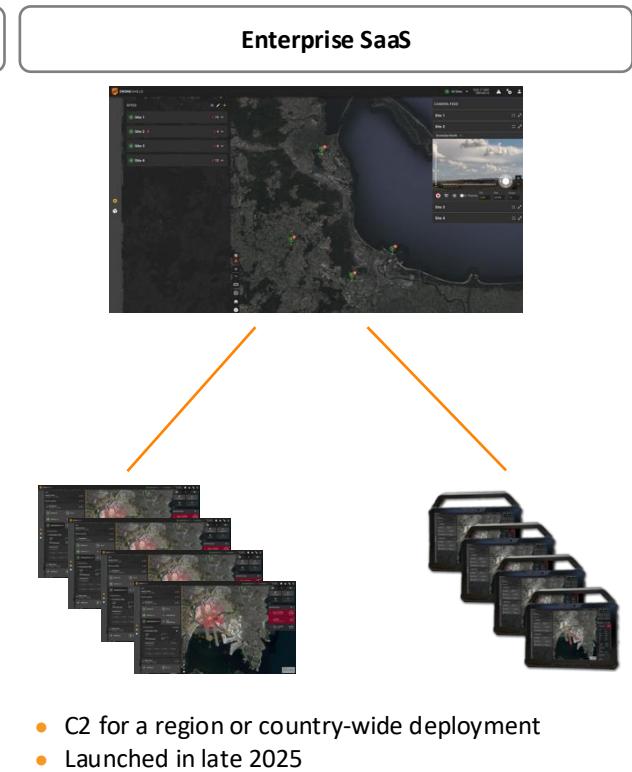
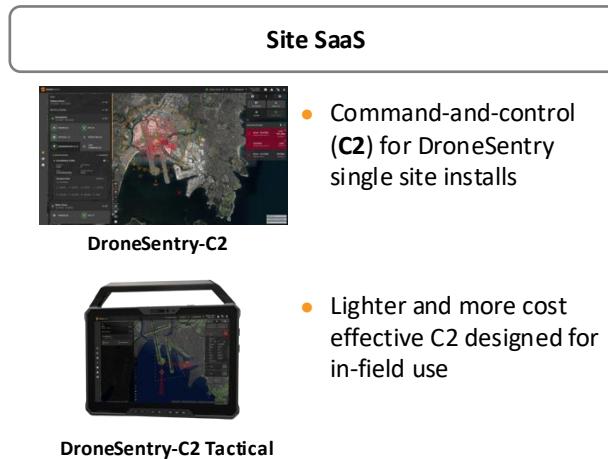
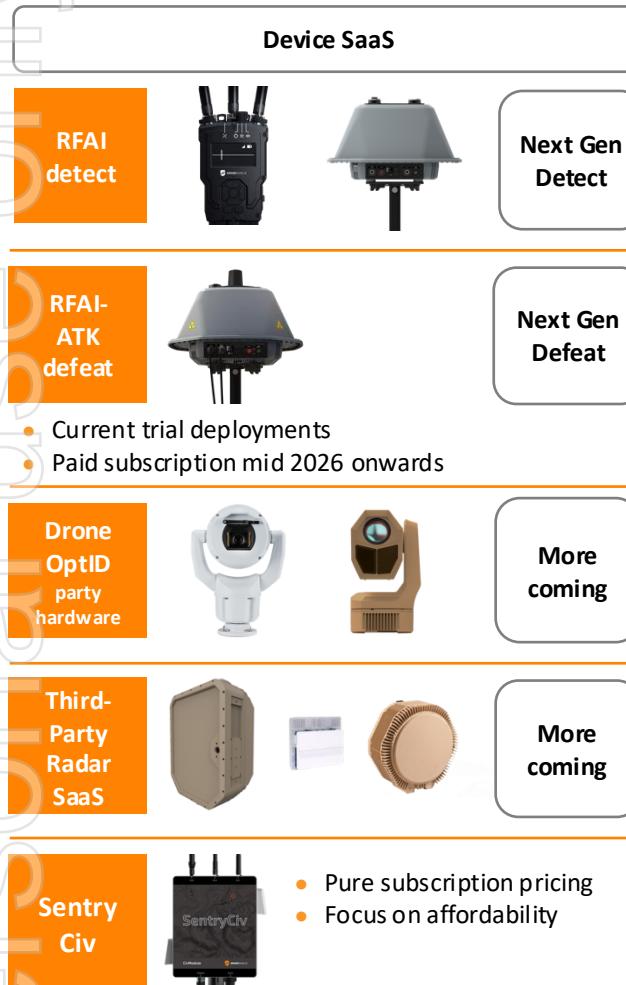
2025 hardware revenue %

**AI** AI-powered solutions

# ...And Proprietary AI-based SaaS and Software R&D Contracts



Quarterly proprietary SaaS, completed by third party SaaS on integrated radar solutions  
The goal is 10,000s of hardware pieces globally, each with multiple SaaS, with 30-40% of revenue in SaaS





# Our Competitive Differentiators

## Technical differentiators



Global pioneer at the forefront of counter-drone technology



Fully in-house development and manufacturing capabilities (except radar and camera)



350+ world-class engineers



\$70m+/year of R&D investment



Market leading, differentiated AI technology



Substantial and growing proprietary global AI drone signal database



Dedicated data engineering team



AI-powered SaaS solutions poised to be significant proportion of total revenue

## Commercial differentiators



Trusted partner and global reputation



Global presence in 70+ countries



Strong relationships and history of R&D collaboration with blue chip customers



Track record of repeat orders



Complete product and integration



End-to-end offering across dismounted and fixed/OTM portfolio



Interoperable hardware and software solutions



Well-positioned to maximise wallet share

# Competitive Positioning



- DRO is the global market leader in each of its key segments, underpinned by its commercial and technical differentiators.

Competitors include\*:

- Handheld detection: MyDefence (Denmark) and DZYNE (USA)
- Handheld defeat: MyDefence (Denmark), SteelRock (UK) and DZYNE (USA)
- On the move detection and defeat: AeroVironment (USA)
- Fixed site solutions and command-and-control systems: Dedrone (part of Axon) (USA), Anduril (a higher cost and ITAR restricted solution) (USA)

- Traditional defence and security primes are considered customers rather than competitors, and DroneShield works with primes where appropriate to offer combined solutions
- Chinese and Russian systems would not be considered by the key Western customers of DRO
- Number of competitors have undergone significant consolidation in the last several years

- DRO is the only publicly listed pure-play C-UAS company in the world

\* According to field intelligence information received by DroneShield and customer discussions

# Manufacturing Capacity Expansion



Expansion from the current \$500m p.a. to \$2.4bn p.a. in production capacity by end of 2026

- New own 3,000sqm production facility in Sydney
  - Substantial upgrade from 400sqm of floorspace of the current production facility
  - The manufacturing is to assemble items made by supply chain to DRO's specifications, so the expansion capex is not significant
  - The annual increase in lease payments from taking the dedicated own manufacturing facility and the expansion of the headquarters, is \$2.3m/year, plus \$3m for the fitout net of incentives
- Addition of 2,500sqm to the R&D area in the DRO headquarters by early 2026, for engineering and lab space, resulting in a 5,530sqm total R&D area
- The expansion in Australia is concurrent with DRO's European and US outsourced manufacturing initiatives, against the backdrop of record global demand
  - European contract manufacturing to come online in early 2026
  - U.S. assembly to come online around mid 2026



*Image: DroneShield Sydney warehouse. DroneShield combines own production alongside of two contract manufacturers in Australia*

# Executing on our Strategic Priorities



Leveraging our established and scalable platform to execute on numerous and highly actionable growth levers

2026-2027

- Launch of **next gen hardware** across product families
- Continuing to sell into a nascent, very low saturation C-UxS market
- **Grow SaaS revenue** through new products and additional SaaS options on existing products
- **Expand wallet share** by embedding more solutions to customers
- Establish **European manufacturing and regional sales** hub facility
- Establish **US manufacturing hub**
- Initial **material sales within the civilian sector**, underpinned by increase in drone threat and evolving legislation to enable counter-drone purchases in this sector

2028-2029

- **Grow pipeline by 100%+ to \$5bn**
- **Roll-out of AI software** to all hardware and SaaS subscriptions
- Substantial amount of sales are driven off system (as opposed to product) sales, and from **“whole of lifecycle” sales** (true partner to the customer as opposed to a vendor)
- **Ongoing feature enhancement** and subsequent commercialisation of Access Portal
- **Expand EW capabilities/contracts** and broader distribution opportunities

2030+

- **Significant revenue from SaaS**, long term counter-drone contracts and EW contracts
- **Significant annual revenue from** customers revamping **hardware purchased 3-5 years earlier**
- **Increase penetration in existing markets** (including civilian markets) and a substantial amount of revenues from replacement of hardware
- Regional **manufacturing and regional sales hubs in Middle East and South America**

# Thank you

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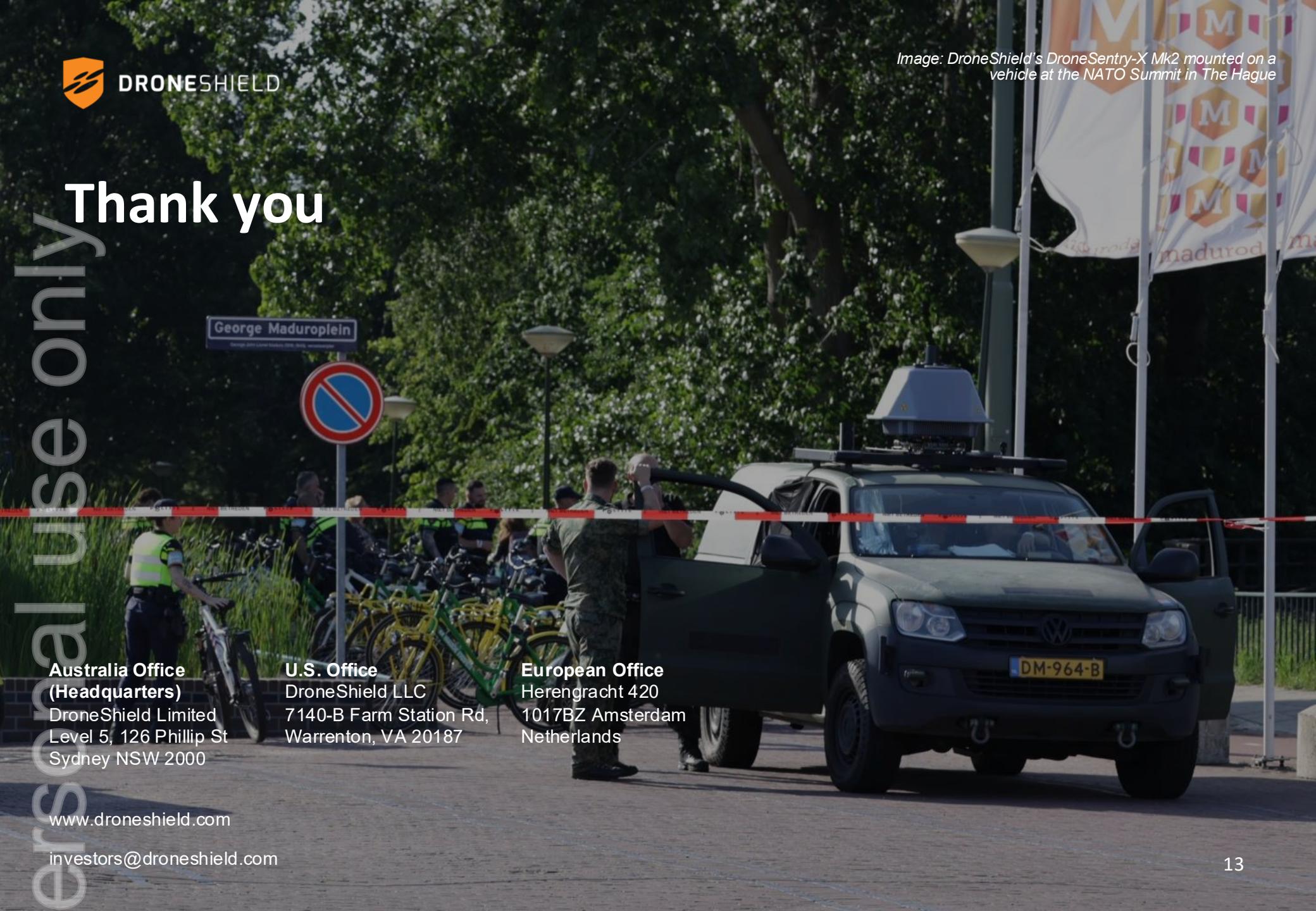
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APPENDICES

Other Information





## A well positioned market leader in a globally surging industry, across military and civilian sectors

- Deteriorating geopolitical and security situation around the globe, accelerating defence spending
- Ukraine has irreversibly brought drones and counter-drone solutions into mainstream of conflicts
- The counter-drone market saturation is small (sub 5%\*) - **US\$60bn Total Addressable Market**
  - The “drone problem” is new (largely since when the Ukraine War started in 2022) and evolving
  - Civilian market is a US\$28bn TAM opportunity – Safer Skies Act as well as DHS Program Executive Office for Unmanned Aircraft Systems and Counter-Unmanned Aircraft Systems are expected to start driving adoption in the US
- Traditional defence primes are not well positioned - need cost effective, rapidly evolving solutions
- **DroneShield is the only pure-play counter-drone publicly listed company in the world**

[We need]... more AI  
in everything ... more counter  
UAS.

Peter Hegseth, U.S. Secretary  
of War (Sep 30, 2025)

We need to strengthen our ...  
anti-drone capabilities ... a  
European network of anti-drone  
measures...”

Mette Frederiksen, Danish Prime  
Minister (Oct 3, 2025)

The drone wall initiative is  
timely and necessary

NATO Secretary General Mark  
Rutte (Sep 30, 2025)

# A Global Company

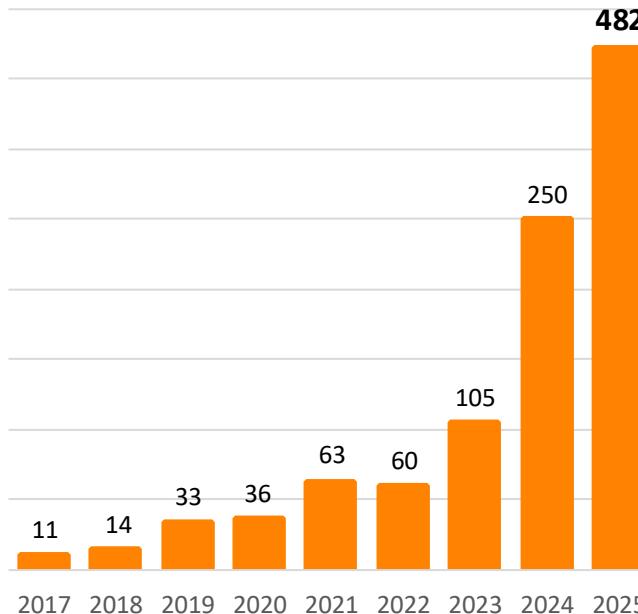


DroneShield is a significantly larger business today with 480+ staff, up from 11 in 2017

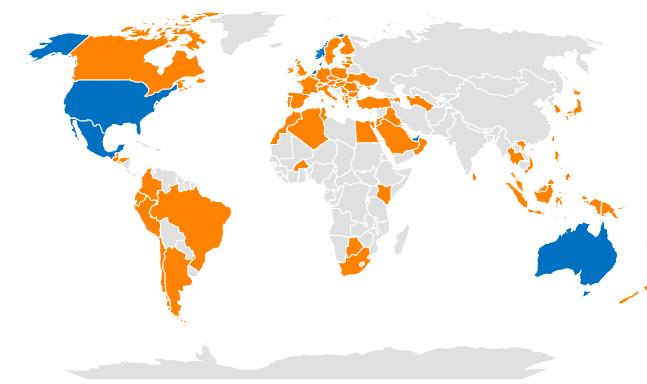
## DroneShield's Rapid Transformation

- **2017:** Employed 11 staff, focused on early product launches and initial sales
- **2018-2019:** Staff-growth to focus on product launches and broadening partnerships
- **2020-2022:** Additional engineers hired to execute on product roadmap strategy. Sales team built a diverse contract base across the US, UK, EU and Australia
- **2023-2025:** Focused on product evolution and AI firmware upgrades. Sales team bolstered, delivering several multi-million dollar contracts globally and multi-billion dollar pipeline<sup>1</sup>
- **2026:** Targeting 600 staff including 400+ engineers by year end

## Total Staff (Globally)



## Global Presence



- Regions with DRO employees
- Additional Countries with DRO representation

<sup>1</sup> There is no assurance that any of the Company's sales opportunities will result in sales

# Will our technology continue to work against drones?



## A large and agile team, combining counter-drone technology, expertise, relationships and reputation

### RF to remain core drone technology

- DRO believes that radiofrequency will remain the core sensor and effector mechanism as the drones evolve\*
- Non-RF drones are catered for by ability to integrate other technologies, as the solutions will differ across scenarios

### Sensor maker and integrator

- Where the customer has “detect all drones no matter what they could be” requirements and a sufficient budget, DRO acts as an integrator, adding third party sensors and effectors into a single system package (customers do not wish to buy “lots of boxes” and therefore rely on an integrator)
- Over time, DRO may add some of these alternative detection and defeat technologies into its own portfolio
  - For example, can consider adding sonar when underwater drone threats start to proliferate

### Ongoing counterdrone innovation is key

- Several next generation hardware/software products due for 2026 release and beyond
- DRO’s edge driven by a multiple differentiators:
  - Technical: arguably largest and highly agile counter-drone engineering team globally, extensive and growing counter-drone AI datasets
  - Commercial: close trusted collaborations with customers, brand name, certifications

### Drone tech innovation is a positive

- There is a substantial investment by drone manufacturers (especially Chinese) to make jamming-resistant drones
- This is both a threat, and an opportunity to maintain high product gross margins through innovation, and stops the C-UxS industry from becoming commoditised

\* According to field intelligence information received by DroneShield and customer discussions

# Will our technology continue to work against drones? (continued)



Understanding market trends, and the “ground truths” about them, remains key

## What about fibre-optic drones?

- Use of multi-sensor systems such as DroneShield's DroneSentry, including with multiple detection modalities (radar, acoustic, camera etc) and defeat (lasers, high-powered microwaves) are considered best approach for such drones
- Drones controlled by fibre-optic cables have limitations of use\*, including entanglement of the lines to each other and buildings/trees, the drone being tangled onto itself (especially in adverse weather conditions), snapping the cable when flying quickly, as well as the weight of the cables

## What about autonomous drones?

- The nature of drone missions (precision reconnaissance and strike capability) requires “human in the loop” (and the need for a pilot to control the drone), reinforced by the current trend of First Person View (FPV) drones, which DRO can detect, track and defeat
- When doing surveillance, the need for timely information is critical - autonomous drones generally need to return to their pilots and have the video downloaded - this means the information is 1-2 hours old. In most cases this is too long

## What about GPS-guided drones?

- Drones using way-point navigation (“GPS-guided drones”), do not appear to provide sufficiently accurate and precise satellite navigation in warzones such as Ukraine, where GNSS jamming and spoofing are common across wide areas
- For outside of warzones, GNSS suppression capability is able to disrupt way-point navigation of the drones (where lawful for the customer to deploy)

## Can't I just shoot down a drone with a gun?

- It's difficult to target very fast-moving small objects with bullets, especially for a multi-direction swarm attack
- Drones often fly very high and then dive down, making it even more difficult
- Remote Weapon Stations have a narrower market applicability, generally to warzones, and subject to technical, export control and collateral damage limitations\*

\* According to field intelligence information received by DroneShield and customer discussions

# Detection Technologies



DRO uses multi-sensor drone detection for optimal results, unaffected by time of day or weather. DRO is an integrator as well as sensor maker, meaning it combines its own and third party solutions

	Radio Frequency	Radar*	Cameras*	Acoustic*
Imagery				
Overview	<ul style="list-style-type: none"> <li>Foundational layer</li> <li>Detects drone comms protocols (via conventional RF library or an AI engine)</li> </ul>	<ul style="list-style-type: none"> <li>Motion tracker - emits signals which are then reflected back to the radar by targets</li> </ul>	<ul style="list-style-type: none"> <li>Electro-Optical (EO), Infrared (IR) and Thermal</li> <li>Video analytics and image capture identification of drone activity</li> </ul>	<ul style="list-style-type: none"> <li>Compares noise of drone blades or motor to a database of acoustic signatures</li> </ul>
Advantages	<ul style="list-style-type: none"> <li>No interference with other sensors</li> <li>Tracks multiple targets</li> <li>Passive – cannot be “seen”</li> <li>Low false alarm rate</li> <li>Direction-finding capability</li> <li>Long ranges</li> <li>Cost effective</li> </ul>	<ul style="list-style-type: none"> <li>Picks up drones without RF emissions</li> <li>Tracks multiple targets</li> </ul>	<ul style="list-style-type: none"> <li>Best used for verification, classification and tracking of a target detected by other sensors</li> <li>Potential identification of payloads</li> <li>Provides “eye on target”</li> </ul>	<ul style="list-style-type: none"> <li>Passive, cost effective</li> <li>Supporting sensor, filling gaps from other sensors</li> </ul>
Disadvantages	<ul style="list-style-type: none"> <li>Doesn’t pick up RF-silent drones</li> <li>Requires firmware updates</li> </ul>	<ul style="list-style-type: none"> <li>False alarms (birds etc)</li> <li>Is “seen” as emits energy (passive radars are early stage)</li> <li>Longer range detection is expensive</li> <li>Struggles with hovering drones</li> </ul>	<ul style="list-style-type: none"> <li>Not well suited for detection on its own due to field-of-view vs distance trade-off</li> <li>Short ranges</li> </ul>	<ul style="list-style-type: none"> <li>Short range</li> <li>False alarms</li> <li>Cannot accurately locate or track</li> <li>Requires signature database updates</li> </ul>

\* Third party hardware, integrated into DRO combined multi-sensor solution, with differentiated offering via AI-powered software layers

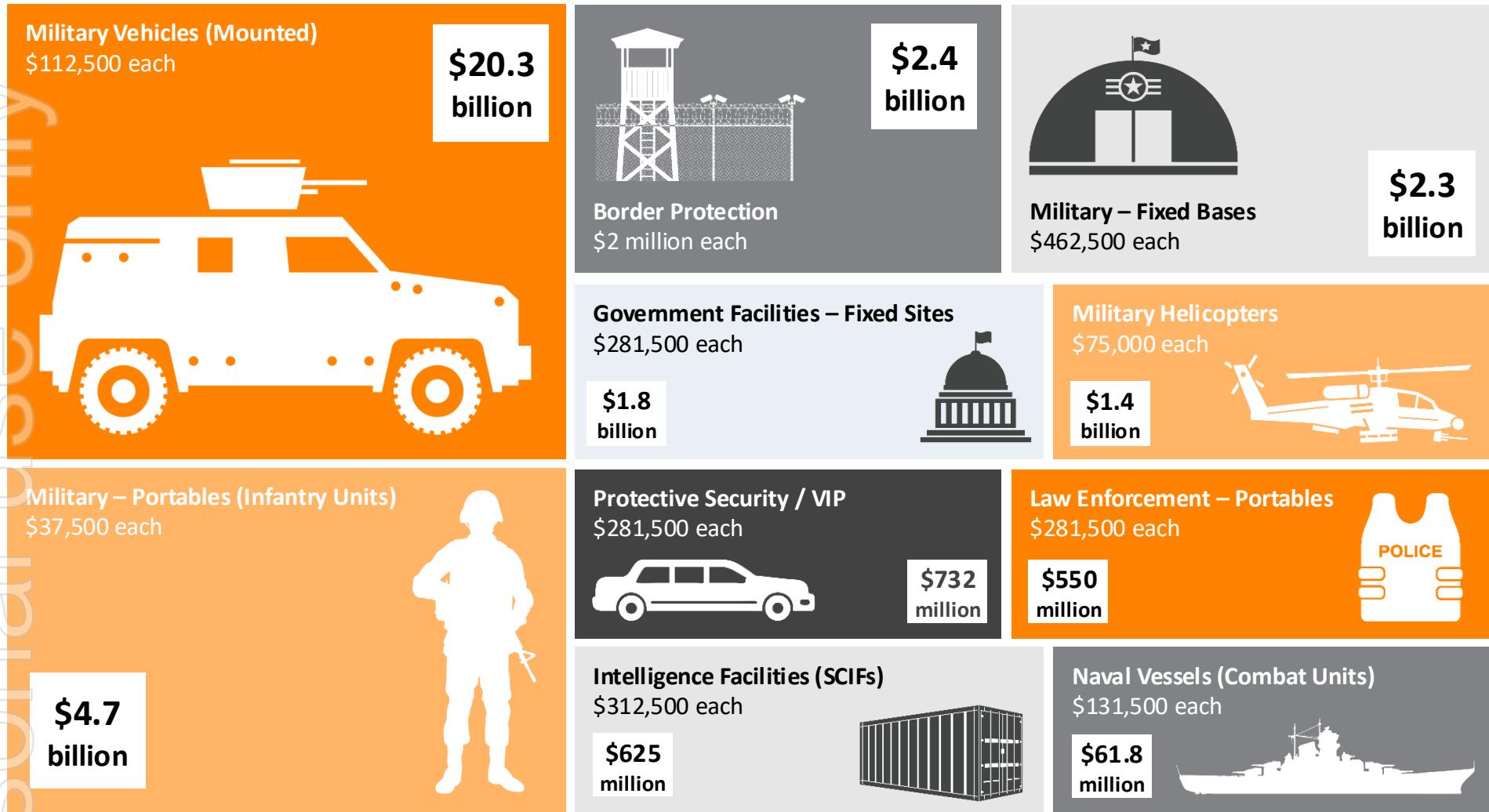
# Defeat Technologies



DRO uses smart jamming which has advantages over other technologies, as well as integrates third party technologies as part of its DroneSentry-C2 command-and-control software

	Smart Jamming	Protocol Manipulation	Interceptor Drones	Projectile Fire Kinetic Systems	Directed Energy (Laser or HP Microwave)
Imagery					
Overview	<ul style="list-style-type: none"> <li>Radio waves force a drone to fly back, hover, or land</li> </ul>	<ul style="list-style-type: none"> <li>Hijacks the control of a drone</li> </ul>	<ul style="list-style-type: none"> <li>“Kamikaze” or “catching” drones</li> </ul>	<ul style="list-style-type: none"> <li>Remote weapons systems shoot down drones</li> </ul>	<ul style="list-style-type: none"> <li>“Dazzle” or destroy a drone</li> </ul>
Advantages	<ul style="list-style-type: none"> <li>Universal effectiveness, incl “autonomous drones” flying via GNSS</li> <li>360-degree defeat coverage</li> <li>Effective against swarms</li> </ul>	<ul style="list-style-type: none"> <li>Allows for the re-routing and re-direction of malicious drone flight paths</li> <li>Applications in both civil and military environments</li> </ul>	<ul style="list-style-type: none"> <li>“Catching” the drone is available to a wider range of customers</li> </ul>	<ul style="list-style-type: none"> <li>Sometimes effective against RF/GNSS silent drones</li> <li>Established technology for military operations</li> </ul>	<ul style="list-style-type: none"> <li>Effective against RF/GNSS silent drones</li> <li>Systems can be mounted on naval vessels for complex defence systems</li> </ul>
Military and civilian markets					
Instantly engages swarms					
Max range	10km+	5km	Several km	Several km	Several km
Upfront Cost	\$\$	\$\$	\$	\$\$\$	\$\$\$\$
Operating Cost	\$	\$	\$\$\$\$	\$\$	\$

# US\$35bn+ Total Addressable Military Market



# US\$28bn+ Total Addressable Civilian Market



## Strategic Power / Grid Assets

\$1,062,500 each



**\$6.4 billion**

## Shipping – Freighters / Cargo Ships

\$131,500 each



**\$4.3 billion**

## Data Centres (Tier III/IV+)

\$312,500 each

**\$3.8 billion**



## Stadiums / Events

\$512,500 each



**\$3.6 billion**

## Airports

\$1,062,500 each

**\$3.2 billion**



## Correctional Facilities

\$281,500 each

**\$2.5 billion**



**\$2.3 billion**

## Civilian Helicopters / Heliports

\$150,000 each

## Oil & Gas Infrastructure

\$1,062,000 each

**\$2.2 billion**



## Shipping Ports

\$131,500 each



**\$105.2 million**

# U.S. Law Enforcement C-UAS Market Assessment



## The U.S. Safer Skies Act has potential to be a key driver of demand for DRO equipment

### What is the Act?

- The U.S. Safer Skies Act (incorporated into the Fiscal Year 2026 National Defense Authorization Act (FY26 NDAA), signed into law on Dec 18, 2025) is a significant expansion of C-UAS authority to State, Local, Tribal, and Territorial (**SLTT**) law enforcement and correctional agencies in the United States.
- This legislation provides a pathway for SLTT entities to detect, track, and mitigate credible drone threats to people, facilities, critical infrastructure, large public events, and correctional facilities.

### What is the opportunity for DRO?

- **Agencies:** Approximately 17,500-18,000 SLTT agencies.
- **Sworn Officers:** ~600,000-788,000 full-time equivalents (conservative midpoint used: ~700,000-750,000 SLTT sworn officers, based on trends from Bureau of Justice Statistics and FBI Universal Crime Reporting (UCR) data - excludes federal).
- **Vehicles:** Conservative estimate ~500,000-700,000 SLTT law enforcement vehicles (based on ~0.6-0.7 vehicles per sworn officer, accounting for shared/specialised fleets. Market reports cite fleets exceeding 700,000 in some analyses).
- **Deployment Focus:** Larger agencies (7% with >100 officers) control ~64% of personnel and are primary adopters for specialist C-UAS tools (e.g., SWAT, task forces, border/prison units).
- **Total Estimated SLTT TAM: ~\$2.5–\$3.2 billion+ across core products (portables/handhelds ~\$870M–\$930M+ alone).**

### Next steps

- Mandatory FBI-managed training and certification will be through the National Counter-UAS Training Center (NCUTC) at Redstone Arsenal, Huntsville, Alabama. The centre opened with its first graduating class in November 2025.
- Current course capacity is limited to 15-20 personnel per course due to resourcing constraints in this early post-legislation phase but capacity is expected to increase as the program scales to meet demand, particularly ahead of high-profile events like the 2026 FIFA World Cup (June-July 2026).
- Grants such as the Federal Emergency Management Agency (FEMA) \$500M C-UAS program over FY26–FY27 will assist.

# Seasoned leadership team with deep sector experience





**Oleg Vornik**  
CEO and Managing Director



**Angus Bean**  
Chief Product Officer



**Carla Balanco**  
CFO & Joint Company  
Secretary



**Louis Gamarra**  
Chief Commercial Officer



10yrs with DRO



9yrs with DRO



8yrs with DRO



2yrs with DRO



**Nathan Vardanega**  
Chief Operating Officer



**Angus Harris**  
Chief Technology Officer



**Paul Cenoz**  
General Counsel &  
Joint Company Secretary



**Sasha Biskup**  
Chief Information Security  
Officer



2yrs with DRO



1yr with DRO



3yrs with DRO



1yr with DRO

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