

Counter-Drone Solutions

AI-Powered, Field-Proven, Deployed Globally

Presentation to Canaccord Genuity Growth Conference

August 2026

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The World Has a Drone Problem. We Solve It

Our Position

- DroneShield is the global leader in counter-drone technology
- Representation in 70+ countries: Tier 1 militaries, government agencies, law enforcement, and critical infrastructure operators
- Deployed across conflict zones, airports, prisons, utilities, public safety operations, and major events

Our Mission

Lead the world in reliable, operationally effective, and scalable counter-drone solutions. Protecting the people, places, and assets that matter.

Our Approach

Integrated detection, identification, and defeat. Multi-technology sensing, AI-driven classification, electronic warfare, delivered in multi-mission platforms.

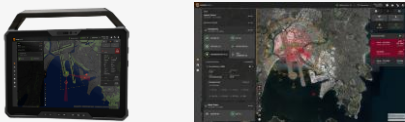
Our Edge

Thousands of deployments. A decade of operational experience. Unique, real-world threat datasets built from global environments. Operationally proven platforms refined against real adversaries. A lead that compounds every year.



Multi-Layered Counter-UxS Ecosystem

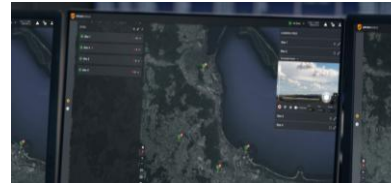
C-UxS is not a product. It's a system designed around the end-user, the area of operation, and the threat
"There is no silver bullet to protect against drones"*

DroneShield Solutions	LAYER 1	RF Detect & Defeat DroneShield Flagship Sensors & Effectors	
	LAYER 2	DroneSentry-C2 / C2 Enterprise DroneShield Software Ecosystem	
DroneShield & Partner Solutions	LAYER 3	Core Extensions Radars / Optical Sensors / Specific Accessories & Kits	
	LAYER 4	Situational Extensions Cyber / Acoustic / Seismic / Passive Radar / Kinetic Interceptor / Cellular / Satcomm / USV/UGV	
	LAYER 5	Soft Kill & Non-Kinetic Effectors High Power Microwave / Laser	
Not Offered	LAYER 6	Hard Kill & Kinetic Effectors Remote Weapons Stations / Explosive Interceptor / C-UAS Missile	

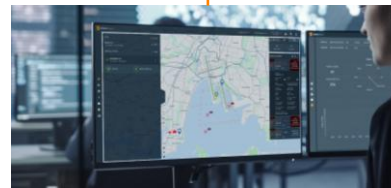
Next-generation product launches commence 3Q 2026 through 2027

Hardware Wins the Deal. Software Compounds the Value

- C2 offers automated situational awareness, monitoring and threat response with real-time alerts, analytics and reporting operating system
- Recurring revenue is building via quarterly software updates*, services and support



DroneSentry-C2 Enterprise



DroneSentry-C2 (Cloud / On-Prem)

Every deployed sensor becomes more valuable when connected through DroneSentry-C2, increasing platform stickiness and customer retention

AI-powered data enrichment for rapid awareness and response

- ~5,800 units deployed
- ~4,000 software enabled units* with updates via DroneShield's Access Portal



Dismounted

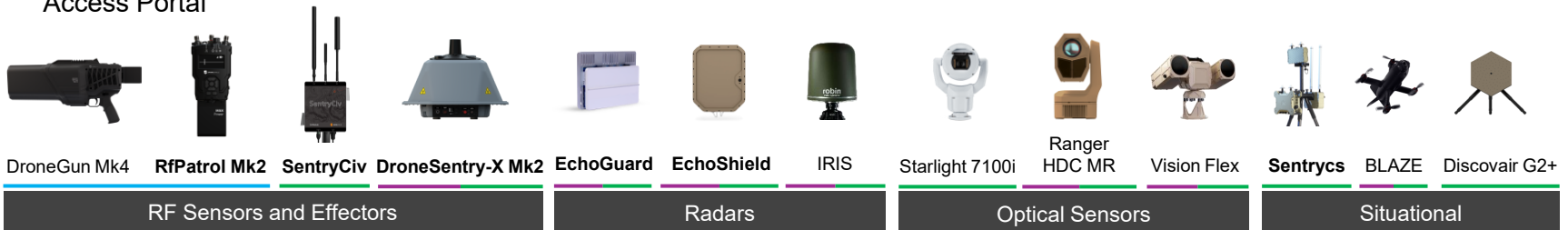


On-the-Move



Fixed Site

RfAI-3 and RfRecon are the start of DroneShield's next-gen C-UxS solutions being launched over the next 18 months



*Bolded product names indicate products requiring software updates and associated subscription revenues.

Multi-Layered Solutions in Effect

We work with end-users to define their counter-drone requirements and deliver interoperable, multi-layered solutions tailored to their environment

COMMAND-AND-CONTROL SOFTWARE



DroneSentry-C2

RF SENSOR



DroneSentry-X Mk2 (DD)
RF Sensor

RADAR SENSOR



Echodyne EchoShield
Active Radar

OPTICAL SENSOR



OpenWorks Vision Flex
EO/IR Sensor

NOVEL SENSORS AND EFFECTORS



Squarehead Discovair G2+
Acoustic Sensor



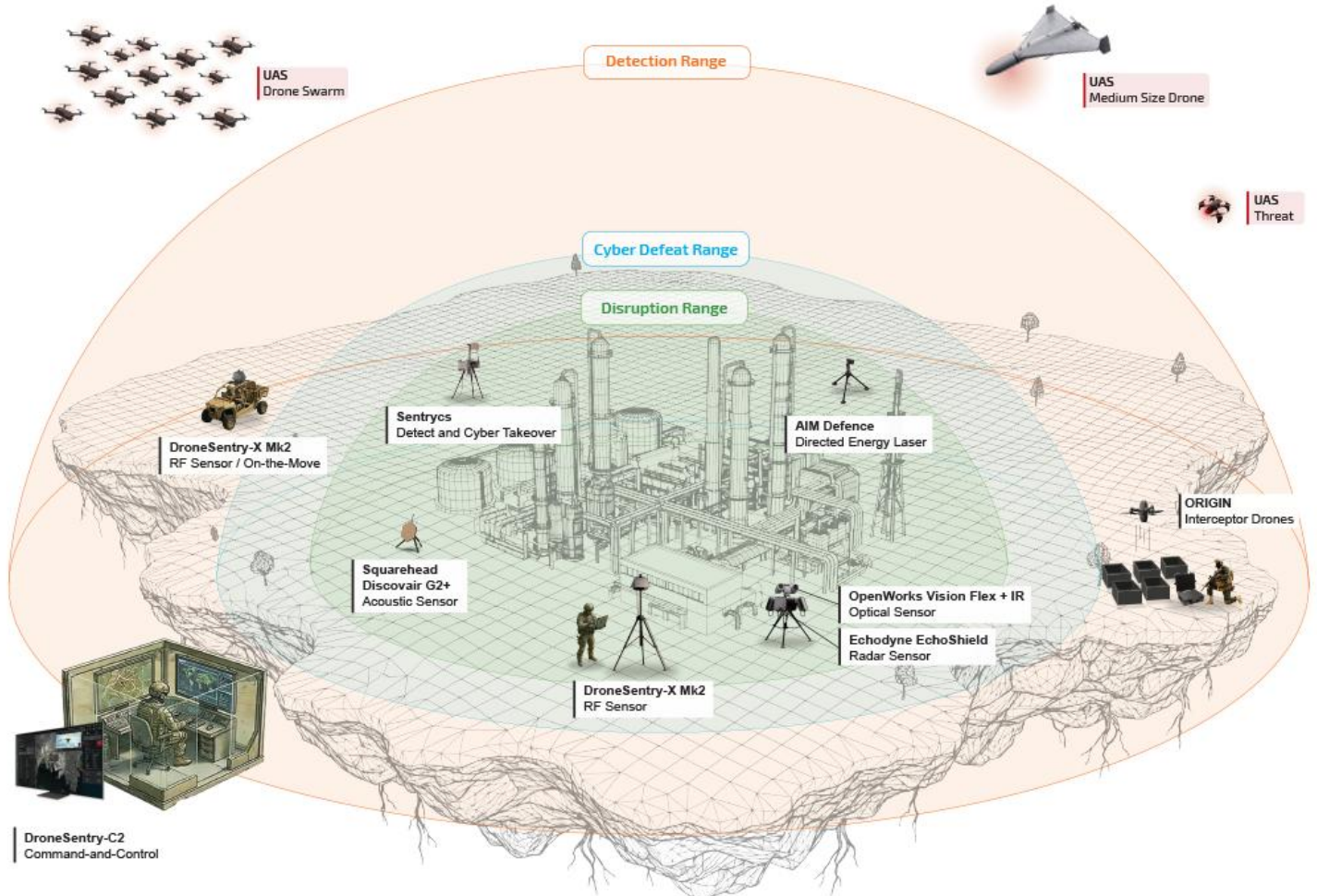
Sentrycs
Detect and Cyber Takeover



AIM Defence
Directed Energy Laser



ORIGIN
Interceptor Drones

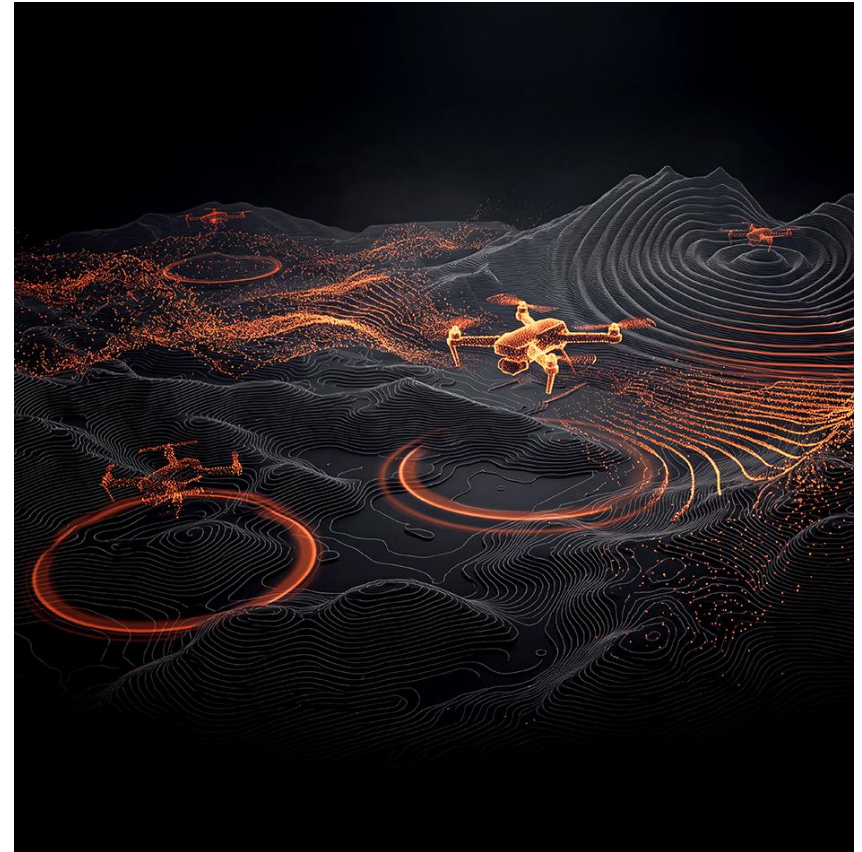


Example configuration. Diagram not to scale.

RfAI-3: The Shift From Recognition to Intelligence

Deploys adaptive AI for next-generation sensing, beyond the signatures of existing RF libraries

- DroneShield's RF detection capabilities have long provided industry-leading identification of known drone technologies
- As drone threats continue to evolve, operators increasingly face RF activity they have never encountered before
- Using advanced artificial intelligence, RfAI-3 analyses the physical characteristics of RF transmissions to generate intelligent classifications of both known and previously unseen drone activity
- RfAI-3 is a significant evolution in counter-drone doctrine, with ultra-broadband detection which:
 - Provides operators with deeper RF intelligence
 - Reduces uncertainty when confronting unfamiliar signals
 - Enables faster, more confident operational decisions in rapidly changing spectrum environments
- Specifically designed for DroneShield's next-generation hardware platforms being introduced in 2026 and 2027



RfRecon: The First of the Next-Generation

Powered by RfAI-3, RfRecon is the beginning of a new generation of adaptive AI for RF sensing

Principles

- Combines RF sensing with adaptive AI capable of recognising both known and previously unseen drone signals in real time
- AI is now integral to detection, classification and situational awareness, creating a foundation for future AI-enabled counter-drone capabilities
- Rather than relying solely on predefined signal libraries, the system continuously adapts as the RF environment evolves

Features

- Ultra-wideband RF awareness
- Known and previously unseen signal detection
- Precision direction finding
- Versatile mission-sets: dismounted, vehicle mounted, fixed site



Illustrative Growth in Military End-User

DroneShield's consistency with proven solutions ultimately results in strong growth with its end-users, and a leading reputation in the market

Case Study

- Long-standing partnership with a distributor to provide solutions to a leading Western European military end-user
- In-field usage, long-term efficacy, and product innovation translates to an acceleration in engagement, with an increasing pace in repeat and expanding orders
- The Ukraine conflict commenced in Year 4, creating significant awareness and demand for C-UAS, noting that this end-user is not involved in this conflict
- The velocity and ramp-up with newer end-users has accelerated, meaning larger orders are secured at a fast rate
- Over time, order product mix expands with more scope for layered-solutions and wider network coverage

Cumulative Order Value of Western European Military End-User

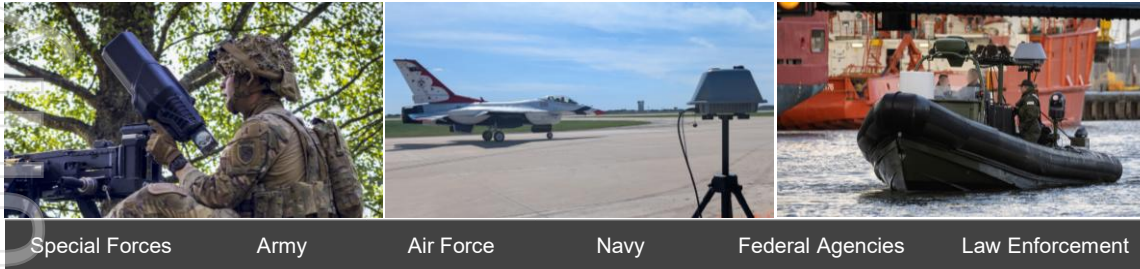


Case study is illustrative based on the actual order history of a single end-user. Each end-user has a different order pattern and will not necessarily follow the same trajectory.

Mission Critical Need for Counter-Drone Solutions

Segments are significant, with each supported by multi-channel tailored **Go-To-Market Strategy**

MILITARY & GOVERNMENT (US\$35B TAM)



- High urgency for C-UxS solutions
- Federal or central government funded
- Longer, complex tender processes
- Larger, long-term programs

LOCAL & COMMERCIAL (US\$28B TAM)



- Quickly developing C-UxS market
- Local or commercially funded
- Faster procurement process
- Smaller, more frequent orders

DIRECT

- 30+ sales personnel in 7 countries to service core markets
- Support end-users, partners and distributors in nearby regions
- Expanding team in coming periods

PARTNERS

- Growing network of leading partnerships with interoperable third-party products and solutions
- DroneShield is core to multi-layered solutions
- Adding more 'best-of-breed' capabilities

DISTRIBUTORS

- Representation in 70+ countries
- Provides in-country relationships and local regulatory knowledge
- Enhancing distributor network to support both market segments

C-UxS Thematics and Developments: Funding

Worldwide acknowledgement of the drone threat, goes well beyond the battlefield and spans government and commercial sectors, with unlocking in regulations and significant funding

USA

- 2027 budget request: **US\$21B** for munitions, C-UAS and advanced capabilities
- JIATF401** Streamlining C-UAS acquisition with US\$900M committed for 2026, with **DroneShield on JIATF-401 C-UAS Marketplace platform**
- Safer Skies Act** unlocks 17,500 local and state law enforcement agencies

Europe & UK

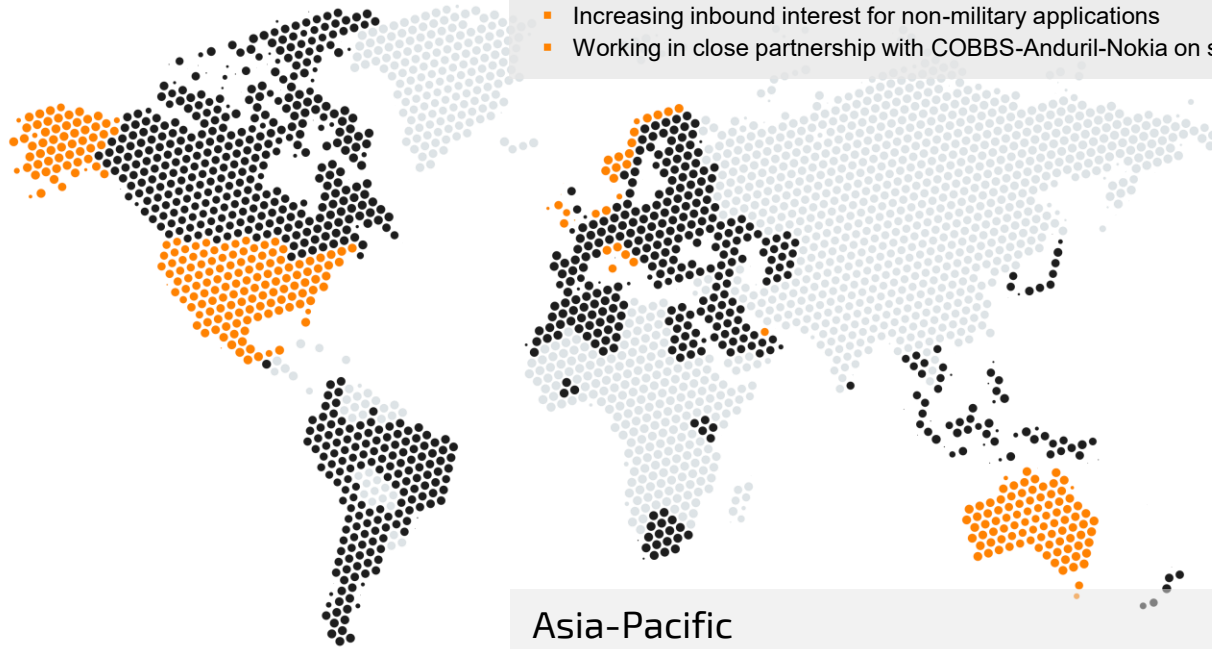
- €800B Re-Arm Europe Plan / Defence Readiness Roadmap 2030
- NATO commitment for **US\$40B in counter-drone capabilities over next 5 years**
- UK committed **£790 million** to integrated air, drone and missile defence
- Increasing inbound interest for non-military applications
- Working in close partnership with COBBS-Anduril-Nokia on significant opportunity

LATAM, MENA, Other

- LATAM:** Renewed & increasing focus on narco-cartels
- MENA:** Meaningful enquiries in response to conflict, across both military & non-military arena

Asia-Pacific

- Australia:** Integrated Investment Program: Up to A\$7B allocated over 10 years for C-UAS and missile defence, with ~A\$1.5B for C-UAS
- Asia:** ASEAN-Australia Counter-Terrorism Practical Exchange conference sees drones as the leading threat to protect crowded spaces, vulnerable targets and critical infrastructure

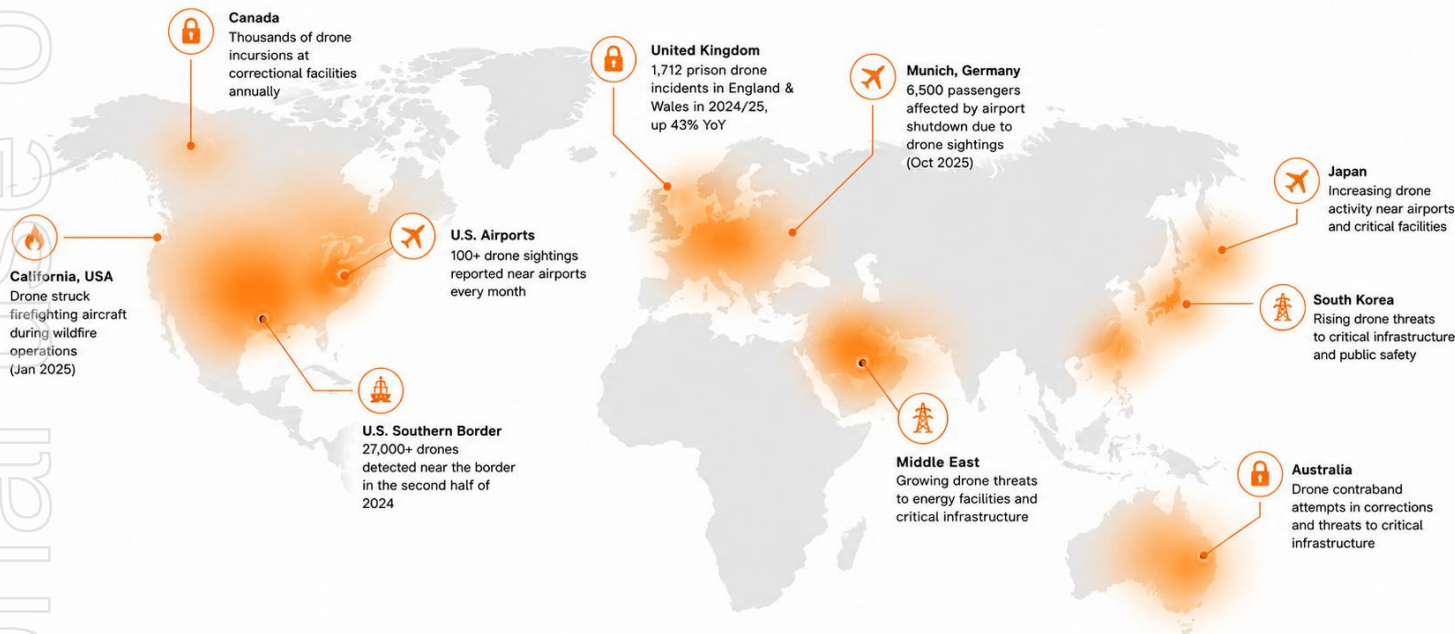


- Regions with DroneShield employees
- Countries with DroneShield representation

C-UxS Thematics and Developments: Commercial

Beyond the battlefield, the counter-drone imperative is growing with escalating incidents in public safety, critical infrastructure and broader commercial settings

Commercial demand is evolving into a long-term growth market alongside defence, creating recurring opportunities across aviation, critical infrastructure, public safety, corrections, and major events.



"if there is one threat that keeps me up at night, it is from drones"
Jessica Tisch, NYPD Police Commissioner (February 2026)

Commercial Drone Threats by Numbers

100+

Airport drone reports every month in the U.S.

3,000+

Drone incidents near U.S. airports

1,712

Prison drone incidents in England & Wales in 2024/25 up 43% YoY

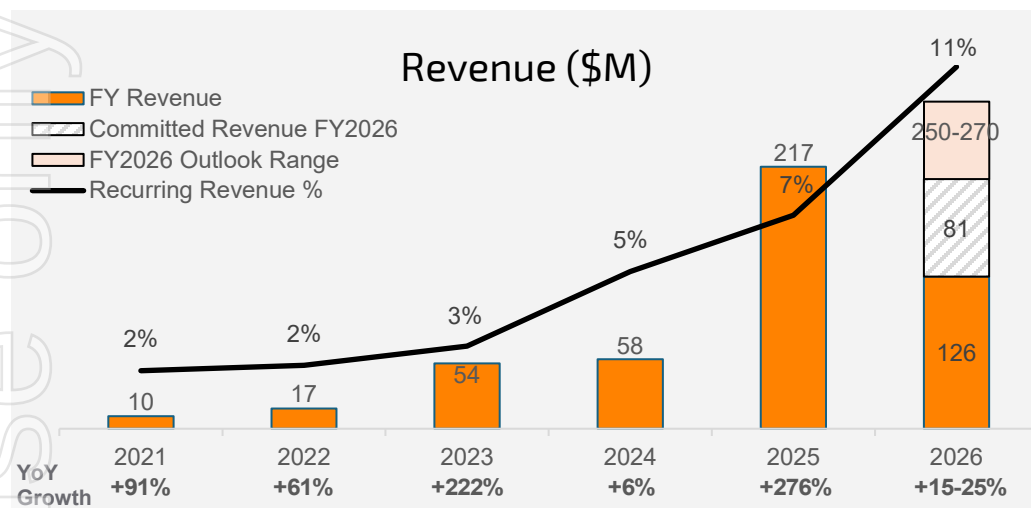
27,000+

Drones detected near the U.S. southern border



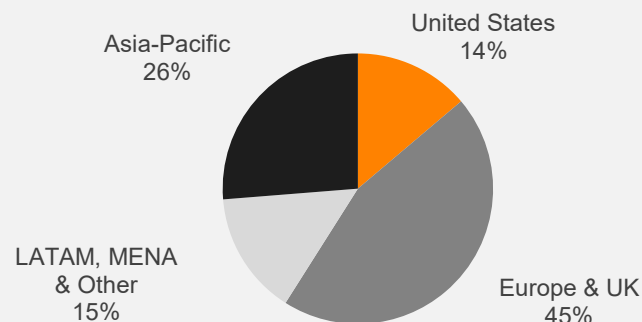
Record Results in FY2025 and Building into FY2026

FY2025 was a pivotal year reflecting the strength of DroneShield's offering, the growing global appetite for its solutions, and its position as the technology leader in C-UxS

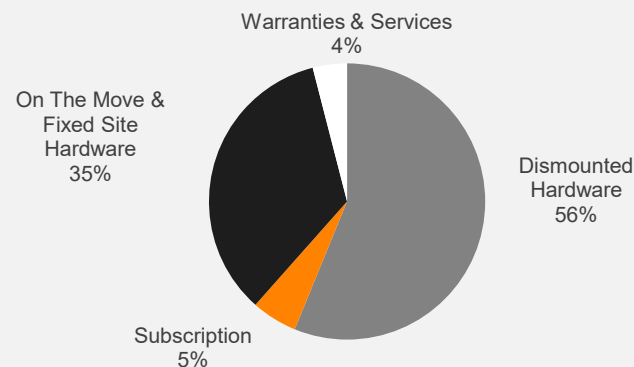


Key Metrics (\$M)	FY2025	FY2024	Change
Revenue	216.5	57.5	276%
Underlying Gross Profit	140.3	41.2	240%
Underlying EBITDA	36.5	(4.0)	1,013%
Underlying PBT	33.3	(2.1)	1,686%
Profit/(loss) after income tax	3.5	(1.3)	367%
Operating cash flow	15.9	(62.6)	126%
Cash & term deposits (no debt)	209.5	219.5	(4%)

FY2025 Revenue by Region



FY2025 Revenue by Type



FY2026 Committed Revenue as at 28 July 2026. Committed Revenue is the value of hardware, services, warranties and subscriptions scheduled for delivery within the period, based on confirmed purchase orders. Recurring Revenue % is based on FY Revenue, on FY2026 committed revenue the rate is ~13%.
 FY2025 Underlying Key Metrics before Individually Significant Items (refer to CEO 2026 AGM Presentation 29 May 2026).
 Cash balance as at 31 March 2026 was \$223M (no debt).



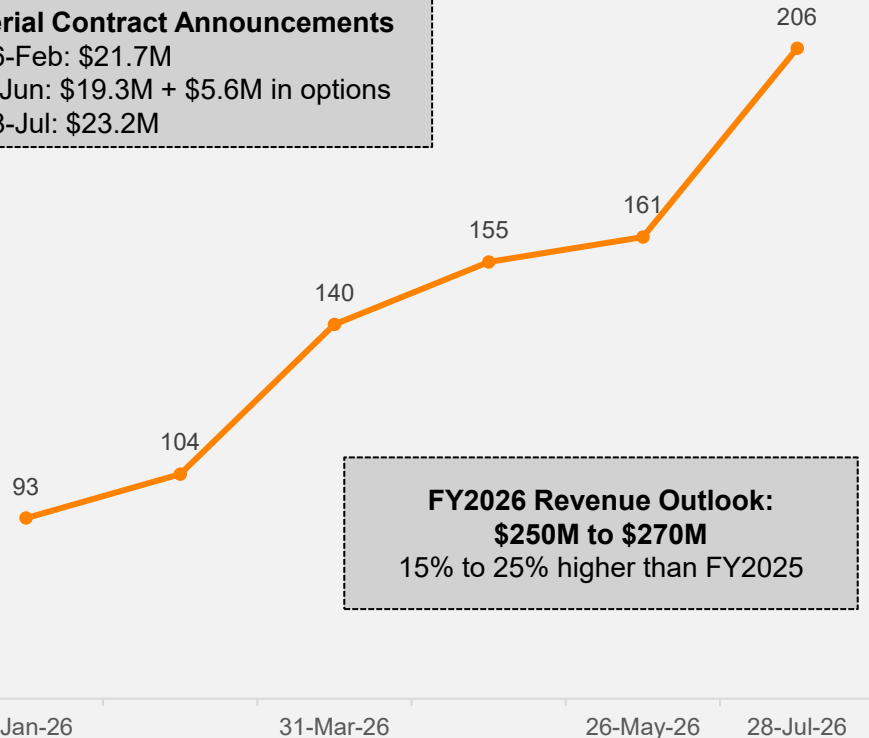
1H Trading Update & Outlook

After 7 months, FY2026 Committed Revenue is already at \$206M, which is 95% of the record revenue achieved in FY2025.

FY2026 Committed Revenue Progression since 1 January 2026 (\$M)

Material Contract Announcements

- 26-Feb: \$21.7M
- 2-Jun: \$19.3M + \$5.6M in options
- 28-Jul: \$23.2M



Revenue

- 1H 2026: \$125.8M, up 74% on PCP with \$14.2M (11.3%) from Recurring Revenue
- FY2026 Committed Revenue: \$206M (~13% Recurring Revenue). 95% of FY2025, with 5 months to run in year
- FY2026 Outlook: \$250M to \$270M, 15% to 25% growth on FY2025

Gross Margin

- 1H 2026: Estimated at 60% (compares to 65% PCP), due to sales mix, currency movements and raw material impairment (identified in facility move and ERP transition)
- 2H 2026: Blending up from recurring revenue and initial sales of next generation solutions
- Company targets a blended Gross Margin ~65%

FY2027 & Beyond

- \$26M in Committed Revenue and growing, with mix of hardware, software, added services and warranty income

Strategic Priorities for Sustainable Growth

Compounding our lead: wider reach, deeper capability, broader markets



1. Accelerate Global Operational Reach

- Scaled regional headquarters across the United States and Europe
- Expanded headcount and locations of commercial team
- Regional commercial and operations hubs across Asia, the Middle East and LATAM
- Regional manufacturing in core markets



2. Activate Next Generation C-UxS Capabilities

- Delivering a range of platforms and solutions to address the threats of the future
- Deploying “whole of lifecycle” C-UxS solutions and services as a strategic capability partner to end users
- Strategic technology-focused M&A based on alignment in vision and solution eco-system



Credit: AAP Image/Ritzau

3. Expand and Diversify Markets and End-Users

- Deep presence across both military and non-military markets
- Rich multi-channel go-to-market via partnerships with Primes, regional distributors and direct to end-users
- Diversification across end-users, geographies and solutions

Board Composition

A considered evolution of the Board, with varied skills to support the next stage of growth



**Hamish
McLennan**

Independent
Non-Executive
Chairman

Director since May 2026

Background: Tech, media & marketing, growth companies, corporate governance

ASX Roles: REA Group (Chair), ARN Media (Chair), Light & Wonder



**Angus
Bean**

Chief Executive Officer
&
Managing Director

Director since April 2026

Joined 2016 as employee #7. Prior roles include Chief Technology Officer and Chief Product Officer



**Simone
Haslinger**

Independent
Non-Executive
Director

Director since 2024

Background: Investment banking, equity capital markets, legal

ASX Roles: National Storage REIT (former)



**Lee
Goddard CSC**

Independent
Non-Executive
Director

Director since July 2026

Background: Retired Rear Admiral, defence, national security, Government and industry

ASX Roles: Austal Limited



**Jethro
Marks**

Independent
Non-Executive
Director

Director since 2020

Background: Retail, services, logistics and outsourcing



**Richard
Joffe**

Independent
Non-Executive
Director

Director since 2024

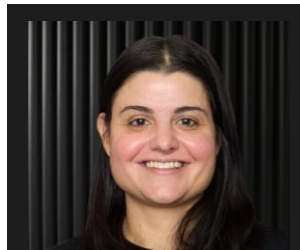
Background: Technology, strategy and rapid scaling globally

Seasoned Leadership with Deep Subject Matter Experience



Angus Bean

CEO & Managing
Director



Carla Balanco

CFO & Joint
Company Secretary



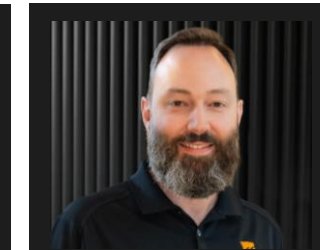
Louis Gamarra

Chief Commercial
Officer



Michael Powell

Chief Operating
Officer



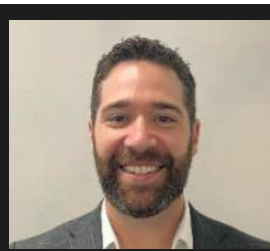
Angus Harris

Chief Technology
Officer



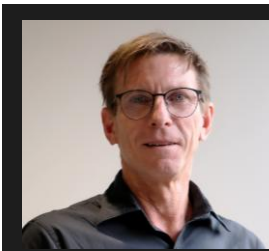
Melanie Carasso

Chief of Staff



Paul Cenoz

General Counsel &
Joint Company
Secretary



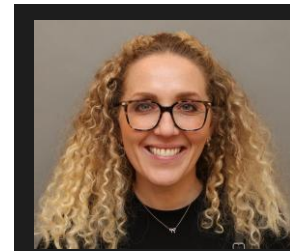
Sasha Biskup

Chief Information
Security Officer



Tom Branstetter

Vice President,
Business
Development & Sales



Lauren Ratcliffe

Head of People and
Performance



Joshua Bolot

Director of Investor
Relations & Strategy



Logos represent a selection of prior experience positions held by members of the leadership team

The Evolution of a Global Company Based in Australia

Founded in U.S.

Two U.S. scientists develop acoustic drone detection

2014

IPO on ASX

\$7M raised on \$20M valuation

2016

Australian incorporation

Corporate formation

Product range expansion

Addition of RF, radar, camera & software capabilities. Used at Winter Olympics & Commonwealth Games

2018

Product release

DroneGun debut at World Economic Forum

2020

U.S. operating subsidiary

U.S. presence to service market

Ukraine war and >40 countries

Global deployments incl. use in Ukraine war. Sales team builds out diverse user base

2022

~500 employees

Sales scale to \$54M. Major R&D investment

U.S. and EU expansion

Major contract wins. Enter ASX AllOrds and then S&P/ASX300

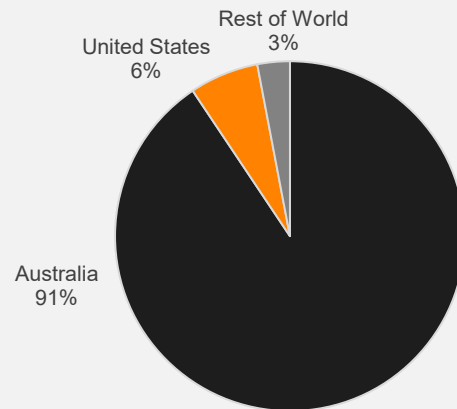
2024

Positive cash flow

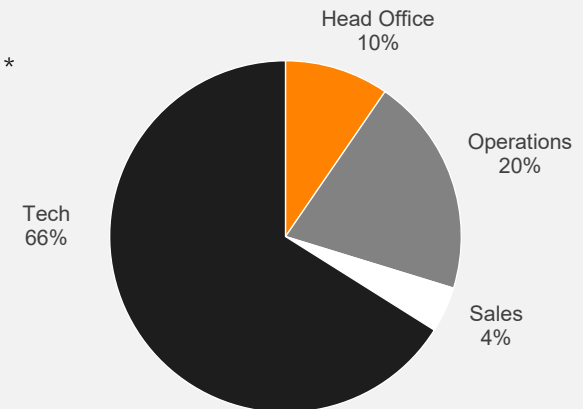
Record sales \$216M. Enter S&P/ASX200

2026

Employees by Location



Employees by Function*



Competitive Differentiators



Largest real-world
dataset for C-UxS solutions

DATA & AI ADVANTAGE



Users and partners in over
70 countries

GLOBAL PRESENCE



Expanding scopes and
repeat orders

MOMENTUM



Over 10 years
of in-field deployment

LONGEVITY



\$70M R&D spend
with 350+ engineers

R&D INVESTMENT



Increasing mix
of solutions, segments & regions

DIVERSIFICATION

Experience

Capability

Expansion



Counter-Drone Solutions

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European Office

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