

A person in a flight suit is shown from the chest up, holding a tablet that displays a drone's camera feed. In the background, a drone is flying in a cloudy sky. The image is overlaid with a large, stylized yellow graphic on the left side that resembles a wing or a curved blade.

**INNOVATING AERIAL INTELLIGENCE.**

Jan 15, 2024



**VOLATUS  
AEROSPACE**

TSXV : VOL | OTCQB : VLTF

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The following is a summary of rights of rescission or damages, or both, available to purchaser's resident in the provinces of Ontario, New Brunswick, Nova Scotia and Saskatchewan. If there is a misrepresentation herein and you are a purchaser under securities legislation in Ontario, New Brunswick, Nova Scotia or Saskatchewan you have, without regard to whether you relied upon the misrepresentation, a statutory right of action for damages, or while still the owner of the securities, for rescission against the "Company". This statutory right of action is subject to the following: (a) if you elect to exercise the right of action for rescission, you will have no right of action for damages against the Company; (b) except with respect to purchasers resident in Nova Scotia, no action shall be commenced to enforce a right of action for rescission after 180 days from the date of the transaction that gave rise to the cause of action; (c) no action shall be commenced to enforce a right of action for damages after the earlier of (i) 180 days (with respect to purchasers resident in Ontario) or one year (with respect to purchasers resident in Saskatchewan and New Brunswick) after you first had knowledge of the facts giving rise to the cause of action and (ii) three years (with respect to purchasers resident in Ontario) or six years (with respect to purchasers resident in Saskatchewan and New Brunswick) after the date of the transaction that gave rise to the cause of action; (d) with respect to purchasers resident in Nova Scotia, no action shall be commenced to enforce a right of action for rescission or damages after 120 days from the date on which payment for the securities was made by you; (e) the Company will not be liable if it proves that you purchased the securities with knowledge of the misrepresentation; (f) in the case of an action for damages, the Company will not be liable for all or any portion of the damages that it proves do not represent the depreciation in value of the securities as a result of the misrepresentations; and (g) in no case will the amount recoverable in such action exceed the price at which the securities were sold to you. The foregoing is a summary only and is subject to the express provisions of the *Securities Act* (Ontario), the *Securities Act* (New Brunswick), the *Securities Act* (Nova Scotia) and the *Securities Act* (Saskatchewan) and the rules, regulations and other instruments thereunder, and reference is made to the complete text of such provisions contained therein. Such provisions may contain limitations and statutory defences on which the Company may rely.

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# ABOUT VOLATUS.

Volatus Aerospace is an innovative aerial intelligence company. We sell, service, and operate both piloted and remotely piloted aircraft (drones) to collect data and deliver actionable intelligence to our clients.

As an innovator, Volatus disrupts legacy practices by:

- Replacing piloted aircraft with drones,
- Replacing human observers with advanced sensors, and
- Driving toward the use of machine vision and AI to accelerate classification and analysis.

As a solution provider, Volatus integrates and develops remotely piloted technologies for specific applications.

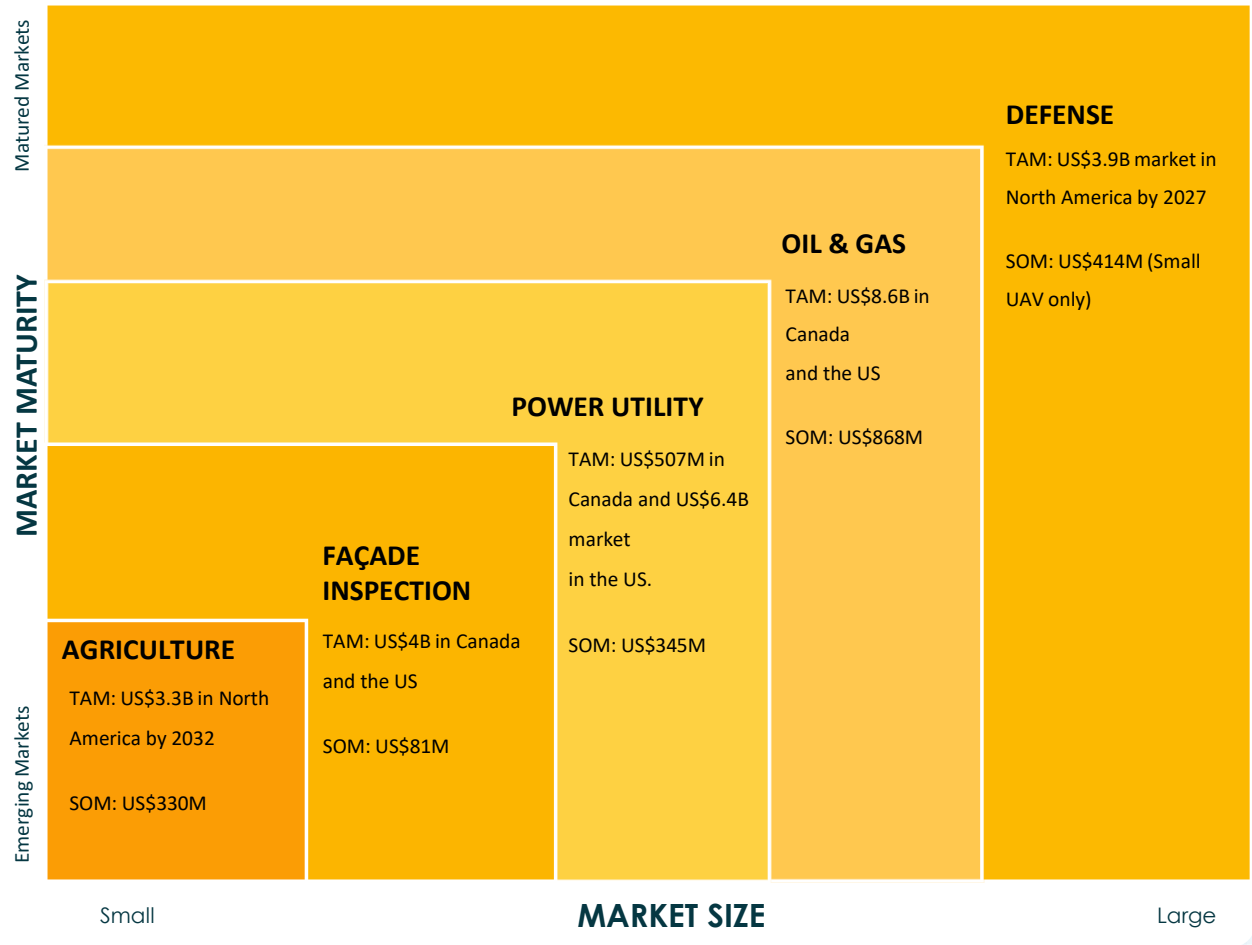


# WHAT IS AERIAL INTELLIGENCE?

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# MARKET SIZE.



# US \$1.8 BILLION

Serviceable Obtainable Market by 2027  
 With 8.1% CAGR in North America

- Industries are adopting drone and autonomous technologies at an accelerated rate.
  - Bridge inspection is expected to be US\$1B market based on 668K bridges in the US and Canada
  - Serviceable market for Forest Fire in Canada and the US is US\$52M
- Volatus has presence in Bridge, Power utility, Oil and Gas, façade inspections, and defense markets currently and expanding aggressively.
- Volatus presently provides services and supplies drone technologies in Canada and the US. 60% of current market is sale of technology and 40% in services. Services division is expanding with higher gross margin
- Current drone industry is highly fragmented with distributed with no consolidator. Existing large players are focused on defense segment and do not have capabilities to expand in services due to lack of adequate infrastructure.
  - Volatus has built an “Uber Model” consisting of 1,200 contract pilots spread across the US.
- All industrial sectors serviceable market is as of 2023.

TAM: Total Addressable Market | SOM: Serviceable Obtainable Market

\*Data taken from Markets and Markets 2023 Report, Market.US, 2023 Report, and management estimate

## INNOVATING AERIAL INTELLIGENCE.

- **Global presence** with operations in Canada, US, LATAM, and the UK.
- 45% Organic **Revenue Growth**.
- Successful acquisition program (**0.55x EV/Rev**).
- Significant revenue growth YoY: <\$1M in 2020 to **\$30M in 2022**
- **C\$80M+ orderbook** backlog for the next 3Y

### THE MISSION:

Fully commercialize disruptive aerial technologies and data analytics by consolidating a fragmented industry and unlocking its potential to provide green data intelligence in the civil and defense markets by transitioning from:

- Legacy aircraft to green alternatives and remotely piloted / autonomous solutions,
- Human observation to advanced sensors and machine vision,
- Human analysis to machine learning and, ultimately, AI.



# TRANSCENDING BARRIERS.

- Established track record of obtaining regulatory authorizations.
- Continually expanding our unique capabilities
- Providing compliant operations to our corporate blue-chip customers.
- Providing a regulatory platform for consolidating a fragmented industry.
- Bridging the compliance gap between traditional piloted aviation and remotely piloted aircraft.
- Introducing innovation from within industry.

## OUR COMPETITORS



VISUAL LINE OF SIGHT ONLY

## VOLATUS



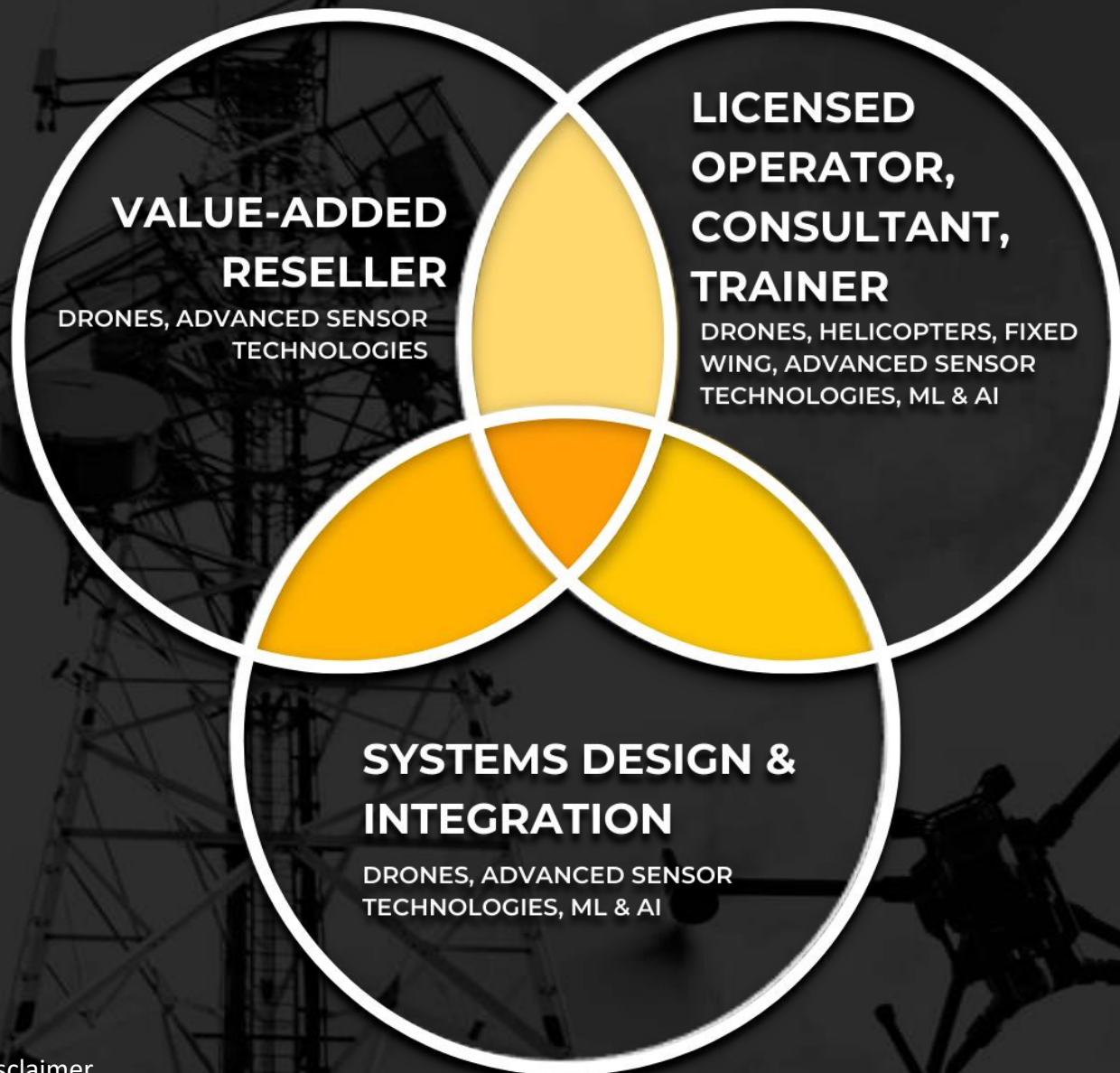
ABOVE & BELOW 400 FEET



BEYOND LINE OF SIGHT



# BUSINESS MODEL.



**C\$80M+**

ORDERBOOK FOR THE NEXT 3YRS

**1.5 MN Km**

PIPELINE RIGHT OF WAY

**10,000**

TRANSMISSION & DISTRIBUTION TOWERS

**4,600+**

UNITS SOLD TO DATE & COUNTING

**6**

VOLATUS TECHNOLOGIES



# VOLATUS TECHNOLOGIES.



Oil & gas end-to-end data management tool with machine vision built in.

**AIRS3**



Platform-agnostic robotic crawler originally built for mining clients.

**HYDRA**



Science experimental aerial research (SEAR) programs designed to build next generation AI.

**SEAR**



Built specifically to meet stated requirements for Ukraine's ISR Needs.

**PEREMOHA**



Nesting station built from the ground up for Beyond Visual Line of Sight remote flights.

**ARIEPORT**



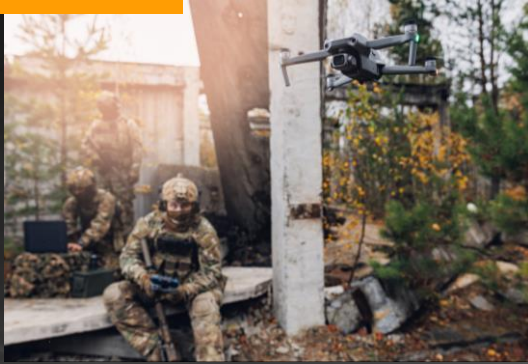
Built for persistent long-range flights in challenging conditions.

**E100**



# BLUE SKY.

NOW



## DEFENSE ISR

Ukraine has changed the face of modern warfare by leveraging remotely piloted autonomous aerial systems for ISR.

2024 - 2026



## ARCTIC & MARITIME

Between 1990 and 2019, climate change tripled Arctic voyages along Canada's 162K km undefended border. Reduced sea ice has increased activities such as mining, fishing, and tourism. Drones can fulfill this critical demand.

2026 - 2027



## MIDDLE MILE CARGO

With delivery of Natilus scheduled in early 2026, Remotely piloted / autonomous solutions can help solve supply chain breakdowns with a US\$9.4B\* global opportunity.



# THE TEAM: INFORMED BY PROFESSIONAL AVIATION.



**GLEN LYNCH**  
CEO

40+ years of experience in aviation and aerospace, Glen is a pilot, executive, and mergers & acquisitions specialist. Glen is a serial entrepreneur and has served as a CEO for 30+ years in multinational companies.



**ROB WALKER**  
COO

Aerospace professional with over three decades of experience in aerospace marketing, communications and business development. Rob holds a degree in Marketing, Communications and Media.



**LUC MASSE**  
EVP

Marketing and business law specialist, Luc has over forty years of experience in aviation operations and manufacturing. Luc has over two decades of experience in contract negotiation, management, and strategic planning.



**THE GLOBE AND MAIL\***  
2022 Canada's Top 50 Executives  
**ABHINAV SINGHVI**  
CFO

Chartered Accountant, Diploma in IFRS, and MBA, Abhinav is a financial and investment professional with global experience. Abhinav has worked in fortune 500 companies, startups, and venture capital firms.



**DANIELLE GAGNE**  
Head of MarCom

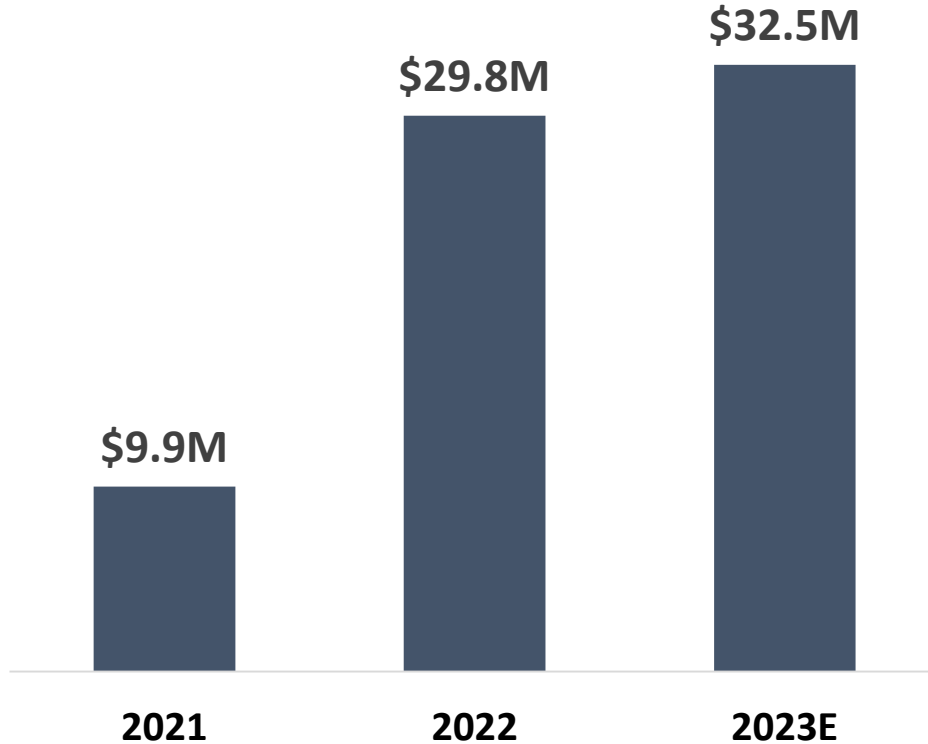
With a background in the drone industry, Danielle came to Volatus from her position as Editorial Analyst at Commercial UAV News where she developed connections with key stakeholders in the industry.



# FINANCIAL

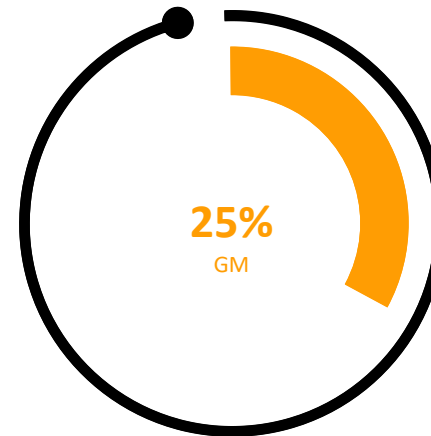
## REPORTED REVENUE\*

CAGR: 79%

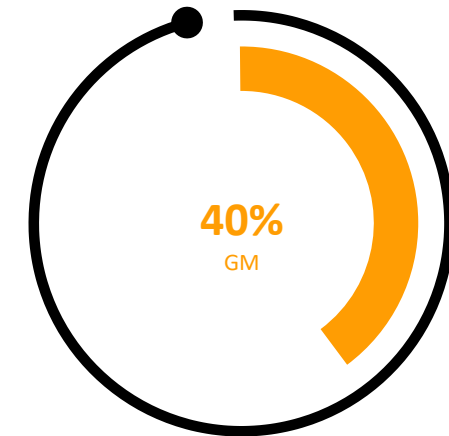


## SEGMENT EXPECTED MARGINS

2023E Gross Margin Target: 32%\*\*



Value Added Reseller  
Equipment



Volatus Technologies and  
Services

\* Proforma numbers are higher | \*\* Forward-Looking Disclaimer | 2023 numbers are Analyst Projections



# MARKET COMPARABLES.

Figures in C\$ millions (except per share) as of Jan 19 2024						Enterprise		% off 52 week		EV/ Revenue		EV / EBITDA	
Company	Ticker	Price	Value, FD	High		2022A	2023e	2022A	2023e				
Teledyne Technologies Incorporated	NYSE:TDY	\$584.95	31,723	3.4%		4.3x	4.1x	18.2x	17.1x				
AeroVironment, Inc.	NasdaqGS:AVAV	\$164.13	4,632	15.8%		6.5x	4.9x	38.8x	26.5x				
Kratos Defense & Security Solutions, Inc.	Nasdaq:KTOS	\$24.55	3,610	14.9%		2.9x	2.6x	37.4x	30.1x				
Ondas Holdings Inc	NasdaqCM:ONDS	\$1.70	123	51.2%		42.4x	6.1x	<i>nmf</i>	<i>nmf</i>				
Drone Delivery Canada Corp.	TSXV:FLT	\$0.36	71	33.0%		86.2x	NA	<i>nmf</i>	NA				
Red Cat Holdings, Inc.	NasdaqCM:RCAT	\$1.01	57	48.7%		4.3x	2.4x	NA	NA				
Draganfly Inc.	Nasdaq:DPRO	\$0.52	21	84.2%		2.8x	2.4x	<i>nmf</i>	<i>nmf</i>				
AgEagle Aerial Systems, Inc.	NYSEAM:UAVS	\$0.11	22	85.9%		0.9x	1.1x	NA	NA				
<i>Mean</i>						3.6x	3.4x	31.5x	24.6x				
<i>Median</i>						3.6x	2.6x	37.4x	26.5x				
<b>Volatus Aerospace Corp.</b>	<b>TSXV:VOL</b>	<b>\$0.13</b>	<b>31</b>			<b>1.1x</b>	<b>1x</b>	<b><i>nmf</i></b>	<b><i>nmf</i></b>				

Note: Market Data as of Jan 19, 2024, sourced from FactSet  
 Drone Delivery Canada and Ondas not included in Mean and Median 2022A EV/REV multiples; included for reference only.



# CAPITALIZATION TABLE.

	Number of Shares	Diluted
Volatus Insiders Shareholding	78,363,549	52.50%
Other Basic Shares Outstanding	47,215,212	31.63%
<b>Total Non-Diluted Shares</b>	<b>125,578,760</b>	
Warrants (WAEP \$0.49)	15,688,369	10.51%
Options (WAEP \$0.57)	7,986,730	5.35%
<b>Total Fully Diluted Shares</b>	<b>146,190,131</b>	<b>100%</b>

As of Jan 15, 2024



# WHY VOLATUS? WHY NOW?

- Leading Integrator/Consolidator
- Aviation Regulatory Experts
- Proven Ability to Execute: Real Revenue. Real Growth.
- Global Footprint to Scale
- Driven to Innovate
- Technology & Sector Agnostic

This is just the  
beginning.

Now is  
the time.



A person in a flight suit is operating a drone controller. The controller has a screen showing a first-person view of the drone. In the background, a drone is flying in a cloudy sky. The image is overlaid with a large yellow graphic on the left side that resembles a stylized wing or a curved arrow pointing downwards and to the right.

**THANK YOU**



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[investorrelations@volatusaerospace.com](mailto:investorrelations@volatusaerospace.com)