

ONDAS  
AUTONOMOUS SYSTEMS

# OAS INVESTOR DAY

2024



# Disclaimers

## Forward-Looking Statements

This presentation may contain "forward-looking statements" as that term is defined under the Private Securities Litigation Reform Act of 1995 (PSLRA), which statements may be identified by words such as "expects," "projects," "will," "may," "anticipates," "believes," "should," "intends," "estimates," and other words of similar meaning. Ondas Holdings Inc. ("Ondas" or the "Company") cautions readers that forward-looking statements are predictions based on its current expectations about future events. These forward-looking statements are not guarantees of future performance and are subject to risks, uncertainties and assumptions that are difficult to predict. The Company's actual results, performance, or achievements could differ materially from those expressed or implied by the forward-looking statements as a result of a number of factors, including, the risks discussed under the heading "Risk Factors" in the Company's most recent Annual Report on Form 10-K filed with the U.S. Securities and Exchange Commission ("SEC"), in the Company's Quarterly Reports on Form 10-Q filed with the SEC, and in the Company's other filings with the SEC. The Company undertakes no obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise that occur after that date, except as required by law.

This presentation also contains estimates and other information concerning our industry that are based on industry publications, surveys and forecasts. This information involves a number of assumptions and limitations, and we have not independently verified the accuracy or completeness of the information.

## Non-GAAP Financial Measure

As required by the rules of the Securities and Exchange Commission ("SEC"), we provide a reconciliation of EBITDA, the non-GAAP financial measure, contained in this presentation to the most directly comparable measure under GAAP.

We believe that EBITDA facilitates analysis of our ongoing business operations because it excludes items that may not be reflective of, or are unrelated to, the Company's core operating performance, and may assist investors with comparisons to prior periods and assessing trends in our underlying businesses. Other companies may calculate EBITDA differently, and therefore our measures may not be comparable to similarly titled measures used by other companies. EBITDA should only be used as supplemental measures of our operating performance.

We believe that EBITDA improves comparability from period to period by removing the impact of our capital structure (interest and financing expenses), asset base (depreciation and amortization), tax impacts and other adjustments, which management has determined are not reflective of core operating activities and thereby assist investors with assessing trends in our underlying businesses.

Management uses EBITDA in making financial, operating and planning decisions and evaluating the Company's ongoing performance.

With respect to our financial target for 2029 for EBITDA a reconciliation of this non-GAAP measure to the corresponding GAAP measure is not available without unreasonable effort due to the variability and complexity of the reconciling items described above that we exclude from this non-GAAP target measure. The variability of these items may have a significant impact on our future GAAP financial results and, as a result, we are unable to prepare the forward looking statement of income prepared in accordance with GAAP, that would be required to produce such a reconciliation.

## Additional Disclaimer

Information in this presentation is not an offer to sell securities or the solicitation of an offer to buy securities, nor shall there be any sale of securities in any jurisdiction in which such offer, solicitation or sale would be unlawful prior to registration or qualification under the securities laws of such jurisdiction.

# AGENDA

- Introduction
- Corporate overview
- Technology, solutions and services platforms
- Go to market strategy
- Financial outlook
- Investor Q&A session

## LEADERSHIP TEAM

Experienced and professional leadership



**ERIC BROCK**

CHAIRMAN & CEO

Eric is an entrepreneur with over 25 years of management and investing experience.



**MEIR KLINER**

PRESIDENT

Meir is an entrepreneur with over 20 years of proven track record in aerospace development and manufacturing.



**Tim "T3" Tenne**

CEO, AMERICAN ROBOTICS

Tim brings over 30 years of experience in military and commercial aerospace operations, regulatory, and leadership.



**YISHAY CURELARU**

CFO

Yishay is an experienced financial executive with over 10 years experience with entrepreneurial growth companies.



**EITAN ROTBERG**

SVP PRODUCT & MARKETING

Eitan brings over 20 years of experience in Product Implementation in commercial and Governmental Environments.



## **OAS MISSION**

To protect and secure critical assets, locations and populations and support the homeland defense of Allied nations.

We deliver aerial security, intelligence and data solutions to critical military, government and industrial markets across the world.

We develop and produce highly functional, industrial grade autonomous drone platforms that defend hostile drone threats, collect and process data and provide essential intelligence enabling customers to efficiently and safely execute their operations.

OAS delivers these complex, highly integrated end-to-end autonomous capabilities with integrated operational infrastructure ensuring airspace safety and operational authorities.

## **KEY COMPETITIVE ADVANTAGES**

- Dual-use technologies
- End-to-end software & systems development capability
- Reliable, industrial grade solutions
- Safety and regulatory expertise
- Seasoned leadership team

# ONDAS AUTONOMOUS SYSTEMS

Leading autonomous platforms; marquee customer adoption and global footprint



## LOCATIONS

Headquarters  
Baltimore, MD  
Petah Tikva, Israel

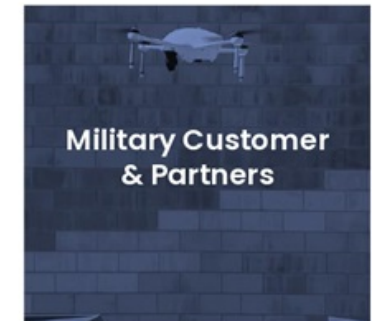
Global Sales & Marketing  
Dubai, UAE

## NASDAQ: ONDS

**EMPLOYEES**  
75

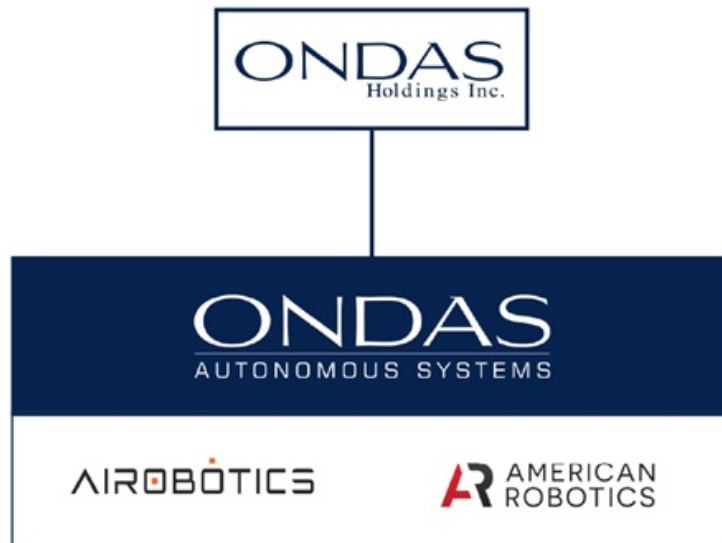
**INVESTED CAPITAL**  
➤ \$150 Million

## KEY REFERENCE CUSTOMERS



## CORPORATE OVERVIEW

Global corporate development platform to efficiently scale leading autonomous technologies and services



### Ondas Holdings

- Financial sponsor
- Strategic leadership

### Ondas Autonomous Systems

- Integrated global operations
- Capital allocation

### Airobotics

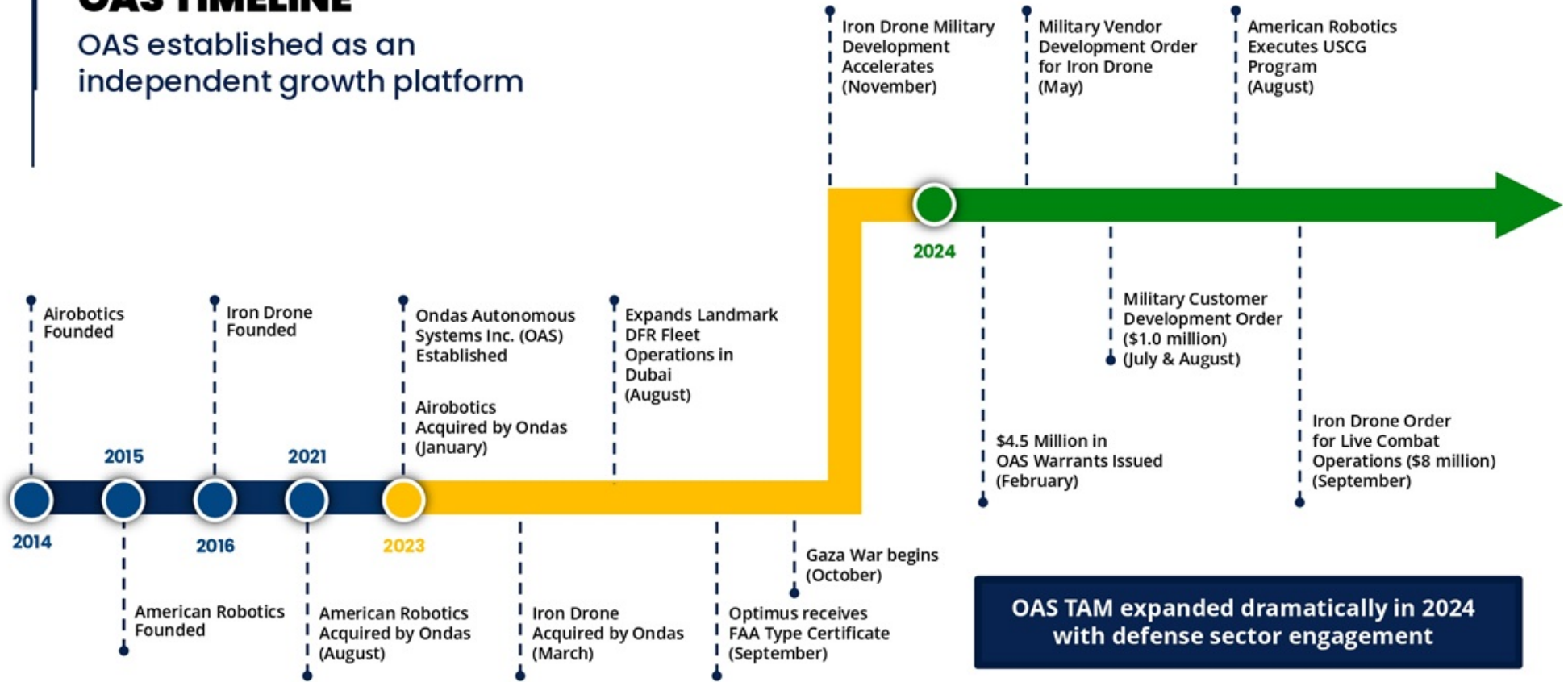
- Platform development
- Solutions development
- Drone services provider

### American Robotics

- Drone services provider
- Solutions development
- North America focus

# OAS TIMELINE

OAS established as an independent growth platform



**OAS TAM expanded dramatically in 2024 with defense sector engagement**

# FULLY AUTONOMOUS AERIAL PLATFORMS

Multi-system portfolio

*"A PORTFOLIO OF BEST-IN-CLASS DEFENSE AND SECURITY PLATFORMS DEPLOYED TO PROTECT AND SECURE SENSITIVE LOCATIONS, POPULATIONS AND CRITICAL INFRASTRUCTURE."*

- ERIC BROCK, CEO



## OPTIMUS SYSTEM

Provides automated aerial security and intelligence for military, first responders and other critical government and industrial markets.



## IRON DRONE RAIDER

An autonomous counter-drone platform deployed to target and capture enemy drones for military and homeland security markets



## INVESTMENT HIGHLIGHTS

Proprietary technology platforms positioned for success in massive end markets

- Ondas Autonomous Systems (OAS) has portfolio of leading **dual-use** autonomous drone platforms
- Secured **program of record** with military customer for Iron Drone
  - \$9 million of orders received in Q3 to date
  - OAS is prime vendor, integrating associated infrastructure
- Iron Drone positioned as potential **“hard kill” C-UAS category owner**
  - Urgent need for militaries to deploy counter-drone infrastructure
  - Iron Drone Raider uniquely built-for-purpose
- Optimus System deployed as **drone infrastructure for aerial security / intelligence**
  - Fleet being deployed for public safety/ homeland security (true DFR)
  - World’s first autonomous drone fleets scaling in Dubai for HLS/ Public Safety
- American Robotics offers **US footprint** to deploy OAS’ platform technologies and value-added services

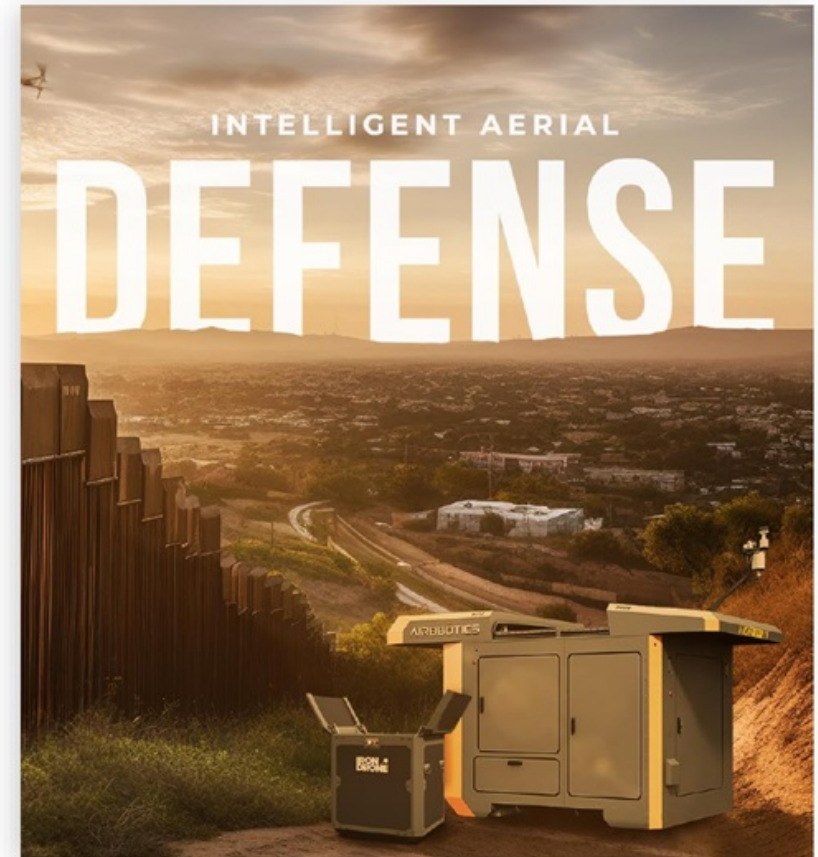




## STRATEGIC PRIORITIES

Leverage mature technology platforms, and strong demand environment with operational investments

- Deliver Iron Drone Raider platform and sustainment capability to military customers
  - Execute on live security deployments; secure follow-on volume orders
  - Build supply chain and services infrastructure for sustainment
- Expand Iron Drone Raider and Optimus System to global defense markets in partnership with military customers and vendors
- Support fleet expansion in UAE for public safety & security
  - Expanded services agreement; target 22 system fleet by end of 2025
  - Potential for expanded commercial use cases in UAE
- Drive Optimus System adoption via American Robotics and our European partners
  - Leverage the newly establish Baltimore HQ for American Robotics to mature customer pipeline
- Pursue multi-stage capital plan to capitalize OAS for the significant growth opportunity ahead



# **SYSTEMS, SOLUTIONS & SERVICES**

# SYSTEMS & SOLUTIONS

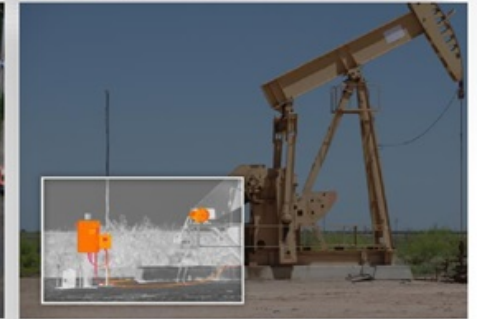
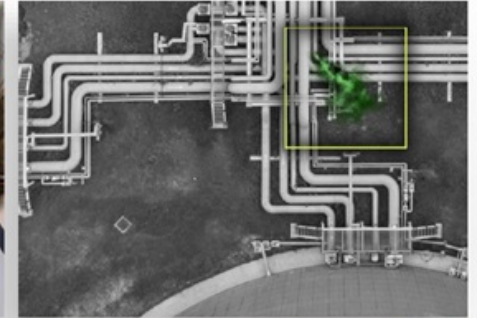
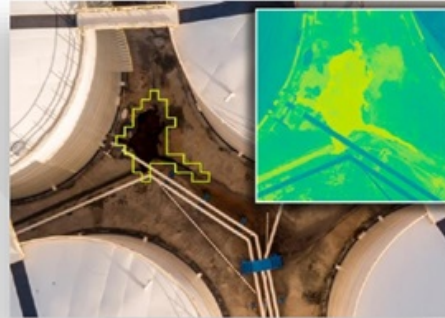
Full-stack, end-to-end platform technologies and service delivery

## DEFENSE

—  
ISR  
Kinetic  
Security  
Low Sky  
Maritime

## COMMERCIAL

—  
Security  
Safety  
Inspection  
Asset Management  
Mapping | Surveying  
DFR



# THE IRON DRONE RAIDER SYSTEM

24/7 Counter UAS (C-UAS) Operations

The Iron Drone Raider System is an advanced counter-drone solution, designed to defend assets against hostile drones in complex environments with minimal collateral damage. The system can also be enabled for other defense applications (loitering munitions, kinetic/expendable operations).





# THE GROWING THREAT OF HOSTILE DRONES

## Reserve soldier killed, 10 hurt, in Hezbollah drone attack on northern town



## Russian strikes on Ukraine energy grid aim to 'demilitarise' country, Putin says

Russian President Vladimir Putin on Thursday said that recent airstrikes on Ukraine's energy grid, which have caused huge blackouts, are part of the Kremlin's "demilitarisation" of its neighbour.



## Russian drone strikes hit Ukraine's capital Kyiv

At least 4 explosions heard in capital, says mayor



## 3 U.S. Service Members Killed, Others Injured in Jordan Following Drone Attack

Jan 29, 2024 | By C. Todd Lopez | 000 News | F X P



BBC

Home News Sport Business Innovation Culture Travel Earth Video Live

## Drone attack kills six Kurdish-led fighters at US base in east Syria



# LOWER SKY PROTECTION

Vulnerability requiring urgent solution



***“THE VULNERABILITY OF THE LOWER SKIES IS UNACCEPTABLE FROM A HOMELAND SECURITY STANDPOINT; THERE IS AN URGENT NEED FOR MULTI-LAYERED SOLUTIONS TO PROTECT CRITICAL LOCATIONS, INFRASTRUCTURE AND POPULATIONS.”***

*- ERIC BROCK, CEO*

## Essentials elements of multi-layered security

- Command and control (C2) systems
- Radar and other detect technology
- GPS & wireless communications jamming
- **Autonomous “Hard kill” UAS capability**
- Ground vehicles (for mobility)

## Key priorities of CUAS infrastructure

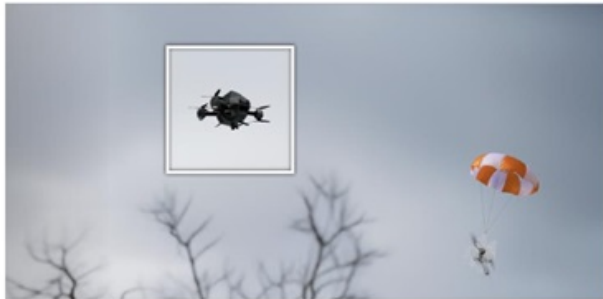
- Threat mitigation is ultimate objective
- Physical interception or capture
- Minimize collateral damage
- Minimize cost to defend against threat
- Establish infrastructure for persistent protection



# COUNTER-DRONE SOLUTIONS

Raider offers unique capabilities & price point

"Hard kill" intercept solutions see surging demand for multi-layered CUAS systems



## (Intercept) Drone-vs-Drone

- ▲ High effectiveness
- ▲ Low collateral damage
- ▲ Reasonable price



## Weapons/ Weapon Grade

- ▲ Sometimes effective
- ▼ Extreme collateral effect
- ▼ Expensive
- ▼ Restrictions on selling



## RF Jammers

- ▼ Low/medium effectiveness
- ▼ High collateral effect
- ▲ Affordable

# THE RAIDER SYSTEM

Designed for 24/7  
multi-drone protection



FULLY AUTOMATED DOCKING STATION



UP TO 3 DRONE CARTRIDGE



AUTONOMOUS AI FLIGHT & LOCK



REUSABLE DRONES



NET & PARACHUTE LAUNCHER



**IRON  
DRONE**



# THE IRON DRONE

## Raider System

The Raider System is an advanced counter-drone solution, designed to defend assets against hostile drones in complex environments with minimal collateral damage.



**Drone Detection Radar**  
External radar detection system provides estimated position of the intruder drone



**Drone Pod**  
Reusable | reloadable multi-drone storage and launcher



**Raider Interceptor**  
Powerful AI Racer Drone: fly, detect, and follow target drone autonomously while broadcasting video in real-time



**Command & Control**  
Control software and operator interface with close-range video of the target before authorizing interception



**Capture Net**  
Launched by the Raider interceptor



**Recovery Parachute**  
Automated parachute lands captured drone safely

# AUTONOMY CONTINUUM – THE RAIDER

Software-based intelligent, high-speed navigation  
in complex, GPS-denied environments

AUTONOMOUS FLIGHT  
(to estimated location)

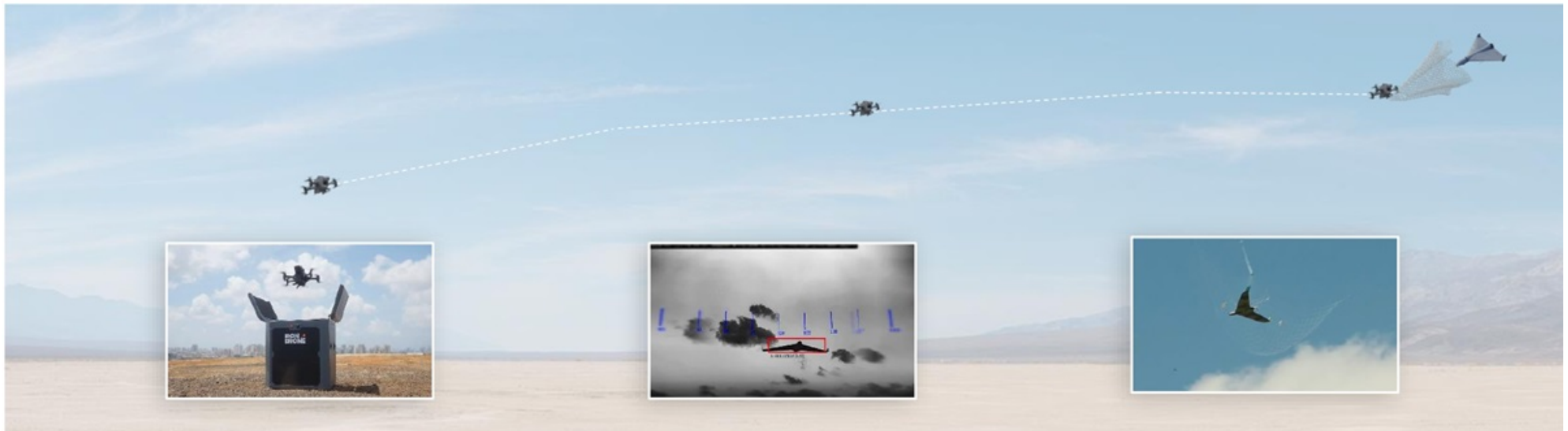
AI VISION TARGET HOMING  
(with on-board micro-radar)

INTERCEPTION

PHASE-1

PHASE-2

PHASE-3



# IRON DRONE IS POSITIONED TO WIN CATEGORY

We believe Raider is the most efficient and capable system compared to other alternatives in the market

AIRBOTICS



<b>SYSTEM</b>	<b>IRON DRONE RAIDER</b>
<b>FLIGHT SPEED</b>	45 m/s
<b>FLIGHT RANGE</b>	4 km 2.5 miles
<b>MOTORS REDUNDANCY</b>	8 coax (4X2)
<b>SYSTEM WEIGHT</b>	Drone: 4 kg dock: 25 kg
<b>PAYLOADS CAPABILITY</b>	Net (Optional Parachute)
<b>HOMING GUIDANCE</b>	E/O (Thermal) + Micro radar
<b>DRONES STORAGE/LAUNCH</b>	Up to 3
<b>GPS DENIED NAVIGATION</b>	Yes
<b>MOBILE/FIXED CONFIGURATION</b>	Both
<b>TARGET SIZE</b>	Small/Medium/Large
<b>TARGET TYPE</b>	Multirotor/Fix wing
<b>REUSABLE</b>	Yes
<b>PARALLEL TARGETING PER SYSTEM</b>	Yes
<b>MANUFACTURER</b>	Founded in 2014 Fully Autonomous Drones

**FORTEM**  
TECHNOLOGIES



**ANDURIL**



**ROBOTICAN**  
AUTONOMOUS ROBOTICS



**SCI**



## ADVANTAGES

Speed  
Agility  
Multiple UAVs  
Reusable  
Net Capture

GPS-denied  
Comms-denied

Low Collateral Damage  
Low Cost

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AUTONOMOUS SYSTEMS





# OPTIMUS UAS

## Automated Data On-Demand

An end-to-end, fully automated small industrial Unmanned Aircraft System, designed to enable on-demand, 24/7 aerial data operations in complex environments

### VARIED MISSIONS 24/7

Automated battery & payload swapping for Non-Stop varied aerial missions covering 31 square miles

### MISSION CRITICAL RELIABILITY

Government & Enterprise Tier-1 level reliability for harsh environmental conditions and “No-Internet” configurations

### AUTOMATED SECURED DATA

Secured rapid data processing and on-demand real-time broadcasting

**22 Lbs**  
Weight

**5 Mile | 10 Mile**  
Flight Range

**40 Min**  
Flight Time

#### CERTIFIED PARACHUTE

Autonomous Urban Grade Safety Parachute  
ASTM Approved  
Reduced Impact Energy

#### BUILT-IN SAFETY LOGICS

Autonomous Flight Emergency Patterns GPS-Denied Navigation Solution

#### ON-BOARD COMPUTERS

Payload Control and Data Processing



#### IP52 RAIN RESISTANCE

Operation in up to 20 Knots of Wind.  
Heavy Rain Protection and Sealing

#### 5G/LTE/RF COMMUNICATIONS

5G/LTE Main Comms  
LORA Safety Channel

#### GPS TK ACCURACY

High Accuracy Navigation

#### GPS & COMMUNICATIONS

5G/LTE/RF Main Channel  
Firewall and Encryption GPS  
RTK Ground Station

#### EDGE COMPUTING

Powerful On-Premises Ground Station  
Data processing Servers  
Physically Secured Data Center

#### CLOUD & LOCAL CONTROL

Secured Remote Control  
Private Network and  
No-Internet Configurations



#### CCTV & SMART DOORS

Built-In Video Monitoring System  
Smart Door Remote Locks Monitoring  
Systems Telemetry

#### IP54 CLIMATE CONTROLLED

Fully Automated AC System  
Built-In Battery Charge Cooling System

#### SAFETY & BACKUP SYSTEMS

5 hr. Backup Batteries Automated  
Recovery Logics Automated Fire  
Detection System Emergency Stop  
Buttons  
Mechanical and Electric Automatic Stop

**11 Batteries**  
Capacity

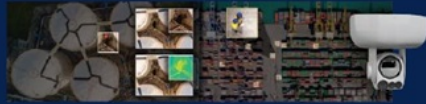
**9 Payloads**  
Capacity

**5,000 LBS**  
Weight



# SWAPPABLE PAYLOADS

For specific use cases



## DUAL EO/IR VIDEO

INSPECTION, SECURITY, DFR, AND ANOMALY DETECTION

- Stabilized Video Full HD Video
- Up to 80x Zoom
- Thermal Resolution 1280 x 720
- Live Video Analytics



## 2D | 3D MAPPING

PROGRESS MONITORING AND PLANNING, RISK ASSESSMENT

- 61 MP Full-frame Sensor
- RTK/PPK level Accuracy
- Automated Data Flow



## LiDAR

MAPPING, VOLUMETRICS, AND ENVIRONMENTAL MONITORING

- 394 Foot Range
- Up to 300,000 Points Per Square Meter
- 1 cm Accuracy
- Automated Point Cloud Classification



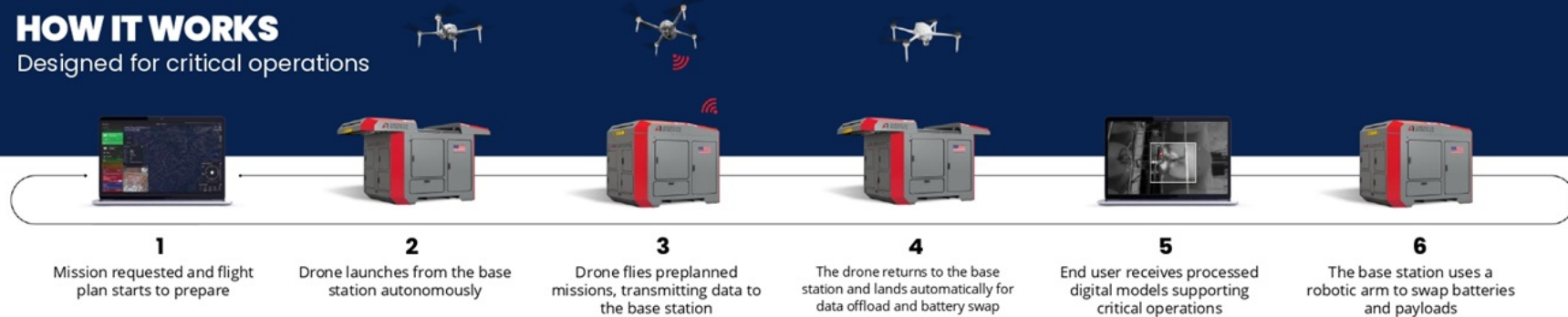
## AERIAL DELIVERY

EMERGENCY RESPONSE AND INFRASTRUCTURE MAINTENANCE

- Airbase to Airbase | Field
- Up to 3.3 lbs Payloads
- Fully-Automated Transfer

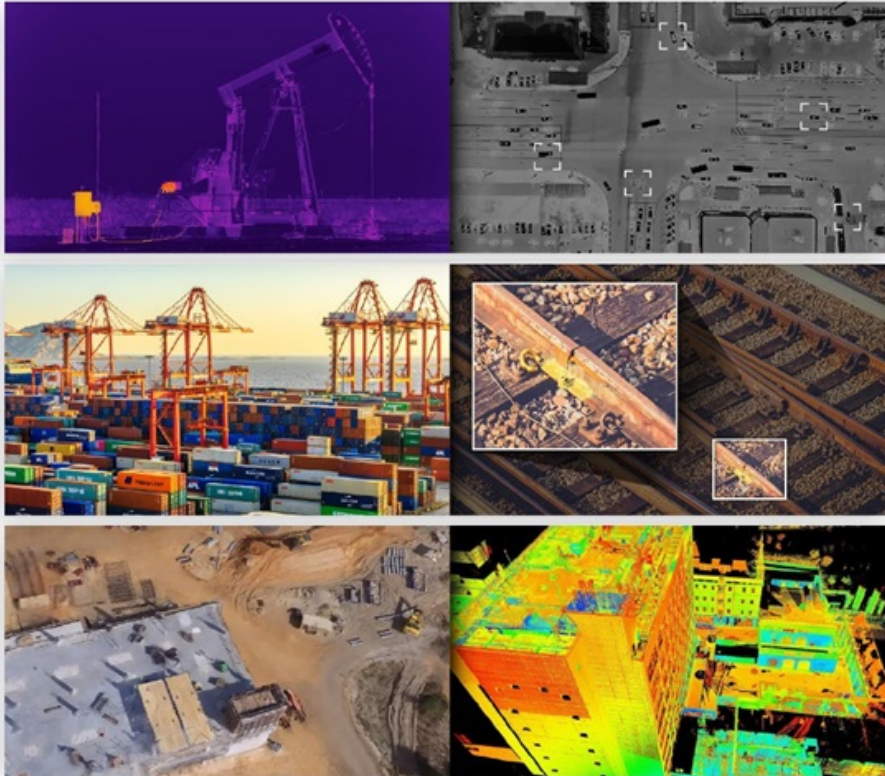
# HOW IT WORKS

Designed for critical operations



# OPTIMUS STANDARD PAYLOADS

Full reality capture



## VISUAL ASSET INSPECTIONS

DUAL EO | IR VIDEO

## SAFETY, SECURITY, AND EMERGENCY RESPONSE

HIGH RES. RGB LIVE VIDEO

## MAPPING AND SURVEYING

2D | 3D MAPPING



# OPTIMUS SYSTEM NETWORK

Multiple Applications Drone Network



**COVERAGE**

~30 sq mi



## TYPE CERTIFICATION APPROVED

### And what it took

The FAA has granted Type Certification to the Optimus System. The first non-air carrier UA after rigorous testing, confirming compliance with airworthiness and emissions standards.



**1,200+**  
D&R Flights



**600+**  
Flight Hours



**60+**  
Parachute Test  
Deployments



**5**  
FAA Offices  
Involved




**25,000+**  
Documentation  
Pages



# OPTIMUS IS THE BEST-IN-CLASS SYSTEM

Comparison with prominent drone-in-a-box systems in the market

	AIROBOTICS 
<b>SYSTEM</b>	<b>OPTIMUS</b>
<b>ROBOTIC BATTERY SWAPPING</b>	YES
<b>ROBOTIC PAYLOAD SWAPPING</b>	YES
<b>TAKEOFF &amp; LANDING LIMITATIONS</b>	Day & Night, 25 knots Wind, Light Rain
<b>MAX. SEQUENTIAL FULL TIME FLIGHTS</b>	20
<b>PAYLOADS</b>	4
<b>SYSTEM WEIGHT</b>	Dock: 2.5 tons Drone: 10 kg
<b>DIMENSIONS (LxWxH)</b>	Dock: 215x265x220 cm Drone: 178x178x38
<b>SEALING</b>	Dock: IP56 Drone: IP55
<b>DRONE MOTOR REDUNDANCY</b>	No
<b>DOCK REDUNDANCY</b>	Power: UPS Climate: Full AC
<b>COMMUNICATIONS &amp; ENCRYPTION</b>	Main: Rf/3g/4g/5g Backup: Rf Lora Encryption: VPN/Aes-128/192/256
<b>DRONE FLIGHT PERFORMANCE</b>	Speed: 12 m/s Time: 40 min
<b>DOCK SAFETY</b>	Emergency Stop, Smart Doors, CCTV
<b>DRONE SAFETY</b>	Parachute, Stob-Light, Flight Logics
<b>PROVEN EXPERIENCE</b>	Since 2015 , Dubai Police, Singapore Police, Intel and more 100,000+ flight hours



## ADVANTAGES



### FULL AUTOMATION 24/7 MULTIPLE DATA COLLECTION

On demand, all weather



### ROBUSTNESS

Rugged exterior and climate-controlled



### API INTEGRATION

Client command and control

### TYPE CERTIFICATION APPROVED

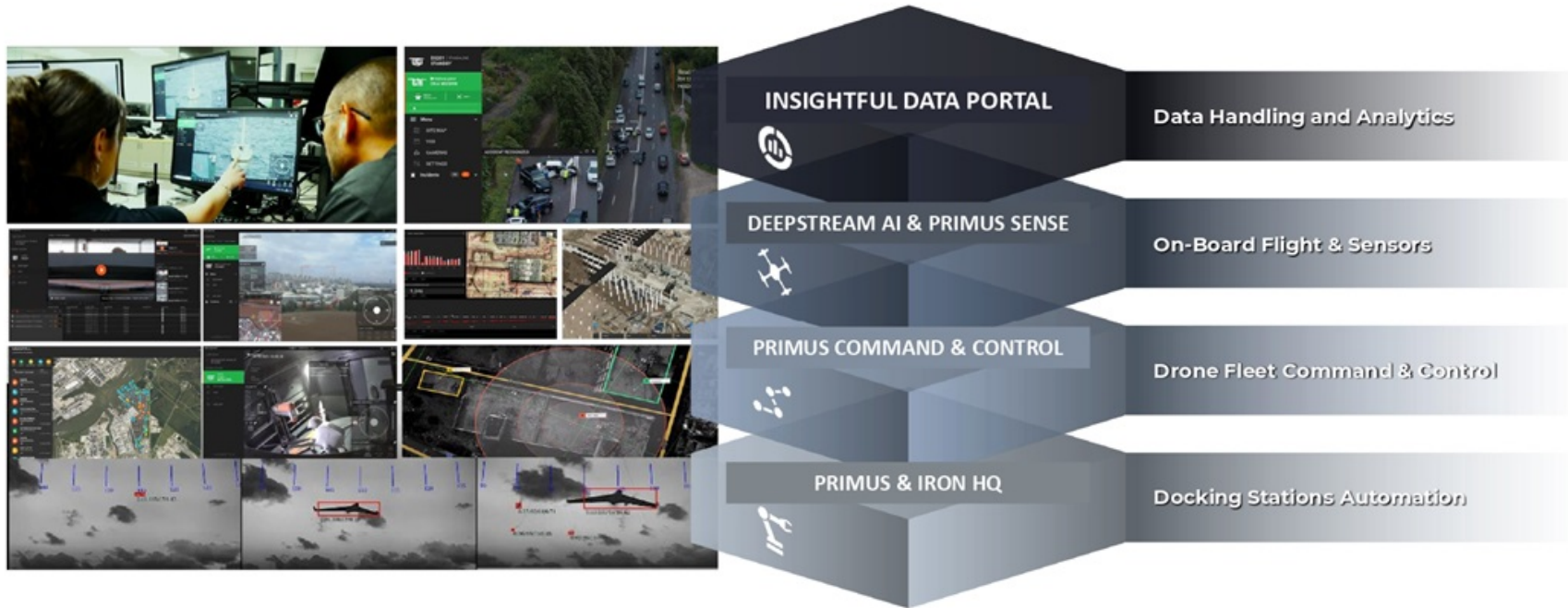
## BEST-IN-CLASS HARDWARE

OAS is providing the leading end-to-end autonomous unmanned aerial systems



## BEST-IN-CLASS SOFTWARE

OAS is providing full stack software and platforms



# PRIMUS PLATFORM

## Fleet Command & Control Center

- Real-time video & camera Control
- Fleet & Mission Control
- VOD and VMS
- Remote flight operations platforms
- Mobile (Tablet) architecture
- Payloads control protocol & Integration
- Translations architecture & design
- Authorization architecture
- UTM Airspace Operations





# INSIGHTFUL PLATFORM

## Data portal platform

### INSIGHTS MODULE

Automated data storage and visualization of insights displayed over an interactive map

### VIDEO ON DEMAND

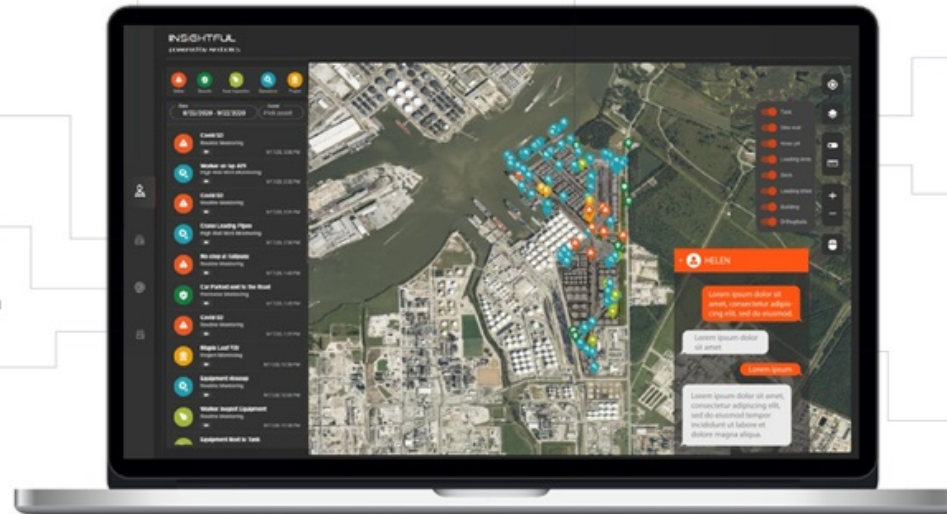
Secured video archive for investigation and data retention

### REAL TIME VIDEO

Video broadcasting from the UAV's camera to multiple users via an encrypted and secured web connection

### MISSION SCHEDULING

Online bookings and scheduling of UAV missions



### INSIGHTS MAP

Data insights are automatically uploaded and displayed on an interactive map. Users can browse and filter by category, data type, related asset, and/or data collection time

### LAYERS PRESENTATION

Users can present and browse through different data layers processed by Airobotics or other GIS data, by date and/or content type

### MEASUREMENTS & ANNOTATIONS

Users can take 3D measurements and add annotations over geospatial data

### LOCAL ASSETS CAD & IDs

Local CAD drawings and IDs for an efficient user experience

### COLLABORATION & SHARING

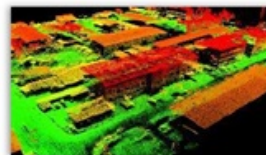
Users can share insights, export items to other systems and collaborate via chat and widgets



Video Clips and Pictures



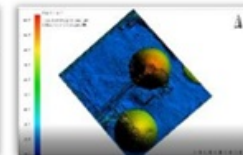
3D Models



Point Clouds



Orthophotos and DEMs



Analysis Reports



## OPTIMUS API

### Integration suite

The OPTIMUS API suite provides a comprehensive API suite for seamless integration with all core functions of the system. The OPTIMUS API allows end-users to easily control various commands of the system and command drones from any command-and-control system. In addition to drone control, the API suite includes video management solutions for ai and video analytics configurations. This enables users to integrate real time aerial data with advanced video analysis.



## OPTIMUS API & PROCESSING

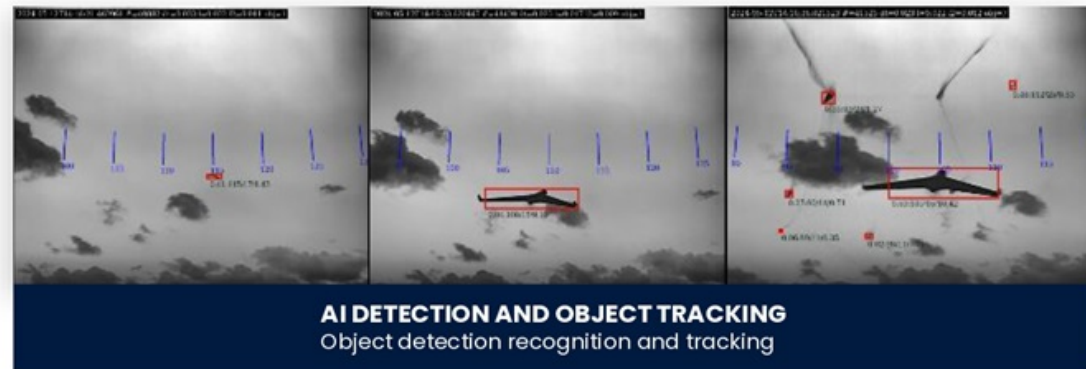
### Edge & cloud analytics

Edge & CLOUD DATA ANALYTICS The Optimus system Offers a powerful environment for hosting various types of data analytics and AI services. The system automatically orchestrates visual and spatial data, allowing for rapid and seamless flow of unified data and Insights in real time.



# IRON DEEPSTREAM – AI EMBEDDED INTELLIGENCE

OAS is developing powerful innovative AI-embedded software



# KESTREL SYSTEM

## Advanced DAA and Airspace Management and Security

An integrated detect and avoid platform that enables true  
remote and BVLOS autonomous operations



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## KESTREL

Cooperative & non-cooperative drone detection with 24/7 continuous aerial support

### FULL AIR TRAFFIC CONTROL SYSTEM

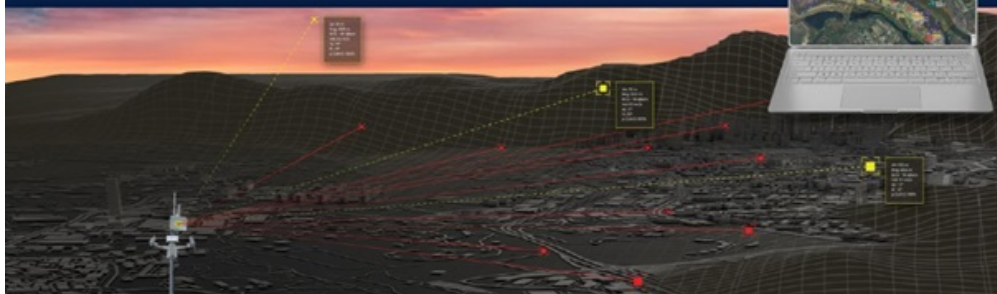
Identify and track commercial drones within a 15.5-mile radius, distinguishing between friendly and potential threats

### AVOID COLLISIONS WITH REAL-TIME MITIGATION

Passive sensors monitor lower airspace, detecting drones and aircraft for real-time tracking and safe integration with air traffic management

### NO VISUAL OBSERVER NEEDED

Rapidly detects and tracks up to 20 targets simultaneously, offering detailed data over a wide area



### DYNAMIC UTM/USSP

- Autonomous flight validation, approval, and rerouting within 5 seconds
- Real-time assessment and mitigation of airspace risks
- AI-driven predictive flight path tracking and risk-based adjustments

### MISSION SETS

- **C-UAS:** Short-range detection within a 2.5-mile heightened awareness zone
- **Dismount:** Enhanced ground perimeter surveillance with over 5-mile range on human movement and over 6.8-mile range on vehicles
- **Additional Sets:** C-UAS, Coastal, Airspace Management, OTM C-UAS



# INTEGRATED REMOTE OPERATIONS

Full spectrum capabilities and solutions



Type Certified

Green UAS  
(In-Process)

## OPTIMUS SYSTEM

Fully Automated Drone Infrastructure



The Optimus System is a fully automated aerial data capture and delivery solution, designed for continuous, 24/7 missions. It exhibits a modular system that supports third-party solutions, ensuring the integration of the latest technology

## KESTREL SYSTEM

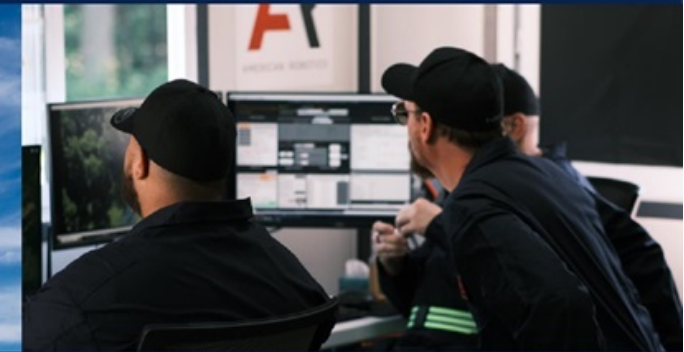
DAA Airspace Security and Management



The Kestrel System offers complete air traffic awareness by detecting and tracking up to 20 targets within a 15.5-mile radius. Using passive sensors, it provides real-time tracking and threat identification, ensuring safe airspace integration

## OPERATIONAL CONTROL CENTER

Remote Operations, Anywhere, Anytime



Remote control center for autonomous BVLOS drone operations from any global location, featuring real-time monitoring, seamless integration, and efficient coordination with enhanced flexibility and accuracy

## CUSTOMER TRAINING

### & demonstration center

Serves as a development hub for showcasing American Robotics Products and Services, offering insights into American Robotics technology.

- **Live Demonstrations:** Showcasing the FAA type certified Optimus System for data collection, inspection, and surveillance
- **Global Remote Operations Control Center (OCC):** Ability to manage and oversee entire UAS fleet
- **Advanced Integration:** Featuring the Kestrel solution for airspace safety, surveillance, and C-UAS technology
- **Strategic Location:** Located in unrestricted airspace for 24/7 operations, near major customers like the Department of Defense and the FAA.
- **Development Hub:** Central point for ongoing testing, training, and development of UAS operations





# REVOLUTIONIZING

## The uncrewed industry

Large necessity for market leader to professionalize the “uncrewed” industry. Built on the foundations of safety.



# USCG EPA OPERATIONS

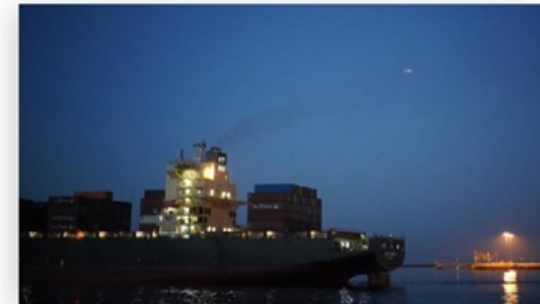
Demonstrated performance for complex, critical aerial operations

## Project Objectives – USCG

- Use drone technology and sensor packages (sniffer) to determine compliance and enforcement of sulfur emission requirements from ships
- Determine if current guidance for determining compliance is a validated best practice
- Determine feasibility of technology to determine future

## Project Outcomes – met all KPIs

- Highly successful program, achieved objectives including what is believed to be the first ever nighttime sniffer operations
- Program and customer highly synergistic with OAS capabilities for security and inspection services for ports and terminal operators
- Engaged with USCG and EPA on next steps including potential program of record



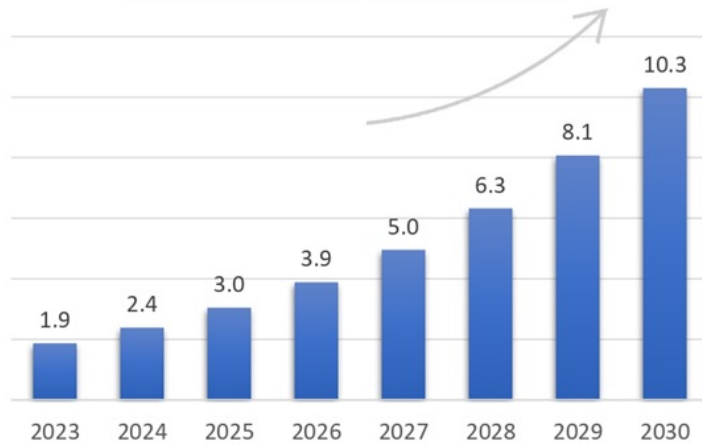


# GO-TO-MARKET

# OAS STRONG PRESENCE IN KEY GLOBAL MARKETS

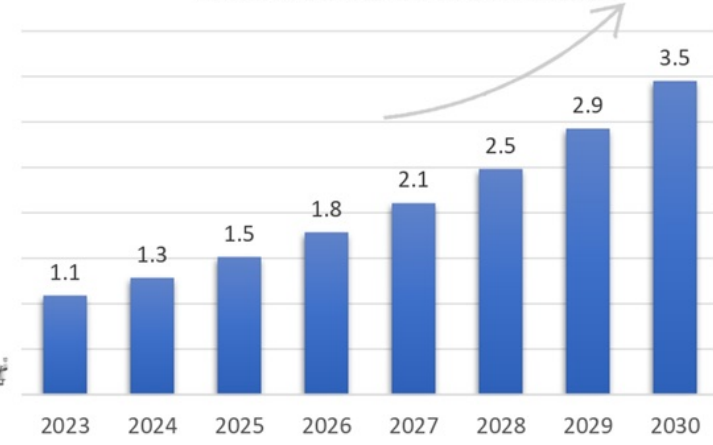
From governmental to commercial customers and applications

### IRON DRONE RAIDER COUNTER MARKET



<https://www.grandviewresearch.com/industry-analysis/anti-drone-market>

### OPTIMUS DRONE-IN-A-BOX MARKET



<https://www.fortunebusinessinsights.com/drone-in-a-box-market-108470>



Defense | Homeland  
Security | Public Safety



Critical Infrastructure  
Facilities Security

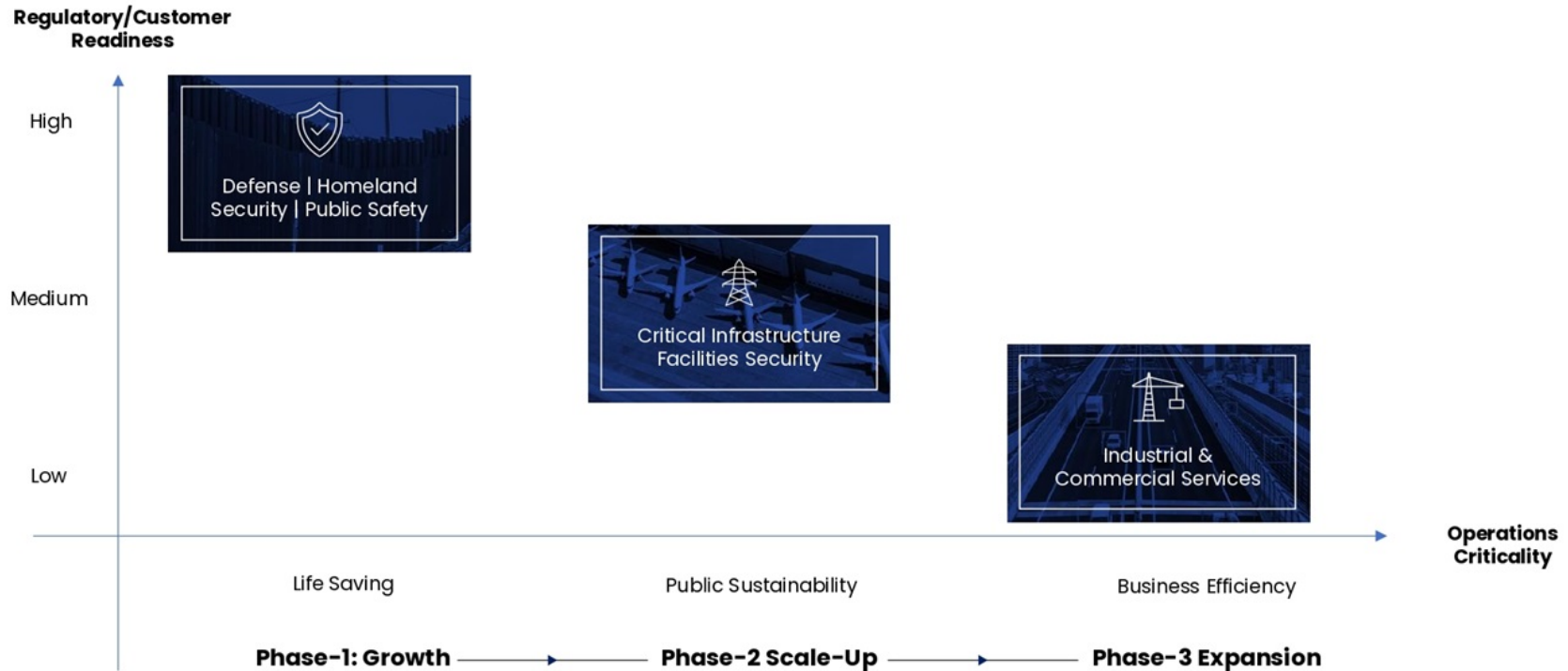


Industrial &  
Commercial Services

**ONDAS**  
AUTONOMOUS SYSTEMS

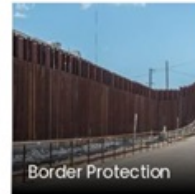
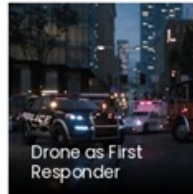
# FULLY AUTONOMOUS DRONES: STEP-BY-STEP APPROACH

Go-to-market plan is focusing on mature segments first

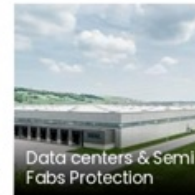


# OPTIMUS & IRON DRONE GTM

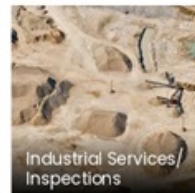
From governmental to commercial customers and applications



## Phase-1: Growth



## Phase-2 Scale-Up



## Phase-3 Expansion



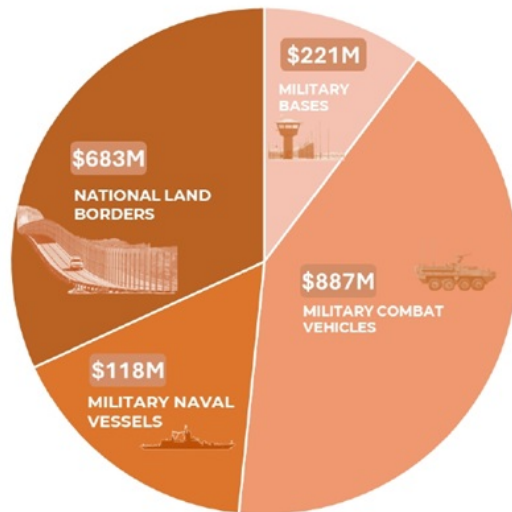
# IRON DRONE RAIDER – SPECIFIC TAM

Specific potential Iron Drone Raider in defense & HLS markets

	RADIO FREQUENCY	RADAR	CAMERAS	ACOUSTIC
Detection Systems				
Interception Systems	GPS/RADIO JAMMING	GPS/RADIO SPOOFING	INTERCEPTING DRONES	PROJECTILE FIRE/ENERGY
				
Applications	MILITARY CAMPS/FORCES	NATIONAL BORDERS	CRITICAL INFRASTRUCTURE	LAW ENFORCEMENT
				
	<b>TODAY</b>		<b>FAA PENDING</b>	

# IRON DRONE RAIDER SAM

Specific potential Iron Drone Raider In Defense & HLS markets



**Global DOD / HLS Market Size: \$2.1B**

**Management estimates:**

1. Military Bases Protection: 2.5 Systems Per Base | 491 Relevant Bases (20%)
2. Military Combat Vehicles: 1 system per 20 vehicles | 118,000 vehicles (10%)
3. Military Naval Vessels: 1 System per vessel | 22,799 Naval vessels (30%)
4. National Land Border: 1 System per 5 km | 22,000 km (5%)

Non-military market is large; requires FAA regulation advancements (in process)

Other non-military locations

- Stadiums
- Corporate Campuses
- Airports & Seaports
- Government buildings
- Universities & Schools
- O&G Assets / Refineries
- Datacenters
- Power plants

# PROVEN 3 YEARS EXPERIENCE BUILDING INTELLIGENT DRONE NETWORK IN DUBAI

**Multiple**  
Operational  
Docking Stations

**+10,000**  
Flights in Populated  
Areas

**67**  
Second  
Response Time

**+14**  
Orders for 2024-2025

**Fully Integrated SOP**  
Emergencies, Recurring Patrol

**-3:53 min**  
Reduced Response Time





# PROVEN 8 YEARS EXPERIENCE PROTECTING AND SERVING SEMICONDUCTOR FABRICATION FACILITY

**+13**

Applications Developed

**+10,000**

Fully Automated Flights

**+1,000**

End-Users Engagement



# OAS MARKETING ACTIVITIES

Primary marketing activities for Optimus & Iron Drone Raider solutions

## Operational Success-Led

Expanding market reach via governmental customer networks



### G2G/Customer Platforms



## Channel-Led

Expanding market reach via network of agents and partners



### Partner Platforms



## Self-Led

Expanding market reach via relevant content, direct outreach expos and events



### OAS Inbound/Outbound



# FINANCIAL OUTLOOK

# MULTI-STAGE GROWTH PLAN

Capital to support operational scale and drive platform adoption

## 2021-2023

### DEVELOPMENT

Platform and solutions development; commercialized solutions and demonstrated product market fit



## 2023-2026

### SERVICE DELIVERY

Establish scalable operating platform; focus on specific high value verticals and use cases with expansion in United States and Europe



## 2027+

### EXPANSION FLYWHEEL

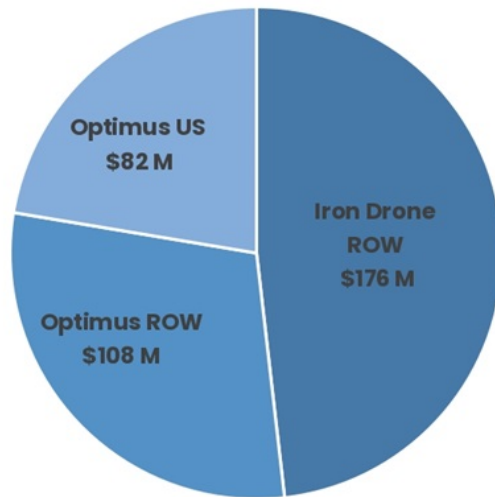
Expanded global operations, drive broad market adoption across defense, security and critical industrial and infrastructure markets



## CUSTOMER PIPELINE

Growing customer engagement with military as new, large end market

Current Pipeline: \$365M



- Current Focus Markets / Customers

- Military
- Homeland security
- Public Safety / DFR
- Ports & Terminal operations
- Critical technology assets

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- Fleet expansion with existing customers

- Preparations underway for introduction of the Iron Drone to new military customers including the US DoD and DHS

- Focus on maturing and growing the existing pipeline; particularly in US and European focus verticals



## GLOBAL DEFENSE MARKETS

Building new prime military vendor around autonomous systems with initial military customer

OAS is planning deployments for the Iron Drone Raider for active homeland security operations and believes the Optimus System will be engaged for military operations as well

- Certified for central purchasing approval and pricing, including single supplier status
- Secured ~\$9 million in purchase orders in Q3 2024; expect additional orders from military customers in 2024
- Partnering with major defense vendors for systems integration, mutual reselling relationships
- Accelerated global growth opportunities via **customer-sponsored Government-to-Government (G2G) channels** for global military and homeland security markets

INITIAL MARKET POTENTIAL <sup>(1)</sup>	TAM	SOM
Iron Drone Revenue	\$350M	\$70M
Optimus Revenue	\$500M	\$50M
Total	\$850M	\$120M

- SOM represents initial obtainable market through 2026 based upon active customer engagements

(1) Management estimates

## REVENUE OUTLOOK

Capital to support operational scale and drive platform adoption

Period	Revenue Target
2H 2024	\$6 – 8 million
2025	\$15 – 18 million
2026	\$35 – 38 million

## KEY FINANCIAL INSIGHTS

- Outlook reflects conservative assumptions of obtainable market (SOM)
  - Operational investments support high growth, high margin GTM plan
  - EBITDA positive targeted for H2 2026
- 
- 2024 reflects impact of Gaza War; expect 2H recovery
  - Expect defense and public safety customers to drive growth outlook for next 12 – 18 months
- 
- Identified upside to forecasts across both Optimus and Iron Drone platforms; massive TAM supports upside to forecast over long-term
  - G2G military sales including the U.S. DoD represents significant opportunity not currently modeled
  - Faster investment in U.S. and Europe could pull forward growth into 2025 and 2026

## MULTI-STAGE CAPITAL PLAN

Capital to support operational scale and drive platform adoption

Period	Capital Need
Q4 2024	\$6 – 8 million
2025 – 2026	\$15 – 17 million
2027	Expect profitability

\$25-\$30 million of capital needed to fund growth plan

## KEY INVESTMENT INITIATIVES

- Support entrance into additional global defense markets including the United States
- Enhance supply chain capabilities to support scalable customer service delivery
- Design for manufacturing initiatives to lower systems production costs, improve margins
- Ongoing systems enhancements

## FINANCIAL OUTCOME

Successful business plan execution creates a high growth, highly profitable global security and intelligence company supported by two software-driven, proprietary unmanned dual-use aerial technology platforms and related services

	REVENUE	EBITDA	BUSINESS
<b>2026</b>	\$35-38 million	Positive in 2H2026	Global operational flywheel engaged
<b>2029</b>	\$125-129 million	\$35-40 million	<b>EBITDA GROWTH</b> ~ 80%

Source: Management estimates



## INVESTMENT HIGHLIGHTS

Proprietary technology platforms positioned for success in massive end markets

- Ondas Autonomous Systems (OAS) has portfolio of leading **dual-use** autonomous drone platforms
- Secured **program of record** with military customer for Iron Drone
  - \$9 million of orders received in Q3 to date
  - OAS is prime vendor, integrating associated infrastructure
- Iron Drone positioned as potential **“hard kill” C-UAS category owner**
  - Urgent need for militaries to deploy counter-drone infrastructure
  - Iron Drone Raider uniquely built-for-purpose
- Optimus System deployed as **drone infrastructure for aerial security / intelligence**
  - Fleet being deployed for public safety/ homeland security (true DFR)
  - World’s first autonomous drone fleets scaling in Dubai for HLS/ Public Safety
- American Robotics offers **US footprint** to deploy OAS’ platform technologies and value-added services



# Q&A