

## **2018 revenue: €11M, exceeding stated goal**

### **Upcoming allocation of free stock warrants to shareholders**

Dardilly, 9 January 2019

#### **Strong growth in activity**

Combined revenue for 2018 amounted to €10 995K, up 91.3% compared with 2017. Excluding Pixiel, which was consolidated on 1 July 2018, growth was up 69.6% on a like-for-like basis.

The portion of revenue generated outside France, primarily in Africa, represented 16.2% of the total revenue. It was almost exclusively derived from the activity of the South African company Rocketmine and its subsidiary, Rocketmine Ghana, which had 2018 revenue of €1 776K (+96.2% at constant exchange rates).

The 2018 revenue breaks down by activity as follows: 24.1% safety & security, 25.1% industry, 16.1% mines, 5.5% quarries, 0.7% agriculture, 2.4% hydrology, 10.1% LIDAR, 4.9% training and 11% events.

#### **Following our roadmap**

In two years, consolidated revenue was multiplied by eight (it was of €1 375K for the 2016 financial year), while remaining concentrated on an activity providing very specific services. This increase is perfectly in line with the 2018 – 2019 plan (announced in a press release dated 23 November 2017), one of the three main parts of which is the continued strong growth of sales revenue.

The two other parts of the 2018 – 2019 plan, i.e., decreasing the Group's operating costs, on the one hand, and determining the exact amount of additional financing needed, on the other hand, are also on track and in line with targets. These two items will be addressed in detail this coming March when the accounts for the 2018 financial year are released.

#### **Plan for the allocation of free stock warrants (BSA) to all the shareholders**

As stated in the press release dated 17 October 2018, Delta Drone has initiated the final phase of the OCABSA III agreement, after which the company no longer wishes to resort to this type of funding having a dilutive impact on the shareholders. €3M remains to be issued, after which the agreement will be terminated.

This decision has been made in a context that is becoming very favorable for Delta Drone: the implementation of the 2018 – 2019 plan is going smoothly and general prospects for development continue to look good. Henceforth, an increasing share of the necessary additional financial resources will be dedicated to growth investments, even though the completion of the plan may still require some resources in 2019.

It is in this context that the extraordinary general shareholders' meeting held on 13 December 2018 voted unanimously to grant the Board of Directors the power to proceed with the allocation of free stock warrants to all the shareholders.

***About Delta Drone:*** *The Delta Drone Group is a renowned international player in the field of civilian drones for professional use. It offers a complete service, from data acquisition to data processing through a specifically developed information system, including a supply of professional pilots.*

*Delta Drone is listed on Euronext Growth Paris - ISIN code: FR0011522168*

*4 166 666 BSA are also listed on Euronext Growth Paris - ISIN code: FR001329977*

*[www.deltadrone.com](http://www.deltadrone.com)*

---

Contacts:



Jérôme Gacoin

+33 1 75 77 54 65

[jgacoin@aelium.fr](mailto:jgacoin@aelium.fr)