



Transforming Industries  
with **AI Drones**,  
Drone as a Service  
& Quantum Computing



**INVESTOR PRESENTATION**  
**January, 2026**

NASDAQ: ZENA | FSE: 49Q

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# INVESTMENT HIGHLIGHTS

- ZenaTech **Designs and Manufactures** Multifunction, Autonomous **AI Drones** and sells **Enterprise SaaS Software** solutions
- Selling to fastest growing sectors - **Defense, Agriculture, and Commercial** sectors
- Growing a Global **Drone as a Service (DaaS)** business for convenient AWS-like drone services
- **Growth by Acquisition** low-tech & manual businesses, innovating with drones, growing DaaS services, and customers- revenue accretive
- **Favorable Capital Structure** - Over 60% Founder and management team owned, and 90% of debt held by private investors



# CAPITALIZATION SUMMARY

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Stock Symbol	NASDAQ: ZENA FSE: 49Q
Stock Price (As of 01/21/26)	\$4.64
Common Shares Outstanding	38,981,124
Market Capitalization	\$180M
Warrants Outstanding	1,995,551
Over 60% of shares owned by Founder, Insiders	



# OUR OFFERINGS



## AI Drone Technology Solutions



## DRONE as a SERVICE (DaaS)



## Enterprise SaaS Solutions



# ZENATECH - REVENUE MODELS



## Enterprise SaaS Software

\$2M Sales Revenue, 2024

- SaaS - Annual license
- Support & Maintenance
- Software Development
- Training

## Drone as a Service (DaaS)

Launched November 2024

- DaaS annual subscription membership and per use fee
- Drone management fee
- Hardware/software application customization
- Acquiring services companies with existing customers, integrating drones, rebranding as DaaS

## Drone Solutions for

## Government & Defense,

Commercialization & Pilot Stage

- Drone management fee
- Drone hardware and accessory sales
- Drone software license
- Drone warranty (hardware and accessory replacement)
- Hardware/software customization
- Software maintenance and support

# THIRD QUARTER RESULTS

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- **Record Revenue:** Q3 2025 revenue \$4.35M, a 1,225% increase from Q3 2024
- **Nine-Month Growth Momentum:** \$7.73M for first nine months, verses \$2M for year-end 2024
- **Continued Successful Market Diversification:** Drone as a Service (DaaS) contributed \$3.57M in revenue and \$776,000 from enterprise SaaS division
- **Robust Balance Sheet:** Cash reserves and marketable securities increased to \$19.5 M as of September 30, 2025, up from \$3.75M at year-end 2024
- **Strategic Acquisitions:** Completed four US land surveying company acquisitions in quarter, creating a nationwide platform of 10 by end of quarter—drone-powered surveying, inspections, inventory management, power wash and other business/government services
- **Defense Business:** Submitted applications for Green UAS, pathway to verified government supplier, active engagement with key defense program managers to help secure paid trials, building Zena AI division for advanced US military autonomy drone applications.

# ZENADRONE DEFENSE GO-TO-MARKET STRATEGY



- **Building NDAA-compliant supply chain**, pathway toward **Green → Blue UAS certification**
- **US-based manufacturing** & assembly aligned with '**American-Made**' requirements
- ZenaDrone platforms designed for **ISR applications, Inventory Management, and Cargo logistics**
- Direct engagement with Program Managers via **Washington, D.C. office** and planned 2026 field pilots
- **Leveraging historic US policy tailwinds** - evolving FAA rules, streamlined procurement, & expanding defense budgets
- Established **Zena AI, R&D division** in Baton Rouge, LA, for advanced defense AI applications
- **Drone as a Service (DaaS) model** enabling future recurring, service-based government contracts



# GLOBAL DRONE MARKET

Commercial drone market growing from \$8.8B in 2022, expected to reach \$82.5B by 2032\*

Military drones growing from \$14B in 2023, expected to reach \$47B in 2032\*

Drone as a Service (DaaS) market growing rapidly, projected to reach \$355.55B\*

## Industry Drivers

- ✓ FAA/DoW - historic policy directives positively impacting US drone makers, streamlining procurement
- ✓ Tech innovation- drone batteries, lighter fuselage, AI and quantum, drone swarms
- ✓ US government policy shifts banning Chinese drones & components that currently dominate the industry

Source: Industry Drivers/Sector size- Drone Life.com report on where the industry will grow the fastest by 2030- at 22/09/06, Military Drone market from Fortune Business Insights Research

NASDAQ: ZENA

## GROWTH, COMMERCIAL VERTICALS

25-30%

Agriculture/Precision Farming

20-25%

Infrastructure & Construction

15-20%

Logistics & Delivery

15-20%

Media & Entertainment

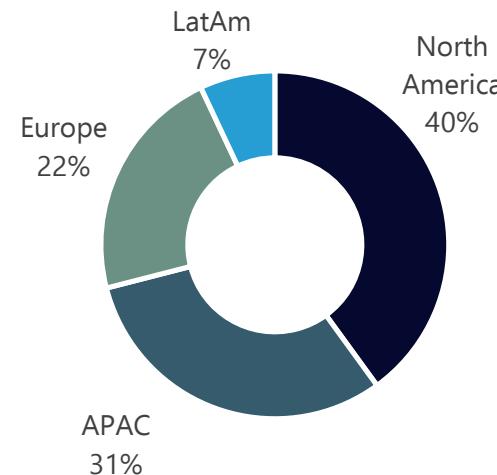
10-15%

Security & Surveillance

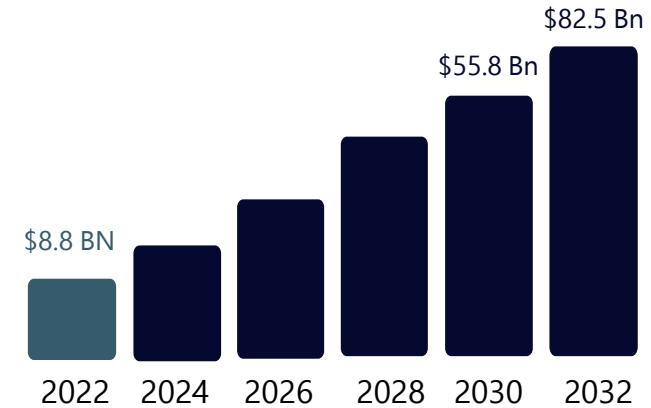
5-10%

Environmental Monitoring/Mgmt.

## Geographic Breakdown

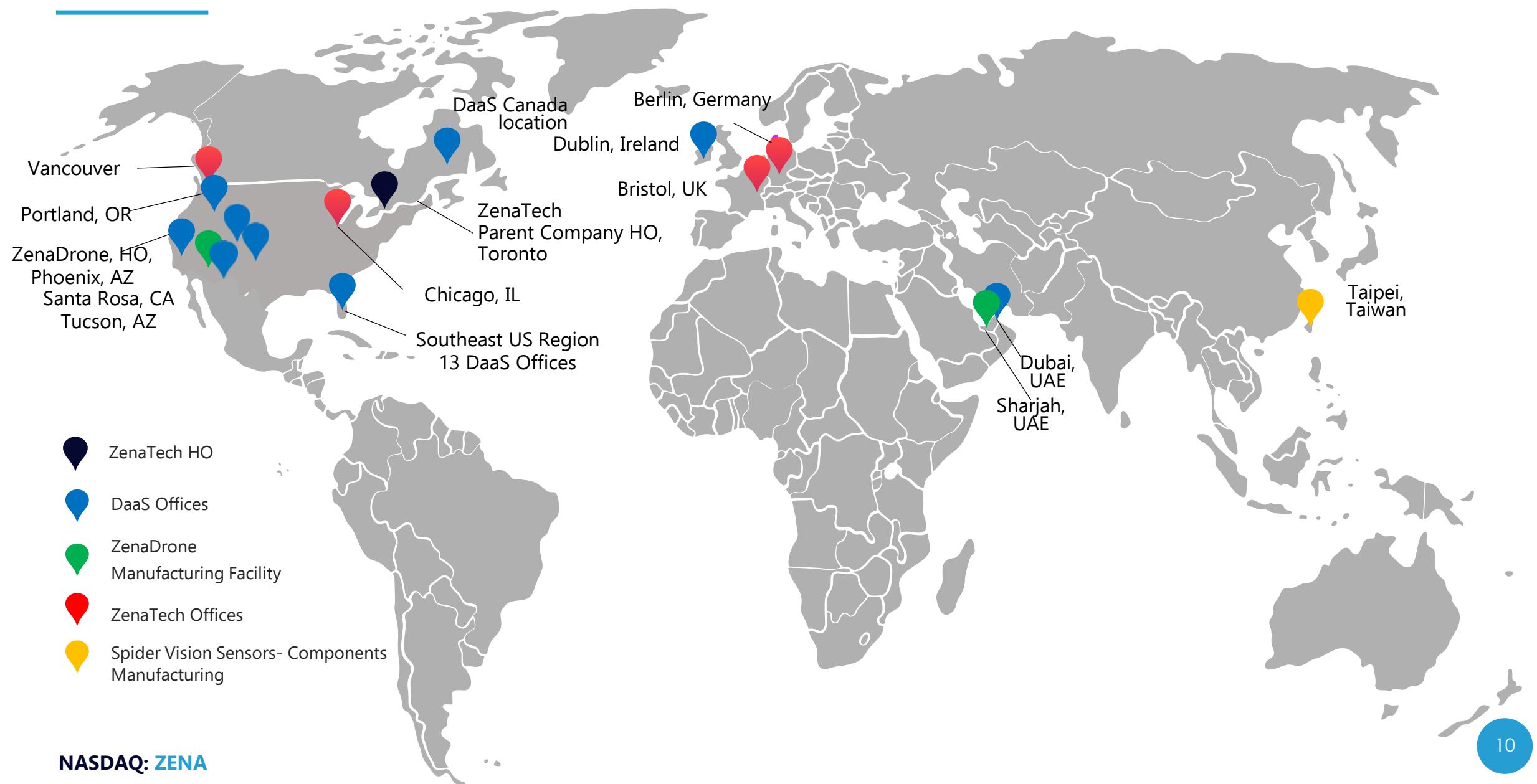


## Commercial Drone Market Size (USD\$)\*



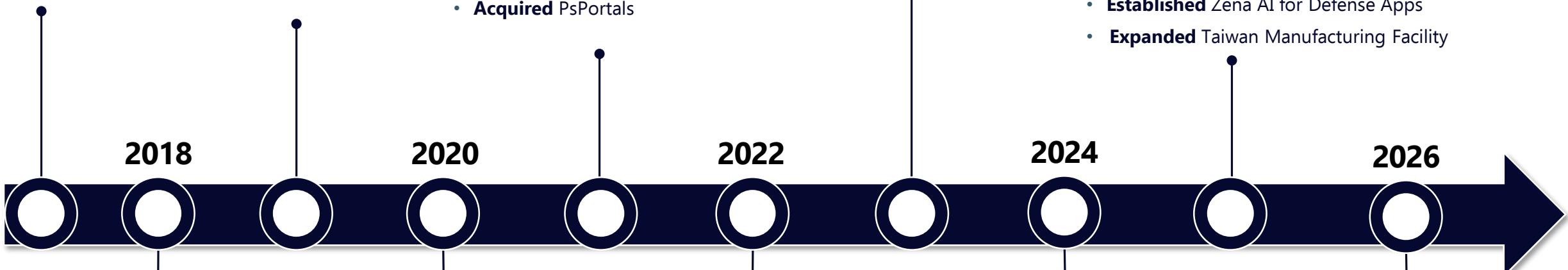
\*Sources: Skyquest and Straight Research

# GEOGRAPHIC PRESENCE



# COMPANY MILESTONES

- **ZenaTech established**, (ZenaPay) software development for agricultural industry **Acquired** SystemView and PacePlus



# ZENADRONE PRODUCTS - ZENADRONE 1000



7 X 12 feet

## ZenaDrone 1000

Stable Flight, Exceptional Maneuverability, Advanced Scanning, Multiple Attachments, and Heavy-lift Capabilities

Sells for: \$100-250K plus software



- **Defense Applications** - inspection, surveillance, reconnaissance, cargo and border patrol
- **Precision Agriculture** - sprayer attachment and scanners
- **Gas Version in Development** - flies for several hours
- **Proprietary DroneNet Communications System**
- **Completed Paid Trials** with Air Force and Navy

# ZENADRONE PRODUCTS - IQ SERIES



20" X 20" and 30" x 30"

## ZenaDrone IQ NANO

A compact indoor inventory drone, operates in GPS-denied environments like warehouses or military armories, obstacle avoidance technology



40" x 40" and 50" x 50"

## ZenaDrone IQ Square

A VTOL outdoor drone engineered for line-of-sight land surveys, infrastructure, and other outdoor inspections, as well as inspections and reconnaissance tasks for defense

# ZENADRONE PRODUCTS – IQ QUAD



ZenaDrone IQ Quad



- Autonomous VTOL drone for fast, precise **land surveying**.
- Advanced **sensors & cameras**
- Supports **LiDAR** and survey payloads
- Obstacle detection & terrain following
- **45 min flight time, 5 km range**
- Construction, urban planning, public works
- For ZenaTech's **Drone as a Service** platform

# CURRENT CUSTOMER SECTORS



## Agriculture

Help farmers cultivate higher yields, reduce labour and expenses utilizing plant tracking and Smart Farming solutions.

- Benchmark growth, scouting disease
- Fertilizer and Pesticide Spraying
- Crop and Fruit Farm Imaging
- Irrigation and Soil Management



## Defense And Government

Paid pilots by US Air Force and Navy for critical medical supply delivery in field operations, and for sub-zero climate deliveries.

- Search and rescue, disaster response and humanitarian aid
- Crowd monitoring and border patrol
- Operations inspection, intelligence gathering and security
- Firefighting and water spraying



## Warehouse and Logistics

Paid pilot in progress with multinational auto parts manufacturer automating inventory management via bar code scanning.

- Warehouse security and surveillance
- Aisle and safety inspections
- Picking, packing and parcel sorting
- Warehouse mapping



# FUTURE CUSTOMER SECTORS



## Oil and Gas

- Pipe, flare stack and chimney inspection
- Offshore platform monitoring
- Site surveying and mapping

- Safety, compliance and environmental monitoring
- Security of sites and asset management



## Mining and Construction

- Monitoring and security of indoor and outdoor assets
- Safety and compliance inspections

- Terrain mapping and site survey applications
- Automation of processes, paperwork data collection and analysis/AI



## Forestry and Environmental

- Land surveys, animal tracking/migration
- Forest management, seed planting for reforestation

- Environmental planning and compliance
- Forest fire and emergency management



## Renewable Energy

- Pipe, flare stack and chimney inspection
- Offshore platform monitoring
- Site surveying and mapping

- Safety, compliance and environmental monitoring
- Security of sites and asset management



# DRONE AS A SERVICE (DaaS)

**Convenient Drone Services via Subscription-based or Pay-per-use, for Business and Government**

**No Need for Capital Purchases, Drone Pilots, Maintenance or Regulatory Concerns**



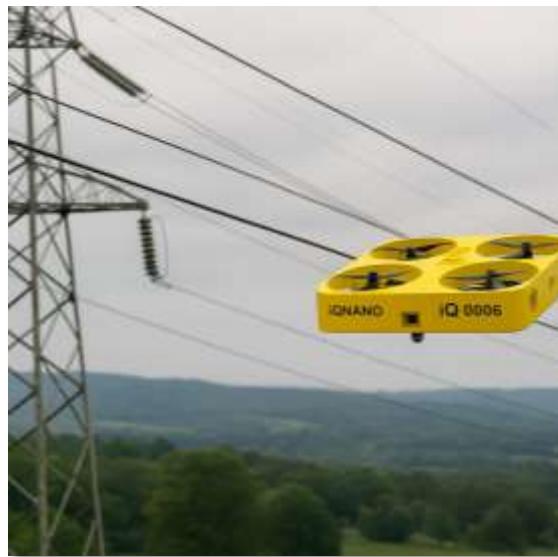
**Proactive Roll-Up Strategy Focused on Highly Reputed, Multi-Decade Operational Businesses- Low Tech Services, Ripe for Drone Innovation**



**Transform to a DaaS Branded Business- Achieve Workflow Efficiencies, Expanded Margins, Revenue Growth, Add Multiple Drone Services**



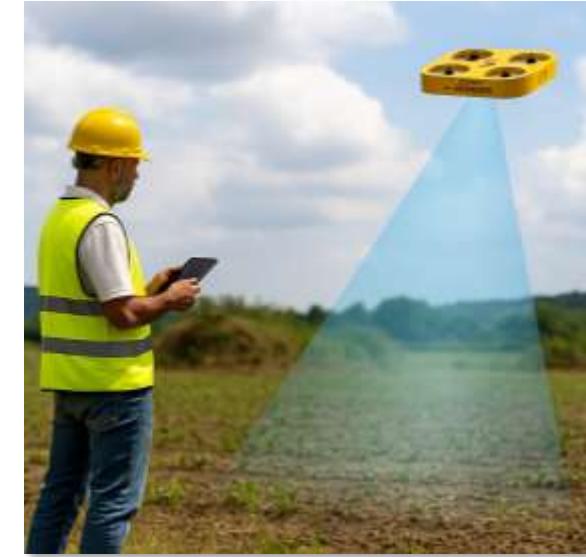
## Powerline Inspection



## Maintenance Inspection



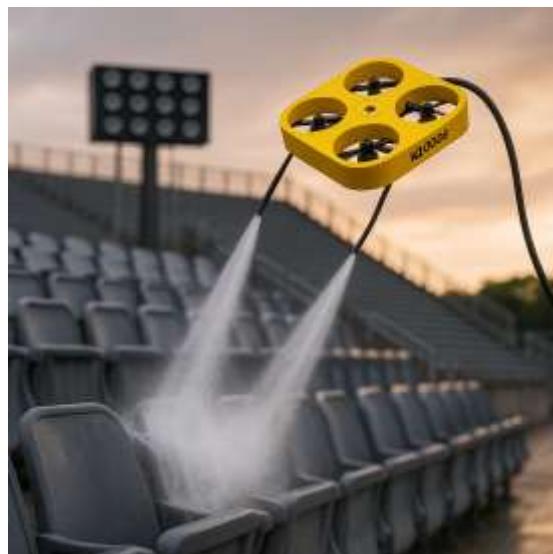
## Line-of-Sight Land Surveys



## Inventory Management



## Power Washing



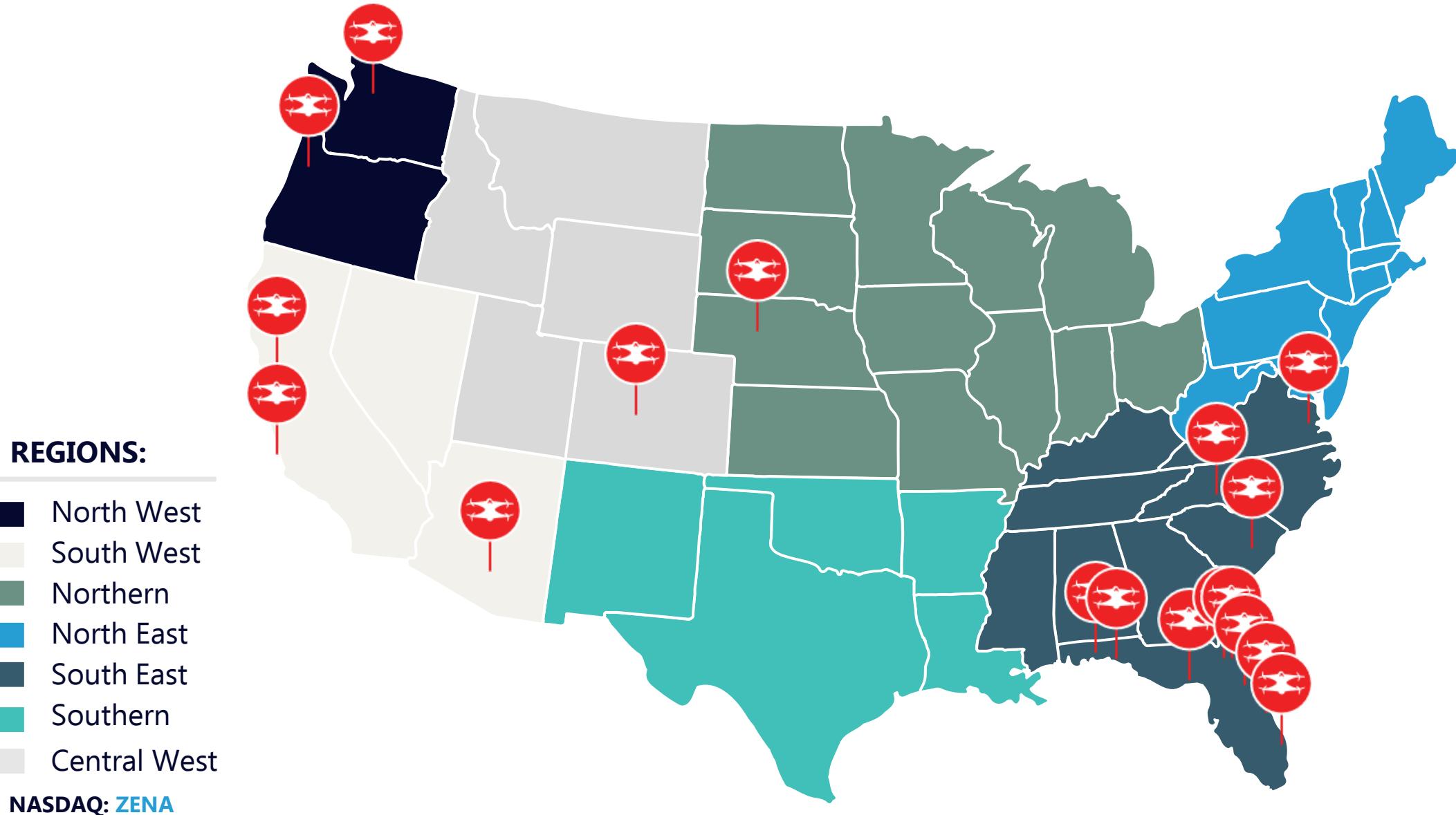
## Precision Agriculture



## BVLOS Inspections



# DRONE AS A SERVICE NATIONAL ROLLOUT



# DRONE MANUFACTURING

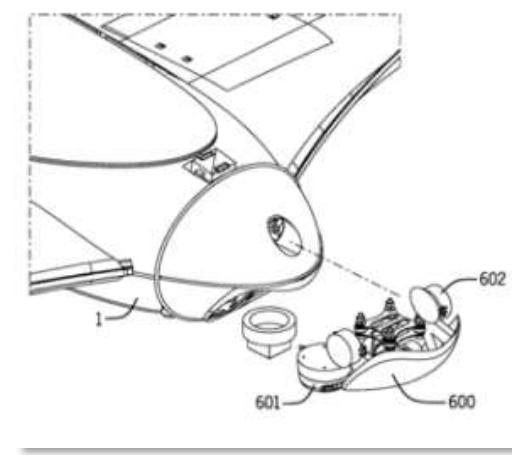
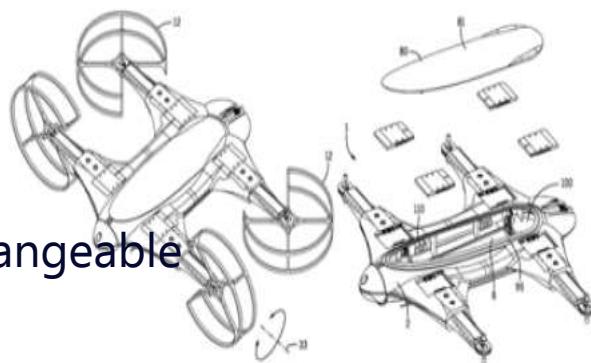
- **UAE production facility** established in 2022, and expanded to 22,000 sq feet in 2025
- Produced and tested 14 successive prototypes of ZenaDrone 1000, #15 is Production model
- Production capability of 10-15 ZenaDrone 1000 models per month
- Production capability of 25+ IQ Nano/IQ series drones per month
- **Arizona production** facility- R&D, sales, aerial testing, commissioning manufacturing site for US Military drones
- **Spider Vision Sensors, Taiwan**, established in Nov. 2024, expanded manufacturing facility by Dec. 2025. US military-compliant supply chain- cameras, sensors, motors, PCBs



# IP PORTFOLIO OVERVIEW

## 2 Patents for Drone Design

- ZenaDrone 1000 including interchangeable sensor nose cone



## 2 Patents for Drone Attachments including:

- Drone with extendable and rotatable wings and multiple accessories securing panel
- Charging/Re-Charging Drone Assembly Systems and Apparatus Pad

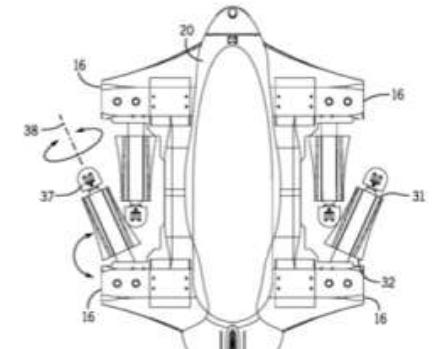
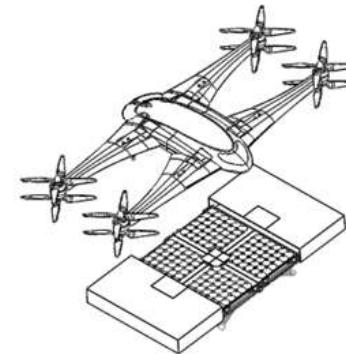
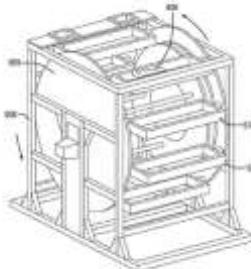


FIG. 5

# REGULATORY APPROVAL STATUS



Country	Regulatory Body	Approval Status
<b>USA - Medium-Large Category</b>	FAA-Federal Aviation Administration	Granted
<b>USA - Part 137 Spraying licence</b>	FAA-Federal Aviation Administration	Granted
<b>UAE</b>	Dubai Civil Aviation Authority and Ministry of Defence	Granted
<b>Turkey – BVLOS Testing</b>	Directorate General of Civil Aviation (SHGM)	In-progress
<b>Ireland</b>	Irish Aviation Authority	In-progress
<b>Germany</b>	EASA-European Union Aviation Safety Agency	Not Applied
<b>Canada</b>	Canadian Transport Authority	In-progress

# EXECUTIVE LEADERSHIP TEAM



## SHAUN PASSLEY, PHD | CHAIRMAN & CHIEF EXECUTIVE OFFICER

- Over 25 years of expertise in the software industry, more than 10 years leading public companies
- Serves as CEO and Chairman of the Board of ZenaTech
- Holds a PhD in Business Management and a master's in business administration from Benedictine University. Also has four master's degrees; a Master of Law from Northwestern University, a Master of Science in Information Technology from DePaul University, and a Master of Science in Product Design from Northwestern University
- A distinguished figure in the tech and business world



## JAMES SHERMAN, CPA | CHIEF FINANCIAL OFFICER

- Has worked for 30 years as a Certified Public Accountant (CPA). Graduated with Honors from Northern Illinois University
- Started career at a Fortune 500 telecommunications firm, rising through the ranks of finance roles
- Served as Treasurer for a \$3.5 billion division of Sprint Corporation, led a \$50 million cost-saving initiative
- CFO of a \$90 million national transportation and distribution company, led a turnaround from potential bankruptcy to ready for sale
- Served as CFO for Carry Corporation, a \$250 million division of Mitsubishi Corporation



## SAJJAD ASIF | CHIEF TECHNOLOGY OFFICER

- 18 years of professional experience and expertise in software and drone technologies
- Holds Master of Science in Software Engineering degree from Blekinge Tekniska Högskola (BTH) in Sweden, an MBA from AIOU in Pakistan, and a BS - Computer Science from PUCIT in Pakistan
- Held leadership positions with the ZenaTech group of companies, now focused on ZenaDrone solutions and integration
- Held CTO and other leadership and technical roles for multiple European technology firms

# EXECUTIVE TEAM



## LINDA MONTGOMERY | VP OF CORPORATE DEVELOPMENT

- Over 20 years of global technology industry background leading investor relations, business development, and strategic marketing
- Has led investor relations for multiple companies and six IPOs, leads IR, communications, business planning, and partnerships
- Previously held national marketing leadership roles at IBM, KPMG, Telesat Canada, and general manager of a venture builder agency
- Two business degrees from the University of Winnipeg and the University of Manitoba, holds an Investor Relations Accreditation (CPIR) from the Ivey School of Business at Western University and the Canadian Investor Relations Institute



## SIMON HENRY | VP OF BUSINESS DEVELOPMENT, EMEA

- Over 20 years of sales and client service management in various industries, including finance with the Bank of Ireland
- 4 years at ZenaTech leading ZenaDrone customer/partner growth in Ireland and pioneering relationships in EMEA regions
- Previously roles leading business development, sales, and client service management for companies in global payroll outsourcing, fleet management, and business incentives achieving sales and business objectives
- Degree in Business Studies from Dublin Business School (Honors) and a Masters Degree in Sales Management from UCD Michael Smurfit Graduate Business



## PHILANDER FRANKLIN | VP OF BUSINESS DEVELOPMENT, NA

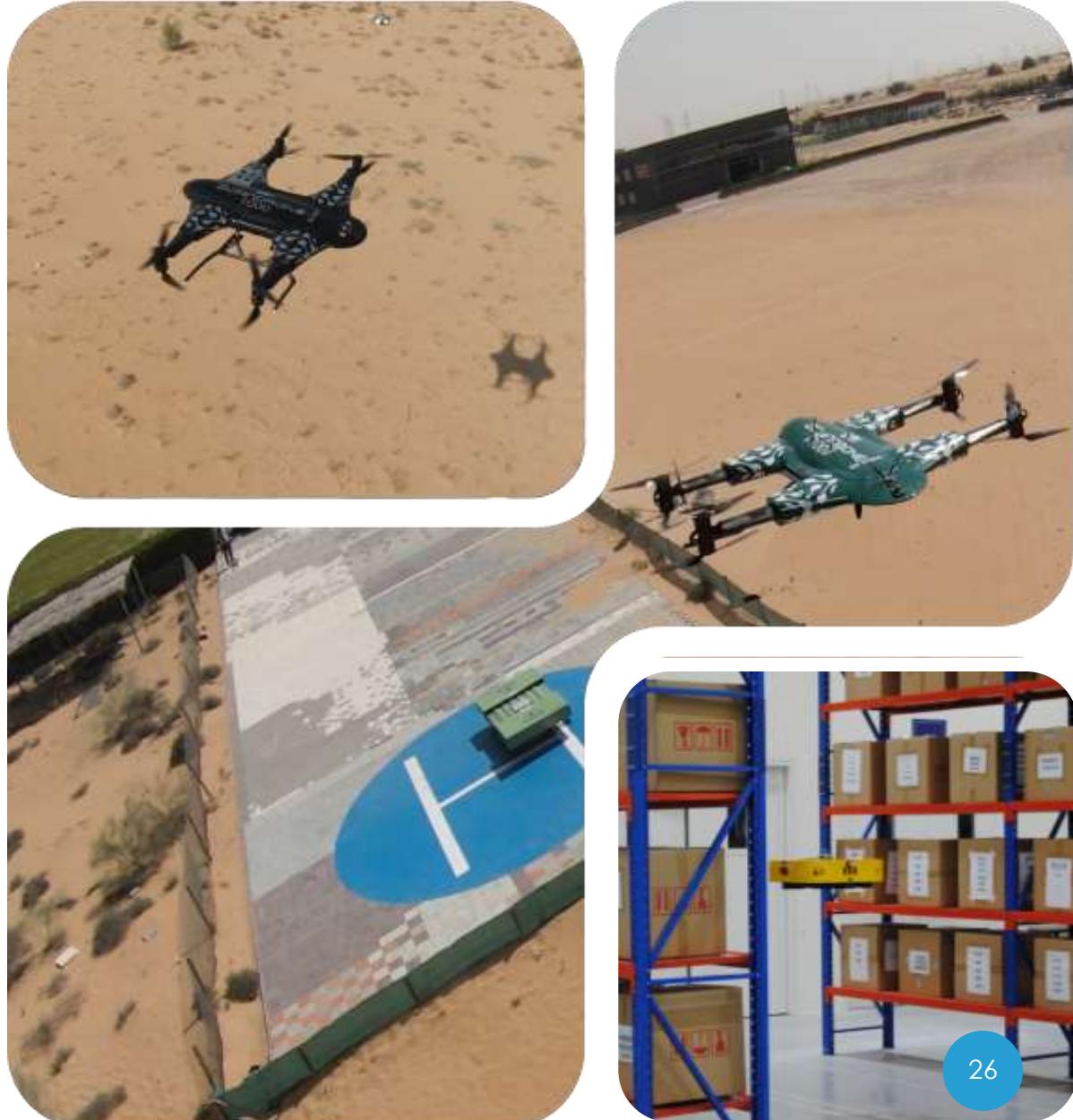
- Over 25 years of professional experience in sales and operations leadership
- Over 10 years with ZenaTech companies leading customer support, operations management, partnerships, and regulatory affairs
- Previously a sales leader in the healthcare insurance industry for Blue Cross Blue Shield provider, GoHealth, achieving top awards for sales and revenue
- Led the growth of a multi-store retailer in Chicago, significantly expanding stores, operations and staff in a two-year period

# COMPETITIVE DIFFERENTIATION

Company	Application				Size/Range			Platform		Functionality
	Military/ Defense	Commercial	Public Safety	Drone As A Service (DaaS)	Small Indoor	Small Outdoor	Medium Outdoor	Fixed Wing	Rotary	
<b>ZENA TECH</b>	✓	✓	✓	✓	✓	✓	✓	✓	✓	✓
Red Cat	✓	✓	✓			✓	✓	✓	✓	✓
Draganfly	✓	✓	✓			✓	✓		✓	✓
EagleNXT	✓	✓	✓			✓	✓	✓		✓
Ondas Holdings	✓	✓	✓				✓		✓	✓
AeroVironment	✓	✓	✓			✓	✓	✓	✓	✓
Skydio	✓	✓	✓			✓	✓	✓	✓	✓

# PATH FORWARD

- **Green UAS/Blue UAS** Certification in progress, Business Development for **Defense Contracts**
- **Manufacturing Goals**- Expanding **Production, Manufacturing** facilities, and set up of **Zena AI** for Defense
- Closing **25 Acquisitions** by June, 2026
- Integrating drones/Scaling Branded **Drone as a Service**, Multi-Services Drone business and locations
- Advancing solutions- Indoor **Inventory Drone** and **Agriculture Drone** & others
- Advancing **R&D Projects** - AI Drone Fleets, next gen Applications and Quantum Computing





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