

DRONE VOLT

confirms its focus on high-margin businesses

Villepinte, April 16, 2025

- Sales in high-margin activities higher than in distribution for the first time, confirming the Group's new strategic direction;
- Gross margin of 38%, up more than threefold year-on-year;
- Strong sales momentum, which should continue in the coming quarters;
- Strengthened financial structure, with an increase in shareholders' equity and a significant reduction in debt;
- EBITDA-positive target confirmed for 2025.

DRONE VOLT, manufacturer of professional civil UAVs and expert in embedded solutions, presents its unaudited sales and gross margin for Q1 2025.

Unaudited data in euros - IFRS standards	Q1 2024	Q1 2025	Variation
Turnover			
<i>including DRONE VOLT FACTORY, SERVICES & ACADEMY</i>	654	1 055	+61%
<i>dont Distribution</i>	8 261	797	-90%
TOTAL	8 915	1 852	-79%
Gross margin			
<i>including DRONE VOLT FACTORY, SERVICES & ACADEMY</i>	381	599	+57%
<i>Including Distribution</i>	642	103	-84%
TOTAL	1 023	702	-31%
Taux de marge brute			
<i>Including DRONE VOLT FACTORY, SERVICES & ACADEMY</i>	58%	57%	-1 point
<i>Including Distribution</i>	8%	13%	+5 points
TOTAL	11%	38%	+27 points

Marc COURCELLE, Chief Executive Officer of DRONE VOLT, comments: 'The first quarter of 2025 was a particularly busy one for our company. On the commercial front, we have benefited from a buoyant momentum for our products and services that contribute most to our gross margin, particularly with certain defence companies. Financially, our company's structure has been significantly strengthened, enabling us to focus with confidence on our most profitable activities. We have very good visibility, and we anticipate continued strong demand for our UAVs designed and developed by our research department. Finally, we expect very significant growth in our service offerings for large companies, which are attracting interest worldwide'.

Significant growth in high-margin activities and gross margin rate

DRONE VOLT recorded sales of €1.9 million for Q1 2025 (-79% vs Q1 2024), reflecting both the Company's focus on its activities that contribute most to gross margin and the planned reduction in the distribution business.

Sales at DRONE VOLT FACTORY, SERVICES & ACADEMY rose by 61% in the quarter to €1.1 million (vs. €0.7 million in Q1 2024). In a buoyant environment for defence and security equipment, DRONE VOLT benefited from strong sales momentum, reflected in particular by the sale of several units of its *best-selling* HERCULES 20 drone, both in France and internationally. In addition, this figure does not take into account the sale of a HELIPLANE to the French Navy, announced in March, but which will only be delivered in April and booked in the second quarter of 2025. Lastly, our various service offerings, including R&D services and training, also enjoyed buoyant growth.

Sales of products and services developed by DRONE VOLT thus exceeded for the first time revenues from Distribution (€0.8 million).

As a result, the gross margin rate for the 1st quarter of 2025 reached 38%, a level multiplied by more than 3 over one year (11% in Q1 2024, i.e. +27 points).

Promising commercial prospects, boosted by the remarkable expertise of its R&D teams

The strong commercial momentum seen since the start of the year in high-margin activities, both in the sale of drones developed in-house and in services, should continue in the quarters ahead. The company expects to sign significant contracts in the coming months, a momentum that should also be boosted by the sale of engineering services in the year ahead.

DRONE VOLT is now poised to capitalise on the investment it has made in its R&D department, which has enabled it to develop drones capable of missions that are unique in the world, as well as cutting-edge expertise sought after by major clients. The company is now in a position to market specific services that meet precise needs and are in high demand, particularly in the high-voltage lines sector, where requirements are considerable. DRONE VOLT has thus succeeded in transforming its former cost centres into profit centres, by leveraging its unique, very high added-value know-how.

In addition, DRONE VOLT will be building on the major agreement signed with a distributor in the United States, the world's largest market in the sector, specialising in the sale of surveillance and security equipment. This market offers promising sales prospects, particularly for the DRONE VOLT KOBRA.

DRONE VOLT now has a stronger financial structure and confirms its objective of achieving positive EBITDA by 2025

The Company carried out an initial capital increase of €2.0 million in February 2025 and a second in March 2025 for €5.0 million from Armistice Capital Master Fund Ltd, an American institutional investor and now the Company's reference shareholder. DRONE VOLT now has the financial resources it needs to pursue the development of its high-margin activities with confidence.

As previously announced, DRONE VOLT is continuing to implement its cost-cutting plan, which should enable it to save around €1.7 million over the 2025 financial year. At a time when high-margin activities are enjoying strong growth at the start of this financial year, DRONE VOLT is reiterating its objective of achieving positive EBITDA by 2025..

Next press release: Sales for the first half of 2025, Wednesday 16 July 2025.

All DRONE VOLT press releases are available
on [www.dronevolt.com / Investors](http://www.dronevolt.com/Investors)
To receive all press releases free of charge, register at [Actusnews](https://www.actusnews.com)
To receive the company newsletter, write to : finance@dronevolt.com

About DRONE VOLT

Founded in 2011, DRONE VOLT is an aircraft manufacturer specialising in professional civil drones and artificial intelligence. DRONE VOLT has operations in France, the Benelux countries, Canada, Denmark, the United States, Switzerland and Indonesia. As a global partner, DRONE VOLT offers its customers 'turnkey' business solutions including various services and drone pilot training.

The DRONE VOLT Group, a member of GICAT, generated sales of €32.7 million in 2024, representing annual growth of 36%.

DRONE VOLT supplies administrations and manufacturers such as the French Army, the Ministry of Defence, Engie, Total, Bouygues ES, ADP, the Gendarmerie des Transports Aériens (GTA) and international government agencies.

DRONE VOLT is qualified as an 'Innovative Company' by Bpifrance.

DRONE VOLT is listed on Euronext Growth in Paris:

Share: Mnemo: ALDRV - ISIN Code: FR001400SVN0 - Eligible: PEA, PEA-PME

Warrant: Mnemo: BNBS - ISIN Code: FR0014007951

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