

# **Investor Presentation**

**ASX Spotlight Conference 2017** 

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# Sky and Space Vision

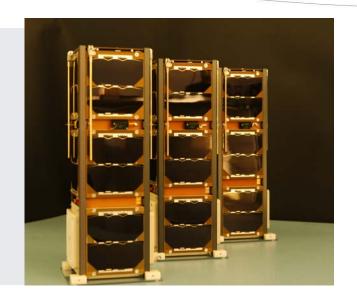
We believe that communication

... is a vital property of life.

... is a basic right for all human beings.

... is essential to make our world better.

... will help to bridge the gaps.



# "Affordable communications for Anyone, Anywhere, Anytime"

## Corporate Summary

# Sky and Space Global (ASX:SAS) is a European based, disruptive nano-satellite communication company

- Set to provide affordable communication solutions - affordable data, voice and instant messaging services to over 4 billion people (Equatorial region)
- Targets the global satellite/telcoms
   market through the use of very sophisticated
   and lower cost nano-satellite technology –
   highly disruptive to the existing conventional
   satellite platforms
- Founded by highly credentialed Israeli satellite and aerospace experts
- Listed on the ASX in May 2016

| Board of Directors     |                           |
|------------------------|---------------------------|
| Meir Moalem            | CEO and Managing Director |
| Brett Mitchell         | Executive Director        |
| Peter Wall             | Non-Executive Chairman    |
| Maya Glickman-Pariente | Non-Executive Director    |
| Yonatan Shrama         | Non-Executive Director    |

| Capital Structure                     |         |
|---------------------------------------|---------|
| ASX code                              | SAS     |
| Market capitalisation (fully diluted) | ~\$370m |
| Market capitalisation (undiluted)     | ~\$337m |
| Share price (25 May 2017)             | \$0.215 |

| Issued Capital              |               |
|-----------------------------|---------------|
| Current ordinary shares     | 1,569,889,128 |
| Performance Shares & Rights | 151,050,000   |
| Board and Management        | ~56%          |

## Investment Proposition



A sophisticated nano-satellite technology company set to revolutionise the existing satellite communications industry with its price disruptive first mover technology

Creating 'new space' technology

New communications infrastructure based on **space proven**, nano-satellites technology

Large barriers for entry

IP developed for a complex and sophisticated software system – combining **unique expertise** in space technology and network management

Provides cheaper communications infrastructure

Up to 80% savings vs conventional satellites via a network of low cost, nano-satellites with reduced capital expenditure, launch and operating costs

Acceleration to market

Through use of space proven COTS hardware, and pre-launch signed contracts

Enables technology upgrading capabilities

Constant upgrades built into the business model with short turn around timeframes

Competitive advantage

**Significantly cheaper platform** for voice, data and instant messaging services for the telecommunications and international transport industries where service is currently unavailable

## Proven Leadership Team



**Meir Moalem**CEO & Managing Director

A jet fighter pilot, Lt. Col (Res.) of the IAF, Meir has over 20 years of experience in management, R&D and operation of state-of-the-art projects in Space Systems and UAS.

Roles include acting deputy sq. commander and leading the MEDIEX experiment on Space Shuttle Columbia (STS-107) as the project manager for Israel first astronaut flight, Managing Israel's satellite projects (Ofeq, Techsar) and more.

For one of his classified projects, Meir has been awarded the Israel National Security Award.



Maya Glickman
Chief Operational Officer

Over 14 years of experience in satellite mission analysis and operations expert.

Senior Satellite Engineer of communications satellite with wide experience in satellite operations. She was part of the AMOS-3 development team, LEOP and IOT missions as well as the AMOS-1 end of life mission team.

Maya designed and optimised several large scale constellations for earth observation and communication use, and was involved in the assembly, integration and testing of "Duchifat-1", the first Israeli nano-satellites.



**Meidad Pariente**Chief Technical Officer

Over 20 years of hands-on experience in the space industry.

He started as AMOS-1 satellite operator. later was the Deputy Mission Manager of AMOS-2. Chief systems engineer of AMOS-3 successfully launched in 2008, and special engineering advisor for AMOS-5, launched in 2011.

Meidad also lead the "Duchifat-1" project, the first Israeli student Nanosatellite which was launched successfully in June 2014 and is still active.



**Brett Mitchell**Exec Director - Corporate

Mr Mitchell is a corporate finance executive with over 20 years of experience in the finance, resources and technology industries.

Brett has been involved in the founding, financing and management of both private and publicly-listed companies and holds executive and non-executive directorship roles currently with ASX listed companies.

## Key Milestones Delivered To Date





First wholesale customer secured, **Sat-Space Africa** for bandwidth from the "3 Diamonds"



Launch contract with ISL for a PSLV launch of "3 Diamonds" in Q2 2017



Launch space purchased on Virgin Galactic, to use LauncherOne, for the launch of a full constellation



A full insurance coverage by **BRIT** to de-risk Company's financial exposure to the pilot phase



3 Diamonds
Launch
scheduled in Q2
2017 from ISRO in
India

#### 2016 - 2017

Secured
commercial
wholesale contract
with **BeepTool LLC**, SAS's
second commercial
customer



SAS signs
agreements with
US Department of
Defence and UK
Ministry of
Defence



SAS's 3 Diamonds nano-satellites constructed and designated as Ready for Launch by **GomSpace** 



SAS selects
GomSpace as
equatorial
constellation
construction
partner



SAS signs first major South/Latin American customer agreement Globalsat Group



#### SKY AND SPACE GLOBAL

# Early Stage Commercialisation

#### SAS has secured early stage commercialisation via commercial relationships

#### Sat-Space Africa Ltd

- Agreement for bandwidth provided by "3 Diamonds"
- Sat-Space Africa is a Pan-African communications company with operations and infrastructure in 27 African countries
- Sat-Space has secured commercial contracts to sell SAS bandwidth to end users

#### BeepTool LLC

- Agreement for bandwidth provided by "3 Diamonds"
- BeepTool is a mobile payments, messaging and voice app used by >800,000 customers across African continent

#### Globalsat Group LLC

- Agreement to explore the provision of SAS's communication services to Globalsat end-users
- Globalsat provides
   Mobile Satellite
   Services, with a strong
   presence across South
   and Latin America
- Parties to provide commercial demonstration of service during H2 2017

#### Global Constellation:

the 3-5 Year Plan

# Initial constellation

- Equatorial band coverage
- ~200 nano-satellites coverage of +/-15 Deg

# Global constellation

- Full global coverage
- Additional ~1,000 nano-satellites



#### Substantial Addressable Market

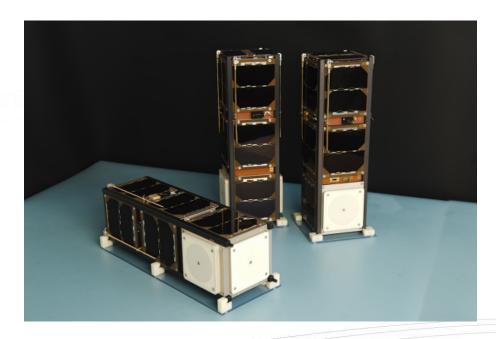
Nano-satellites can bring affordable coverage to billions of the world's most unserved people



# "Ready for Launch" Designation

# Construction of "3 Diamonds" completed and nano-satellites designated as "Ready for Launch" by independent manufacturer GomSpace

- Construction of "3 Diamonds" completed by leading European aerospace constructor, Gomspace (GOMX:SS)
- Following completion, nano-satellites underwent a rigorous Integration and Verification testing phase
- Following testing, GomSpace designated the "3 Diamonds" as Ready for Launch



First commercial nano-satellite that fully comply with the European Space Agency's new regulations including space debris migration

# 3 Diamonds Demonstration Launch - Q2-2017

SAS is launching its first 3 nano-satellites, the "3 Diamonds" in weeks – Ready to Launch

Launching aboard the ISRO Polar Satellite Launch Vehicle (**PSLV-XL**)

Full "Replacement in space" Transportation, pre-launch, launch and post-launch insured by BRIT Global Specialty

"3 Diamonds" will go-live and commence commercial services eight weeks post launch

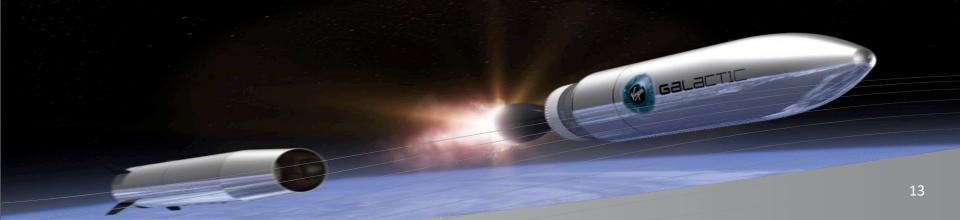
## Virgin Galactic Partnership

#### As a launch partner

- Sky and Space Global has purchased four dedicated missions on Virgin Galactic's nano-satellite orbital launch vehicle, LauncherOne
- SAS plans to launch constellation of about 200 nano-satellites from mid-2018
- Provides a cost effective solution for deployment of SAS constellation

#### As a commercial partner

- In October 2016, Sky and Space Global signed an MOU with Virgin Galactic
- Virgin and SAS are to explore the potential to create a satellite communications network to provide connectivity to its LauncherOne carrier aircraft, Cosmic Girl
- Presents a substantial commercial opportunity



#### SKY AND SPACE GLOBAL

## High Level Defence Force Validation

#### **UK Ministry of Defence**

- Approval from the United Kingdom's Ministry of Defence (MoD) for the use of the MoD's UHF frequency
- Approval followed a rigorous due diligence and certification process from the UK Government

#### US Department of Defence

- Agreement with United States
   Department of Defence (DoD) to
   provide Space Situational
   Awareness Services
- DoD's United States Strategic Command (USSTRATCOM) Joint Space Operations Centre (JSpOC) will ensure the safe operations of SAS nano-satellites



#### Construction Partner for Full Constellation

SKY AND SPACE GLOBAL

- GomSpace

- Construction partner for the "3 Diamonds", GomSpace, has been selected to construct and deliver the full SAS constellation
- Cost and delivery of ~200 nano-satellites spread over 4 years, commencing in H2 2017
- Equatorial constellation to be deployed and operational by 2020
- Estimated cost of total contract is between AUD \$50 to \$75 million, depending on final specifications from SAS

#### GomSpace ApS

GomSpace is a leading designer, integrator and manufacturer of nano-satellites

#### Global Partnerships

SKY AND SPACE GLOBAL

SocialEco Ltd

#### SAS has partnered with a Developing World Smartphone Leader

SocialEco Ltd produces a \$1 Humanity Smartphone for the developing world

#### Near term objective

 Sky and Space Global is exploring the integration of a SAS APP into SocialEco's \$1 smartphone

#### Longer term objective

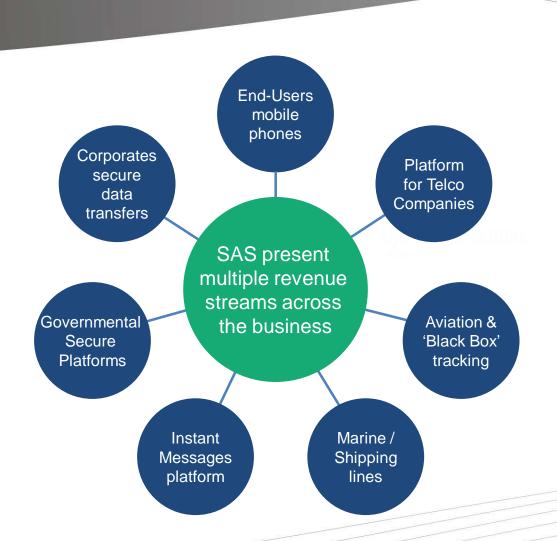
Development of a \$20
 Android smartphone that will have SAS network embedded as default

4 out of 5 smartphone connections are expected to come from the developing world by 2020<sup>1</sup>

"We look **forward** to working with Sky and Space Global to bring our innovative \$1 smartphone and a potential \$20 satellite Android smartphone to underserved regions across the globe."

SocialEco CEO, Mr. Theo Cosmora

# Multiple Revenue Streams



# Sales and revenue model

Wholesale revenue from direct customer sales – premium customers (global corporates, airline/shipping companies); and,

Fee for service per bandwidth through reseller agreements – retail customers via deals with global telcos, especially attractive in remote or underdeveloped areas, with significant rate reductions

# Revenue Opportunity is Significant



Current commercial rates for satellite phone are circa US\$2.00-2.50 per minute (Inmarsat, Iridium, Thuraya, Globalstar)

# 3 nano-satellites: ~ A\$3m pa so far

 SAS already pre-sold services over Africa for the demonstration phase (SatSpace Africa) and negotiating with other global telco's

# First 100 nano-sats: ~ A\$300-500m

- 2-3 years
- ~ 10,000 mhz per year available for sale, plus circa 1b minutes for sale
- This could equate to circa A\$300-500 million per annum at SAS expected market rates

# Full constellation of circa 200 nano-sats: ~ A\$600m - 1bn

- 3-5 years
- ~ 25,000 30,000 mhz, plus circa 2b minutes for sale
- This could equate to circa
   A\$600 million 1 billion
   per annum at SAS
   expected market rates

Q2 2017

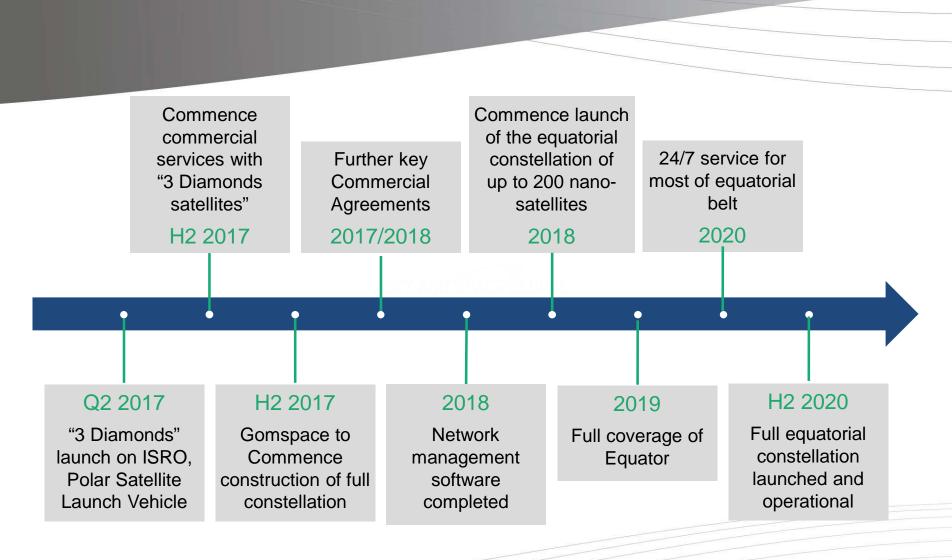
2018/19

2020

SAS revenue potential based on competitive price per minute

# Key Value Creation Milestones Ahead

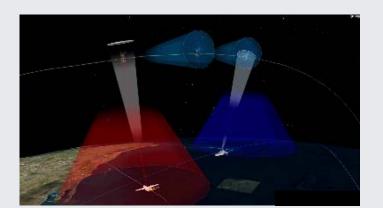






# Appendices

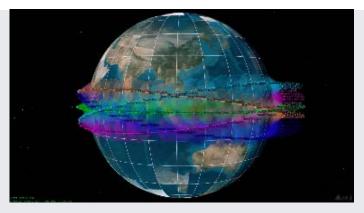
#### Mission Simulations



#### **The 3 Diamonds Mission Simulation**

For shareholders to experience the SAS network operation, click on the following YouTube link:

https://youtu.be/9j9GIC6TOK8



#### **SAS Full Equatorial Constellation**

To view SAS's full operational equatorial constellation planned for 2020, click on the following YouTube link:

https://youtu.be/6i39T2eUGrc

#### 6 Month Share Price Chart

- SAS



Significant upward trajectory from completing key operational milestones





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# Thank you