



# SHINING LIGHT ON THE HIDDEN MARITIME PICTURE

VHF Activity Observed by Kleos Satellites  
AIS: Positive

VHF Activity Observed by Kleos Satellites  
AIS: Negative

VHF Activity Observed by Kleos Satellites  
AIS: Positive

VHF Activity Observed by Kleos Satellites  
AIS: Negative

VHF Activity Observed by Kleos Satellites  
AIS: Positive

## 2018 QUARTER 4 UPDATE

## **Funded and on schedule to launch Kleos Scouting Mission in Q2 2019, and begin generating revenue**

- A\$6.9 million/€4.2 million cash at 31<sup>st</sup> December 2018
- MoU signed with US based Orbital Insight to develop a route to market partnership
- Channel Partner Agreement signed for Data as a Service sales with UK, Aus, NZ, Denmark and US based IMSL
- MoU signed with US based Ball Aerospace to develop services under the Scouting Mission framework
- Critical Satellite supply milestone achieved
- CDIs Dual listed on the Frankfurt stock exchange
- UK Subsidiary created to maximise UK business development opportunity
- Business Development activities delivered in US, UK, Brussels, Singapore and Australia

## MOU Signed with Orbital Insight

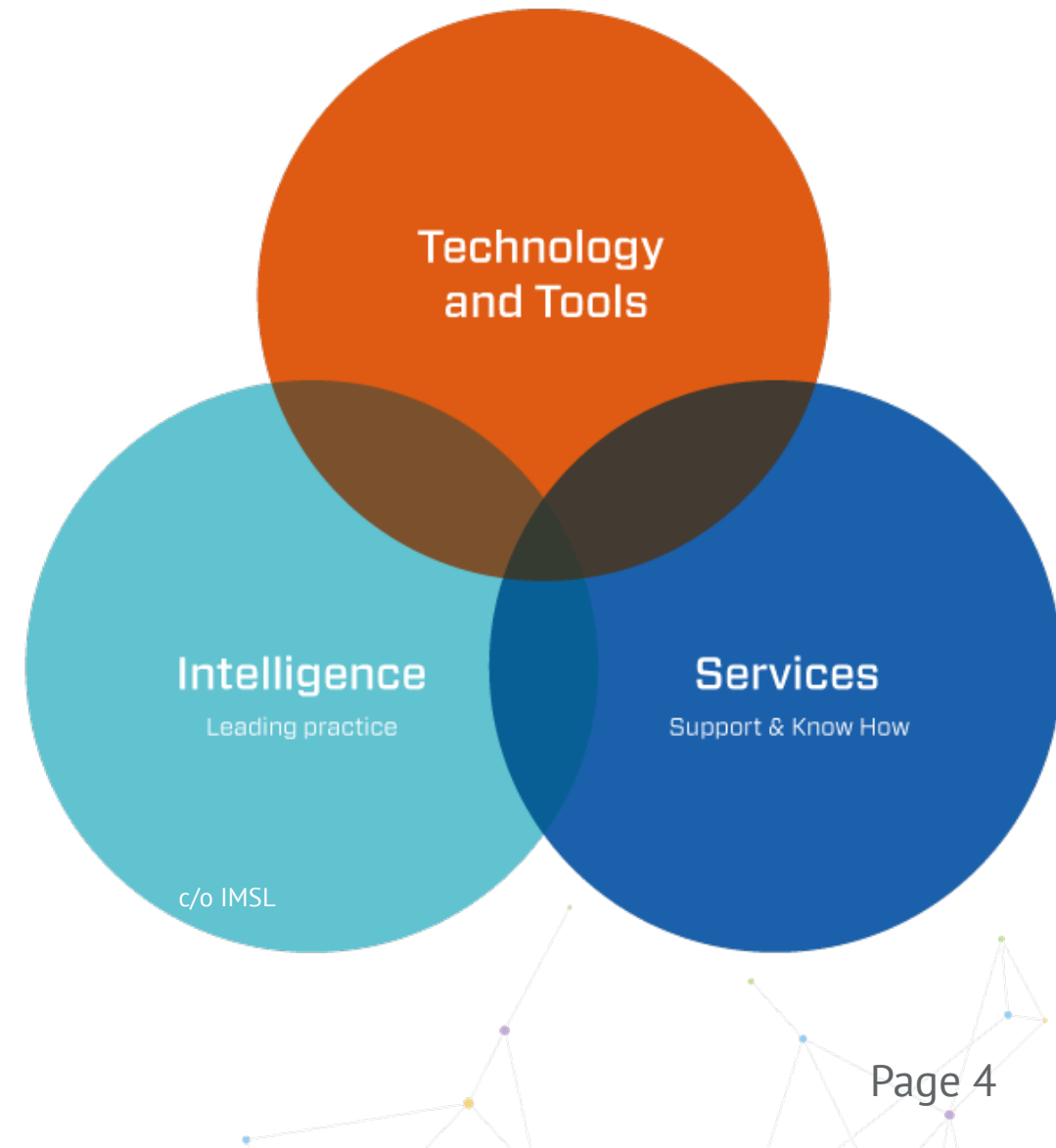
- Kleos Space S.A. announces the signature of an MoU with Orbital Insight of Palo Alto California
- The Companies to prepare for Kleos Scouting Mission data delivery and integration into Orbital Insight business-lines post Q2 2019 launch
- Orbital Insight develops geospatial data analytics to help its clients unlock societal and economic trends at a global scale
- Orbital Insight source petabytes of satellite, drone, balloon, and other unmanned aerial vehicle (UAV) data
- Fast Company voted Orbital Insight one of the most innovative companies of 2017 and 2018.





## Channel Partner Agreement Signed with IMSL

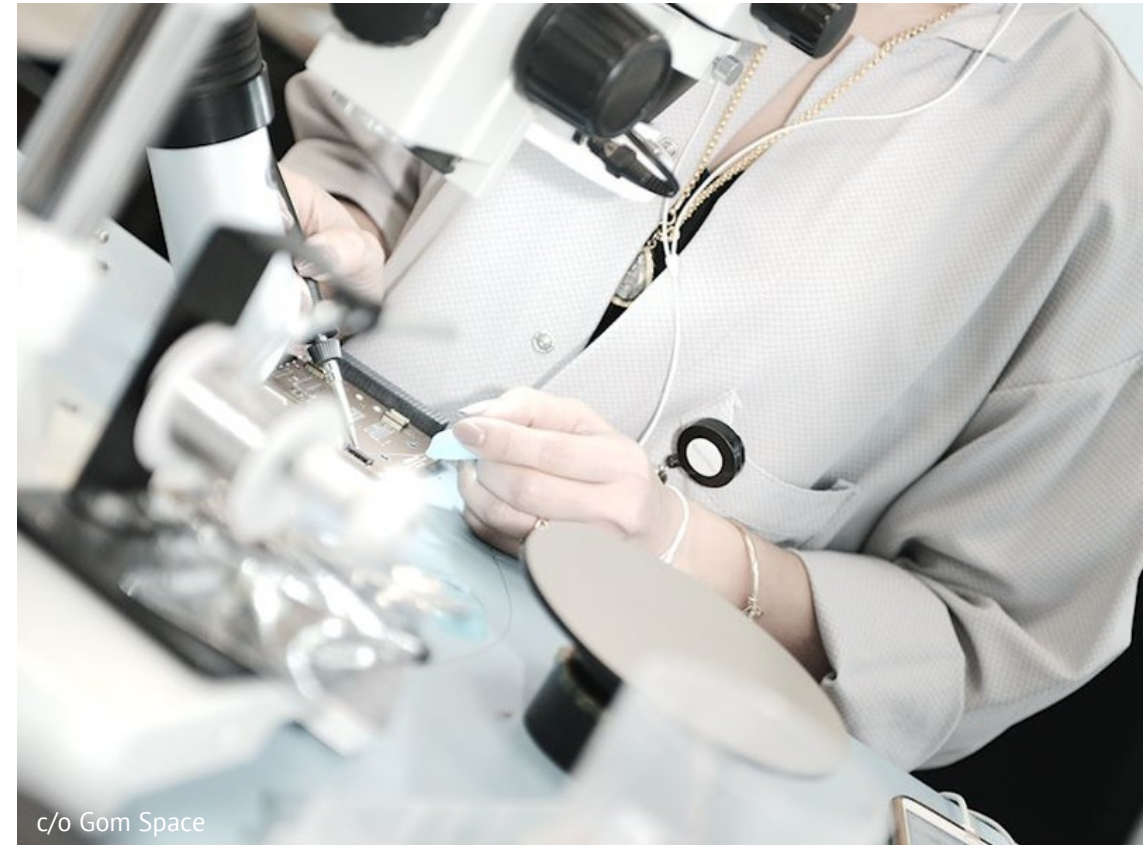
- Kleos Space signs channel partner agreement with UK-based IMSL to purchase Kleos Scouting Mission Data as a Service and to integrate and sell the Kleos data with related analytics services to governmental and commercial customers around the world
- With offices in the UK, Australia, New Zealand, Denmark and the United States, IMSL will integrate Kleos Scouting Mission Data and offer analytical services globally post launch
- Intelligence domain and data analytics expertise will allow IMSL to deliver significant enterprise capability enhancement from Kleos to customers
- Under the non-exclusive agreement, Kleos data scientists will provide support to IMSL for the development of solutions for end-user applications





## Kleos Space Satellites complete Critical Design Review and move into Integration Phase

- The Kleos Space 1st cluster of satellites have successfully completed Critical Design Review (CDR) and entered integration phase at GomSpace A/S
- The CDR ensures that the Satellites proceed towards assembly, validation and test and can meet stated performance cost, schedule, and risk requirements
- The satellites are built by GomSpace A/S, a space company engaged in the global market for space systems and service
- The Kleos Scouting Mission Satellites will be launched by RocketLab into orbit on an Electron rocket from Launch Complex-1 in New Zealand in Q2 2019
- The satellites will be integrated into Rocket Lab's in-house designed and built Maxwell dispensers and deployed from the Electron kick stage to low Earth orbit





## Kleos dual listed its CDIs on the Frankfurt Stock Exchange in Germany trading with the ticker code KS1

- Dual-listing on the Frankfurt Stock Exchange supports our strategy to broaden our European investor base
- Allowing European investors to engage more easily with the company's plans over the next 12 months as it launches the Kleos Scouting Mission and starts selling its Earth Observation data
- Germany is at the heart of the European Space sector with an annual government spend of €1.43 billion in Space and a total industry size of €2.5 billion
- The Frankfurt Stock Exchange is within two hours' drive of Kleos Luxembourg HQ, has a strong reputation and with trading hours in the European time zone allows access to a larger pool of potential investors and sizeable capital pool of US\$2.4 trillion



## **Kleos Space targets the UK Defence and Security market with a new subsidiary.**

- Kleos Space aims to directly access the £4.6Bn MoD planned spend in Intelligence Surveillance and Reconnaissance programmes to 2026
- Kleos Space to work with UK Industry and Government customers to deliver the unique, commercial Kleos capability to one of the World's largest Defence and Security markets
- Kleos Space is building on existing operations in Luxembourg and Australia to deliver to an ever broadening market base.





## **Strong Business Development activities delivered in US, UK, Brussels, Singapore and Australia in build up to 1<sup>st</sup> Satellites being launched**

- Kleos US Strategy Advisor, Karyn Hayes-Ryan, facilitated a US tour of Geospatial Intelligence and ISR Companies and Government Agencies in Washington
- An extensive tour of Singapore (attending the Maritime ISR and Coastal Surveillance Asia conference) and Australia took place in November, including engagement with Government and Commercial customers and existing and potential shareholders
- Presented at the DataSpace 2019 in Glasgow, Scotland

## **Upcoming events**

- Geospatial Intelligence for National Security Europe in London (January)
- Speaking/exhibiting at the Maritime Reconnaissance and Surveillance Technology in Rome (February)
- Sponsorship of GOVSATCOM in Luxembourg (February)





OUR OPPORTUNITY

 KLEOS





A satellite image of Earth, showing North and Central America, the surrounding oceans, and cloud patterns. The image is used as a background for the text.

# **The Earth Observation data market is projected to grow exponentially**

Mordor Intelligence

**Kleos is engaged with target customers worldwide to help provide answers to major global challenges**



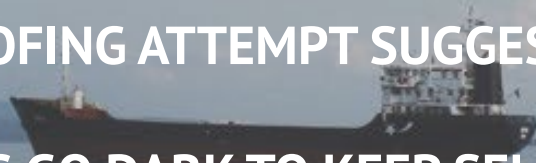
# Maritime challenges in the headlines

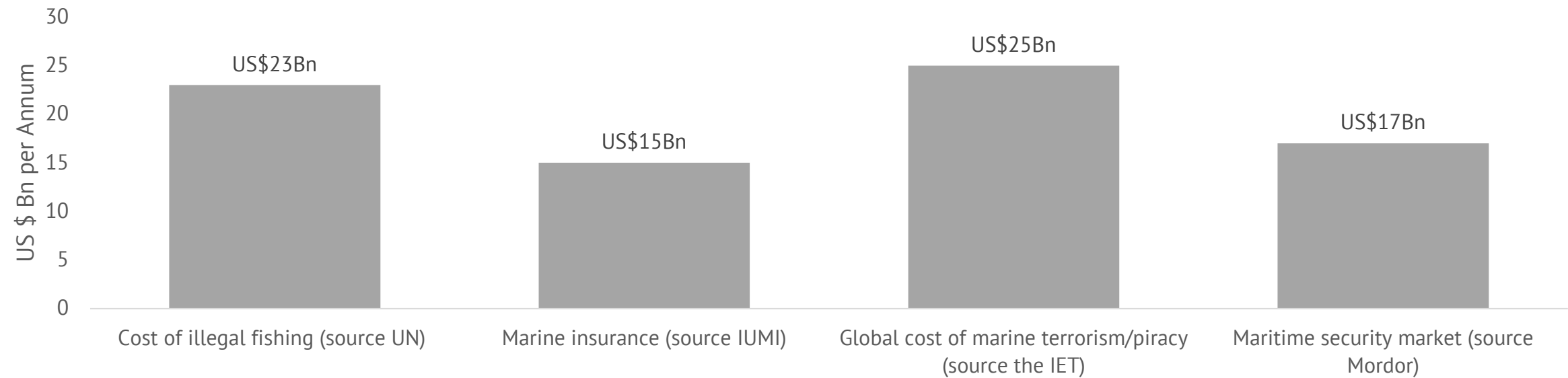
“ILLEGAL FISHING WORTH \$600M IN THE PACIFIC AMOUNTS TO 'DAYLIGHT ROBBERY.'”

“SHIPS FOOLED IN GPS SPOOFING ATTEMPT SUGGEST RUSSIAN CYBERWEAPON.”

“TANKERS GO DARK TO KEEP SELLING OIL.”

“ONE IDENTITY SHARED BY MULTIPLE VESSELS.”





Kleos Data Products		Application	Target Market
Low-Level Data Products	Satellite Data	Maritime situational awareness	Defence & Security
	Georeferenced RF Data	Enhanced maritime situational awareness	Defence & Security, Commerical Geospatial Intel providers
Location enabled analytical data	Maritime Pattern/ Anomaly/ Comparator Data	Maritime operations, logistics, port and terminal management, maritime trade, risk management, commercial shipping and port stakeholders, and fleet capacity analysis and forecasts, reporting on illegal activities	Defence & Security, Search & Rescue, Fishing Monitoring (regulatory) Insurance and Shipping Companies

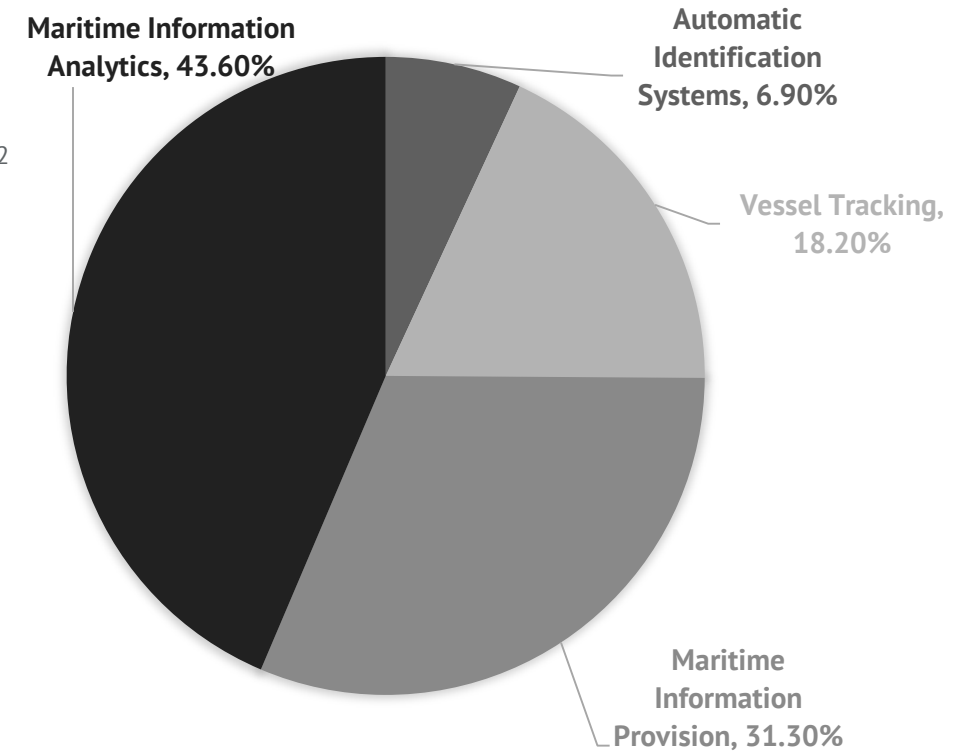
## Targeting diverse, multi-market, high value direct & reseller agreement revenue streams

- The global space-based Earth observation data products revenues in 2016 was US\$2 billion <sup>1</sup>
- Initial Global Maritime Information Market is expected to be up to US\$1.41 billion<sup>2</sup> by 2020. *KSS targeting less than 1.5% of this market by 2020 (revenues of €19.5 million by 2020)*

## Competitive environment

- Only one other known company that is working to create Space collected commercial RF data
  - Successfully launched the first cluster of three formation-flying satellites
  - Reported to have US\$100 million in commercial contracts – validating the demand for this data
  - Kleos very well positioned against this peer offering

## GLOBAL MARITIME INFORMATION MARKETS



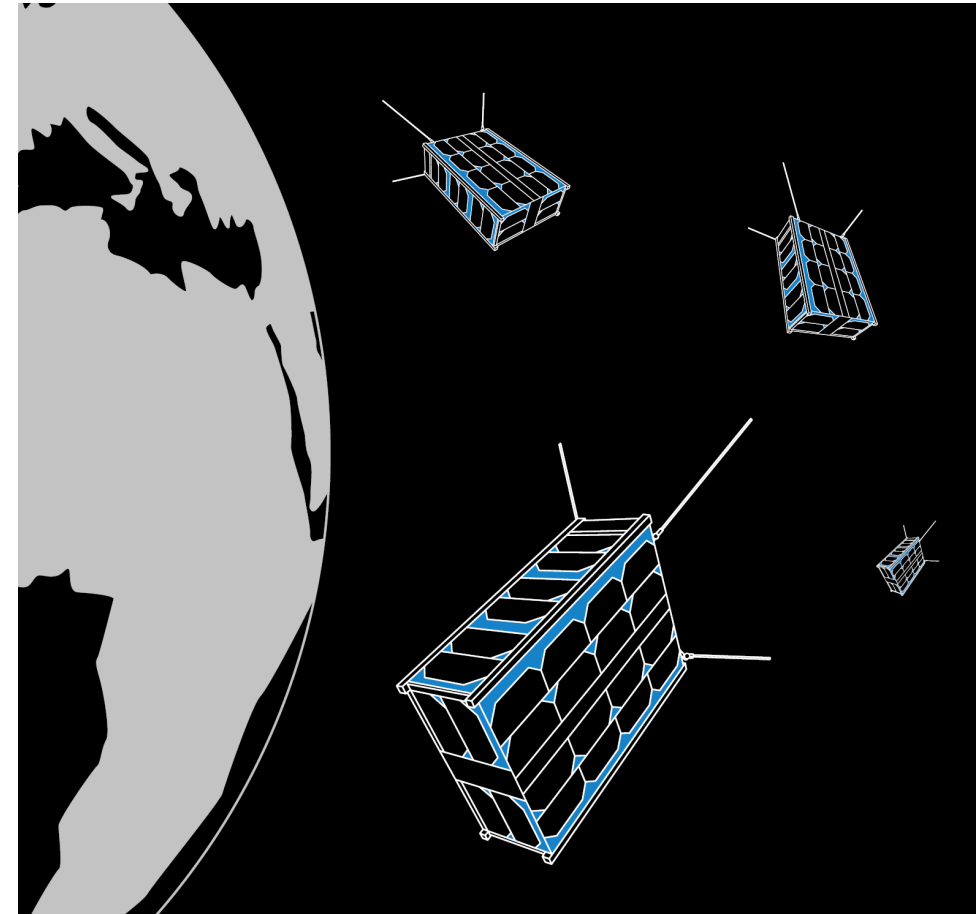
<sup>1</sup> 2017 State of the Satellite Industry Report

<sup>2</sup> Global Maritime Information Market 2016-2020, Technavio



## Our Scouting Mission Satellites launch Q2 19 providing daily service and data revenues.

- Offering independent geolocation of VHF transmitters using multilateration (observing the transmission at each of our different satellites flown in formation) - no reliance on AIS/GPS active tracking
- To locate dark, unseen, unlocatable, obscured, obfuscated, covert Maritime activity.
- Transmitter geolocation data provided as a service to Government & commercial information users
- Capability will grow to near real-time collection by launching further satellites with enhanced payload.
- The transmitter geolocation data will be offered at a variety of levels from raw to analysed





SIGNIFICANT PROGRESS MADE



# DELIVERING ON GROWTH OPPORTUNITY



2015

R&D commenced for  
geolocation mission  
(Magna Parva)



Q2 2017

Kleos Space formed –  
Luxembourg  
Government commit to  
2M Euro funding



Q1 2018

Seed Round closed,  
1.4M Euro funding



AUG 2018

IPO, 7M Euro funding



Q3/4 2018

Tier 1/Government  
MOUs signed



Q1/Q2 2019

Commercial contracts  
signed



Q2 2019

'Scouting Mission'  
launched. Data  
revenues can  
commence



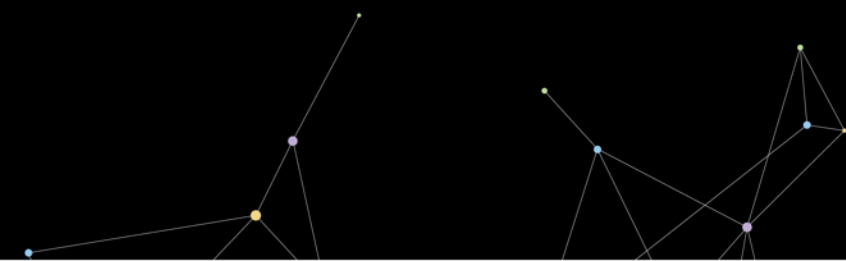
Q4 2019/Q1 2020

'V2 Mission' launched



Q1 2020

Revenue acceleration





## **Funded and on schedule to launch Kleos Scouting Mission in Q2 2019, and begin generating revenue**

- In its first full quarter as a listed Company, Kleos Space has progressed its technical and commercial pathways as planned
- The company has achieved key technical milestones with build partner GomSpace and launch partner Rocket Lab
- The company has achieved critical international market engagement in Europe and the US
- At 31st December 2018, the Company had no debt and A\$6.9M/€4.2M cash
- Kleos Space is well-funded and on schedule to launch our Kleos Scouting Mission satellites in Q2 2019, leading to revenues commencing

**Trading Information (at 21<sup>st</sup> January 2019)**

Code	KSS	KS1
Exchange	ASX	Frankfurt
Share price	A\$	€
52 week low/high	A\$0.09- A\$0.17	€0.05 €0.07
Shares outstanding	106.6M	106.6M
Market capitalisation	A\$9.6M	€5.97M
Cash (31st Dec 18)	A\$6.9M	€4.2M
Debt (31st Dec 18)	-	
Performance rights	29.5M	
Unlisted options (strike price at A\$0.30)	4.0m	

**Corporate Directory**

Country	Directory
Luxembourg	Kleos Space S.A.
Australia	Kleos Space Asia Pacific Pty Ltd
UK	Kleos Space Ltd.

**Board of Directors**

Name	Position
Peter Round	Chairman/Executive Director
Andrew Bowyer	Chief Executive Officer
Miles Ashcroft	Chief Technical Officer
David Christie	Non-Executive Director

**CDI register (at 21<sup>st</sup> January 2019)**

Shareholder	%
Board and management	28.65
Total top 20 shareholders	71.88
Remaining shareholders	28.12

## Forward-Looking Statements

This announcement contains forward-looking statements. All statements that address operating performance, events or developments that we expect or anticipate will occur in the future are forward-looking statements. These forward-looking statements are based on management's beliefs and assumptions and on information currently available to our management. The Company's management believes that these forward-looking statements are reasonable as and when made. However, you should not place undue reliance on any such forward-

looking statements because such statements speak only as of the date when made. We do not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law or the ASX Listing Rules. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results, events and developments to differ materially from our historical experience and our present expectations or projections.





## INVESTOR CONTACT

Europe:  
Andrew Bowyer  
[andy.bowyer@kleosglobal.com](mailto:andy.bowyer@kleosglobal.com)

Asia Pacific:  
Eric Kuret - Market Eye  
[eric.kuret@marketeye.com.au](mailto:eric.kuret@marketeye.com.au)

<https://kleos.space/investors/>

