KLEOS

Space Enabled Maritime Activity-Based Intelligence Data as a Service

VHF Activity Observed by Kleos Satellites
AIS: Negative

VHF Activity Observed by Kleos Satellites
AIS: Negative

VHF Activity Observed by Kleos Satellites
AIS: Positive

VHF Activity Observed by Kleos Satellites
AIS: Positive

VHF Activity Observed by Kleos Satellites
AIS: Positive

INVESTOR PRESENTATION AUGUST 2019

ASX: KSS

KLEOS.SPACE

"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

CORPORATE SNAPSHOT

KLEOS

- Incorporated in Luxembourg June 2017 leveraging 5+ years R&D activity

- Targeted and experienced team comprising Mission, RF, Data Science & Analytical Engineers

- Data delivery strategy through critical partnerships

- Strong non-equity financial support from Luxembourg Government

- Early adopters pre-orders and sales channel partner contracts signed

- L3Harris (NYSE:LHX) signed as partner for marketing to government agencies

- MOU with EarthLab to develop new commercial applications for Kleos Data – targeting the insurance sector and other GEOINT applications

- Collaboration with Spire Global on 'Safety at Sea' project combining Spire AIS data with Kleos data

- Satellites build complete - launch scheduled for Q4 2019 with a 37 degree inclination orbit delivering more frequent data polling in key regions

ASX: KSS
KLEOS.SPACE

KEY METRICS	
CDIs on Issue	106,627,500
Escrowed CDIs	35,555,000
Tradeable CDIs	71,072,500
Market Cap (at A$0.30)	A$31.99 million

CDIs are issued 1:1 with underlying fully paid ordinary shares to facilitate trading in the securities. Kleos is incorporated in Luxembourg. Data at 13 August 2019.
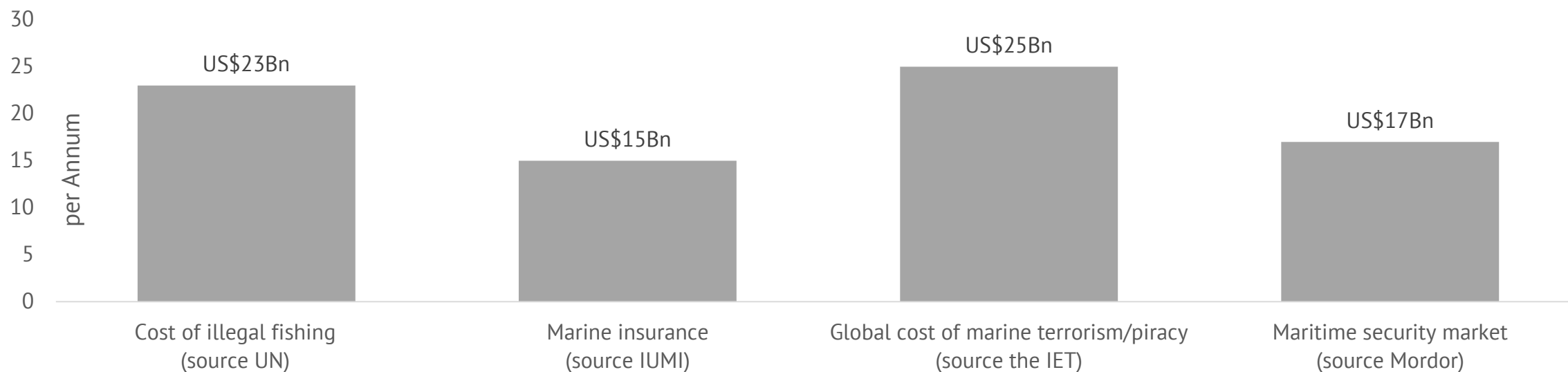
SHAREHOLDERS	
Number of CDI Holders	730
Board and Management	25%
Top 20 Shareholders	59%

BOARD AND MANAGEMENT	
Chairman	Air Commodore Peter Round
Co-Founder & CEO	Andy Bowyer
Co-Founder & CTO	Miles Ashcroft
Non-exec Indep Director	David Christie
International CFO	Iain Hackston
US Strategy Director	Karyn Hayes-Ryan (former Director US National Geospatial Intelligence Agency and US National Reconnaissance Office)
South American Sales Rep	Pierre Duquesne (former Managing Director for Airbus Intelligence South America)

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Bar chart (per Annum):
- Cost of illegal fishing (source UN): US$23Bn
- Marine insurance (source IUMI): US$15Bn
- Global cost of marine terrorism/piracy (source the IET): US$25Bn
- Maritime security market (source Mordor): US$17Bn

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, Commercial 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, fleet capacity analysis and forecasts, reporting on illegal activities	Defence & Security, Search & Rescue, Fishing Monitoring (regulatory) Insurance and Shipping Companies

KLEOS

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[1]

- Global Maritime Information Market expected to be up to US$1.41 billion[2] by 2020.

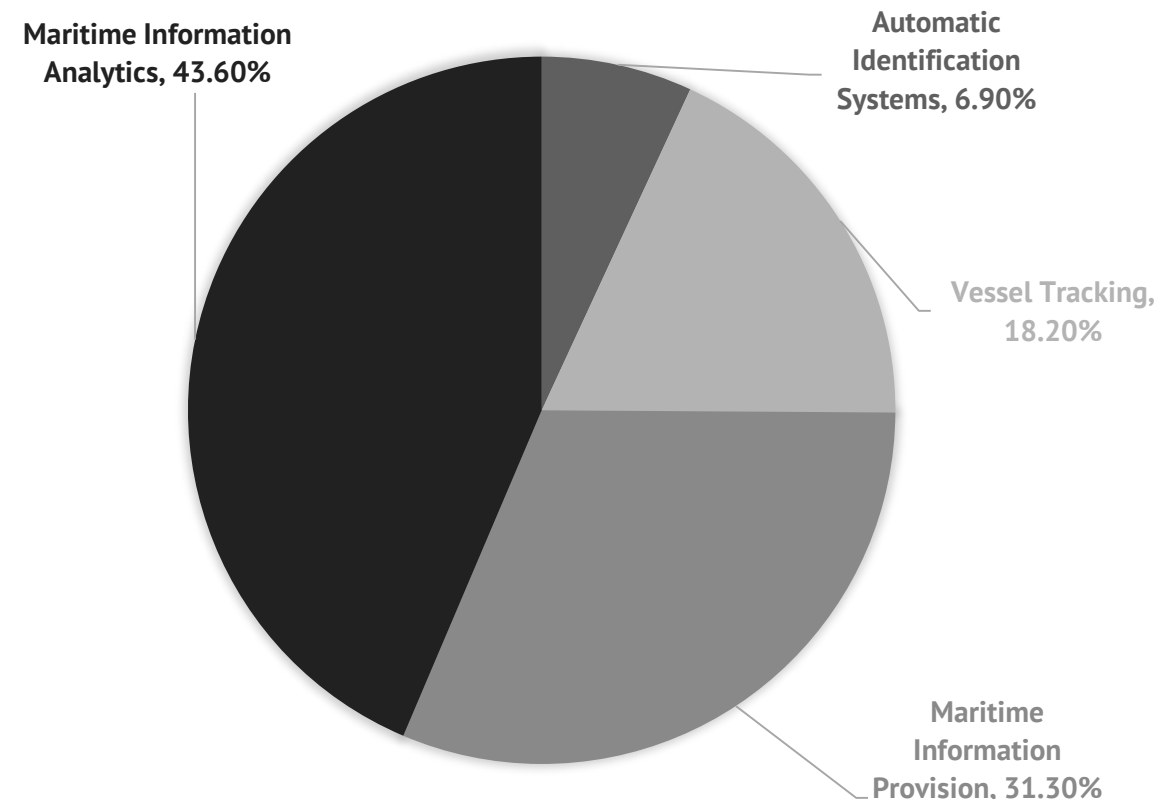 - *KSS initial target is less than 1.5% of this market by 2020 (revenues of €19.5 million)*

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 over US$50 million in commercial contracts validating the demand for this data

  - Previous valuation of US$200 million

  - Kleos very well positioned against this peer offering

"Repeatable, profitable revenue from high quality customers"
Andy Bowyer, Co-Founder and CEO

Maritime Information Analytics, 43.60%

Automatic Identification Systems, 6.90%

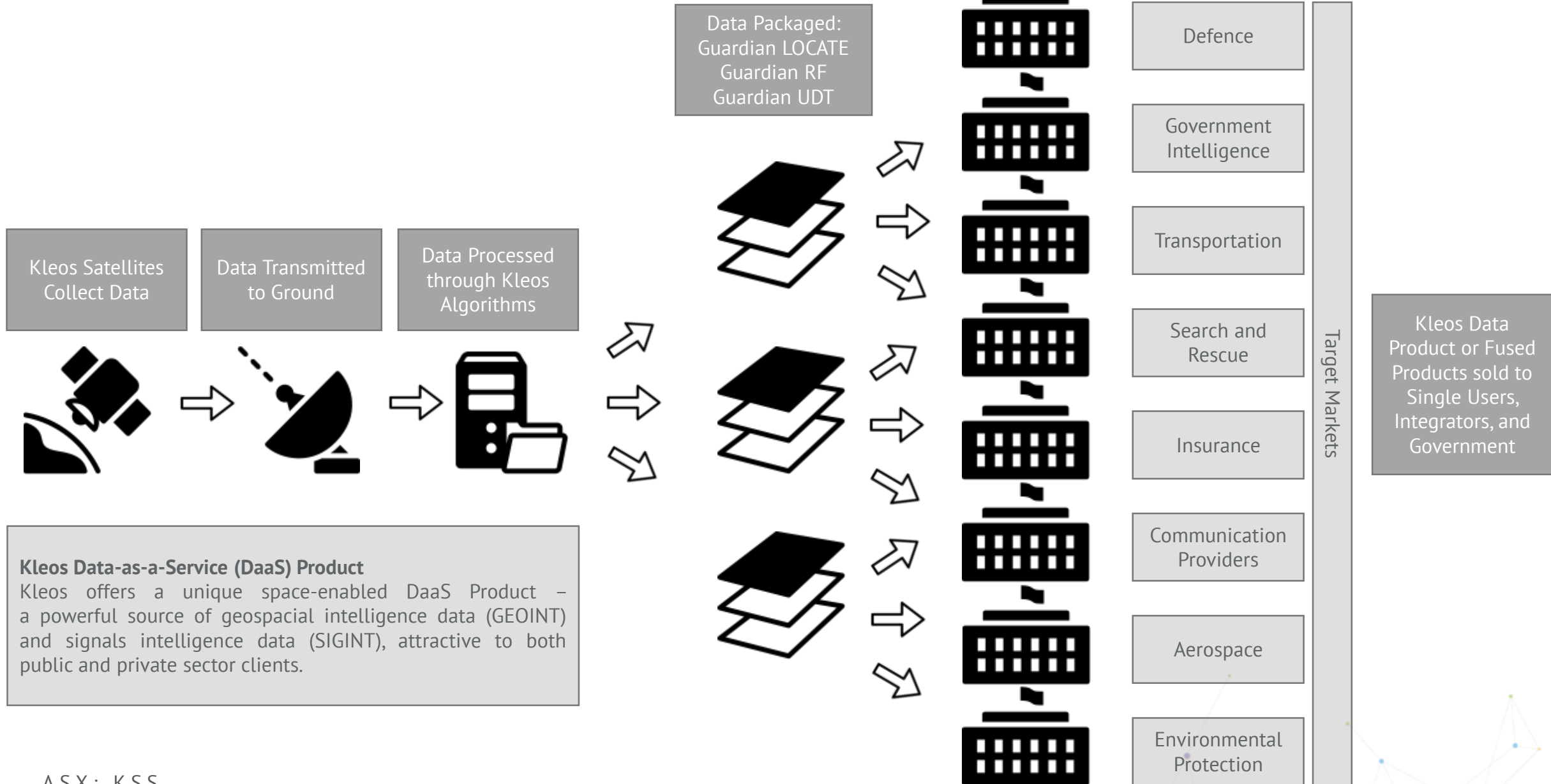Vessel Tracking, 18.20%

Maritime Information Provision, 31.30%

GLOBAL MARITIME INFORMATION MARKETS

[1] 2017 State of the Satellite Industry Report
[2] Global Maritime Information Market 2016-2020, Technavio

KLEOS

Data Packaged:
Guardian LOCATE
Guardian RF
Guardian UDT

Kleos Satellites Collect Data

Data Transmitted to Ground

Data Processed through Kleos Algorithms

Defence

Government Intelligence

Transportation

Search and Rescue

Insurance

Communication Providers

Aerospace

Environmental Protection

Target Markets

Kleos Data Product or Fused Products sold to Single Users, Integrators, and Government

Kleos Data-as-a-Service (DaaS) Product
Kleos offers a unique space-enabled DaaS Product – a powerful source of geospacial intelligence data (GEOINT) and signals intelligence data (SIGINT), attractive to both public and private sector clients.

Guardian LOCATE Geolocated data (analytic ready)	◎ Processed to deliver geolocated RF activity and capture metrics which is ready for further analytical activity by the customer within GEOINT and data fusion platforms ◎ First Kleos DaaS Product: highly flexible pre-processed data attractive to a broad range of customers
Guardian RF Satellite RF data	◎ Raw data that has not been processed through Kleos geolocation algorithms for customers who have their own geolocation/ signals intelligence capability. ◎ Provided as a structured time aligned I/Q Level X data stream ◎ Primarily for highly sophisticated customers with in-house data processing capability

Guardian UDT
User defined data set
	◎ A customised data set driven by customers requirements and bespoke quotation prior to order
	
	◎ Common customisation variables may include;
	    ◎ Specific AOI, data frequency (geospatial filtering)
	    ◎ Specific time (temporal filtering)
	    ◎ Ground, ground station/s
	    ◎ Enhanced security
	    ◎ Event based triggers
	
	◎ Customisable high value data to be processed and packaged for bespoke applications

Monthly/yearly automated and programmatic ordering, available invoicing and usage reports

KLEOS

ANNUAL REVENUE PER
'GUARDIAN LOCATE' CUSTOMER

Daily Data Revisit Points	User Type	Annual Revenue Per Customer	
		US$	AU$
1	Single User	90,000	128,571
	Integrator	340,000	485,714
	Government	680,000	971,429
2	Single User	140,000	200,000
	Integrator	510,000	728,571
	Government	1,020,000	1,457,143
5	Single User	280,000	400,000
	Integrator	1,020,000	1,457,143
	Government	2,040,000	2,914,286

⬦ Revenue is driven by the frequency of the revisits in specific locations the Kleos satellites can provide within a 24 hour period
⬦ Per customer annual revenue is indicative – pricing model subject to change.
⬦ Excludes revenue from fused data products
⬦ Excludes revenue from any Guardian RF or Guardian UDT sales which has own pricing model
⬦ Single Users, Integrators, and Government may also purchase Guardian RF or Guardian UDT

CUSTOMER PROFILES

Single User	⬦ Licence for single user (seat) locked to a single computer ⬦ Primarily data viewing and local integration into existing workflows ⬦ No reselling of data
Integrator	⬦ Licence for a single site ⬦ Licence to allow for integration into other fused data products ⬦ Reselling permitted if within fused data product
Government	⬦ Single site licence allowing for integration into other fused data outputs ⬦ No reselling permitted ⬦ Transfer/sharing with other government agencies permitted if within home country

KLEOS

- First product launch to be Guardian Locate – Kleos processed geolocated RF data

- Guardian Locate targeted towards customers with existing GEOINT or data fusion processing capabilities in existing workflows

- Variable pricing to users dependent on daily data point re-visits provided

- DaaS model allows an 'unlimited' number of potential customers

- Existing two signed contracts are Integrator Users – additional Single User and Integrator contracts in negotiation

- L3Harris (NYSE:LHX) Sales Channel Agreement for marketing of Kleos primarily to US Government agencies and other users

- Kleos placed on GSA Portal – GSA contracts account for US$45bn in annual sales to US Govt agencies

- New agreements with Spire Global and EarthLab partnering to increase value of Kleos data (fused data products) and develop new unique commercial applications

L3HARRIS™

GSA Schedule

KLEOS

- Significant progress made engaging the market with:
  - Organisational memberships and conferences
  - Development of Memorandum of Understandings
  - Channel Partner Agreements
  - Government Procurement Portals
  - Pre-orders

- A broad spectrum customer base with signed engagement from focussed small enterprises to global defence contractors such as:
  - L3Harris
  - Orbital Insight
  - Airbus
  - Ball Aerospace
  - IMSL
  - ImageSat International
  - Multiple significant US defence contractors

- Innovative collaborations, delivering value add solutions:
  - 'Safety at Sea' project with Spire combining maritime data
  - EarthLab developing new commercial GEOINT applications for Kleos data

USGIF
United States Geospatial Intelligence Foundation
M E M B E R

"Our early adopters represent many end-users, each a possible further revenue source to Kleos as we roll out our DaaS Model"
Andy Bowyer, Co-Founder and CEO

Kleos to deliver maritime RF activity data to help disrupt US$80bn+ illegal fishing, smuggling, trafficking and security & border challenges

- Independently geolocating VHF transmissions to reveal dark, unseen, unlocatable, obscured, obfuscated, covert Maritime activity

- Complimentary to S-AIS/SAR/Imagery EO

- Data provided as-a-Service (DaaS), we aim to be:
  - Reliable
  - Repeatable
  - Easy to ingest via API

- Collection capability will grow to near real-time collection by launching:
  - further satellites (10x clusters targeted)
  - enhanced payload

- The data will be offered at a variety of levels from raw to processed to be 'analytic ready'

- Distribution to be 'integration partner' centric
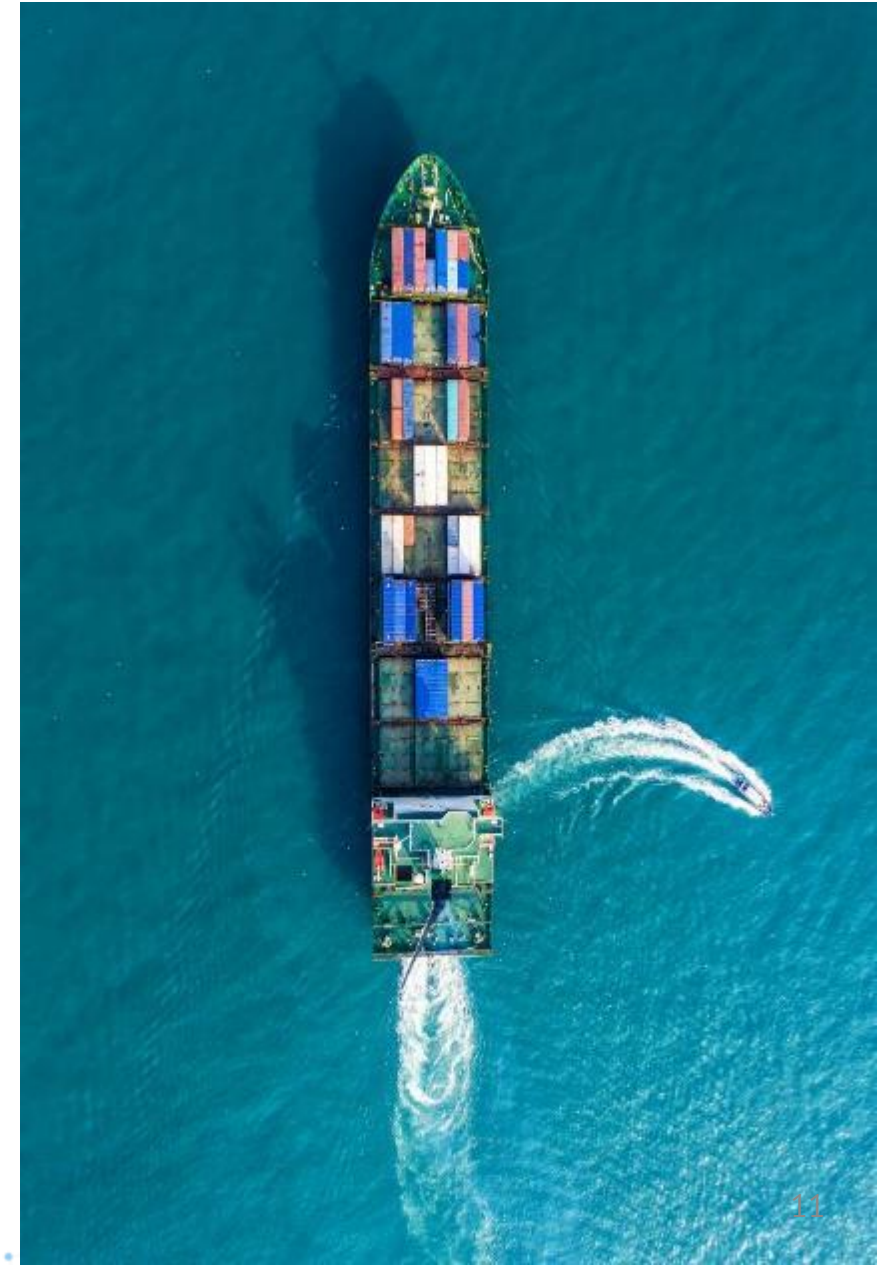
KLEOS

Kleos data delivers a cost effective input for ABI 'tipping and cueing' of other EO and ISR Assets

Example Target Sectors:

- Defence and Security
  - Intelligence
  - Border Protection and Control
- Regulation
  - Fishery Protection
  - Pollution Control
- Commercial
  - Insurance
  - Asset Ownership

Enhancing maritime situational awareness through delivering data stream of geolocated VHF communication transmissions and delivering a cueing capability data stream of geolocated VHF communication transmissions

KLEOS

- Launch Provider for Kleos Scouting Mission changed to the Polar Satellite Launch Vehicle (PSLV)

- PSLV launch gives Kleos satellites a 37° inclination orbit

- Orbit increases data collection capability of up to 4.5 times in the corridor with highest global maritime activity when compared with the previous Sun Synchronous Orbit

- Significant increase in collection and value of data without launch of additional satellite clusters

- Area covered includes high-activity high-demand maritime areas: Strait of Hormuz, South China Sea, Australian Coast, Southern US Coast and both East & Western African Coast

- PSLV operated by the Indian Space Research Organisation – highly respected and reliable operator
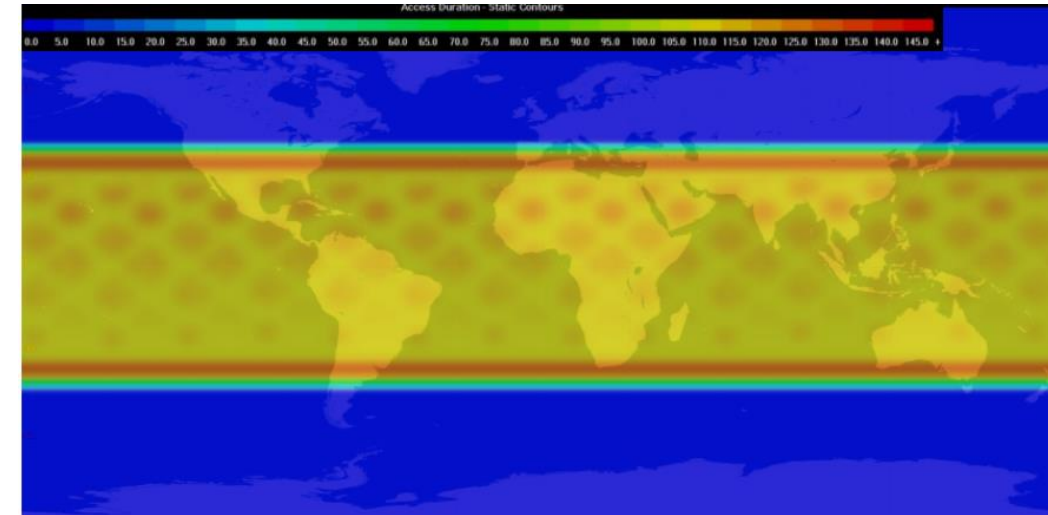
Kleos Satellite access duration on 37° inclination orbit targeting highest activity maritime corridor
Red = higher access duration

PROGRESS

- IPO August 2018

- Scouting Mission satellites pass final milestone; ready for launch

- Contract signed with L3 Harris (NYSE: LHX), 6th largest US defence company and top 10 globally – market cap US$42B

- Kleos on US Government Procurement platform – GSA Portal

- Expansion into South American market – Ex Airbus Intelligence Managing Director

- Initial Early Adopters contracts signed with leading Defence and Security Contractors

- Kongsberg Satellite Services (KSAT) appointed ground station service provider

- Release of initial product range, pricing strategy and pre-order functionality

- Targeting additional pre-orders and delivery contracts ahead of launch – taking advantage of improved launch orbit

- Q4 2019 PSLV launch contract signed with better outcome for Kleos
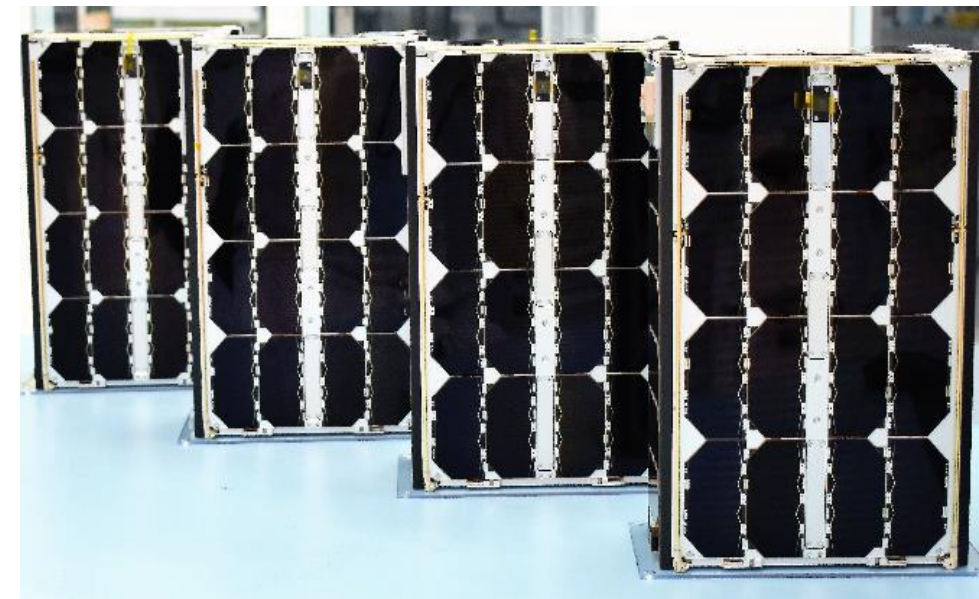
Kleos Satellites Assembled

RECENT MEDIA

Video Interview: Kleos Space business model
https://youtu.be/hjveszsz-28

Video Interview: Kleos Space funding model
https://youtu.be/GPssmQUTgp4

Video Interview: GEOINT2019
https://www.youtube.com/watch?v=sojR3bOBN9I

Written Interview: Kleos Space background
https://space-agency.public.lu/en/actualites/2019/A-space-powered-data-business.html

AGM Presentation
https://vimeo.com/344764586

Scouting Mission animation
https://vimeo.com/339550512

July 2019	Expansion of Development Expansion of Sales Team
Q4 2019	Satellites Launch
Q4 2019/Q1 2020	Satellites Commissioned Revenues Commence & Contract Ramp-Up
Q2 2020	2nd Cluster Launch Additional Higher Value Product Range
Q4 2020	3rd Cluster Launch Further Increase to Revenues

Launch Scheduled for Q4 2019

Forward-Looking Statements

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INVESTOR CONTACT

KLEOS

KLEOS.SPACE

Europe:
Andrew Bowyer
andy.bowyer@kleosglobal.com

Rest of World:
MMR Corporate Services
kleos@mmrcorporate.com

kleos.space/investors/

kleos.space/investors/

MMR Corporate Services

ASX: KSS
Frankfurt: KS1