



SHINING A LIGHT ON DARK MARITIME
ACTIVITY

DELIVERING AGAINST AN \$80BN
CHALLENGE



"The ocean is vast, monitoring it for illegal activity and enforcing laws continue to be big challenges

Illegal fishing cheats coastal communities, decimating livelihoods and the environment"*

"Maritime crime such as smuggling, piracy and armed robbery are a global challenge"**

Forty Years of Nautical Piracy
A Global Look at Nautical Piracy Frequency Since 1978

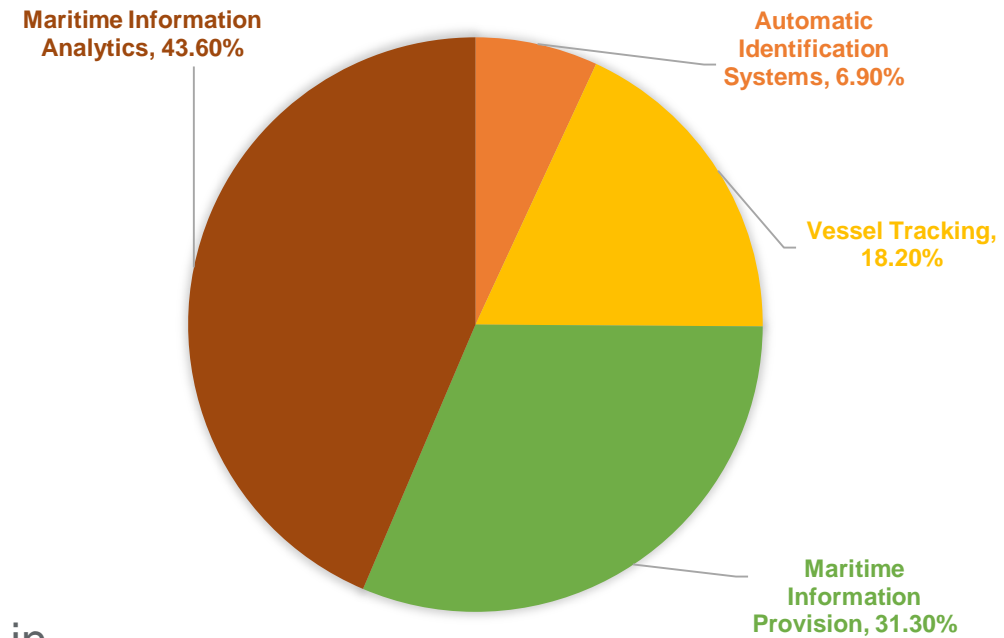
Commercial Space can offer a responsive, cost effective enhancement of Government asset derived data sets to deliver solutions for maritime security challenges.

It is the Kleos Mission to leverage Space technology to deliver a high value commercial, scalable, responsive, high quality and trusted data set to industry and Government customers.

- The annual cost of the global maritime security challenge is estimated to be **US\$80BN**



- Mordor Intelligence has stated that “**the Earth Observation data market is projected to grow exponentially**”
 - Space-based Earth Observation data products revenues in 2016 was **US\$2BN¹**
- Kleos addressable market of Global Maritime Information Market expected to be up to **US\$1.41BN²** by 2020,

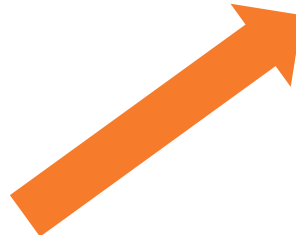


GLOBAL MARITIME INFORMATION MARKETS

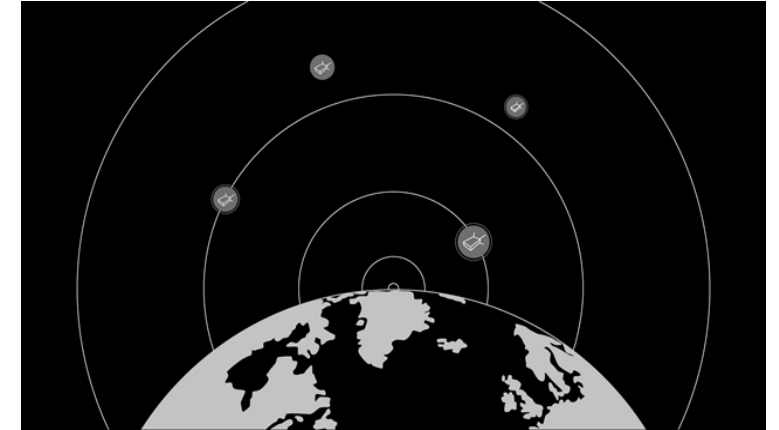
- Kleos will collect and sell data regarding 'dark' maritime activity by locating radio transmissions from devices such as walkie talkies
- Kleos data is complimentary to other data sets such as AIS and Imagery
 - **Adding value to other data sets**
 - **Reducing time for the analyst**
 - **Reducing costs through efficient tasking** (e.g. operating costs of patrol aircraft ~AUD\$6000/hr)



- Growth achieved through:
 - More satellites = more data
 - Greater coverage = more markets



- Kleos to own/operate **unique clusters of 4x nano-satellites flown in formation***, each satellite collecting data from the Earth.
- Data is transmitted via Ground Stations to Kleos servers and;
- **Processed through Kleos proprietary algorithms** to calculate the locations of transmitters.
- Geolocation data is then 'packaged' into products and;
- Transferred via API to Government and Commercial customers
- Sales are processed as 'one off project fulfilment' or via annual subscription model (**the same data can be potentially sold many times**)



- 3x Initial data products;
 - Guardian RAW (Satellite data)
 - Guardian LOCATE (Geolocated data) and;
 - Guardian UDT (User defined data set)
- 3x Customer licence profiles targeted; Single User, Commercial Integrator and Government Team

KEY MODEL ASSUMPTIONS FOR GUARDIAN LOCATE DATA PRODUCT

Key Assumptions	Q1 2020	Q3 2020	Q2/Q3 2021
# Operational Clusters	1	2	5
Annual Revenues Per Licence AUD\$			
Single User	\$128,571	\$ 200,000	\$ 400,000
Integrator	\$485,714	\$ 728,571	\$ 1,457,143
Government	\$971,429	\$1,457,143	\$ 2,914,286



UPCOMING MILESTONES

Sept/Oct 2019	Procurement of cluster #2 commences Further pre-orders
Q4 2019	Satellites launch Satellites commissioned
Q1 2020	Revenues can commence Contracts ramp up
Q2/3 2020	2nd Cluster launch Revenue potential increases
2021	3rd - 5th Cluster Launches Further Increase to Revenues



Launch Scheduled for Q4 2019

CORPORATE SNAPSHOT

- Incorporated in Luxembourg June 2017 leveraging 5+ years R&D activity - IPO August 2018
- Strong non-equity financial support from Luxembourg Government ~AUD\$4.8M
- Raised:
 - AUD\$2.3M pre-IPO
 - AUD\$11M at IPO
 - AUD\$3.3M Sept 19 via Convertible Note, converting at AUS\$0.50 per CDI
- Data-as-a-Service focus, delivery strategy through critical partnerships
- A targeted and experienced team comprising Mission, RF, Data Science & Analytical Engineers

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.	

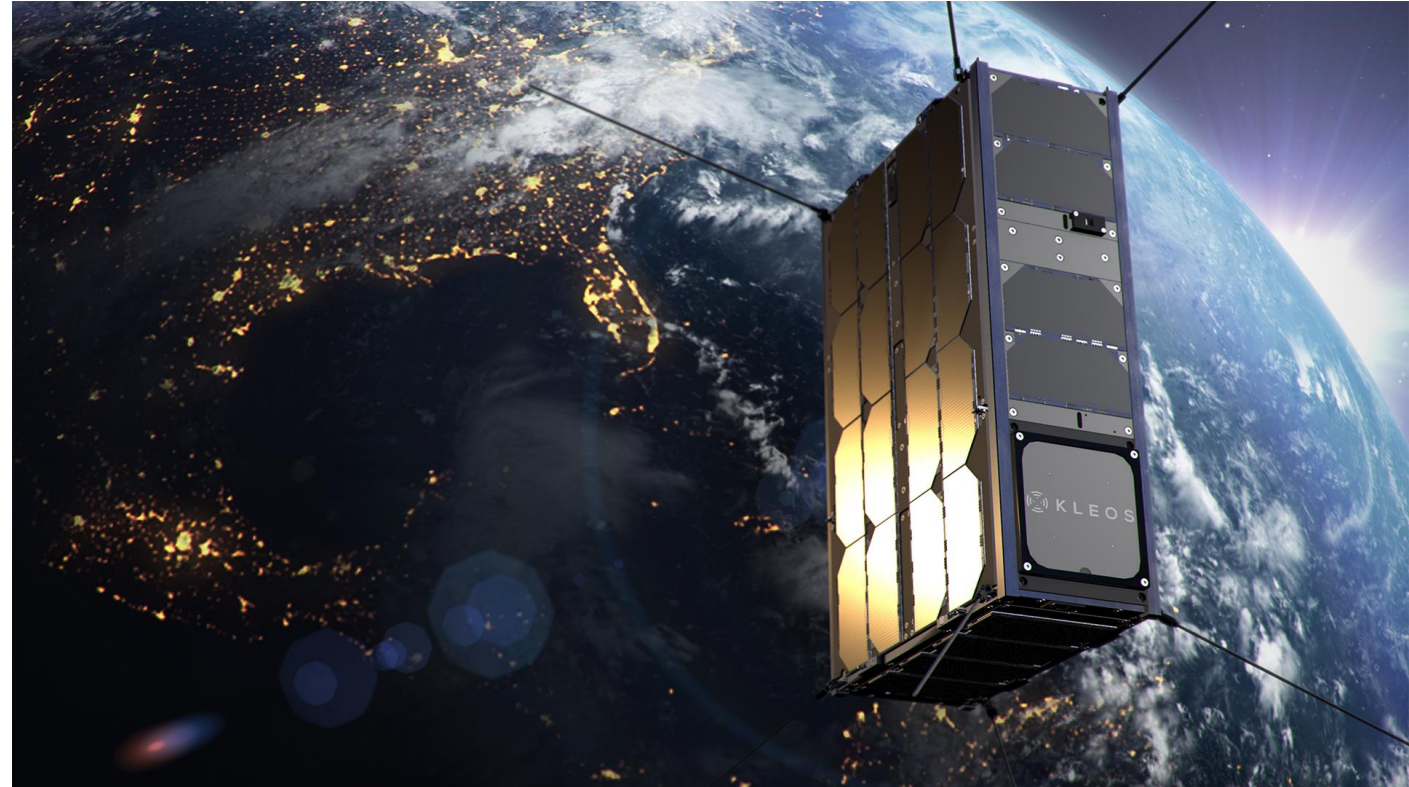
SHAREHOLDERS

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)

-  [Video Interview: Kleos Space business model](https://youtu.be/hjveszsz-28)
<https://youtu.be/hjveszsz-28>
-  [Video Interview: Kleos Space funding model](https://youtu.be/GPssmQUTgp4)
<https://youtu.be/GPssmQUTgp4>
-  [Video Interview: GEOINT2019](https://www.youtube.com/watch?v=sojR3bOBN9I)
<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)
<https://space-agency.public.lu/en/actualites/2019/A-space-powered-data-business.html>
-  [AGM Presentation](https://vimeo.com/344764586)
<https://vimeo.com/344764586>
-  [Scouting Mission animation](https://vimeo.com/339550512)
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