

ASX RELEASE

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South American Market Success Starts

Highlights

- **Pierre Duquesne, Kleos South American Sales Representative closes first pre-order with a Brazilian integrator**
- **Potential for recurring annual revenues¹**
- **Integrator data pricing is AUD\$485,714 per annum for first cluster rising to AUD\$728,571 incorporating second cluster**
- **Kleos targeting planned Latin American investments over 45 billion EUR**

Kleos Space S.A. (ASX: KSS, Frankfurt: KS1), (**Kleos** or **Company**), a space-powered Radio Frequency Reconnaissance data-as-a-service (DaaS) company, advises that it has received its first South American pre-order secured by regional expert Pierre Duquesne who was engaged in July 2019 (ASX: 10/07/2019).

Kleos will start processed data delivery through its Guardian LOCATE Product.

Pierre was the former Managing Director for Airbus Intelligence in South America and has over 20 years' experience in the Regional Space Industry.

Andy Bowyer, CEO of Kleos Space stated: "We are pleased at the rapid progress Pierre Duquesne has made in the short time since his engagement as our representative for the South American market.

"We continue to pursue pre-orders as we eagerly anticipate launch of the Kleos' Scouting Mission² in Q4 this year.

"Pierre's business relationships and experience have shown early results."

Milestones to Revenue

The following roadmap illustrates a number of steps to commence and manage expected revenue post launch of the Kleos' Scouting Mission satellites:

- ✓ Investor and media engagement
- ✓ International broker engagement
- ✓ Appointment of CFO
- ✓ Ground Station Service contract
- ✓ GEOINT19 conference
- ✓ Early adopter contracts
- ✓ US Air Force early contract wins
- Further pre-launch contracts
- Transport Satellite to Launch site
- Kleos' Scouting Mission satellites launch
- Large data volume contracts

¹ All revenues are subject to a successful launch, negotiation and are post a no cost data test phase of 3 months.

² The multi-satellite Scouting Mission system will form the foundation of a constellation that delivers a global picture of hidden maritime activity, enhancing the intelligence capability of government and commercial entities when AIS (Automatic Identification System) is defeated, imagery is unclear, or targets are out of patrol range. The first scouting mission is made up of 4x nano-satellites built by GomSpace in Denmark.

Kleos Space’s independent data solutions will provide defence, security and commercial users with access to a cost-effective daily geolocation intelligence to guard borders, protect assets and save lives.

The Corporacion Andina de Fomento (CAF), the Latin American Development bank, suggests the outlook by 2040 for the maritime and port sector in Latin America and the Caribbean with an attractive environment for growth with planned investments over 45 billion euros in the coming decade.

Kleos Guardian LOCATE Fixed Pricing Model

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

Kleos Data Products

- **Guardian RF** – raw data from Kleos satellites suitable for customers with their own geo-location analysis / signals intelligence capability.
- **Guardian LOCATE** – processed data delivering geo-located RF activity for further analytics within GEOINT and data fusion programmes.
- **Guardian UDT** – user defined, customised data set allowing selection of specific areas of interest, ground station, level of security, and level of processing by the customer.

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About Kleos Space S.A.

Kleos Space S.A. (ASX: KSS) is a space enabled, activity-based intelligence, data as a service company based in Luxembourg. Kleos Space aims to guard borders, protect assets and save lives by delivering activity-based intelligence and geolocation as a service. The first Kleos Space satellite system, known as Kleos Scouting Mission (KSM), will deliver commercially available data and perform as a technology demonstration. KSM will be the keystone for a later global high capacity constellation. The Scouting Mission will deliver targeted daily services with the full constellation delivering near-real-time global observation. For more information please visit: www.kleos.space.