



**Creating subscription based revenues  
from delivery of essential data to  
government and commercial entities  
around the globe**





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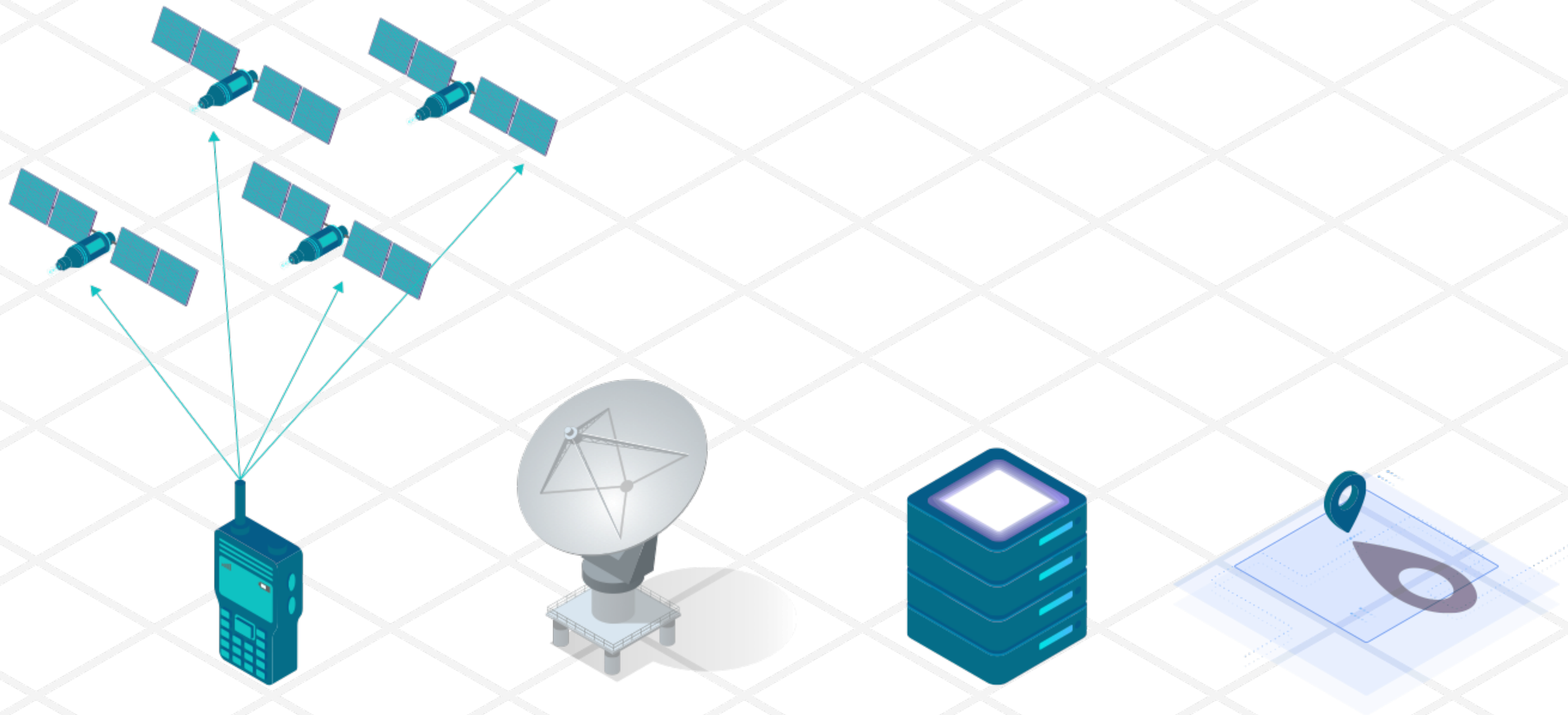
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1 Transmissions received at each satellite with a 'time difference'

2 Collected information transmitted to the ground

3 Information processed through algorithms creating geolocated data

4 Data sold to customers



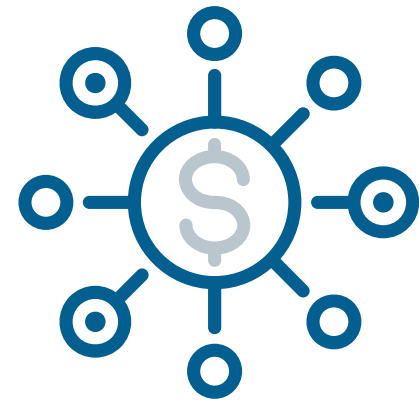
Radio Frequency (RF) spectrum usage is a resource that can be mined for highly valuable data



Kleos is the first company to fly clusters of four satellites to accurately detect and locate the usage of the RF spectrum by legitimate and illegitimate actors



The data is collected and downlinked from the satellites then processed through our proprietary algorithms

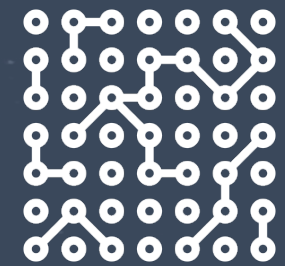


Once 'packaged' into data products and transferred to our licenced subscribers 'as-a-service', the same data is able to be sold unlimited times creating annuity type revenues.

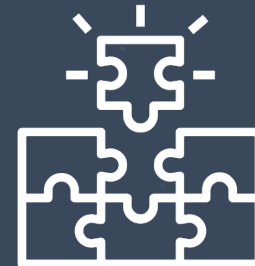
Kleos is targeting areas that are of greatest interest to our customers i.e. Strait of Hormuz, South China Sea, East/West Africa, Southern Sea of Japan, northern Australian coast







Proprietary technology and own satellites creating a highly valuable, independent data set



Complementary to other commercial and government assets and data



Revenue generating post imminent launch of first satellites that are waiting at the launch site



High growth:  
more satellites = more data = more revenue



Subscription based data sales are scalable, recurring annuity type and unrestricted in scale



Stable OPEX, profits increase over time with growth in subscribers



Exceptional management team experienced across Space, technology, defence and intelligence sectors



Defensible market position





Subscription revenue model providing recurring, annuity type, profitable cash-flow.



Large addressable Maritime Information market expected to be up to US\$1.41BN (Technavio)



High barrier to entry for competition:

- ✓ Development time
- ✓ Level of expertise required
- ✓ Capex intensive



Global engagement made in high value defence and security markets:

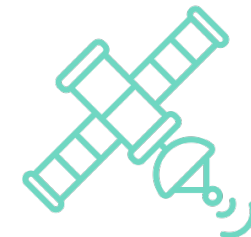
- ✓ Qualified pipeline of 25 deals
- ✓ Further initial pipeline of over 90 opportunities
- ✓ Upsell opportunities; requests for high margin, bespoke data
- ✓ Annual Licensing Fees for 1st Cluster between A\$128k – A\$971k per licence



Technology driven:

- ✓ Leveraging proprietary IP
- ✓ Owned assets





## Four Scouting Mission satellites at the launch site

Launch programmes delayed due to COVID-19 lockdowns, now beginning to re-open



## Multiple early contracts signed e.g.

- ✓ US Air Force Micro-Satellite Military Utility programme contract awarded
- ✓ L3Harris (NYSE:LHX US\$43Bn market cap) – Integrator and placement on US Government GSA platform
- ✓ Multiple Nation state collaborations
- ✓ Brazilian Government pre-orders awarded



## Satellite operating licences in place



## Data products prepared

Revenues to commence post satellite test phase



## Next cluster of four satellites in progress





First satellite cluster to be launched; Scouting Mission



Commencement of subscription revenues



Team expansion to facilitate scalable growth



Further contracts to be signed



Launch further clusters, collecting more data



Subscriptions and revenue growth







## Peter Round

Chairman/Exec Director

RAF Air Commodore, expert in EU Defence Issues, military affairs and has led multiple multi-million pound contracts within the Defence industry. Internationally renowned strategic executive with experience in the US, EU and NATO.



## Andy Bowyer

CEO/Co-Founder

15 years' heritage delivering complex Space projects, including on missions to Mars and Mercury as co-founder of Space Engineering company; Magna Parva. Experienced technology sales, marketing, contracting, commercial and business development executive across Space and Defence sectors.



## Miles Ashcroft

CTO/Co-Founder

Extensive 20+ years technical experience delivering technically ground breaking and high value Space engineering hardware to multiple international space agencies, multiple patent holder. Co founder of Magna Parva.

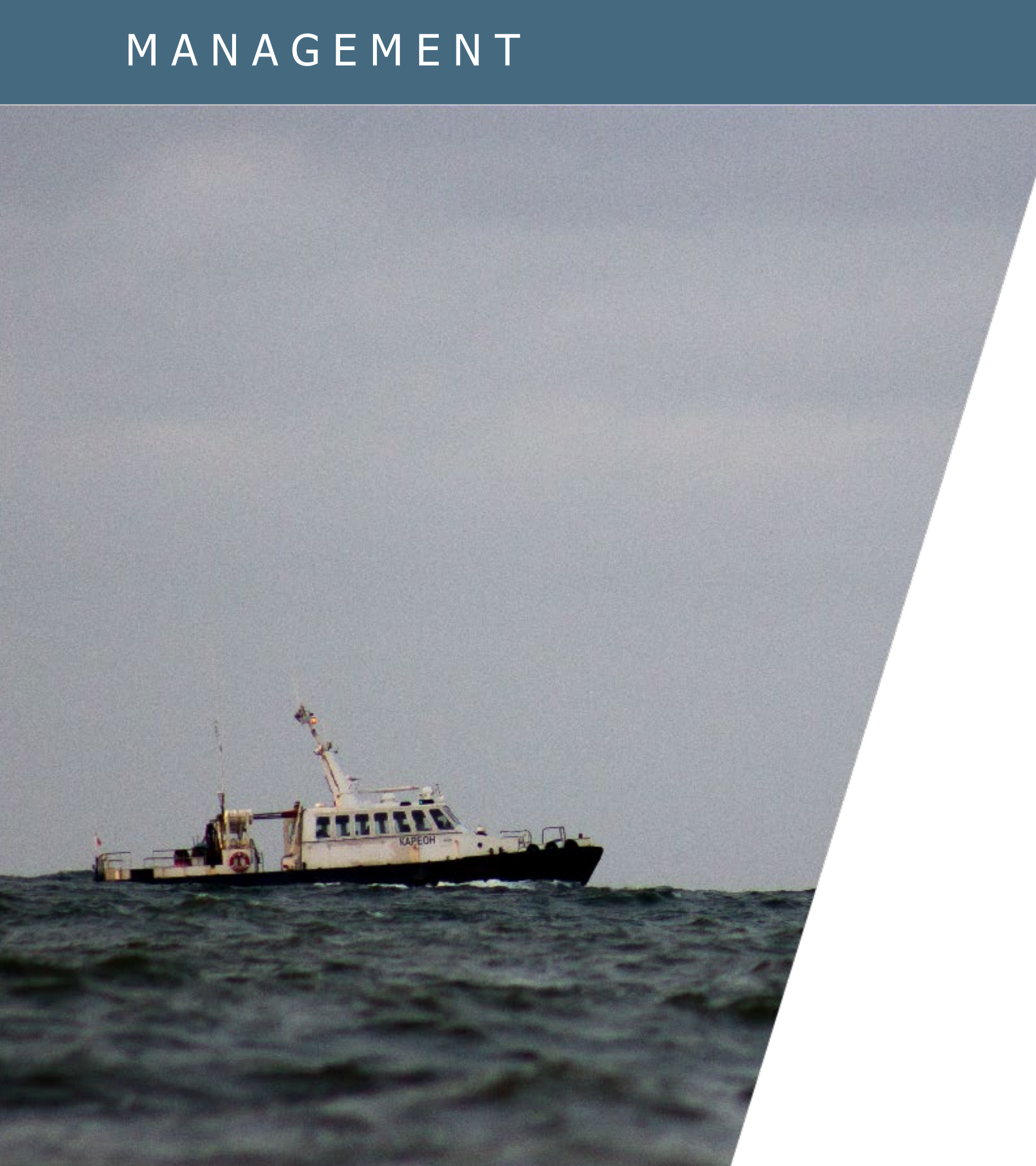


## David Christie

Non-Exec Director

20 years experience as a Solicitor and Executive in Australia, United Kingdom and the US. Specifically focused in corporate/commercial, governance and M&A. Currently a co-founder of an Artificial Intelligence company and Digital Marketing company. Australia based.





## Iain Hackston

### CFO

Extensive CFO experience and is a finance professional with wide-ranging international experience and a proven track record. Previous roles include O3b (satellite), LeoSat Enterprises, Inc. (satellite) – USA / Luxembourg and at SES Satellite Leasing (satellite (SES S.A): Euronext: SESG).

## Karyn Hayes-Ryan

### USA Director

Former intelligence community and Department of Defense senior executive with an extensive history in defence, aerospace and IT. Has held senior executive roles in the National Geospatial Intelligence Agency and National Reconnaissance Office.

## Sean McKay

### USA/Saudi BD

Retired Colonel and with over 22 years' experience in programme management for various Department of Defense, Foreign Military Sales, and Intelligence Community activities in command and control, intelligence, surveillance, reconnaissance, space.





Increasingly complex global threats and emergencies are driving the need for more specific data from the world around us.

Current solutions are often expensive, technically limited by range, limited by geography & weather





## Kleos data shines a light on the new paradigm



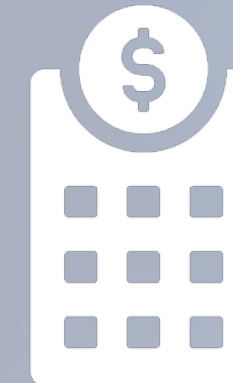
### Control of a Pandemic

- ✓ People movement within borders as important as across borders
- ✓ Criminals will exploit emerging black markets and restrictions



### The need for data will multiply, Governments need to:

- ✓ Identify new patterns of life
- ✓ Know where threats are and the scale of the threat
- ✓ Know what is happening within and outside their borders



### Commercial, private sector Space enables

- ✓ Wide area surveillance
- ✓ Affordable data



## Kleos Data Product

Locations of VHF transmitters  
e.g. walkie talkies used to  
coordinate activity on board a  
ship, or from ship-to-ship or from  
a ship-to-shore

## Applications

- ✓ Surveillance of 'areas-of-interest'
- ✓ Maritime situational awareness
- ✓ Border security
- ✓ 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

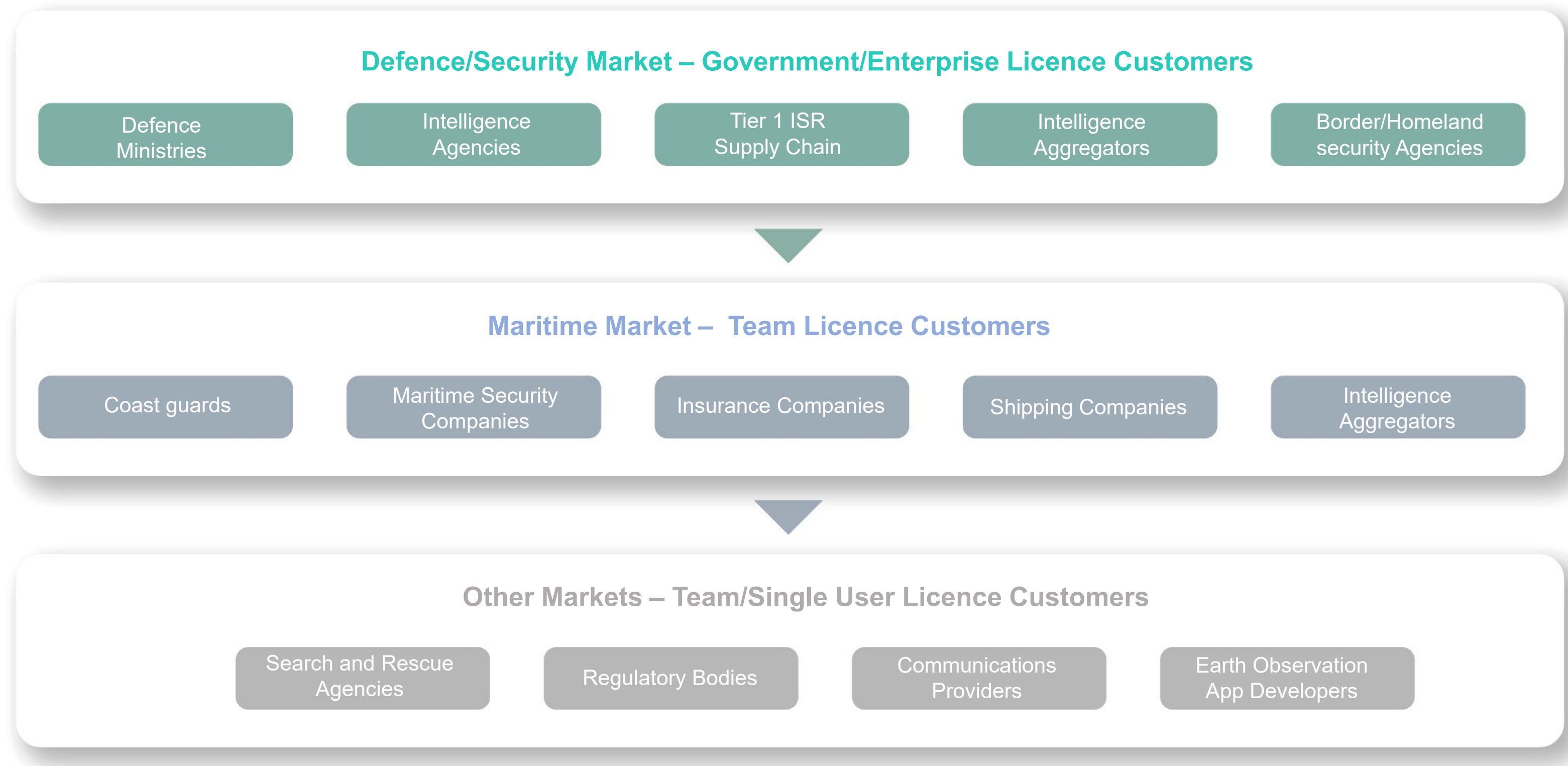
## Markets

- ✓ Defence & Security
- ✓ Commercial GEOINT providers
- ✓ Search & Rescue
- ✓ Fishing Monitoring (regulatory)
- ✓ Insurance and Shipping Companies



Kleos initial addressable market of Global Maritime Information Market expected to be up to US\$1.41BN (Source:Technavio)

Kleos is accessing diverse, B2G & B2B multi-market, direct, channel partner & reseller agreement revenue streams







- Subscription based Data-as-a-Service licencing to access data
- Repeatable model, data 'rented' to an unrestricted number of customers
- Data accessed via industry standard APIs
- Standardised pricing based on number of users and use of the data
- Highly cost effective when compared with operating own assets
- Initial target subscriber base is in excess of 130 users
- Go-to-market strategy includes direct sales and via integrator, channel partner and reseller

## Example annual revenues per subscription based on number of Clusters

### Number of Clusters

	1	2	3
Single User	\$128,571	\$200,000	\$400,000
Small team	\$485,714	\$728,571	\$1,457,143
Large team	\$971,429	\$1,457,143	\$2,914,286



Global engagement (the numbers encompass a wide range of levels from early discussions to signed contracts) across USA, Europe, Asia Pacific, South America, Middle East and Canada has already been achieved across a wide range of customer, reseller and integrator types:

Reseller, Channel Partner	Route to market for a particular region, each partner is able to sell many licences to their customer base at 'single user, team or enterprise' level	26
Integrator	A specialised entity that is aggregating or integrating multiple data sets together to deliver a derived product to their customers	66
Government Defence	Defence and Security single users, agencies, departments delivering a capability, solution for end users	29
Government Civil	Regulatory or other civil single users, agencies or departments delivering a capability, solution for end users	10

Highlights include:

- ✓ L3Harris contracted as data integrator and to place Kleos products on to the GSA Schedule a widely used US Government Portal which provides a shorter, simplified sales process.
- ✓ Contract awarded for Kleos data from Utah State University Space Dynamics Laboratory (SDL) under multi-national Government initiative in collaboration with US Air Force Research Laboratory.
- ✓ The Brazilian Government agency Agência Nacional do Petróleo, Gás Natural e Biocombustíveis – ANP ([www.anp.gov.br](http://www.anp.gov.br)) pre-Order Kleos data.





Cluster 1 at launch site, multi-year revenue generating life. Revenues will commence post launch satellite and data testing phase



Revenues to grow consistently over time with the company's subscription business model and as additional services are added



Through incremental increase of satellite numbers, Opex remains stable creating high EBITDA



The revenue growth can be achieved with an inflation-adjusted fixed 5-year Capex renewal cycle and stable annual Opex



Forward orders in place, and strong pipeline to build on



Delivering growing Free Cash Flows over each successive Capex cycle.





**No direct competitor with equivalent technology or business plan or area of interest cover**



**1<sup>st</sup> mover outside of US for similar offering.  
Hawkeye360 closest equivalent, US based, recently closed a US\$70m capital raise at a pre-money valuation of US\$200m (Edison Group Report)**



**The market and customer base welcomes multiple data sets to fill gaps and reduce risks.**

**At 9<sup>th</sup> June 2020; Kleos market cap = A\$28M**



Leveraging Space technology to deliver a high value commercial, scalable, responsive, high quality and trusted data set to industry and Government customers



Kleos now stands at a critical inflection point, poised to commence rapid and significant growth

Space capability delivered by the private sector offers a responsive, cost effective enhancement of Government and other asset derived data sets to deliver solutions for maritime security challenges



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