

## **ASX RELEASE**

# 30 June 2020

## AGM - Chairman's Address

Kleos Space S.A. (ASX: **KSS**, Frankfurt: **KS1**) (**Company**), space-powered Radio Frequency Reconnaissance data provider, is pleased to present its Chairman's address, to be delivered at the Company's Annual General Meeting, to be held in Luxembourg at 10 a.m. on 30 June 2020.

This announcement has been authorised for release by the Company's Chairman.

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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 global 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-realtime global observation – <a href="https://www.kleos.space">www.kleos.space</a>.

### Start of formal Chairman's Address

I will now present my address which has been lodged with the ASX.

We are now in our second year since Kleos Space listed on the ASX and we have had another fascinating period as we move towards our goal of having the world's first cluster of 4 satellites providing a radio frequency geolocation capability. Additionally, I am very excited to tell you that we will be in space this very week with our payload on-board the Faraday-1 spacecraft due to launch on 3 Jul 2020. This launch is a significant step on our Research and Development journey and full details were in our announcement last week.

Since last year we have been committed to our launch partner, the Indian Space Research Organisation (ISRO) and launch vehicle PSLV C49, and today the satellites are at the Launch site, the Sriharikota Range in India, with the launch awaiting easing of lockdown restrictions. Our relationship with the builder of our precious cargo, Gomspace of Denmark, has remained excellent and we are incorporating lessons learned from this constellation into future designs and builds.

The run up to launch has been challenging including the decision to change launch partners and multiple delays outside the control of the Company. Notwithstanding Covid-19, the launch partner decision has generated more certainty and most importantly given access to an orbit that has the very best possible coverage of the world's maritime hotspots, specifically the Strait of Hormuz, the South China Sea, the Australian Coast, the Southern Coasts of USA and the coasts of East and West Africa. Key is that with easing of travel restrictions, we will be only weeks from Satellite launch and just a few months from data flow and revenue generation. As a Data as a Service (DaaS) company, it is data volume and flow that matters.

Over the last 12 months we have spent a lot of time with prospective customers and refined our understanding of their requirements. It is essential that the data we produce is timely, accurate and, most importantly, in a format that the user can input into their own systems with minimal further effort. This approach has received a warm welcome and we will continue with it.

If there is one stand out feature of the last 12 months work, it has been the demand for our data.

Our first constellation will give us a market leading advantage with 4 satellites delivering resilience from numbers, an extra dimension to the position fixes we generate, more accuracy and a formation that can derive data whatever the relative positions of the satellites during an orbit.

We are delighted to be on contract and working with Utah Space Dynamic Laboratory even before launch and then behind the scenes we have numerous agreements in place to take data as soon as it flows. We have had pre-order successes in South America and the USA, and we spent 12 weeks in Colorado at the US Air Force Catalyst Accelerator building our presence and becoming part of the US new-space eco-system. One set of data, used multiple times over many clients, will spell success for your company. I cannot emphasise strongly enough the enthusiasm for our output from both Nation States and commercial operators.

Turning to you, our shareholders, we continue to perform to the business plan outlined in the prospectus. Nevertheless, there have been challenges as a result of launch delays and we, as a Board, continue to work to mitigate the effect.

I want to pay tribute to our engineers and project managers who are working tirelessly to ensure that the Kleos data will be the best available anywhere in the world. Our Radio Frequency (RF)

engineers as well as our software team have operated at pace and made huge advances in system design. Quicker and better data means more valuable and more sought-after data.

I said last year, and I repeat this year, that we are proud to be a Luxembourg Company. We have been supported from the beginning by the Luxembourg Space Agency and the Ministry of Economy. During the current pandemic Luxembourg government support has been welcome and I would be hard pressed to find a more generous home and we are grateful.

For the future we look to further satellite launches and an expansion of our teams in technical and business development. More satellites mean a better service and increased revenue. A dedicated, growing team will bring this to fruition. During the last year we expanded our worldwide presence with a subsidiary in the USA, following on from our established presence in UK and Australia. Additionally, we have made an appointment to look after our Middle East market.

I cannot close without mentioning Covid 19 again. To meet the threat of the pandemic we have cut costs and reduced top team remuneration. We have taken every possible step to protect the work force by embracing home-working and in preparation for return to the office. These efforts mean Kleos is ready to launch and the Company is in good shape.

I am delighted to Chair this Company and thank my fellow directors, especially CEO Andy Bowyer, and our work force – without whom none of this could happen.

End of formal Chairman's Address