

Investor Webinar Presentation

Elsight Limited (ASX: ELS) (‘Elsight Ltd’, ‘Elsight’ or ‘the Company’), is pleased to invite the public for the yearly results webinar scheduled for today (Thursday) 5.00 pm, 7 March 2024.

A new company presentation is below.

A recording of the webinar is expected to be available on the Company’s website as soon as possible following the event.

For investors wanting to participate in the webinar, please click on the registration link below.

Webinar details:

Date: Thursday, 7 March 2024

Time: 5:00PM AEDT

To register: [Click HERE](#)

Dial-in details: You will receive your personal dial-in details upon registration.

Participants will be able to submit questions during the webinar via a ‘submit question’ facility displayed within the webinar.

Authorised for release by the Board of Directors of Elsight Limited.

-ENDS-

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About Elsight

Elsight (ASX:ELS) (www.elsight.com) Elsight delivers Absolute Connection with 24/7 Confidence. Our proprietary bonding technology incorporates both software and hardware elements to deliver extremely reliable, secure, high bandwidth, real-time connectivity - even in the most challenging areas for stationary, portable, or actively mobile situational requirements.



March 2024 Investor Presentation



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2023 Performance Highlights: A Year of the Drone Market INFLECTION POINT

	2022	vs.	2023	
Sales Revenue	\$823k		\$1,541k	+87%
Recurring Revenue	\$73k		\$411k	x4
Gross Profit	\$436k		\$807k	+85%
New Territories			Australia (Sphere Drones) Japan (ACSL) Homeland security	
Huge uptake in HLS market orders at Q4, 2023	\$261k		\$621k	+111%

Elsight acquired more than 50 new Design-Win partners over the 12 months of 2023 in various market verticals for a grand total of 115 Design-Win partners.



The Drone Market Advancements: Technological & Regulatory

TECH / DRONES / POLICY

In 2023, you won't be able to fly most drones in the US without broadcasting your location

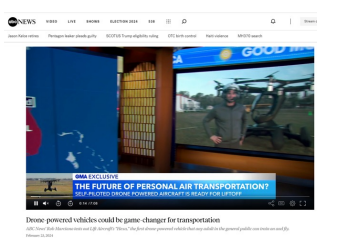


/ The FAA just shook up the drone world

UK steps towards out-of-sight drone flight regulations

Current drone flight in the UK is highly regulated and often remains within the line of visible sight.

Alice Nunwick | February 23, 2024



Australia building air traffic control system for drones ahead of influx of 'flying taxis'

Exclusive: Airservices Australia says 'Brisbane 2032 Olympic Games will be catalysing event for air taxis', with 60m drone flights of all types expected by 2043

- Follow our [Australia news live blog](#) for latest updates
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Home / [Unmanned Flying](#) / [India To Collaborate With EU on New Drone, AAM Regulations](#)

ADVANCED AIR MOBILITY

India To Collaborate With EU on New Drone, AAM Regulations

Plano City Council Approves Drone Delivery Hubs

The ordinance focused on zoning regulations while addressing community concerns



Image courtesy of EASA - Remote identification will become mandatory for Drones across Europe

UK tests a drone highway to revolutionise distribution

Project Skyway in the south of England has ambitions to become critical infrastructure



COMPANY NEWS | News Wire

Feb 28, 2024

Japan Airlines Starts Drone Service in Remote Islands for Disaster Relief

No Remote Identification, no flying. Remote ID Becomes Mandatory for Drone Pilots in the EU and will reshape the commercial use of drones

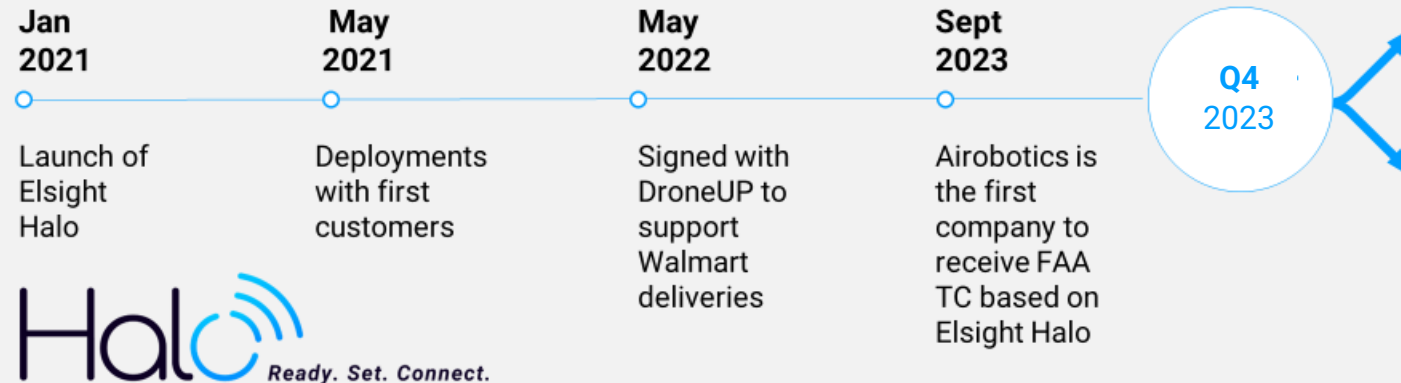
SUPPLY CHAIN BREAKUP | FEBRUARY 23, 2024 | 4 MIN READ

Wing CFO Shannon Nash on why 2024 is the "year of the drone"

DRONE DELIVERY | JAPAN

Japan eases flight rules to boost residential drone delivery

Elsight: Before & After Q4/2023



Military/HLS/Law Enforcement/First Responders

- › Elsie declared as sole supplier for “resilient cellular solution”
- › Elsie increases its sales to military/HLS/law enforcement/DFR organizations

Commercial

- › Elsie continues to supply its increasing commercial customer base globally
- › Elsie demonstrates unique value during Optus outage in Australia
- › Acquired first customers in new strategic territory - Australia, Japan

Forecast of growth in military drone market*

The military drone market is anticipated to experience substantial growth, increasing from USD 13.0 billion in 2023 to USD 18.2 billion by 2028, with a Compound Annual Growth Rate (CAGR) of 7.0% during the forecast period.

This growth is attributed to a heightened emphasis on advanced Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) capabilities.



*Global Military Drone Market, Research and Markets
February 2024

Elsight's Addressable Eco-systems



1: Drone Industry Insights, Drone Regulation Report 2023, Global Drone Regulations and Standards Examined and Compared, Jan 2023

2: Research and Markets, Global Military Drone Market Size, Share & Industry Growth Analysis Report, Feb 2024

3: EY, Making India the drone hub of the world, August 2022

4: The Insight Partners, Humanoid Robot Market Analysis Report & Growth Outlook 2030

5: Verified Market Reports, Global Military IoT Market by Type, By Application, By Geographic Scope and Forecast Aug. 2023

6 Fortune Business Insights, Cellular IoT Markets, Feb. 2024

Added value of the drone applications

Medical drone delivery

[Click to view](#)

- ✓ Arrives quickly to remote areas
- ✓ Residents are not always able to go to stores/pharmacies
- ✓ Covers more territory, can cover dangerous terrain
- ✓ Saves time and costs

Security Drones in military/law enforcement/HLS

[Click to view](#)

- ✓ Replacing personnel in dangerous surveillance or monitoring posts
- ✓ Better and faster data is possible with video documentation for effective control of public safety incidents
- ✓ Covers more territory, can cover dangerous terrain
- ✓ Saves time and costs

Drones to monitor ports

[Click to view](#)

- ✓ Aerial views offer much more information for better safety and security
- ✓ Gathers better data on ships, infrastructure, quality of water, assets and potential crime
- ✓ Saves time and costs





The company & the product

Elsight and the Halo Highlights



Proprietary technology solution

Our unique software and hardware solutions facilitate reliable **connection confidence** everywhere



Substantial nascent market opportunity

As the unmanned industry is rapidly evolving, Elsight is in a **UNIQUE** position to become **industry-standard** for connectivity



Product validation - key partners engaged

'Design wins' with multiple key partners in high demand verticals - the company is at the **tipping point for growth**

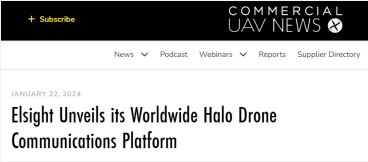
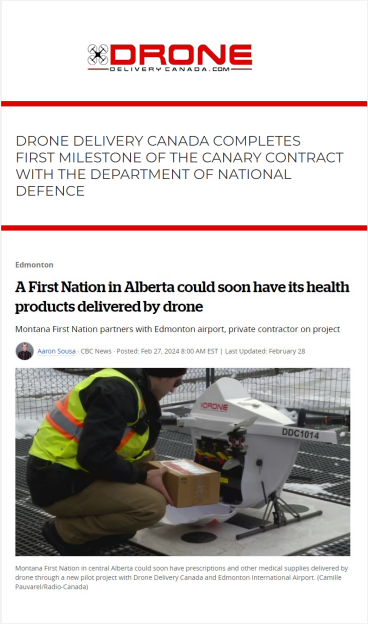
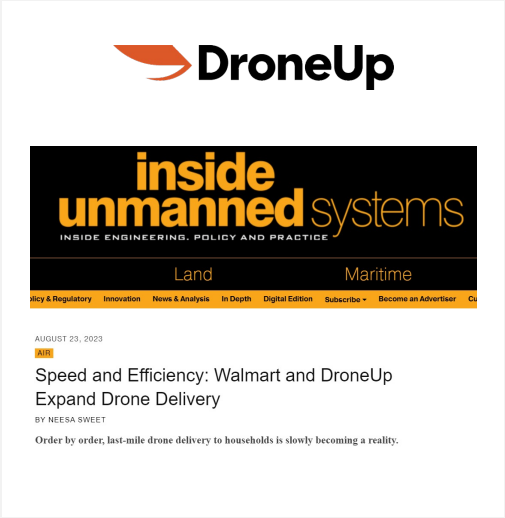
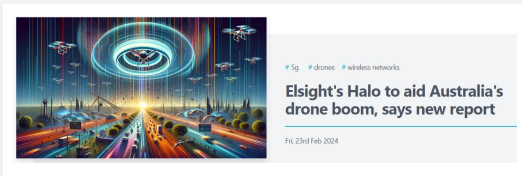


Multiple growth engines

Scalable, repeat transactional hardware & software sales plus **recurring managed services revenues**



Elsight's Growth with our Design-Win Partners Success



Elsight's Halo: One-Type-Fits-All Markets

With no additional development, the small, light-weight Halo, integrates seamlessly with all drones and unmanned systems to provide continuous connectivity in all markets.

Commercial

Construction

Medical

Agriculture

Oil & Gas

Utilities

Deliveries



Defense

Surveillance

Monitoring

Military/
Defense

First
responders

Public
Safety

Law
enforcement

Inside Halo

[click here](#) for more ›

- › AI-based multi-link bonding to provide the most robust connectivity for drones and other unmanned systems.
- › Adds cellular communications aggregated with satellite and RF communications for 99.99% reliability.
- › Comes in options for less than a 100-gram card or a boxed ground version
- › Embedded FAA approved built-in network and broadcast remote ID (RID)
- › Continuous connectivity in portable or stationary formats for a wide variety of challenging terrains and long distances.
- › AllSight Cloud option for configuration and monitoring
- › Innovative roadmap for 2024: Geo-spatial aerial mapping of cellular coverage, Satellite communications integration



**Halo Card 4 LTE
Modems
100 gr'**



**Halo Card 1 5G + 2 LTE
Modems
100 gr'**



Boxed Halo



Competitive Landscape

Solution	Link resiliency	Optimal SWaP	Security	Bandwidth	BVLOS Compatible	Example of Company
RF	None	Partial	Partial	Partial	None	
Satellite	Partial	None	Partial	None	Partial	
Single Cellular	None	Full	Partial	Partial	Partial	
Cellular + RF (Failover)	Partial	Partial	Partial	Partial	Partial	
 READY. SET. CONNECT	Full	Full	Full	Full	Full	

Our Pathway to Market

FAA Standard

High customer retention, companies **must** continue using critical components like the Halo to keep type certificates and FAA waivers once approved

Organic Growth

Organic growth within the industry, as more design wins lead to an industry standard



Growth & ARPU Potential

Elsight grows organically as our partners grow, with minimal to no sales effort. New offering of services & features continually added to portfolio.

Engineering Advantage

Companies will only replace existing critical components under extraordinary circumstances

Our Customers

May 2021

10 partners in 2 regions



Our Customers

March 2024

115 partners in 6 regions



North America



Europe



Middle East



Asia



South America



Australia

Our wide range of customers and applications



Military
Israel

[For more info, click here >](#)



Data collection from a port surveillance
Antwerp, Belgium

[For more info, click here >](#)



Drone deliveries
USA

[For more info, click here >](#)



Law enforcement surveillance
Florida, USA

[For more info, click here >](#)



Medical deliveries
Canada

[For more info, click here >](#)



Monitoring in mining
Australia

[For more info, click here >](#)

Strong partnerships with global presence

[click here](#) for more >



WOJCIECH LORENC

Drone pilot and Chief Operating Officer of Air Operations Division of Farada Group member Labair

Elsight's solution proved to be much more effective than the competitors' products, mainly because of its low weight, better data aggregation, and ability to control a couple of UAVs at the same time.



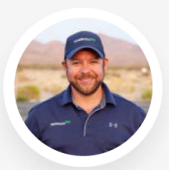
CTO at DroneUp JOHN VERNON

Elsight provided the reliability that we needed, provided the connection consistency, provided the bandwidth. Elsieht had the cloud, provisioning, management and software capabilities that allowed us to continue refining and improving, something Elsieht still does very well.



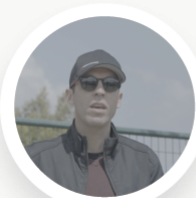
Head of Global Strategic Partnerships at Speedbird ELOISA RIOS

Integrating Halo into our aircraft has helped us to ensure the constant flow of our commercial operations without delays due to loss of connectivity.



Director of Flight Operations RYAN HENDERSON

With Halo, MissionGO is able to perform the critical task of cargo delivery, among many other aviation operations. Reliable, fast, and robust connectivity on our aircraft will be a cornerstone and key component to successful missions.



CEO and co-founder at High Lander ALON ABELSON

As a leading platform provider for managing drone airspace and missions, Elsieht's 5G support is helping us get much closer to fully autonomous BVLOS capabilities.

“ We have been extensively flying with HALO and we love it. Just incredible. We've never experienced such a solid LTE link before. Love it!

—Ryan Henderson, Director of Flight Operations, MissionGo!



Allan Burtress • 1st
Supporting the Future of UAS Utilizing a Lifelong Career of Manned Helico...

3w ...

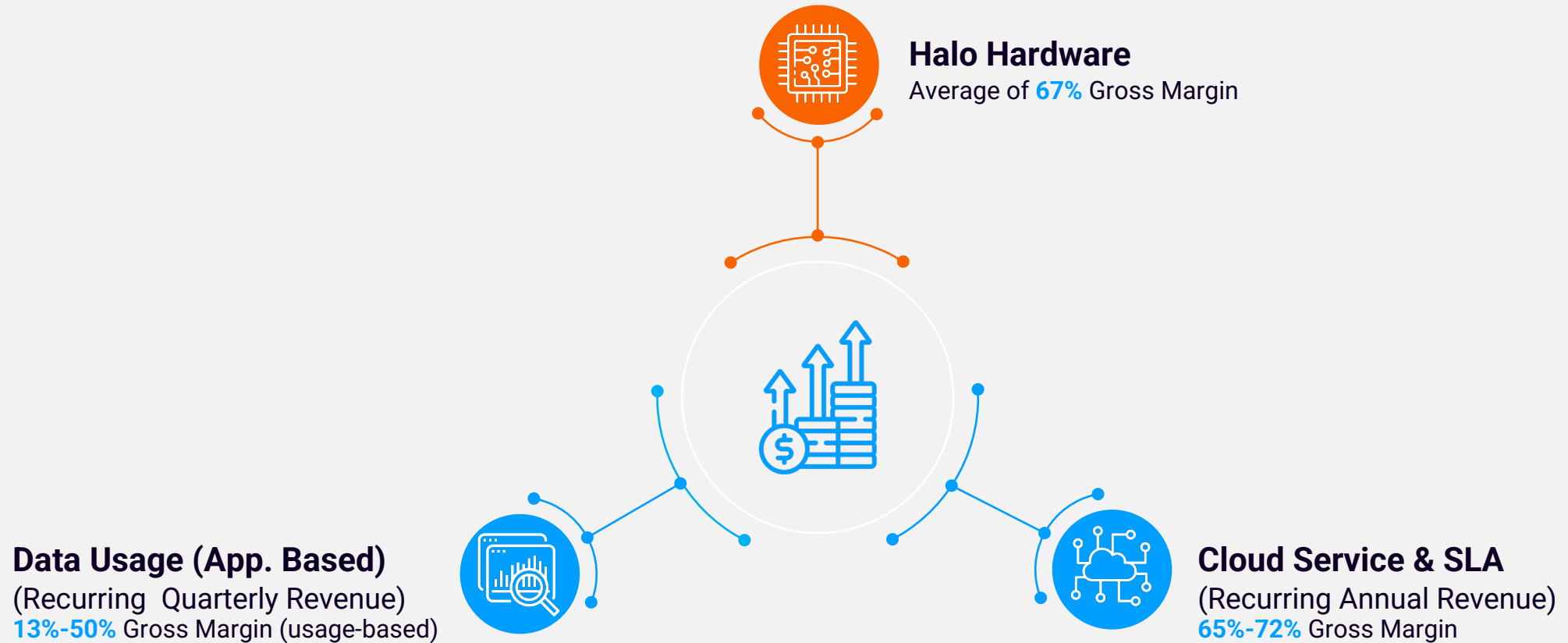
Elsight's customer support is the best I've ever seen. HALO is very impressive and backed up by an outstanding support group. It's a win-win.

“ Elsieht is our best supplier. Elsieht not only has an outstanding, amazing product, they also have superb service and support, and we really appreciate this. We are pursuing regulatory type certificate in Brazil with the Halo. This is going to take us to the next level. Halo rocks!

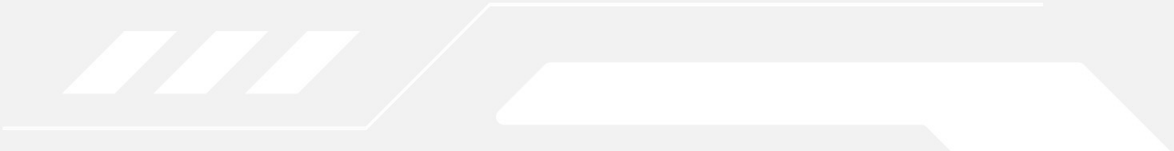
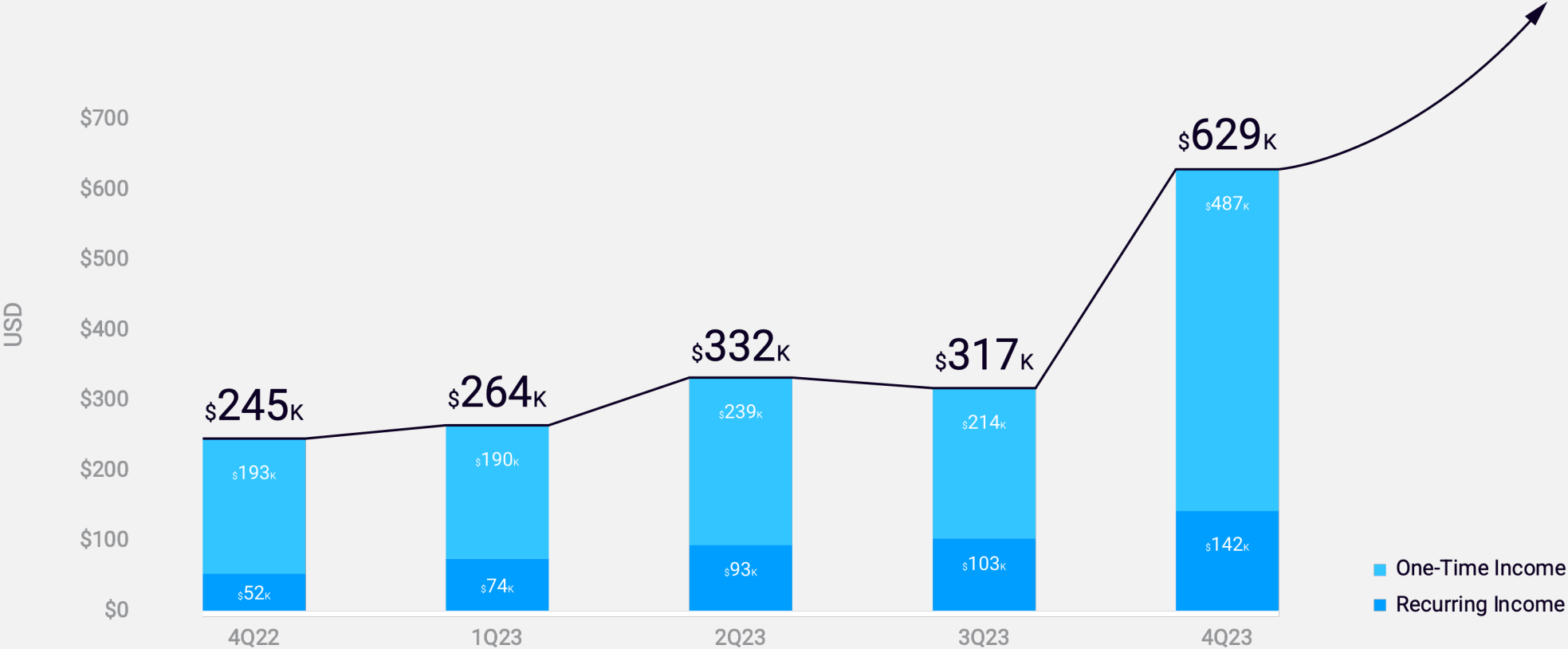
— Santiago Pinzon, CEO, Orkid

Revenue Models

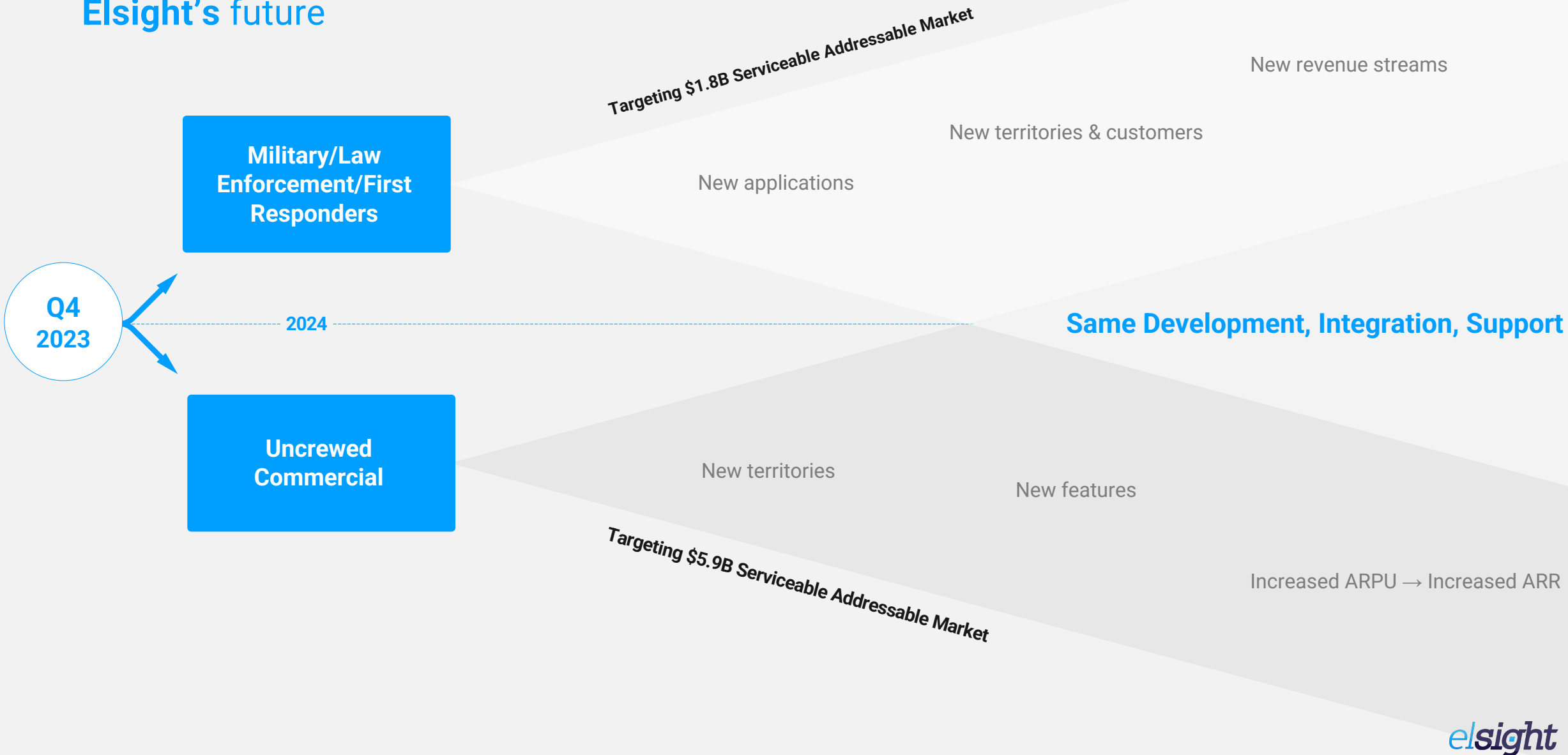
Building revenue through hardware, software, and services



Revenue Models – Effect on Sales Growth



Elsight's future



An aerial photograph of a large container ship docked at a port. The ship is covered in stacks of colorful shipping containers in shades of red, blue, green, and yellow. A large blue gantry crane is positioned over the ship's deck. The surrounding water is a deep blue. In the bottom left corner, the tip of another ship is visible. A white drone icon with signal waves is located on the right side of the image. A grid of white dots and corner crop marks is overlaid on the entire image.

elsight

THANK YOU

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