

ASX Announcement

20 March 2025

Elsight secures new order from European defence manufacturer, marking major growth milestone

Key Highlights:

- **Elsight secures a US\$300,000 (~A\$475,000) order from a European-based strategic defence drone OEM**
- **Marks critical transition from extensive testing to production with this large customer**
- **Order is part of a broader government drone program for a European authority**
- **Expected to grow significantly into one of the largest Elsight's accounts in 2025 and beyond**

Elsight Limited (ASX: ELS) (Elsight or the Company), the carrier-agnostic, connectivity solutions company, is pleased to announce the receipt of a third purchase order from a European-based defence drone OEM (the Customer) for deployment in a government drone program within Europe.

The new production order, valued at approximately US\$300,000 (~A\$475,000), follows two prior orders delivered in 2024 for testing and evaluation purposes, valued at US\$108,000 (~A\$170,000). This latest order marks a critical transition, after 4 months of extensive lab and field testing, and move into production phase.

The Customer is supplying advanced unmanned aerial systems (UAS) to a local European government authority. The Company anticipates this order to be the first in a growing series of procurement waves as the program scales up throughout 2025 and beyond.

Aligning with Elsight's defence-focused strategy

This order is a direct result of the Company's strategic shift towards the defence sector, which accounted for 51% of total revenue in 2024, up from 37% in 2023. The defence segment continues to demonstrate strong long-term potential marked by much larger deals with large and frequent repeat orders during the year, but with significantly longer sales cycles and testing compared to commercial markets.

Drones have become one of the most important tools on the modern battlefield, as evidenced by the conflicts in Israel and Ukraine. A recent report from Straits Research stated that the global military drone market size was valued at USD 21.81 billion in 2024 and is expected to grow from USD 24.25 billion in 2025 to reach USD 56.69 billion by 2033, growing at a CAGR of 11.20% during the forecast period (2025-2033).

CEO of Elsight, Yoav Amitai, commented:

"We are proud to be entering the production phase with this large customer after a long successful testing period. This partnership reflects the growing global demand for robust, secure and reliable communication infrastructure in the defence sector. This order demonstrates how Elsight is well-positioned to support defence applications with scalable solutions, and we expect to see continued growth from this relationship."

This engagement follows several other strategic wins in the defence space, including previous orders from other Tier One defence contractors and the Company's largest-ever defence order announced in [September 2024](#). The refocus, from the civil to the military market, with a much larger sales cycle, created a long period of no new orders. This necessary period of incubation is now starting to pay off with stronger and stronger evidence as we will move deeper into 2025. The repeat business and transition into production underscores Elsight's growing reputation as a trusted partner for mission-critical connectivity solutions.

The Company will provide further updates as this relationship evolves and additional larger orders are received.

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

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About Elsight (ASX:ELS)

Elsight's (www.elsight.com) flagship product, the Halo, uses AI-based multi-link bonding to provide the most robust connectivity for drones and other unmanned systems. By adding cellular communications aggregated with satellite and RF communications, the Halo is 99.99% reliable and cyber secured. With options for less than a 100-gram card or a boxed ground version, the Halo provides continuous connectivity even in the most challenging areas for stationary, portable, or actively mobile situational requirements. Elsight's products serve many vertical markets leveraging UAV and UAS technologies including the military, HLS, public safety, delivery, medical, oil and gas, utilities, inspections, surveillance and others. Elsight was founded in 2009.