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16 September 2019

**ASX Code: SAS**

## **Investor Presentation - September 2019**

Sky and Space Global Ltd (ASX: **SAS**, "**Sky and Space Global**" or the "**Company**") is pleased to release a new Company Presentation as part of its corporate restructuring and capital raising strategy, as set out in the Notice of Meeting to shareholders released 26 August 2019.

The Company is today commencing an institutional and broker roadshow through Asia and Australia over the next week, leading into the general meeting of shareholders to be held on Friday 27 September 2019. The Company Presentation includes details of the capital raising to be approved by shareholders, and Proposed Board of Directors following successful completion of the capital raising as part of its ASX re-quotation requirements.

SAS is looking forward to completing the corporate actions as set out and moving quickly ahead with its business plan to launch its commercial services in Q4 2020.

**--Ends--**

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### **About Sky and Space Global Ltd**

Sky and Space Global Ltd is an ASX listed (SAS) satellite company with European and Israeli centres of Aerospace, Satellite and Software Industry Experts.

The Company's core business is to operate a communications infrastructure based on nanosatellite technology and develop highly sophisticated software systems that will deploy, maintain orbit control and handle the communication network in space to provide a global coverage. The Company successfully launched its first three nanosatellites, the '3 Diamonds', into space in June 2017 and is preparing for the launch of a constellation of 200 more nanosatellites by 2021.

The Company's vision is to provide affordable communication coverage and services to anyone, anywhere, anytime with relatively low maintenance costs. This will enable Sky and Space Global to deliver cost-effective communications infrastructure and services to those who need it most and to disrupt the telecommunications and international transport industries. Sky and Space Global Ltd owns 100% of Sky and Space Global (UK) Limited.

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# Sky and Space Global

## Global Satellite Communications Network

Investor Presentation  
September 2019

ASX:SAS

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# Disclaimer

Some of the statements appearing in this presentation may be in the nature of forward looking statements. You should be aware that such statements are only predictions and are subject to inherent risks and uncertainties. Those risks and uncertainties include factors and risks specific to the industries in which Sky and Space Global Limited ("SAS") operates and proposes to operate as well as general economic conditions, prevailing exchange rates and interest rates and conditions in the financial markets, among other things. Actual events or results may differ materially from the events or results expressed or implied in any forward looking statement. No forward looking statement is a guarantee or representation as to future performance or any other future matters, which will be influenced by a number of factors and subject to various uncertainties and contingencies, many of which will be outside SAS's control.

SAS does not undertake any obligation to update publicly or release any revisions to these forward looking statements to reflect events or circumstances after today's date or to reflect the occurrence of unanticipated events. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions or conclusions contained in this presentation. To the maximum extent permitted by law, none of SAS, its Directors, employees, advisors or agents, nor any other person, accepts any liability for any loss arising from the use of the information contained in this presentation. You are cautioned not to place undue reliance on any forward looking statement. The forward looking statements in this presentation reflect views held only as at the date of this presentation.

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# Sky and Space Global (ASX:SAS)

Cost Efficient and Reliable Remote  
Communication Services based  
on Nano-satellites

Dedicated to Rural Connectivity,  
IoT & Asset Tracking Services



# Corporate Overview

- Sky and Space Global (ASX: SAS) is an ASX-listed developer of narrow-band communication network based on nano-satellites
- Incorporated 2015 in the United Kingdom, the company listed on the ASX in May 2016
- SAS is the first company to plan, build and operate a telecommunication commercial network over nano-satellite technology
- It is an innovative and disruptive New-Space company with a strong B2B model
- Business foundations developed over last 3 years
- Our offering is to provide cost effective and reliable remote communication services and connect the unconnected
- We are an experienced and capable team comprised of engineers, program managers, marketing/sales and software developers

ASX Ticker	SAS
52 week high-low	\$0.027 - \$0.074
Market cap @ \$0.028 (as at 13 Sep 2019)	\$61m
Ordinary Shares on Issue	2,175,014,261
Shareholders	9400 Share Holders on Registry
Composition	Founders: 45% Top 20 SH: 55%
Total funds raised through equity	~AU\$ 45M



# Transaction Summary

***Sky and Space Global is seeking to raise \$15m in a share placement to fund the construction, testing and launch of the Company's first 8 commercial 6U nanosatellites***

## Pro Forma Capital Structure

Existing fully paid ordinary shares on issue	2,175,014,261
Shares offered under the Placement at \$0.01 per share	1,500,000,000
<b>Total</b>	<b>3,675,014,261</b>
Existing Options (exercisable at \$0.05, expiring 21 May 2022)	329,075,133
Options under the offer (exercisable at \$0.025, expiring 31 July 2022)	375,000,000
Corporate Advisor/Broker Options under the offer (exercisable at \$0.025, expiring 31 July 2022)	375,000,000

## Use of Funds

Proceeds from the Placement will be used for the following as announced on 26 August 2019:

- Manufacture of satellites (GomSpace)
- Facilitating the launch of the satellites, manufacturing ground terminals
- Other operational costs
- Corporate and working capital costs and expenses of the Placement



# Investment Highlights

## Market opportunity is much larger than first expected

SAS has expanded its addressable market and will provide global communications coverage in addition to coverage of the equatorial belt

## Proven technology

3 diamonds already in orbit since 2017, demonstrating SAS' nano-satellite communication capabilities

## Timing to commercialisation now significantly de-risked

Significant investment in technology, software, infrastructure and commercial channels, with build-out nearing completion following a long, difficult process

## Near-term delivery

\$15m funding will be used to push the space and ground segments towards commercialisation

## Over 50 future customers signed

Providing material revenue opportunity once first commercial satellites launched

## Near-term commercialisation

First revenues expected in Q4/2020, following launch of first commercial satellites and roll-out of ground terminals

## Scalable technology

Established global and regional channels partners provides scalable, cost-effective distribution





# Proposed New Board on Relisting



**Meir Moalem**  
**CEO and Managing Director**

- Co-founder of SAS
- Over 20 years of experience in management, R&D and operation of state-of-the-art projects in Space Systems and Unmanned Aerial Systems



**Meidad Pariente**  
**CTO, Proposed Non-Executive Director**

- Co-founder of SAS
- Leading nano-satellite expert with 20+ years of satellite and aerospace industry experience



**Stephen Gorenstein**  
**Proposed Non-Executive Director**

- Expertise in cross-border transactions and extensive networks in Australian capital markets
- 15+ years capital markets experience including equity analyst roles at both Goldman Sachs and Merrill Lynch
- Specialises in helping high quality Israeli tech companies scale and establish themselves in Australia



**Xavier Kris**  
**Proposed Non-Executive Director**

- Senior leadership expertise in managing complex technology and transaction-based service businesses around the world
- Over 22 years' experience as director of service based information tech businesses in UK, France, USA, South East Asia and Australia
- Specialises in providing asset commercialisation and monetisation services on a B2B basis through agreements with global, blue-chip customers





# Significant investment and progress over last 3 years




Key Strategic Projects completed in preparation ahead of commercialisation

Hardware	Software	Commercial	Infrastructure
Satellites: Diamonds: space heritage of more than 2 years 6U Diamonds – ready to kickstart manufacturing Pearls – CDR completed	Payload, network and constellation management, including dynamic resource allocation, and user management	Worldwide end-to-end demonstrations for customers as a supporting sales strategy	IT systems implemented, including ERP and CRM Sales Force, Netsuite, Jira, Oracle as IT software tools
Composite material canisters for Pearls special form factor	System of systems simulator, incorporating real flight software	Global exposure in exhibitions and conferences	London operation center fully operational
Composite materials support structure adapter for launchers developed	Fuel consumption optimization and avoidance maneuvers software	Over 50 Binding contracts and agreements Resellers agreements as a leading B2B channel, supporting regional and local efforts	Global logistics operations and supply chain ready for commercial service
Advanced, plug and play, portable End user devices ready for production	Automatic testing tools for inhouse developed software	Diversity of customers: region, service, size, segment	Unified group financing systems



# Market Opportunity:

Remote communication services are lacking in coverage, reliability, cost efficiency and scalability

Problem	Current Status	SAS Solution
<b>Coverage gaps</b> 	Cellular connectivity not globally available Satellites solutions are expensive, complex & non dedicated	Global reliable connectivity via <b>Nano-Satellites</b> enables scalability and new market opportunities
<b>Fragmented &amp; complex IoT Ecosystem</b> 	Complex integration of multi-party elements for the rollout of end-to-end solutions	Dedicated IoT Plug-n-Play End-to-end solutions at disruptive pricing models
<b>High SatCom cost</b> 	Expensive, satellite technology not cost-optimised for IoT traffic	New Nano-Satellite at a <b>fraction</b> of the traditional Capex



# Addressable Market - Global Coverage

Service Area Zone Statistics		2018	2027
Telco	Addressable population <sup>1</sup>	7.6bn	8.1bn
	Obtainable market <sup>2</sup> (0.5% share)	38m	42m
	Obtainable market value	<u>\$1.4bn</u>	<u>\$1.3bn</u>
IoT	Addressable market value <sup>1&amp;3</sup>	\$1.4bn	\$2.6bn
	Obtainable market value (5.3% share)	<u>\$74m</u>	<u>\$140m</u>
Total Obtainable Market Value		<u>\$1.5bn</u>	<u>\$1.4bn</u>

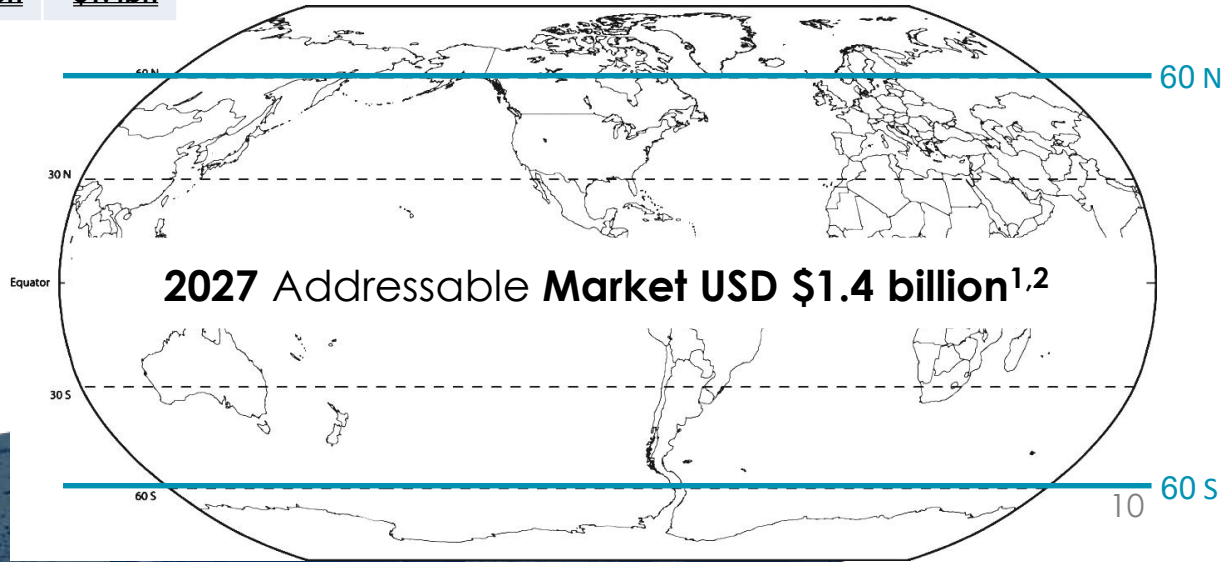
SAS has adjusted its strategy targeting global coverage, significantly increasing its addressable market beyond size of the equatorial belt market

- Telco annual ARPU \$36USD lowering to \$30USD by 2027
- Going global **doubles** obtainable market value
- **Increases** IoT obtainable value **x8**

#### Sources:

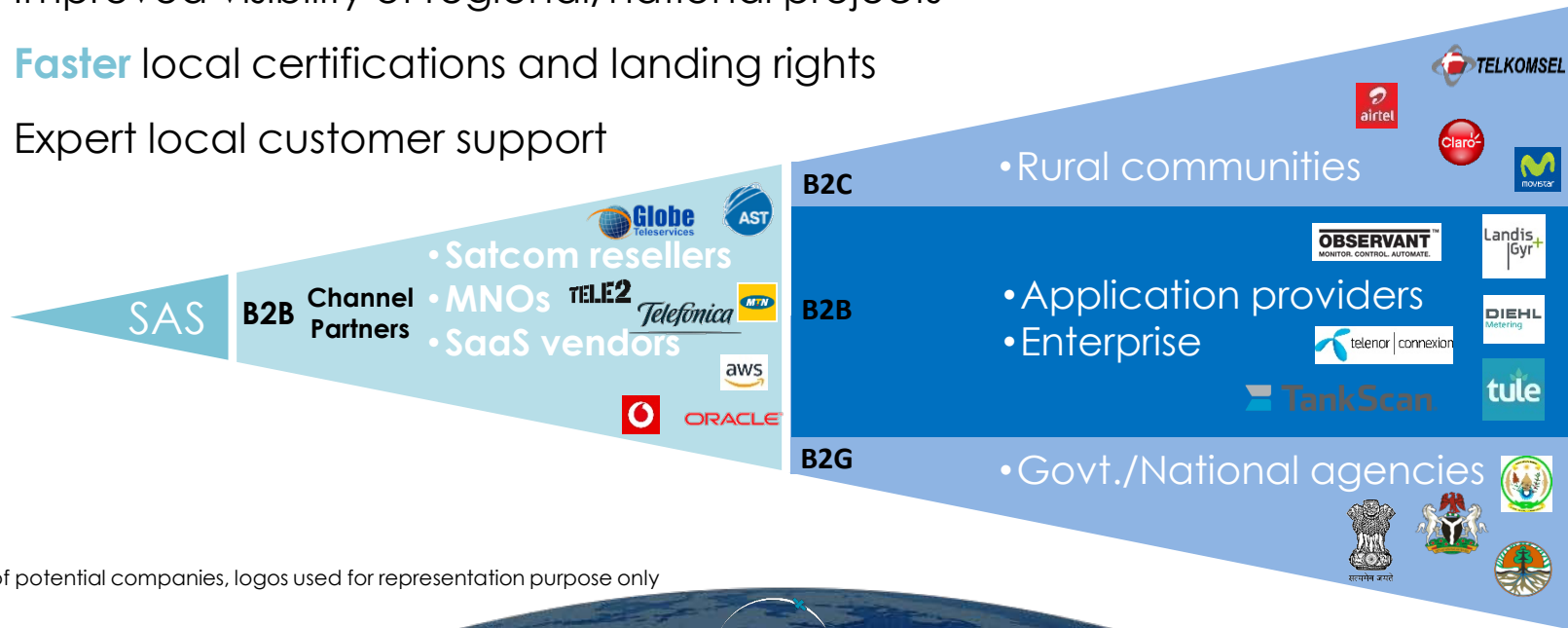
1. Population data, World Bank Data 2018
2. Cellular coverage %pop, ITU Yearbook of Statistics 2018
3. Satellite IoT/M2M market value, NSR, M2M and IoT via Satellite, 9<sup>th</sup> Edition

\* Based on company market research



# B2B Go-To Market Approach

- **Scalable**, cost efficient distribution model
- Established global and regional channel partner distributor network
- Improved visibility of regional/national projects
- **Faster** local certifications and landing rights
- Expert local customer support



Note: Examples of potential companies, logos used for representation purpose only



## High Level of Existing Customer Engagement via signed agreements



Note: Partial representation of reseller/customer base



# Competitive Advantage

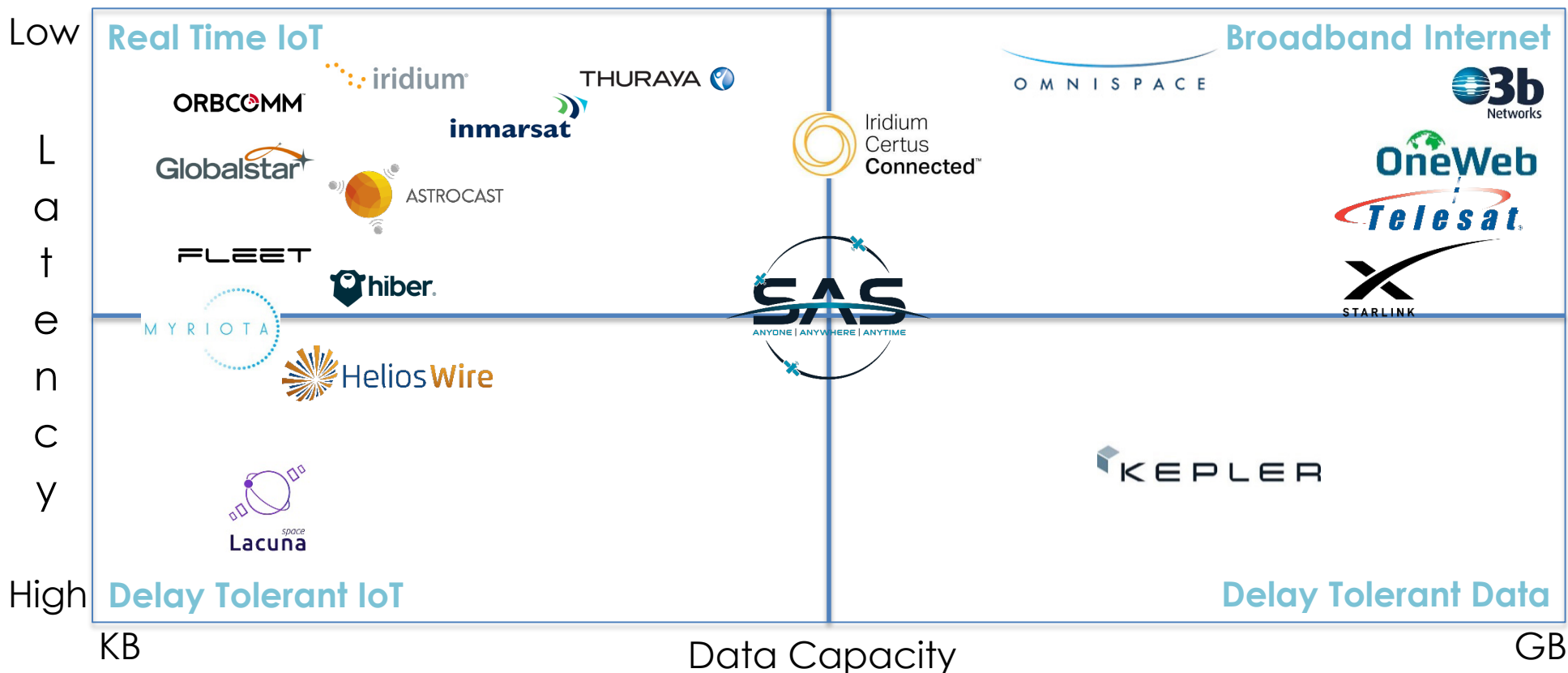
Leveraging SAS **first mover** technology to meet  
**growing IoT & Telco connectivity demand**

New Space Tech	<b>Low CapEx</b> nanosatellites technology	Entry Barriers	<b>Space Proven solution</b> & tech
Affordable	Up to <b>80% customer savings</b>	First Mover	<b>Technology</b> & <b>service</b> firsts
Future Proof	<b>Rapidly launch</b> latest technology	Spectrum Allocation	<b>Priority rights</b> on ITU filings post 11/16
Ramping Market	<b>Market doubling</b> by 2027	Insurance Coverage	<b>Fully insured</b> Launch, Satellites & Revenue
Optimized Services	<b>Disruptive service</b> & <b>price</b> offering	Imminent Launch	<b>Experienced team</b> & <b>strong partners</b>





# Competitive Solution Positioning

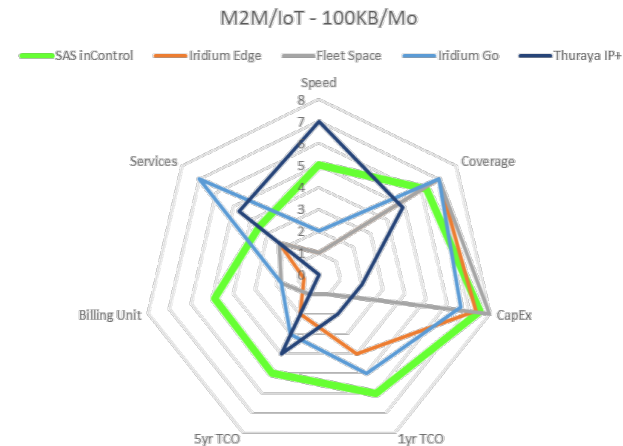
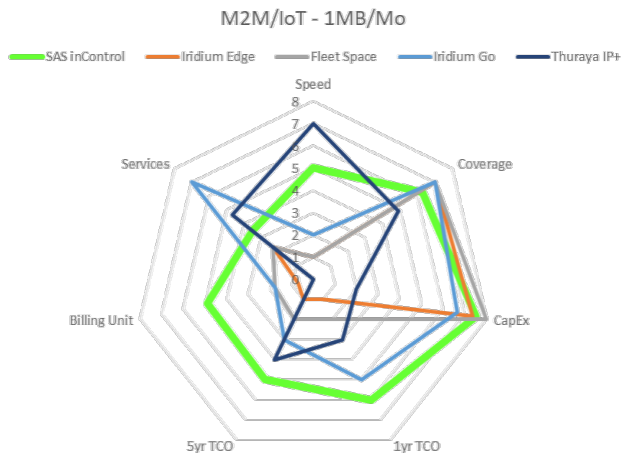
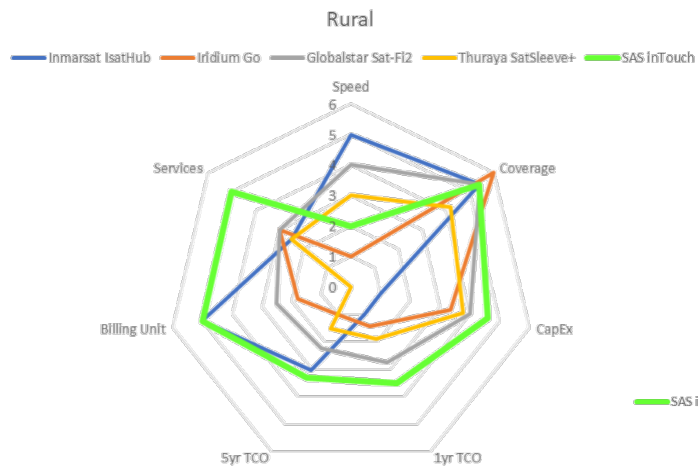


Note: internal analysis of competitors





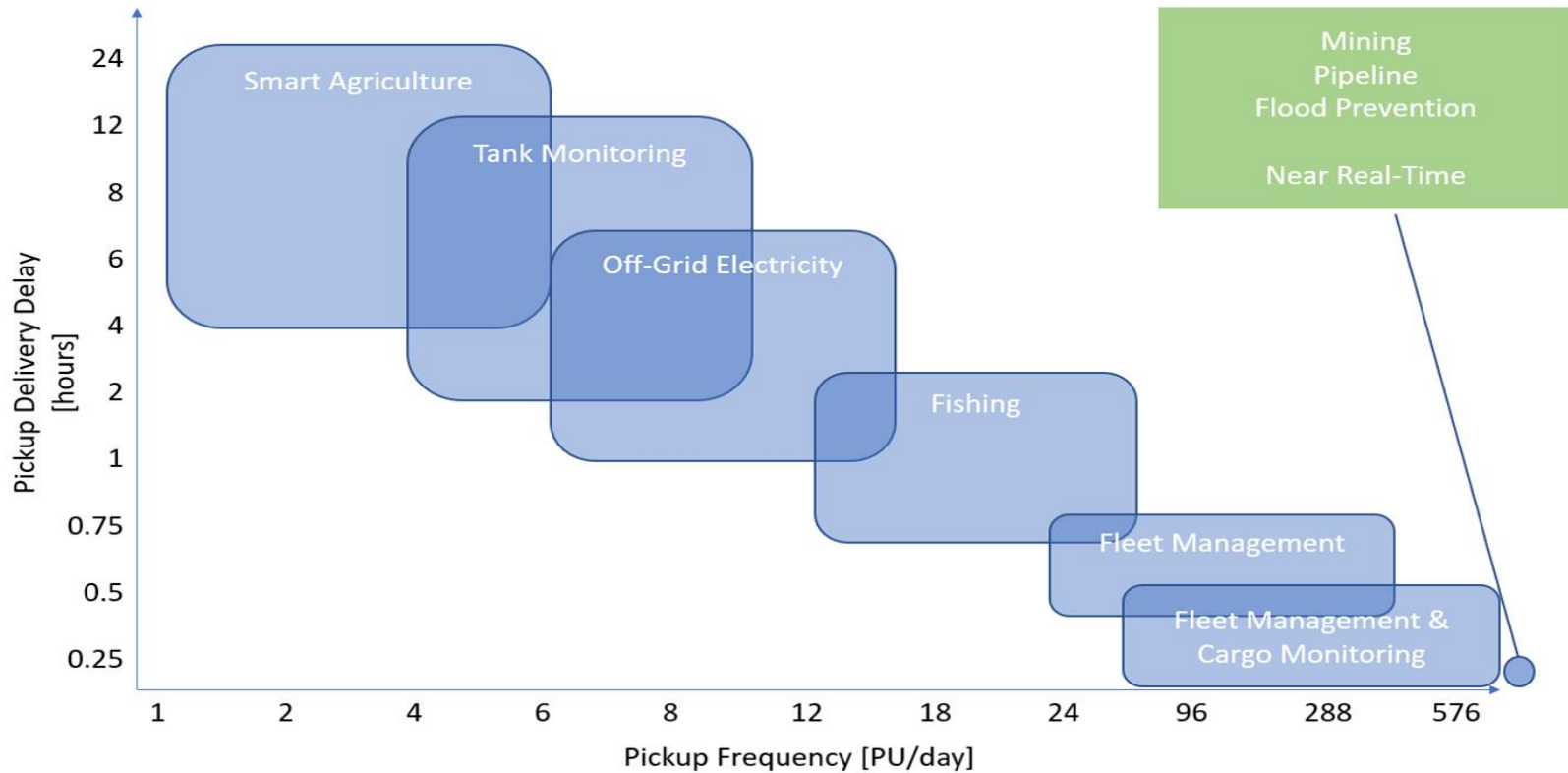
# Why SAS ? – Disruptive Positioning



Note: internal analysis of competitors



# Immediate IoT verticals



# Key M2M and IoT Applications

SAS can provide **any type** of IoT connectivity service



Alerts/Monitoring



Irrigation/Fertigation



Fishing Control



Fisheries Monitoring



Wild Life Tracking



Water Metering



Precision Farming



Storage Control



Equipment Tracking



Fleet Management



Fleet Management



Battery Monitoring



Access Control



Flood Monitoring

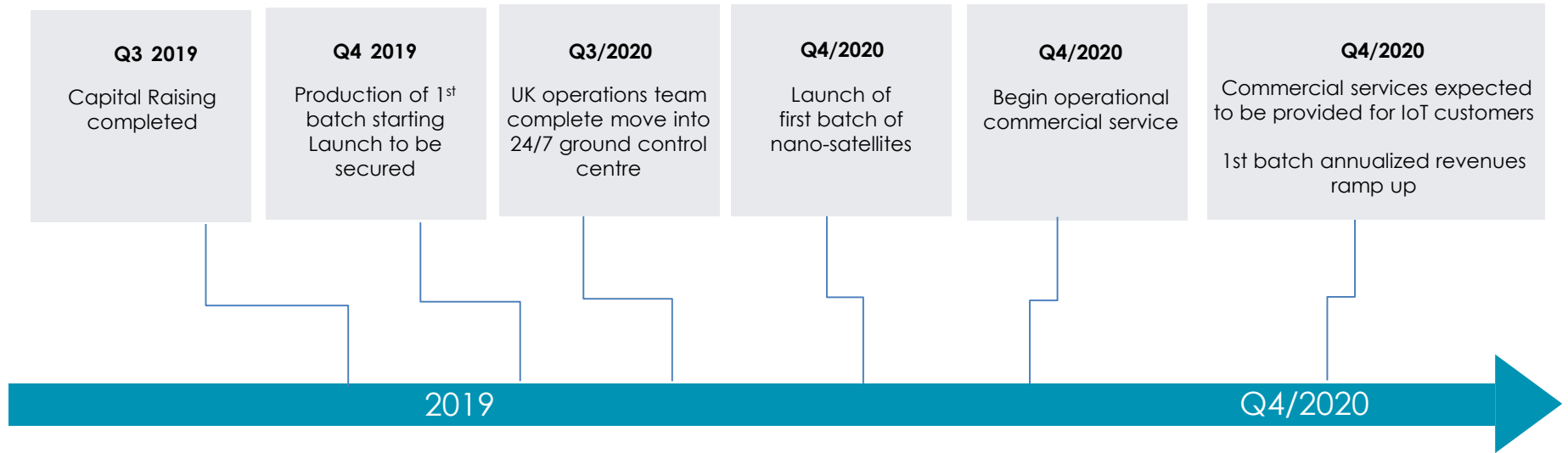


Machine Monitoring



## Planned Milestones

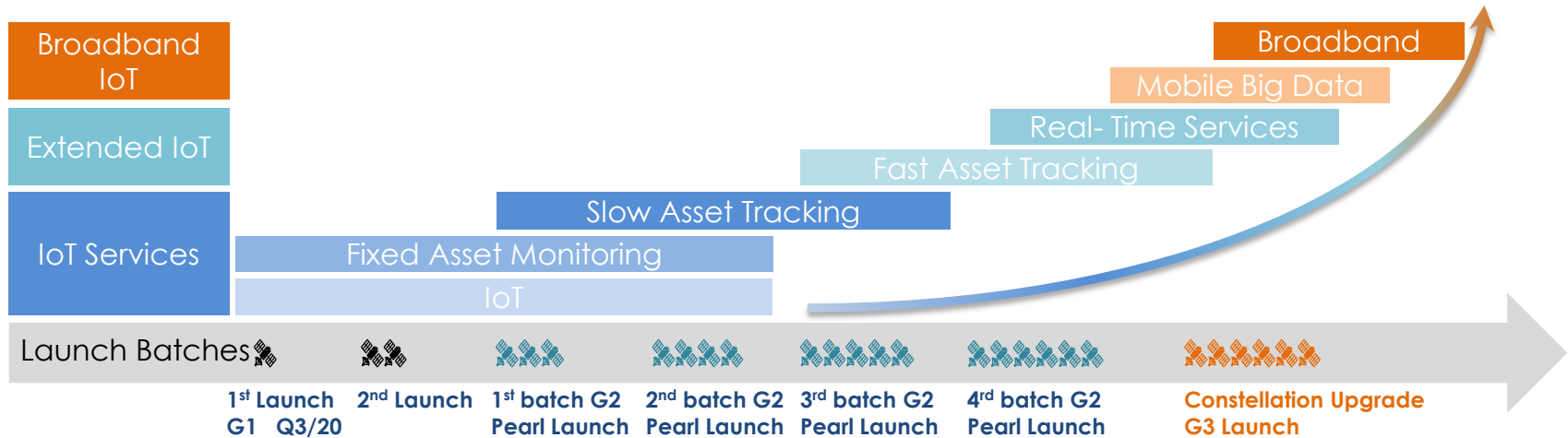
Launch of first batch of nano-satellites in Q4/2020 will signal start of revenue generation



Note: Launch schedule dependent on Launch Service Provider.

# Disruptive Technology at Inflection Point

- Addressing the exploding growth of IoT applications from 1<sup>st</sup> batch
- Every batch empowers more services, QoS, revenue, advancement in technology



# Sky and Space Global Highlights



- More than 2 years of space proven heritage de-risking deployment, operations and business model.
- First to build & operate a nanosatellite based commercial telecom network.



- Global coverage and focus on growing IoT Sector – full coverage by planned by 2022.
- Scalable distribution via global and regional channel partners
- Opened regions in multiple countries spanning Asia, Sub Saharan Africa and Latin America.



- Over 50 agreements with future customers, strong pipeline of opportunities
- Revenue generating potential from 1<sup>st</sup> batch launch



- Award winning technology – Global Excellence (2017), People's NewSpace Company (2016 and 2018), Frost & Sullivan Innovation Award (2016) & Nanosatellites Company of the Year (2018)
- Nanosatellite service & technology world firsts: Voice call, Instant Message, Image Transfer, data store & forward, propulsionless formation flying, inter satellite communications

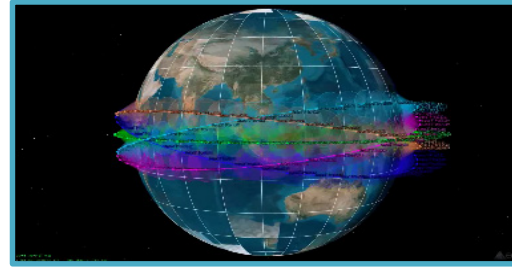


# Key SAS links

## SAS Full Equatorial Constellation

To view SAS's full operational equatorial constellation planned for 2022, go to the following YouTube link

[youtu.be/6i39T2eUGrc](https://youtu.be/6i39T2eUGrc)



## SAS Online

SAS website [skyandspace.global](https://skyandspace.global)

SAS webpage on the ASX [asx.com.au/asx/share-price-research/company/SAS](https://asx.com.au/asx/share-price-research/company/SAS)

SAS LinkedIn page [linkedin.com/company/sky-and-space-global-uk-ltd?trk=top\\_nav\\_home](https://linkedin.com/company/sky-and-space-global-uk-ltd?trk=top_nav_home)

SAS Facebook page [facebook.com/skyandspaceglobal/](https://facebook.com/skyandspaceglobal/)

The SAS YouTube channel [youtube.com/channel/UCRU4YCBi68NIqA-jyNfBbTg](https://youtube.com/channel/UCRU4YCBi68NIqA-jyNfBbTg)





# Thank You

