

Investor Presentation February 2020

### Cautionary statement

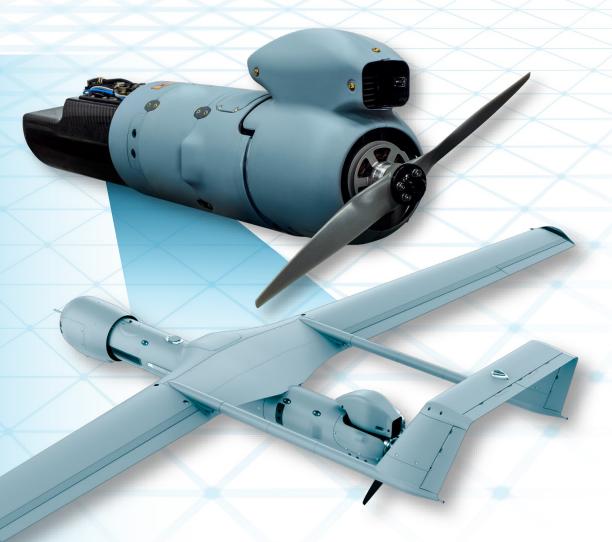


This presentation includes statements looking-forward that involve risks and uncertainties. These statements are based upon management's expectations and beliefs concerning future events. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of the Company, that could cause actual results to differ materially from such statements. Actual results and events may differ significantly from those projected in the forward-looking statements as a result of a number of factors including, but not limited to, those detailed from time to time in the Company's Annual Reports. Orbital UAV makes no undertaking to subsequently update or revise the forward-looking statements made in this presentation to reflect events or circumstances after the date of this release.

## What we do



World leader in the design and manufacture of integrated engine systems for tactical unmanned aerial vehicles (UAVs)



## Who we are



ASX listed company (ASX: OEC)

Revenue generating manufacturer – on track for FY20 full-year profitability

Contract with Boeing/Insitu Inc. to supply up to \$350M of military drone engines

Two engine models shipping to Boeing/Insitu Inc.

Negotiations with other global defence primes underway

### What is a tactical UAV



# Tactical UAVs are used by global defence forces for gathering intelligence, surveillance and reconnaissance

- Field operated by military units
- Carries state-of-the-art electronic payloads (e.g. day/night cameras)
- Worth \$3.5 \$6 million per system\*
- Wingspan up to 5 m
- Flies at up to 20,000 ft
- Maximum endurance of 24 hours



\* Includes air vehicles or AVs, a ground control station, remote video terminal, launch system and recovery system

#### **UAV Defence Market**

Worldwide military UAV production \$128 billion\*

Worldwide tactical UAV production \$21.7 billion\*

**USA DoD UAV production** \$2.6 billion in 2017\*





Teal Group Predicts
Worldwide Military UAV
Production of \$128 Billion
between 2017 - 2026

<sup>\*</sup> UAS Market Outlook with Special Focus on Tactical Systems, Teal Group Corporation | For the years 2017-2026

## **Tactical UAV landscape**





## **Existing Clients**



#### **Market Leaders**

Market dominated by two players



Long Term Agreement (LTA) up to \$350M over five years 2018-2023



Total sales to date ~\$22M



# Supporting Insitu's entire UAV fleet Long Term Agreement







5 years (from October 2018) \$120-350M



Insitu's versatile and agile UAV family









ScanEagle2

Integrator™

**ScanEagle®** 

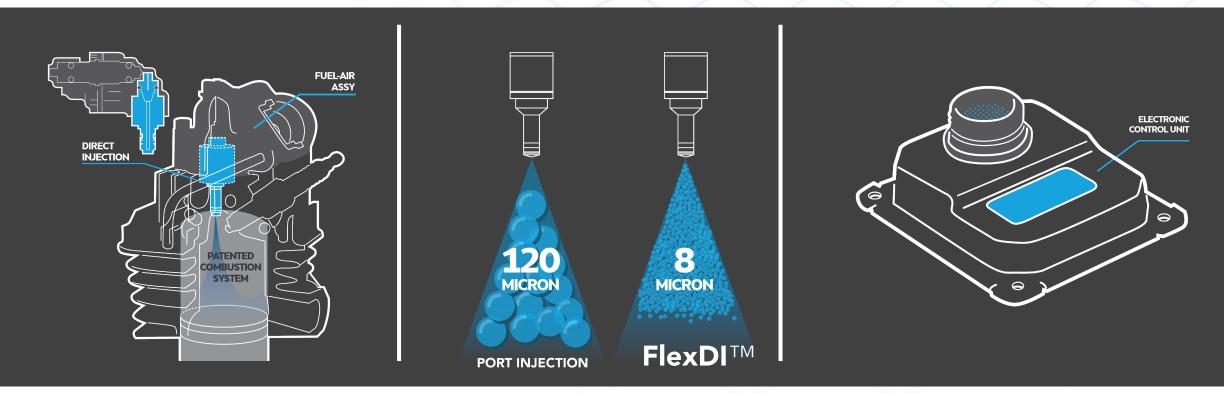
ScanEagle3

# Why Orbital UAV? Heavy fuel 2-stroke IP and know-how



40 years developing innovative engine solutions

15 years as a global leader in spark ignited heavy fuel propulsion



## **Delivering to Defence**



Orbital UAV's heavy fuel propulsion systems meet the US Dept of Defence's 'one fuel' policy and high reliability requirements of front line personnel

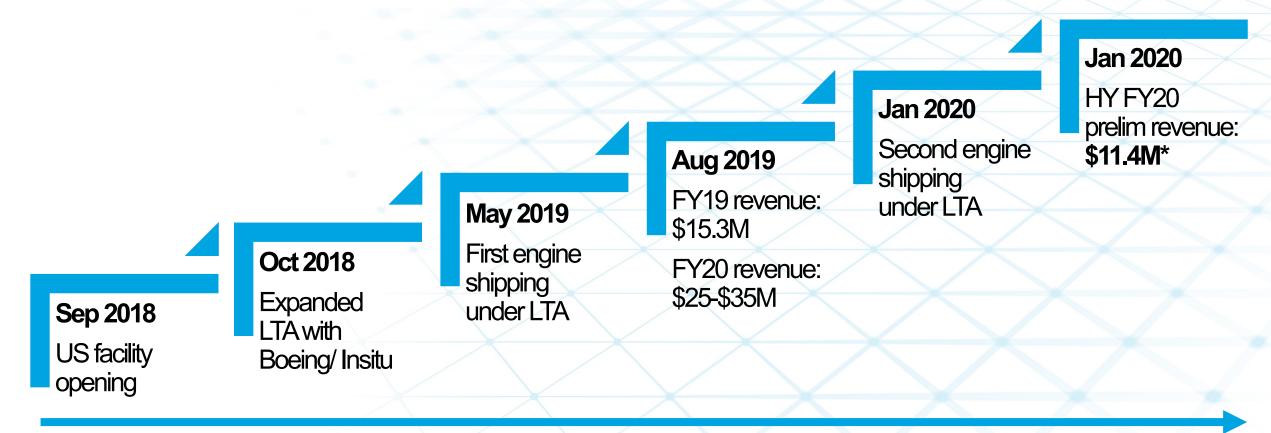
	Orbital UAV	All Others
Time between overhaul	500 hrs	~50 hrs
Cold start to launch	2 min	>20 min
x3 U.S. FAR33.49 endurance test	Yes	No

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## What we've delivered





September 2018

**January 2020** 

\*Unaudited

## Where we're going...



**New Customer Opportunities** 

Capture increasing Defence market

Supply Chain Efficiency Quality, cost, on time delivery

End User Engagement
Direct access to US DoD



#### **Board of Directors**



# John Welborn Chairman Non-Executive Director



- Appointed Chairman March 2015MD & CEO of Resolute Mining Ltd
- Director Equatorial Resources Ltd

Todd Alder
Managing Director
& CEO



- Appointed CEO & MD in 2017
- Focusing on: financial discipline; strategy alignment; and operational efficiency

Steve Gallagher
Non-Executive
Director



- Board member since 2017
- 30 years experience as a CEO and director of global businesses

Kyle Abbott
Non-Executive
Director



- Experienced aerospace and defence industry executive
- MD of WA Specialty Alloys 1996-2015

## Corporate overview

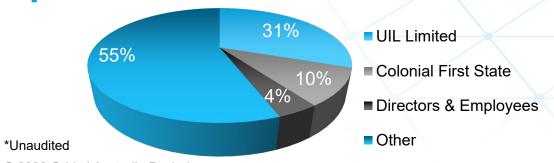


Capital Structure		
77M		
\$27M		
\$13.5M*		
\$15.3M		
\$11.4M*		
\$25-35M		

#### **Investment Highlights**

- Half-year revenue: \$11.4M\*
- On track for full-year profitability
- Strong cash balance
- Tight capital structure
- Contracts with market leaders
- Proven management with the ability to execute

#### **Top Shareholders**





# Ready to fly...

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