

constellation
technologies

An IoT Solutions Company



2020 Annual Results &
Company Presentation
August 2020

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Constellation Technologies

An IoT Solutions Company

VISION

Making data make sense

MISSION

*Innovating, enabling and optimising
the digital world to better serve the real one.*

Constellation Technologies Limited (ASX: CT1) is an IoT and Digital Solutions company with an international client portfolio supporting applications across multiple industry verticals. We design, engineer, build and integrate systems combining full-stack software expertise with custom hardware development to drive customer value from data in the digital age.



FY20 Financial Performance



FY20 Financial Highlights

Revenue

Up 19% to
\$694k

Normalised Loss

Down 37% to
\$1.4mil

Cash at bank

\$4.4mil

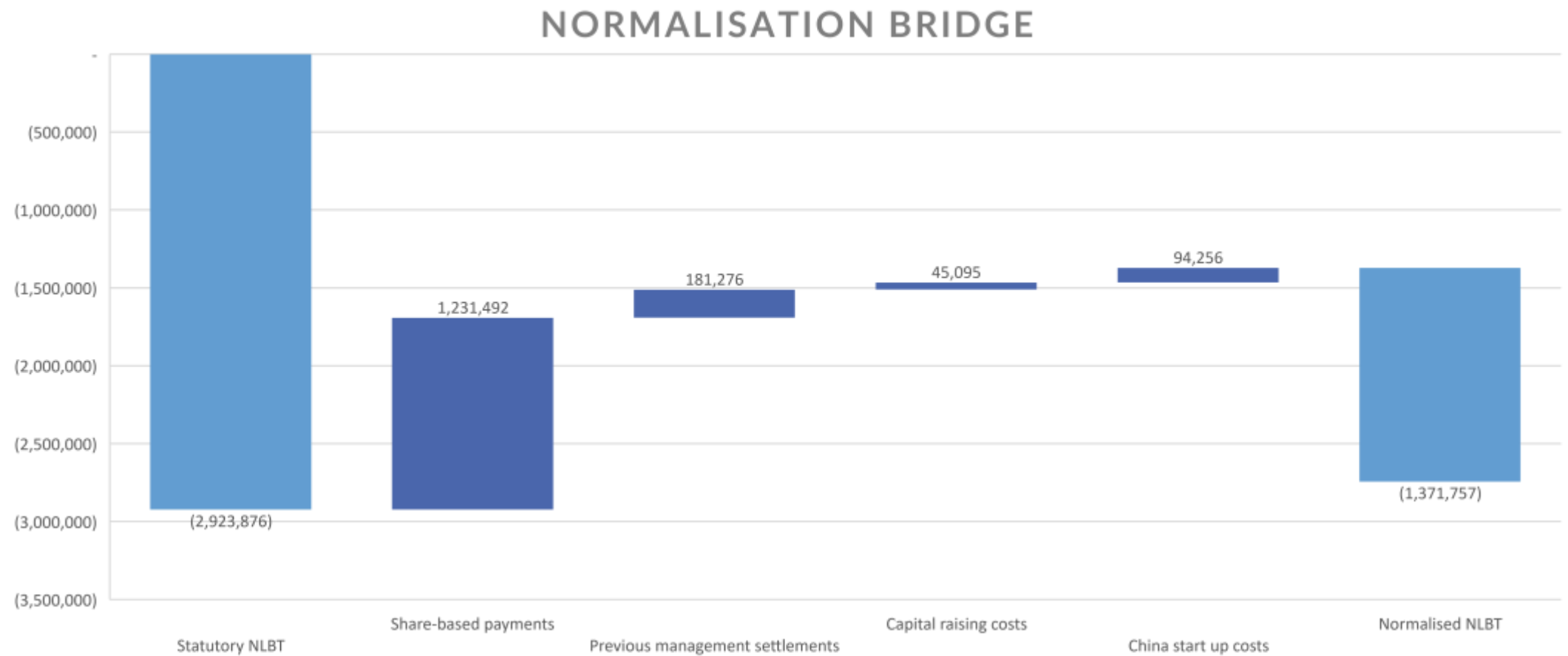


FY20 Financial Results

Group Financial Results	FY20 (Statutory)	FY20 (Normalised)	FY19 (Statutory)	FY19 (Normalised)	Mvt % FY20 Normalised vs FY19 Statutory	Mvt % FY20 Normalised vs FY19 Normalised
Revenue	691,484	691,484	578,990	578,990	19%	19%
Cost of Sales	(403,085)	(403,085)	(353,118)	(353,118)	14%	14%
Gross Profit	288,399	288,399	225,872	225,872	28%	28%
Expenses (net of non operating income)	(3,212,275)	(1,660,156)	(2,403,149)	(1,929,292)	-31%	-11%
Loss after tax	(2,923,876)	(1,371,757)	(2,177,277)	(1,703,420)	-37%	-15%
EPS - Basic (cents per share)	(0.33)	(0.10)	(0.52)	(0.38)		

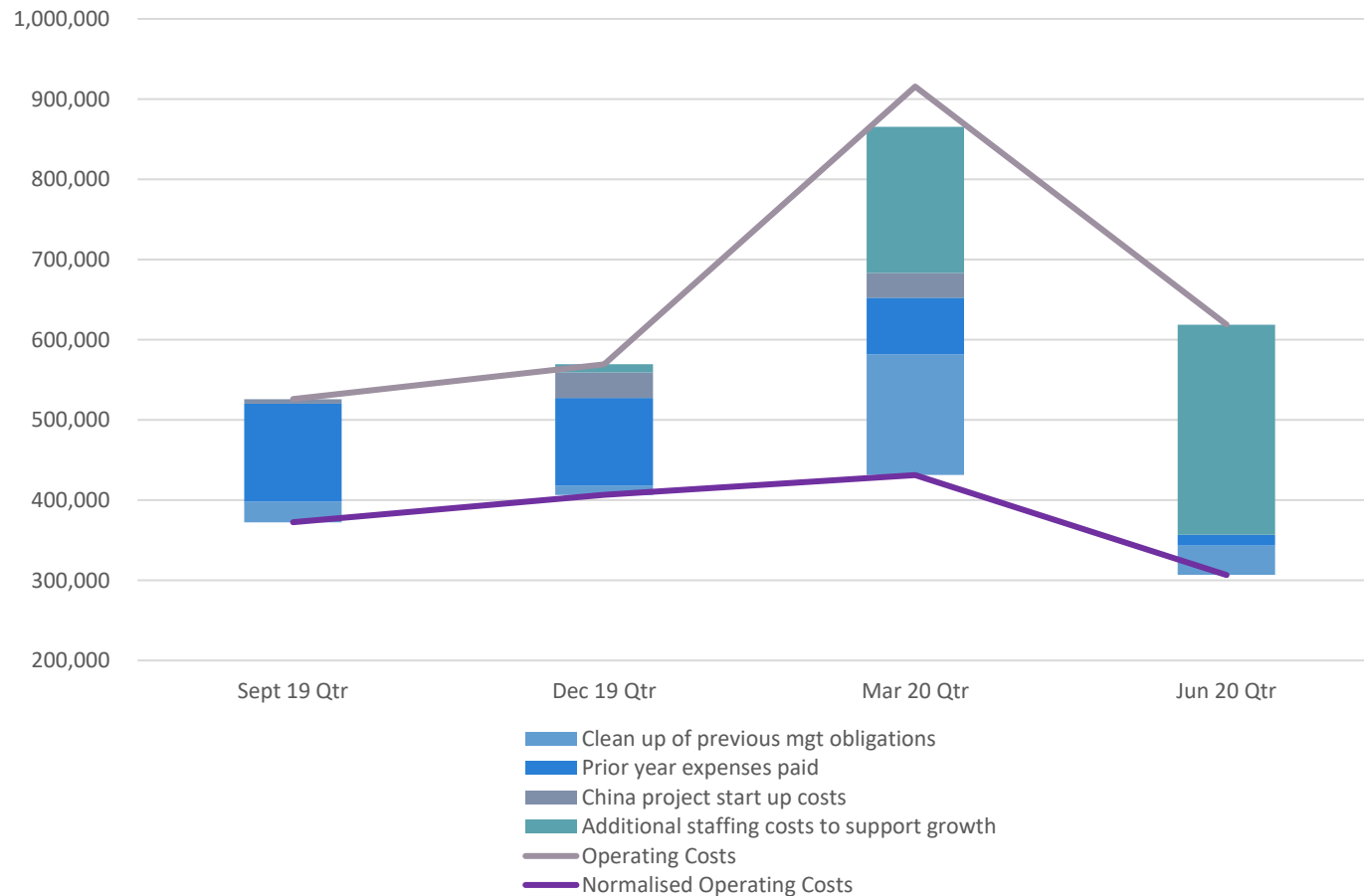


FY20 Financial Results Normalisation



FY20 Reduce cash expenditure on a normalised basis

Normalisation of Operating Expenditure - Cash Basis



FY20 Business Milestones

- Rationalisation of business in 1HY20
- Restored balance sheet to support sustained growth
- Secured strategic partners to underpin commercial expansion
- Established and operational in China with successful initial deployments
- Production partners operational in China and India to facilitate high-volume sensor production
- Strong and experienced team assembled to drive and support new innovation
- First accredited Oceania company for the new Panasonic AI edge processing smart cameras
- 130% increase in the number of monitoring points since 1 July 2019
- Over 250% increase in user access to our applications
- Sales and marketing re-establishing to drive sales growth in FY21
- No significant impact from COVID-19



IoT and Digital Market & CT1 Positioning



IoT enables Digital Transformation

We see a necessary evolution from the data capture of the 'Internet of Things' to the data value enabled by 'Constellation Technologies'



Data growth

The proliferation of data gathered from the physical world continues to grow exponentially.



Data wastage

Most of the data currently gathered is not being used to inform timely, insightful and beneficial decision-making as mainstream industry adoption is slow to adopt the latest technologies resulting in data wastage.



Societal cost

This data wastage is an enormous and growing opportunity cost for society.



Suboptimal outcomes

Everyday unwanted events occur, and events that could happen don't. As a result, people and property are harmed, productivity is curbed, resources are misallocated, and the natural environment suffers.



Embrace data

Informed timely applied knowledge can alleviate negative events and enable positive action.



Improve lives

Constellation Technologies describes software platforms that are capable of digesting, processing and presenting this expanding cosmos of data to enable positive actions to occur.



CT – What we do

- We **Build** the **MeridianCT Platform**
- We **Develop** core **Products** from the **MeridianCT Platform**
- We **Customise** & integrate our core Products for specific Industry applications
- We **Support** our Customers within each Industry to achieve their **business objectives**, and in-turn we continue the cycle of **Build, Develop, Customise** and **Support**.



The MeridianCT Platform Overview

The MCT Platform is our proprietary central operational and development platform that:

- **Receives** data feeds from sensors (physical devices), video, internal systems, third party APIs; and then
- **Collates**, processes and applies evolving business intelligence tools to those data feeds;
- **Integrates** back into the operational systems; which then allows for
- **Automated**, streamlined business functions;
- **Presented** to decision-makers on sleek, beautifully designed consolidated dashboards for Control rooms, PCs and Smartphones; running
- **Globally** in the cloud or through local or hybrid instances where required.

From the common foundation layer of the MeridianCT Platform, CT has developed and supports a core application suite of interoperable system components.

We select from, integrate and customise our core components to create, deploy and support an ever-growing range of purpose-built, scalable industry solutions for our clients.



Digital Engineering Services

- Wholly-owned development team with local project management and customer support in **Beijing**.
- **Diverse experience** across industries, applications and geographies.
- Access to **multiple hardware production facilities** in India and China managed by the CT team.
- Able to develop, deploy and support small to large **projects in-house**.
- **Global network** of industry and research partners to assist in providing requisite expertise.
- Rapid development with complete **software platform** builds possible in **8-10 weeks**.
- **Complete IoT solutions** including hardware, firmware and software builds in **12-14 weeks**.



A satellite view of Earth at night, showing the curvature of the planet and numerous city lights glowing across the dark surface. The lights are concentrated in certain areas, forming a network of bright spots and lines.

Strategy & Company snapshot



IMMEDIATE SHORT-TERM OBJECTIVES

- Support our strategic partners in achieving their incentivised \$15m revenue hurdle
- Drive new sales in multiple geographies through existing the client base and partners in Australia, India, China and USA
- Achieve cashflow breakeven with strong revenue growth by the end of FY21



OBJECTIVES FOR FY21 AND BEYOND

- Increase the number and scale of development projects
- Maximise margins through an increasing ratio of product & licence sales
- Leverage operational base, add to distribution, and EPS with highly strategic acquisitions
- Market and sell cloud-based CT application suite globally



Company Snapshot

Market
Capitalisation

\$41.9m

Shares
on issue

1,352,256,674

Cash
at bank

\$4.4m

Options
on issue

527,147,970
(501m ex @ \$0.015)

Directors, strategic
partners and
management holding

\$41.9m

Market
Capitalisation

\$41.9m



52 week high:
52 week low:
Last close:

\$0.046
\$0.006
\$0.03
(26/8/20)

**Top 20
Holders**

43.88%

**Directors, Strategic
Partners & Management**

43%



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