

## Investor Webinar Presentation

**Elsight Limited (ASX: ELS) ('Elsight Ltd', 'Elsight' or 'the Company')** is pleased to invite the public to the 2025 first quarter results webinar scheduled for today (Tuesday), April 29, 2025, at 5:00 pm. The Company considers this webinar to be particularly important, as it is beginning to experience a significant increase in revenues within the defense sector, and it is a great opportunity for investors to hear it directly.

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.

Investors who want to participate in the webinar should click on the registration link below.

### Webinar details:

**Date:** Tuesday, 29 April 2025

**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, or can submit questions by sending them to [ir@elsight.com](mailto:ir@elsight.com).

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

-ENDS-

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#### **About Elsight**

**Elsight (ASX: ELS)** ([www.elsight.com](http://www.elsight.com)) Elsight's 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 defense, HLS, public safety, delivery, medical, oil and gas, utilities, inspections, surveillance, and others.



Elsight Limited (ASX:ELS)

# Investor Presentation

Q1 2025

Unlocking the Future of Uncrewed Connectivity

April 2025 - Yoav Amitai, CEO



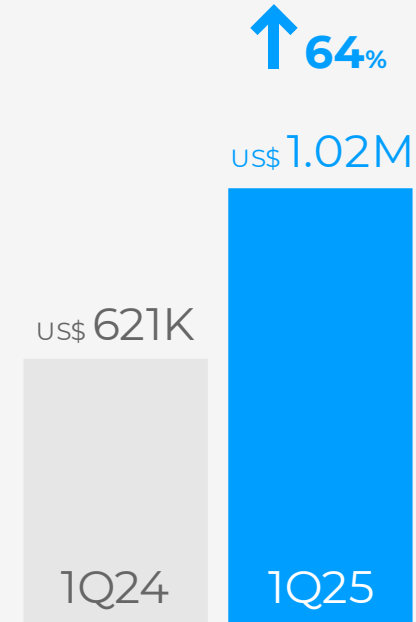
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## 1Q25 Highlights

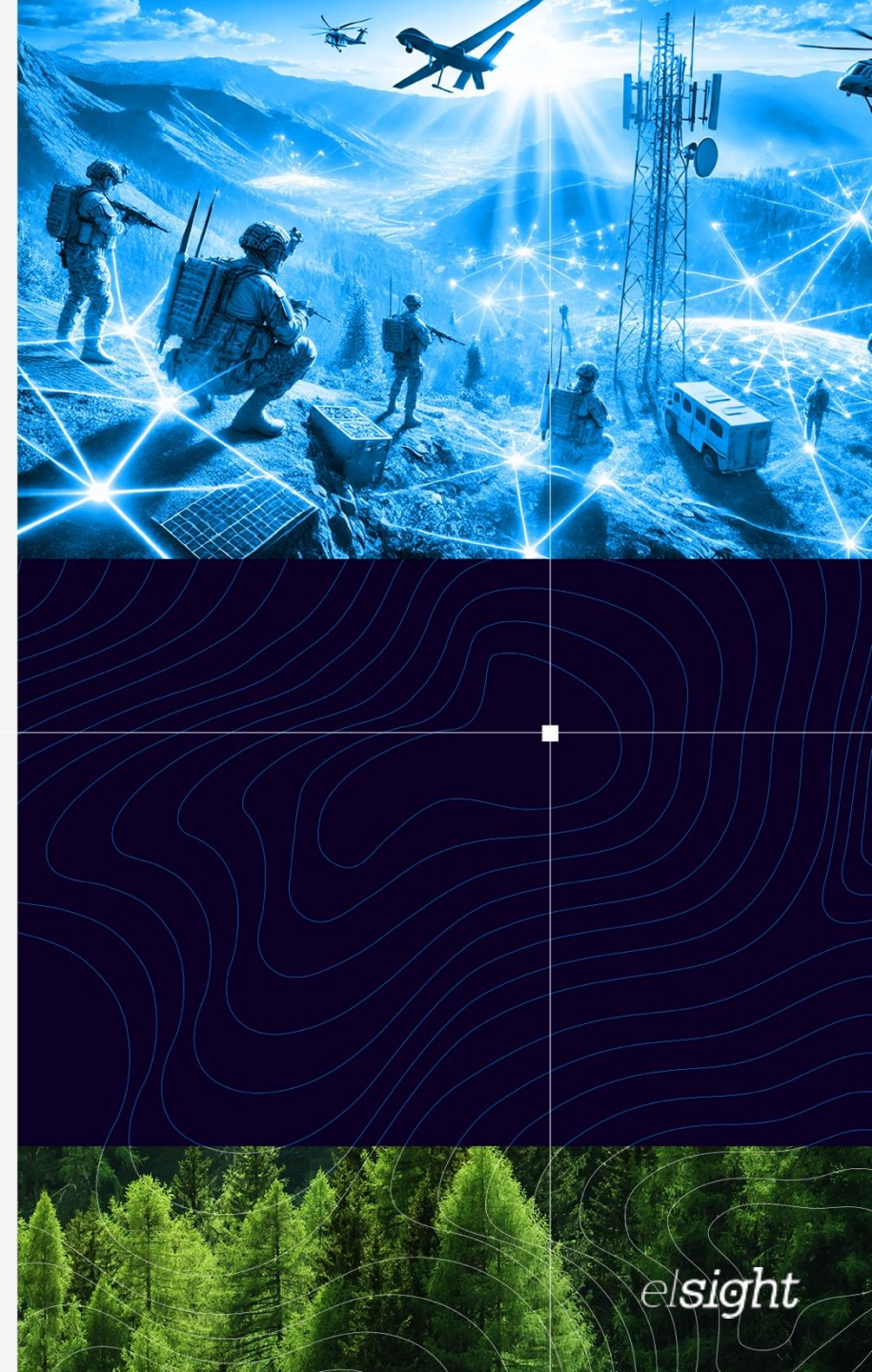
- › Record Q1 2025 revenue of **USD \$1.020M** (A\$1.6M) (+64% YoY)
- › Diverse revenue source coming from **70 customers** (out of **more than 100**) across commercial and defence markets
- › Positioned at the **inflection point** of the massive uptake in uncrewed systems.
- › Following quarter end - **Major \$4.28M** European Defence OEM **order secured**



Sales Revenue

## Elsight at a Glance

- › Pioneer in carrier-agnostic, high-reliability wireless connectivity for unmanned systems.
- › Flagship product: Halo
- › Growing global footprint: Europe, US, Asia
- › To date Elsight has accumulated:
  - › Thousands of units deployed in the field
  - › **Over 340,000 flight/ drive hours**
  - › More than 100 customers from a wide range of **commercial and defense** markets worldwide.



# Q1 2025 Breakout Performance



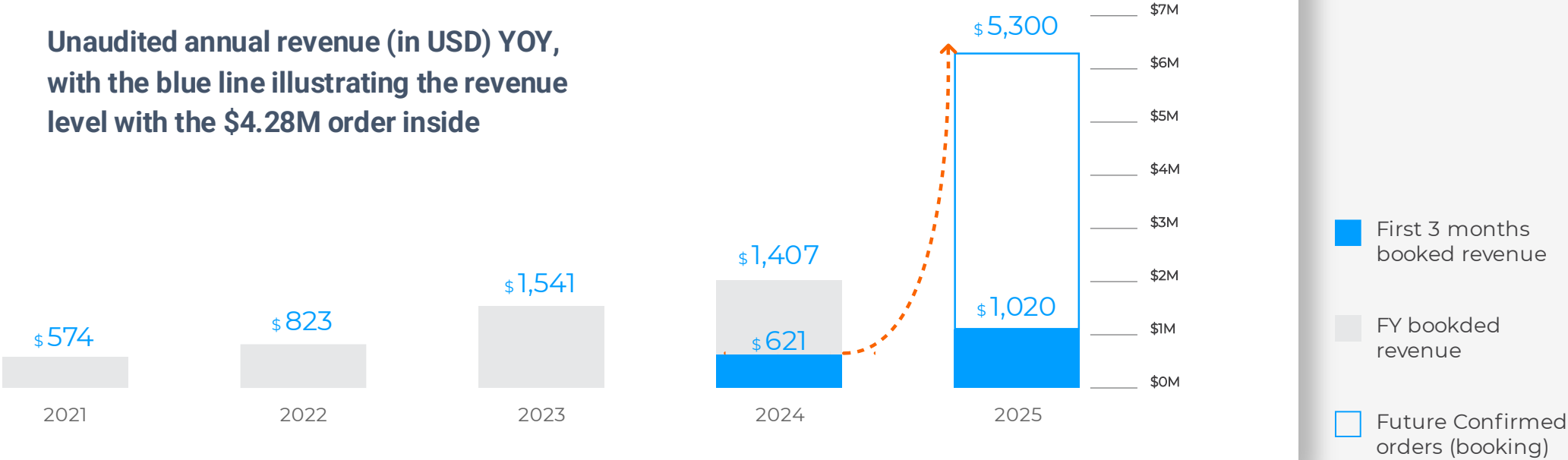
**+113% growth  
vs. Q4 2024**

**The single first quarter's  
revenue has already surpassed  
50% of the 2024 annual total.**

**Broad diversity revenue  
sources**

**Those Results are prior  
to the \$4.28M contract  
recently announced**

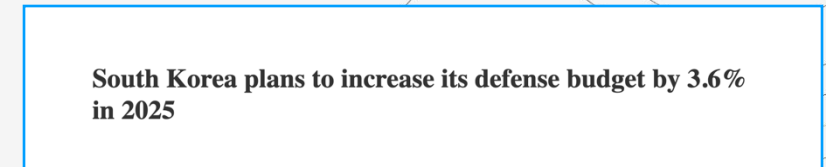
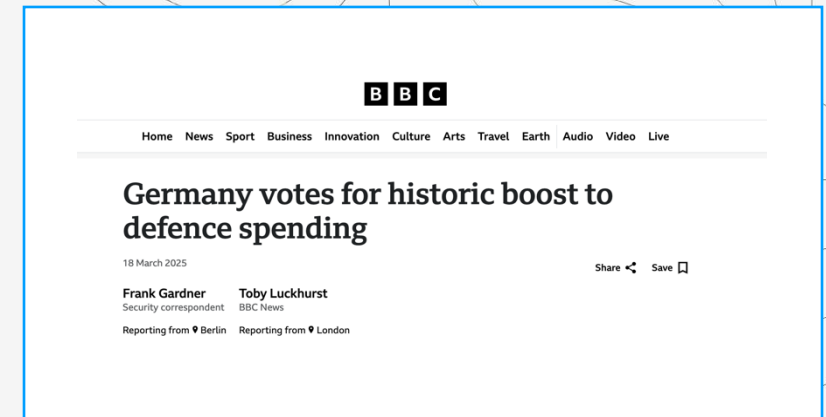
**Unaudited annual revenue (in USD) YOY,  
with the blue line illustrating the revenue  
level with the \$4.28M order inside**



## New Momentum Accelerators

Syncing with Government Investment trends

- › Global defence spending surges
- › Focus on uncrewed systems modernization
- › Examples: US, Germany, Sweden, South Korea, Australia



# THE CHALLENGE

Uncrewed systems demand

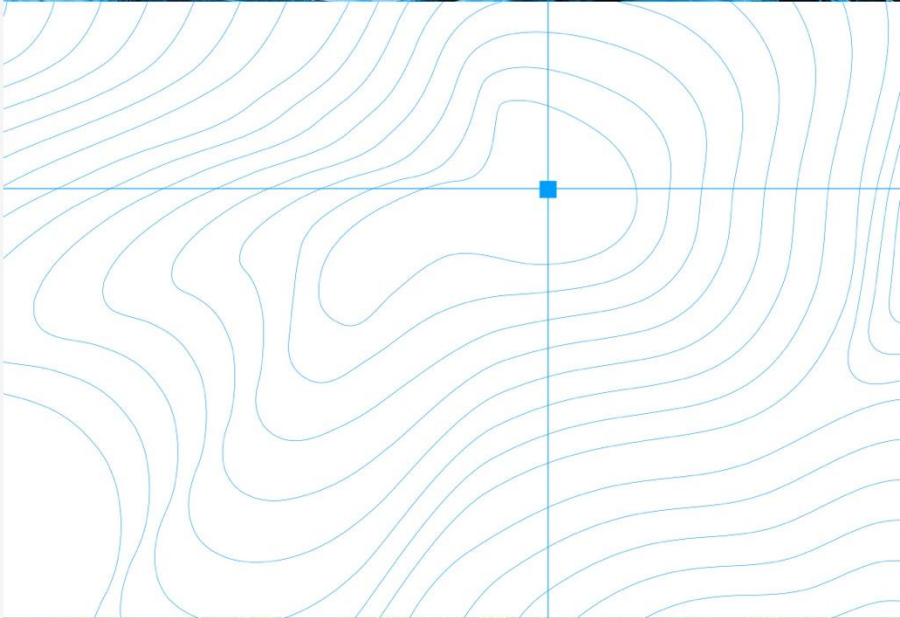
Unhindered freedom of maneuver anywhere, anytime, without loss of communication.

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Many factors cause communication interruptions

- › Spectrum interferences
- › Loss of the line of sight
- › Deliberate jamming of the utilized spectrum
- › Coverage limitations over distance

Therefore, **the incorporation of improved wireless dispersion capabilities** is a must to prevent a single point of failure and ensure mission continuity through the necessary connection confidence.



## THE SOLUTION

Elsight offers advanced communication capabilities that **enable the dispersion of data over all the available wireless spectrum** concurrently.

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The approach is to utilize the widespread available commercial and military spectrum, including the public and/or private LTE/5G, Point-to-point radio (MANET), Satellite links, etc.

The solution adds a logical overlay of connectivity that **aggregates all the communication paths into one**. This approach allows smooth handoff with zero downtime between the communication paths.



**Whether deployed in deserts, forests, mountain ranges, or dense cities, Halo operates under fire, literally and figuratively.**



# THE IMPACT

## With the Strategic Tailwinds

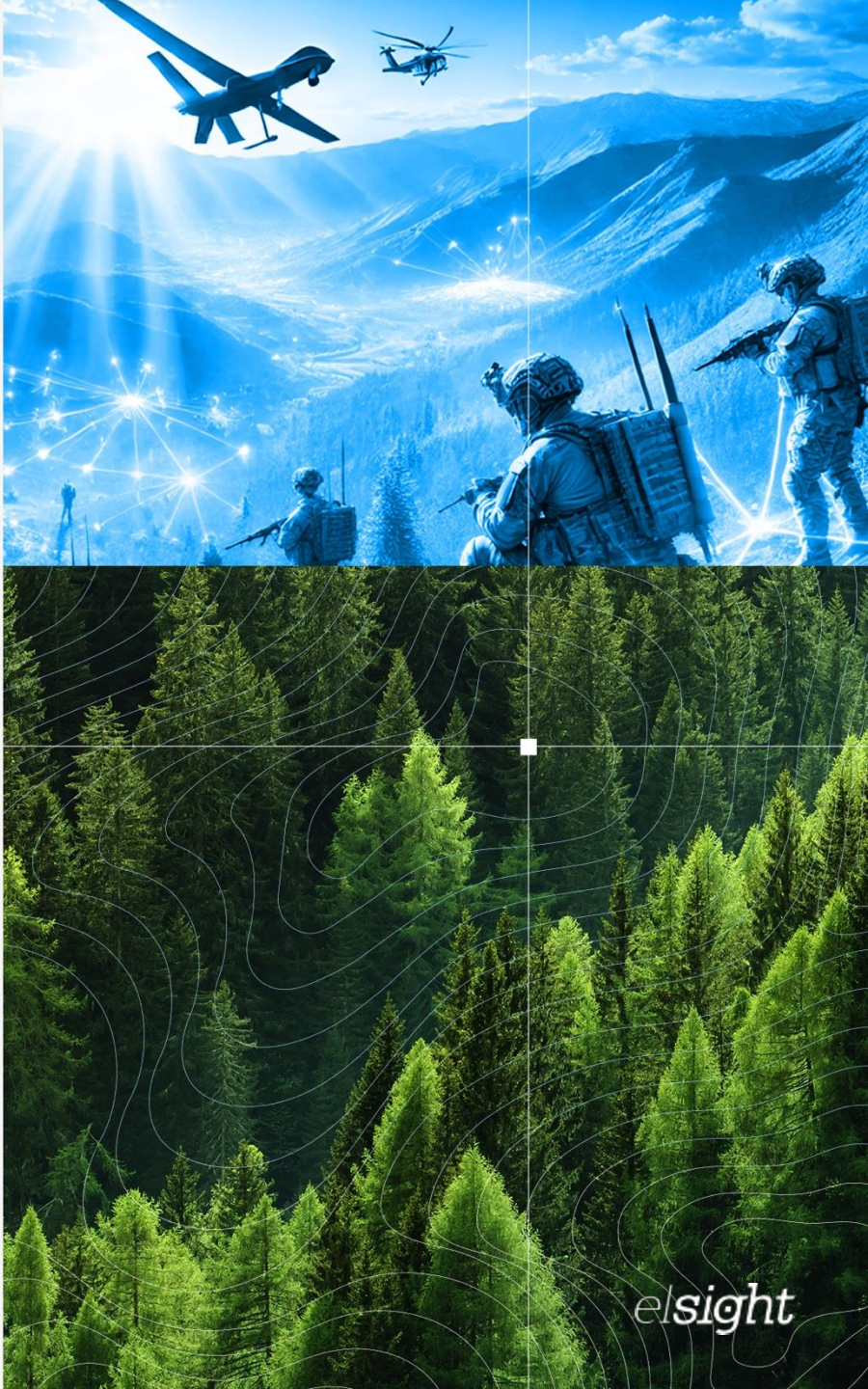
- › Booming global demand for unmanned platforms
- › Market shift toward connected, resilient uncrewed systems
- › Elsight's unmatched field-proven reliability becomes mission-critical

## And the Halo – Core Growth Engine

- › Link and platform agnostic
- › Seamless switching for unbroken command, control, and beyond
- › Ultra-lightweight card and portable ground options



Perfect storm for  
even faster growth



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## Elsight's Growth Opportunity

### Global Drone Market

Projected at US \$260B in 2030<sup>1</sup> of which the military market is expected at US \$56.5B<sup>2</sup>

Communications systems are  $\pm 11\%$  of the drone platform market - EY<sup>3</sup>

### Global Humanoid Robotics Market

Expected to reach US \$39.6 B by 2030<sup>4</sup>

### Global Military Wireless Communications & IoT

Expected to reach US 109.6 Billion by 2031<sup>5</sup>

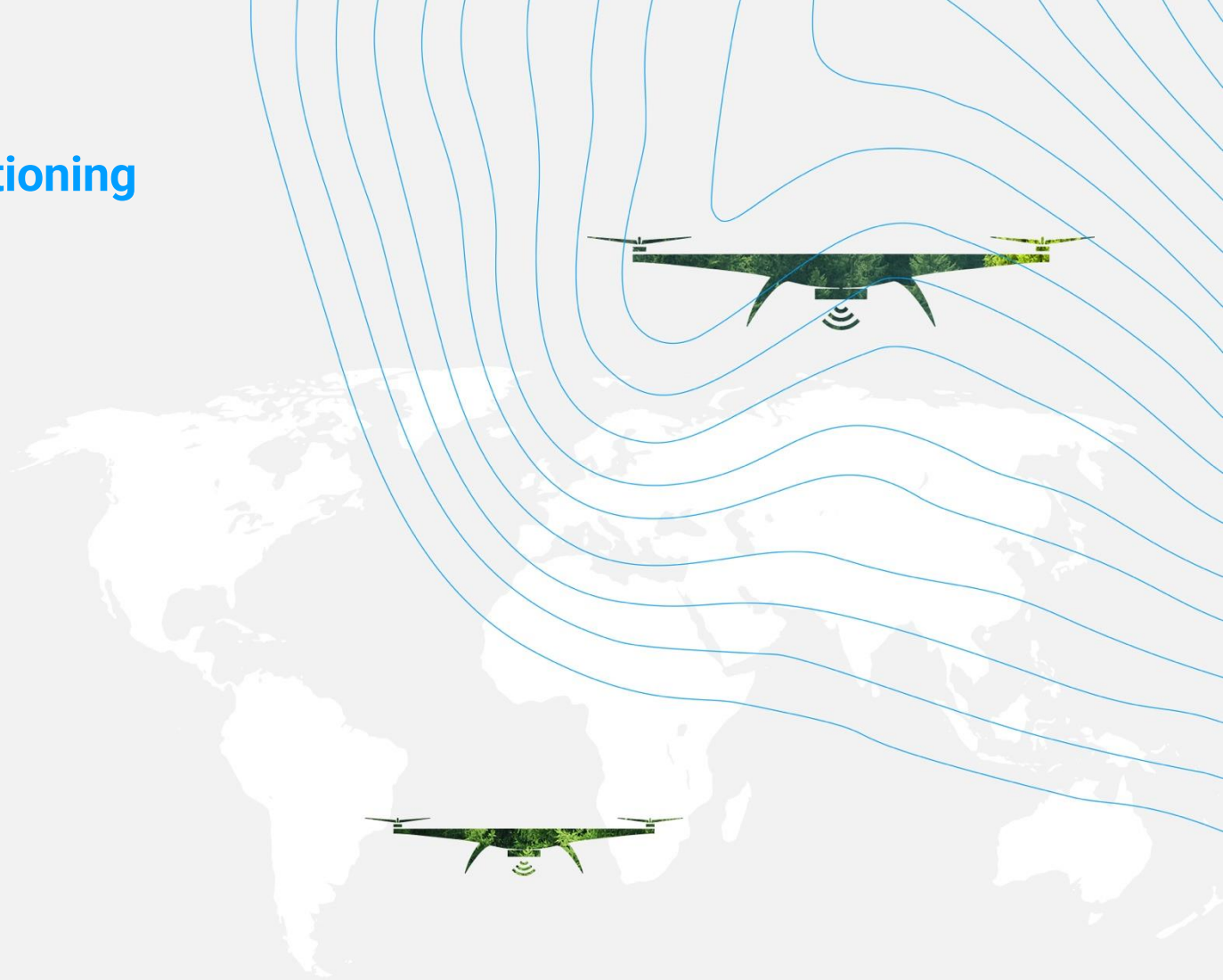
### Global Connected Devices LTE, 5G, Satellite, & Others Industrial & Commercial IoT

Expected to reach US \$23B by 2030<sup>6</sup>



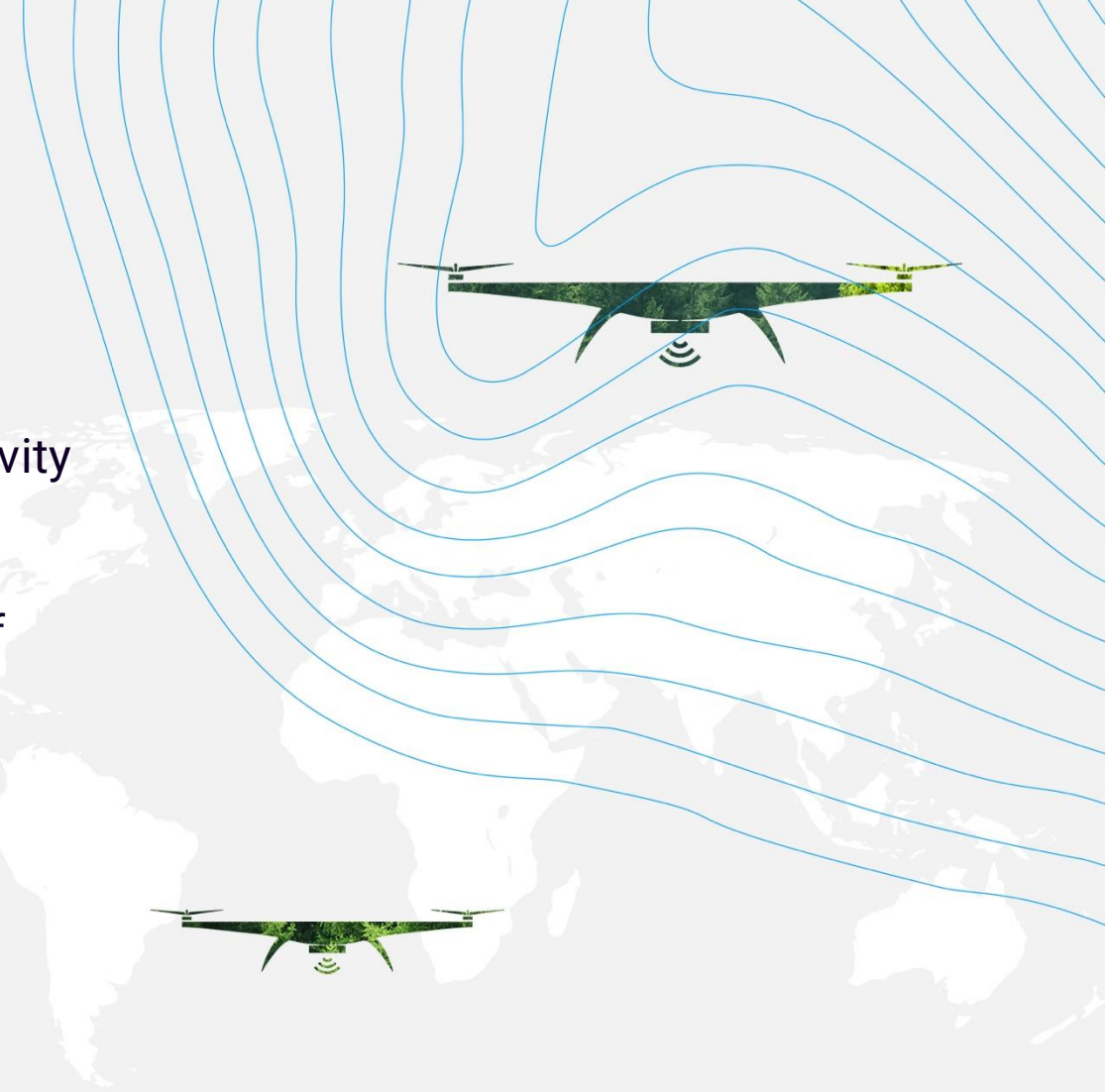
## Financial and Operational Strength & Positioning

- › USD \$2.3K (A\$3.6) cash as of 27 April 2025
- › Burn rate management strategy implemented
- › Full deliveries on time despite surge in demand
- › Production capacity built to deliver a much higher scale



## Future vision for growth plan

- 
- › Make the Halo the industry standard for unmanned connectivity
  - › More aggressive scaling in Europe and the US markets on the back of the defence tailwinds
  - › Keeping the competitive advantage in the commercial market and expanding it
  - › Enhancing the technological competitive edge and expanding the product portfolio and features



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THANK YOU

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Elsight Limited (ASX:ELS)

# Investor Presentation

Additional Slides



# 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, Elsieht is in a **UNIQUE** position to become an **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, repeatable transactional hardware & software sales plus **recurring managed services revenues**



# Expanding the target market focus



## Defence

Design-Win with Lockheed Martin, US largest defence contractor

Strategic decision to focus on military proves itself with 83% growth in sales over H1/23

Received largest single order of new connectivity product from major defence contractor

First order to STE, & a major EU drone manufacturer. Partnership with defence reseller in DACH region.

Major \$4.28M European Defence OEM order secured to be delivered until July 2025

2020	May 2021	May 2022	Sep. 2023	Oct. 2023	May 2024	H1 2024	Sep. 2024	Jan 2025	APRil 2025
Launch of Elsight Halo	First customers	Retailer giant Walmart, begins drone deliveries operated by DroneUP, customer of the Halo	Airobotics is the first company to receive FAA TC based on Elsight Halo	Strategic decision to penetrate defence market thanks to Halo's product fit without any customization	Design-Win with ACSL, Japan's largest drone manufacturer	First regional partnership with Navicom Aviation, in Japan	Launch of the DroneCommX (DCX), an aftermarket product for the world's leading drone manufacturer, DJI	Launch of Elsight's HeatSight product for networks coverage mapping. Stating to deliver first DCX units.	Partnering with Flock Safety to champion the drone as a first responder market starting in N.America)

## Commercial



# The Halo product

# Inside the Halo

- › 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

## 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



### Defence

Surveillance

Monitoring







Military/  
Defense

First  
responders

Public  
Safety

Law  
enforcement

# 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	
	Full	Full	Full	Full	Full	

## Our wide range of customers and applications



**Defense**  
USA: Global reach



**Mapping & Inspection**  
USA



**First Responders**  
USA



**Defense**  
Israel



**Drone manufacturer**  
Based in South America,  
global deployments



**Defense**  
Singapore: Global reach



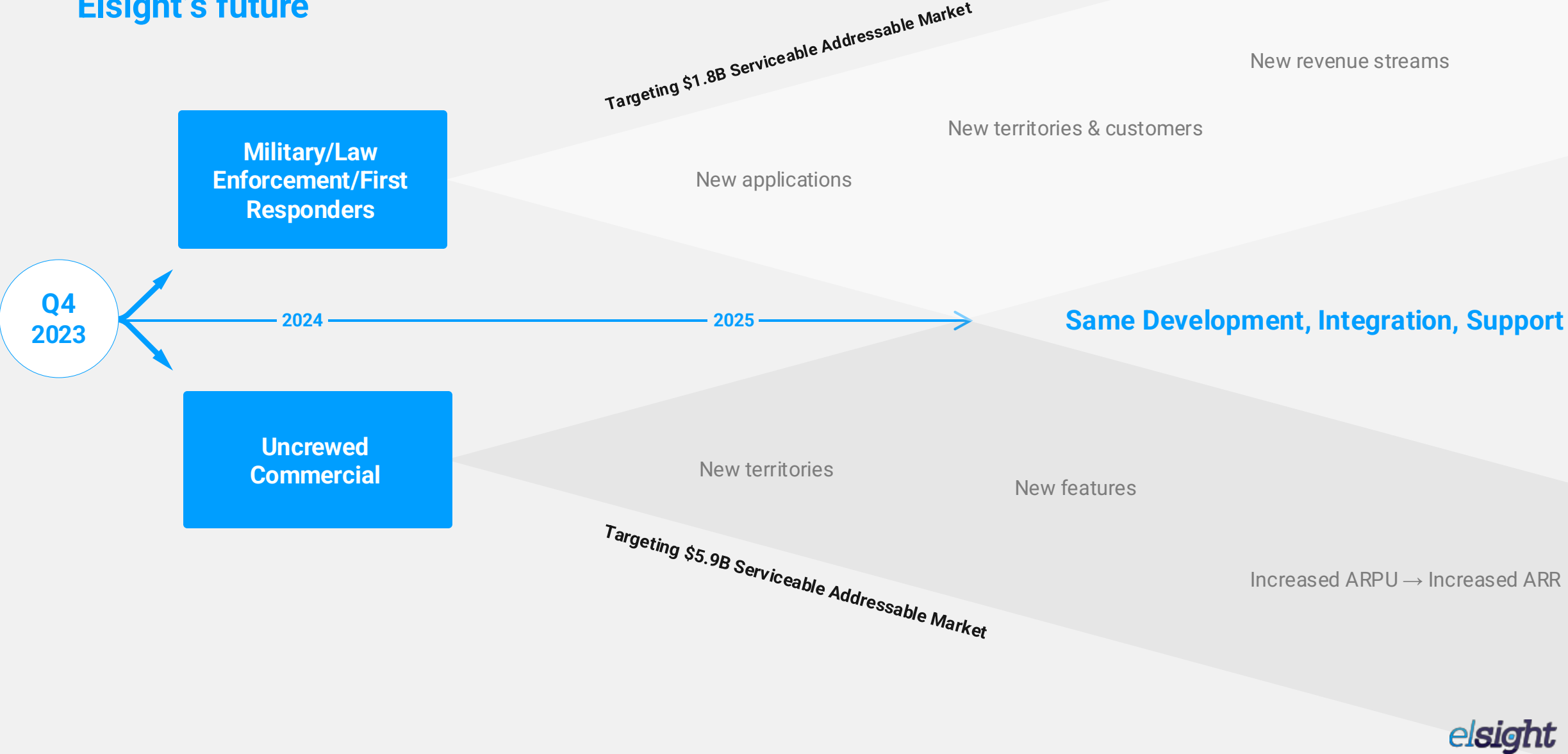
**Largest drone  
manufacturer in its country**  
Japan

## Revenue Models

Building revenue through hardware, software, and services



# Elsight's future



# Corporate Profile

Elsight Limited (ASX: ELS)

## Capital Structure

Shares on issue	181,591,211
Options	23,949,589
Fully Diluted Shares	205,540,800
Cash (As of 27 April 2025)	US\$2.3M (A\$3.6M)
Debt	A\$1M
Market Cap (As of 27 April 2025)	A\$74.45M
52 weeks range	A\$0.290 - A\$0.575

## Share Price Chart



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