

Investor Webinar Presentation

Elsight Limited (ASX: ELS) (‘Elsight Ltd’, ‘Elsight’ or ‘the Company’), is pleased to release the following investor presentation for the quarterly results webinar scheduled for 5.30 pm today, 1 February 2023.

A recording of today’s webinar is expected to be available on the Company’s website as soon as possible following the event.

For investors wanting to participate in today’s webinar, please click on the registration link below.

Webinar details:

Date: Wednesday, 1 February 2023

Time: 5:30PM 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 them in advance to 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) Elsight delivers Absolute Connection with 24/7 Confidence. Our proprietary bonding technology incorporates both software and hardware elements to deliver extremely reliable, secure, high bandwidth, real-time connectivity - even in the most challenging areas for stationary, portable, or actively mobile situational requirements.



elsight


**A NEW ERA OF
CONNECTIVITY**

Investors presentation February 2023

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“Like the internet and GPS before them, **drones** are evolving beyond their military origin to become **powerful business tools**. They’ve already made the leap to the consumer market, and now they're being put to work in commercial and civil government applications from firefighting to farming. That’s creating a **market opportunity that's too large to ignore.**”

- Goldman Sachs

Elsight Halo Core Technology



ELS 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, Elsight is in a great position to become **industry-standard** for connectivity



Product validation - key partners' adoption

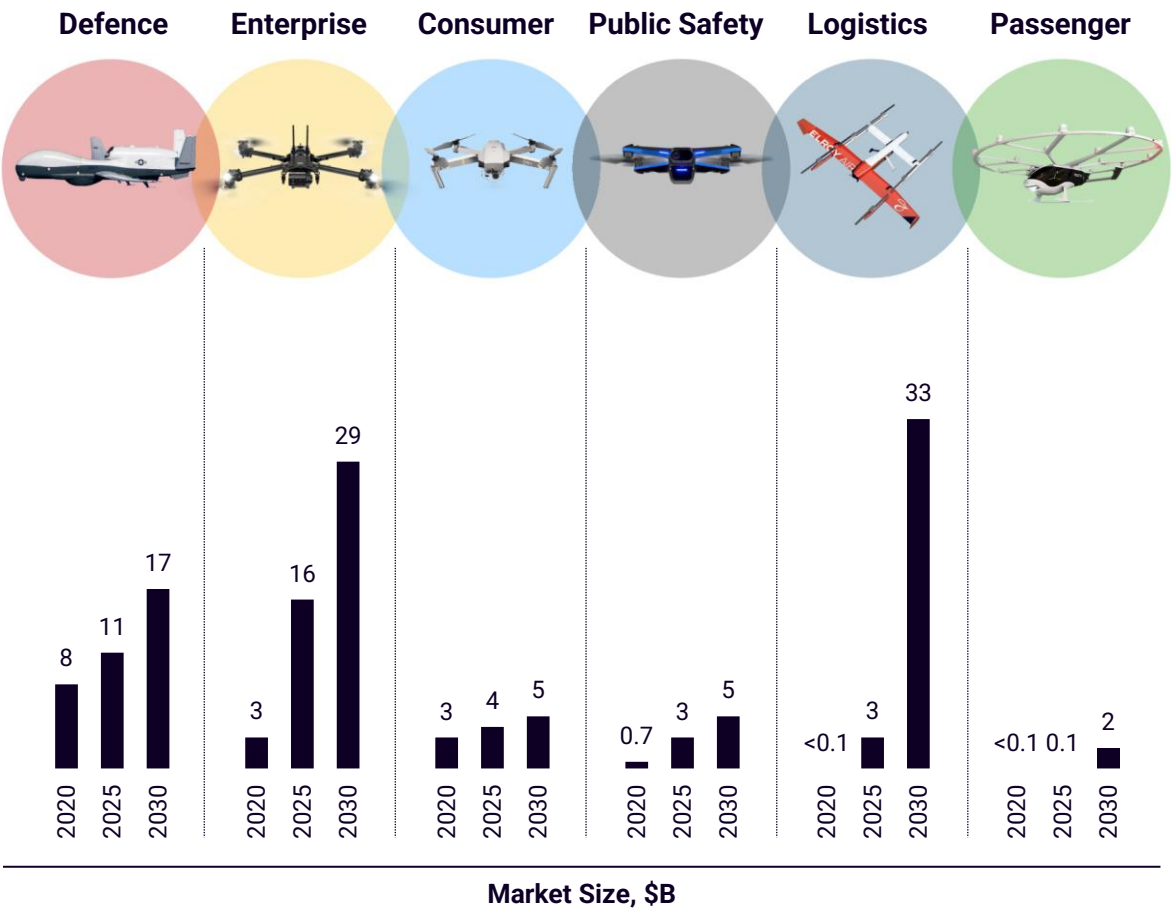
'Design wins' with multiple key partners in high demand verticals - the company is at the **tipping point for growth**



Multiple growth engines

Scalable, repeat transactional hardware & software sales plus **recurring managed services revenues**

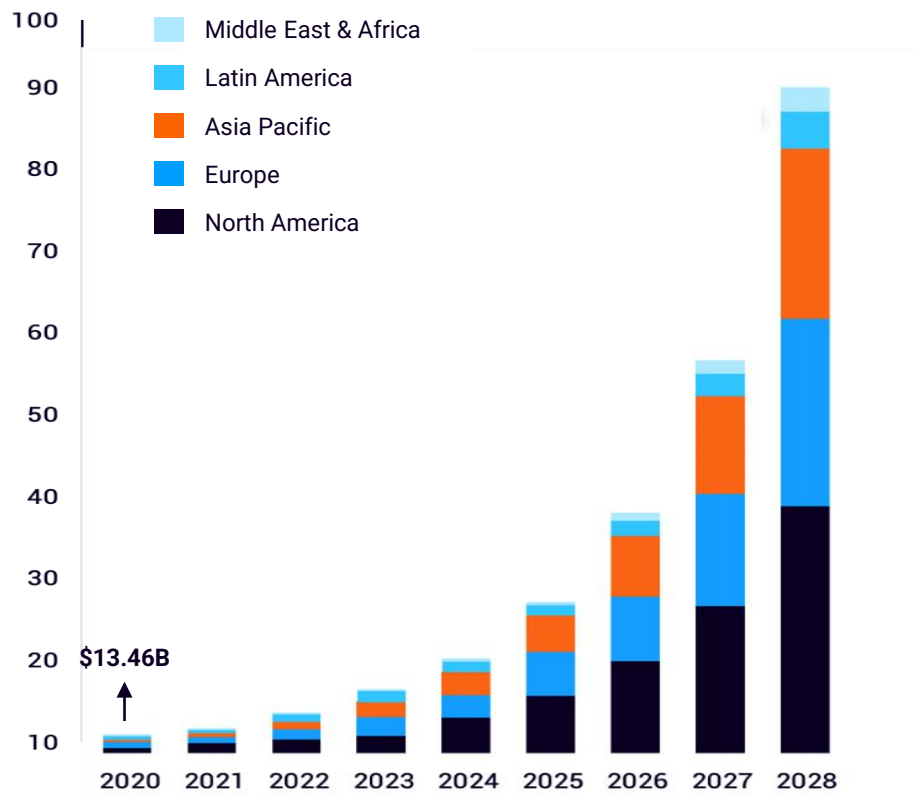
Drone Industry Forecast



Source: Levitate Capital -The Future of the Drone Economy report

Commercial UAV (Unmanned Aerial Vehicle)
Market Size, By Region, 2016-2028, (USDB)

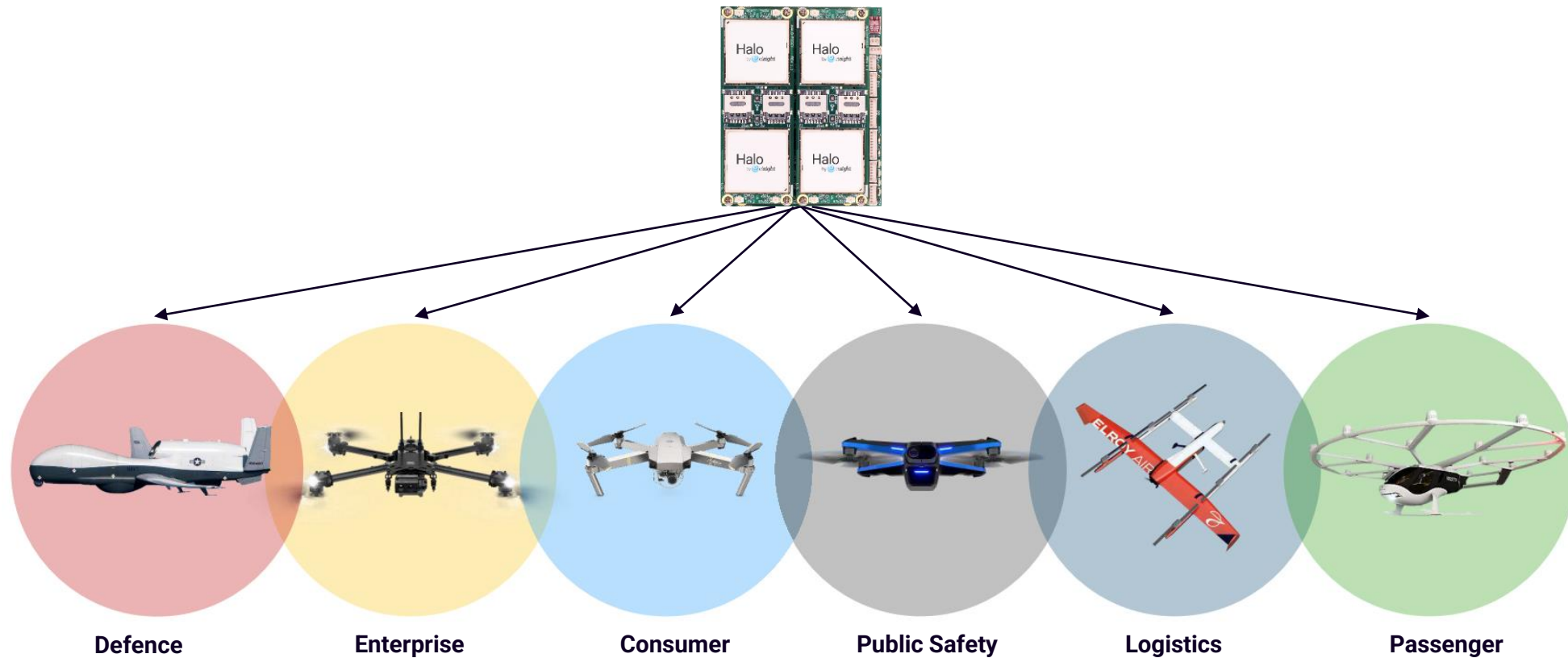
ILLUSTRATIVE



Source: Polaris Market Research Analysis

Elsight Within the Drone Sector

Similar to the PC market, where Intel has successfully branded “intel inside” while being agnostic to the PC brand – Elsight is applying the same concept to the UAV BVLOS market to have “Halo inside”, ensuring absolute connection confidence across a range of verticals

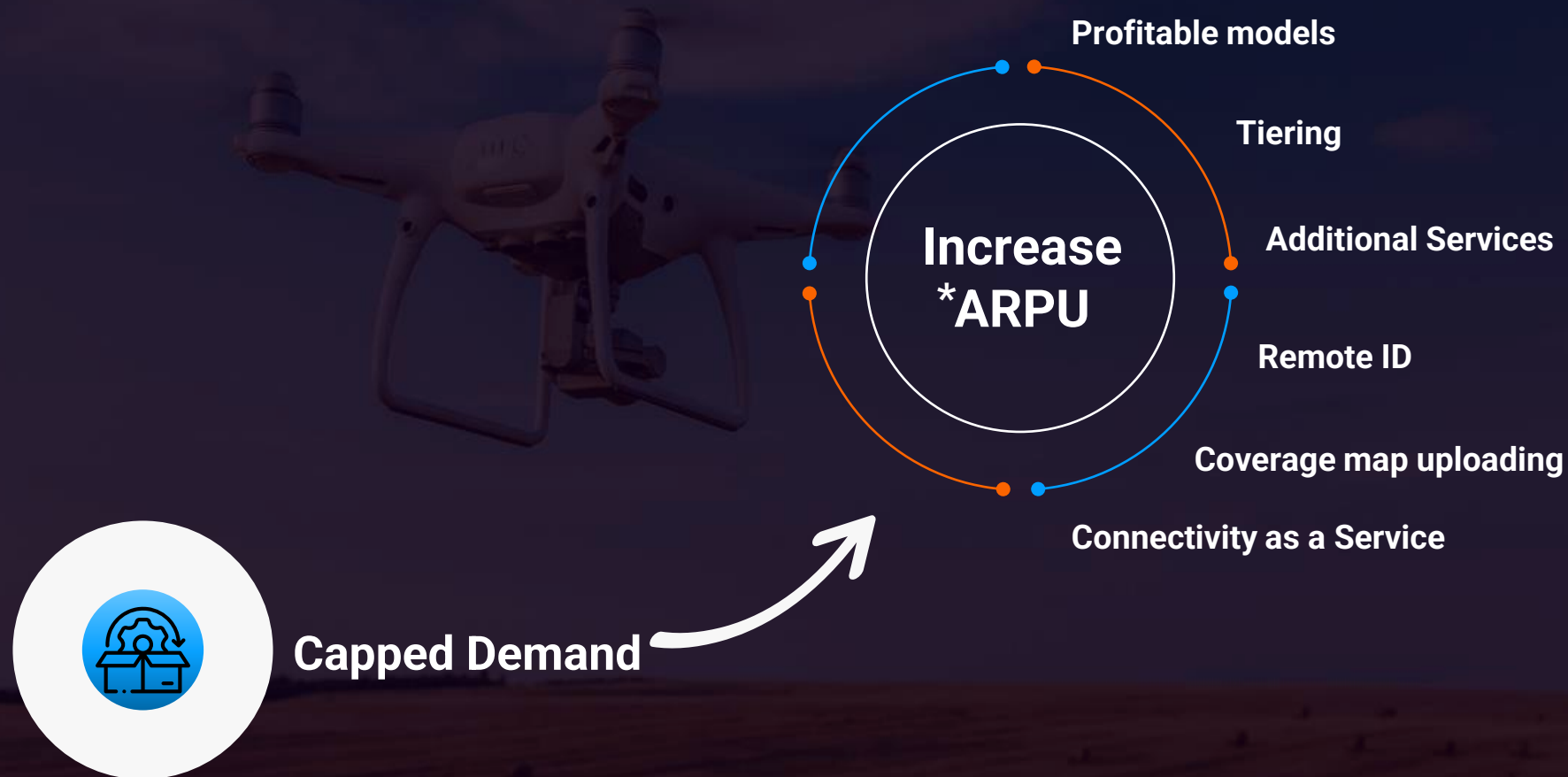


Our Pathway to Market





Optimizing Revenue Growth



* ARPU = Average Revenue Per Unit

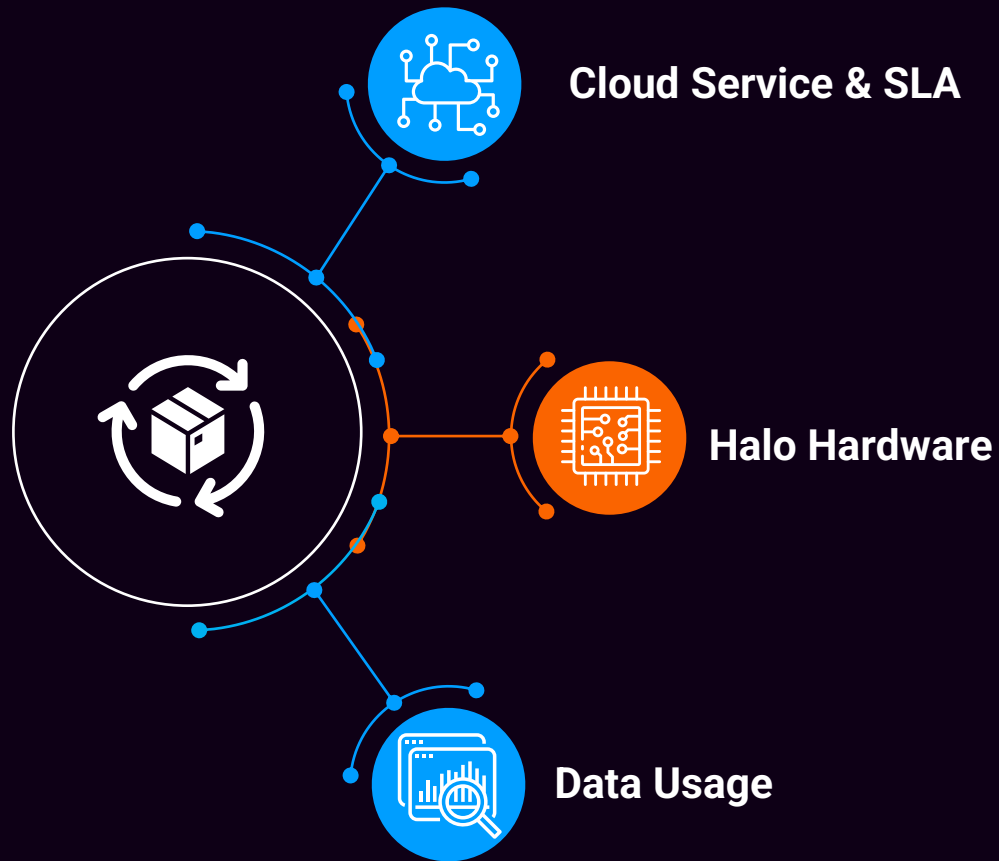
Revenue Models – One-Time sale

Building revenue through hardware, software, and services



Revenue Models – Halo as a Service (Subscription)

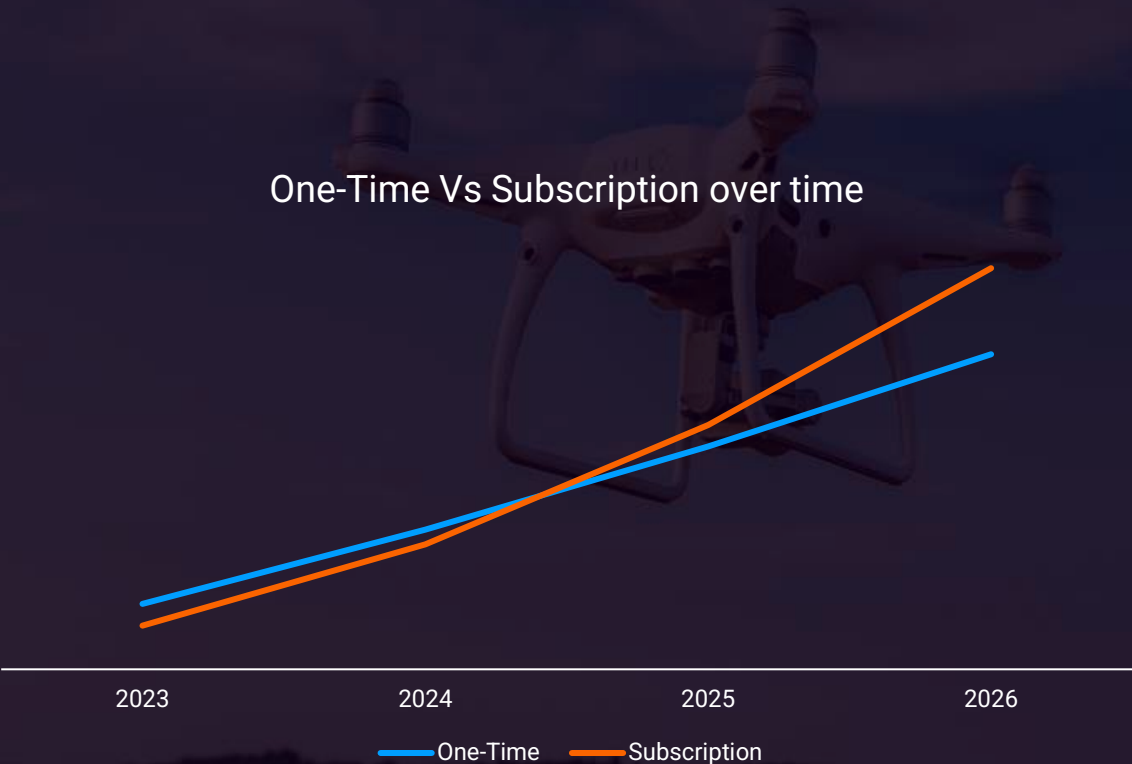
Growing with our customers and aligning with their business



- **Aligned with customers' business model -> drive growth**
- **Lower Financial Risk**
- **One-Stop-Shop for connectivity E-2-E**
- **Lifetime warranty**
- **Overtime – much more profitable for Elsight**

Revenue Models – One-Time Vs Subscription

One-Time Vs Subscription over time



Recurring Income out of total

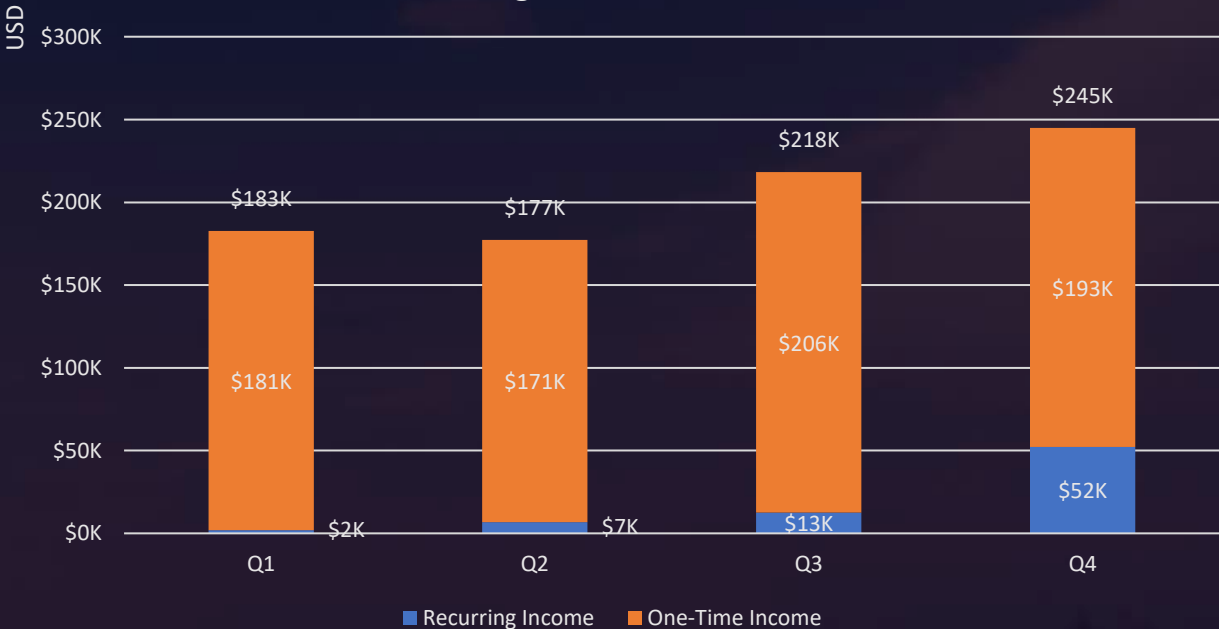
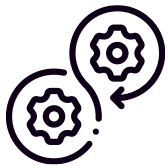


Table 1 This chart sets out the unaudited quarterly income for the Company with the increasing contribution of the Recurrent Income based on Elsight Cloud and connectivity plans.

So who are our customers?



Platform Manufacturer

Those that manufacture the drones/ robots and sale them to operators/ end customers



Service Providers/ Operators

The companies who provide the services to the end customers using specific platform or multiple platforms



End Customers with Custom needs

Enterprises, government organizations that have a special need for BVLOS solutions and create demand for the operators and/or the manufacturers

World Class customer satisfaction



WOJCIECH LORENC

Drone pilot and Chief Operating Officer of Air Operations Division of Farada Group member Labair

Elsight's solution proved to be much more effective than the competitors' products, mainly because of its low weight, better data aggregation, and ability to control a couple of UAVs at the same time.



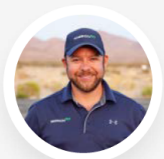
CTO at DroneUp
JOHN VERNON

Elsight provided the reliability that we needed, provided the connection consistency, provided the bandwidth. Elsieht had the cloud, provisioning, management and software capabilities that allowed us to continue refining and improving, something Elsieht still does very well.



Head of Global Strategic Partnerships at Speedbird
ELOISA RIOS

Integrating Halo into our aircraft has helped us to ensure the constant flow of our commercial operations without delays due to loss of connectivity.



Director of Flight Operations
RYAN HENDERSON

With Halo, MissionGO is able to perform the critical task of cargo delivery, among many other aviation operations. Reliable, fast, and robust connectivity on our aircraft will be a cornerstone and key component to successful missions.



CEO and co-founder at High Lander
ALON ABELSON

As a leading platform provider for managing drone airspace and missions, Elsieht's 5G support is helping us get much closer to fully autonomous BVLOS capabilities.

“ We have been extensively flying with HALO and we love it. Just incredible. We've never experienced such a solid LTE link before. Love it!



—Ryan Henderson, Director of Flight Operations, MissionGo

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Allan Burtress · 1st
Supporting the Future of UAS Utilizing a Lifelong Career of Manned Helico...

3w ...

Elsight's customer support is the best I've ever seen. HALO is very impressive and backed up by an outstanding support group. It's a win-win.

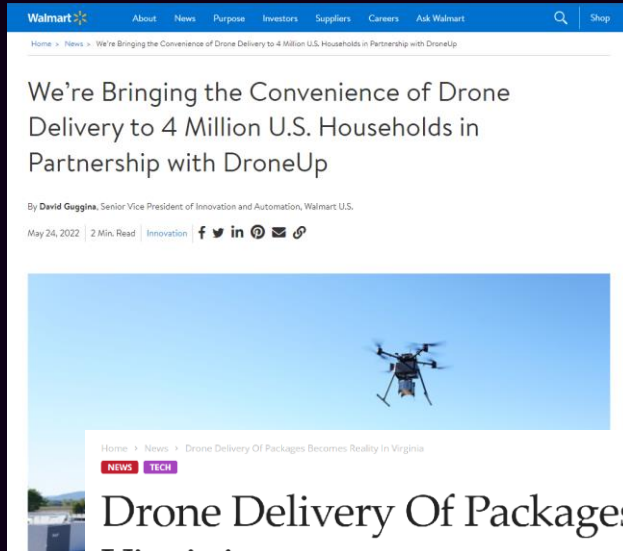
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Elsight is our best supplier. Elsieht not only has an outstanding, amazing product, they also have superb service and support, and we really appreciate this. We are pursuing regulatory type certificate in Brazil with the Halo. This is going to take us to the next level. Halo rocks!

— Santiago Pinzon, CEO, Orkid

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Deployment as we speak- partners headlines



Drone Delivery Of Packages Becomes Reality In Virginia

By Eric Burk - August 25, 2022

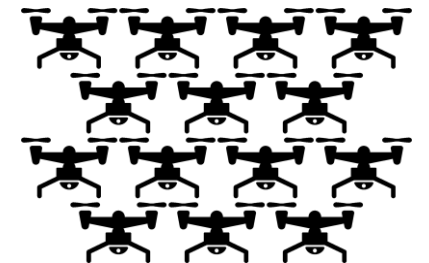
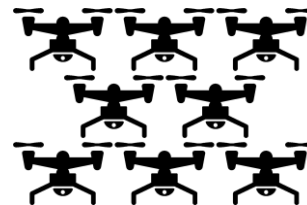
"Our delivery capacity will be four million homes by the end of this year. Our goal is 30 million by the end of next year," DroneUp CEO Tom Walker told the media. "Our partnership with Walmart is unique because there's 4,700 Walmarts. Ninety-two percent of the U.S. population lives within 10 miles of a Walmart. So as we work with the FAA and negotiate that broader range, we're starting to go three, four, five, ten miles. It's not long before 92 percent of the U.S. population can be receiving products."

Walker said that the drones have technology to avoid flying over people and moving vehicles, and operators keep the drones in their sight at all times. He said the drones have a 10-pound capacity, and suggested that they would deliver products like eggs and soda, but said they don't deliver hazardous material or alcohol.



Accelerating Growth

Unlocking value





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THANK YOU

