

A satellite with large solar panels is shown in orbit above a cloud-covered Earth. The satellite is positioned diagonally across the frame, with its solar panels extending towards the top left and bottom right. The Earth's surface is covered in white clouds against a blue background.

# SAS

ANYONE | ANYWHERE | ANYTIME

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## Sky and Space Global

Global Satellite Communications Network

Investor Presentation January 2020 **SAS:ASX**

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## OUR MISSION

To Provide Cost Efficient and Reliable Remote  
Communication Services based  
on Nanosatellites

Dedicated to Rural Connectivity, IoT & Asset Tracking Services







# INVESTMENT HIGHLIGHTS

## Market opportunity

SAS will provide **global communications coverage** to address rapidly **growing IoT & Telco demand**

## Near-term commercialisation

**12 months** to commercialisation, including launch of satellites and roll-out of ground terminals

## Over 50 future B2B customers signed

Providing **material revenue opportunity** once first commercial satellites launched

## Proven technology

**Proven space assets** since 2017, demonstrating SAS's nanosatellite communication capabilities

## Scalable technology

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

## Timing to commercialisation now significantly de-risked

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





## CORPORATE OVERVIEW

- ✂ Sky and Space Global (ASX: SAS) is an **ASX-listed** developer of narrow-band nanosatellite communication networks
- ✂ 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 nanosatellite telecommunication commercial network
- ✂ 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 - \$0.053
Market cap @ \$0.028 (as at 10 Jan. 2020)	\$70m
Ordinary Shares on Issue	2,502,467,657
Shareholders	9400 Share Holders on Registry
Composition	Founders: 38.7% Top 20 SH: 51%
Total funds raised through equity	~AU\$ 47M



## TRANSACTION SUMMARY

Sky and Space Global is seeking to raise \$14.2m in total, comprising of:

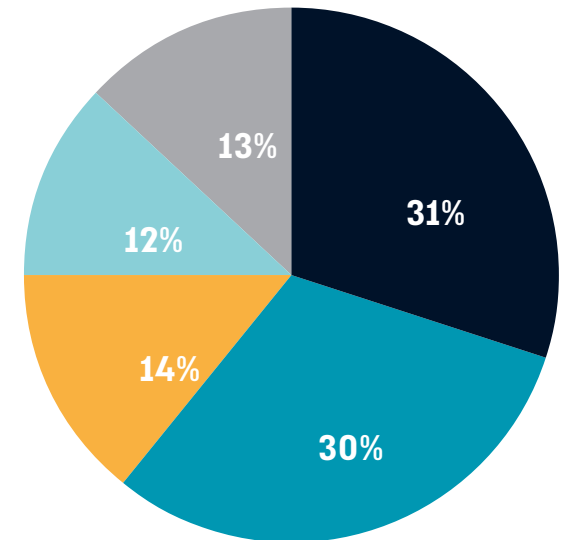
\$9.2m (entitlement offer shortfall) and \$5m (share placement) to fund **construction, testing and launch** of the Company's first 8 commercial 6U nanosatellites services

### Pro Forma Capital Structure

Existing fully paid ordinary shares on issue	2,502,467,657
Shares offered under the Placement at \$0.005 per share	1,000,000,000
Shares offered under the entitlement offer shortfall (\$9.2m)	1,847,560,865
<b>Total</b>	<b>5,350,028,522</b>
<b>Existing Options:</b>	
Exercisable at \$0.05, expiring 21 May 2022	329,075,133
Exercisable at \$0.015 expiring 31 May 2021	81,863,463
1:4 Options under the Placement and offer Shortfall (exercisable at \$0.015, expiring 31 May 2021)	711,890,216
<b>Company valuation (post funding round)</b>	<b>~\$26.7M</b>

Proceeds from the Placement will be used for the following:

- ✕ Manufacture of satellites
- ✕ Facilitating the launch of the satellites
- ✕ Manufacturing ground terminals
- ✕ Other operational costs
- ✕ Working capital and corporate costs and expenses of the Placement





## 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





# WHY SAS? WHY NOW?

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



## Strong Barriers To Entry

Space Proven solution & tech developed over 3 years



## First Mover Advantage

Technology & service firsts



## Spectrum Allocation

Priority rights on ITU filings



## Fully insured

Launch, Satellites & Revenue



## Optimized Services

Disruptive service & price offering



## New Space

Low CapEx nanosatellites, rapidly launch latest technology



## Vast Potential Market

Market expected to double by 2026<sup>1</sup>



## Imminent Launch

Technology and software de-risked



## Cost-Efficient

Up to 80% cost savings



## Scalable




Efficient and scalable business model via Channel Partners

<sup>1</sup>Source: NSR 10th edition M2M and IoT via Satellite report, 2019



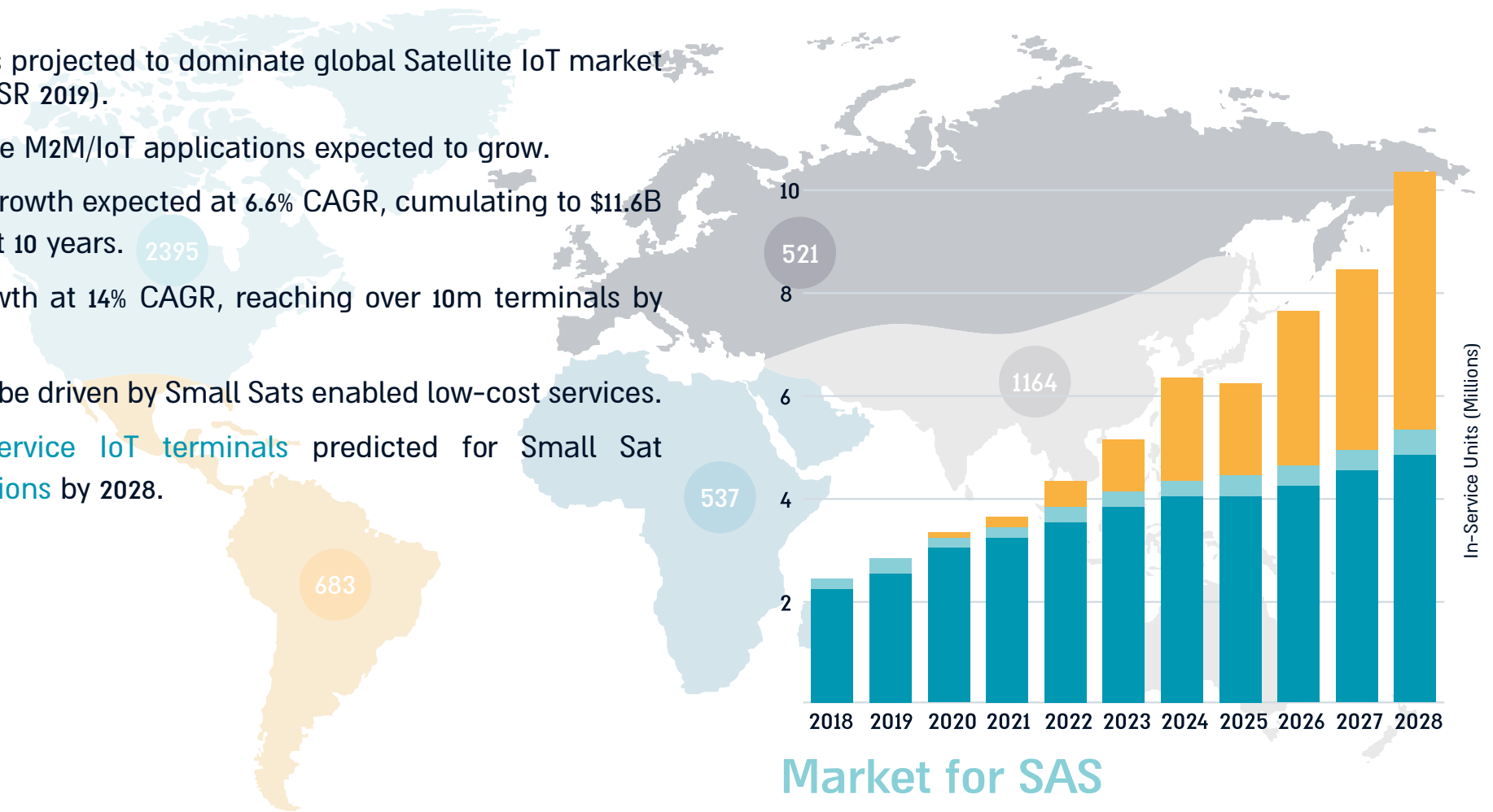
## MARKET OPPORTUNITY

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

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

# GLOBAL IOT MARKET FOR SATELLITE

- ✂ Small Sats projected to dominate global Satellite IoT market growth (NSR 2019).
- ✂ All Satellite M2M/IoT applications expected to grow.
- ✂ Revenue growth expected at 6.6% CAGR, cumulating to \$11.6B in the next 10 years.
- ✂ Units growth at 14% CAGR, reaching over 10m terminals by 2028.
- ✂ Growth to be driven by Small Sats enabled low-cost services.
- ✂ 5.3M in-service IoT terminals predicted for Small Sat Constellations by 2028.



## Market for SAS

■ MSS 
 ■ VSAT 
 ■ Small Sats







Source: Based on multiple sources (NSR 2018, 2019) and company internal research









## SAS SOLUTION

SAS service offering enables a wide array of connectivity services





### TELECOM

-  SOS
-  Data Transfer
-  Voice Call
-  App Connectivity
-  Instant Messaging
-  Voice Messaging

### ASSET TRACKING

-  Fishing Control
-  Equipment Tracking
-  Fleet Management
-  Wild Life Tracking
-  Fisheries Monitoring
-  Fleet Management
-  Herd Monitoring

### IOT & M2M

-  Alerts/Monitoring
-  Water Metering
-  Precision Farming
-  Access Control
-  Point of Sale
-  Irrigation/Fertigation
-  Storage Control
-  Battery Monitoring
-  Flood Monitoring
-  Machine Monitoring

# THE SAS NANOSATELLITE PROGRAM

## Space Proven Assets



SAS Diamonds



SAS "6U"



The Pearls Nanosatellites

## Flexible Terminals



SAS Terminals

## Multiple Launch Options



Rocket Lab



Arianespace

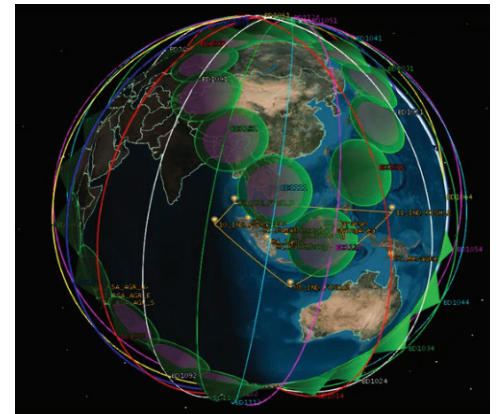


CGWIC



Virgin Orbit

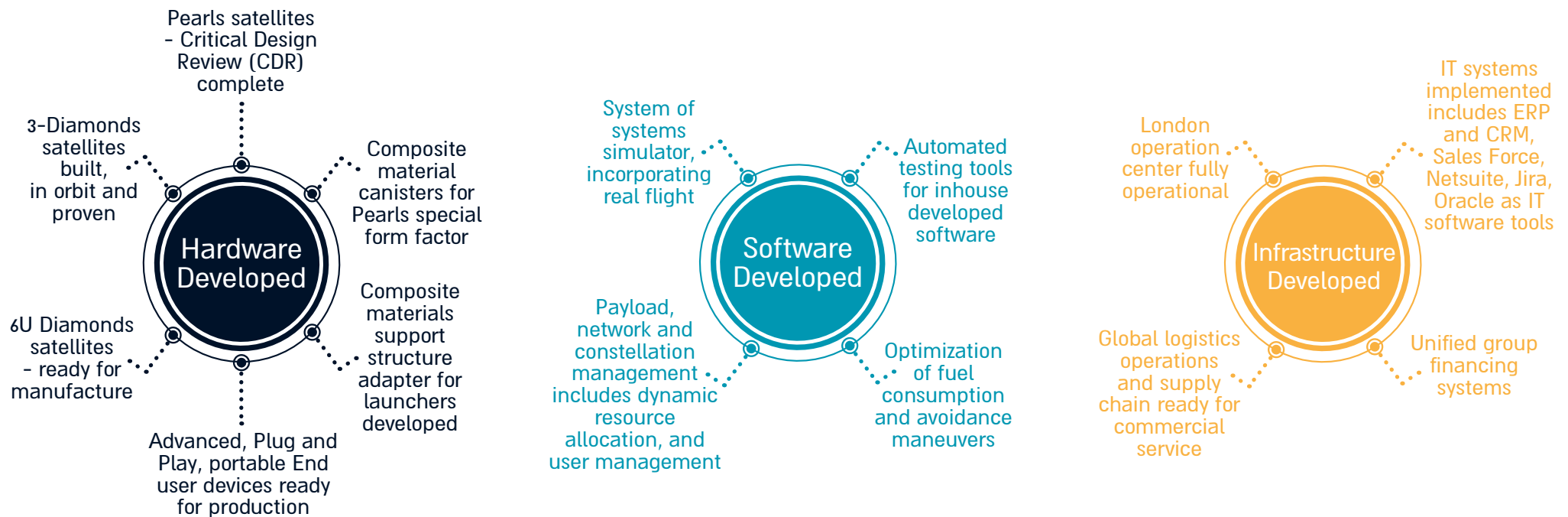
## Global Coverage





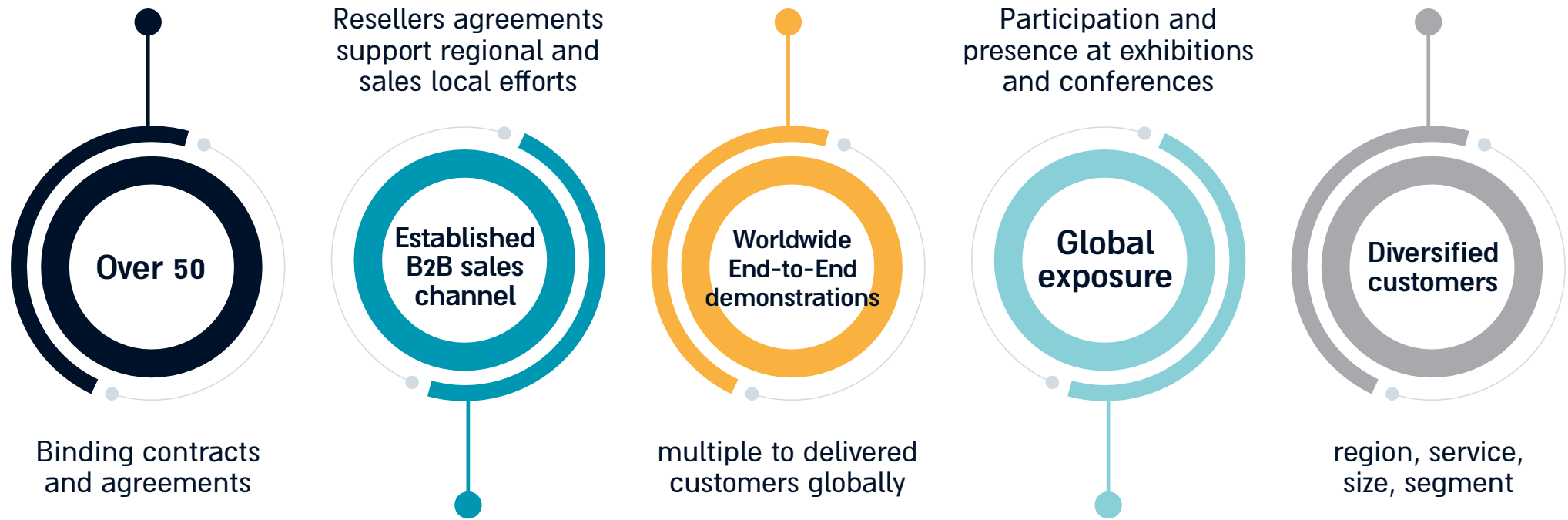
# THE SAS NANOSATELLITE PROGRAM

Significant investment and progress over last 3 years  
Key Strategic Projects completed, as SAS nears commercialisation



## ESTABLISHED SALES, DISTRIBUTION AND GROWING POTENTIAL CUSTOMER BASE

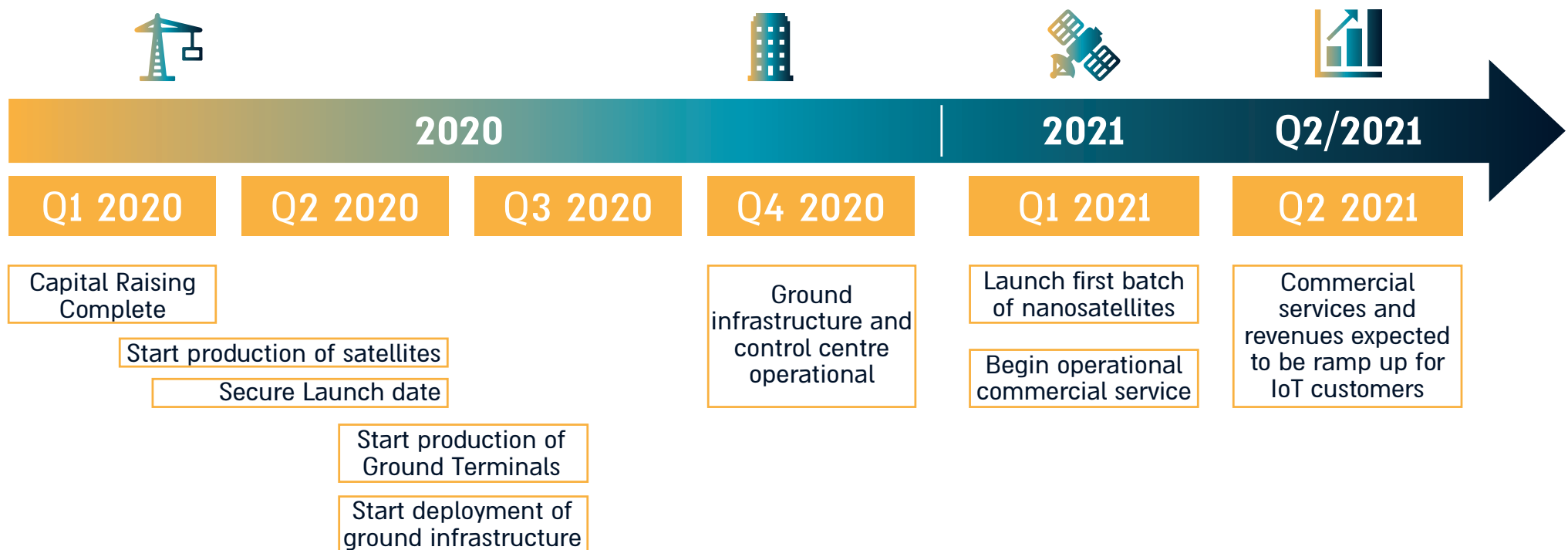
Over 50 agreements including binding contracts signed ensuring commercialisation will follow launch of 6Us





# READY FOR COMMERCIALISATION

Launch of first batch of nanosatellites in **Q1/2021** will signal start of revenue generation



Note: Launch schedule dependent on Launch Service Provider.

# HIGH LEVEL OF EXISTING CUSTOMER ENGAGEMENT

Over 50 worldwide agreements across multiple sectors



Note: Partial representation of reseller/customer base



# SCALABLE, COST EFFECTIVE B2B GO-TO MARKET APPROACH

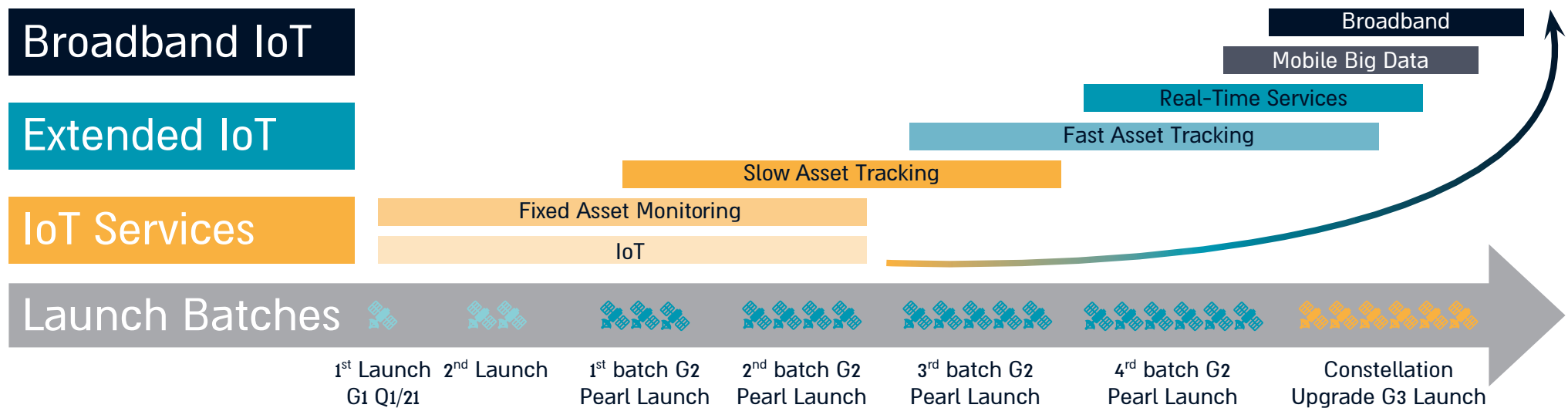
- ✂ Scalable, cost efficient distribution model
- ✂ Established global and regional channel partner distributor network
- ✂ Improved visibility of regional /national projects
- ✂ **Faster** local certifications and landing rights
- ✂ Expert local customer support



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

# ROADMAP FOR SERVICES DEPLOYMENT

- ✘ Addressing the exploding growth of IoT applications from launch of 1st 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
- 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 1st batch launch - expected Q1/2 2021



- 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





**Thank You!**

