



## GLOBAL RF RECONNAISSANCE DATA

VHF Activity Observed by Kleos Satellites  
AIS: Negative



VHF Activity Observed by Kleos Satellites  
AIS: Positive



VHF Activity Observed by Kleos Satellites  
AIS: Positive



VHF Activity Observed by Kleos Satellites  
AIS: Negative



VHF Activity Observed by Kleos Satellites  
AIS: Positive



AGM PRESENTATION 2019  
ASX: KSS  
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# The Earth Observation data market is projected to grow exponentially

Mordor Intelligence

Kleos is engaged with target customers worldwide to help provide answers to major global challenges

# CORPORATE SNAPSHOT

- 📍 Incorporated in Luxembourg June 2017 leveraging 5+ years R&D activity
- 📍 Independent and privately funded (>€10m) through to 1<sup>st</sup> launch
- 📍 Chairman: Air Commodore Peter Round
- 📍 Co-Founder/CEO: Andrew Bowyer
- 📍 Co-Founder/CTO: Miles Ashcroft
- 📍 Non-exec/Indep Dir: David Christie
- 📍 US Strategy Director: Karyn Hayes-Ryan (ex director NGA, NRO)
- 📍 Targeted and experienced team of Mission, RF, Data Science & Analytical Engineers
- 📍 Data delivery strategy through critical partnerships
- 📍 Strong non-equity financial support from Luxembourg Government
- 📍 IPO to rocket launch within 1 year
- 📍 Early adopters pre-orders and sales channel partner contracts signed

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## KEY METRICS

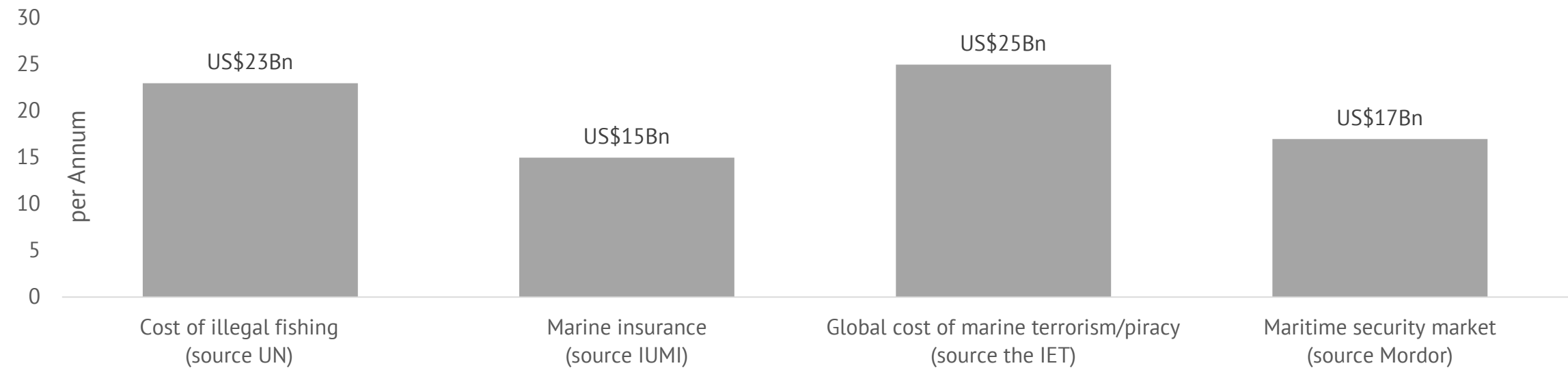
CDIs on Issue	106,627,500
Escrowed CDIs	35,555,000
Tradeable CDIs	71,072,500
Market Cap (at A\$0.30)	A\$31.99 million

CDIs are issued 1:1 with underlying fully paid ordinary shares to facilitate trading in the securities. Kleos is incorporated in Luxembourg. Data at 21 June 2019.

## SHAREHOLDERS

Number of CDI Holders	505
Board and Management	25%
Top 20 Shareholders	67%

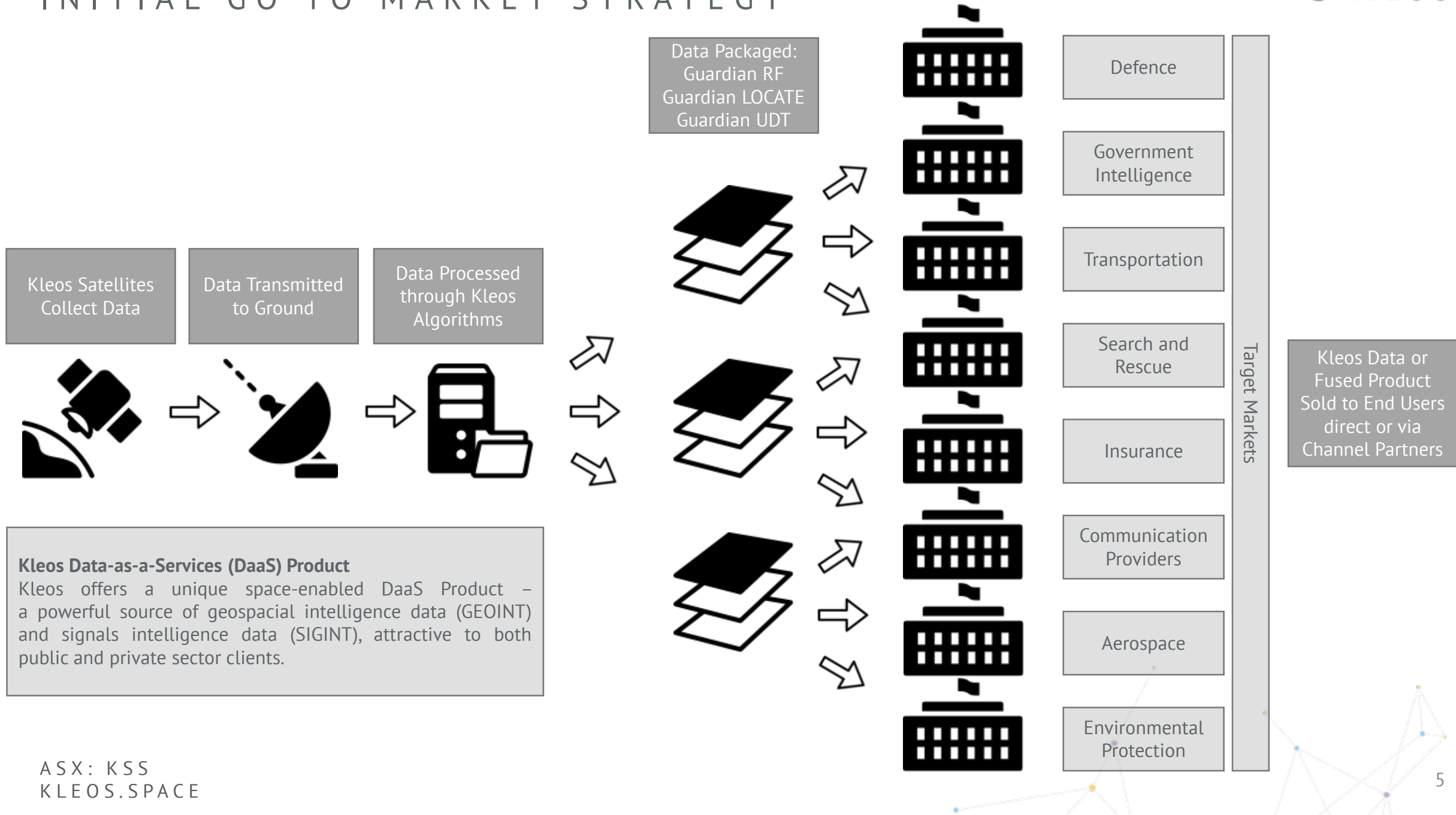
PRODUCTS TACKLING GLOBAL CHALLENGES (US\$ 80Bn)



Kleos Data Products		Application	Target Market
Low-Level Data Products	Satellite Data	Maritime situational awareness	Defence & Security
	Georeferenced RF Data	Enhanced maritime situational awareness	Defence & Security, Commercial Geospatial Intel providers
Location enabled analytical data	Maritime Pattern/Anomaly/Comparator Data	Maritime operations, logistics, port and terminal management, maritime trade, risk management, commercial shipping and port stakeholders, fleet capacity analysis and forecasts, reporting on illegal activities	Defence & Security, Search & Rescue, Fishing Monitoring (regulatory) Insurance and Shipping Companies



# INITIAL GO TO MARKET STRATEGY



- Significant progress made engaging the market with:
  - Organisational memberships and conferences
  - Development Memorandum of Understandings
  - Channel Partner Agreements
  - Government Procurement Portals
  - Pre-orders
- A broad spectrum customer base with signed engagement from focussed small enterprises to global defence contractors such as:
  - Multiple Large US Defence Contractors
  - Airbus
  - Ball Aerospace
  - IMSL
  - Victoria Falls
  - ImageSat International



**"Our early adopters represent many end-users, each a possible further revenue source to Kleos as we roll out our DaaS Model"**

Andrew Bowyer, Co-Founder and CEO

## Targeting diverse, multi-market, high value direct & reseller agreement revenue streams

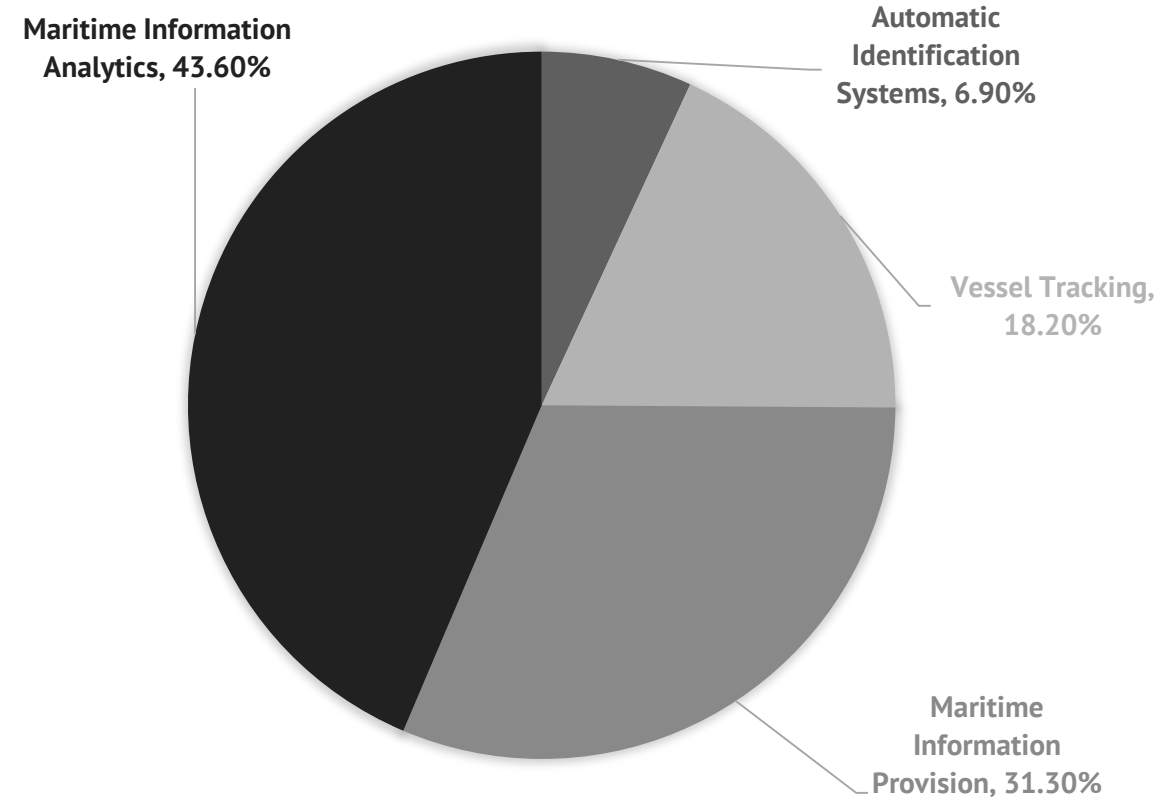
- 📡 The global space-based Earth observation data products revenues in 2016 was US\$2 billion<sup>1</sup>
- 📡 Global Maritime Information Market expected to be up to US\$1.41 billion<sup>2</sup> by 2020.
  - 📡 *KSS initial target is less than 1.5% of this market by 2020 (revenues of €19.5 million)*

## Competitive environment

- 📡 Only one other known company that is working to create Space collected commercial RF data
  - 📡 Successfully launched the first cluster of three formation-flying satellites
  - 📡 Reported to have over \$50 million in commercial contracts validating the demand for this data
  - 📡 Kleos very well positioned against this peer offering

**"Repeatable, profitable revenue from high quality customers"**  
Andrew Bowyer, Co-Founder and CEO

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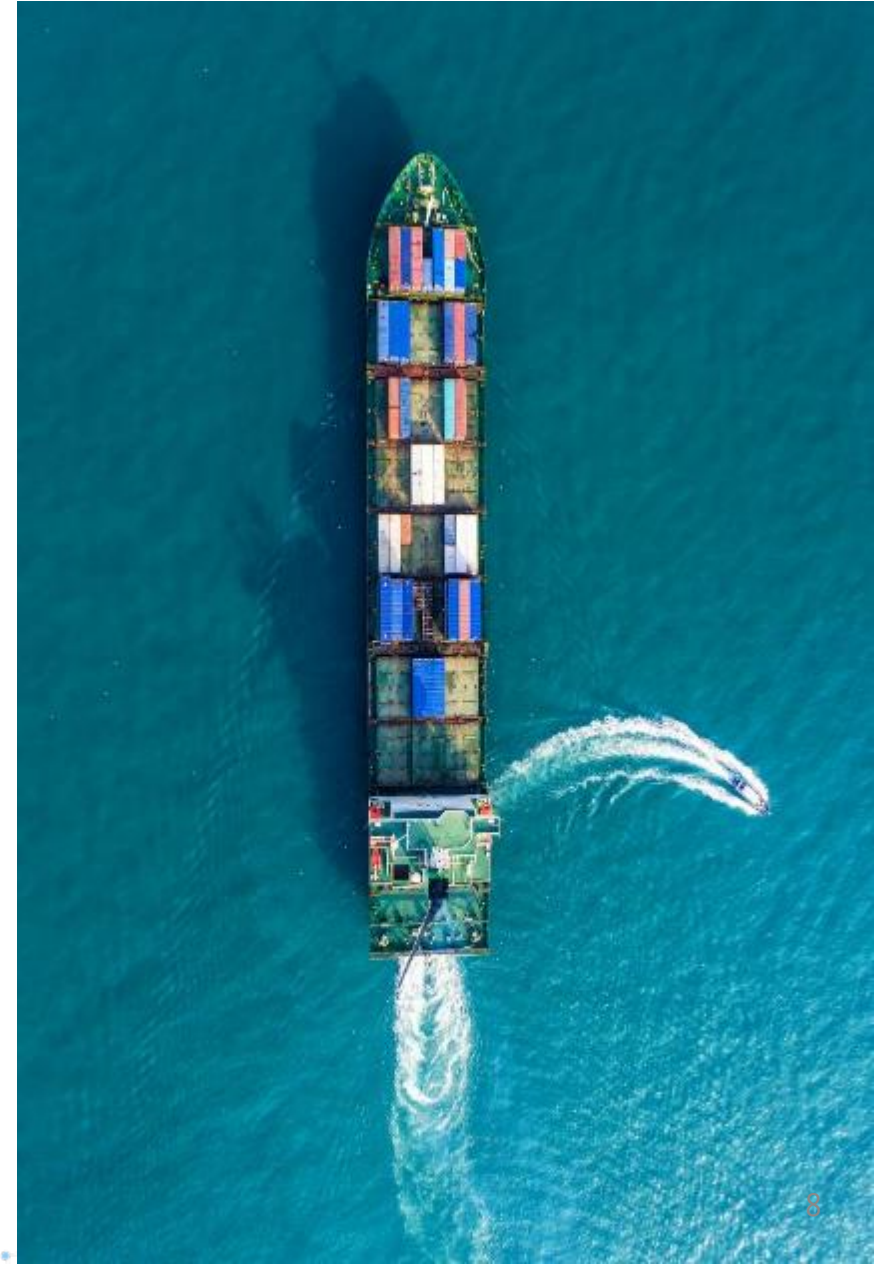
## GLOBAL MARITIME INFORMATION MARKETS

<sup>1</sup> 2017 State of the Satellite Industry Report

<sup>2</sup> Global Maritime Information Market 2016-2020, Technavio

## **Kleos to deliver maritime RF activity data to help disrupt US\$80bn+ illegal fishing, smuggling, trafficking and security & border challenges**

- ☼ Independently geolocating VHF transmissions to reveal dark, unseen, unlocatable, obscured, obfuscated, covert Maritime activity
- ☼ Complimentary to S-AIS/SAR/Imagery EO
- ☼ Data provided as-a-Service (DaaS), we aim to be:
  - ☼ Reliable
  - ☼ Repeatable
  - ☼ Easy to ingest via API
- ☼ Collection capability will grow to near real-time collection by launching:
  - ☼ further satellites
  - ☼ enhanced payload
- ☼ The data will be offered at a variety of levels from raw to processed to be 'analytic ready'
- ☼ Distribution to be 'integration partner' centric





# HOW THE CUSTOMER WILL USE THE DATA

Kleos data delivers a cost effective input for ABI 'tipping and cueing' of other EO and ISR Assets

## Example Target Sectors:

- 📡 Defence and Security
  - 📡 Intelligence
  - 📡 Border Protection and Control
- 📡 Regulation
  - 📡 Fishery Protection
  - 📡 Pollution Control
- 📡 Commercial
  - 📡 Insurance
  - 📡 Asset Ownership

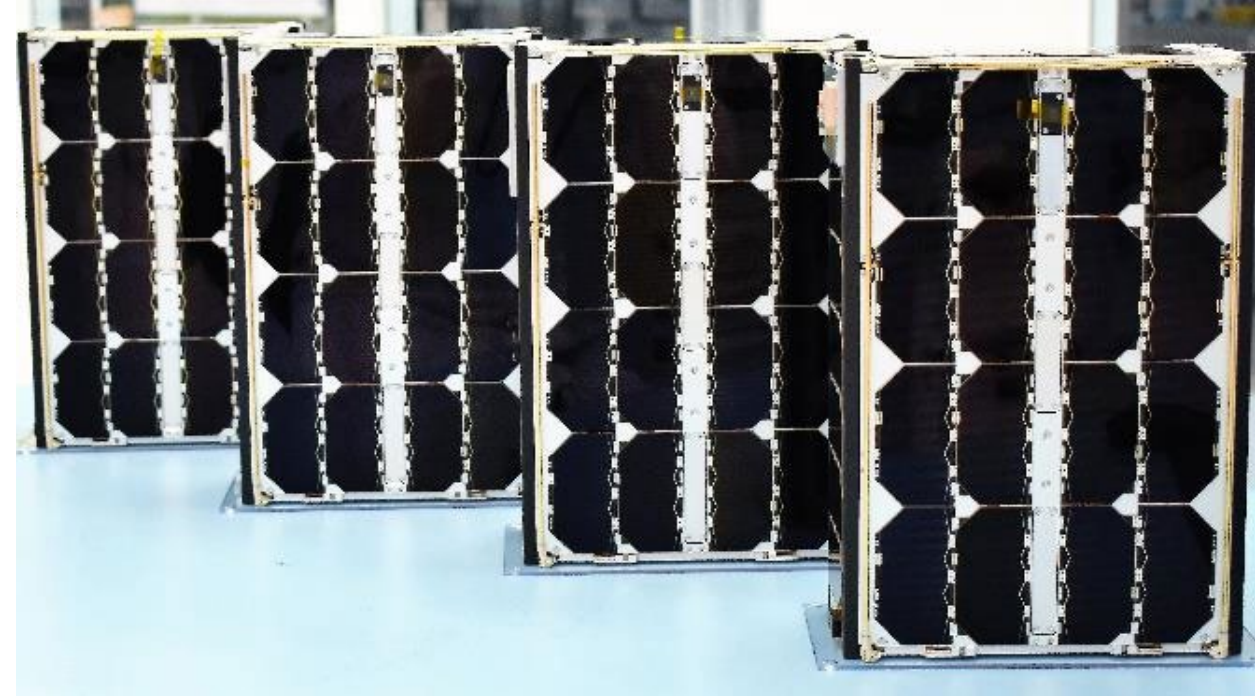
Enhancing maritime situational awareness through delivering data stream of geolocated VHF communication transmissions and delivering a cueing capability data stream of geolocated VHF communication transmissions



GUARDIAN RF SATELLITE RF DATA	GUARDIAN LOCATE GEOLOCATED DATA (ANALYTIC READY)	GUARDIAN UDT USER DEFINED DATA SET
<p>Satellite data from our Scout satellites that has not been processed through our geolocation algorithms for customers who have their own geolocation/ signals intelligence capability.</p> <p>Provided as a structured time aligned I/Q Level X data stream. Monthly/yearly automated and programmatic ordering, invoicing and usage reports available</p>	<p>Processed to deliver geolocated RF activity and capture metrics which is ready for further analytical activity by the customer within GEOINT and data fusion platforms.</p> <p>Monthly/yearly automated and programmatic ordering, invoicing and usage reports available</p>	<p>A customised data set driven by customers requirements and bespoke quotation prior to order.</p> <p>Common customisation variables may include;</p> <ul style="list-style-type: none"> <li>Specific AOI, data frequency (geospatial filtering)</li> <li>Specific time (temporal filtering)</li> <li>Ground, ground station/s</li> <li>Enhanced, security</li> <li>Event based triggers</li> </ul>

END USER – SINGLE	END USER – TEAM	CHANNEL PARTNER
<ul style="list-style-type: none"> <li>Single user licence</li> <li>Non-reselling</li> <li>For integration into data fusion/analytics software</li> </ul>	<ul style="list-style-type: none"> <li>Multi user team licence</li> <li>Non-reselling</li> <li>For integration into data fusion/analytics software</li> </ul>	<ul style="list-style-type: none"> <li>Integration licence</li> <li>Non-reselling unless as part of a fused intelligence solution</li> <li>For integration into data fusion/analytics software where output sold to end-users</li> </ul>

- 📡 IPO August 2018
- 📡 4 X satellites procured and launch ready
- 📡 Government Grants – €3M EUR to date
- 📡 Ground station provider secured
- 📡 Data product API ready
- 📡 Global market engaged
- 📡 Satellite operation licences in place
- 📡 Launch confirmed for August 2019
- 📡 A\$3m in early adopters pre-orders & channel partner contracts: leading defence and security contractors in US, UK, Europe and go-to-market route agreements in place
- 📡 US Govt Procurement Platform (GSA) route engaged



Kleos Satellites Assembled

# UPCOMING MILESTONES

July 2019	Expansion of Development Expansion of Sales Team
August 2019	Satellites Launched
September to December 2019	Satellites Commissioned Revenues Commence & Contract Ramp-Up
First Half 2020	2nd Launch Additional Higher Value Product Range
Fourth Quarter 2020	3rd Launch Further Increase to Revenues



Launch Scheduled for August 2019

## Forward-Looking Statements

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