

For personal use only



---

# Australian Institutional Roadshow

January 2018

---

# Disclaimer

For personal use only

Some of the statements appearing in this presentation may be in the nature of forward looking statements. You should be aware that such statements are only predictions and are subject to inherent risks and uncertainties. Those risks and uncertainties include factors and risks specific to the industries in which Sky and Space Global Limited ("SAS") operates and proposes to operate as well as general economic conditions, prevailing exchange rates and interest rates and conditions in the financial markets, among other things. Actual events or results may differ materially from the events or results expressed or implied in any forward looking statement. No forward looking statement is a guarantee or representation as to future performance or any other future matters, which will be influenced by a number of factors and subject to various uncertainties and contingencies, many of which will be outside SAS's control.

SAS does not undertake any obligation to update publicly or release any revisions to these forward looking statements to reflect events or circumstances after today's date or to reflect the occurrence of unanticipated events. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions or conclusions contained in this presentation. To the maximum extent permitted by law, none of SAS, its Directors, employees, advisors or agents, nor any other person, accepts any liability for any loss arising from the use of the information contained in this presentation. You are cautioned not to place undue reliance on any forward looking statement. The forward looking statements in this presentation reflect views held only as at the date of this presentation.

This presentation is not an offer, invitation or recommendation to subscribe for, or purchase securities by SAS. Nor does this presentation constitute investment or financial product advice (nor tax, accounting or legal advice) and is not intended to be used for the basis of making an investment decision. Investors should obtain their own advice before making any investment decision. By reviewing or retaining this presentation, you acknowledge and represent that you have read, understood and accepted the terms of this important notice.



## We believe that communication

... is a vital property of life

... is a basic right for all human beings

... is essential to make our world better

... will help to bridge the gaps

our vision is to provide -

**Affordable** communications for **Anyone, Anywhere, Anytime**



# Corporate Directory

Sky and Space Global (ASX : SAS) is a European based, disruptive nano-satellite communication company.

- Set to provide affordable communication solutions - affordable data, voice and instant messaging services to over 3 billion people (Equatorial region)
- Targets the global satellite/telcoms market through the use of very sophisticated and lower cost nano-satellite technology – highly disruptive to the existing conventional satellite platforms
- Founded by highly credentialed Israeli satellite and aerospace experts
- Listed on the ASX in May 2016

Board of Directors	
Meir Moalem	CEO & Managing Director
Brett Mitchell	Executive Director
Peter Wall	Non-Executive Chairman
Maya Glickman-Pariente	Non-Executive Director
Yonatan Shrama	Non-Executive Director

Issued Capital	
Current ordinary shares	1,695,414,128
Performance Rights	25,525,000
Board and Management	~ 56%

Capital Structure	
ASX code	SAS
Market capitalisation (fully diluted)	~ \$310m
Market capitalisation (undiluted)	~ \$305m
Share price at 12/01/2018	\$0.18



# Investment Proposition

A sophisticated nano-satellite technology company set to revolutionise the existing satellite communications industry with its price disruptive first mover technology.

Creating 'new space' technology

New communications infrastructure based on **space proven**, nano-satellites technology

Large barriers for entry

IP developed for a complex and sophisticated software system – combining **unique expertise** in space technology and network management

Provides cheaper communications infrastructure

Up to **80% savings vs conventional satellites** via a network of low cost nano-satellites with reduced capital expenditure, launch and operating costs

Acceleration to market

Through use of space proven COTS hardware, and pre-launch signed contracts

Enables technology upgrading capabilities

Constant upgrades built into the business model with short turn around timeframes

Competitive advantage

**Significantly cheaper platform** for voice, data and instant messaging services for the telecommunications and international transport industries where service is currently unavailable



For personal use only

# Proven Leadership Team

For personal use only



**Meir Moalem**

## CEO & Managing Director

A jet fighter pilot, Lt. Col (Res.) of the IAF, Meir has over 20 years of experience in management, R&D and operation of state-of-the-art projects in Space Systems and UAS.

Roles include acting deputy sq. commander and leading the MEIDEX experiment on Space Shuttle Columbia (STS-107) as the project manager for Israel first astronaut flight, Managing Israel's satellite projects (Ofeq, Techsar) and more.

For one of his classified projects, Meir has been awarded the Israel National Security Award.



**Yonatan Shrama**

## VP Business Development

Yonatan has over 12 years of experience in business development and entrepreneurship in automotive technology systems, medical equipment and high technology security equipment.

Yonatan has extensive experience in managing teams and processes. Yonatan is currently the chairman of Enigmo, a Cyber company, and VP Bizdev at SPACECIALIST.



**Meidad Pariente**

## Chief Technology Officer

Over 20 years of hands-on experience in the space industry.

He started as AMOS-1 satellite operator. later was the Deputy Mission Manager of AMOS-2. Chief systems engineer of AMOS-3 successfully launched in 2008, and special engineering advisor for AMOS-5, launched in 2011.

Meidad also led the "Duchifat-1" project, the first Israeli student Nanosatellite which was launched successfully in June 2014 and is still active.



**Brett Mitchell**

## Executive Director – Corporate

Mr Mitchell is a corporate finance executive with over 20 years of experience in the finance, resources and technology industries.

Brett has been involved in the founding, financing and management of both private and publicly-listed companies and holds executive and non-executive directorship roles currently with ASX listed companies.



# Key Milestones Delivered to Date

For personal use only



**SAS** starts trading at the ASX, first Capital Raise through an RTO



First wholesale customer secured, Sat-Space Africa for bandwidth from the "3 Diamonds"



A full insurance coverage by **BRIT** to de-risk Company's financial exposure to the pilot phase



Launch agreement with **Virgin Orbit**, to use LauncherOne, for the launch of SAS constellation

2016 - 2017



Frequency registration and ITU filings for SAS services



3 Diamonds contract signed with **GomSpace**



**PSLV** launch secured for 3 Diamonds



New customers secured for 3 Diamonds communication services



# Key Milestones Delivered to Date

For personal use only



SAS completes 2<sup>nd</sup> oversubscribed CR at the ASX



SAS is awarded "Global Innovation Technology Award" by Frost @ Sullivan



SAS signs agreements with US Department of Defence and UK Ministry of Defence



SAS's 3 Diamonds nano-satellites constructed and designated as Ready for Launch by GomSpace

2016 - 2017



SAS selects GomSpace as equatorial constellation construction partner



SAS signs first major South/Latin American customer agreement Globalsat Group



23/6/2017  
SAS's 3 Diamonds Launched from ISRO launch facility in India



SAS signs first commercial services binding agreement with SSA





# Key Milestones Delivered to Date

For personal use only



Secured commercial wholesale contract with **BeepTool**, SAS's second commercial customer



SAS completes 3<sup>rd</sup> oversubscribed raising on the **ASX**



**PDR** milestone completed at **GomSpace** for SAS's equatorial constellation

## 2017



3 Diamonds certified as operational.

**ISL** tested up to 2MSPS



Successful integration of **Check Point** cybersecurity solutions into the **SAS** nano-satellite network



SAS signs US\$30 million 5-year binding contract with **BeepTool**



# Global Partnerships

For personal use only

## Sat-Space Africa Ltd

Binding Agreement for bandwidth provided by "3 Diamonds"

Sat-Space Africa is a Pan-African communications company with operations and infrastructure in 27 African countries

Sat-Space has secured commercial contracts to sell SAS bandwidth to end users

## SocialEco Ltd

SocialEco Ltd produces a \$1 Humanity Smartphone for the developing world

Development of a \$20 Android smartphone that will have SAS network embedded as default

Sky and Space Global is exploring the integration of a SAS APP into SocialEco's \$1 smartphone

## WeFarm

Agreement to explore the integration of SAS's nano-satellite communication platform into WeFarm's process of on-boarding users

WeFarm Ltd is the world's largest knowledge and data network for small-scale farmers

## Globalsat Group LLC

Agreement to explore the provision of SAS's communication services to Globalsat end-users

Globalsat provides Mobile Satellite Services, with a strong presence across South and Latin America



# BeepTool Partnership

For personal use only

Sky and Space Global signed a 5-year binding network contract with BeepTool in December 2017, with an approximate **US\$30** million minimum contract value over this term.

BeepTool has agreed to purchase all the available communications bandwidth that is required by BeepTool to fill its commercial demand.

The deal validates the Company's commercial offering to telecommunication and financial service companies.



# Virgin Orbit Partnership

For personal use only

## As a launch partner

Sky and Space Global has purchased four dedicated missions on Virgin Galactic's nano-satellite orbital launch vehicle, **LauncherOne**

SAS plans to launch constellation of about **200 nano-satellites** from mid-2018

Provides a cost effective solution for deployment of SAS constellation

## As a commercial partner

In October 2016, Sky and Space Global signed an MOU with Virgin Orbit

Virgin and SAS are to explore the potential to create a satellite communications network to provide connectivity to its LauncherOne carrier aircraft, *Cosmic Girl*

Presents a substantial commercial opportunity



# Construction Partner for Full Constellation

(GomSpace Aps on Nasdaq)

- Construction partner for the “3 Diamonds”, GomSpace, has been selected to construct and deliver the full SAS constellation
- Cost and delivery of ~200 nano-satellites spread over 4 years, commencing in H2 2018
- Equatorial constellation to be deployed and operational by 2020
- PDR milestone completed. On track for launch
- Estimated cost of total contract is between AUD \$50 to \$75 million, depending on final specifications from SAS



For personal use only



# Multiple Revenue Streams

For personal use only



Wholesale revenue from:

**Direct customer sales** – premium customers (global corporates, airline/shipping companies) ;

**Reseller agreements** – retail customers via deals with global telcos, especially attractive in remote or underdeveloped areas, with significant rate reduction

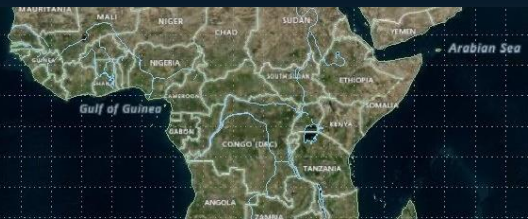


# Substantial Addressable Market

Nano-satellites can bring affordable coverage to billions of the world's most unserved people



For personal use only



# World First Voice Call on Nanosatellites

For personal use only

On 5 September 2017, SAS has made history, demonstrating the capability to perform a voice call with the 3 Diamonds satellites.

**This is a world first, and a validation of SAS technology, and its disruptive business model**

Communication services tested successfully so far include:

- Text messages
- Images
- Voice recordings
- Data store and forward
- Voice calls
- Inter satellite links
- Remote Wi-Fi access to SAS hardware





# Revenue Opportunity is Significant

For personal use only

## 3 nano-satellites used for commercial demonstrations:

- SAS already **pre-sold services** over Africa for the demonstration phase (SatSpace Africa) and negotiating with other global telco's

2018

## First 100 nano-sats: ~ A\$300-500m

- 1-2 years
- This could equate to circa **A\$300-500 million** per annum at SAS expected market rates

2019

## Full constellation of circa 200 nano-sats: ~ A\$600m - 1bn

- 2-3 years
- This could equate to circa **A\$600 million - 1 billion** per annum at SAS expected market rates

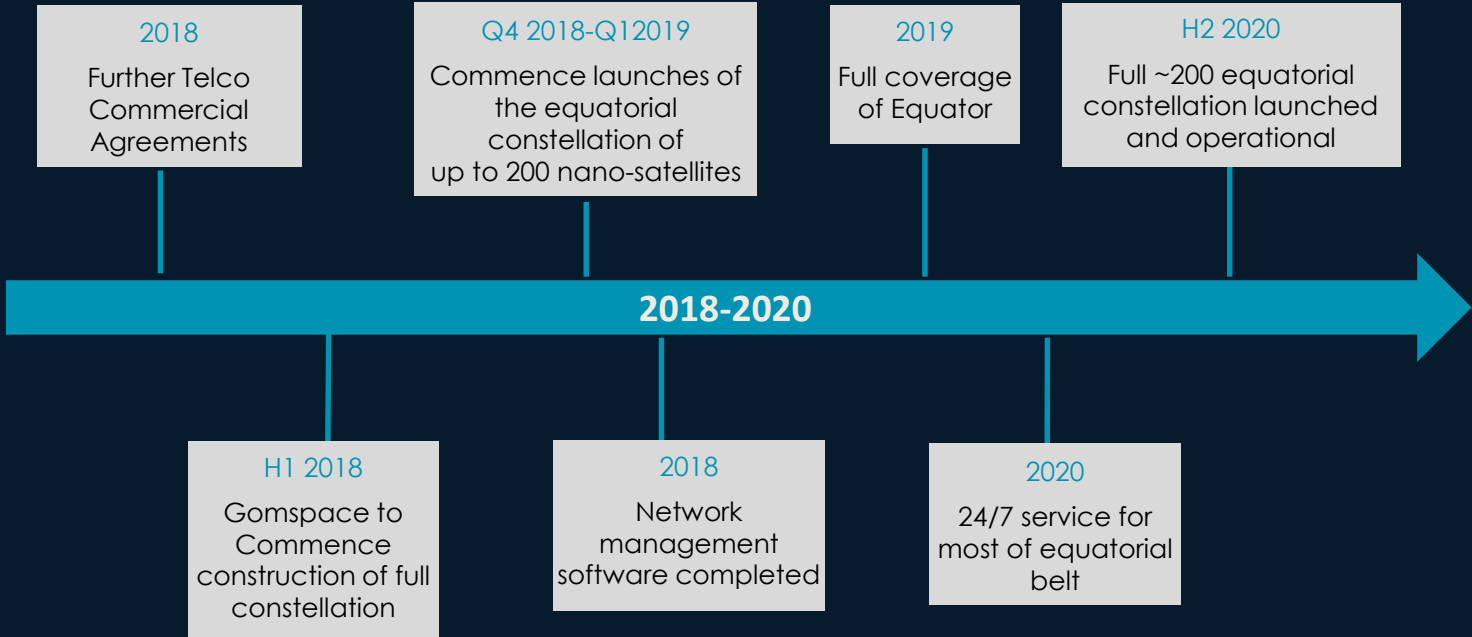
2020

SAS revenue potential based on competitive price per minute



# Key Value Creation Milestones Ahead

For personal use only



For personal use only

# Thank you





---

# Appendices

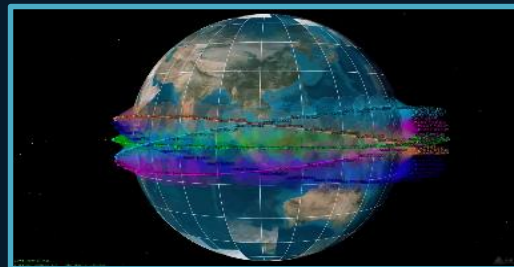
---

# Mission Simulations

## SAS Full Equatorial Constellation

To view SAS's full operational equatorial constellation planned for 2020, click on the following YouTube link

<https://youtu.be/6i39T2eUGrc>



## SAS on the WWW

SAS website <http://skyandspace.global/>

SAS webpage on the ASX <http://www.asx.com.au/asx/share-price-research/company/SAS>

SAS LinkedIn page [https://www.linkedin.com/company/sky-and-space-global-uk-ltd?trk=top\\_nav\\_home](https://www.linkedin.com/company/sky-and-space-global-uk-ltd?trk=top_nav_home)

SAS Facebook page <https://www.facebook.com/skyandspaceglobal/>

The SAS YouTube channel <https://www.youtube.com/channel/UCRU4YCBi68NlqA-jyNfBbTg>



## 12 Month Share Price Chart



Significant upward trajectory from completing key operational milestones