



## **Investor Presentation**

**April 2020** 

## **Cautionary statement**



This presentation includes statements looking-forward that involve risks and uncertainties. These statements are based upon management's expectations and beliefs concerning future events. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of the Company, that could cause actual results to differ materially from such statements. Actual results and events may differ significantly from those projected in the forward-looking statements as a result of a number of factors including, but not limited to, those detailed from time to time in the Company's Annual Reports. Orbital UAV makes no undertaking to subsequently update or revise the forward-looking statements made in this presentation to reflect events or circumstances after the date of this release.

## **Statement on COVID-19**



Like many businesses in Australia, the USA and around the world, Orbital UAV is closely monitoring business risks presented by the Coronavirus (COVID-19). The physical wellbeing and mental health of all our employees is a priority.

At our facilities in Perth, Western Australia and Hood River, Oregon we have implemented measures to minimise the risk of contracting and spreading the virus and are providing additional support where necessary.

### Measures include:

- Regular employee updates and the roll out of our Impact Implementation Plan;
- Adopting a working from home policy where possible;
- Implementing social distancing measures within all facilities;
- Providing additional resources such as hand sanitiser and cleaning equipment;
   and
- Communication of health and hygiene guidelines from relevant government agencies.

### **Customers, Suppliers and Contractors**

Our sites in Australia and the USA remain fully operational and continue to manufacture as normal.

In the USA, Orbital UAV operates within the Defense Industrial Base and is therefore considered part of the Critical Infrastructure Sector – as defined by the US Department of Homeland Security.

At both our operations, all non-essential meetings and site visits with customers, suppliers and contractors have been cancelled.

Where business critical engagements must go ahead, all measures are being taken to ensure government health guidelines are followed.

### **Production**

As an advanced aerospace manufacturer supplying global defence prime contractors, our product demand remains unaffected by the COVID-19 outbreak. We continue to deliver on our production commitments and are focused on managing and supporting our global supply chain where necessary.

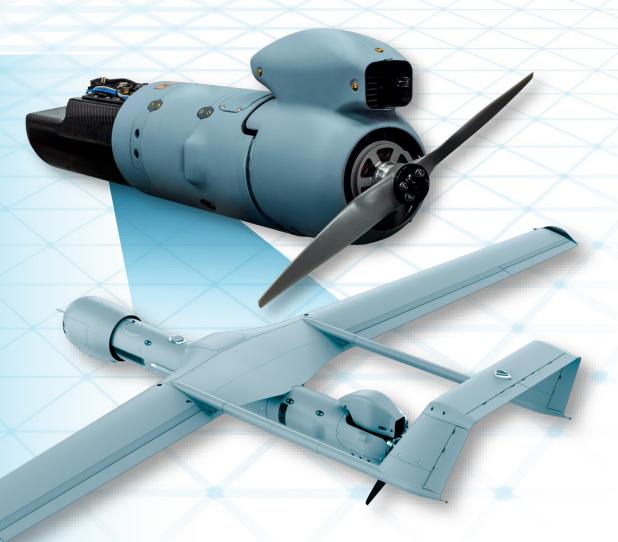
Delivery of our products continues through our established logistics providers, and contingency plans have been implemented should our current channels of delivery be impacted.

Orbital UAV will continue to support the public health effort to minimise the spread of COVID-19 and will provide further external updates where necessary.

## What we do



World leader in the design and manufacture of integrated engine systems for tactical unmanned aerial vehicles (UAVs)



## At a glance



ASX listed company (ASX: OEC)

On track to achieve FY20 revenue guidance of \$25-\$35 million and full-year profitability

Long Term Agreement (LTA) with Insitu Inc. (a Boeing Company) to supply engines across entire fleet of military drones

Two engine models currently shipping to Insitu Inc., with third engine in development

Designated Primary Supplier of two previously multi-sourced Insitu designed engines under the LTA

New contract with one of Singapore's largest defence companies

## What is a tactical UAV



## Tactical UAVs are used by global defence forces for gathering intelligence, surveillance and reconnaissance

- Field operated by military units
- Carries state-of-the-art electronic payloads (e.g. day/night cameras)
- Worth \$3.5 \$6 million per system\*
- Wingspan up to 5 m
- Flies at up to 20,000 ft
- Maximum endurance of 24 hours

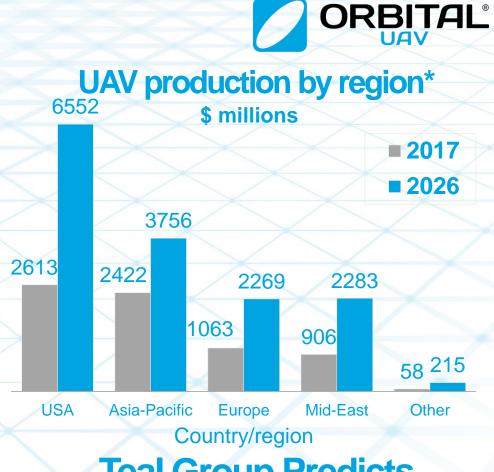


### **UAV** defence market

Worldwide military UAV production \$128 billion\*

Worldwide tactical UAV production \$21.7 billion\*

**USA DoD UAV production** \$2.6 billion in 2017\*



Teal Group Predicts
Worldwide Military UAV
Production of \$128 Billion
between 2017 - 2026

<sup>\*</sup> UAS Market Outlook with Special Focus on Tactical Systems, Teal Group Corporation | For the years 2017-2026

## **Tactical UAV landscape**





## **Existing clients**







## Insitu Long Term Agreement



Under the Long Term Agreement, Orbital UAV is to design, manufacture and service three Orbital UAV engine models and manufacture and service two Insitu designed engine models





To power Insitu's entire UAV fleet









## Growing customer base



MoU signed with one of Singapore's largest defence companies (ASX announcement 19 March 2020)

MoU includes 3 phases for the design, development and initial low rate production of UAV engines

Contract signed for Phase 1 requiring the design, development and production of an initial prototype UAV engine

Phases 2 and 3 are dependent on successful completion of Phase 1

Orbital UAV patented technology critical to the core design and contract win

The initial Phase 1 contract will not impact the Company's current financial year revenue guidance figure of \$25-\$35 million



19 March 2020

## ORBITAL UAV TO WORK WITH ONE OF SINGAPORE'S LARGEST DEFENCE COMPANIES

MoU and initial contract signed

PERTH, AUSTRALIA: Orbital Corporation Ltd ("Orbital UAV", "the Company") is pleased to announce it has signed a Memorandum of Understanding ("MoU") with one of Singapore's largest defence companies, for the design, development and initial low rate production of multi-fuel engines for unmanned air vehicles ("UAV").

The scope of the MoU outlines three proposed phases of work:

Development	Phase 1	The development, integration and supply of a first prototype multi-fuel engine.	
	Phase 2	Supply of a small number of additional prototype engines for further evaluation requirements by the customer.	
Production	Phase 3	Following the successful completion and acceptance of Phases 1 and 2, the customer may authorise a low rate production run of the multi-fuel engine.	

Under the MoU, an initial contract has been signed to commence work within Phase 1 of the program. This initial phase of work is anticipated to be completed within the next 18 months. Commencement of Phases 2 and 3 of the program are dependent on the successful completion and acceptance by the customer of the first prototype engine identified in Phase 1.

"The MoU and initial contract provide us with the opportunity to further demonstrate our industry leading know-how and technical expertise in the UAV market with a new international customer," said Todd Alder. CEO and Managing Director of Orbital UAV.

The MoU is binding, subject to the successful completion and acceptance by the customer of Phase 1, and the mutual agreement of terms and conditions of subsequent contracts for Phases 2 and 3.

The initial contract, issued under the MoU, will not impact the Company's current financial year revenue guidance figure of \$25-\$35 million.

-ENDS-

## **UAV** defence market opportunities



### **Current Tactical UAV Programs**

# RQ-21A Blackjack: doing the work of larger military drones

# 'Game changer' ScanEagle across entire USCG fleet

US Army - FTUAS

### Opportunity / Requirements

Growing demand for modular, versatile and multi-mission capable platforms

- Enhanced expeditionary capabilities
- More payload capability & flexibility
- Increasing fuel efficiency

### **USCG** accelerating deployment of ScanEagle platforms

- Shipboard operations
- Cost effective
- Lightweight, heavy-fuel requirement



### Next generation US Army unmanned aircraft system requirements

- Runway independence
- Extended range
- Improved acoustics

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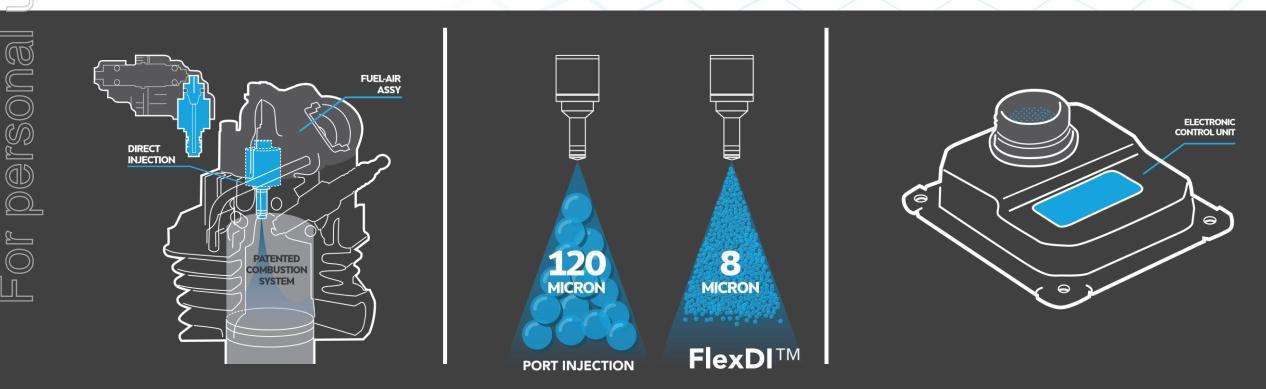
**ARCTURUS** 

Why Orbital UAV?
Heavy fuel 2-stroke IP and know-how



40 years developing innovative engine solutions

15 years as a global leader in spark ignited heavy fuel propulsion



## Delivering to defence

ORBITAL<sup>®</sup>

Orbital UAV's heavy fuel propulsion systems meet the US Dept of Defence's 'one fuel' policy and high reliability requirements of front line personnel

	Orbital UAV	Others
Time between overhaul	500 hrs	~50 hrs
Cold start to launch	2 min	>20 min
x3 U.S. FAR33.49 endurance test	Yes	No

## What we've delivered





September 2018

**March 2020** 

## Where we're going...

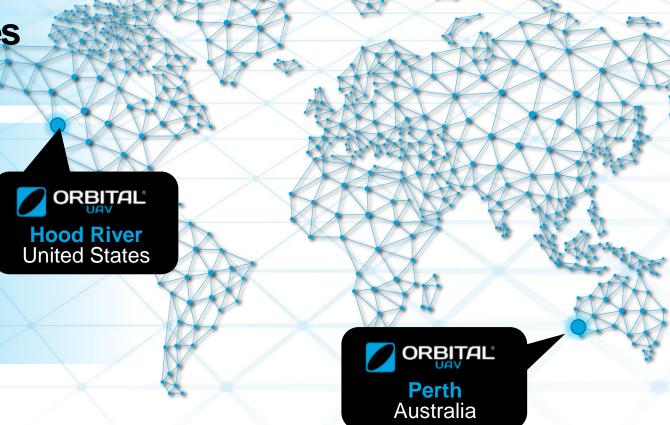


**New Customer Opportunities** 

Capture increasing Defence market

Supply Chain Efficiency Quality, cost, on time delivery

End User Engagement
Direct access to US DoD



## **Board of Directors**



### **John Welborn** Chairman **Non-Executive Director**



- Appointed Chairman March 2015 MD & CEO of Resolute Mining Ltd
- **Director Equatorial Resources Ltd**

**Todd Alder Managing Director** & CEO



- Appointed CEO & MD in 2017
- and operational efficiency

**Steve Gallagher Non-Executive Director** 



- Board member since 2017
- 30 years experience as a CEO and director of global businesses

**Kyle Abbott Non-Executive Director** 



- Experienced aerospace and defence industry executive
- MD of WA Specialty Alloys 1996-2015

Focusing on: financial discipline; strategy alignment;

## Corporate overview

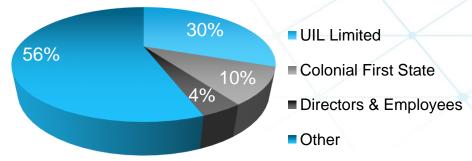


Capital Structure	
Fully Paid Ordinary Shares	77.5M
Market Cap @ \$0.42 (31 Mar '20)	\$32.5M
Cash & Receivables (31 Dec '19)	\$13.5M
Revenue FY19	\$15.3M
Revenue H1 FY20	\$11.4M
Revenue guidance FY20	\$25-35M

### **Investment Highlights**

- Half-year revenue: \$11.4M
- On track for full-year profitability
- Strong cash balance
- Contracts with market leaders
- Customer diversification
- Proven management with the ability to execute

Top Shareholders





## Ready to fly...

www.orbitaluav.com





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