Elsight Limited (ASX:ELS)
Investor Presentation
May 2019

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Original Display

Corporate Profile

- **Elsight Limited (ASX:ELS)** provides advanced communication technology that securely transmits data, professional 4K and audio transmission in real time.
- Headquarters/ R&D in Israel. The Company has offices in Australia and 25 full time staff
- Its existing products, Rider and Multichannel, are already generating revenue, and **HALO** will start generating revenues in Q4/2019
- The Company is targeting large, growing market verticals, which include ADAS, security cameras, drones, tablets, autonomous vehicles, utilities, telecommunications and IoT
- 32% of shares held by directors and management.

ASX Ticker	ELS
52 week high-low	$0.38 -$0.90
Market cap @ $0.615 (as at 25 April 2019)	$58.97m
Ordinary Shares on Issue	95,888,599
Options[1]	53,522,983

[1] Unlisted options issued subject to the terms and conditions of the Company's 2017 Employee Share Option Plan to employees of the Company, its subsidiaries or affiliates.

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Corporate Timeline

2017

- **IPO on ASX**, raising A$5 million at a valuation of A$16 million
- Offers new **Smart Medicase** with Alrena
- Awarded strategic Israeli Police and government tender
- Strategic Alliance with Hikvision, China
- Appoints Zvi Hauser to Advisory board
- Unveils Civilian Vertical Market Solutions

2018

- First **purchase orders received from Autonomous Car Sector and Automotive Robotic industr**y
- Israeli Police and Military use **ELS technology to protect US Vice President**
- Institutional placement closes well oversubscribed, raising over $9m at $0.72 per share
- Meets **1st Performance Milestone of $1m in aggregate revenues**
- **Key Defence contract won** – ELS chosen as sole supplier to key Israeli defence agency
- Amiaz Sagiz and Khoo Boon Hui appointed to Advisory Board
- **Multiple orders received from Traffilog and Alrena**

2019 YTD

- **Next Gen product 'HALO' unveiled at MCWC 2019 Barcelona**
- Dan Hilerowitz appointed CFO
- Further orders received from Alrena and Traffilog
- **HALO is ready to start POCs in Q3**
- **HALO is ready for sales Q4**

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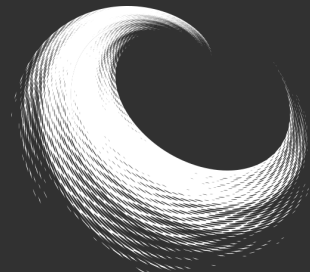
Our Vision



To be an essential component of devices that will transform communications with unheard of speed, quality and security for consumers and businesses alike

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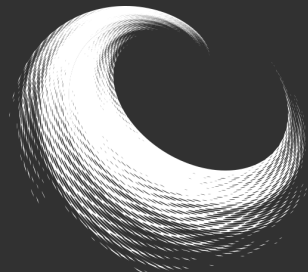
Strategy



*By minimizing the size, weight, power consumption and costs (BOM) dramatically through **HALO,** we will achieve our strategy by capitalising on our market leading communications technology to partner with global OEMs and become embedded into their hardware solutions for many of the world's largest and fastest growing verticals*

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Investment Highlights

First to market
with a product that provides faster, lighter, more secure data transmission

Huge opportunity
targeting large, multi-national original electronics manufacturers (OEMs)

Strong interest
From some of the world's biggest telcos, suppliers, manufacturers of autonomous vehicles and government departments

Over 200 leads
with commercial contracts expected to be signed over the 2019 calendar year

Large market verticals
Targeting huge, growing market verticals including drones, autonomous vehicles and ADAS, tablets and IP and security cameras

Increasing demand
Cybersecurity and data privacy driving increased need for secure data transmission services

Validated technology
Strong, growing revenue base from existing range of commercially validated products

Further revenue streams
Launch simultaneously **HALO** and **cloud-based customer solution** in 4Q 2019

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Leading Board and Advisory Team

Board of Directors

Maj Gen (Ret) Ami Shafran
Independent Chairman

- Ex head of IDF Information & Communications Technology Command
- Ex Chief of Staff of the Israeli Ministry of Defense
- Head of the Centre for Cyber Technology at Ariel University

David Furstenberg
Non-Executive Director

- 41+ years of experience
- CEO and Board member of various leading public and private companies including Comverse, Audiocodes Enure and Vista

Nir Gabay
Founder and CEO

- 20+ years experience in security, communications and surveillance
- Experience with leading mobile cellular providers, local municipalities and tech companies

Howard Digby
Non-Executive Director

- 25 years managing tech-related businesses in Asia-Pacific
- Non-Executive Director at Estrella Resources and 4DS Memory

Raj Logaraj
Non-Executive Director

- Deep experience in law and investment banking as partner and senior adviser to top tier global law firms
- Valuable experience and connections across Indo-Pacific region

Advisory Board

Khoo Boon Hui

- Senior leadership experience in government and international security
- Former Singapore Police Commissioner and INTERPOL president
- Advisor including to INTERPOL and Standard Chartered Bank (UK)'s Board Financial Crime Risk Committee

Maj. Gen. (Ret.) Amiaz Sagis

- Senior advisor on US Defence and Homeland security markets
- 32 years of experience in the millitary, in logistics and technology

Zvi Hauzer

- Wealth of government and telecommunications experience
- Served as Israel's 17th Cabinet Secretary
- Ex-Chairman of the Cable and Satellite Broadcasting Council

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Executive Team

NIR GABAY
FOUNDER AND CEO
Over 20 years of experience in technology and communications, with a background spanning roles in security and surveillance. During the past ten years, Nir has been involved in various tech start-ups and was previously a member of an Israeli Special Forces unit.

ROEE KASHEE
VP RESEARCH AND DEVELOPMENT
Over 10 years experience designing and developing video and communication systems, with a deep understanding of digital networks, cyber-security, real-time video, and cloud platforms.

YOAV AMITAI
CHIEF INNOVATION AND PRODUCT OFFICER
Extensive operations, technology and engineering management experience. Yoav is well-versed in product design, manufacturing, and creative engineering solutions and leads Elsight's product and technical team.

NINO SHAPTOSHVILI
VP SALES AND MARKETING
With 20 years of experience in sales, business development and marketing, Nino oversees Elsight's revenue-generating activities and marketing initiatives. She has previously worked with Tier 1 and Tier 2 technology solution providers.

ORI KOREN
BUSINESS DEVELOPMENT AND PM
Expertise in project management, technological development and strategic consulting. Ori has initiated and lead the development of patented innovations for the Israeli government and is responsible at Elsight for identifying opportunities for business expansion

DAN HILEROWITZ
CHIEF FINANCIAL OFFICER
Extensive experience accompanying and directing multi-national and hi-tech companies. Served 6+ years as as a manager at EY Israel and is practiced in serving corporate customers across M&As and IPOs.

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Our Technology

Elsight's proven technology provides unmatched secure, real time data, video and audio transmission technology

First to enter the market with leading, intelligent multi-sim solution that addresses the ever-increasing demands of connectivity

Real time data transmission over cellular networks, in mission-critical environments

Ideal for video surveillance and security, unmanned vehicles, government, network technology, EMS first-responders, mobile telecommunications, aviation

World-leading security designed to protect against cybersecurity threats whilst providing high quality 4K data transmission

Our products can handle more complex data, video and audio at the highest speeds being shared in real-time

Our lean and mean **HALO** created to solve the ever-increasing need for bandwidth

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Rider & Multichannel (B2B)

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Multichannel

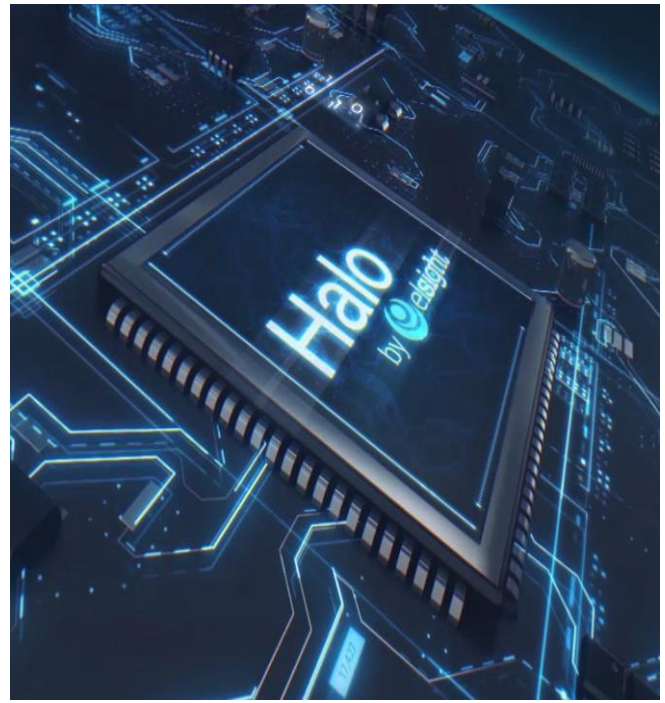
- **Highly secure, high bandwidth,** adaptive data transmission over multiple network channels
- Communicates live data, video and audio in **real time**, anytime, anywhere

Rider

- Single channel secure distribution at a **lower cost**
- Ideal solution for security and transportation and recording, monitoring and transmitting **mission-critical** vehicles' activity

HALO – "The Company Maker" (B2OEM)

- **HALO** is a **miniaturised version** of Elsight's existing proven technology, developed for **the OEM market and small drones**
- It has the **potential to derive massive revenues** from **large multi-national OEMs**
- **HALO** **easily integrates** into any IoT device for instant connectivity and seamlessly delivers 4K quality streams on the move
- Its **secure, high data, real time transmission capabilities** makes it an ideal solution for fleets, autonomous cars, handheld devices, drones and more
- The Company is the **first to market** with a product of this type, and **HALO** will be available for POCs/sale in July, and will generate revenues in Q4 2019
- Addressing critical needs of our existing and new markets - **HALO** was developed to **dramatically reduce and miniaturize the physical size, weight, power consumption and costs** (or Bill of Materials) of our platform



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More Compelling than our Competition

Elsight's **HALO** offers the **smallest form factor**, the **lowest power consumption**, the **most cost-effective** and provides the **lowest latency bonding technology** against our competitors

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Huge Growth Potential

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The most reliable, secure connectivity possible in an exponentially lighter, smaller, cheaper offering

HALO

+

Seamless integration into any fleet, autonomous vehicle, handheld device of smallest drone

HUGE OPPORTUNITY

+

Targeting multi-national OEMs to incorporate **HALO** into devices manufactured at scale

HIGHLY SCALABLE

=

Each contract secured brings potential for massive, scalable revenues

HUGE GROWTH POTENTIAL

Approaching Lift-Off

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Before **HALO**

Sales process: Demo -> Integration -> Sell
- For each client

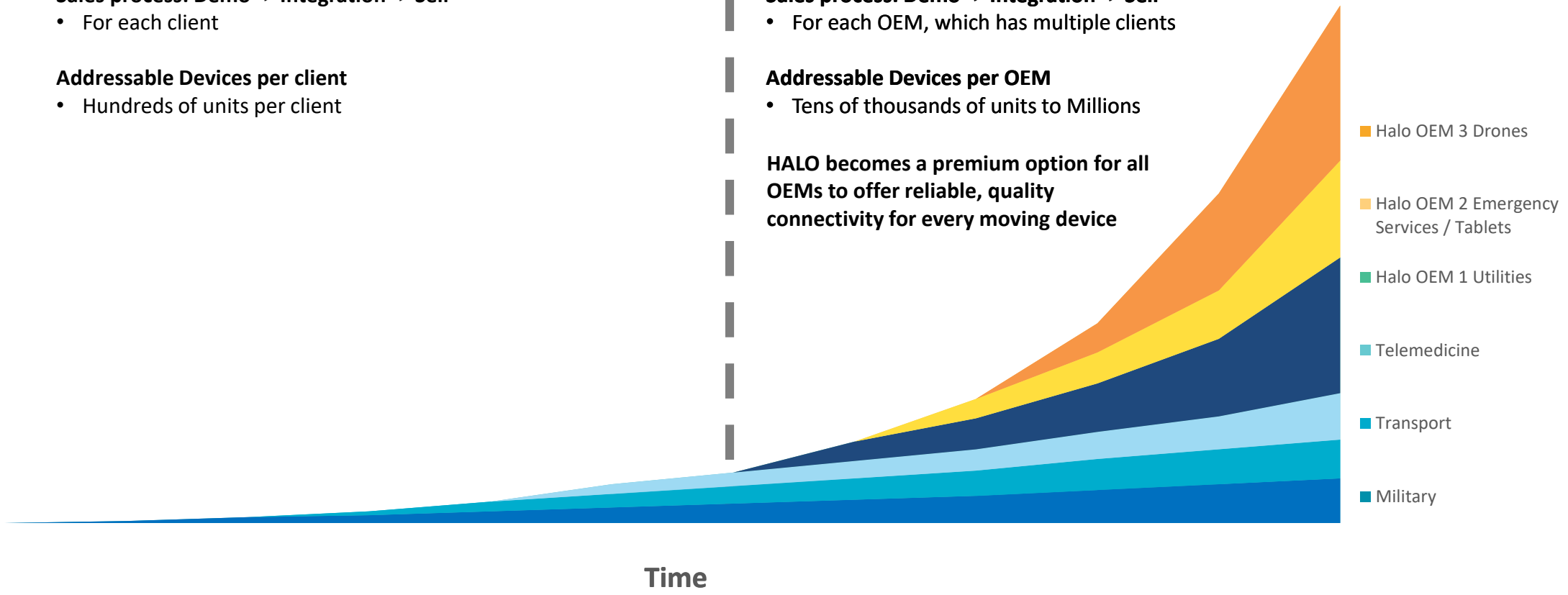
Addressable Devices per client
- Hundreds of units per client

With **HALO**

Sales process: Demo -> Integration -> Sell
- For each OEM, which has multiple clients

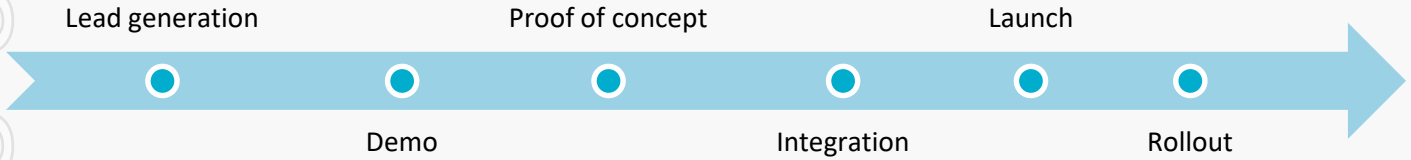
Addressable Devices per OEM
- Tens of thousands of units to Millions

HALO becomes a premium option for all OEMs to offer reliable, quality connectivity for every moving device



Go-To-Market Strategy

Product Sales Cycle



In our first shows since launch, we have been flooded with interest – over 200 leads

We've started to demonstrate our solution

We're expecting proof of concepts during Q3/2019

Since **HALO** was designed as **Plug & Play**, for most OEMs**, integration should take less than 3 months**

Channel Partners

- Direct sales to large, multinational original electronics manufacturers (OEMs) in the USA and elsewhere
- Large OEMs provide huge opportunity, with the integration of **HALO** into products at manufacturing stage
- Higher margin product
- Larger customers – longer sales cycles but with the potential to secure much larger scale contracts
- Lower investment in sales and marketing, with indirect sales method utilizing mass distribution infrastructure and networks of global technology
- Blue Ocean, competition free new large markets

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Target Verticals

Vertical	Market Size	Description
HLS		Existing customers in Israel, UK, Indonesia, Africa, Singapore, Thailand, Australia and in talks to sell HALO in these regions and particularly USA
Unmanned	US$67B market by 2027 at a CAGR of 19%	Unmanned vehicles on the ground and in the air. Working on opportunities in Israel and USA
Tablets	1.28B users by 2021[1]	Currently in talks with OEM tablet Manufacturers for use in public services sector, as well as for emergency personnel
Utilities		Elsight has begun to work with Utility companies mainly in Israel to explore how Halo can assist with redundant connectivity to electricity grid
IOT		In discussions with Telcos in Israel and Singapore for the purpose of Halo becoming a gateway for IOT devices of all types
Safe City	Security Cameras forecast to grow at 20% CAGR to over US$20B by 2024[2]	Assist with safety by providing connectivity to street lights, cameras, traffic lights etc. Begun participating in city council tenders in Israel
Drones	US$100B market by 2020[4]	Currently focused on USA market, particularly shipping and rescue.
Telemedicine		Equipping EMS personnel and first responders to deliver paramedic services in remote areas via telemedicine (starting with France)

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1. Statista.2. Global Market insights. 3. Grand View Research, Inc. (Feb. 2018). US$14.15B market in 2016, CAGR of 19%, forecast to reach $67.43B by 2027. 4. Drone technologies forecast to reach US$100B by 2020 with 70% linked to military (Goldman Sachs).

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Financials

100% revenue growth

in 1Q 2019 on 1Q 2018
from existing Multichannel and Rider products

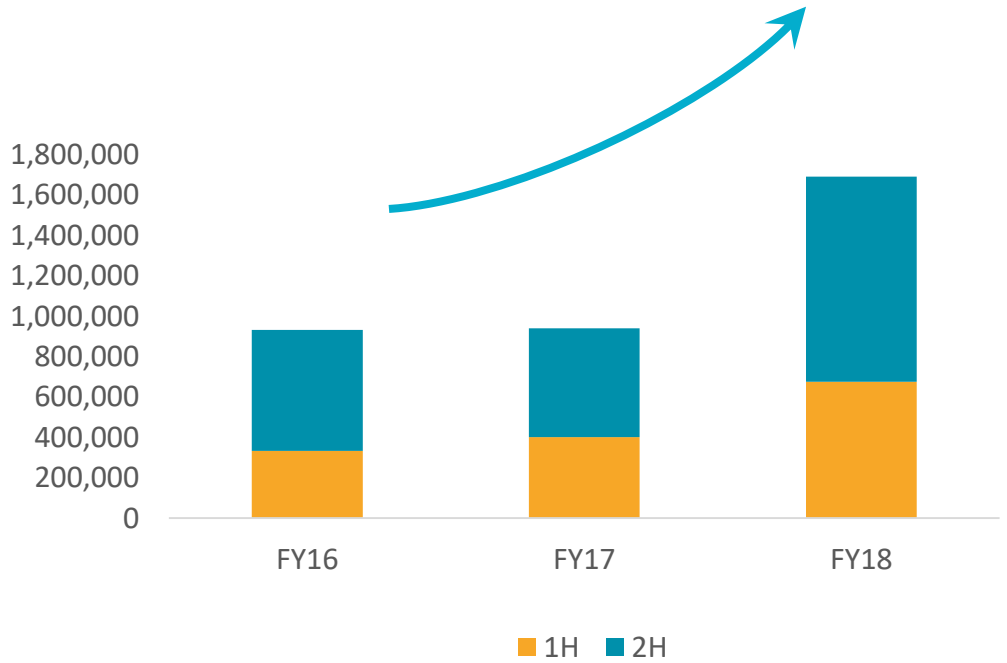
Huge revenue upside potential

From launch of **HALO** and
SaaS-based cloud-service offering, encompassing
the **HALO** Card + Data bundle

Well funded

to execute Company's **HALO** commercialisation strategy, with USD$2.8m in cash as at 31 March 2019, providing more than 12 months of runway

Strong revenue growth - even before HALO



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Summary

- First to market with a superior product offering
- Huge growth potential from large multi-national OEMs
- Strong pipeline of over 200 leads
- Commercial contracts expected to be signed in CY 2019
- Leveraged to large, growing market verticals
- Enormous upside as we move towards our vision to be the standard in every mobile device

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