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.
Presentation summary

FY20 revenue $33.8M  (FY20 revenue guidance $25M to $35M)

Primary engine supplier to Insitu Inc. (a Boeing Company)

Two of five engine models in production for Insitu, third engine model in development

New engine development contracts with Northrop Grumman and one of Singapore’s largest defence companies

Maturing negotiations with additional Tier 1 defence companies

Targeted FY21 revenue guidance of $40M - $50M
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.

All measures are being taken to ensure government health guidelines in Australia and the USA are followed.

Customers
As an advanced aerospace manufacturer supplying global defence prime contractors, our product demand remains unaffected by the COVID-19 outbreak and our development projects continue to progress as planned.

Suppliers
We continue to work closely with our global supply chain and logistics partners to ensure we are able to deliver on our production requirements. Contingency plans remain in place should our current channels of supply and delivery be impacted.

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

Perth – Western Australia entered Phase 4 of its COVID-19 recovery roadmap on 27 June 2020. All Perth-based employees have now returned to the facility while maintaining the necessary social distancing requirements.

Hood River – Hood River county in Oregon is currently in Phase 2 of the COVID-19 reopening plan and on the ‘Watch List’, as mandated by the State Government. Those Hood River-based employees not directly involved in the manufacture of product continue to work from home wherever possible. Those on-site continue to adhere to the necessary health and safety measures and practice social distancing.

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.
Business Overview
What we do

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

### Combat UAV
- **Price per aircraft:** $55 million - $65 million*  
- **Payload:** up to 1,700 kg  
- **Length:** up to 11 m  
- **Wingspan:** up to 20 m  
- **Max endurance:** 27 hours  
- **Max altitude:** 50,000 ft

### Tactical UAV
- **Price per aircraft:** $3.5 million - $6 million per system**  
- **Payload:** up to 20 kg  
- **Length:** up to 2 m  
- **Wingspan:** up to 5 m  
- **Max endurance:** 24 hours  
- **Max altitude:** 20,000 ft

### Mini UAV
- **Price per aircraft:** ~$180,000 per system***  
- **Payload:** up to 3.5 kg  
- **Length:** up to 0.9 m  
- **Wingspan:** up to 1.5 m  
- **Max endurance:** 60-90 minutes  
- **Max altitude:** 500 ft

---

* Includes aircraft, sensors, ground control stations, and communications  
** Includes air vehicles or AVs, a ground control station, remote video terminal, launch system and recovery system  
*** Includes UAVs, ground control stations and spare parts
Our unique service offering

Tactical UAV

Fully assembled and mission ready propulsion systems

<table>
<thead>
<tr>
<th></th>
<th>Orbital UAV</th>
<th>Others</th>
</tr>
</thead>
<tbody>
<tr>
<td>Time between overhaul</td>
<td>500 hrs</td>
<td>~50 hrs</td>
</tr>
<tr>
<td>Cold start to launch</td>
<td>2 min</td>
<td>&gt;20 min</td>
</tr>
<tr>
<td>x3 U.S. FAR33.49 endurance test</td>
<td>Yes</td>
<td>No</td>
</tr>
</tbody>
</table>

Image: ScanEagle3, courtesy Insitu Inc.
What we delivered in FY20

Two engine models in full production under Insitu Long Term Agreement

Appointment of former U.S. Army Colonel Keith Hirschman – VP Global Growth

Designated Primary Supplier Status by Insitu

New engine development contract with large Singapore defence company

New hybrid engine development contract with leading aerospace and defence technology company Northrop Grumman
Our Tier 1 client base

**INSITU**
A Boeing Company

Designated Primary Supplier Status for 5 engine models to power Insitu’s entire fleet of UAVs

**NORTHROP GRUMMAN**

Contract to design and develop a hybrid propulsion system for the next generation of vertical take-off and landing UAVs

**TEXTRON Systems**

Delivering flight critical components since 2013

**SINGAPORE DEFENCE COMPANY**

New engine design & development contract with one of Singapore’s largest defence companies

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FY20 Financials
Corporate overview

**Capital Structure**

As at 30 June 2020

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Fully Paid Ordinary Shares</td>
<td>77.5M</td>
</tr>
<tr>
<td>Closing share price</td>
<td>$0.745</td>
</tr>
<tr>
<td>Market Capitalisation</td>
<td>$57.7M</td>
</tr>
<tr>
<td>Basic earnings per share (cents)</td>
<td>2.4 cents</td>
</tr>
</tbody>
</table>

**Our Financial Focus**

- Year-on-year revenue growth
- Transition to sustainable underlying earnings
- Commitment to ongoing profitability
- Strong balance sheet to fund growth
- Deliver shareholder value

**Top Shareholders**

-UIL Ltd: 58%
-First Sentier Investors: 10%
-Board & Exec: 2%
-Other: 2%

**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
- Focusing on financial discipline, strategy alignment, 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
# Profit & Loss

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Revenue</td>
<td>$33.8M</td>
</tr>
<tr>
<td>Gross profit</td>
<td>$13.3M</td>
</tr>
<tr>
<td>Overheads</td>
<td>($13.0M)</td>
</tr>
<tr>
<td>Other income (net)</td>
<td>$3.9M</td>
</tr>
<tr>
<td>EBITDA</td>
<td>$4.2M</td>
</tr>
<tr>
<td>Net profit after tax</td>
<td>$1.9M</td>
</tr>
</tbody>
</table>
## Balance sheet

<table>
<thead>
<tr>
<th>Description</th>
<th>Value</th>
</tr>
</thead>
<tbody>
<tr>
<td>Total current assets</td>
<td>$24.8M</td>
</tr>
<tr>
<td>Total non-current assets</td>
<td>$13M</td>
</tr>
<tr>
<td>Total assets</td>
<td>$37.8M</td>
</tr>
<tr>
<td>Total current liability</td>
<td>($12.9M)</td>
</tr>
<tr>
<td>Total non-current liabilities</td>
<td>($6.8M)</td>
</tr>
<tr>
<td>Total liabilities</td>
<td>($19.7M)</td>
</tr>
<tr>
<td>Net assets</td>
<td>$18.1M</td>
</tr>
</tbody>
</table>
# Cash flows

<table>
<thead>
<tr>
<th>Description</th>
<th>Amount</th>
</tr>
</thead>
<tbody>
<tr>
<td>Net cash from operating activities</td>
<td>$3.7M</td>
</tr>
<tr>
<td>Net cash from investing activities</td>
<td>($0.6M)</td>
</tr>
<tr>
<td>Net cash in financing activities</td>
<td>($1.3M)</td>
</tr>
<tr>
<td>Net increase in cash</td>
<td>$1.8M</td>
</tr>
<tr>
<td>Cash &amp; cash equivalents</td>
<td>$8.7M</td>
</tr>
</tbody>
</table>
Outlook
Revenue guidance FY21

Targeting Revenue of $40M - $50M in FY21

Sale of propulsion systems under Insitu Long Term Agreement

New customer engineering development programs

Delivering improving earnings and profitability
Delivering on the Insitu Long Term Agreement

Orbital UAV was designated Insitu’s primary engine supplier for the 5 engine models covered by the Long Term Agreement in March 2020.

1. ScanEagle2 (Status: IN PRODUCTION)
2. ScanEagle3 (Status: IN PRODUCTION)
3. Integrator™ (Status: IN DEVELOPMENT)
4. ScanEagle® (Status: Development timeline TBD)
5. ScanEagle3 (Status: Development timeline TBD)

To power Insitu’s entire UAV fleet

Images stylised for confidentiality reasons

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Business development

Two engines in production

Engine development work underway for Northrop Grumman

Targeting additional new customer contracts and involvement in Defence UAV programs

Third engine in production H2 FY21
Next steps

Supply Chain Security

Supporting Sovereign Defence Capabilities

Defence UAV Programs

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Ready to fly...

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