

elsight | A NEW ERA OF
CONNECTIVITY

March 2024 Investor Presentation



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2023 Performance Highlights: A Year of the Drone Market INFLECTION POINT

	2022	vs.	2023	
Sales Revenue	\$823K		\$1,541K	+87%
Recurring Revenue	\$73K		\$411K	x4
Gross Profit	\$436K		\$807K	+85%
New Territories			Australia (Sphere Drones) Japan (ACSL) Homeland security	
Huge uptake in HLS market orders at Q4, 2023	\$261K		\$621K	+111%

Elsight acquired more than 50 new Design-Win partners over the 12 months of 2023 in various market verticals for a grand total of 115 Design-Win partners.

The Drone Market Advancements: Technological & Regulatory

TECH / DRONES / POLICY

In 2023, you won't be able to fly most drones in the US without broadcasting your location

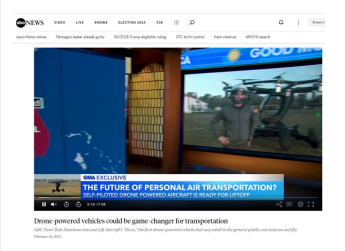


/ The FAA just shook up the drone world

UK steps towards out-of-sight drone flight regulations

Current drone flight in the UK is highly regulated and often remains within the line of visible sight.

Alice Nunwick | February 23, 2024



Australia building air traffic control system for drones ahead of influx of 'flying taxis'

Exclusive: Airservices Australia says 'Brisbane 2032 Olympic Games will be catalysing event for air taxis', with 60m drone flights of all types expected by 2043

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- Get our morning and afternoon news emails, free app or daily news podcast



Image courtesy of EASA - Remote identification will become mandatory for Drones across Europe

UK tests a drone highway to revolutionise distribution

Project Skyway in the south of England has ambitions to become critical infrastructure



Home / Modern Flying / India To Collaborate With EU on New Drone, AAM Regulations

India To Collaborate With EU on New Drone, AAM Regulations

Plano City Council Approves Drone Delivery Hubs

The ordinance focused on zoning regulations while addressing community concerns

COMPANY NEWS | News Wire

Feb 28, 2024

Japan Airlines Starts Drone Service in Remote Islands for Disaster Relief

No Remote Identification, no flying. Remote ID Becomes Mandatory for Drone Pilots in the EU and will reshape the commercial use of drones

SUPPLY CHAIN MAKEUP | FEBRUARY 23, 2024 | 4 MIN READ

Wing CFO Shannon Nash on why 2024 is the "year of the drone"

DRONE DELIVERY | JAPAN

Japan eases flight rules to boost residential drone delivery

Elsight: Before & After Q4/2023

Jan
2021

Launch of
Elsight
Halo



May
2021

Deployments
with first
customers

May
2022

Signed with
DroneUP to
support
Walmart
deliveries

Sept
2023

Airobotics is
the first
company to
receive FAA
TC based on
Elsight Halo

Q4
2023

Military/HLS/Law Enforcement/First Responders

- › Elsight declared as sole supplier for "resilient cellular solution"
- › Elsight increases its sales to military/HLS/law enforcement/DFR organizations

Commercial

- › Elsight continues to supply its increasing commercial customer base globally
- › Elsight demonstrates unique value during Optus outage in Australia
- › Acquired first customers in new strategic territory - Australia, Japan

Forecast of growth in military drone market*

The military drone market is anticipated to experience substantial growth, increasing from USD 13.0 billion in 2023 to USD 18.2 billion by 2028, with a Compound Annual Growth Rate (CAGR) of 7.0% during the forecast period.

This growth is attributed to a heightened emphasis on advanced Command, Control, Communications, Computers, Intelligence, Surveillance, and Reconnaissance (C4ISR) capabilities.



*Global Military Drone Market, Research and Markets
February 2024

Elsight's Addressable Eco-systems



1: Drone Industry Insights, Drone Regulation Report 2023, Global Drone Regulations and Standards Examined and Compared, Jan 2023

2: Research and Markets, Global Military Drone Market Size, Share & Industry Growth Analysis Report, Feb 2024

3: EY, Making India the drone hub of the world, August 2022

4: The Insight Partners, Humanoid Robot Market Analysis Report & Growth Outlook 2030

5: Verified Market Reports, Global Military IoT Market by Type, By Application, By Geographic Scope and Forecast Aug. 2023

6 Fortune Business Insights, Cellular IoT Markets, Feb. 2024

Added value of the drone applications

Medical drone delivery

[Click to view](#)

- ✓ Arrives quickly to remote areas
- ✓ Residents are not always able to go to stores/pharmacies
- ✓ Covers more territory, can cover dangerous terrain
- ✓ Saves time and costs

Security Drones in military/law enforcement/HLS

[Click to view](#)

- ✓ Replacing personnel in dangerous surveillance or monitoring posts
- ✓ Better and faster data is possible with video documentation for effective control of public safety incidents
- ✓ Covers more territory, can cover dangerous terrain
- ✓ Saves time and costs

Drones to monitor ports

[Click to view](#)

- ✓ Aerial views offer much more information for better safety and security
- ✓ Gathers better data on ships, infrastructure, quality of water, assets and potential crime
- ✓ Saves time and costs



The company & the product



Elsight and the Halo Highlights



Proprietary technology solution

Our unique software and hardware solutions facilitate reliable **connection confidence** everywhere



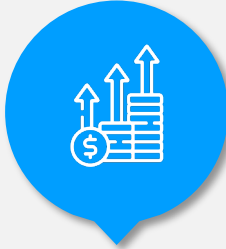
Substantial nascent market opportunity

As the unmanned industry is rapidly evolving, Elsight is in a **UNIQUE** position to become **industry-standard** for connectivity



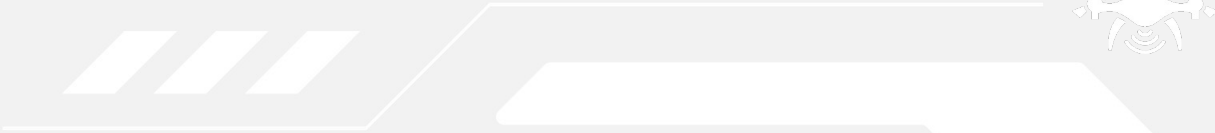
Product validation - key partners engaged

'Design wins' with multiple key partners in high demand verticals - the company is at the **tipping point for growth**

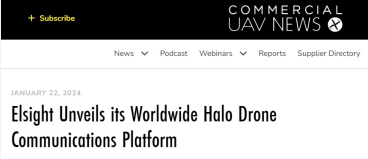
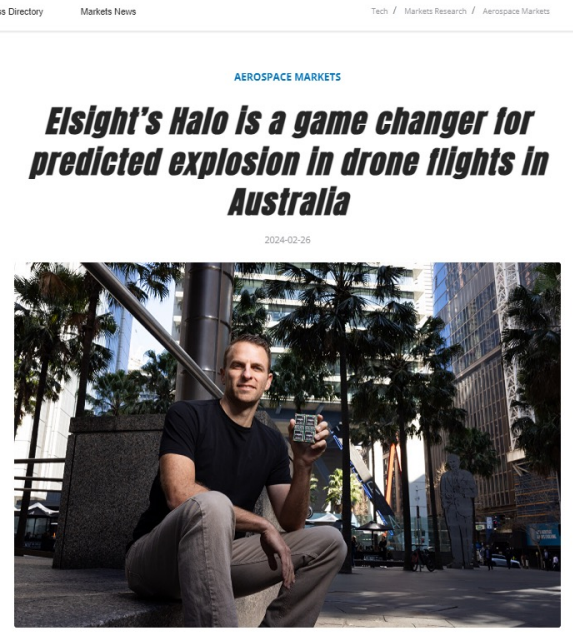
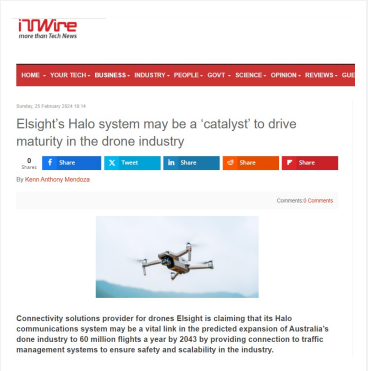
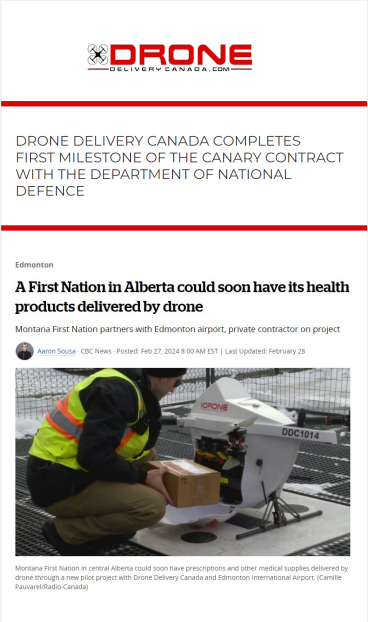
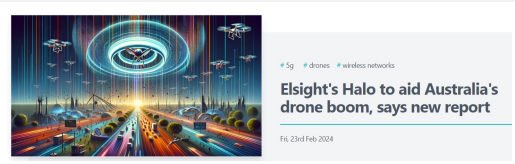


Multiple growth engines

Scalable, repeat transactional hardware & software sales plus **recurring managed services revenues**



Elsight's Growth with our Design-Win Partners Success

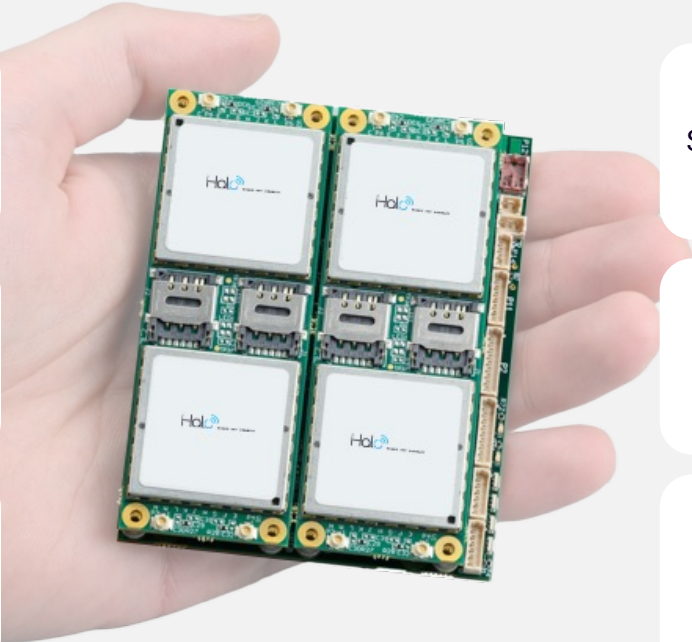


Elsight's Halo: One-Type-Fits-All Markets

With no additional development, the small, light-weight Halo, integrates seamlessly with all drones and unmanned systems to provide continuous connectivity in all markets.

Commercial

- Construction
- Medical
- Agriculture
- Oil & Gas
- Utilities
- Deliveries



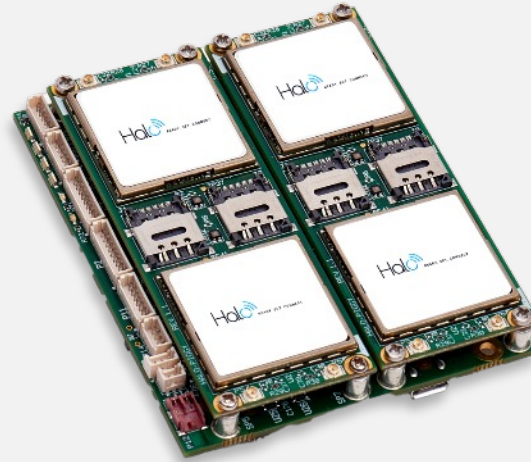
Defense

- Surveillance
- Monitoring
- Military/Defense
- First responders
- Public Safety
- Law enforcement

Inside Halo

[click here for more >](#)

- › AI-based multi-link bonding to provide the most robust connectivity for drones and other unmanned systems.
- › Adds cellular communications aggregated with satellite and RF communications for 99.99% reliability.
- › Comes in options for less than a 100-gram card or a boxed ground version
- › Embedded FAA approved built-in network and broadcast remote ID (RID)
- › Continuous connectivity in portable or stationary formats for a wide variety of challenging terrains and long distances.
- › AllSight Cloud option for configuration and monitoring
- › Innovative roadmap for 2024: Geo-spatial aerial mapping of cellular coverage, Satellite communications integration



**Halo Card 4 LTE
Modems
100 gr'**









**Halo Card 1 5G + 2 LTE
Modems
100 gr'**



Boxed Halo



Competitive Landscape

Solution	Link resiliency	Optimal SWaP	Security	Bandwidth	BVLOS Compatible	Example of Company
RF	None	Partial	Partial	Partial	None	
Satellite	Partial	None	Partial	None	Partial	
Single Cellular	None	Full	Partial	Partial	Partial	
Cellular + RF (Failover)	Partial	Partial	Partial	Partial	Partial	
 Halo <small>READY. SET. CONNECT</small>	Full	Full	Full	Full	Full	

Our Pathway to Market

FAA Standard

High customer retention, companies **must** continue using critical components like the Halo to keep type certificates and FAA waivers once approved

Organic Growth

Organic growth within the industry, as more design wins lead to an industry standard



Growth & ARPU Potential

Elsight grows organically as our partners grow, with minimal to no sales effort. New offering of services & features continually added to portfolio.

Engineering Advantage

Companies will only replace existing critical components under extraordinary circumstances

Our Customers

May 2021

10 partners in 2 regions



Our Customers

March 2024

115 partners in 6 regions



North America



South America



Middle East



Europe



Asia



Australia

Our wide range of customers and applications



Military
Israel

[For more info, click here >](#)



Data collection from a port surveillance
Antwerp, Belgium

[For more info, click here >](#)



Drone deliveries
USA

[For more info, click here >](#)



Law enforcement surveillance
Florida, USA

[For more info, click here >](#)



Medical deliveries
Canada

[For more info, click here >](#)



Monitoring in mining
Australia

[For more info, click here >](#)

Strong partnerships with global presence

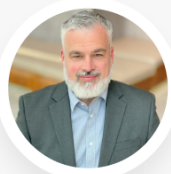
[click here](#) for more >



WOJCIECH LORENC

Drone pilot and Chief Operating Officer of Air Operations Division of Farada Group member Labair

Elsight's solution proved to be much more effective than the competitors' products, mainly because of its low weight, better data aggregation, and ability to control a couple of UAVs at the same time.



CTO at DroneUp

JOHN VERNON

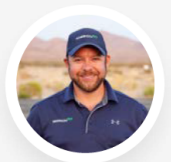
Elsight provided the reliability that we needed, provided the connection consistency, provided the bandwidth. Elsight had the cloud, provisioning, management and software capabilities that allowed us to continue refining and improving, something Elsight still does very well.



Head of Global Strategic Partnerships at Speedbird

ELOISA RIOS

Integrating Halo into our aircraft has helped us to ensure the constant flow of our commercial operations without delays due to loss of connectivity.



Director of Flight Operations

RYAN HENDERSON

With Halo, MissionGO is able to perform the critical task of cargo delivery, among many other aviation operations. Reliable, fast, and robust connectivity on our aircraft will be a cornerstone and key component to successful missions.



CEO and co-founder at High Lander

ALON ABELSON

As a leading platform provider for managing drone airspace and missions, Elsight's 5G support is helping us get much closer to fully autonomous BVLOS capabilities.

“ We have been extensively flying with HALO and we love it. Just incredible. We've never experienced such a solid LTE link before. Love it!



—Ryan Henderson, Director of Flight Operations, MissionGo!

”



Allan Burtness · 1st

Supporting the Future of UAS Utilizing a Lifelong Career of Manned Helico...

3w ...

Elsight's customer support is the best I've ever seen. HALO is very impressive and backed up by an outstanding support group. It's a win-win.

“

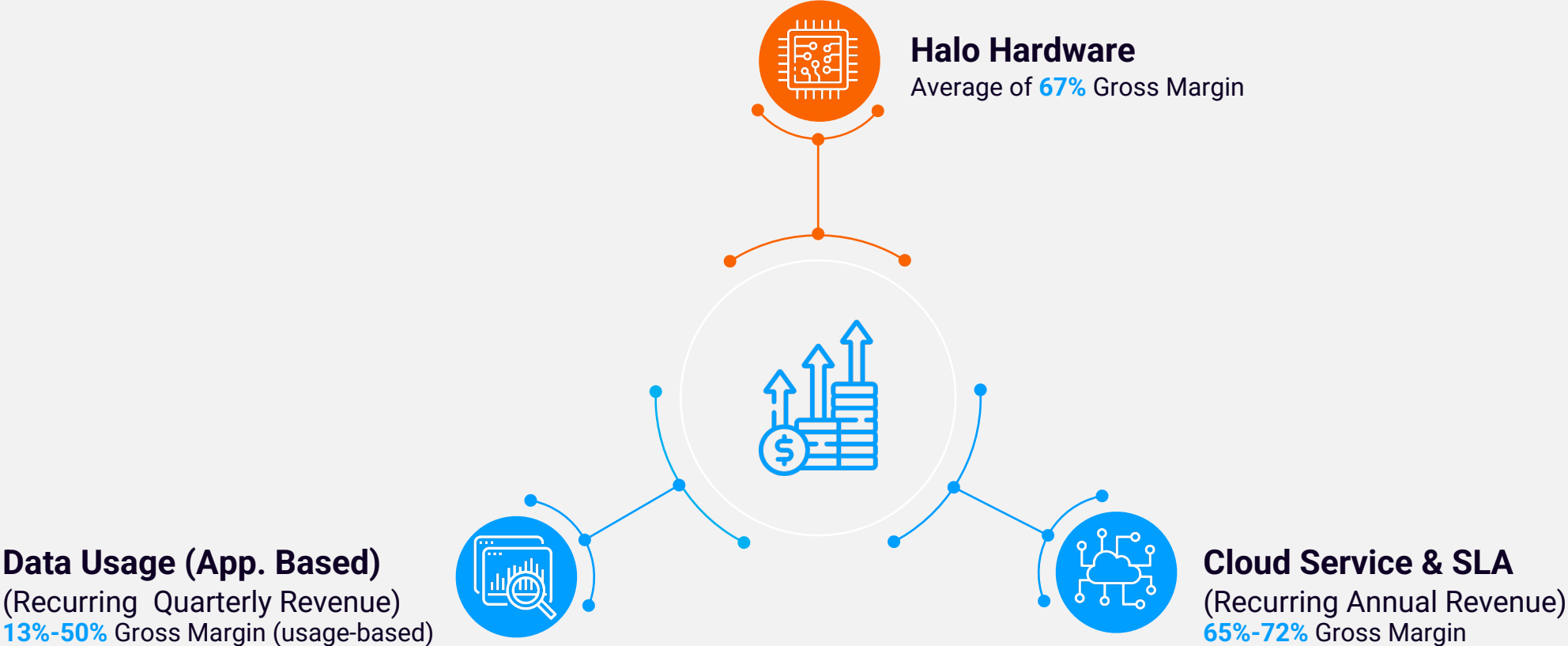
Elsight is our best supplier. Elsight not only has an outstanding, amazing product, they also have superb service and support, and we really appreciate this. We are pursuing regulatory type certificate in Brazil with the Halo. This is going to take us to the next level. Halo rocks!

— Santiago Pinzon, CEO, Orkid

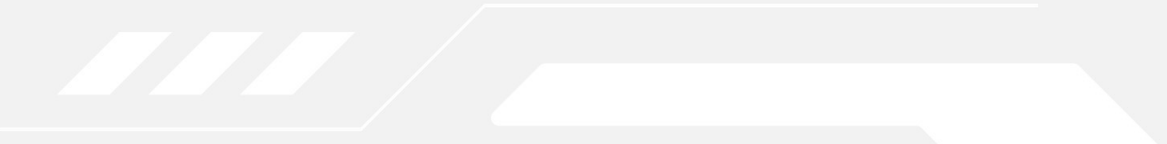
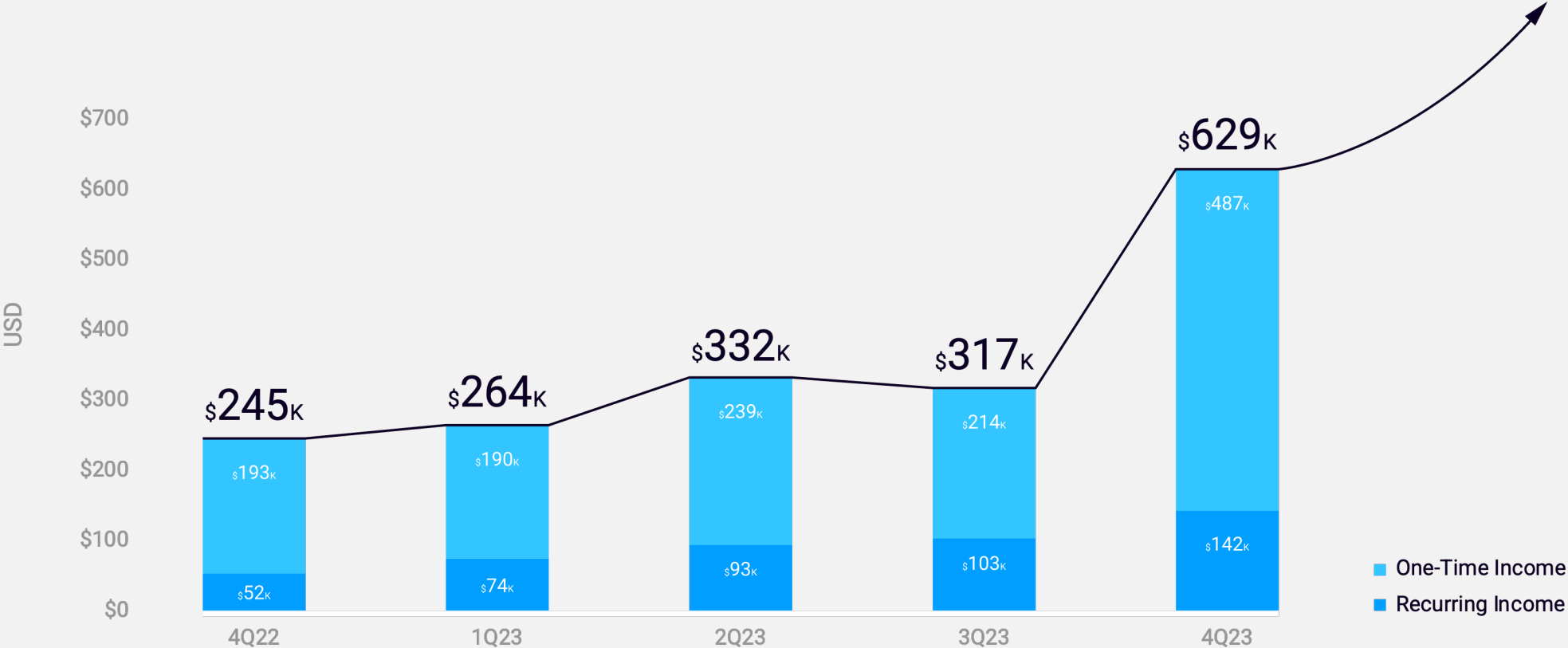
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Revenue Models

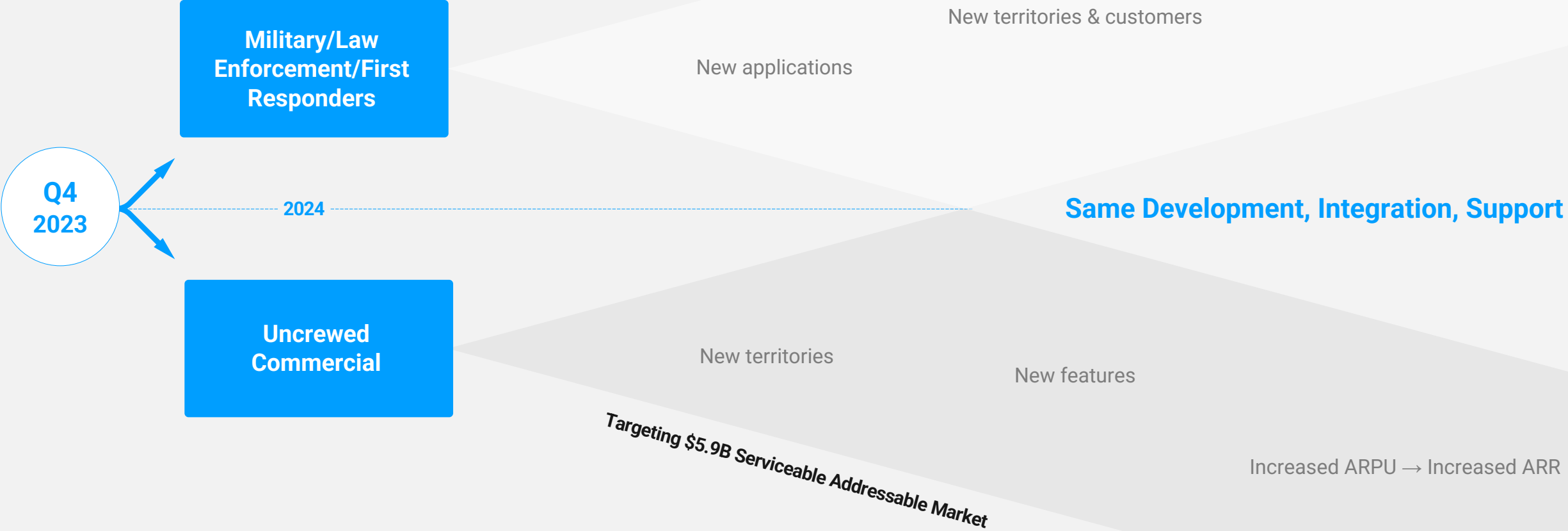
Building revenue through hardware, software, and services



Revenue Models – Effect on Sales Growth



Elsight's future



An aerial photograph of a large container ship docked at a port. The ship is filled with colorful shipping containers in shades of red, blue, green, and yellow. A large blue gantry crane is positioned at the dock, extending over the ship. The water is a deep blue. In the bottom right corner, there is a white icon of a drone with signal waves. The entire image is overlaid with a white grid of dots and lines, with corner crop marks.

elsight

THANK YOU

IR@Elsight.com