

Corporate Presentation

June 2022

ASX: MOB

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Who is Mobilicom

Aiming to be the end-to-end provider of the **“smart solutions”** that operate drones and robotics.



What Do We Provide

Proprietary software and hardware solutions that power, connect, guide and secure drones and robotics.



Unique Market Position

We aim to be the leading **“end-to-end”** technology & solutions provider to global manufacturers of drones and robotics.



**Israel
Headquarters**

with presence in USA,
EU, AUS



**Founded in
2017**



**Listed on
ASX: MOB**



14M AUD

Market Cap
(as of 31/5/2022)



41

Customers

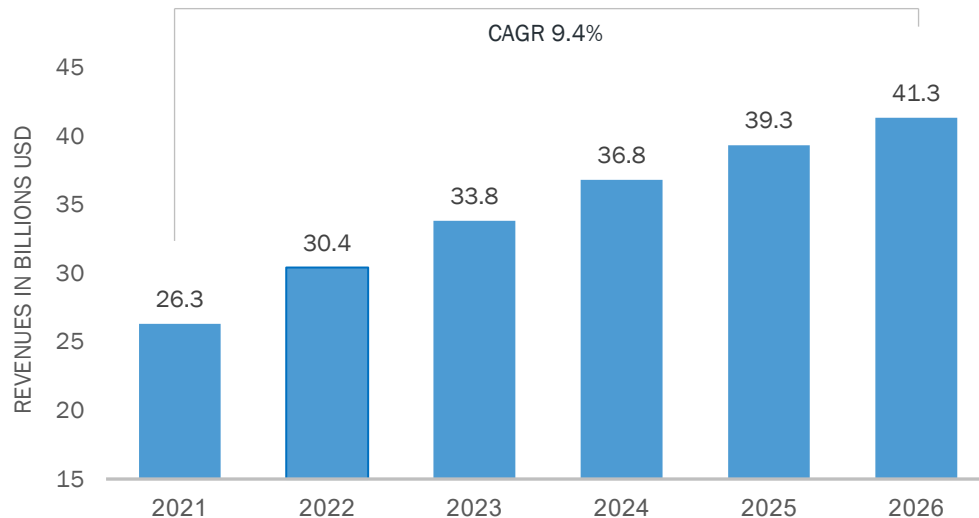
15 Countries



34

Patent Claims
within
2 patent families

Drone Market Size and Forecast 2021-2026



*Source: Drone Industry Insights – Aug 2021



Mobilicom is focused on the rapidly growing **Defence** & **Commercial** drone Hardware and Software market.



Mobilicom has the opportunity to capture market leadership as the leading “end to end” solutions provider to global manufacturers of drones.



Mobilicom is built to capture leadership in a TAM expected to reach \$8.5 billion by 2026 value (TAM).



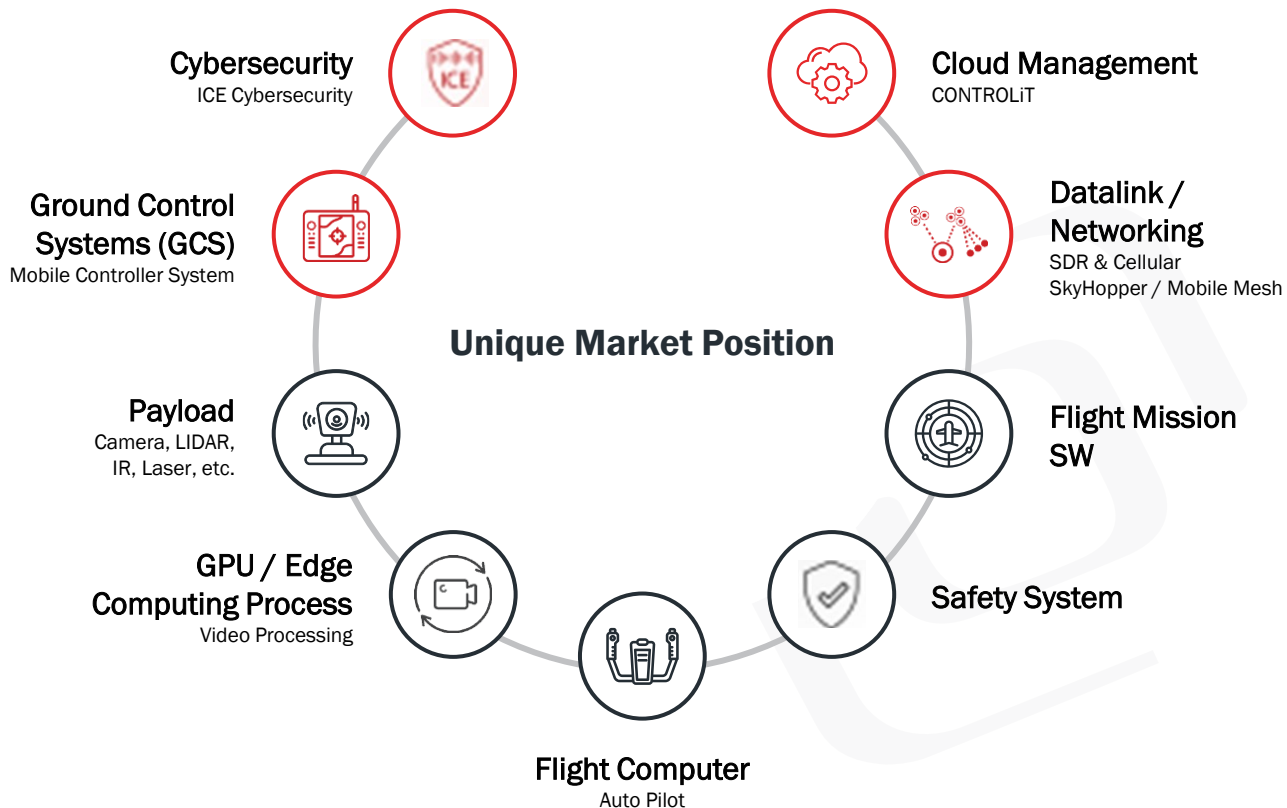
Mobilicom continues to achieve market share through it's 36 “design wins” during the last two years.

Aiming to be the Industry's End-to-End Solutions Provider



Benefits of being an “End to End” Provider

- ✓ Enhanced Performance
- ✓ Bundled Solutions means Better Pricing
- ✓ Enhanced & Comprehensive Cybersecurity
- ✓ Faster Time To Market
- ✓ Enhanced System Compatibility
- ✓ Trusted, Certified and Proven in the Field of Battle



Mobilicom's Solutions Working Together



OUR FAMILY OF PRODUCTS ARE THE “**SMART SOLUTIONS**” INSIDE
DRONES & ROBOTICS



MCU-30 Lite

Mobile Mesh Networking



ICE Cybersecurity Suite

AI-based 360 degree protection of drones and their network communication channels



ControliT

Cloud-based network management software solutions for Drone operators



SkyHopper Datalinks

Bi-directional data links that support line of sight, non-light of sight and urban area transmissions

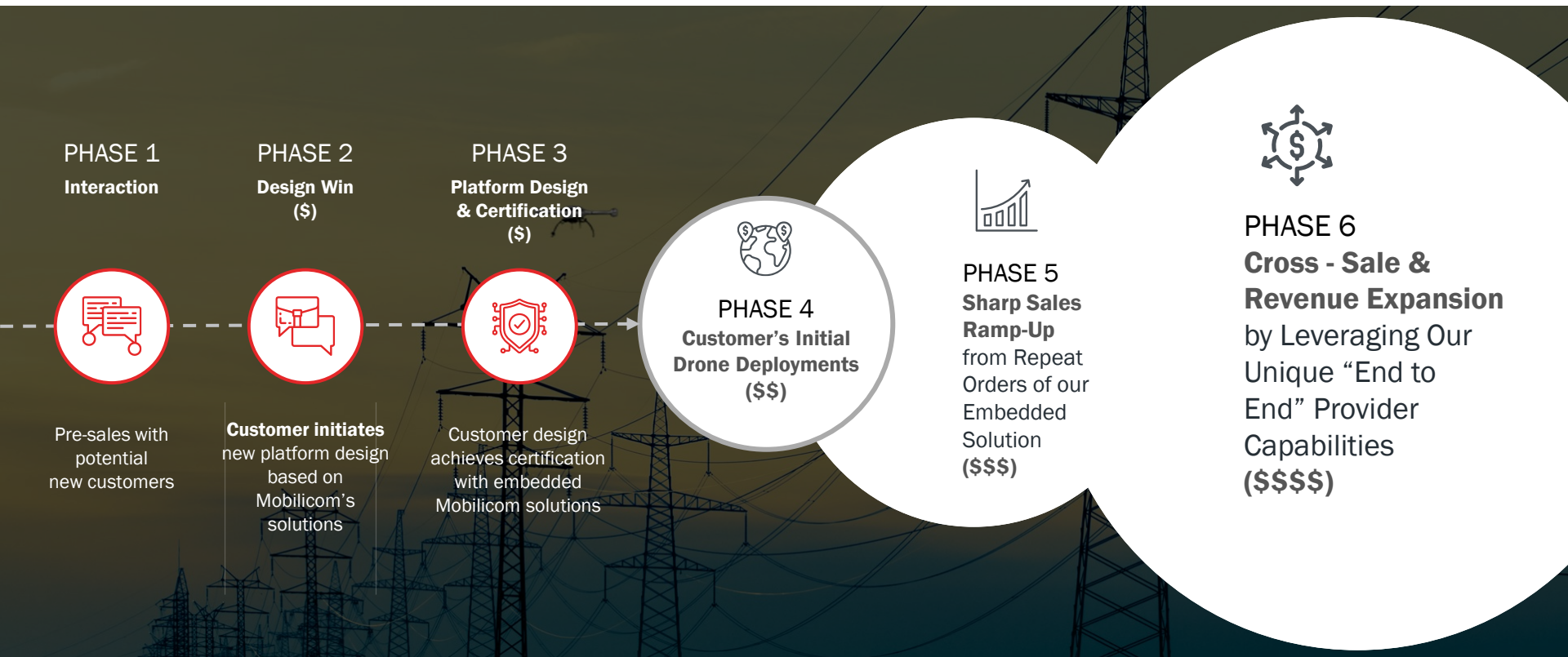
Ground Control System (GCS)

Wide range of handheld ruggedized controllers for Drones with various payloads



Mobile Mesh Networking

Terminals connecting and relaying between all Drones within the network



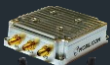
Our Customers Include Top Tier Global Drone Manufacturers



MOBILICOM Smart Solutions



"SkyHopper" Datalink



Mesh Networking



Mobile Control Terminals



Cloud Software



ICE Cybersecurity

Our Customers



Drone & Robotic Platforms



Go-To-Market Case Studies



PHASE 3



(NYSE: TDY) a leading manufacturer of drones & robotics for both defense and commercial markets.

○ Teledyne's Newest Drone includes our Embedded *SkyHopper Datalink* Solution.

○ Teledyne is currently in the testing , demonstration and marketing phase and has already placed multiple purchase orders with Mobilicom.

PHASE 4



Censys Technologies is a leading US-based commercial drone manufacturer for agriculture, infrastructure monitoring, disaster relief and public safety sectors.

○ Censys' Recent Commercial Drone platform includes our Embedded *SkyHopper Datalink* Solution.

○ Censy continues to increase their purchase orders as they move from initial deployment to full market rollout.

PHASE 5



Elbit Systems (NASDAQ: ESLT) is a global leader of drones and unmanned aerial systems.

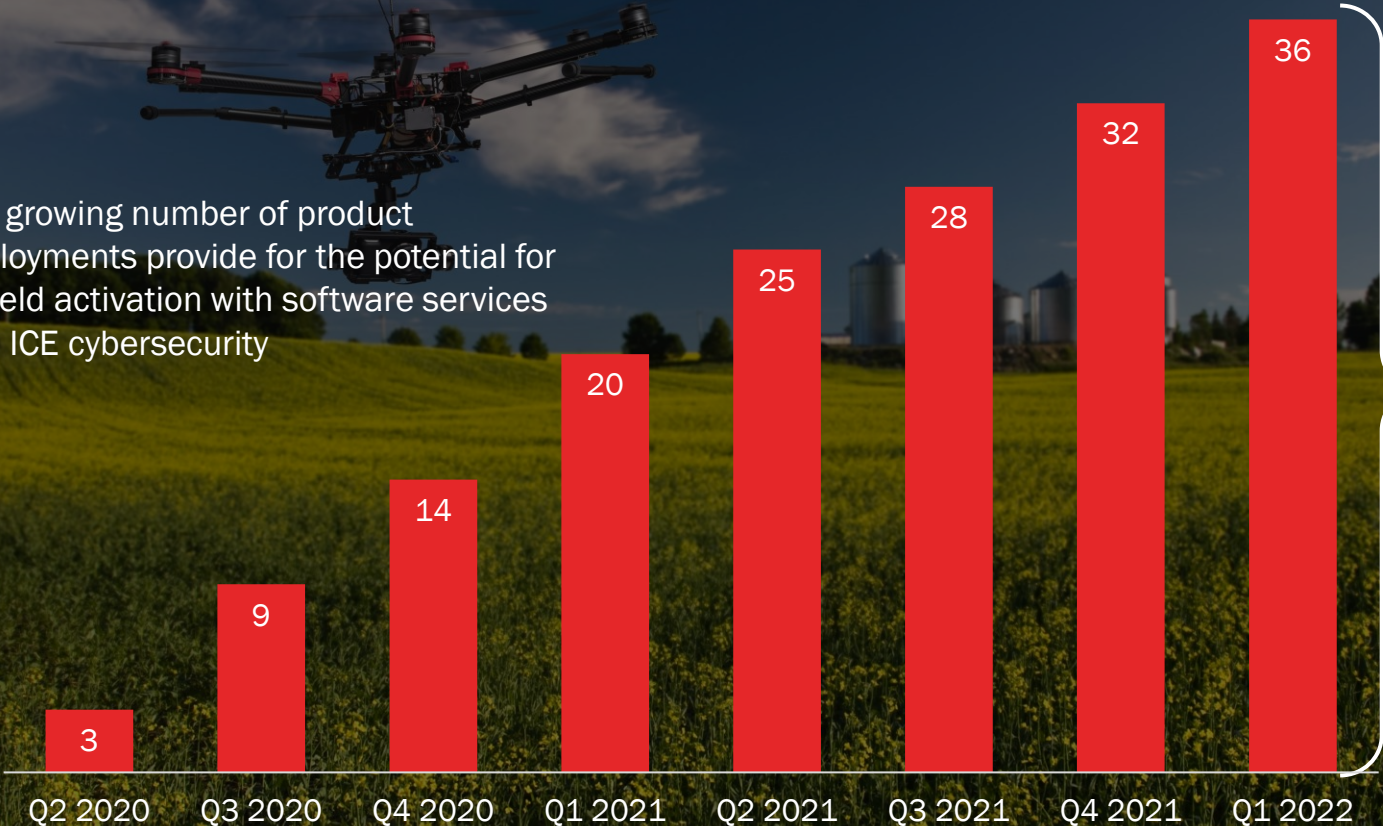
○ Elbit has already incorporated our solutions into several of their platforms including Mobilicom's Mobile GCS and Mesh Networking Solutions

○ Elbit has already sold more than 700 hundreds unmanned platforms to its military customers with Mobilicom embedded solutions.

Growth in Design Wins Will Drive our Revenue



Our growing number of product deployments provide for the potential for in-field activation with software services and ICE cybersecurity



Positioned to leverage existing design wins for cybersecurity and software sales

Our Business Model.... a Key Competitive Advantage



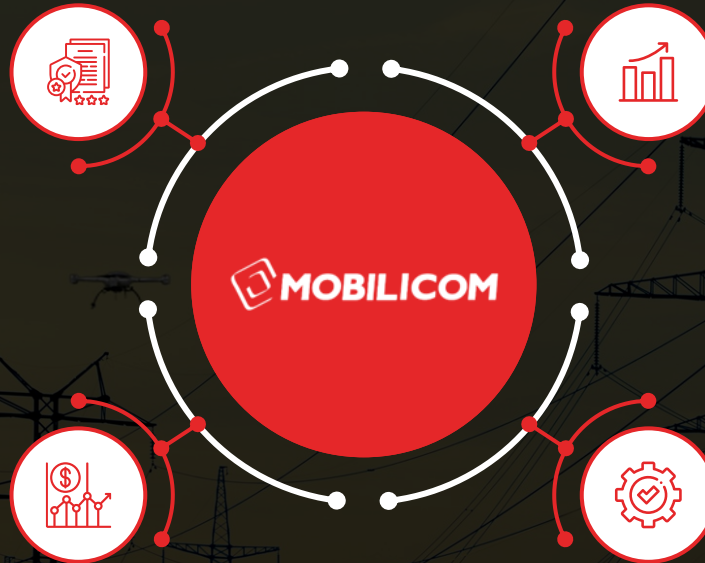
Building revenue through sales of hardware, software and professional services & support

Embedded Hardware

in our customer's drones grants us deep proprietary understanding of cross-sell opportunities.

Bundled Solutions

with multiple hardware, software and service revenue streams achieved while providing flexible pricing while maintaining gross margins.



De-Risked Growth Potential

Mobilicom grows as our partners grow, without need for future significant sales efforts and marketing spent.

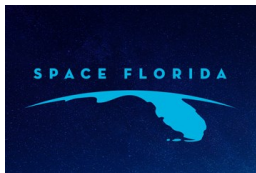
Barrier to Entry

Industry Recognition

“Mobilicom is well regarded across the defence industry, winning multiple awards and increasingly attracting media focus”



Industry Awards



Won Space
Florida 2020-22
Innovation Program



Mobilicom won 8
Innovation R&D
Grants Programs

Certifications

USA
Certification



EU
Certification



TELEC
Certification



Media Appearances



Income Statement



For the Year Ended December 31, 2021

<u>Profit & Loss data</u>	2020 AUD in thousands		2021 AUD in thousands	
Revenues	A\$	2,066	A\$	3,579
Cost of sales		(725)		(1,192)
R&D grants and others		975		789
Sales and Marketing		(1,113)		(1,658)
Research and Development		(2,418)		(2,375)
General and Administration		(1,202)		(1,377)
EBITDA (Loss)	A\$	(2,417)	A\$	(2,234)
Net Income (Loss)	A\$	(2,782)	A\$	(2,705)

Balance Sheet Summary

As of December 31, 2021

<u>Balance Sheet Data</u>	Actual AUD in thousands
Cash and Cash Equivalents and short-term bank deposits	A\$ 3,996
Total Assets	A\$ 5,946
Total Liabilities	A\$ 2,616
Total Shareholders' Equity	A\$ 3,329

Capitalization Table



As of May 31, 2022

	Ordinary Shares
Shares Outstanding	321,936,715
Options	38,735,379
Warrants	64,000,000
Fully Diluted Shares Outstanding	424,672,094

Experienced Leadership Team –



Oren Elkayam

CHIEF EXECUTIVE OFFICER & CO-FOUNDER

- CEO - Sortech (Nano-materials)
- VP Bus Dev -Runcom,
- Israel Air-Force Officer of R&D Unit.



Yossi Segal

VP, RESEARCH & DEVELOPMENT AND CO-FOUNDER

- CTO of Runcom.
- Member of International Wireless Standards Committee (IEEE and ETSI)



David Fagelston

VP, GLOBAL SALES

- VP Sales & Marketing - Accubeat. (Solutions provider to Defense Industry),
- Previously held roles at ECI, Foxcom Wireless and Starhome –



Liad Gelfer

DIRECTOR OF FINANCE

FCFO - Supercom (NASDAQ: SPCB)
Controller - Compugen (NASDAQ: CGEN).



Ofer Laufer

CHIEF OPERATING OFFICER

COO - Friendly Robotics



Steven Sarfati

VP, US SALES

Former VP sales and marketing at US homeland security, public safety and video systems companies with more than 20 years' experience selling to Fortune 500 customers.



Boaz Pick

VP, MANUFACTURING

VP Production – (Verifone)



Pinhas Reich

VP, BUSINESS DEVELOPMENT

Extensive senior global managerial experience across sales, business development and marketing in telecom and consumer sectors

What to Expect in the Next 12 Months





Proprietary Technology Solution

Our unique software and hardware solutions facilitate reliable connection confidence everywhere



Nascent First Mover Market Advantage

As the unmanned industry is rapidly evolving, Mobilicom is in a great position to become industry-standard for our technology solutions



Product Validation

“Design wins” with multiple Top Tier Global Drone Manufacturers – the company is at the tipping point for growth



Multiple Growth Engines

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

Thank You



Contact Us

Oren Elkayam
Mobilicom Ltd.
oren.elkayam@mobilicom.com

Aidan Brooksby
Investor Relations
+61 431 716 947
aidan.brooksby@marketeye.com.au

Tristan Everett
Media Relations
+61 403 789 096
tristan.everett@marketeye.com.au