

# CORPORATE PRESENTATION

**MAY 2025** 

NASDAQ: MOB, MOBBW

## FORWARD LOOKING STATEMENTS



Cautionary Note Regarding Forward-Looking Statements

This presentation of the Company contains "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act and other securities laws. Words such as "expects," "anticipates," "intends," "plans," "believes," "seeks," "estimates" and similar expressions or variations of such words are intended to identify forward-looking statements. For example, the Company is using forward-looking statements when it discusses market size forecasts, strategy, market position and ability to compete, anticipated developments in its operations and future financial and operating performance. Forward-looking statements are not historical facts, and are based upon management's current expectations, beliefs and projections, many of which, by their nature, are inherently uncertain. Such expectations, beliefs and projections are expressed in good faith. However, there can be no assurance that management's expectations, beliefs and projections will be achieved and actual results may differ materially from what is expressed in or indicated by the forward-looking statements.

Forward-looking statements are subject to risks and uncertainties that could cause actual performance or results to differ materially from those expressed in the forward-looking statements including the Company's ability to implement its strategies, its competitive advantages, the development of new products and services, the impact of competitors, changes in laws, rules and regulations, its ability to maintain its product certifications, its ability to maintain good relationships with customers, suppliers and other strategic partners, its ability to protect its intellectual property, its ability to retain key personnel and the absence of material adverse changes in the industry or global economy. For a more detailed description of the risks and uncertainties affecting the Company, reference is made to the Company's Registration Statement on Annual Report on Form 20-F filed with the U.S. Securities and Exchange Commission. Before you invest you should read the preliminary prospectus in that registration statement for more complete information about the Company and the offering.

Forward-looking statements speak only as of the date the statements are made. The Company assumes no obligation to update forward-looking statements to reflect actual results, subsequent events or circumstances, changes in assumptions or changes in other factors affecting forward-looking information except to the extent required by applicable securities laws. If the Company does update one or more forward-looking statements, no inference should be drawn that the Company will make additional updates with respect thereto or with respect to other forward-looking statements.

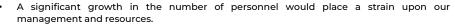
## **RISK FACTORS**

### **Risks Related to Our Financial Condition**

- We have a history of losses.
- Shortfalls in available external research and development funding could adversely affect
   us.
- We may not accurately forecast revenues, profitability and appropriately plan our expenses.
- Exchange rate fluctuations between multiple foreign currencies may negatively affect our earnings, operating cash flow.
- We have recently commenced marketing of our cloud-based software and cybersecurity solutions, which may be marketed and sold to customers using different sales models, including annual or monthly license or software as a service, any of which may not be profitable to us.

### Risks Related to Our Business and Industry

- We expect to incur substantial research and development costs and devote significant resources to identifying and commercializing new products and services, which could significantly reduce our profitability and may never result in revenue to us.
- The COVID-19 pandemic had some negative effect on our business, operations and financial performance, and similar global health crises could have a negative effect on our
   business, operations and future financial performance.
- We will be affected by operational risks and may not be adequately insured for certain 
  risks.
- The markets in which we compete are characterized by rapid technological change, which requires us to develop new products and product enhancements, and could render our
   existing products and technologies obsolete.
- Failure to obtain necessary regulatory approvals may prevent us from selling our hardware products.
- We could be prohibited from shipping our products to certain countries if we are unable to obtain Israeli or US government authorization regarding the export of our products, or if current or future export laws limit or otherwise restrict our business.
- Our inability to retain management and key employees could impair our future success.



MOBILICOM

- We are subject to the risks associated with foreign operations in other countries.
- If critical components or raw materials used to manufacture our products become scarce or unavailable, then we may incur delays in manufacturing and delivery of our products, which could damage our business.
- Our products may be subject to the recall or return.
- If we release defective products or services, our operating results could suffer.
- Our products and services are complex and could have unknown defects or errors, which may give rise to legal claims against us, diminish our brand or divert our resources from other purposes.
- We are a supplier for government programs, which subjects us to risks including early termination, audits, investigations, sanctions penalties and delayed sales.
- Negative customer perception regarding our products could have a material adverse effect on the demand for our products and the business, results of operations, financial condition and cash flows.
- If we fail to successfully promote our product and brand, it could have a material adverse effect on our business, prospects, financial condition and results of operations.
- We may be subject to cybersecurity attacks or electronic communication security risks.
- Our senior management team has limited experience managing a public company listed on a U.S. exchange, and regulatory compliance may divert its attention from the day-to-day management of our business
- Failure to adhere to our financial reporting obligations and other public company requirements could adversely affect the market price of our ADSs.
- If we fail to maintain proper and effective internal controls, our ability to produce accurate financial statements would be impaired, which could adversely affect our operating results, our ability to operate our business and our stock price.
- We are subject to certain Israeli, U.S. and foreign anticorruption, anti-money laundering, export control, sanctions and other trade laws and regulations. We can face serious consequences for violations.

## **RISK FACTORS (CONT.)**

### Risks Related to our Intellectual Property

- If we fail to protect, or incur significant costs in defending, our intellectual property and other know-how or proprietary rights, our business, financial condition, and results of operations could be materially harmed.
- Obtaining and maintaining our patent protection depends on compliance with various procedural, document submission, fee payment, and other requirements imposed by governmental patent agencies, and our patent protection could be reduced or eliminated for non-compliance with these requirements.
- We may be sued by third parties for alleged infringement of their proprietary rights, which could be costly, time-consuming and limit our ability to use certain technologies in the future.
- We may not be able to protect our intellectual property rights throughout the world.

### Risks Related to Israeli Law and our Operations in Israel

- Political, economic and military instability in Israel and the Middle East may impede our ability to operate and harm our financial results.
- We may become subject to claims for remuneration or royalties for assigned service invention rights by our employees, which could result in litigation and adversely affect our business.
- We received Israeli government grants, from the Israeli Innovation Authorization, or

   IIA, for certain of our research and development activities, the terms of which may
   require us to pay royalties and to satisfy specified conditions in order to manufacture
   products and transfer technologies outside of Israel. If we fail to satisfy these
   conditions, we may be required to pay penalties and refund some grants previously
   received.
- We may be subject to the risks associated with the Israeli Law for the Encouragement of Industrial Research and Development 5744-1984, or R&D Law.

### **Risks Related to our ADSs**

- The market price and trading volume of our ADSs may be volatile and may be affected by economic conditions beyond our control.
- An active trading market for our ADSs may not develop or be liquid enough for you to sell your ADSs quickly or at market price.
- You may be subject to limitations on transfer of our ADSs.
- As a foreign private issuer, we are permitted and we expect to follow certain home country corporate governance practices in lieu of certain Nasdaq requirements applicable to domestic issuers. This may afford less protection to holders of our ADSs.
- As a foreign private issuer, we are permitted to file less information with the SEC than a company incorporated in the United States. Accordingly, there may be less publicly available information concerning us than there is for companies incorporated in the United States.
- We are an emerging growth company as defined in the JOBS Act and the reduced disclosure requirements applicable to emerging growth companies may make our ADSs less attractive to investors and, as a result, adversely affect the price of our ADSs and result in a less active trading market for our ADSs.
- If we fail to establish and maintain proper internal financial reporting controls, our ability to produce accurate consolidated financial statements or comply with applicable regulations could be impaired.
- ADS holders may be subject to additional risks related to holding ADSs rather than ordinary shares.
- If we are classified as a "passive foreign investment company," then our U.S. shareholders could suffer adverse tax consequences as a result.
- Our Constitution and Australian laws and regulations applicable to us may adversely affect our ability to take actions that could be beneficial to our shareholders.
- You will have limited ability to bring an action against us or against our directors and officers, or to enforce a judgment against us or them, because we are incorporated in Australia and certain of our directors and officers reside outside the United States.
- Australian companies may not be able to initiate shareholder derivative actions, thereby depriving shareholders of the ability to protect their interests.



## **MOBILICOM AT A GLANCE**





### WHO IS MOBILICOM

Provider of robust cybersecure end-to-end solutions for drones and robotics.



### WHAT DO WE PROVIDE

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



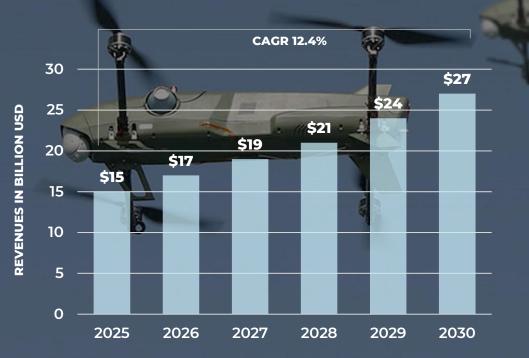
### **UNIQUE MARKET POSITION**

Operating at the intersection of cybersecurity, AI autonomy, and drones and robotics



## SMALL UNMANNED AERIAL VEHICLES (SUAV) MARKET SIZE AND FORECAST 2025-2030





Mobilicom is focused on the rapidly growing **Defense & Commercial** drone Cybersecurity, Software and Hardware 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 \$5.4 billion by 2030.



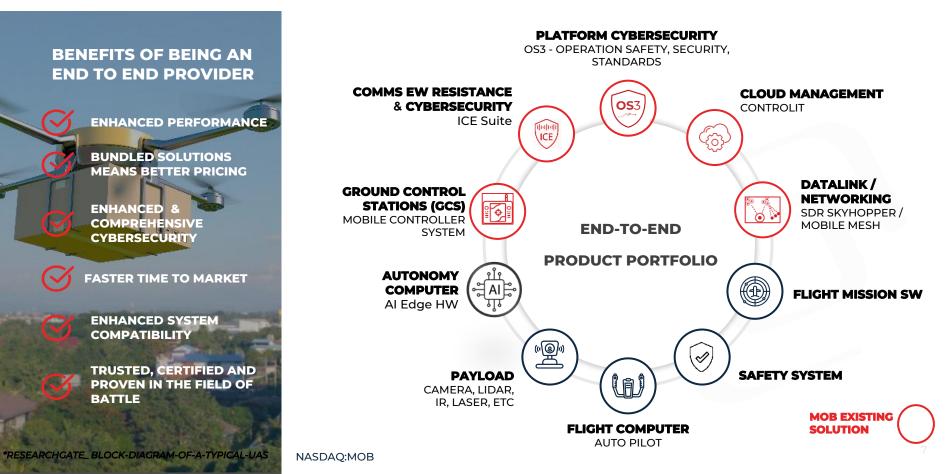
Mobilicom continues to achieve market share through scaled orders by existing customers, "design wins" by new customers and new products offering.

\*SOURCE: ResearchAndMarkets.com's- Dec 2024

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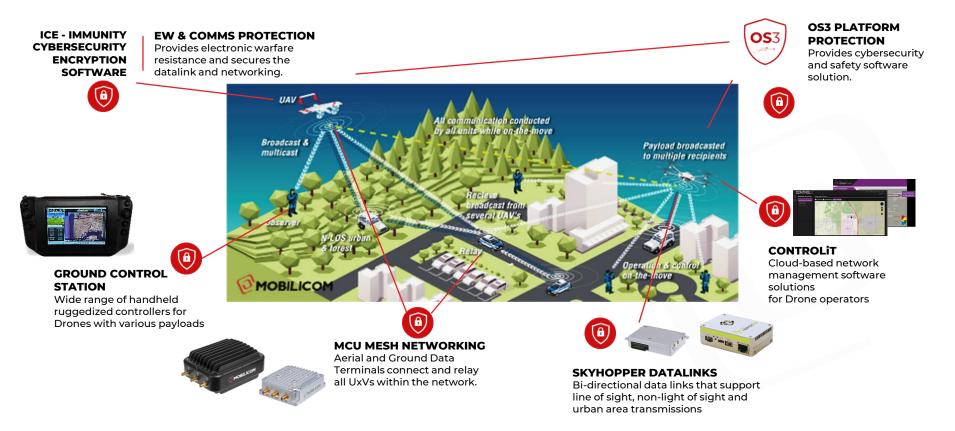
## **UNIQUE POSITION AS END-TO-END PROVIDER**





## **END-TO-END SOLUTIONS WORKING TOGETHER**





## **CHALLENGES** WE SOLVE

### CYBERSECURITY THREATS

Overcoming cybersecurity threats like platform hacking and EW jamming

### **CUSTOMIZATION** FLEXIBILITY

Developing tailored solutions with the flexibility of company-owned IP

### **COMPLEX SYSTEM** INTEGRATION

Collaborating for optimized solutions with a focus on customer success

SEA

FUTURE

DOMAINS

AIR

LAND

### HARSH AND CONTESTED **ENVIRONMENTS**

Operating in industrial, urban, remote, and extreme conditions requiring reliability

### SCALABLE SOLUTIONS

Balancing cost, performance, and timely deployment for effective scaling

### **EVOLVING COMPLIANCE** DEMANDS

Navigating complex standards and changing regulations like NDAA, Blue UAS, ITAR



## **AIRBUS**

TELEDYNE FLIR

plasan

**ST Engineering** 

Elbit Systems





RAFAEL









PRE-SALES WITH

POTENTIAL

**NEW CUSTOMERS** 

PHASE 1

INTERACTION

康

## **GO-TO-MARKET STRATEGY**

CUSTOMER

INITIATES NEW

PLATFORM DESIGN

BASED ON

MOBILICOM'S

SOLUTIONS

PHASE 2

**DESIGN WIN** 

(\$)

**DESIGN PHASE** 

CUSTOMER DESIGN

ACHIEVES

CERTIFICATION

WITH EMBEDDED

MOBILICOM

SOLUTIONS

PHASE 3

PLATFORM DESIGN

& CERTIFICATION

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PHASE 4

CUSTOMER'S

**INITIAL DRONE** 

DEPLOYMENTS (\$\$)

## MOBILICOM

PHASE 6 CROSS - SALE & REVENUE EXPANSION BY LEVERAGNG OUR UNIQUE END TO END

**PROVIDER CAPABILITIES** 

(\$\$\$\$)

10000

PHASE 5 SHARP SALES

RAMP-UP

FROM REPEAT

**ORDERS OF** 

OUR

EMBEDDED

SOLUTION

(\$\$\$)

**COMMERCIALIZATION PHASE** 

NASDAQ:MOB

## **USA TIER 1 CASE STUDY**

Received

4 Competitors chosen for performance, size, & price

Continues orders multiple orders to support testing of ~\$50K each and validation to support **Close** cooperation integration

2303 – 1st customer order 2304 - Follow-up PO 24Q1- Follow-up PO 24Q2 - Scaled follow-up PO 24Q3 - Scaled follow-up PO 24Q4 - Scaled follow-up PO 25Q1 - Scaled follow-up PO

US DOD customers' deployments

Tier 1 Platform chosen for DOD SOCOM program

Tier 1 shortlisted for DOD MARINES Program of Record (POR)

Tier 1 built U.S. production site for mass production

PHASE 6 **CROSS - SALE & REVENUE EXPANSION** 

BY LEVERAGNG OUR UNIQUE END TO END **PROVIDER CAPABILITIES** (\$\$\$\$)

000 PHASE 5 SHARP SALES PHASE 1 PHASE 2 PHASE 3 RAMP-UP REG FROM REPEAT INTERACTION **DESIGN WIN** PLATFORM DESIGN (\$) & CERTIFICATION **ORDERS OF** (\$) OUR PHASE 4 EMBEDDED CUSTOMER'S SOLUTION Ð 睫 **INITIAL DRONE** (\$\$\$) DEPLOYMENTS (\$\$) **COMMERCIALIZATION PHASE DESIGN PHASE** 

NASDAQ:MOB

## MOBILICOM

**ISRAEL TIER 1 CASE STUDY** 

## MOBILICOM

Chosen for small Loitering drone

PHASE 1

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Received POs to Continues orders to support integration of support testing and - Datalink validation. - Mobile Controller Close cooperation. End-to-End offering

PHASE 3

PHASE 2

23Q4 – 1st production PO – datalinks 24Q2 - PO - GCS systems 24Q3 - PO -SkyHopper Micro 24Q4 - PO -MCU Mesh Network 25Q1 - PO - GCS systems

Selected for new platform (perimeter protection drone fleets) for MESH solutions

Tier-1 Platform is widely promoted across EU - N

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PHASE 5 SHARP SALES

RAMP-UP

PHASE 6 **CROSS - SALE & REVENUE EXPANSION** BY LEVERAGNG OUR UNIQUE END TO END **PROVIDER CAPABILITIES** (\$\$\$\$)

REG FROM REPEAT INTERACTION **DESIGN WIN** PLATFORM DESIGN (\$) & CERTIFICATION **ORDERS OF** (\$) OUR PHASE 4 EMBEDDED CUSTOMER'S SOLUTION Ø **INITIAL DRONE** (\$\$\$) DEPLOYMENTS (\$\$) **COMMERCIALIZATION PHASE DESIGN PHASE** 

NASDAQ:MOB

## **KEY MILESTONE ACHEIVMENT** MOBILICOM SOLUTIONS INCLUSION IN THE DUE LIAS FRAMEWORK

### WHAT IS BLUE UAS?

An initiative by the U.S. Department of Defense's Defense Innovation Unit (DIU) to vet and scale secure, NDAA-compliant unmanned aerial systems (UAS) technology.

### **IMPORTANCE OF THE BLUE UAS PROGRAM?**

- Ensures that UAS technology used by the DoD and other government agencies meets stringent security and compliance standards.
- Streamlines procurement processes, reducing administrative burdens and ensuring deployment of trusted, cyber-secure, and NDAA-compliant systems.

### EXPECTED IMPACT FOR MOBILICOM

Facilitates streamlined procurement by U.S. federal agencies, NATO allies, and defense contractors, accelerating adoption across defense and commercial sectors.

Positions Mobilicom among a prestigius group of trusted suppliers, increasing visibility and credibility with top-tier OEMs and system integrators.

Cyber certified Mobilicom solutions as trusted provider.

Anticipated to win additional customers and drive revenue growth







# RECENT GEOPOLITICAL EVENTS ACCELERATE DEMAND FOR MOBILICOM SOLUTIONS





For the first time, drone of various sizes and capabilities are being widely deployed in multiple conflict zones. Autonomous systems are emerging as a key component of modern warfare. Mobilicom's solutions are an essential part of these systems.

Nasdaq:MOB



### **Recent Conflicts Accelerate Demand for Drones**

Mobilicom's solutions are an essential part of these systems.

For the first time, drone of various sizes and capabilities are being widely deployed in multiple conflict zones. Autonomous systems are emerging as a key component of modern warfare.

### Ukraine-Russia Conflict

- Small-sized drones are widely used for reconnaissance & intelligence gathering.
- Loitering (kamikaze) munitions (mainly FPV) designed for one-time strikes use.
- Ukrainian FPV & Small drones usage estimations: In 2023 ~10,000 per month In 2024 ~20,000 and up to ~100,000 per month by early 2025 ~200,000 a month
- Russia deploys cyber-attack stations on the frontline, taking down 90% of the drones

(Source)

### Middle-East Conflicts

**Israel drone usage** estimation: >1,000 Large Drone for ISR, >10,000 mini drone by army, as well as loitering drones.

- Hezbollah over 1,300 drones launched at Israel
- Iran launched >170 large long-range drones at Israel in 2024 single attack.
- The Hoithi have launched over 200 large long-range drones at Israel
- Increased demand for defense solutions, including drones & loitering munitions

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## **Recent Conflicts Accelerate Demand for Drones**

Mobilicom's solutions are an essential part of these systems.

The drone industry in the United States is experiencing a notable uptick. The U.S. requires a vast array of autonomous drone systems, both for itself and its allies, Preferably sourced domestically and as quickly as possible.

### Recent Trends in the U.S.

- China conflict preparation: U.S. boosting autonomous drone capabilities.
- US agreed to supply Taiwan with \$360M worth of drones.
- Pentagon's \$1 billion Replicator 1 initiative for 2025 budget
- Replicator 2 to deliver thousands of all-domain autonomous systems for 2026 budget
- The US Army's SRR program 12,000 mini drones, valued at ~ \$600-\$700 million
- Additional PORs on the way: Marines OPF-L, SOCOM GOPSS, DOD Launched Effects, Navy LRT, etc.
- Network Security Concerns: Drones Act aims to limit the use of Chinese-manufactured drones in the U.S
   → Drone Cybersecurity is becoming critical.

### India-Pakistan Conflict

The world's first drone war between nuclear-armed neighbors has erupted in South Asia.

Pakistan launched 400-500 drones at 36 locations (Turkish-made).

India deployed Harpy & Harop strike drones, and Heron drone for ISR (Israeli-made).

### India to

Drone warfare played a significant role in the conflict on both sides

## **MOB GROWTH PILLARS**



### NEW PRODUCT OFFERING

Bringing new solutions to the market:

- OS3 platform cybersecurity
- Secure Autonomy Computers
- etc...

### WINNING NEW CUSTOMERS

US DOD Blue UAS-approved -unlocks DoD fast-track sales

### CURRENT CUSTOMERS SHIFT TO MASS-PRODUCTION

Moving to production scale to support increased customers' demand (e.g., DoD Program Of Record)

## **KEY RECENT EVENTS**



o M	OS3 launched groundbreaking perations system vorld's first for the drones & robotics industry	S	D for GCS controll elected by a lead Tier-1 loitering nunitions provide	er	Launched next- generation 8-Inch GC controller for drones robotics: Optimal size peak performance for mission success	CS pai & Rese e, tacti	Enters strategic rtnership with DT parch targeting the ical GCS market for Il sized drones and robotics	CEMBER 2024
Successful integration and flight proof-of- concept on Airbus mid- sized jet-UAV for long- range operations		Secured another follow-on order from the U.S. defense industry	JUNE 2024	Additional orders by a Tier-1 U.S. based drone manufacturer for cybersecure data link systems	2024	Follow on order by an Israel based tier-1, one of the world's largest loitering munitions providers, bringing its total purchases to \$1.7 million in less than a year	2024 order customer payload	s production s from U.S. for use in high l long range rones
JANUARY	selected b munitions mat for its lates	e permiteter	aero grac RUARY genei	ners Aitech to deliver ospace and defense- de solutions for next- ration autonomous Al-		Secures initial produc scale orders from a ti Asia-based robotics	er-1	
2025		drone fleets 2	025 Dr	iven UAS platforms	MARCH 2025	manufacturer		>
\$600,000 in follov production scale o from tier-1 U.Sba drone manufactur cybersecure data systems	order 2 ased 'er for	Lite and M to the Innovat	r PRO, PRO licro added Defense ion Unit's framework	MARCH 2025	Wins \$390,000 R&E innovation program develop advanced an jamming technology drones and robotic:	to iti- for	One of U.S.'s largest drone manufacturers small-sized drones plac its 6th production scal order for cybersecure drone solutions	e e
							N	asdaq:MOB

## **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)



### **Udi Altshuler** GENERAL MANAGER MOBILICOM ISRAEL

- Chief Operating Officer of GuardKnox
- Previously held roles at Elbit Systems, RADA Electronic Industries, BVR Systems, and Cyberbit
- Israeli Air Force as a fighter jet pilot



### **David Fagelston** VP, USA & ROW SALES

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



### Avi Rosh VP, OPERATIONS

- Director Supply Chain Management– Siklu
- CM Department Manager -Ceragon Networks



## Yair Maor

VP, EUROPE & ISRAEL SALES

- General Manager MEA &FSU RAD
- VP, Marketing & Business Development – ELTA Systems Ltd. (IAI)



### Anthony Miller HEAD OF MARKETING

- Principal Czesca Group (B2B Technology Marketing)
- Previously held global marketing roles at Microsoft, IBM, NCR

Liad Gelfer DIRECTOR OF FINANCE

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

## **EQUITY AND STRONG CASH POSITION**



	<u>ADS</u>
Outstanding as of 30/04/2025	7,535,916
Warrants (strike \$1.55)	1,237,096
Warrants (strike \$5 or \$5.16)	2,931,355
Fully Diluted	11,704,367

\* The numbers above exclude Employees ESOP/RSU \*\* Each ADS represent 275 non-traded Australian shares (float) **\$8.6 million** in cash and equivalents as of 31/12/2024

**\$16.6 million** additional funds upon exercise of Warrants

**Strong cash position Low burn rate -** faster reach out to positive cash flow

No bank debt, No loans, No convertibles debt

## **FINANCIAL HIGHLIGHTS**



For the Year Ended December 31,						
	2023		2024			
Profit & Loss data		<b>US\$</b> in thousands		<b>US\$ in thousands</b>		
Revenues	\$	2,194	\$	3,181		
Cost of sales		-902		-1,349		
Government grants		197		188		
Sales and Marketing		-2,088		-1,965		
Research and Development		-1,937		-2,127		
General and Administration		-2,256		-1,971		
EBITDA (Loss)	\$	-3,948	\$	-3,181		
Net Loss (after tax)	\$	-4,566	\$	-8,010		

- 1. Revenue increased 45% YOY
- 2. Confirmed order backlog as of December 31, 2024, of **\$1.1 million** to be fulfilled in H1 2025
- 3. Operating net burn rate for 2024 narrowed by 24% averaging approximately \$267K per month
- 4. Strong cash position of about \$8.6 million with a narrowing monthly burn rate affords Mobilicom a long cash runway
- 5. OPEX remained steady, while 2024 revenue increased pointing to Mobilicom ability to ramp sales without increasing operational costs
- 5. Gross margin remained high at close to 60%.
- 6. No bank debt, No loans
- 7. EBITDA loss improved by 18%

## Mobilicom vs. Closest Peers: Pureplay Drone Hardware and Software Providers



**Unusual Machines (UMAC)** – A hardware provider for FPV drones, offering Fat Shark FPV goggles, Rotor Riot drones, and parts for the FPV hobby market.

**Palladyne AI (PDYN)** - Provides edge-AI autonomy software that enables drones and robots to sense, decide, and act.

Mobilicom (MOB) – A cybersecurity, software, and hardware provider for drones and robotics.

**Mobilicom** offers a comprehensive solution that combines edge cybersecurity for Al autonomous drones with critical hardware, resembling **a blend of both PDYN and UMAC**.

While Mobilicom also compares very favorably to other publicly traded drone companies, those companies are building and selling entire drone systems and therefore are not direct peers.

Sources: 1 StockAnalysis valuation data, 29-May-2025; 2 DIU Blue UAS Cleared List, May-2025; 3 SEC & company (Interpretation of the statements); 4 Balance-sheet review: no debt or convertibles (SEC, 29-May-2025); 5 FY-24 income statements (company 10-K / 6-K); 6 Cash & EV per StockAnalysis, 29-May-2025)

## Mobilicom vs. Closest Peers: Pureplay Drone Hardware and Software Providers



Metric	МОВ	PDYN	UMAC
Market Cap (US\$ m)	12.8	275.7	123.5
FY 2024 Revenue (US\$ m)	3.18	7.79	5.57
EV / Revenue	1.5×	30.8×	21.3×
Blue UAS Certified	Yes	No	Yes
Gross Margin	57.6 %	55.2 %	27.8 %
Cash / Burn	2.66×	1.75×	0.94×
Cash / EV	180%	17%	3%
Debt & Convertible (US\$ m)	0	0	3.3

Sources: 1 StockAnalysis valuation data, 29-May-2025; 2 DIU Blue UAS Cleared List, May-2025; 3 SEC & company 29-May-2025); 5 FY-24 income statements (company 10-K / 6-K); 6 Cash & EV per StockAnalysis, 29-May-2025) **Deep value:** 

**EV/Revenue 1.5x**<sup>1</sup> vs. 21-31x peers despite best gross margin >57%

2.7-yr cash runway<sup>3</sup>; zero debt or converts<sup>4</sup>.
 Cash exceeds EV 1.8×<sup>6</sup>

**US DOD Blue UAS-approved** - unlocks DoD fast-track sales.

Hardware and cybersecurity software embedded in blue-chip OEMs

Tier-1 OEM ramps & DoD programs set to drive near-term revenue inflection.

Sources: 1 StockAnalysis valuation data, 29-May-2025; 2 DIU Blue UAS Cleared List, May-2025; 3 SEC & company flings (8:24 cash-flow, Q1-25 balance); 4 Balance-sheet review: no debt or convertibles (SEC,

## WHY TO INVEST NOW -TICKING ALL THE RIGHT BOXES





POSITIONED AT THE CROSSROADS OF INNOVATION

2000

PROPRIETARY TECHNOLOGY WITH A COMPETITIVE EDGE IN USE BY BLUE-CHIP COMPANIES FINANCIALLY POISED FOR GROWTH

MOBILICOM

Operates in multiple rapidly expanding sectors: Cybersecurity Drone & Robotics Defense Tech Robust IP & Know How Field proven products U.S. DOD – Blue UAS International certifications

Nasdaq:MOB

Tier 1 OEMs shifting to production scale DOD Program of Record New products cross sale Strong cash position Low burn rate Zero debt / convertibles High gross margin Multiple growth pillars

So.



# THANK YOU.

# MOBILICOM

E Lat A Part

This presentation may contain U.S. Department of Defense media which does not imply or constitute DOD endorsement.

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