

Xplorate

Unmanned Aerial Intelligence

Bridging the gap between traditional aviation operations
and modern data gathering & analytics

FOR INTERNAL USE BY THE RECIPIENT



COMPANY OVERVIEW

The company provides hardware and end to end solutions for the aerial intelligence market

Xplorate provides market leading solutions across multiple sectors and geographies

Xplorate

Xplorate

Comprehensive Aerial Intelligence Services

Xplorate delivers aerial intelligence from a spectrum of UAV services beyond visual line of sight. This bridges the gap between traditional aviation operations and modern data gathering

SERVICES FOCUS

Solutions provider to meet customer needs in an evolving environment

Replace and streamline current data collection and analytical processes

Create safer, greener, and more cost-effective solutions



SWISSDRONES

Market Leading Aircraft

SwissDrones manufactures a market leading uncrewed helicopter for civil use in the category above 25kg

HARDWARE FOCUS

Precision flying

Distance / endurance

Flexible Payloads

Regulatory Lead



THE OPPORTUNITIES ARE VAST AND VARIED

GHG Emissions



2.1 MILLION KM
OF GLOBAL PIPELINES

25,000
GLOBAL OIL & GAS FIELDS

Infrastructure Integrity



4.9 MILLION KM
OVERHEAD TRANSMISSION
LINES

96 MILLION KM
OF OVERHEAD DISTRIBUTION
LINES

1.4 MILLION KM
OF GLOBAL RAIL LINES

Public Safety



20 MILLION HECTARES
BURNT IN AUSTRALIA PER
ANNUM

2400 LIVES
POTENTIALLY LOST ACROSS
THE NEXT DECADE

Surveillance



**MULTI-MILLION HECTARES OF
BUSINESS PROPERTIES BEYOND
CONVENTIONAL REACH**

**HIGH SPEED RESPONSE
REQUIRED BY LAW
ENFORCEMENT**

Cargo



5 MILLION TON / KM
HOTSHOT FREIGHT PER
ANNUM IN AUSTRALIA ALONE

ADDRESSING THE CHALLENGE



Billions Spent...

Traditional inspection methods are inefficient, costly, and dangerous

LIMITED COVERAGE

Conventional inspection methods are not comprehensive and rely on spot checks of key infrastructure

LABOUR & TIME INTENSIVE

Personnel and skill sets duplicated many times to cover the ground – “1km at a time”

CARBON FOOTPRINT

Crewed aircraft burn jet aviation fuel and have significant CO₂

SAFETY

Deploying personnel in remote areas puts lives and assets at risk – particularly when crewed aircraft are in close proximity to assets

BILLIONS LOST...

Focus on reducing costs to business and consumers through pro-active inspection and rapid response times



Bush Fires

US \$17B in damage
153K acres burnt
3.6M tonnes of emissions



Global Methane Leaks

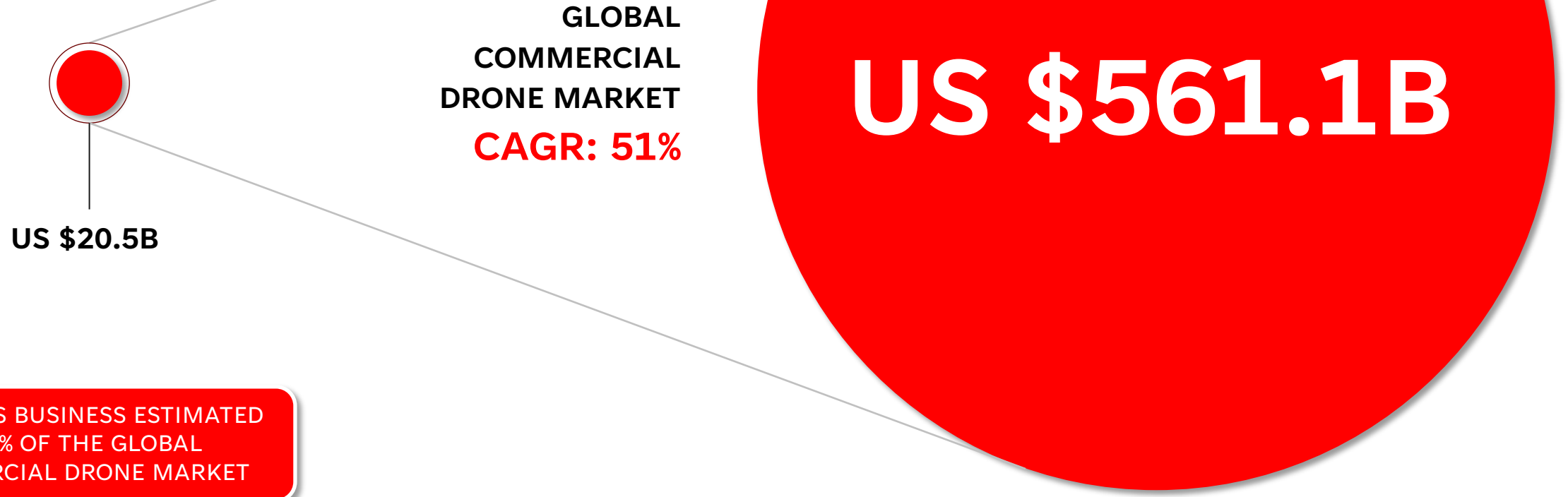
US \$20B+ of product lost annually
More GHG impact than all cars in the US



Surveillance

Business losing **billions** in assets and production due to theft and vandalism

Tremendous Market Opportunity



PLATFORM AND SENSOR AGNOSTIC

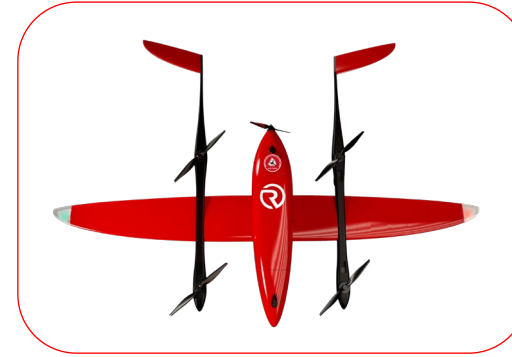
Xplorate employ multiple data capture and UAV devices ensuring fitness for purpose



Proprietary company UAV:
Multi-sensor,
Low, Slow, Steady
Long range, high payload
capacity
BVLOS



Third Party UAV:
Multi-sensor,
Quick deployment
VLOS



Cargo Drone,
Long distance,
High payload,
Delivery direct to end-user



LiDAR Sensor



RGB Camera



OGI Camera



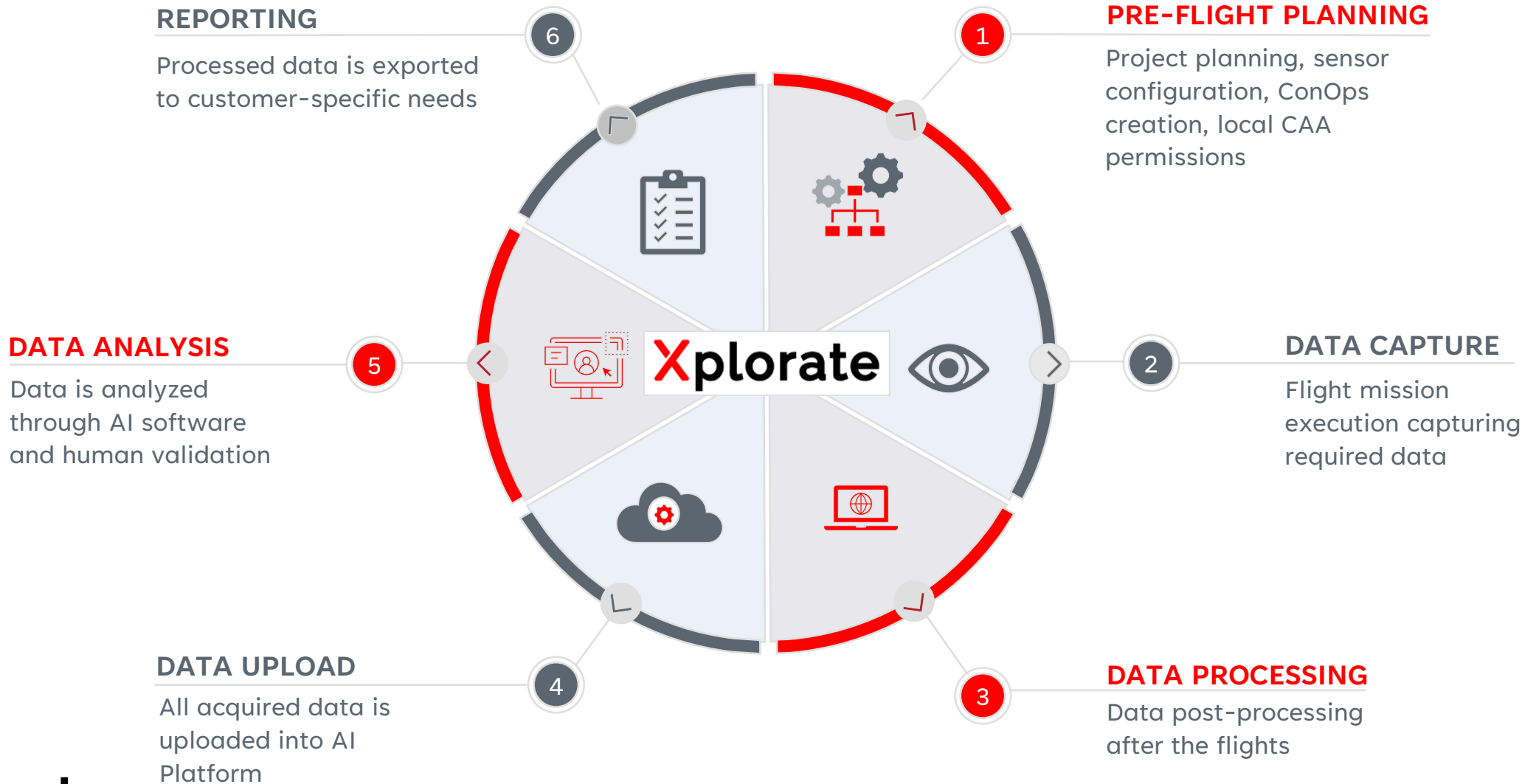
GHG Sensors



Gimbal

MANAGED SERVICES

Providing actionable insights through managed services – One stop shop solution



POSITIONED TO SUCCEED

What sets Xplorate ahead of the competition



Regulatory accreditation

Ahead of the game in long lead time approvals:

- First BVLOS approved training Facility in APAC (>12 months)
- BVLOS Flight approval granted in multi jurisdictions
- Radio frequencies approved



Leader in GHG quantification

Completed largest global GHG emissions Quantification projects:

- 3 major oil & gas clients undertaken 2023
- Repeat programs for 2024
- Geographical expansion of services



Data analytics & reporting

Proven capability in delivering insightful, actionable, reporting:

- LiDAR point cloud
- RGB hi-res imagery
- 3D digital twins
- GHG detection and quantification



Proprietary Hardware

7 years of development into VTOL UAV:

- Multi-payload
- Low and slow for hi-res imagery
- BVLOS approved
- High endurance / long distance (60KM +)

PROVIDING THE INFORMATION THE CUSTOMER NEEDS

Use case specific reports providing actionable data and insights



Infrastructure Inspection

Asset Integrity



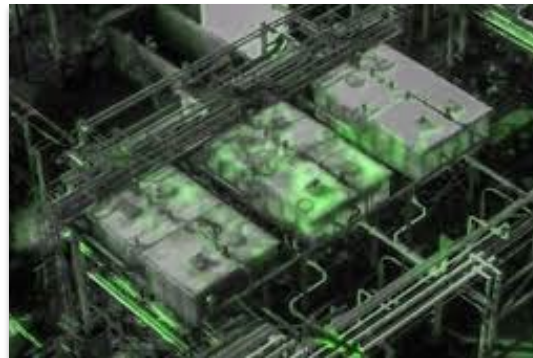
Change Detection

Asset Integrity



3D Digital Twin

Asset Integrity



Methane Leak Detection

GHG Emissions



Methane Quantification

GHG Emissions

MANAGED SERVICES

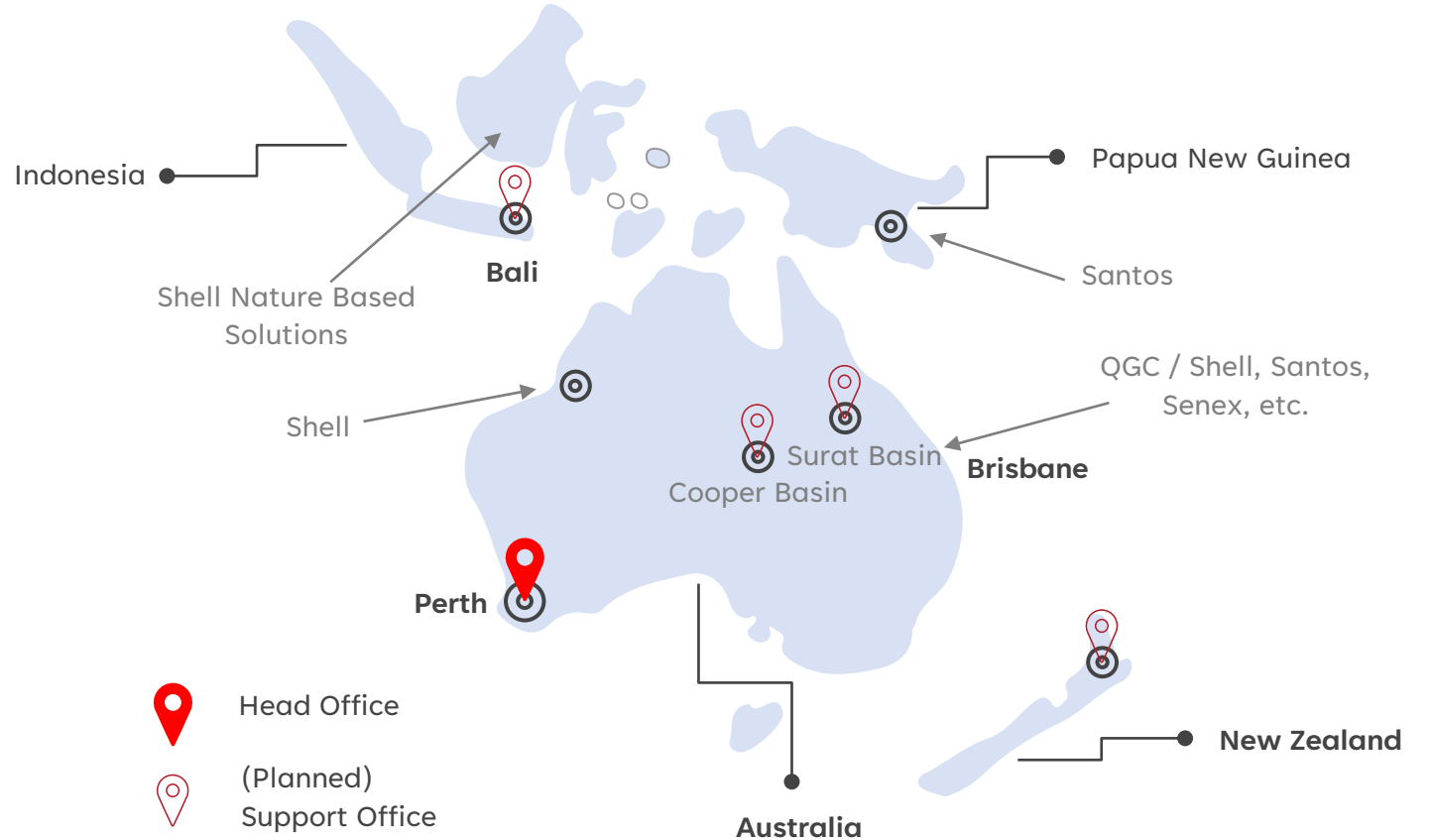
Launch of Xplorate as an aerial intelligence solution provider with first subsidiary founded in APAC region

Xplorate

- ▶ **Incorporated in 2021** with head office in Perth, Australia
- ▶ Covering Australia, Indonesia, Papua New Guinea, and New Zealand
- ▶ Addressing the **APAC service market** and serving as a template for other regions
- ▶ **Flexibility to combine** different types of drones to address customer needs (platform agnostic business model)
- ▶ Selection of use cases based on need for **heavy-payload and BVLOS / long-range capabilities**



Target Xplorate Pacific Pty Ltd presence and inroads



LEADERSHIP TEAM

Experienced and passionate leadership team



RONNIE FAHY

CEO – XPLORATE

With 20+ years in Aviation Ronnie is an accomplished aviation executive. Ronnie has extensive knowledge of Aviation Operations and Commercial Strategy having undertaken executive positions in Indonesia, Australia and Hong Kong.

Ronnie has extensive experience of managing Aviation Operations for Mining, Oil & Gas and Government organisations. Ronnie also has significant experience in Aircraft leasing



CLAUDE ALVIANI

COMMERCIAL DIRECTOR - XPLORATE

Claude is an aviation expert with extensive executive experience in delivery of financial targets, business capability development, regulatory compliance and the core elements of safety management in flight operations.

Claude has demonstrated expertise in leading high value aviation services including charter airlines, offshore helicopters, aircraft leasing, and MRO services.

Claude has consistently delivered exceptional outcomes, leveraging his skills in strategic planning, resource allocation, and performance optimisation.

Xplorate



NICK HOUTBY

CFO – XPLORATE

Nick Houtby is a highly accomplished finance professional with experience in strategy, financial management, and commercial negotiations. He is a member of CA ANZ and ACCA.

Nick has formerly held senior finance roles with both private companies and venture capital backed organisations in the UK, Ireland and Australia. With his diverse background and proven track record, Nick is a results-oriented finance professional who combines financial expertise with strategic leadership to drive business growth and operational excellence



SARAH MEGARA

HEAD OF INTELLIGENCE – XPLORATE

Sarah Megara is an accomplished leader in the technology industry, specifically in digital transformation and analytics.

Sarah's foundations are in Lean Six Sigma methodologies and Data Science & Visualisations.

Throughout her distinguished career, Sarah has held pivotal roles including Chief Operating & Financial Officer

Sarah excels in visualisation, creating secure customer portals that communicate intricate data in an engaging and accessible manner.

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LEADERSHIP TEAM

Experienced and passionate leadership team



LUKAS OBRIST

CHAIRMAN – SWISSDRONES

Lukas is an accomplished entrepreneur and engineer. He previously founded an engineering company, Vanlenco GmbH and has a strong track record in product development and restructuring processes. Lukas holds Bachelor's and Master's degrees in Manufacturing Science from ETH Zurich



ULRICH AMBERG

CEO – SWISSDRONES

Ulrich is a senior executive with over 20 years' experience across professional services, consulting and as an entrepreneur. He spent 18 years in consulting including 8 as a partner at KPMG. He has a Bachelor of Computer Science and has graduated from various Leadership and Management programs including those provided by Harvard Business school and INSEAD



CHRISTOPH MICHALAK

CFO – SWISSDRONES

Christoph has 20+ years as a multi-disciplinary C-level executive with a strong code of value and experience building portfolio companies for VC and individual investors.

Christoph holds a Masters in Economics from the University of Essen and MBA from the University of Chicago Booth School of Business



CHRISTOPHER GUENTHER

COO – SWISSDRONES

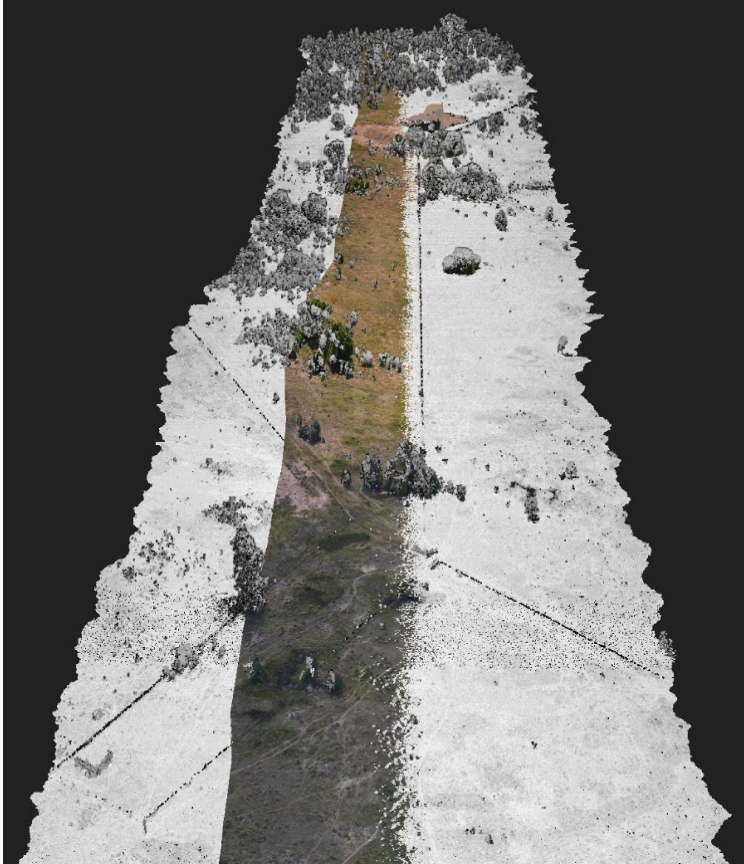
Christopher has extensive experience in operational excellence. Prior to joining SwissDrones, his background includes a consultancy role with McKinsey & Co and various positions at Lufthansa, Technik and Airbus. Christopher has a Master of Science Degree from Technical University of Munich

GO-TO-MARKET SALES PIPELINE

Over US \$45 million of qualified sales opportunities in the pipeline

US \$20 MILLION

SERVICES



US \$25 MILLION

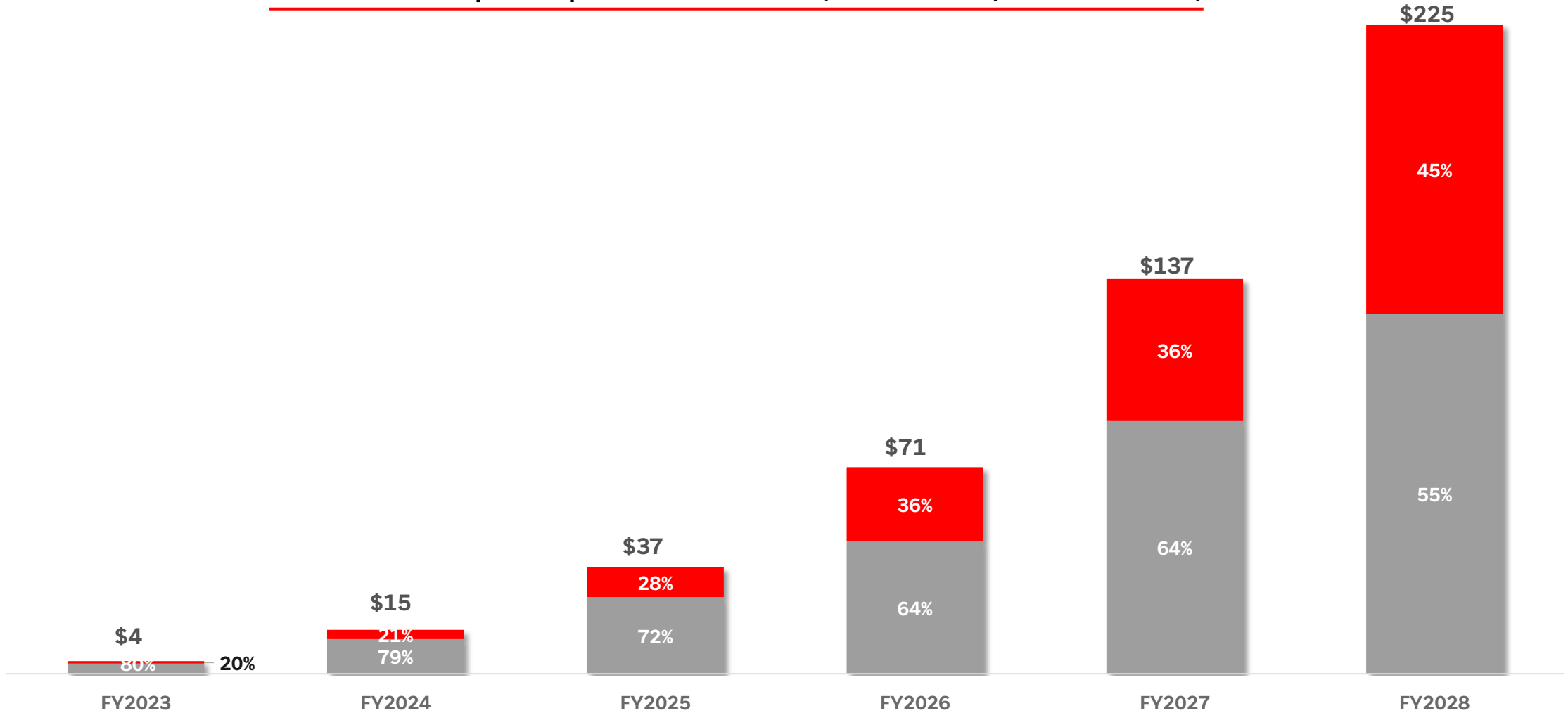
HARDWARE



CORPORATE STRATEGY – REVENUE PROJECTION

Driven by accelerated global hardware sales and roll-out of service operations, revenue is projected to exponentially grow to US \$225m by 2028

Revenue development per revenue stream, 2023-2028 (in millions USD)



EXECUTIVE SUMMARY – SOLUTION OVERVIEW

Xplorate disrupts manned aerial surveillance and inspection market with unmanned solutions – achieving better results at reduced costs, significantly lower carbon emissions and without putting crews at risk

Unique twin-rotor aircraft designed to replace manned helicopters enabling aerial intelligence solutions for...

Hardware sales – proprietary & market-leading unmanned helicopter platforms



SDO 50 V3

Turbine helicopter – first launched in 2015, latest upgrade to version V3 introduced in 2022

... commercial & public safety applications



Aerial Surveillance



Search & Rescue



Inspection & Monitoring



SD 120

Long-range rotary engine helicopter with up to 6 hours endurance – planned for launch in 2025

... in a less expensive, sustainable & safe way



>70%
reduced
operational
costs



>90%
lowered CO₂
emissions



100%
reduced crew
risk

Managed service solutions

Xplorate

Xplorate – Managed aerial intelligence services

Platform-agnostic provider of aerial intelligence solutions

... addressed by two separate revenue streams

Hardware sales to customers operating the drones themselves; generating revenues from delivery of UAVs, spare parts, maintenance and trainings

Managed services to customers who do not operate UAVs themselves; generating revenues from providing flight services and aerial intelligence

COMPANY OVERVIEW

Funding allocated to highest growth potential pillar

Xplorate

Operations



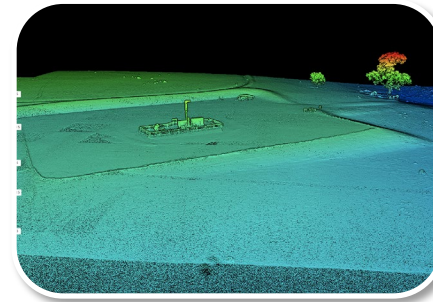
GHG
Quantification /
Detection



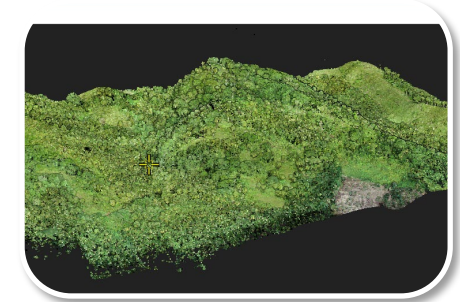
Infrastructure
Inspections

Xplorate

Intelligence



LiDAR Imagery



Multi-layer
Orthomosaics

SWISSDRONES



SDO 50 V3

PROPOSED FINANCING

Funding allocated to highest growth potential pillar based on approved business case

IN MILLIONS (CHF)	STATUS	CAPITAL INVESTED	% OF EQUITY
Common (excl ESOP)	Closed	6.2	23%
Preferred Equity	Closed	3.8	9%
Prior Convertible debt	Closed	8.4	40%
New Preferred Equity	Open	10.0	23%
ESOP	N/A		6%
TOTAL		28.4	100%

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