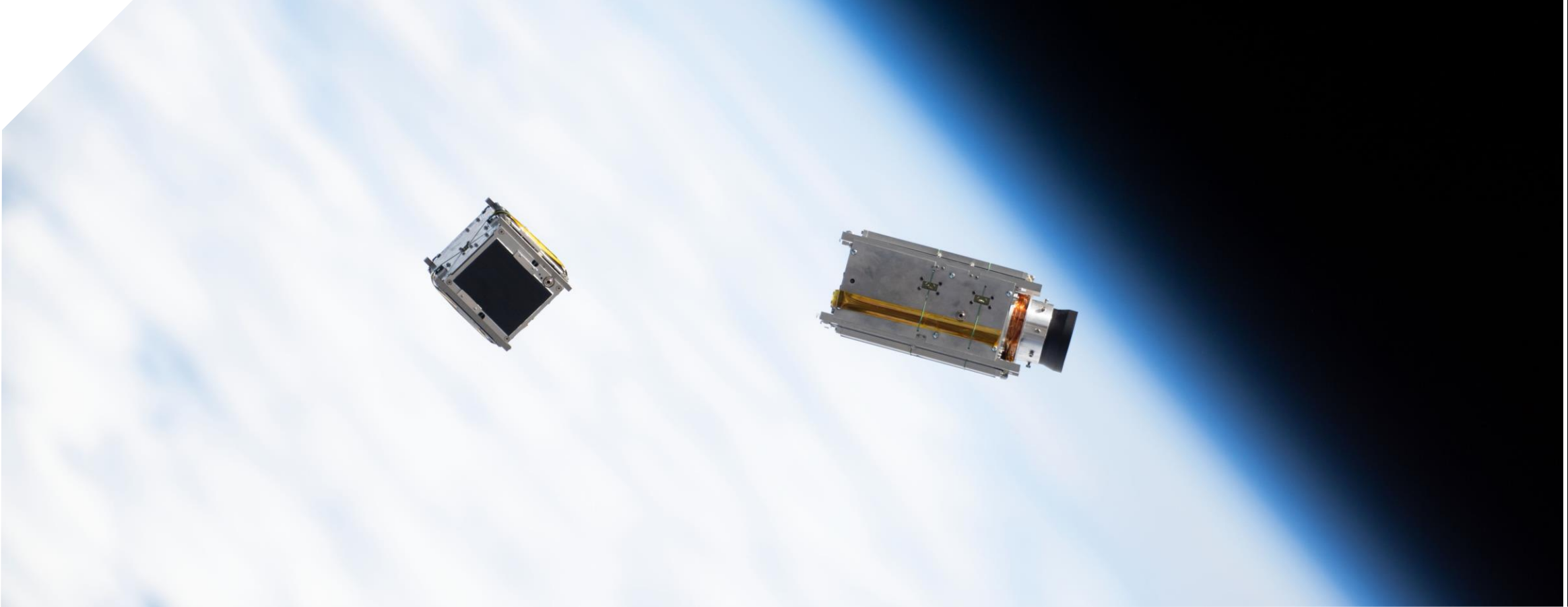


On-demand Earth Observation Data Analytics

\$30.8 million Growth Investment

SATREV



Climate Change Impacts Are Causing Significant Economic Damages

Current solutions are expensive, not readily available, and provide only daily monitoring cycles



- Climate change and environmental hazards reduce crop yields
- Fires, landslides, and floods endanger landscapes and biodiversity
- Catastrophic weather events impact population and destroy critical infrastructure
- Decaying or damaged infrastructure endangers human life and causes distress to transportation, supply chains and logistics



Satellite imagery can address and mitigate these issues but needs to be accessible, timely and cost-effective

Cost-Effective Satellite Missions Enable Comprehensive Data Analytics Services

Vertically integrated satellite imaging business provides near real-time diversified data services

Space Systems

- Comprehensive satellite mission services (full mission, hosted payload)
- In-house design & manufacturing of innovative nanosatellites
 - Miniaturized high-resolution satellites for low cost, faster orbital deployment
- Strategic launch partnership with



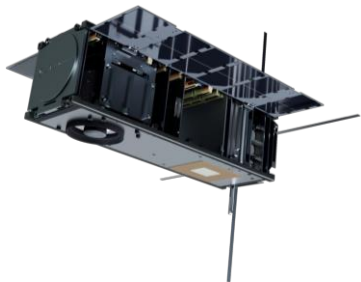
Space Applications

- Future constellation of 1,000+ nanosatellites for near real-time monitoring (30-minute revisits)
- Enables insights across a wide variety of industries and applications
- Data services: on-board & on-ground data processing and proprietary analytics-as-a-service
 - Serving the Mid-¹ and Hi-² resolution markets

¹ Medium resolution refers to 5m per pixel

² Hi-resolution refers to <1m per pixel

SatRev's technology based on certified TRL9 platform



STORK

Mid-res

[check the video here](#)



SCOPESAT

Hi-res

[check the video here](#)

Satellite name	Spectral bands	Image resolution	Mass	Size	Products	IP	Entry barriers
STORK <i>with Mid-res capabilities</i>	RGB+NIR	5 metres	5 kg	3 units	<ul style="list-style-type: none">Hosted Payload MissionsOn-board processingData & analytics	<ul style="list-style-type: none">Vision300Bus designAssembly know-how with bespoke firmware	Ready-made functional unit (satellite + ground station)
SCOPESAT <i>with Hi-res capabilities</i>	RGB+NIR → up to 64 bands	<1 metre	12 kg	6 units	<ul style="list-style-type: none">On-board processingData & analytics	<ul style="list-style-type: none">STORK technology heritageBreakthrough DeploScope* technology (under development)	Minimization of size and weight of the satellite through the foldable telescope

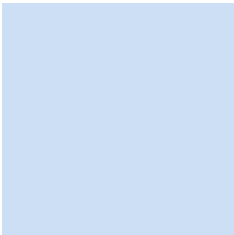
*DeploScope - optical instrument allowing to achieve sub-meter resolution, using deployable primary mirror with autonomous steering algorithm

A foldable telescope to provide unprecedented intelligence

OTHER OPERATORS

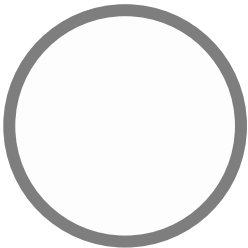


SATELLITE SIZE



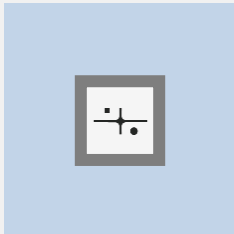
Traditional design:
mass of 70-100 kg

TELESCOPE SIZE



+

SATREV



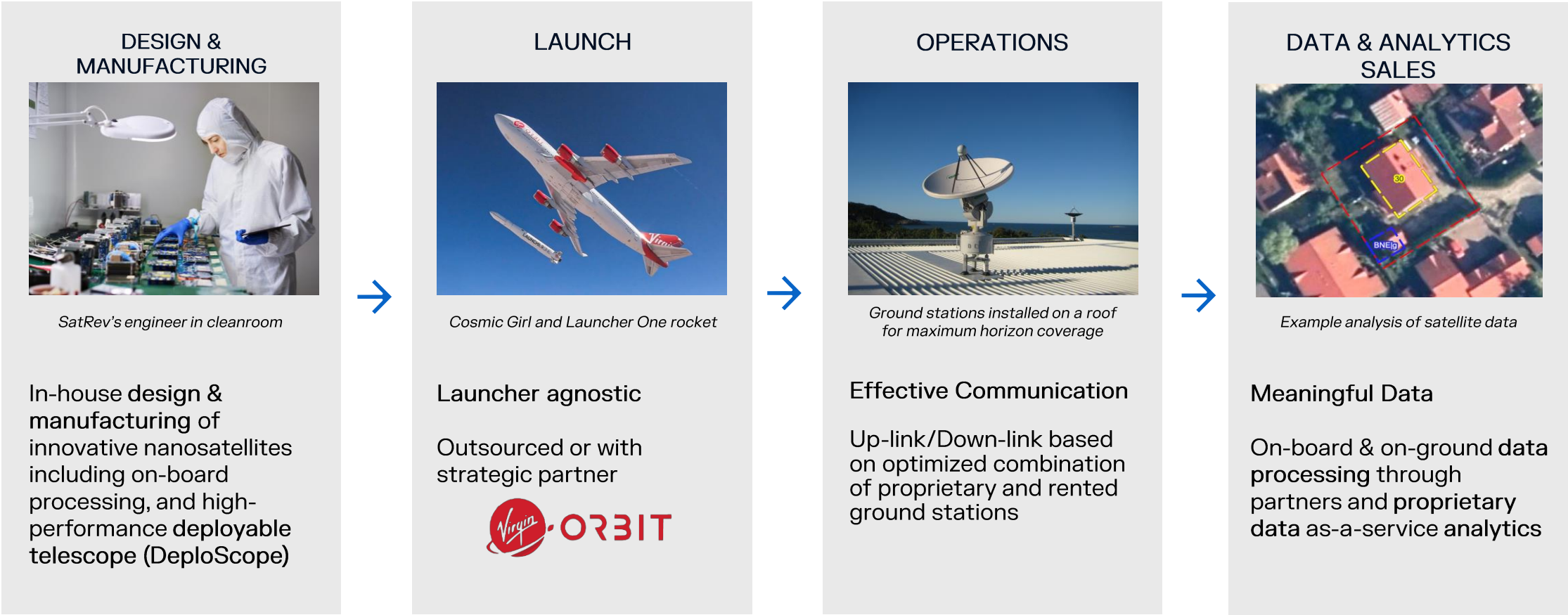
SatRev's design: 12-15 kg

+





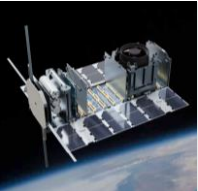
SatRev will be able to acquire 1600 sqkm per kg of satellite, against the 250 of competitors

Expertise throughout the full value chain



➔ Check all SatRev's capabilities in the [company overview video](#)

Satellite deployment services drive recurring revenues and sales scale up

	Title	Description	Market focus	Revenue potential	Average Delivery time
	Data generation <i>Distribution channels</i>	Pending execution provision of tasked and archived satellite data	Win market share	<ul style="list-style-type: none">• Recurring revenue• Repeat business	On-demand
	Data analytics <i>Direct sales</i>	Proprietary solution to provide reports on illegal use of land	Win market share	<ul style="list-style-type: none">• Recurring revenue• Repeat business• Scale up	On-demand
	Full Missions <i>Direct & local Partners sales</i>	Design, manufacturing, launch, operation, data provision + ground station design, manufacturing and operation	Opportunistic	<ul style="list-style-type: none">• Repeat business• Scale up• Recurring revenue on operations	1 year (excl. sat operation)
	Hosted Payload Missions <i>Direct (broker today)</i>	Cost-effective access to space to entities needing to test technology and algorithms in space	Opportunistic	<ul style="list-style-type: none">• Repeat business• Scale up	4 months

Vertical Integration Enables Multiple Revenue Streams

	Pricing	Notes
Satellite & Infrastructure Sale	<ul style="list-style-type: none">Mid-resolution satellite: \$1MHigh-resolution satellite: \$2.5MGround station: \$1MYearly maintenance and support pricing 5-10% of sales price	<ul style="list-style-type: none">1 systems sold / 1 pre-order under negotiationDown payment (85/95%)Market competitive pricing w/ margins between 40% and 60%
HPM - Mission Services	<ul style="list-style-type: none">Standard tiered pricing per 0.25UOffered w/ 16h of support and 6 months of on orbit operations; and fitting for requirementsNon-standard services require additional charges, Extra services available and negotiated on individual basis	<ul style="list-style-type: none">4 missions sold (fully paid)2 ordered with 25% down paymentSpecial offers available for volume buyersTerms are negotiated on a case-by-case basisMarket competitive pricing w/ margins between 40% and 60%
Data Generation & Analytics	<p><u>Data Generation</u></p> <ul style="list-style-type: none">tiered pricing per square km; from \$3.20 to \$1.45 (at 1M km²)Minimum order for tasking: \$500; archiving: \$20Satellite tasking: \$3.20 per km² (med-res); \$5.30 (hi-res) <p><u>Data Analytics</u></p> <ul style="list-style-type: none">For instance, municipal use case: \$8.50 per km²Currently pursuing small transactions (up to 40K EUR per city per year) to avoid tender process under current EU regulationPricing is driving number of km² under contract	<ul style="list-style-type: none">6 transactions closed / 2 under negotiationMargins between 40% and 60%Developed analytical value-added services for tax fraud detection and green areas monitoringMonthly recurring revenue (12 months contract)Delivery of data via distributorsDelivery of analytics via direct sales

High growth market

SatRev's technology enables

SPACE SYSTEMS SEGMENT

Legacy business

Satellite development, satellites-as-a-service, ground stations-as-a-service

- newly established space agencies in developing countries, universities, R&D facilities
- ✓ Sales of space systems as a proof of maturity of **SatRev's** technology to fulfill the company's long-term vision

SPACE APPLICATIONS SEGMENT

Target business

Total addressable EO data market value in 2027:
USD \$8B (+65% from 2022)

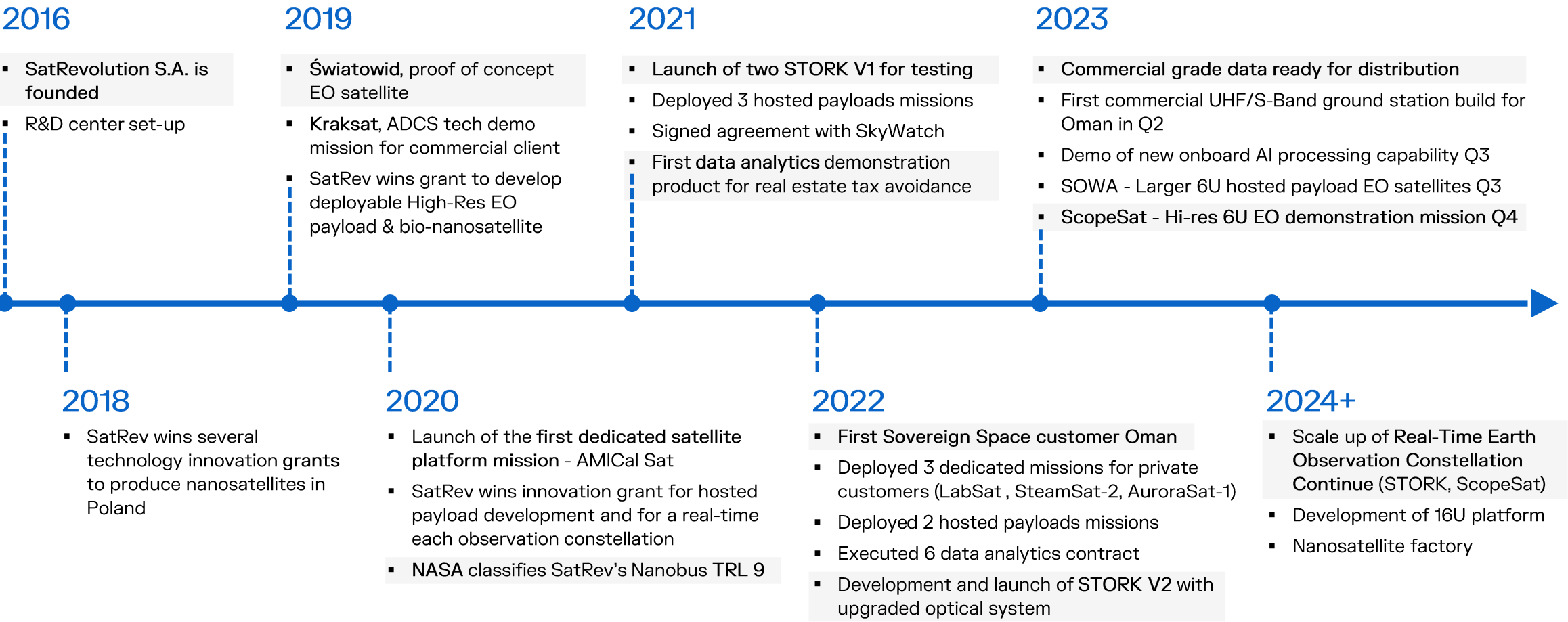
Hi-resolution to take the lead: 86% of the EO market

Public authorities	25%
Agriculture, farming, forestry	15%
Energy & Nat. Resources	11%
Critical infrastructures	9%

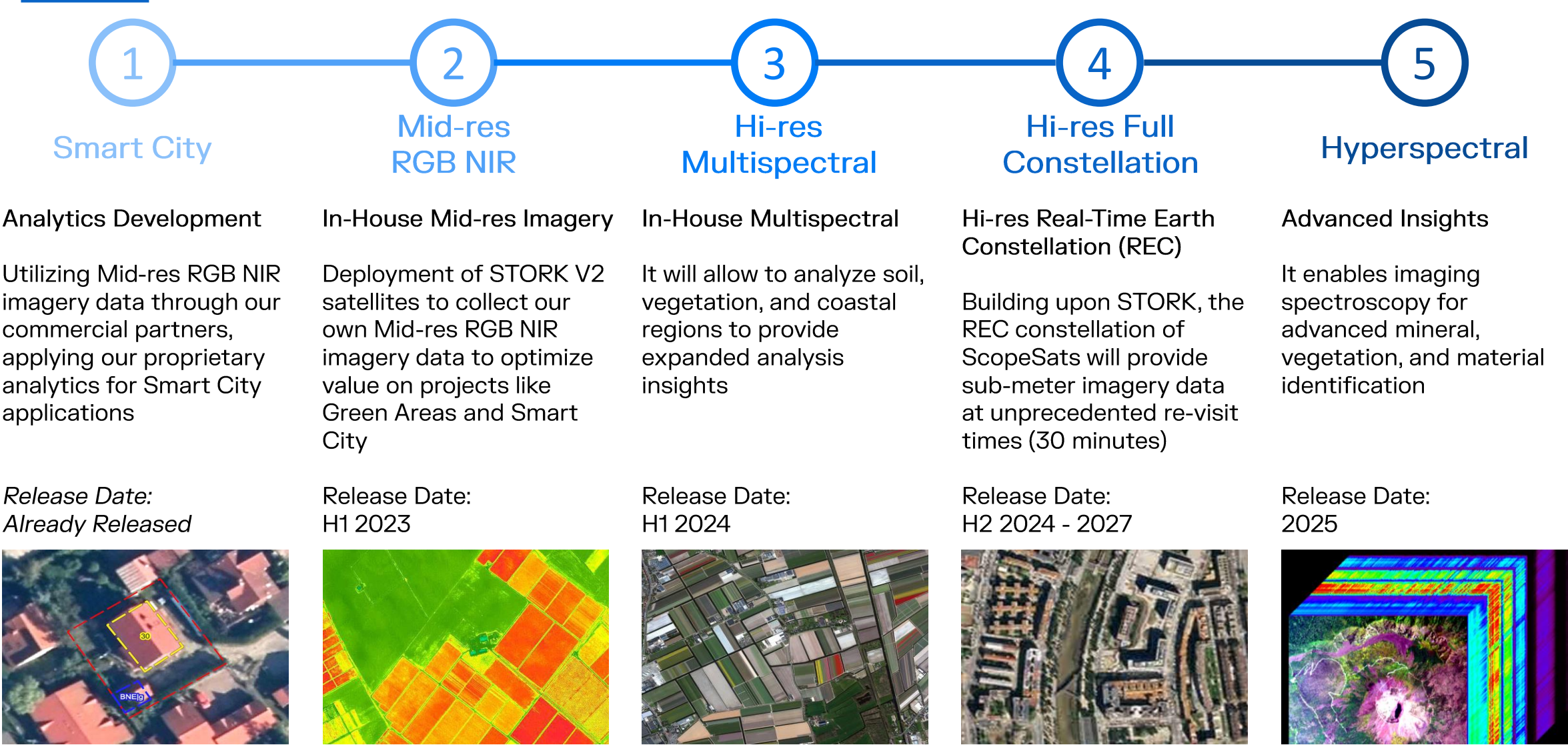
Defence and weather markets will be targeted with infrastructure scale up

Source: Northern Sky Research, Bryce Tech and own data

Technology roadmap



Data products roadmap



#4 OMAN mission and AMAN satellite



Signing of the agreement with Omani partners



Integration of the AMAN satellite

Opportunity:

Implementing Oman's first space mission, launching a satellite into LEO

Why **SatRev**?

SatRev was selected to lead this development due to its end-to-end solution

The Contract includes:

- **Stream A:** Design, manufacturing, testing, launch and commissioning
- **Stream B:** Ground station, on-orbit operations, decommissioning

Future Potential Business with Oman:

- Contract for oil spillage monitoring
- Scientific deep space mission, in cooperation with Virgin Orbit
(*Agreement signed, on-going Mission Analysis*)
- Sales of additional satellites

Data distribution partners



SkyWatch is a platform that provides customers with data from satellite operators with focus on the North American market.

Since 2021 SkyWatch has seen a noticeable spike in MR data demand, particularly for agriculture, partly due to cost prohibitive policies put in place by Planet.

The contract with SkyWatch to sell 2.5 mln USD in Mid-res data and 10.2 mln USD in Hi-res data is pending execution.

SatRev signed data distribution agreements with **UP42**, **GeoCento** and **TotalView**, but with no value commitment at this point.

These distributors are akin to SkyWatch, with focus on the European market.



SatRev will disrupt the Earth Observation market

	Mid-res market segment	Hi-res market segment	Space Systems
Competitors	<ul style="list-style-type: none">Planet is the market leader. For all practical purposes it enjoys full monopoly.	<ul style="list-style-type: none">Market is contested with several active players and new entrantsEstablished players: Planet, BlackSky, SatellogicNew start ups: Albedo, AerospaceLab	<ul style="list-style-type: none">Satellogic for HR satellites, higher fees involvedEmerging low-cost space companies from India and China
Barriers to entry	Infrastructure set up • Engineering know-how • Industry knowledge		
SatRev's competitive advantage	<ul style="list-style-type: none">Open platformMake our product available through a wide chain of distribution	<ul style="list-style-type: none">Breakthrough deployable telescope to drastically decrease individual satellite's costsDeployment of more satellites to decrease average total cost per satellite.	<ul style="list-style-type: none">Cost effective, ready made solutions, integrating the full value chainMore satellites in orbit at lower costs compared to competitionPartnership model lowers SatRev's CAPEX costs

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NEW PERSPECTIVES FROM SPACE