

The background of the slide features a crowd of people with their hands raised in the air, set against a backdrop of soft, out-of-focus bokeh lights in shades of blue, yellow, and white. A thin vertical blue line runs down the center of the image, separating the title text on the left from the date on the right.

Orbital Insight SATIF LP Update Call

07 September 2023

National Defense Priorities Represent Clear Value




New BOA ✓

NGA / ODNI / FEDSIM A.I. Synthetic Data

US DoD/IC needs accelerated adoption, integration and implementation of **key A.I. technologies and capabilities** across the entire community to increase force readiness with faster decision making and lower costs and risk to personnel and equipment

Uncapped **\$84M** **Sole Source Prime**

Contract Ceiling Initial Scope Contractor Status






New Contract ✓

Alpha Multi-Sensor Fusion

US Coalition Partner in SouthEast Asia wants **best in class geospatial software and services** to provide regional wide monitoring capabilities across a portfolio of sensors

\$20M **6 years** **14** **12**

Initial Contract Initial Term Total # of Suppliers # of Suppliers via TerraScope

New IDIQ ✓

Advanced Battle Management System (ABMS)

USAF requires a capability that enables **Joint All Domain Command and Control (JADC2)** faster information collection, analyzation, and sharing, allowing commands to make decisions in real time

\$950M **2025** **Prime**

Contract Ceiling Expiration Contractor Status




New Contract ✓

Harmonious Rook Program

To identify and characterize potential adversary interference in real-time is critically important — the DIU requires geospatial intelligence capabilities to meet **national security threats like GNSS disruption**

Expansion Across USG



★ DIU planning to transfer program over to FEDSIM vehicle for faster contracting

FEDSIM BOA: 1st → Accelerate Adoption of AI Across DoD/IC

- Target execution & 1st Work Order in Sept
- 1st 5 Work Orders (out of 19) mapped out and under review with FEDSIM. \$84M in 5 year revenue already modeled.
 - 1)WO#1: CV models to Classified JWICS Network
 - 2)WO#2: Design Syn Data into \$367M NGA Saffire Program
 - 3)WO#3: Expansion of CV models from WO#1 NGA
 - 4)WO#4: I&W to Predict Build Up Towards Taiwan (NGA, USG, PACFLEET)
 - 5)WO#5: Syn Data Facility to Train CV Models in Saffire NGA
 - 6)WO#6 → WO#19
- EBITDA positive in Q2'24 and \$7M+ in CY'24.
- Specific Work Orders can be resold to multiple customers
- DIU Harmonious Rook Program requesting to move onto FEDSIM BOA
- Ties directly into OI Strategic Product & GTM Roadmap (Alpha, FEDSIM, USAF, DIU)

FEDSIM BOA: ROM on a Company Changing Account

NGA - FEDSIM/ODNI Task Order & Option Schedule								
Task Order + Option Years	2023	2024	2025	2026	2027	2028	2029	Total
NGA - FEDSIM/ODNI TO#1	2,200,000							2,200,000
NGA - FEDSIM/ODNI TO#2	1,400,000							1,400,000
NGA - FEDSIM/ODNI TO#3		5,820,000						5,820,000
Option Year 1		3,860,000	3,860,000					7,720,000
NGA - FEDSIM/ODNI TO#4	4,330,000							4,330,000
Option Year 2 - 5		4,900,000	4,900,000	4,900,000	4,900,000			19,600,000
NGA - FEDSIM/ODNI TO#5		20,000,000						20,000,000
Option Year 2 - 5			5,750,000	5,750,000	5,750,000	5,750,000		23,000,000
	7,930,000	34,580,000	14,510,000	10,650,000	10,650,000	5,750,000	0	\$84,070,000

PIPELINE: BUILDING

- 13 Seven Figure Opps
 - 2 US based
 - \$56.5M TCV
 - 11 International
 - EMEA: \$36.2M TCV
 - APAC: 20.8M TCV
- All repeatable TerraScope Opps
- All current FY'24 Targets

OI Financial Model: GM Contribution Unnamed New & Expansion Contracts Category					
Program / Opportunity	2024	2025	2026	Next 3 FY	
Israeli Defense Forces					
9900 ISR/Geospatial team, TerraScope demo'd, next step pilot, Maxar/Planet integration, Land Use Change Detection					
	Pilot	100,000			100,000
	Production	2,000,000	1,000,000	1,000,000	4,000,000
Ukraine ISR National Defense					
OI briefed in country to UKR Geospatial / Intel / General Staff / Delta Software Teams, Onsite OI visit requested					
	Pilot	200,000			200,000
	Production	2,000,000	1,000,000	1,000,000	4,000,000
Qatar Armed Forces					
OI down selected as best solution. \$4M proposal on the desk of Brig General for approval, Maxar/Planet integration					
	Production	1,900,000	1,000,000	1,000,000	3,900,000
Saudi Armed Forces					
OI briefed to Space Space Agency Geospatial lead. Onsite OI visit requested. Scheduled for Sept/Oct'23					
	Production	4,000,000	2,000,000	2,000,000	8,000,000
UAE Armed Forces					
OI briefed to Emerati ISR leads. Strong HawkEye360 customer. Onsite OI visit requested. Scheduled for Sept/Oct'23					
	Production	4,000,000	2,000,000	2,000,000	8,000,000
NATO Geospatial Platform RFP					
Strong overlap with OI / Alpha / DIU Harmonious Rook roadmap, est award in mid'24					
	Production	4,000,000	2,000,000	2,000,000	8,000,000
Republic of Singapore Air Force					
MFST Sing intro, six month pilot on Azure, If successful, move to production					
	Pilot	300,000			300,000
	Production	2,000,000	1,000,000	1,000,000	4,000,000
Republic of Taiwan Defense Forces					
Taiwan Govt intro into large local geospatial integrator, Preliminary stage, est standard TerraScope/TerraBox deploy					
	Pilot	300,000			300,000
	Production	2,000,000	1,000,000	1,000,000	4,000,000
Indonesian Navy w / Nodeflux					
Alpha local integration partner lead, Extension of Alpha functionality, Maritime Domain Awareness, OI on site in Q4'23					
	Production	2,000,000	1,000,000	1,000,000	4,000,000
Republic of Thailand Air Force					
Primary target of Thai Satellite provider & partner, Thaicom. Thaicom CEO wants a rinse / repeat of Alpha					
	Production	2,000,000	1,000,000	1,000,000	4,000,000
Republic of Vietnam Infrastructure					
Preliminary target, same use cases as Alpha, Singapore AF, Thai AF, target H2'2024					
	Pilot	200,000			200,000
	Production	2,000,000	1,000,000	1,000,000	4,000,000
NGA / ODNI / FEDSIM TASK ORDERS 6-19					
TOs being finalized with FEDSIM, NGA/ODNI/FEDSIM & OI outreach campaign starts in Q4'23. Pipeline for FY'25					
	Production	2,000,000	20,000,000	25,000,000	47,000,000
DIU Harmonious Rook GPS Jamming					
Production ready in H1'24, 6 targets already identified, possible move to FEDSIM vehicle					
	Production	1,500,000	3,000,000	5,000,000	9,500,000
Total:		32,502,024	37,002,025	44,002,026	113,500,000

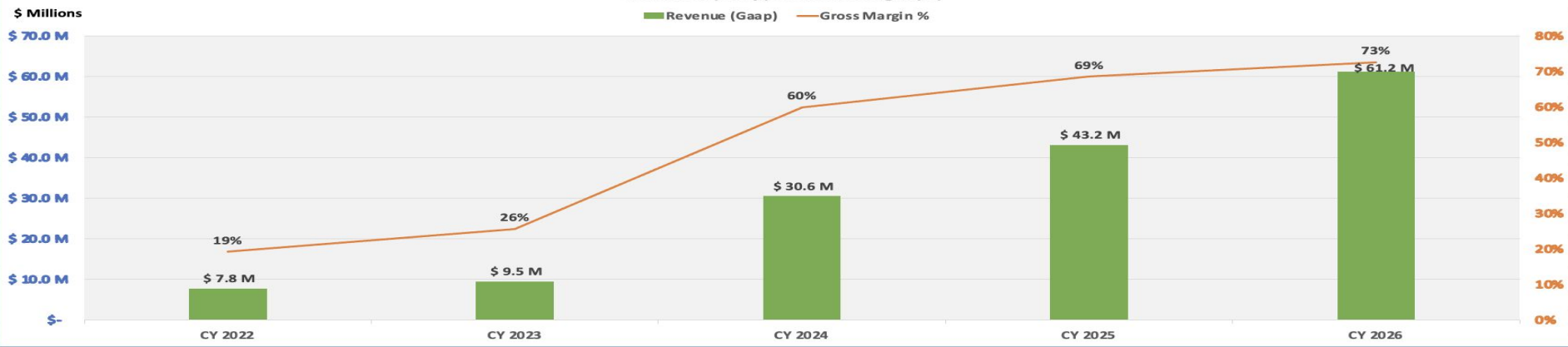
Active Series F Round conversations (last 10-45 days):

- Next47(*new*) \$10M - \$15M, lead candidate, Fed Tech, Dual Use, AI
- Hale Capital (*new*) \$10M - \$15M est, 1st meeting, Okeanos referral, lost DL bid
- Kilonova \$30M - \$40M recap, M&A roll up
- OurCrowd \$2.5M - \$5M
- GV with a strong lead \$2M
- Elad Gil (*new*) TBD (Color, Airbnb, Anduril, Flexport)
- Alpha JWC (*new*) \$3M - \$5M, Indonesian VC, Alpha program expansion
- RTP Global (*new*) \$7M - \$10M, Jules Schwerin (Marty Kahn)
- Tencap (*new*) \$7M - \$10M, (Marty Kahn referral)
- Okeanos VC (*new*) \$3M - \$5M est, 1st meeting, Palantir/Anduril, AI
- Audere Capital (*new*) TBD, AI, Space, Defense
- Anchor Capital GP \$2M - \$3M est, focus on secondaries, earlier convos
- Star Tech Ventures \$2M - \$5M new Italian space focused fund
- + 50 additional targets (*new*) AI, Palantir, Anduril, Fed Tech, Dual Use Focus investors

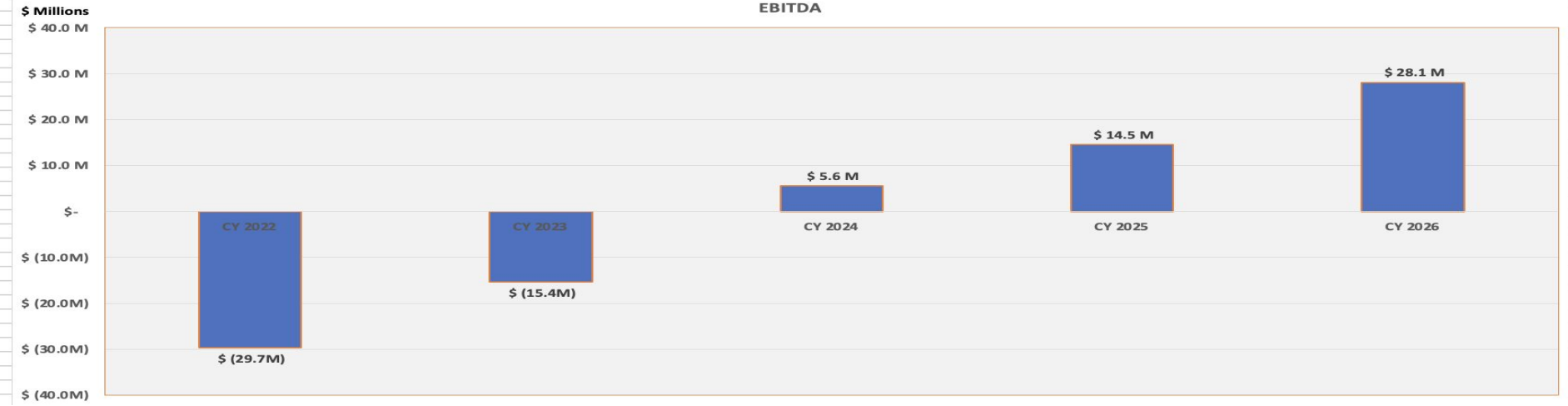
Active Bridge Round (est/goal)

- GV
- OurCrowd
- OpAmpCap *(new)*
- SATIF
- ClearVision
- Augurey Ventures
- Okeanos VC *(new)*
- Hale Capital *(new)*
- Technology Pioneer Fund
- NewBridge Securities
- I-Bankers
- Geospatial Alpha *(new)*
- Addl OI investors, new candidates

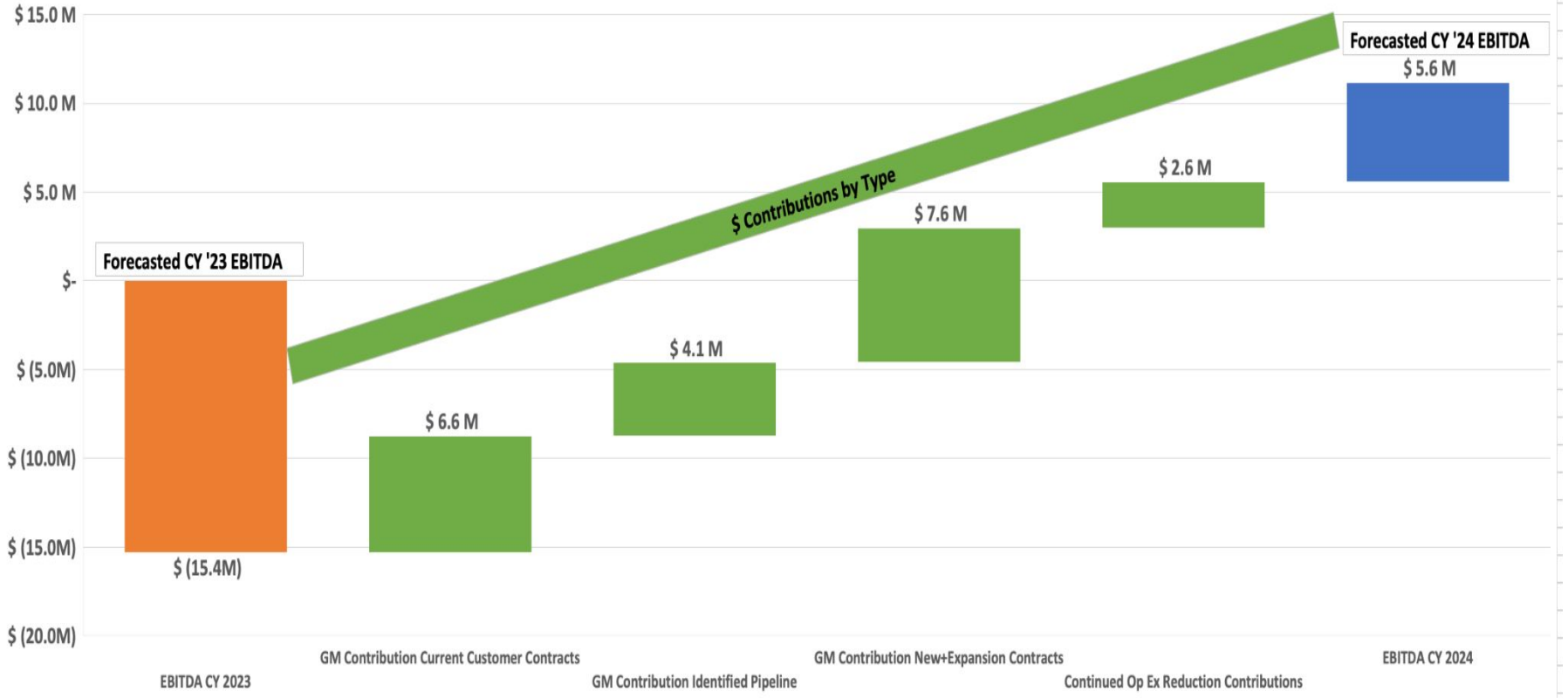
REVENUE (Gaap) & Gross Margin (%)



EBITDA



CY 2023 to CY 2024 EBITDA IMPROVEMENTS



Cash Burn - \$3M new Secured Conv unlocks +\$5M Cash Collections

SCENARIO 1		Actual	Actual	Estimates	Estimates	Estimates	Estimates	Estimates	Estimates	Estimates
CASH FLOW		6/30/2023	7/31/2023	8/18/2023	8/31/2023	9/30/2023	10/31/2023	11/30/2023	12/31/2023	1/31/2024
Beginning Cash		\$ 1,169,019	\$ 1,508,191	\$ 2,424,615	\$ 1,536,654	\$ 2,296,053	\$ 1,250,316	\$ (189,427)	\$ 814,865	\$ (170,451)
Conv Debt Funding		\$ 500,000	\$ -	\$ -	\$ 3,000,000	\$ -	\$ -	\$ -	\$ -	\$ -
Alpha Collections		\$ -	\$ 1,991,513	\$ 580,130	\$ -	\$ -	\$ -	\$ 1,991,513	\$ -	\$ 3,319,188
DIU - Harmonious Rook		\$ -	\$ 300,000	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Air Force - Stratfi		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 120,000	\$ 200,000	\$ -	\$ -
OPIS		\$ -	\$ -	\$ -	\$ -	\$ 565,513	\$ -	\$ -	\$ 565,513	\$ -
NGA Fed SIM IDIQ TO1		\$ -	\$ -	\$ -	\$ -	\$ -	\$ 183,000	\$ 183,000	\$ 183,000	\$ 183,000
Current Customer Collections		\$ 837,426	\$ 29,345	\$ 32,500	\$ 32,945	\$ 19,538	\$ 15,000	\$ 33,236	\$ 31,269	\$ 20,778
New 2023 Customer Collections, excludes Alpha		\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -	\$ -
Payroll Related Disbursements		\$ (787,851)	\$ (705,055)	\$ (775,784)	\$ (447,614)	\$ (751,200)	\$ (751,200)	\$ (751,200)	\$ (751,200)	\$ (751,200)
Vendor Disbursements		\$ (210,402)	\$ (699,380)	\$ (724,807)	\$ (857,997)	\$ (879,588)	\$ (1,006,543)	\$ (652,257)	\$ (1,013,898)	\$ (647,073)
ABC Reserves					\$ (967,934)					
Ending Cash		\$ 1,508,191	\$ 2,424,615	\$ 1,536,654	\$ 2,296,053	\$ 1,250,316	\$ (189,427)	\$ 814,865	\$ (170,451)	\$ 1,954,242

CY 2023 Bridge History

- Bridge 1 to Alpha Contract Signing and M&A (\$3.5M) - enabled operations from Jan 2023 - June 2023
- Bridge 2 to Alpha Cashflow unlock and Key Revenue Signings (\$500K) - enabled July + Aug 2023 operations (along w/ \$2M Alpha)
- **Sept 1 Bridge: Need \$3M NOW to fund SEPT-OCT-NOV to Unlock the next \$5M of Cash Flow**

Required \$3M Secured Conv. Bridge Note

This New \$3M Note is Secured by UCC-1 Filing.

- \$500K already secured/raised in June (GV, Clearvision, Board Members)
- 3x Note Holder Return in the event of an M&A
- \$50M pre-money Valuation Cap. Note holder \$ would convert into equity at a maximum of \$50M valuation
- Or 20% Discount to future equity round (should the valuation be lower than \$50M)
- 6% interest/return on the note for the period held
- Datasite login:

<https://login.global.datasite.com/login/>

Q+A

