

### Pathway To Rapid Growth

October 2016

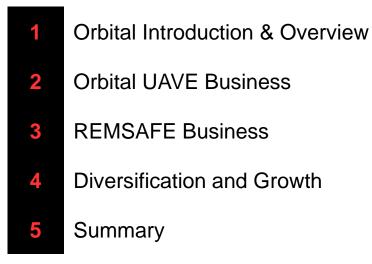


## Orbital is an innovative industrial technology company

Orbital invents, manufactures and invests in smart technology that delivers improved performance outcomes in the safety & productivity and unmanned aerial vehicle sectors











#### **ORBITAL BUSINESS HIGHLIGHTS**

- 30 June 2016 Highlights:
  - Profit after tax of \$1.2 million from revenue of \$11.7 million
  - Net tangible assets of \$26.0 million
  - Cash balance of \$24.9 million
- UAVE production boosted by new \$12 million order from Insitu-Boeing
- Long term production contract with Insitu-Boeing expected by end of CY2016
- REMSAFE systems installed with BHP Billiton, Rio Tinto and Anglo American
- Orbital has secured 100% ownership of REMSAFE and new management structure in place to drive growth



#### **CORPORATE OVERVIEW**

#### SHAREHOLDERS

JP Morgan Nominees Australia Limited	31.6%
Board and Management	6.7%

#### CAPITAL STRUCTURE (OEC.AX)

Share Price (14 Oct 2016)	\$0.93
Fully Paid Ordinary Shares (14 Oct 2016)	77.2 million
Market Capitalisation (14 Oct 2016)	\$71.8 million
Enterprise value (30 June 2016)	\$47.4 million
Cash (30 June 2016)	\$24.9 million
Debt <sup>1</sup> (30 June 2016)	\$8.3 million
Net Assets	\$31.268 million

1. Debt as at 30 June 2016, relates to a WA Government facility which amortises with repayments increasing annually until 2023

#### SHARE PRICE





#### **ORBITAL DIRECTORS AND MANAGEMENT TEAM**

#### Orbital Board of Directors



Terry Stinson Chief Executive Officer & Managing Director



John Welborn Chairman Independent Non-Executive Director



John Poynton AO Non-Executive Director

#### Orbital Management Team



lan Veitch Chief Financial Officer & Company Secretary



Charis Law Chief Commercial Officer



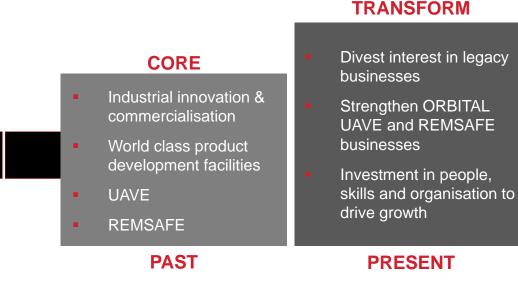
Dr Geoff Cathcart Vice President UAVE & Chief Technical Officer



Rob Wilson Chief Executive Officer REMSAFE



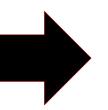
**Orbital,** using core businesses, technologies, experience and facilities to achieve aggressive growth targets:



#### AMBITION

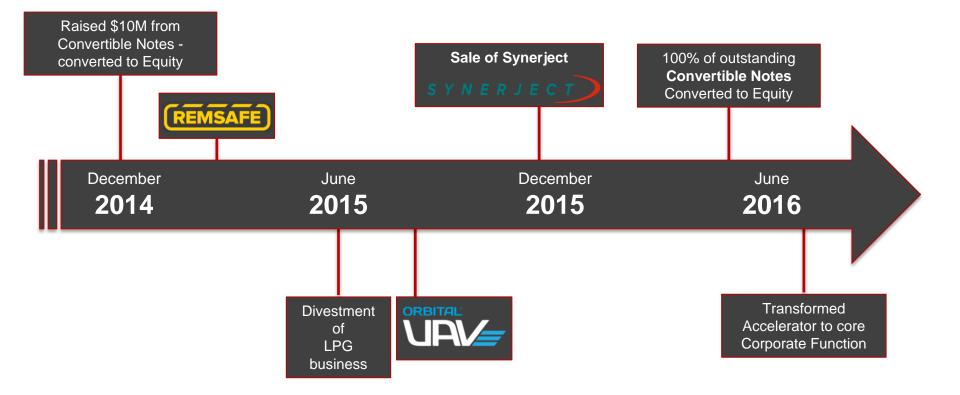
- Market leading innovative industrial technology company
- Achieve \$100m pa revenue for both ORBITAL UAVE & REMSAFE
- Grow portfolio of diversified businesses
- Shareholder return

#### FUTURE





#### **ORBITAL PROGRESS TO DATE**





**Orbital** consists of two core businesses, each positioned for rapid growth:

## ORBITAL<sup>®</sup>

#### **1. Unmanned Aerial Vehicles**

Orbital **UAVE** develops and supplies state of the art propulsion systems for unmanned aerial vehicles



2. Safety and Productivity

Minimising isolation downtime safely to maximise production

# ORBITAL®

World Leaders in UAV Engines and Systems ORBITAL UAVE is the global leader in the small unmanned aerial vehicle propulsion system market; delivering leading endurance, reliability and power-to-weight advantages.

#### **KEY BENEFITS**



**ORBITAL UAVE** is the global leader in spark ignited, jet fuel propulsion systems for Small UAVs:

**Fuel Efficient** Up to 40% better than today's conventional engine

> Small Package Size Engine High power-to-weight ratio

Fuel & Oil Tank System Light weight

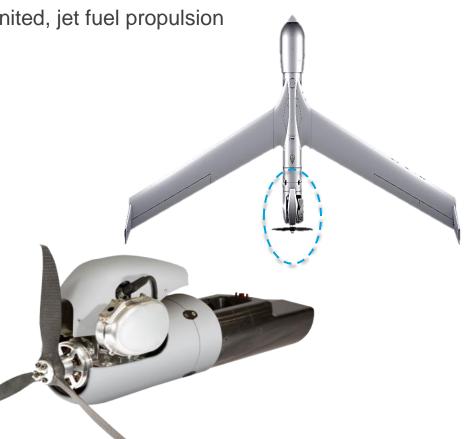
Electronic Control Unit Light weight military specification

#### **Specialised Muffler**

Minimises noise and temperature profile



Revolutionary proprietary fuel & combustion system



#### **COMPETITIVE ADVANTAGE**

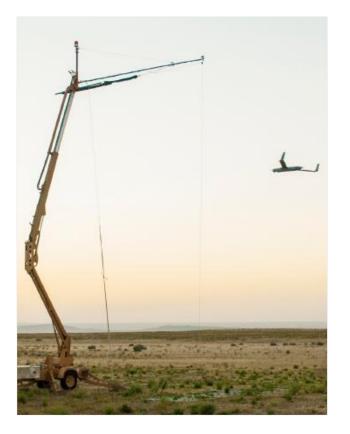


Orbital's patented proprietary **FlexDI<sup>™</sup>** technology is the difference that delivers the world class heavy fuel performance:

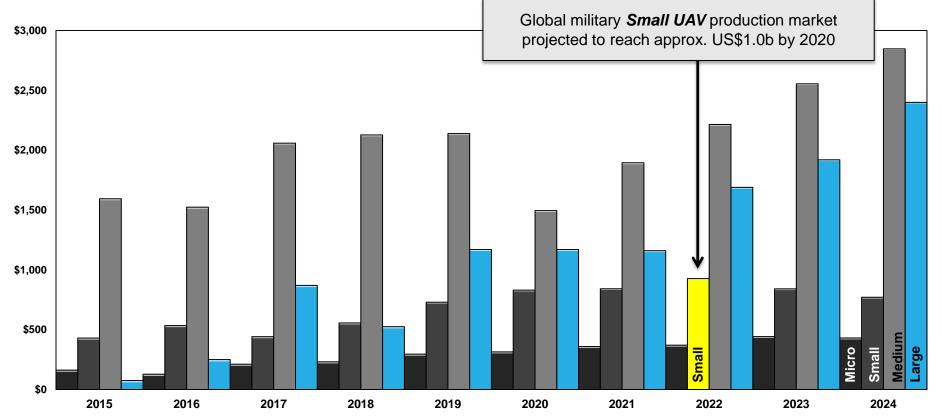
	Turbine	Diesel Compression Ignition	External Heaters etc.	High Pressure Direct Injection	Others/ Experimental	
Low Cost	×	×	$\checkmark$	×	?	✓
High Power to Weight Ratio	$\checkmark$	×	$\checkmark$	$\checkmark$	?	✓
Cold Start & Operation	$\checkmark$	×	×	?	?	✓
Fuel Economy	×	$\checkmark$	×	$\checkmark$	×	✓
Scalable to TUAS and MALE	$\checkmark$	$\checkmark$	$\checkmark$	×	×	✓
Reliability	$\checkmark$	$\checkmark$	×	?	?	✓
Ease of Logistics & Field Deployment	$\checkmark$	$\checkmark$	×	✓	?	✓

#### SETTING NEW INDUSTRY BENCHMARKS

- The first heavy fuel engine in its class to successfully complete durability testing over the US FAR 33.49 engine endurance test schedule
- Successful first test flight of the Insitu ScanEagle® UAV using an Orbital UAVE designed and built engine and propulsion system
- Orbital's FlexDi<sup>TM</sup> technology has been proven to provide the highest level of engine efficiency delivering superior endurance and performance



#### **GLOBAL UAV PROJECTED PRODUCTION MARKET**

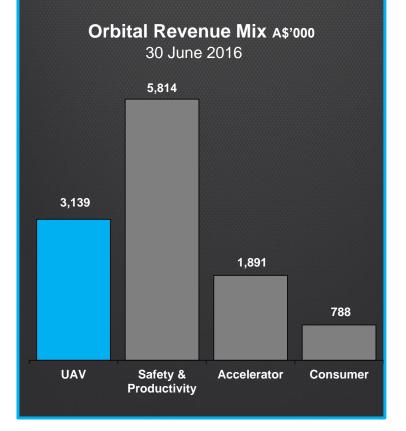


Source: Company Announcements. Market and Market's report; TEAL World Unmanned Aerial Vehicle Systems

#### 2016 HIGHLIGHTS



- Second \$12 million order received from Insitu Inc.
- First production engines shipped to Insitu in May 16
- Long term production contract with Insitu expected by end of CY2016
- Propulsion systems being developed for VTOL (Vertical Take-Off & Landing)
- Continued sales of Electronics, Fuel Systems, and Components to UAV customers



#### **NEXT STEPS**



- Leverage existing Insitu orders to expand market into other UAV classes
- Establish USA based facility for technical support, manufacturing, rebuilds & business expansion
- Continue to set new UAV propulsion benchmarks for performance, reliability and endurance
- Expand current VTOL opportunities and move to production phase
- Undertake aggressive R&D to develop products for new VTOL and other UAV sectors
- Expand into adjacent UAV products through collaboration, JV and or acquisitions

# ORBITAL<sup>®</sup>

"The Insitu-Orbital propulsion system sets a new standard for small UAV propulsion systems and delivers high performance, increased endurance, and enhanced reliability, reducing life-cycle costs for our customers"

**Ryan M. Hartman,** President and CEO, Insitu Inc., a subsidiary of The Boeing Company



#### **Remote Isolation System**

Minimising isolation downtime safely to maximise production



#### REMSAFE is a patented and modular isolation system enabling rapid and remote de-energisation of large mining equipment, increasing worker safety and reducing isolation downtime by up to 97%

#### THE KEY BENEFITS:







#### SAFETY

Eliminates exposure of workers to arc flash and includes failsafe to ensure isolation is maintained

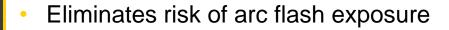
#### PRODUCTIVITY

Cut isolation downtime by up to 97% and provides significant cost savings

#### RETURN ON INVESTMENT

Investment breakeven point with **REMSAFE** can be reached rapidly TAILORED REMSAFE systems are tailored to site requirements and isolation procedures





- Includes failsafe to maintain isolation with interlocking system
- Eliminates human error:
  - Ensures work is completed on correctly isolated equipment
  - Shorter procedures to follow reducing deviation
  - Always isolates correctly and fully
  - Effectively verifies isolation
  - No unauthorised isolations

SAFETY

#### **REMSAFE** <u>vs</u> Other Remote Isolation Systems



Feature	REMSAFE	Other Remote Isolation Systems
SIL (Safety Integrity Level) Rated Components	$\checkmark$	$\checkmark$
SIL Rated System	$\checkmark$	×
Compliance with internationally recognised safety standards	$\checkmark$	×
Tailored to meet site based Isolation procedures	$\checkmark$	×





- Increases plant availability
- Can be operated safely without electricians
- Increases availability of product routes for alternate production or maintenance
- Creates more 'time on the tools' for tasks under isolation
- Reduces rehandling costs

PRODUCTIVITY



Conveyor Reference	Installation date	Number of Isolations to last reading	Pre REMSAFE isolation time (min)	Isolation Time with REMSAFE (min)	Average Annual production time saved (hrs)	Total production time saved to date (hrs)	Potential revenue \$A earned to date*
Α	Sep-11	757	40	3	192	934	\$361
В	Jan-12	275	45	3	85	385	\$149
С	Dec-13	112	30	3	38	101	\$39
D	Nov-14	78	20	3	26	44	\$17
Е	May-15	44	20	3	20	25	\$10
F	Mar-16	102	20	3	162	58	\$22
G	Mar-16	93	20	3	148	53	\$20

RETURN ON INVESTMENT

\*Potential Revenue Earned based on the following assumptions: 62% Fe CFR , USD58p/t @ USD/AUD 0.75 = AUD77.33p/t. Assumed production of 5,000t p/h

25





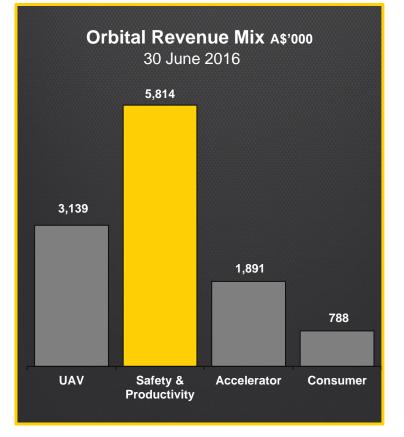
- Are fully customised
- Integrate into any substation
- Tailored based on individual site requirements
- Risk assessed for each required tasks e.g. tramp metal removal

**TAILORED** 

#### 2016 HIGHLIGHTS



- 9 systems commissioned since December 2015
- Over 1,500 recorded isolations performed using REMSAFE to date
- REMSAFE systems installed with BHP Billiton, Rio
   Tinto and Anglo American
- First oversees application completed for Anglo American in South Africa







- Make REMSAFE synonymous with remote isolation
- Maximise penetration of Australia's \$1.7b critical bulk handling equipment market
- Produce a further refined REMSAFE product with cost reduction of 30%
- Establish partner sales channel with major OEM's
- Expand into new applications
- New rental options
- Continue expansion into new geographical regions



**One** isolation switch **Two buttons** Three minutes to complete a verified, safe, full-energy isolation to maximise production





#### **Diversification and Growth**

#### The Orbital Corporate Mergers & Acquisitions function is designed to identify high growth, mid stage, industrial technology opportunities



#### **ORBITAL MERGERS & ACQUISITIONS**

Mergers and Acquisitions core functions:

- Identifying high growth, mid stage, industrial technology opportunities
- Targeting bolt-on and adjacent acquisitions to expand and compliment Orbital UAVE and REMSAFE businesses
- Expand into new industrial technology sectors to diversify the Orbital portfolio





Orbital is focused on investing in growing businesses in the commercialisation and early operations stage:





Orbital's value-add extends beyond capital investment, utilising global networks & in house engineering capabilities, Orbital paves the way for **rapid growth** 

Electronics: Design:			Commercialisation	1:
Software CAD/CA     Validation & Quality Experience	e of design software including CFD, M & FMEA nce in modifying components & per specification	-	<ul> <li>Shared Services F</li> <li>Strategic Planning</li> <li>Funding &amp; Capital</li> <li>Partnerships &amp; Str</li> <li>Business Develop</li> <li>Intellectual Proper</li> </ul>	and Execution Raising ategic Alliances ment utilising Global Networks
Rapid Prototyping:		Vali	idation:	
<ul> <li>Fully equipped facility for fast turn around a manufacturing</li> <li>Manual facility's for one off prototypes</li> <li>In house electronics for development and other sectors.</li> </ul>		• T • C	Environmental chambers Temperature & Vibration Component and engine to Development of validation	est cells



## ORBITAL<sup>®</sup>

- World leaders in UAV engines and propulsion systems
- 10 patent families & 30+ noted inventions (UAV Specific)



- Created to save lives & boost production
- 13 patent families & 40+ noted inventions



- Built into largest global independent non-auto Engine
   Management System supplier
- Successful exit realised significant gains



## THANK YOU. Any Questions?



This presentation includes statements looking-forward that involve risks and uncertainties. These statements are based upon management's expectations and beliefs concerning future events. Forward-looking statements are necessarily subject to risks, uncertainties and other factors, many of which are outside the control of the Company, that could cause actual results to differ materially from such statements. Actual results and events may differ significantly from those projected in the forward-looking statements as a result of a number of factors including, but not limited to, those detailed from time to time in the Company's Annual Reports. Orbital makes no undertaking to subsequently update or revise the forward-looking statements made in this presentation to reflect events or circumstances after the date of this release.



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