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constellation  
technologies

*An IoT Solutions Company*



2020 Annual Results &  
Company Presentation  
August 2020

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# Constellation Technologies

*An IoT Solutions Company*

## VISION

*Making data make sense*

## MISSION

*Innovating, enabling and optimising  
the digital world to better serve the real one.*

Constellation Technologies Limited (ASX: CT1) is an IoT and Digital Solutions company with an international client portfolio supporting applications across multiple industry verticals. We design, engineer, build and integrate systems combining full-stack software expertise with custom hardware development to drive customer value from data in the digital age.



# FY20 Financial Performance



# FY20 Financial Highlights

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Revenue



Normalised Loss



Cash at bank



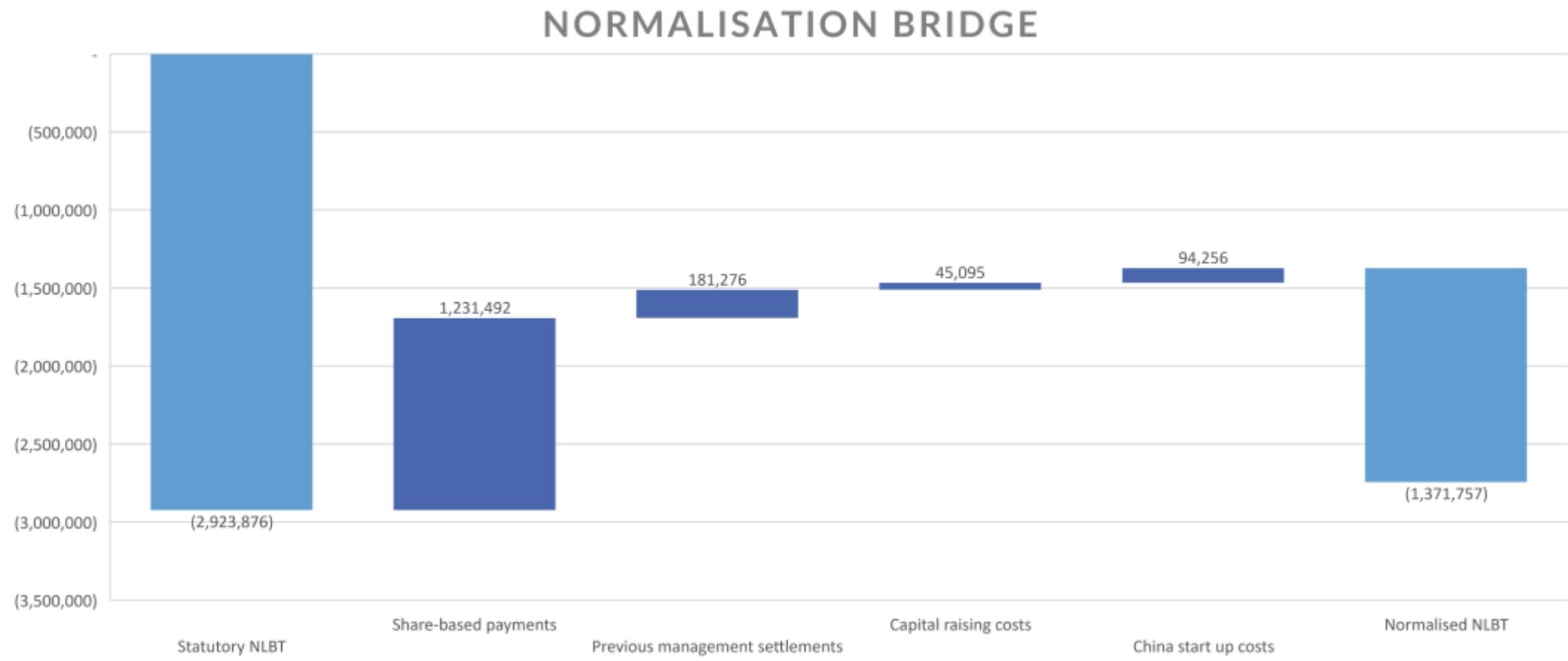
# FY20 Financial Results

<b>Group Financial Results</b>	<b>FY20</b>	<b>FY20</b>	<b>FY19</b>	<b>FY19</b>	<b>Mvt %</b>	<b>Mvt %</b>
	<b>(Statutory)</b>	<b>(Normalised)</b>	<b>(Statutory)</b>	<b>(Normalised)</b>	<b>FY20</b>	<b>FY20</b>
					<b>Normalised</b>	<b>Normalised</b>
					<b>vs FY19</b>	<b>vs FY19</b>
					<b>Statutory</b>	<b>Normalised</b>
Revenue	691,484	691,484	578,990	578,990	19%	19%
Cost of Sales	(403,085)	(403,085)	(353,118)	(353,118)	14%	14%
<b>Gross Profit</b>	<b>288,399</b>	<b>288,399</b>	<b>225,872</b>	<b>225,872</b>	<b>28%</b>	<b>28%</b>
Expenses (net of non operating income)	(3,212,275)	(1,660,156)	(2,403,149)	(1,929,292)	-31%	-11%
<b>Loss after tax</b>	<b>(2,923,876)</b>	<b>(1,371,757)</b>	<b>(2,177,277)</b>	<b>(1,703,420)</b>	<b>-37%</b>	<b>-15%</b>
EPS - Basic (cents per share)	(0.33)	(0.10)	(0.52)	(0.38)		



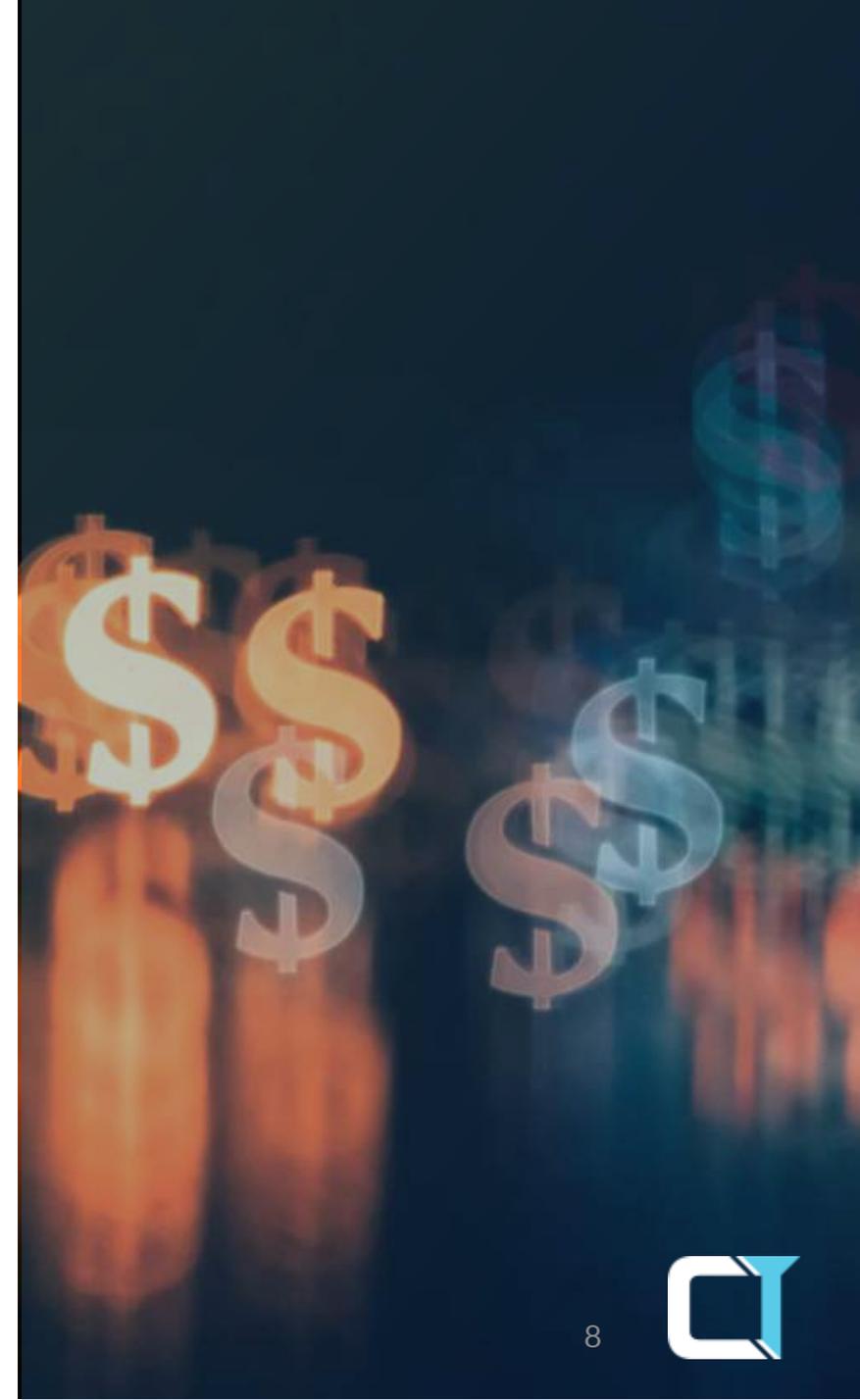
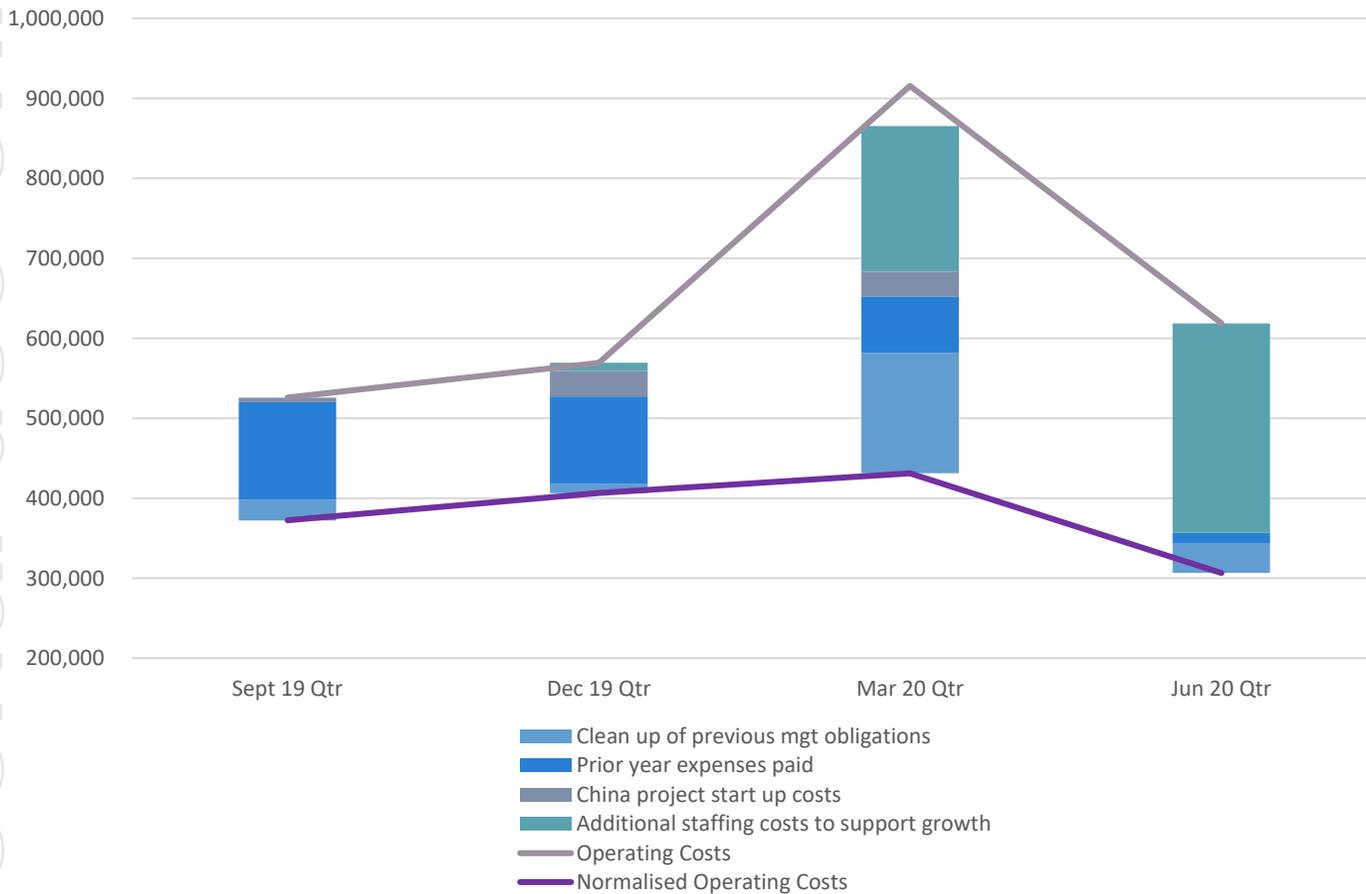
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# FY20 Financial Results Normalisation



# FY20 Reduce cash expenditure on a normalised basis

Normalisation of Operating Expenditure - Cash Basis



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## FY20 Business Milestones

- Rationalisation of business in 1HY20
- Restored balance sheet to support sustained growth
- Secured strategic partners to underpin commercial expansion
- Established and operational in China with successful initial deployments
- Production partners operational in China and India to facilitate high-volume sensor production
- Strong and experienced team assembled to drive and support new innovation
- First accredited Oceania company for the new Panasonic AI edge processing smart cameras
- 130% increase in the number of monitoring points since 1 July 2019
- Over 250% increase in user access to our applications
- Sales and marketing re-establishing to drive sales growth in FY21
- No significant impact from COVID-19



# IoT and Digital Market & CT1 Positioning



# IoT enables Digital Transformation

*We see a necessary evolution from the data capture of the 'Internet of Things' to the data value enabled by 'Constellation Technologies'*



## Data growth

The proliferation of data gathered from the physical world continues to grow exponentially.



## Data wastage

Most of the data currently gathered is not being used to inform timely, insightful and beneficial decision-making as mainstream industry adoption is slow to adopt the latest technologies resulting in data wastage.



## Societal cost

This data wastage is an enormous and growing opportunity cost for society.



## Suboptimal outcomes

Everyday unwanted events occur, and events that could happen don't. As a result, people and property are harmed, productivity is curbed, resources are misallocated, and the natural environment suffers.



## Embrace data

Informed timely applied knowledge can alleviate negative events and enable positive action.



## Improve lives

Constellation Technologies describes software platforms that are capable of digesting, processing and presenting this expanding cosmos of data to enable positive actions to occur.



# CT – What we do

- We **Build** the **MeridianCT Platform**
- We **Develop** core **Products** from the **MeridianCT Platform**
- We **Customise** & integrate our core Products for specific Industry applications
- We **Support** our Customers within each Industry to achieve their **business objectives**, and in-turn we continue the cycle of **Build, Develop, Customise** and **Support**.



## The MeridianCT Platform Overview

The MCT Platform is our proprietary central operational and development platform that:

- **Receives** data feeds from sensors (physical devices), video, internal systems, third party APIs; and then
- **Collates**, processes and applies evolving business intelligence tools to those data feeds;
- **Integrates** back into the operational systems; which then allows for
- **Automated**, streamlined business functions;
- **Presented** to decision-makers on sleek, beautifully designed consolidated dashboards for Control rooms, PCs and Smartphones; running
- **Globally** in the cloud or through local or hybrid instances where required.



From the common foundation layer of the MeridianCT Platform, CT has developed and supports a core application suite of interoperable system components.

We select from, integrate and customise our core components to create, deploy and support an ever-growing range of purpose-built, scalable industry solutions for our clients.



## Digital Engineering Services

- Wholly-owned development team with local project management and customer support in **Beijing**.
- **Diverse experience** across industries, applications and geographies.
- Access to **multiple hardware production facilities** in India and China managed by the CT team.
- Able to develop, deploy and support small to large **projects in-house**.
- **Global network** of industry and research partners to assist in providing requisite expertise.
- Rapid development with complete **software platform** builds possible in **8-10 weeks**.
- **Complete IoT solutions** including hardware, firmware and software builds in **12-14 weeks**.



# Strategy & Company snapshot



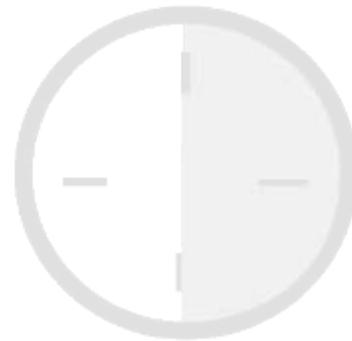
## IMMEDIATE SHORT-TERM OBJECTIVES

- Support our strategic partners in achieving their incentivised \$15m revenue hurdle
- Drive new sales in multiple geographies through existing the client base and partners in Australia, India, China and USA
- Achieve cashflow breakeven with strong revenue growth by the end of FY21



## OBJECTIVES FOR FY21 AND BEYOND

- Increase the number and scale of development projects
- Maximise margins through an increasing ratio of product & licence sales
- Leverage operational base, add to distribution, and EPS with highly strategic acquisitions
- Market and sell cloud-based CT application suite globally



# Company Snapshot

Market Capitalisation

**\$41.9m**

Shares on issue

**1,352,256,674**

Cash at bank

**\$4.4m**

Options on issue

**527,147,970**  
(501m ex @ \$0.015)

Directors, strategic partners and management holding

**\$41.9m**

Market Capitalisation

**\$41.9m**



**52 week high:**  
**52 week low:**  
**Last close:**

**\$0.046**  
**\$0.006**  
**\$0.03**  
(26/8/20)

**Top 20 Holders**

**43.88%**

**Directors, Strategic Partners & Management**

**43%**



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