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NextVision stabilized systems ltd

August 2024

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# I Disclaimer

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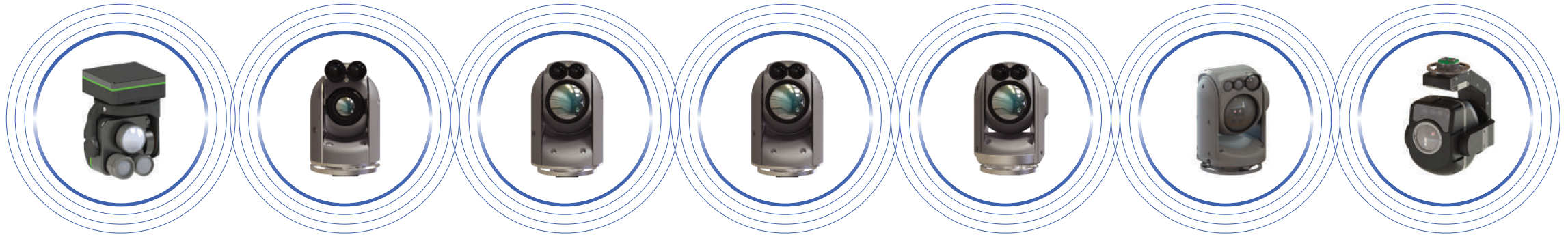
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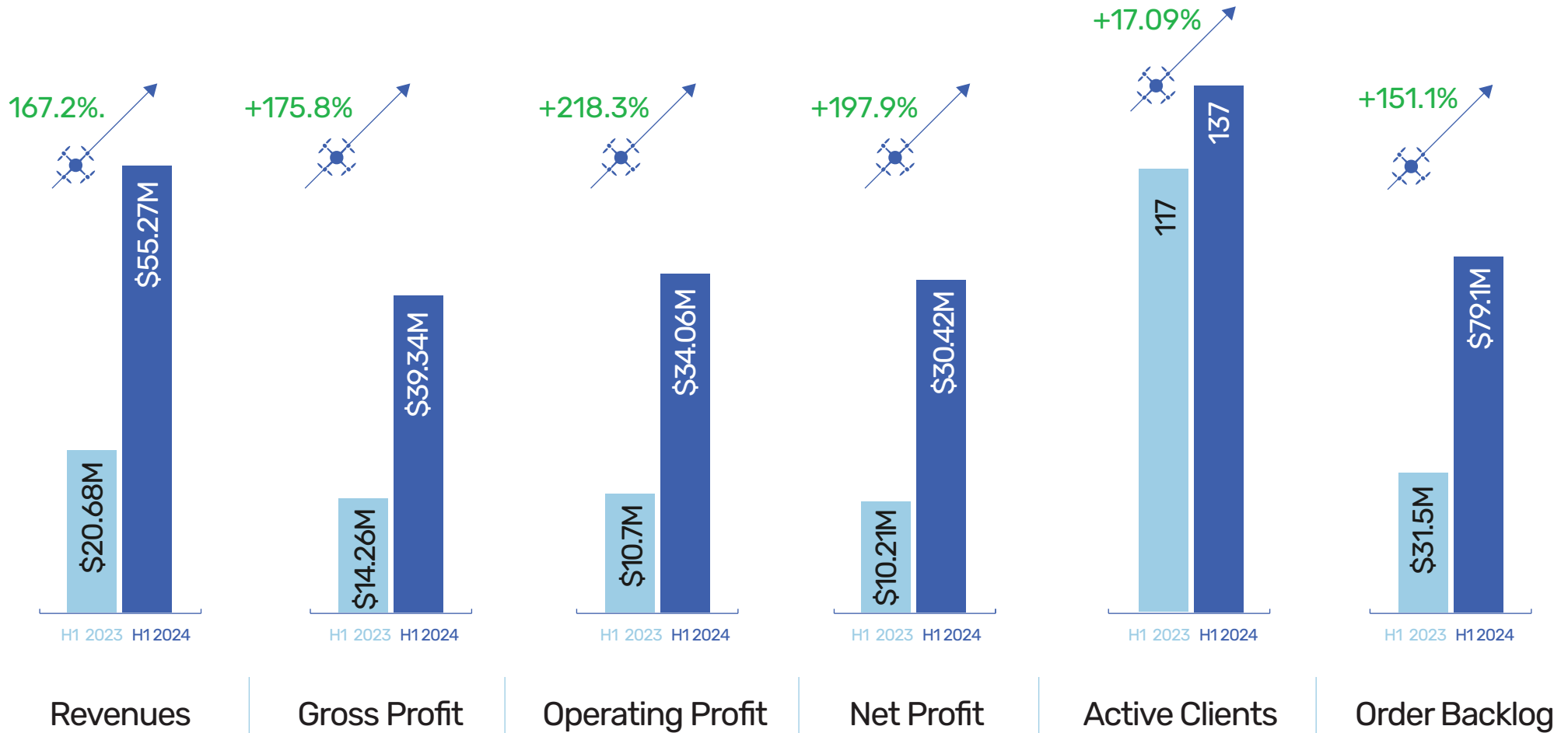
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# I Company Profile

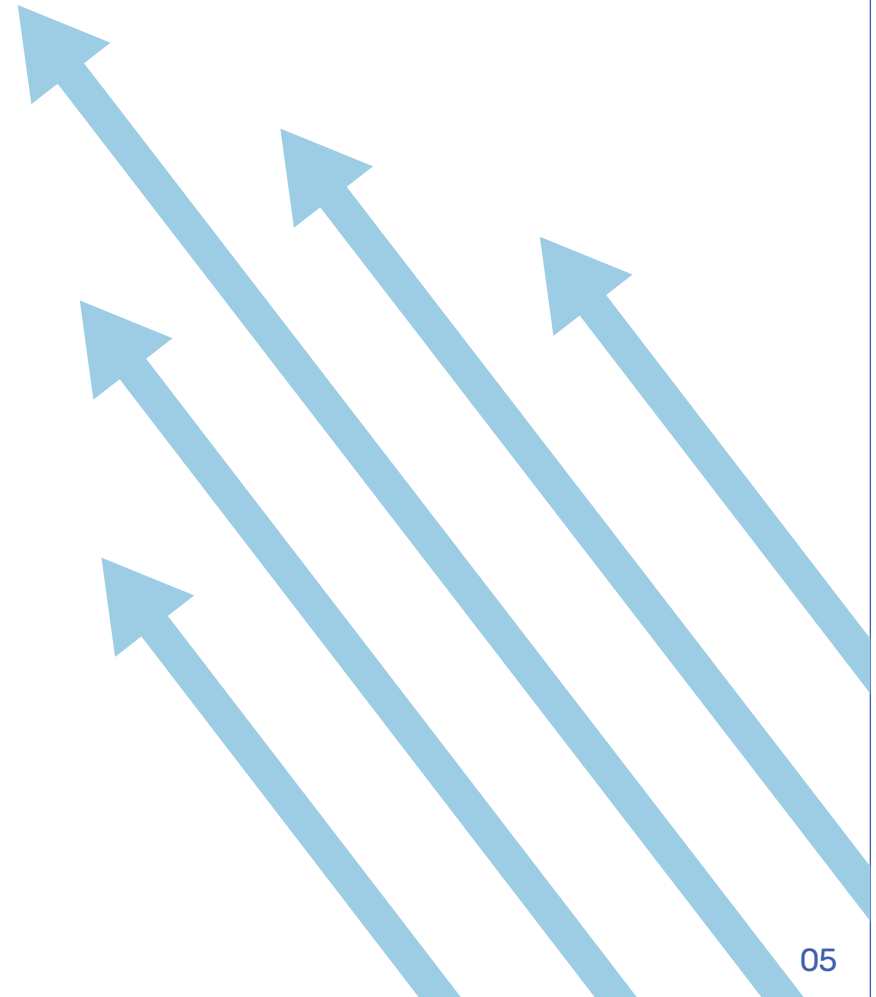
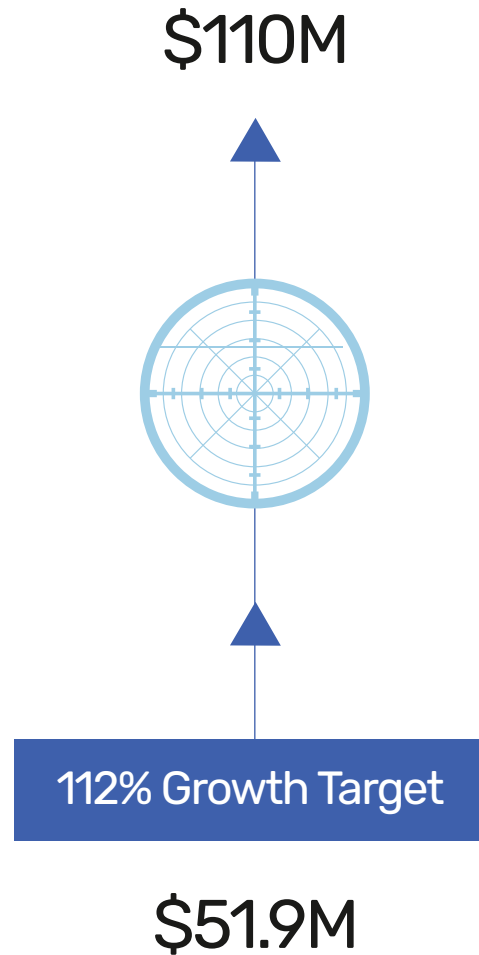
NextVision stabilized systems ltd.  
develops, manufactures, markets and sells gimballed cameras solutions for land, air and sea vessels



# 2024 Performance



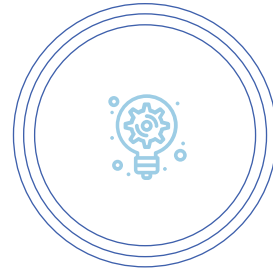
# | 2024 Growth Target



# I Business card



A world **leader** in developing gimballed cameras solutions for moving vessels



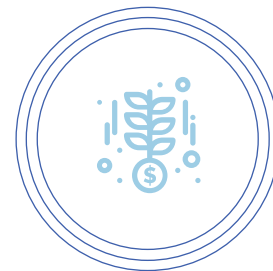
**Unique** patented technology



We operate in a **growing** market with a double-digit growth anticipated in the coming years



**137 active clients**  
In over 42 countries  
In H1 2024



USD 55.27M  
in **revenue** H1 2024



A **growing** and profitable company with a USD 79.1M orders backlog

# | Company Executives | with the company since its establishment



## Michael Grossman

CEO & Co-Owner

—  
Officer in the 8200 intelligence unit –  
Technology R&D  
MA in Electronics Engineering and Business  
Administration, Tel Aviv University  
VP R&D at SLYDE  
VP M&S at BL



## Boris Kipnis

VP Development & Co-Founder

—  
Served in the 8200 intelligence unit –  
hardware and software development  
Development engineer at Aeronautics  
Director of hardware development at Xseed



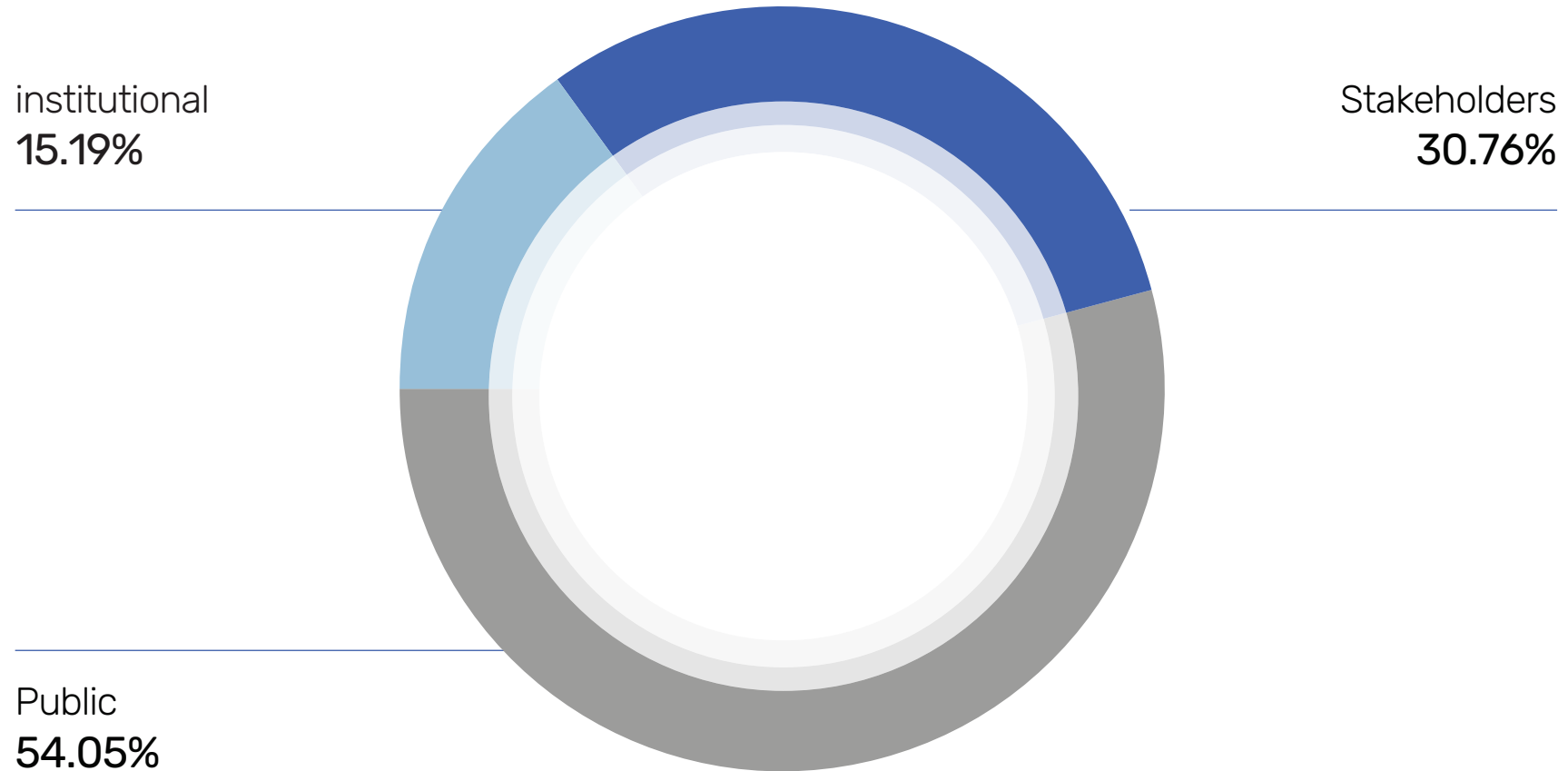
## Chen Golan

Active Chairman of the Board &  
Co-Founder

—  
BA in Business Administration and  
Entrepreneurship, IDC Herzliya  
Air Force jet fighter pilot

# I Major Shareholders

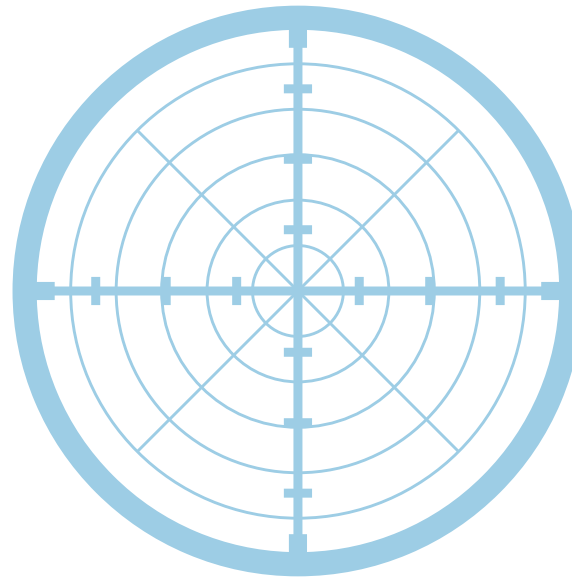
\*Included in the Tel Aviv 125 index on November 1, 2023



# I Our Vision

## Vision

World leaders in the field of gimballed cameras solutions for drones



Developing lightweight gimballed cameras solutions, with extensive observation range and advanced image processing

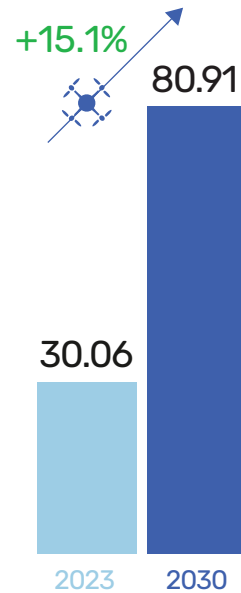
# I Market Size



sources:  
<https://www.whatech.com/og/markets-research/semiconductor-and-electronics/785771-drone-camera-market-to-surpass-usd-60-65-billion-by-2030-swot-analysis-by-key-players#:~:text=The%20Drone%20Camera%20Market%2C%20with,period%20from%202023%20to%202030.>

## GLOBAL DRONE MARKET SIZE B\$

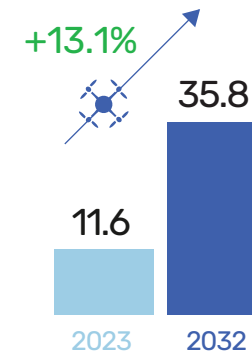
The Insight Partners  
Jan 2024



sources:  
<https://www.thebusinessresearchcompany.com/report/uav-drones-global-market-report>

## SMALL DRONE MARKET SIZE B\$

The global small drones market size reached US\$ 11.5 Billion in 2023. It is expected that the market will reach US\$ 35.8 Billion by 2032, exhibiting a growth rate (CAGR) of 13.1% during 2024-2032



sources:  
<https://www.imarcgroup.com/small-drones-market#:~:text=The%20global%20small%20drones%20market,13.1%25%20during%202024%2D2032.>

The US DOD budget for drones amounted in 2021 \$2.6B and is increasing by year driving the segment further to expand

Drone life\_Jan 2023; Fortune business insights\_Jun 2023

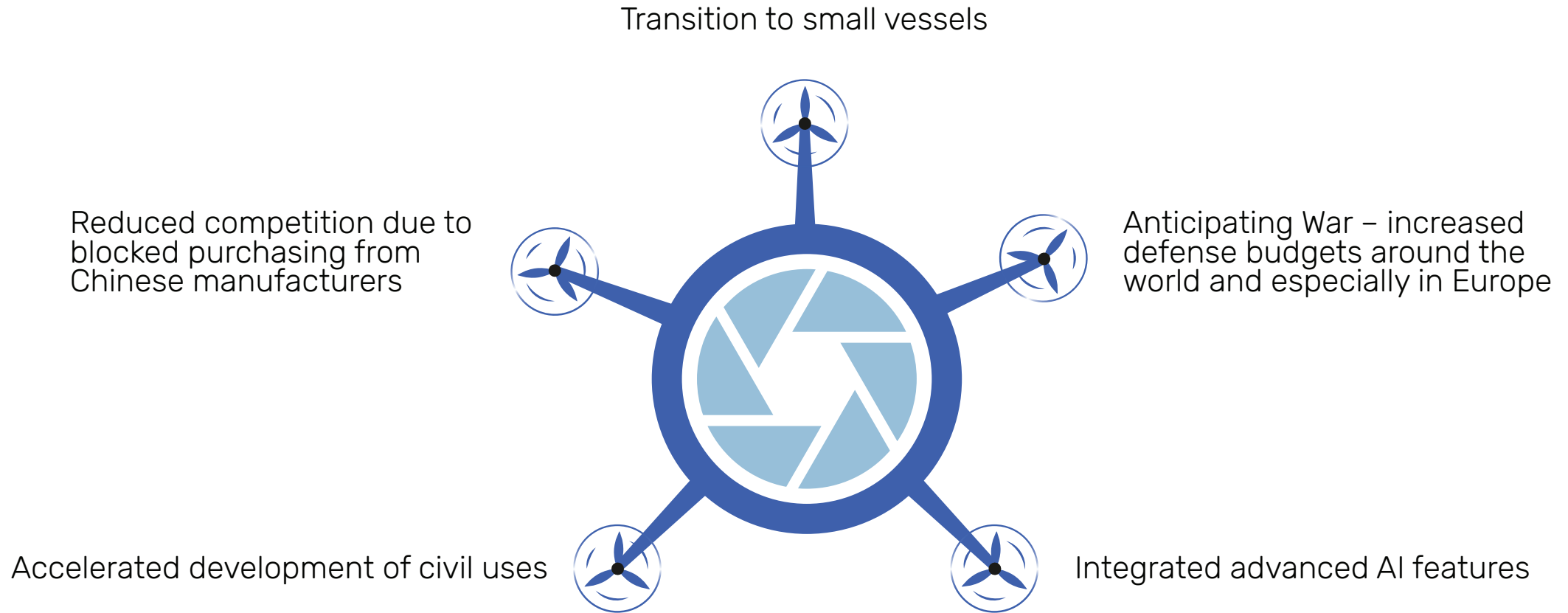
sources:  
<https://dronelife.com/2023/01/17/how-much-will-the-u-s-department-of-defense-spend-on-drones-in-2023-auvis-report/>  
<https://www.fortunebusinessinsights.com/military-drone-market-102181>

increasing demand for photographic surveillance to boost the market growth

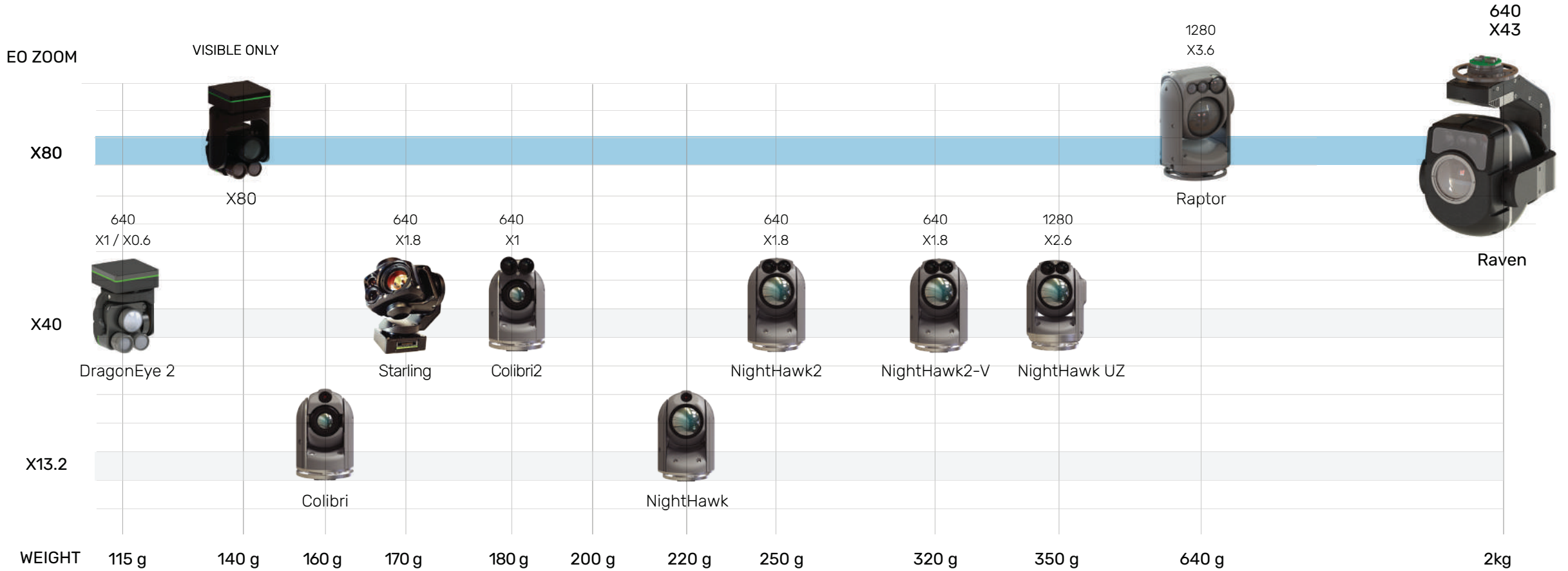
Straits research\_Drone camera market; Market research future\_Mar 2024

sources:  
<https://straitsresearch.com/report/drone-camera-market>  
<https://www.marketresearchfuture.com/reports/drone-camera-market-10764>

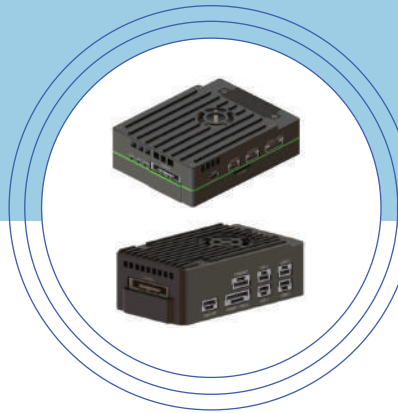
# I Opportune Market Trends



# Our Products | 11 different micro-gimballed cameras



# I Accessories



TRIP2/TRIP2-STREAMING/T  
RIP5/TRIP6



Mounting



Retracting



3rd Axis

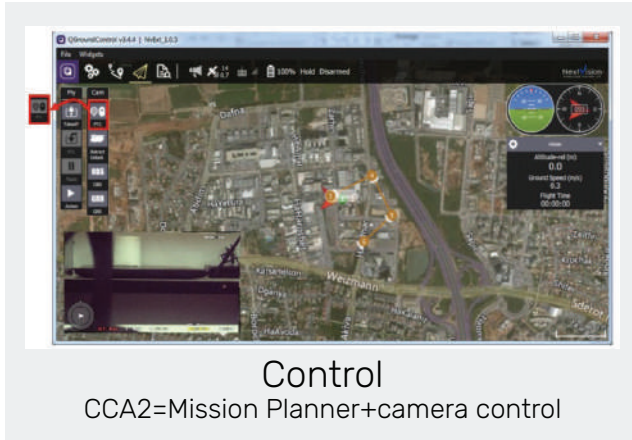


Quick Release

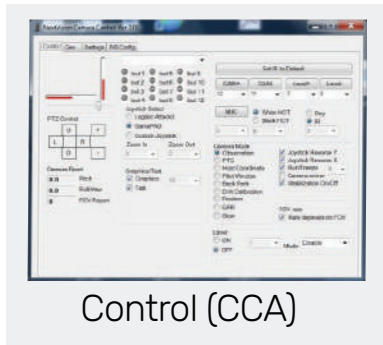
# Applications



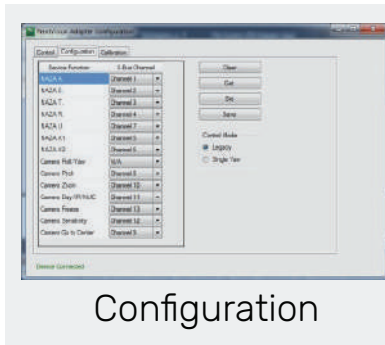
Control (CCA)



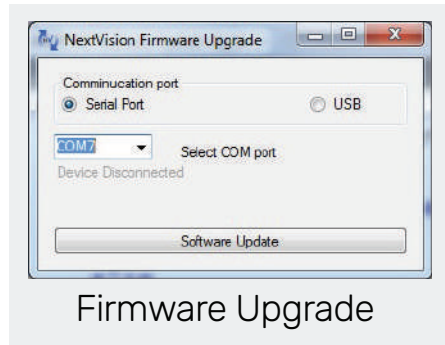
Control  
CCA2=Mission Planner+camera control



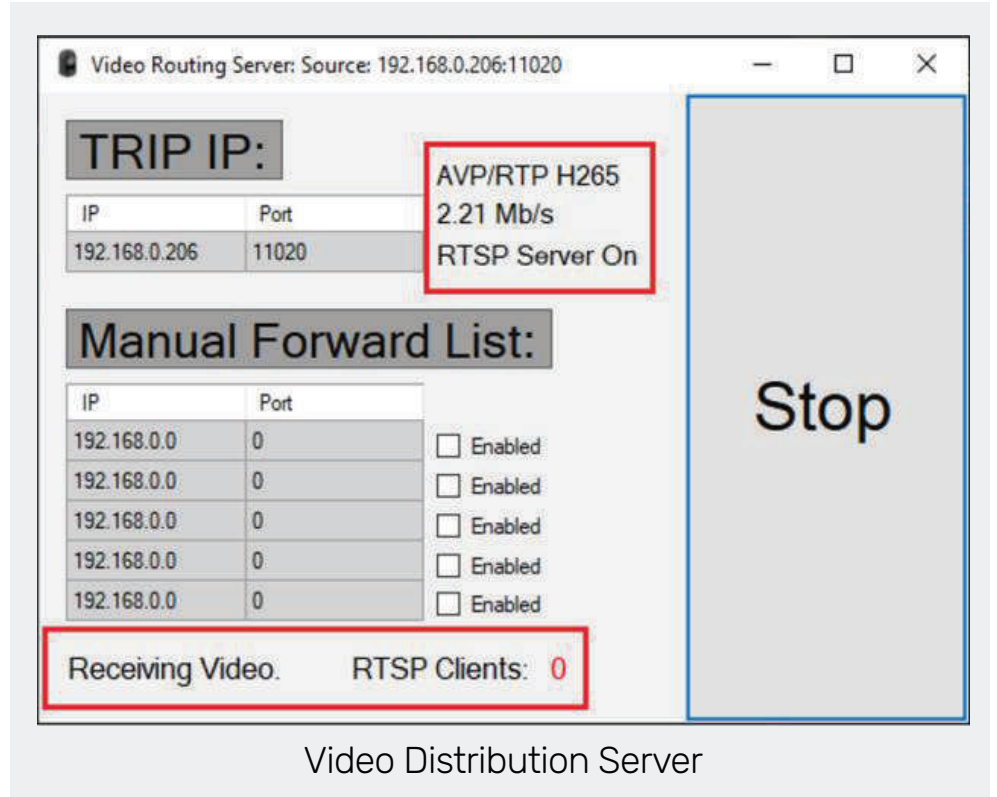
Control (CCA)



Configuration



Firmware Upgrade



Video Distribution Server

# Distinct Competitive Advantages

## One Stop Shop

A complete and comprehensive solution for all your needs

A wide array of products weighing  
115 grams to 2 Kg

Low power consumption

The best size and weight to  
performance ratio in the world  
(with a factor of about 1:5 compared  
with competitors)

Low cost compared to systems with  
similar performance

Fast and easy integration

Excellent reliability and low  
maintenance costs

Stabilized observation around the clock  
using both ordinary and thermal video



Staff and management with over 10 years of  
experience in the field of stabilized cameras (day  
and night)

# I Competitors

## Non cooled cameras



**Trillium**



**Octopus**



**Workswell**



**AVT**

**Product**

**Competitor Weight**

**NV Thermal range**

**NV Visible range**

Similar weight

50% heavier

60% heavier

60% heavier

90% farther

110% farther

200% farther

Similar range

50% farther

20% less

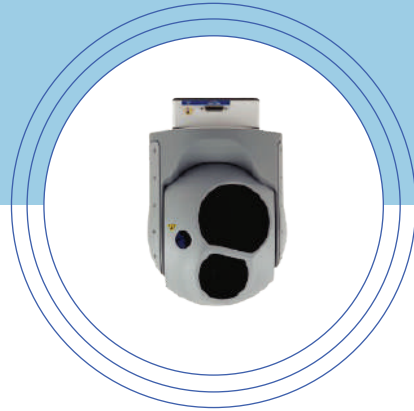
Similar range

Similar range

\*Competing cameras specs taken from the competitors' websites

# I Competitors

## Cooled cameras



**Trillium**



**Octopus**



**Controp**

Product

Competitor Weight

NV Thermal range

NV Visible range

Double weight

300% farther

Similar range

30% heavier

10% farther

Less farther

75% heavier

Similar range

50% farther

\*Competing cameras specs taken from the competitors' websites

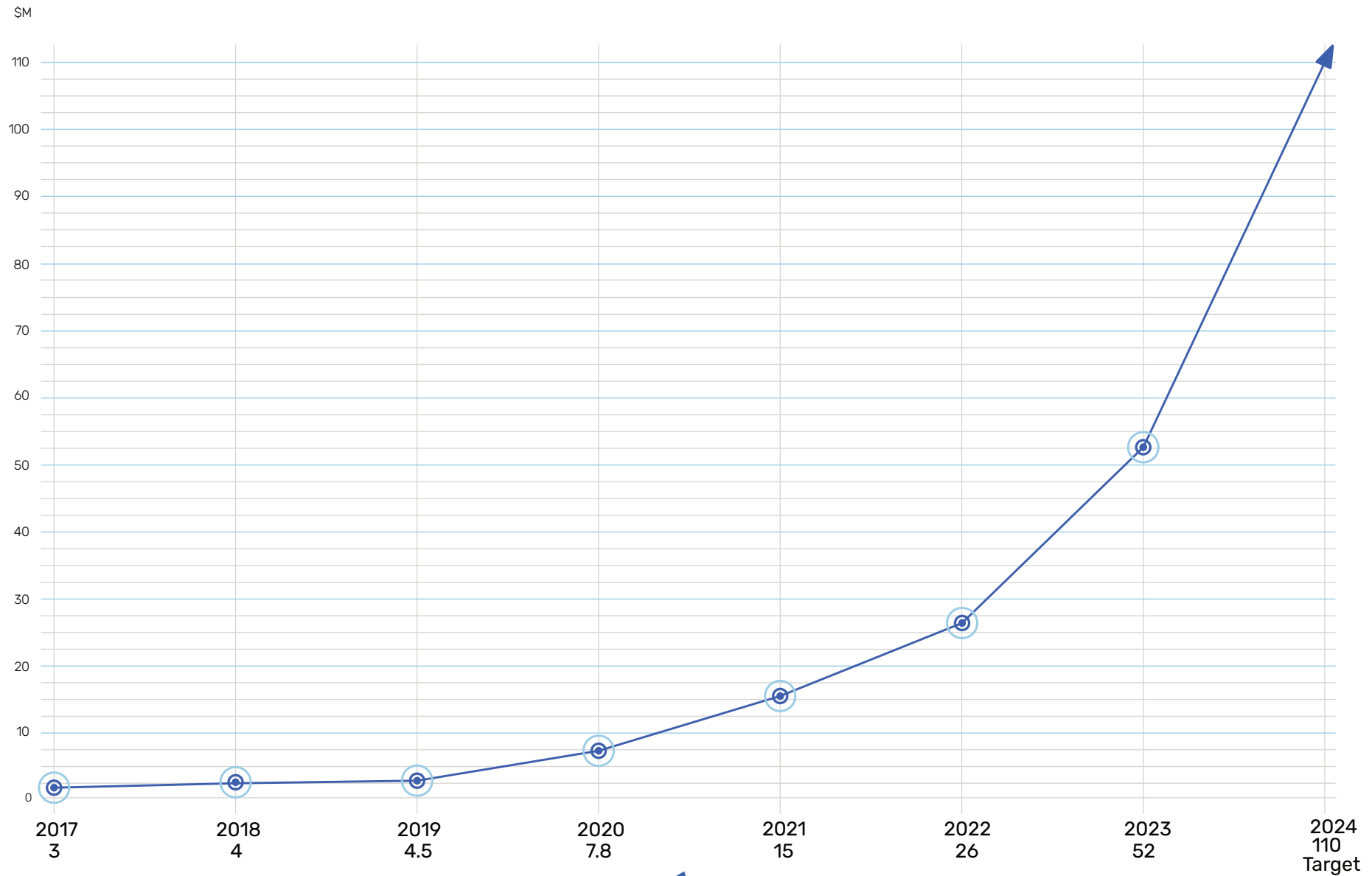
# I Cutting Edge Research and development

NextVision Proprietary and Groundbreaking Technologies

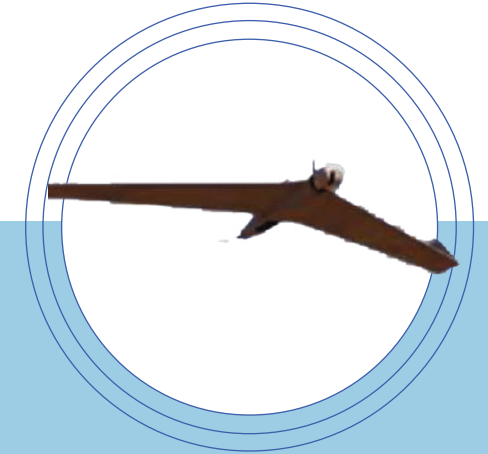
- Stabilization (registered patent 8896697)
- Camera core for the visible range
- Thermal/IR core (Uncooled, LWIR 8-12u)
- Optics for day and night cameras
- Markers and illuminators
- Micro gimbals
- Geographic location
- Tracker
- Detection and classification capabilities
- Integration into PixHawk



# I Constantly growing revenues



# I Leading systems



Type  
Hero-30 3kg Munition Loitering

Camera  
NightHawk1



Type  
Multirotor

Camera  
NightHawk2 +TRIP2



Type  
Multirotor

Camera  
Various Models



Type  
Munition Loitering / Multirotor

Camera  
Various Models

# I Major clients



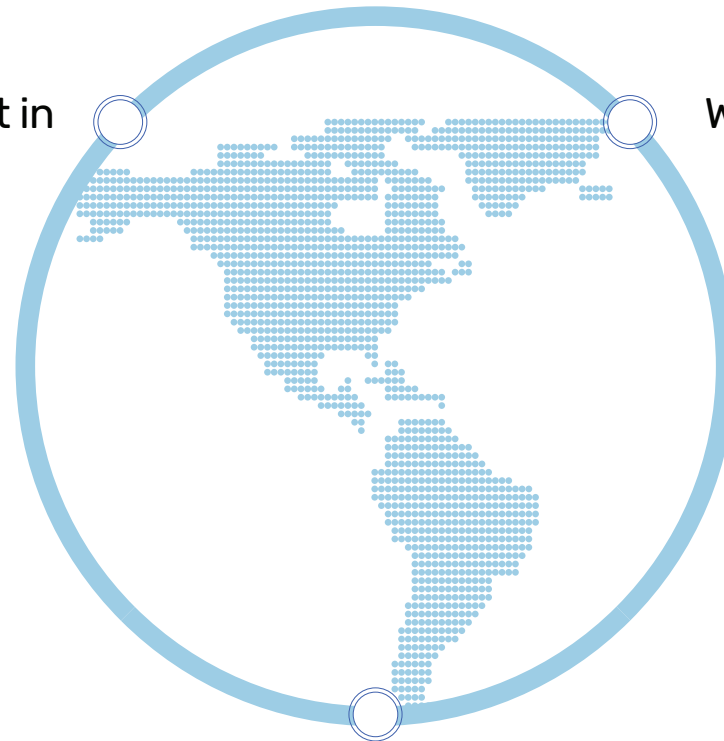
# I Wide geographic presence



# I The USA Market

As a major growth engine for the next few years

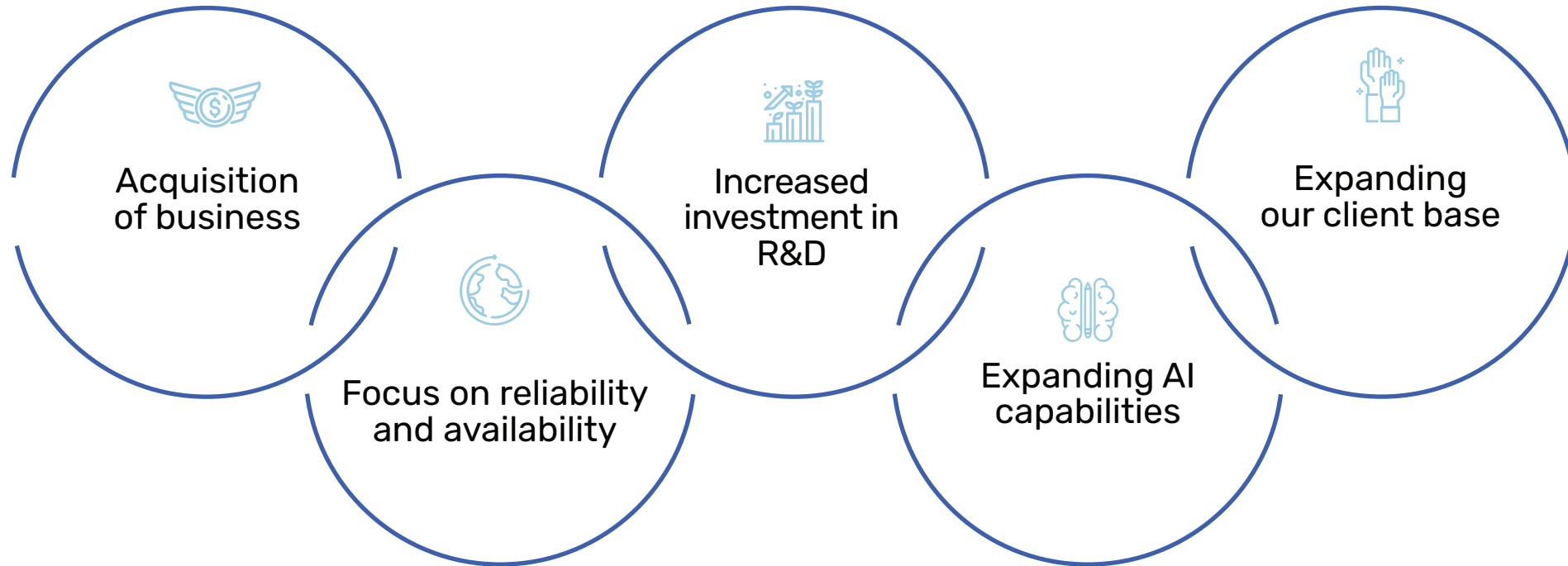
The US market is the largest in the world



We have strong indications of demands and connections for potential strategic engagements

Establishing a logistics array with local manufacturing

# | Growth Strategy



# Q2 2024 Financial Statements | in USD thousands

	30/06/2024	30/06/2023	31/12/2023
Current assets	116,421	73,873	93,030
Non-current assets	3,945	2,815	3,460
<b>Total assets</b>	<b>120,366</b>	<b>76,688</b>	<b>96,490</b>
Current liabilities	19,645	14,441	15,917
Non-current liabilities	578	433	639
<b>Total capital</b>	<b>100,143</b>	<b>61,814</b>	<b>79,934</b>

Complies with IFRS  
2023-2024  
Unaudited

# I Q2 2024 Financial Statements – P&L | in USD thousands

	30/06/2023 H1 2024		30/06/2024 H1 2024	31/12/2023
Revenues	20,687	+167% →	55,278	51,944
Cost of sales	-6,424		-15,933	-16,327
Gross profit	14,263		39,345	35,617
R&D expenses	-1,048		-1,199	-2,002
Sales, management and general expenses	-2,518		-4,086	-4,889
Operational profitability	10,697		34,060	28,726
Profit before tax	12,075		35,806	31,880
Net profit (16% in 2019, 12% in 2020 and thereafter)	10,210		30,423	27,572

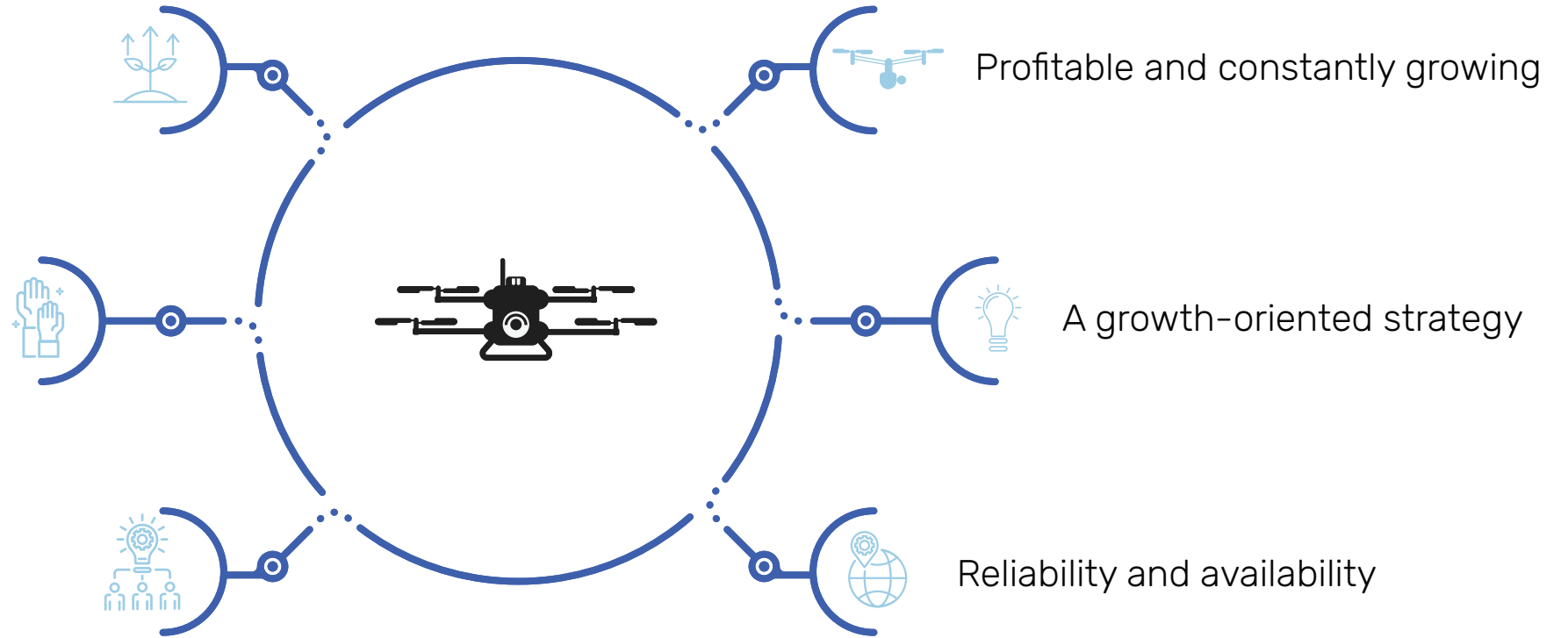
Complies with IFRS  
2023-2024  
Unaudited

# I Summary

A global leader in the field of gimballed camera solutions for drones and unmanned aircrafts

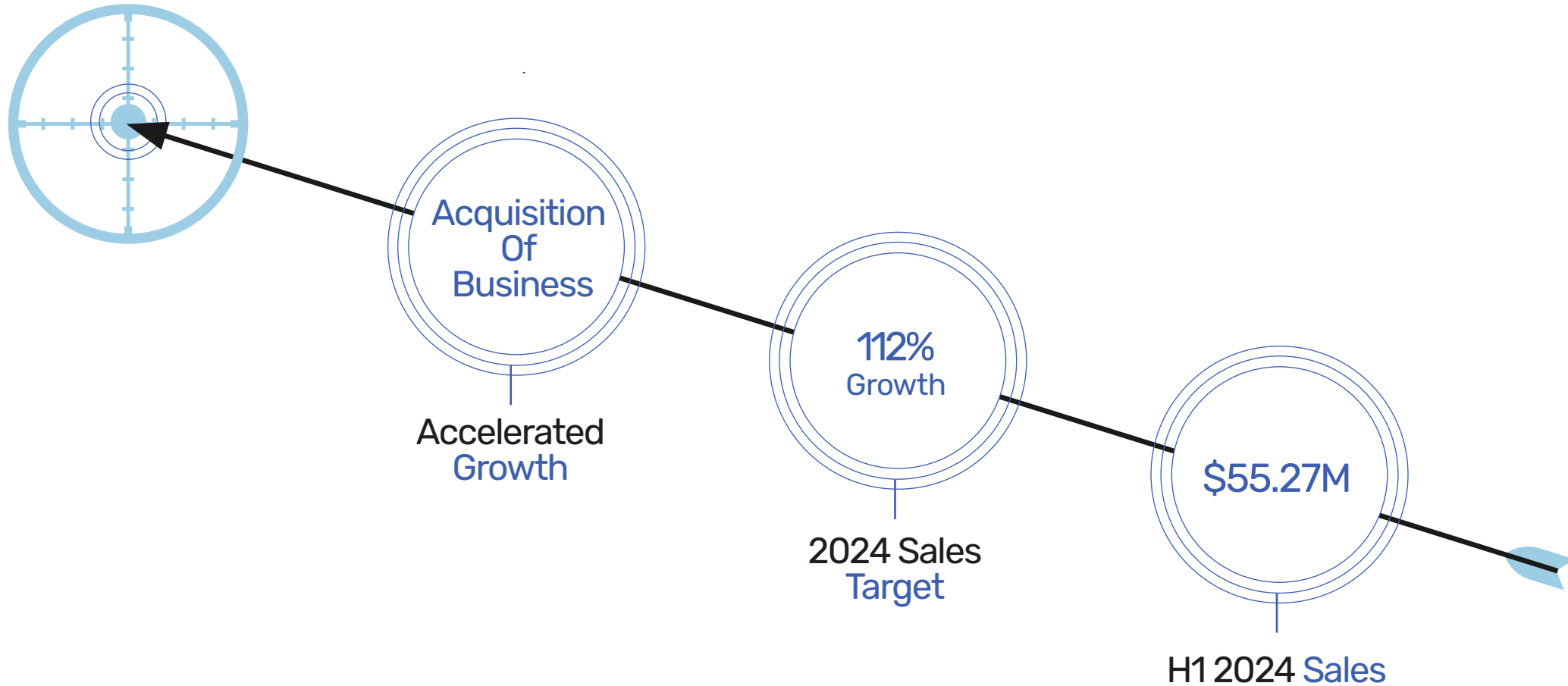
A unique, breakthrough technology that provides a distinct competitive edge in the field of gimballed cameras

Sales and collaborations with global leaders



# I Goals of the company's board of directors

\*See section 27 of the periodic report for 2023





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Thank you for listening!

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