XTEK LTD BRIEFING

HENSLOW DEFENCE & SECURITY CONFERENCE

27 JULY 2023

PRESENTED BY: SCOTT BASHAM
GROUP CHIEF EXECUTIVE OFFICER

XTEK
PROTECT AND SUSTAIN

XTEK GROUP OVERVIEW

XTEK GROUP IS AN ASX LISTED INTERNATIONAL DEFENCE INDUSTRY COMPANY.
THE GROUP OPERATES AS TWO DISTINCT DIVISIONS – BALLISTICS & TECHNOLOGY.

BALLISTICS DIVISION (HIGHCOM)

Focused on designing, manufacturing, and supplying global military, law enforcement, and first responder customers with world-class, advanced personal protection ballistic products and solutions for:

- Body Armour
- Ballistic Helmets
- Composite Armour Structures

TECHNOLOGY DIVISION

Focused on manufacturing and supplying global Defence and Security Agencies with world-leading Australian-made and globally sourced:

- Systems – UAVs & UGVs Solutions and Sensor Payloads
- Software – 3D Mapping & Modelling SW
  – Tactical Situational Awareness SW
- Support – System Integration, Training, & Service Support

XTEK LIMITED CORPORATE SNAPSHOT

Capital Structure (25 July 23)

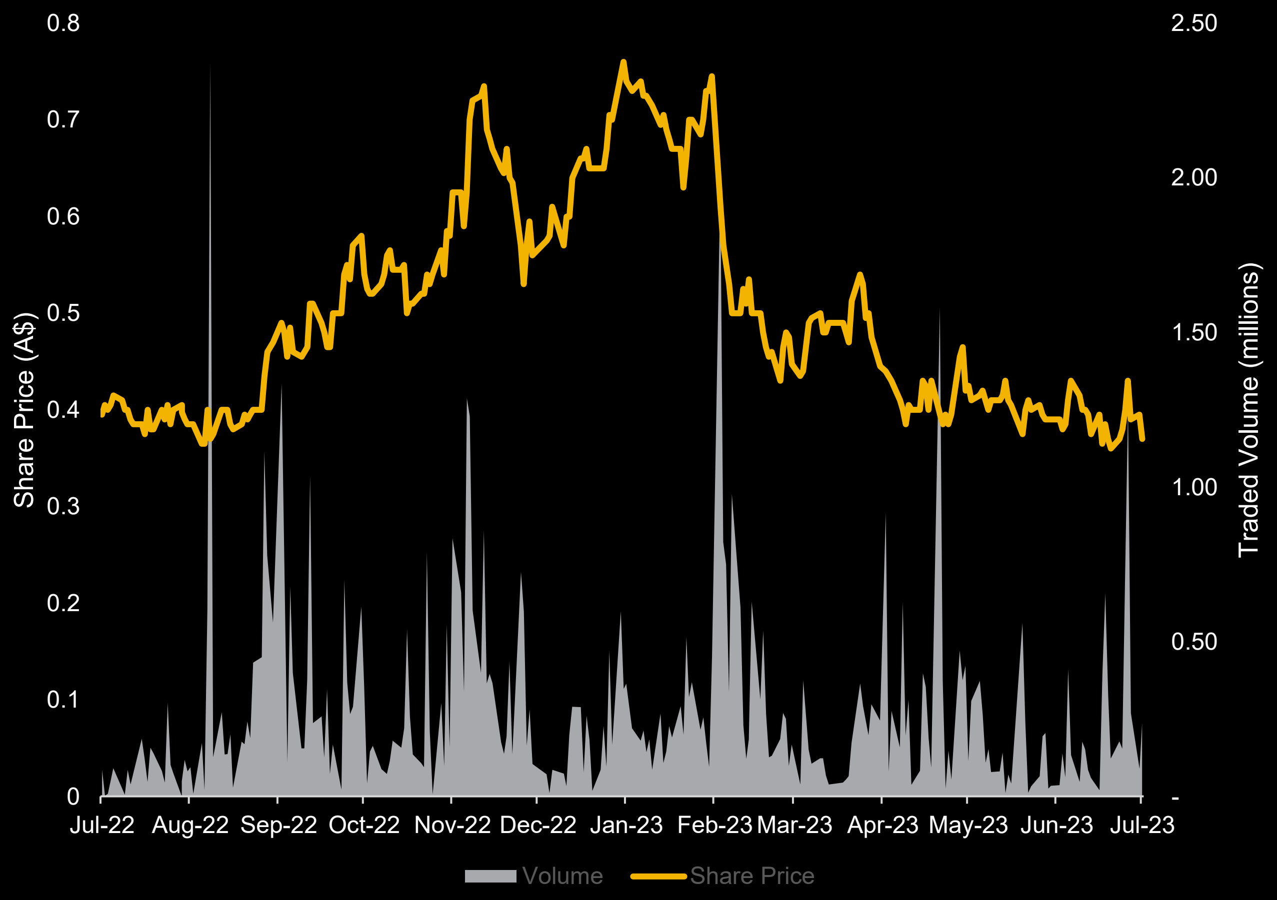
Shares Outstanding	101,761,703
Share Price	A$0.37
Market Capitalisation	A$37.6m
12 Month Share Price Range	A$0.34 – A$0.765

Senior Executive Management

Scott Basham	Group CEO
Jacqui Myers	Group CFO

Board of Directors

Mark Stevens	Non-Executive Chairman
Mark Smethurst	Non-Executive Director
Christopher Pyne	Non-Executive Director
Ben Harrison	Non-Executive Director
Adelaide McDonald	Non-Executive Director
Christopher Fullerton	Non-Executive Director
Laurie Gardiner	Company Secretary



TECHNOLOGY DIVISION

TECHNOLOGY DIVISION OVERVIEW

Co-located with Corporate Headquarters in Canberra, ACT, Australia.

Focused on manufacturing and supplying Australian Dept. of Defence and Security Agencies with world-leading Australian-made and globally sourced:

- Systems - UAVs & UGVs Solutions and Sensor Payloads
- Software - 3D Mapping & Modelling SW and Tactical Situational Awareness SW
- Support - System Integration, Training, & Service Support

Our world leading
OEM systems partners:

AeroVironment™ TELEROB MILREM ROBOTICS

TECHNOLOGY DIVISION SYSTEMS

AeroVironment™

AeroVironment™ is a global defence supplier based in the USA, that specialises in unmanned aerial vehicles.

XTEK Group's Technology Division is the exclusive regional AeroVironment distributor for Wasp (SUAS), Puma (SUAS+) and SwitchBlade (LM) across Oceania.

TELEROB

For the last 15 years, XTEK's Technology Division has been the incumbent supplier and maintainer of the fleet of Telerob "Teodor" large EOD Robots to Defence.

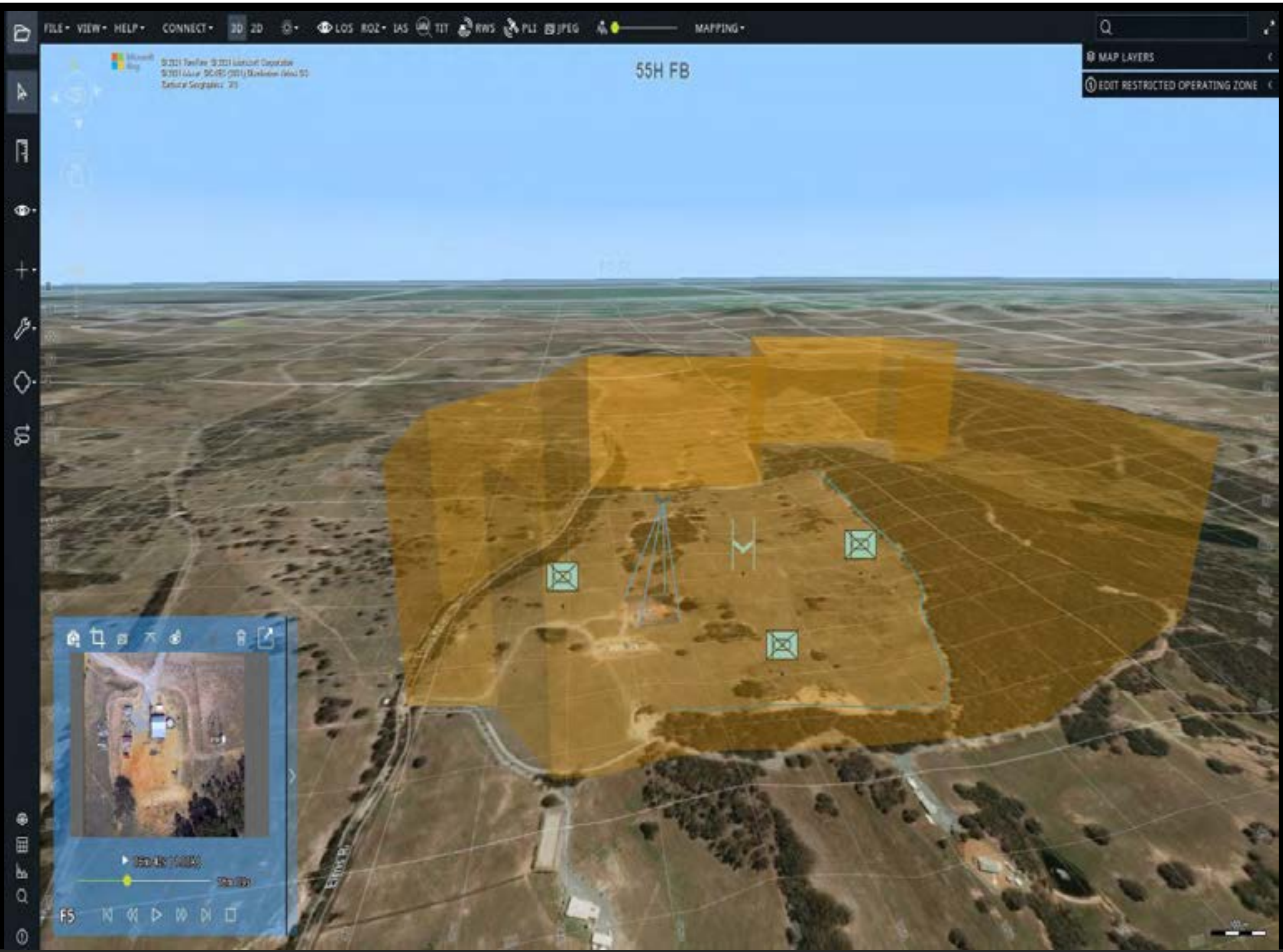
XTEK Group's Technology Division is the exclusive distributor for Telerob across the Australasian region.

MILREM ROBOTICS

Milrem Robotics is a leading robotics and autonomous vehicle systems developer in Europe.

XTEK Group's Technology Division is the exclusive distributor for the THeMIS and TYPE-X UGVs across Australia, New Zealand and the South Pacific.

TECHNOLOGY DIVISION SOFTWARE



XTEK Group continues to develop its suite of XTatlas software applications:

- *Scout* – is a Geospatial Intelligence Application, offering a range of AI enabled software tools for UAV Mission Planning, 3D Mapping & Modelling, Data Dissemination, and Decision Making.
- *AirWolf* – is a Tactical Situational Awareness Application, containing AI enabled data fusion tools designed to shorten the "Sensor to Effector" timeline.

The Group is collaborating with Australian and international partners to expand XTatlas software offerings.

TECHNOLOGY DIVISION SUPPORT

That sale of maintenance support services and equipment spare parts continues to provide our Technology Division with regular profitable recurring revenue.

Technology Division continues to support the Australian Army’s Wasp SUAS fleet under the Land 129-4A multi-year support contract.

After 6 months of effort, we are in the final stages of negotiations with the Army to close out another major multi-year support contract for the $26.9m SUAS order booked in Dec 22 and delivered in Jul 23.

BALLISTICS DIVISION

HIGHCOM

BALLISTICS DIVISION OVERVIEW

HIGHCOM

Locations:

- Columbus Manufacturing Centre (CMC), OH, USA
- Adelaide Manufacturing Centre (AMC), SA, Australia
- Adelaide Special Projects (R&D), SA, Australia
- "New" European Sales & Distribution Centre (SDC), Poland, EU

Focused on designing, manufacturing, and supplying global military, law enforcement, and first responder customers with world-class, advanced personal protection ballistic products and solutions for:

- Body Armour
- Ballistic Helmets
- Composite Structures

BALLISTICS DIVISION CMC

Our Columbus Manufacturing Centre is a 65,000 square foot advanced ballistics manufacturing and distribution facility that is well positioned for large scale and time sensitive global supply needs.

We make hundreds of thousands of lifesaving ballistic protection products here each year.

BALLISTICS DIVISION AMC

HIGHCOM

Our HighCom Australia Adelaide Manufacturing Centre is a world class research and development, prototyping, and advanced manufacturing facility.

Patented XTclave^{TM} technology. Unique in the world products.

BALLISTICS DIVISION ASP

Our Adelaide Special Projects R&D team creates world-leading “next-generation” ultra-lightweight and high-performance hard armour plates with complex curvatures and geometries.

They also create our range of advanced “featherweight” NIJ Level 3A helmets, and our unique in the world “rifle rated” Level 3+ ballistic helmets that stop AK47 “mild steel core” and other assault rifle and machine gun bullets.

BALLISTICS DIVISION SDO

Our new Sales & Distribution Office was established in Bydgoszcz, Poland, in Dec 22.

The 3000 square foot location provides excellent proximity to military and law enforcement customers in Central & Eastern Europe, and Scandinavia.

Sales team engaging with existing customers and partners in region, and new sales campaigns are underway to pursue a large pipeline of opportunities across the territory.

HighCom can provide “kitting” and order “assembling” from locally held stock for new deliveries across Europe.

TAILWINDS, GROWTH STRATEGY, FY23 FORECAST, FY24 OUTLOOK

GLOBAL TAILWINDS CONTINUE TO BLOW ...

Global tailwinds continue to blow due to ongoing uncertainty in Eastern Europe and the South China Sea.

This is driving investments by militaries worldwide to upgrade capabilities.

As a result, outlook for international Defence suppliers remains positive.

For XTEK:

- The Defence Strategic Review's apparent preference for US "Military-Off-The-Shelf" capabilities appears positive for our Technology Division's business. (*See ASX Ann. "$3.4m Defence SUAS Spare Parts Order" 12 July 23*)

- Internationally, our Ballistic Division's growth potential appears strong for foreseeable future, especially in the US & EU. (*See ASX Ann. "New A$2.6m Ballistic Armour Order" 17 July 23*)

XTEK STRATEGIC GROWTH SRATEGY

LASER SHARP FOCUS ON OUR CORE MARKETS AND CUSTOMERS, AND A CLEAR STRATEGY FOR CONTINUED GROWTH AND SUCCESS:

REINFORCE SUCCESS

Invest in the areas of our business that have been successful and have potential for continued enhancement and growth.

SEEK ADJACENCIES

Find new business opportunities that extend our reach and can draw on our experiences and expertise.

CREATE OUR FUTURE

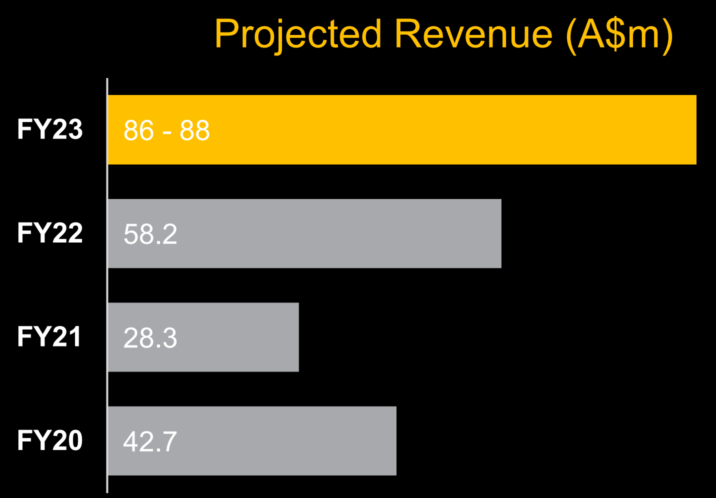
Invest in organic and inorganic expansion opportunities to create new products and service offerings for sustained future growth and profitability.

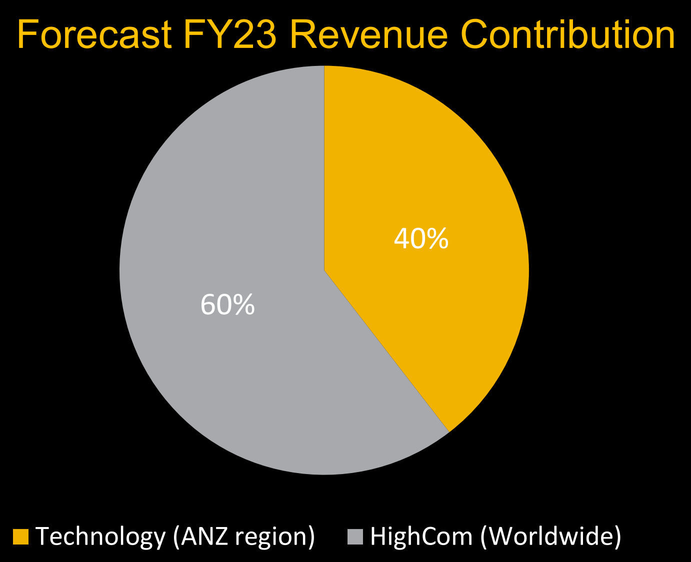
Leveraging our new HighCom Sales Office & Distribution Centre in Poland

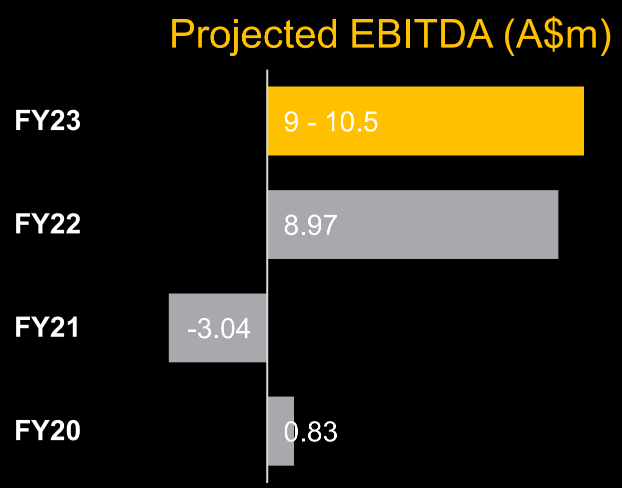
Actively seeking M&A expansion opportunities for HighCom in the US & EU

Developing plans for US XTclave manufacturing capability to capture large US DoD “next-gen” lightweight body armour and ballistic helmet opportunities

FY23 FORECAST RESULTS







Summary:

- Forecast FY Revenue of $86m - $88m
- Forecast FY EBITDA of $9m - $10.5m
- No Debt with $4.9m of undrawn WC facilities
- Other key financial metrics announced at end Aug 23

- Strong uplift in Revenue of ~50% YoY
- Delivering consistent profitability in competitive global market
- Executing on Strategic Growth Plan
- Attractive sector fundamentals underpin future growth

FY24 OUTLOOK & FORECAST

FY24 Opportunity Pipeline

At the end of June 23, the Group had an opportunity pipeline of leads at various stages of qualification worth more than $200m:

- Technology Division is progressing multiple ANZ SUAS related Acquisition & Support Contract opportunities valued in excess of $50m and expects to provide an update on major new multi-year Support Contract order imminently.
- HighCom Armor has a growing global pipeline of leads that exceeds $150m and is pursuing multiple large ballistic protection contracts for delivery through FY24 and beyond.

FY24 Forecast

Based on current sales and business development activity being progressed around the world, the Group is optimistic about maintaining continued revenue growth and profitability in FY24.

QUESTIONS?

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This Presentation contains certain "forward-looking statements" that are based on management's beliefs, assumptions and expectations and on information currently available to management. The words "expect", "anticipate", "estimate", "intend", "target" "believe", "guidance", "should", "could", "may", "will", "predict", "plan" and other similar expressions are intended to identify forward-looking statements. Any indications of, and guidance on, future operating performance, earnings, financial position and performance or production are also forward-looking statements. Forward-looking statements, opinions and estimates provided in this Presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions.

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