



ADACEL

# INVESTOR PRESENTATION

FISCAL YEAR ENDED 30 JUNE 2021

# DISCLAIMER

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This document contains certain "forward-looking statements". Indications of, and guidance on, future earnings and financial position and performance, including Adacel's financial year 2020 outlook, are forward-looking statements, as are statements regarding Adacel's plans and strategies. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of Adacel, which may cause actual results to differ materially from those expressed or implied in such statements. Adacel cannot give any assurance or guarantee that the assumptions upon which management based its forward-looking statements will prove to be correct or exhaustive, or that Adacel's business and operations will not be affected by other factors not currently foreseeable by management or beyond its control. Such forward-looking statements only speak as at the date of this document and Adacel assumes no obligation to update such information.

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# ADACEL AT A GLANCE

A LEADER IN AIR TRAFFIC MANAGEMENT, SIMULATION & TRAINING SOLUTIONS

Adacel | Public Company | Founded in 1987 | 200 Employees

 **ADACEL SYSTEMS, INC.**  
Orlando, FL, USA

US Simulation & Training and customer support

 **ADACEL, INC.**  
Montréal, Québec Canada

Air Traffic Management (ATM)  
and International Simulation & Training business

 **ADACEL TECHNOLOGIES, LTD.**  
Melbourne, Australia

Direct field support to Royal Australian Air Force (RAAF)  
and Air Services Australia

## PRIMARY CUSTOMERS



Air Navigation  
Service Providers



Defense & Government  
Organizations



Aviation Training  
Institutions



**250+ LOCATIONS**



**40+ COUNTRIES**

# FY2021 - ADACEL KEY FIGURES

**REVENUE** **\$40.2 million**

**GROSS MARGIN** **\$16.1 million**

40.1% of

revenues

**EBITDA** **\$9.8 million**

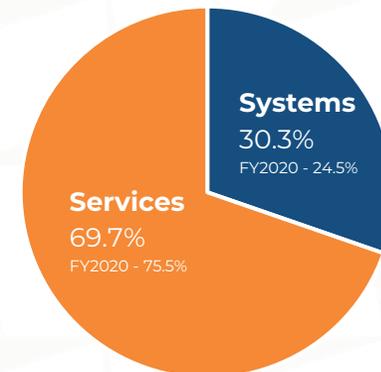
**PROFIT BEFORE TAXES (PBT)** **\$7.7 million**

**NET CASH** **\$11.6 million**

Improved financial performance across all major financial indicators

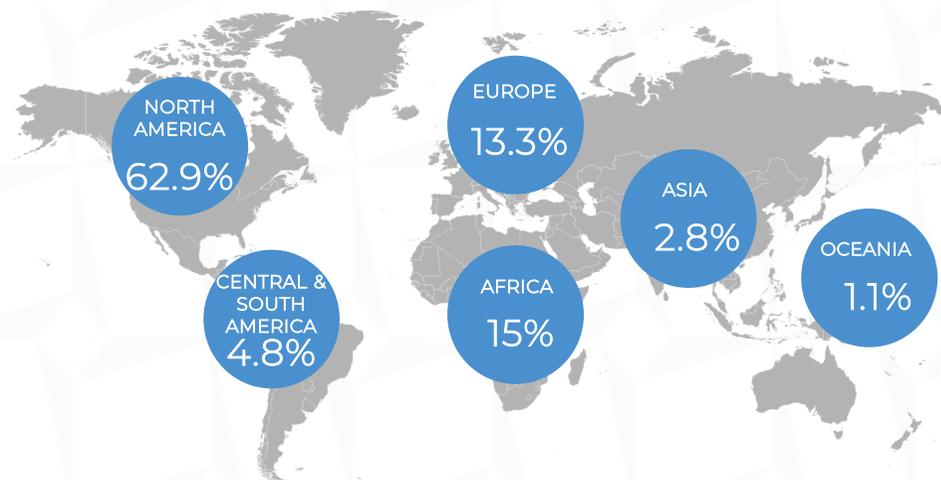
## TWO OPERATING SEGMENTS

(breakdown of sales by operating segment)



## DIVERSIFIED GEOGRAPHICAL PRESENCE

(breakdown of sales by geographic region)



# FY 2021 HIGHLIGHTS

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## IMPROVED PERFORMANCE ACROSS ALL MAJOR INDICATORS

### Services Segment

- Delivered improved gross margin: **52.3%** in FY2021 compared to 50.5%.
- ATOP continues to be a significant contributor to the services segment

### Systems: Segment

- The delivery of Air Traffic Control Common Simulators (ACS) units to the US Army via General Dynamics
- New orders for ATM systems' technical refresh delivered to DSNA/DTI in Cayenne
- New MaxSim functionalities delivered to USAF
- Technical refresh for RAAF
- Completed two phases of Performance-Based Operations (PBO) for NavPortugal

# 2021 HIGHLIGHTS

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## IMPROVED PERFORMANCE ACROSS ALL MAJOR INDICATORS

- Profit before tax more than triples from \$2.2 million to \$7.7. million
- Cash more than doubles to \$11.5 million on strong operational cash conversion
- Gross Margin improvement to 40.1% of revenues compared to 35.2% last year
- PBT of 19.1% of revenues compared with 5.5% last year

### Outlook

- The Company has elected to change its presentation currency from Australian dollars (“AUD”) to United States dollars (“USD”) effective 1 July 2021
- Our earning guidance for FY 2022 is a PBT between US\$5.7 million and US\$6.0 million compared to US\$5.7 million in FY2021

# ADACEL'S SOLUTIONS

## FLAGSHIP SOLUTIONS: AURORA



Improves  
Airspace efficiency | Levels of service  
Controller productivity



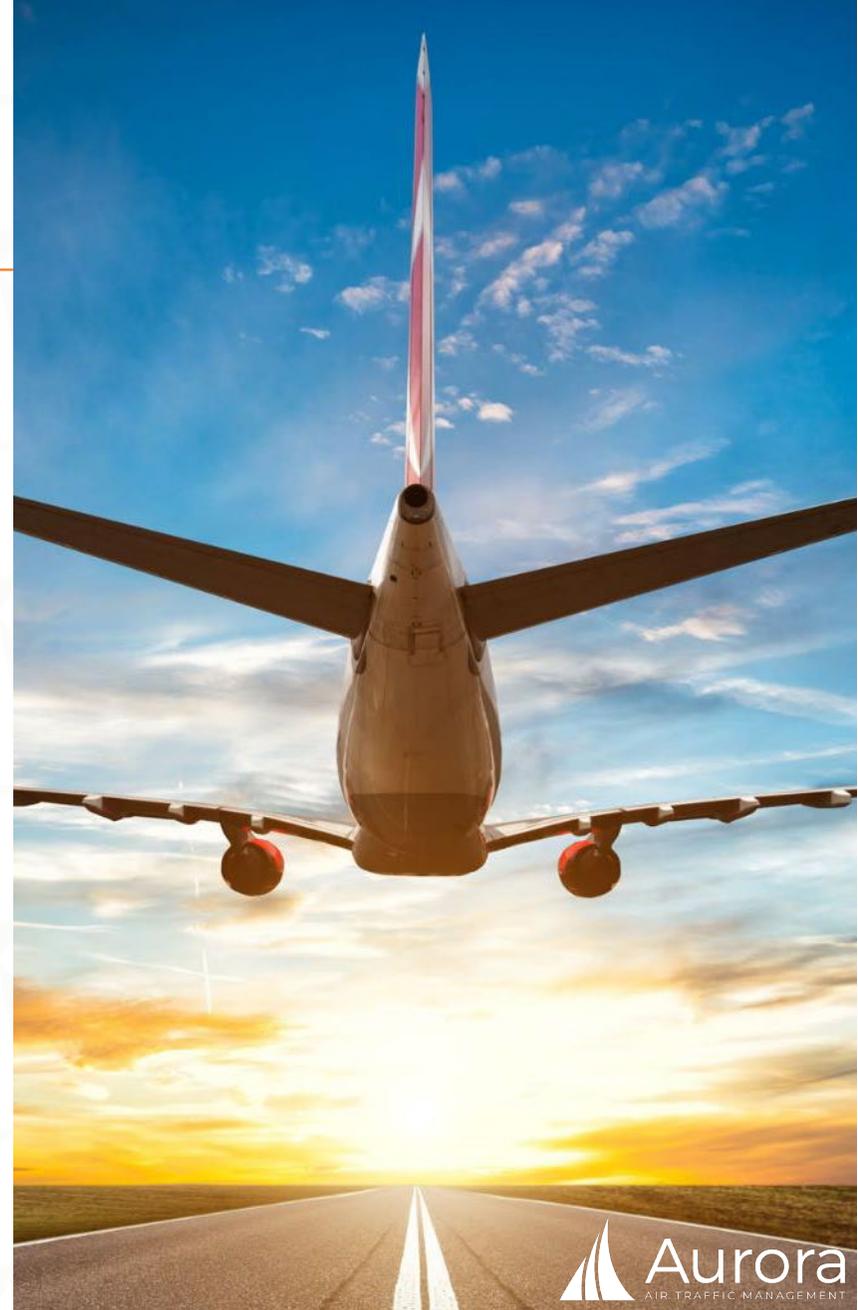
Latest CNS/ATM Technologies



Advanced ATM automation  
Oceanic | En-route | Approach | Tower control



Scalable | Customizable | Affordable



 **Aurora**  
AIR TRAFFIC MANAGEMENT

# ADACEL'S SOLUTIONS

## FLAGSHIP SOLUTIONS: MAXSIM



Air traffic control simulation and training



High accuracy of airports and aircraft.



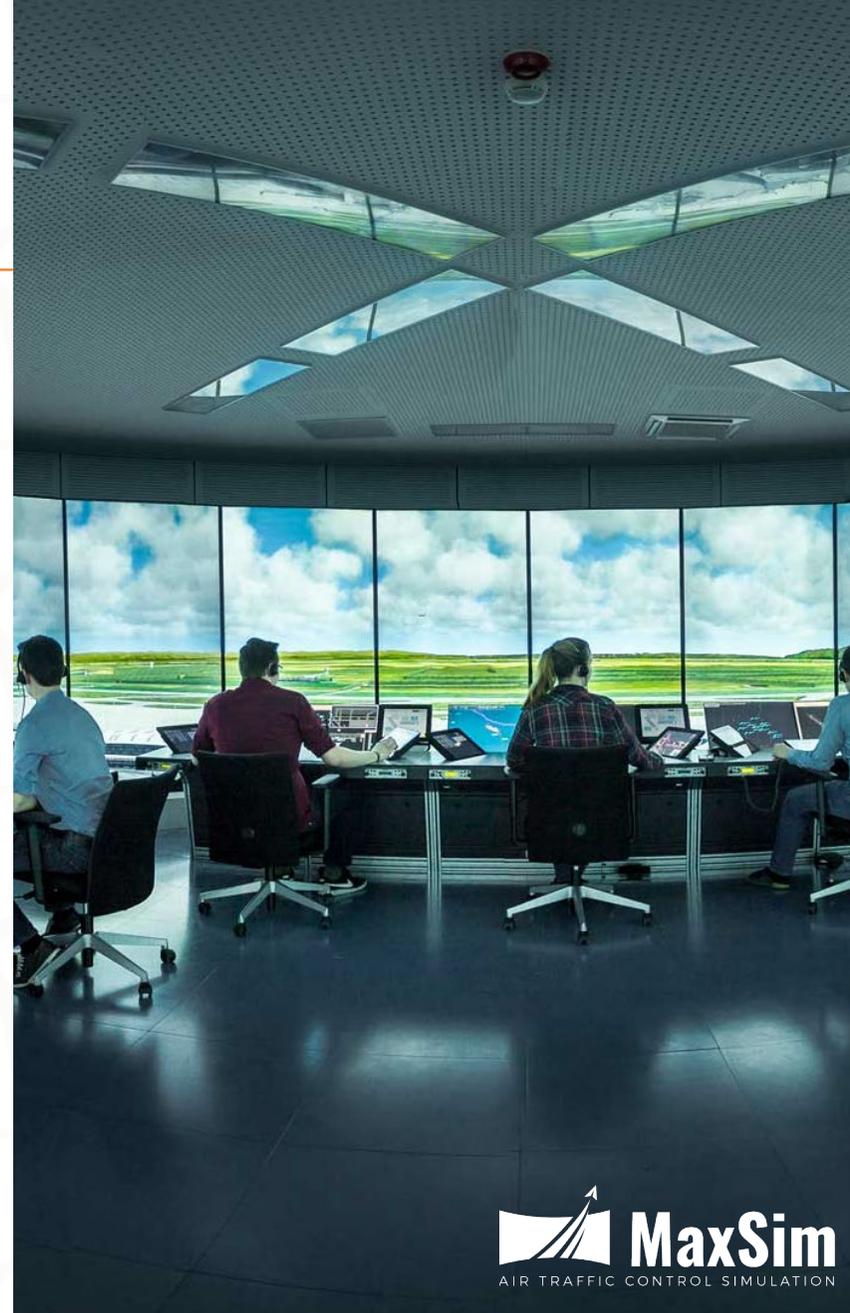
Lexis - state-of-the-art speech recognition system



Easy customization of training lessons



Agile scalability, from 360-degree set up to a desktop or mobile system



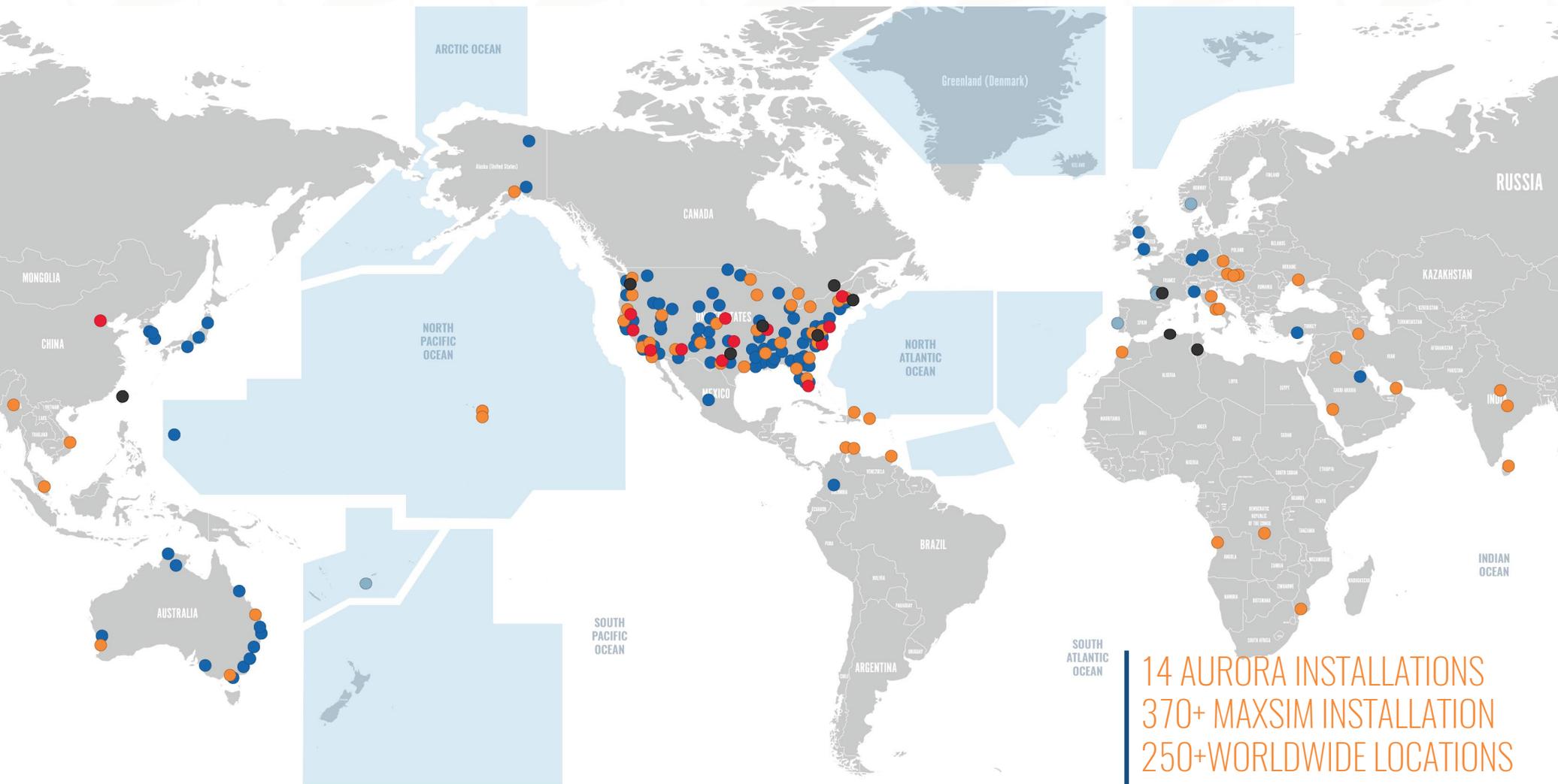
# SUPPORT SERVICES

## IN CLOSE PARTNERSHIP WITH OUR CUSTOMERS

- Conceptualization, development, and implementation of customers' training programs
- Training new and seasoned air traffic control specialists
- Ensure all ATC training materials meet the latest regulatory government guidelines
- Ongoing systems administration and maintenance
- Field Service Representatives – as needed – deployed at customer locations



# GLOBAL PRESENCE



14 AURORA INSTALLATIONS  
 370+ MAXSIM INSTALLATION  
 250+ WORLDWIDE LOCATIONS  
 40+ COUNTRIES

# OUR PARTNERS AND CUSTOMERS

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# AIR NAVIGATION SERVICE PROVIDERS



# GOVERNMENT ORGANIZATIONS



# ATC EDUCATIONAL ORGANIZATIONS



# INDUSTRY PARTNERSHIPS

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# CORPORATE OVERVIEW

## Appendix

ADA Price AUD\$ / Volume for July 1, 2020 - June 30, 2021



### CAPITAL STRUCTURE

Shares on issue	75.95m
Share price as of 6 August 2021	\$1.02
Share price as of 14 August 2020	\$0.55
Market Capitalisation	\$77.77 million
Net cash as of 30 June 2020	\$11.6 million
Dividend per share	6 cents per share

# MEET OUR TEAM

## Senior Management



**Daniel Verret**  
CEO



**Kevin Pickett**  
Vice President - Operations



**Michael Saunders**  
Vice President – Business Development and Strategy

## Board of Directors



**Michael McConnell**  
Non-Executive Chairman



**Peter Landos BEco (ANU)**  
Non-Executive Director



**Silvio Salom**  
Non-Executive Director



**Natalya Jurcheshin, B.Comm, CA**  
Non-Executive Director



**Rebecca Weir**  
Company Secretary

# CONTACT US

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