



ORBSAT CORP

*Bringing Communications Solutions to The World
Through Next-Generation Satellite Technology*

Company Introduction: January 2021

FORWARD-LOOKING STATEMENT

This presentation contains forward-looking statements and projections. The Company makes no express or implied representation or warranty as to the completeness of this information or, in the case of projections, as to their attainability or the accuracy and completeness of the assumptions from which they are derived, and it is expected that each prospective investor will pursue his, her, or its own independent investigation. It must be recognized that estimates of the Company's performance are necessarily subject to a high degree of uncertainty and may vary materially from actual results. In particular, this presentation contains statements, including without limitation the projections, that constitute "forward-looking statements" within the meaning of the Private Securities Litigation Reform Act of 1995. These statements appear in a number of places in this presentation and include, but are not limited to, statements regarding the Company's plans, intentions, beliefs, expectations and assumptions, as well as other statements that are not necessarily historical facts. The Company commonly uses words in this presentation such as "anticipates", "believes", "plans", "expects", "future", "intends" and other similar expressions to identify forward-looking statements and projections. You are cautioned that these forward-looking statements and projections are not guarantees of future performance and involve risks and uncertainties. The Company's actual results may differ materially from those in the forward-looking statements and projections due to various factors, including competition, market factors and general economic conditions and the risk factors set forth in the Company's latest Annual Report on Form 10-K, and its Quarterly Reports on Form 10-Q. The information contained in this presentation describes several, but not necessarily all, important factors that could cause these differences.

ABOUT ORBSAT CORP (OTCQB:OSAT)

Orbsat provides satellite communications solutions to governments, corporations, military and individual users, enabling them to stay connected anywhere in the world, even in the most remote and hostile of environments.

- o Providing Global Connectivity with Mobile and Stationary Satellite Communications Solutions
 - Positioned to benefit from massive investment in new Low Earth Orbit (LEO) and modernized global satellite networks and technologies
 - Specialized in satellite-based voice, high-speed data, IoT tracking and connectivity services, ground station construction
 - Providing satellite communications solutions to more than 35,000 government, corporate and individual users located in over 160 countries
 - Expertise in international E-commerce sales – 16 online storefronts across US, Europe and Asia (and growing)
- o Capitalizing on expanding markets and technology
 - Increasing focus on large commercial, government and military (via the GSA) sectors
 - Expanding product offerings to include best-in-class connectivity technology and new proprietary products
 - Increasing global online presence through new international marketplaces



Nearly half the world's population cannot connect to the internet and much of the world has no cellular coverage. Our vision is to collaborate with innovative partners to deliver low cost, reliable and easily accessible global satellite communications solutions where no other forms of communication exist.

- Investments in global broadband infrastructure
 - National investments in satellite-based Internet access and connectivity for rural and urban areas
 - Increasing adoption of IP-based technology including Voice Over Internet Protocol (VoIP), Internet of Things (IoT) and location-based/tracking services
- Growing investments in new satellite networks and technology
 - Modernization of all major satellite networks underway or recently completed (Globalstar, Immarsat, Iridium)
 - Launches of new LEO (Low Earth Orbit) networks by SpaceX, OneWeb, Telesat and others
- Best-in-class products and services, delivered globally
 - Satellite communication solutions, emergency location systems, high-speed satellite internet, global asset + personnel monitoring, customized ground station systems and product design.

E-COMMERCE

Our two subsidiaries, GTC and OSC, promote and sell products via various e-commerce websites and storefronts in more than 16 countries. Our e-commerce sites have to date attracted upwards of 35,000 customers located in more than 160 countries around the world.

US Subsidiary



www.orbitalsatcom.com

UK Subsidiary



www.gtc.co.uk

We offer a wide range of our most popular products on leading 3rd party e-commerce storefronts such as Amazon, eBay and Walmart.



We are a leading distributor for many of our best selling products, including Garmin and SPOT trackers, and are one of Europe's leading providers of personal satellite trackers, having sold more than 15,000 SPOT Trackers and around 5,000 Garmin trackers in the past 5 years.

OUR PARTNERS AND BRANDS

We are distributors or resellers for all major mobile satellite services products:



Through these brands we offer a complete range of voice, data and tracking solutions with 100% global coverage.

Additionally, we are considering the development of our own branded tracking products.

TARGETED MARKETS

Focused on Three Large and Growing Markets*:

- *The Mobile Satellite Services (MSS) market projected at \$6.9 billion by 2025*
- *Real-Time Locating Systems (RTLS) market projected at \$8.8 billion by 2023*
- *Global Asset Management System market projected at \$21.0 billion by 2025*

Large portfolio of products including:



Satellite Phones



Satellite Tracking



Satellite Internet



Satellite Hotspots



Emergency Position
Indicating Radio Beacons



Personal
Locator Beacons



Markets served:

- Agriculture
- Forestry
- Government/Defence
- Marine
- Media
- Security
- Recreation
- Utilities
- Humanitarian Services

* Sources: Transparency Market Research, MarketsandMarkets Research, Data Bridge Market Research

ORBSAT RECENT DEVELOPMENTS

- December 2020: Orbsat reaches multi-year milestone of over 35,000 satellite enabled messenger and locator beacon units sold worldwide; Holiday season sees increased orders in October and early December
- November 2020: Orbsat supports Walking With The Wounded's "Grenadier Walk of Oman" expedition
Orbsat reports third quarter 2020 results; Reports 21% growth in sequential quarterly revenue and improved gross margins
- October 2020: Orbsat accelerates global expansion with launch of e-commerce marketplaces in Sweden and Turkey
Orbsat expands global distribution agreement with Kymeta for Ku-band flat-panel satellite terminals
Orbsat awarded satellite tracking order from GPSOne to monitor and locate horses in Kazakhstan
- August 2020: Orbsat closes private placement; Financing to fund inventory investments and North American sales growth initiatives
Orbsat reports second quarter 2020 results; Reports profitable quarterly results and a 62.9% decrease in net loss
- May 2020: Orbsat reports first quarter 2020 results; Consolidated revenue increased 13.1% and gross margin increased to 23.7%
- March 2020: Orbsat reports 2019 annual results; Revenue growth continuing through first quarter
Orbsat launches new e-commerce storefronts and fulfilment centers in Singapore and United Arab Emirates



DAVID PHIPPS – CHIEF EXECUTIVE OFFICER AND CHAIRMAN OF THE BOARD

Mr. Phipps has served as Chairman of the Board of Directors of the Company since February 24, 2015 and as Chief Executive Officer since February 25, 2015. He has served as the Managing Director of Global Telesat Communications Limited, a subsidiary of the Company, since 2008 and as the President of Global Telesat Corporation, from 2003 through 2014. He previously served as President of Global Telesat Corp from 2003 and in various investment management and financial services related roles over the past 30 years.



THOMAS SEIFERT – CHIEF FINANCIAL OFFICER

Mr. Seifert has more than 20 years of general management, global operations and financial management expertise and has served as Chief Financial Officer for various public and private telecommunication companies. Since January 2006 to present, Mr. Seifert has served as a principal of Rocky Mountain Advisors Corp. where he provides management and financial advisory services.



HECTOR J. DELGADO – DIRECTOR

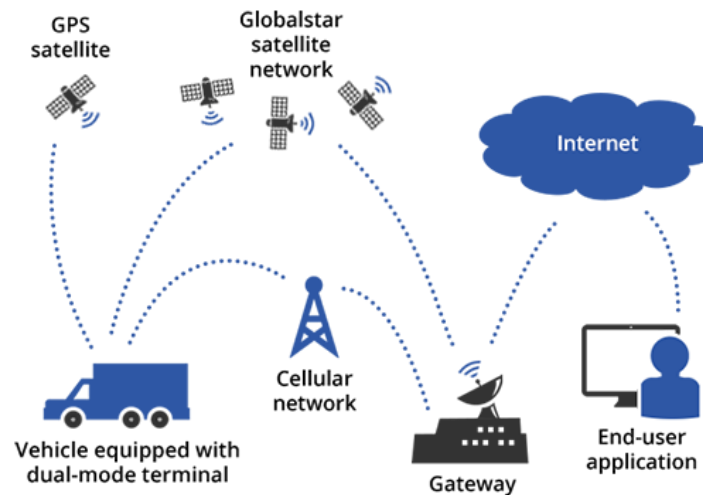
Lieutenant Commander Delgado is a U.S. Navy SEAL with active and reserve service for over twenty-nine years. In 2006, he served a combat tour in Ramadi, Iraq with SEAL Team THREE receiving a Navy Commendation Medal with Combat "V". He has served with SEAL Teams TWO, THREE, FOUR, EIGHTEEN and Special Operations Command Central and South. He is also a retired Special Agent with Homeland Security Investigations (HSI), Palm Beach County, Florida and has served in a number of positions including being a member of the Joint Terrorism Task Force (JTTF), Miami field office. Mr. Delgado is also a successful entrepreneur, having started, managed, and sold numerous enterprises including being a co-founder of ASR Alert Systems, a newly developed technology designed to drastically enhance response time of law enforcement and victims in an active shooter event.

- Acquisition Opportunities
 - Pursuing potential acquisitions focused on government business including the GSA Schedule, which pre-approves product sales to the federal government
 - Considering acquisitions that also provide access to R&D engineering which could support the launch of private label tracking products in the future
- Infrastructure Construction and Specialized Product Design
 - Exploring various projects for the construction of satellite ground stations in Africa, Asia and other locations
 - Expertise in designing and manufacturing specialized satellite solutions for tracking assets or personnel with capabilities to customize devices or secure “off-the-shelf” products designed to meet customer requirements
- Further Penetration of US Market
 - Open a US sales office to efficiently service existing customers and pursue new sales opportunities in North and South America to meet strong product demand

FUTURE REVENUE DRIVERS | PRIVATE LABEL PRODUCTS

We are developing a range of own brand tracking products that we believe will be in high demand globally including:

- Compact and ruggedized trackers used for off-grid monitoring of vehicles, animal herds/livestock and remote assets
- A Dual Mode Tracker, utilizing the world's smallest satellite transceiver to send GPS location information automatically or on a time or event driven basis. The satellite transceiver ensures that assets in even the most remote locations can be tracked and monitored in real time while the GSM transceiver takes over when there are reliable GSM networks available. The Dual Mode Tracker will operate on the Globalstar satellite network, allowing us to capitalize on our Globalstar contracts enabling us to transmit data through their network at preferred rates.



All products in development are based upon customer demands for novel, reliable and cost effective solutions with global reach, making them ideal for asset tracking companies, trailer and tractor operators (logistics), fleet management/car rental companies and by multiple entities in agriculture and livestock management.

DISTRIBUTOR OPPORTUNITIES

We have tremendous growth opportunities available to through current and future partners such as Garmin and Motorola and are seeking to expand our offerings with new products such as GPS handheld devices, GPS wearable devices and additional VHF and UHF radios.

Additional working capital will enable the company to expand its relationships with hardware vendors and add additional products to our portfolio which could add significantly to our future revenue growth projections.

GSA SCHEDULE

We are pursuing registration with the US General Services Administration (GSA) Schedule Program which pre-qualifies vendors selling to the Government, enabling billions of dollars in federal spending by all branches of Federal, State and Local governments.

The US Federal government spends over \$40 billion each fiscal year on contracts through the GSA Schedule Program, including a significant amount of the type of satellite communications products sold by us. We believe there are significant opportunities open to us through GSA registration and it has the potential to significantly increase our future revenue growth.

COMPANY SUMMARY

- Recapitalization creates foundation for continued growth without potential for dilution
- Uniquely positioned to capitalize on the growing global market demand for Mobile Satellite Services, Real-Time Locating and Global Asset Management with products and services covering the full spectrum of requirements – from ground station infrastructure to end user/consumer-use product portfolio
- Proven global track record in MSS sales and market leading volumes across multiple geographies. New products and brand names being added constantly to potentially improve future revenue
- Multiple new growth opportunities to expand offerings and services while improving predictability of revenue and margins

INVESTOR SNAPSHOT

\$2.60

STOCK PRICE (1/4/21)

\$1.90 - \$5.50

52 WEEK RANGE (AS OF 1/4/21)

4,079,816

SHARES OUTSTANDING (11/30/20)

\$1.2M

CONVERTIBLE DEBT

\$10.6M

MARKET CAP (1/4/21)

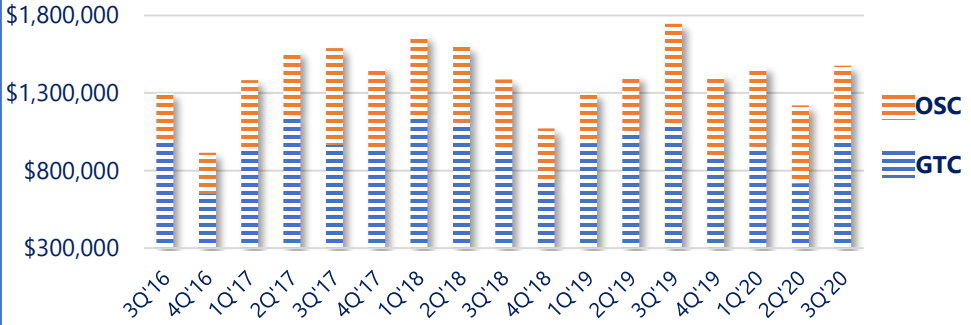
\$5.87M

2019 FULL YEAR REVENUE (AUDITED)

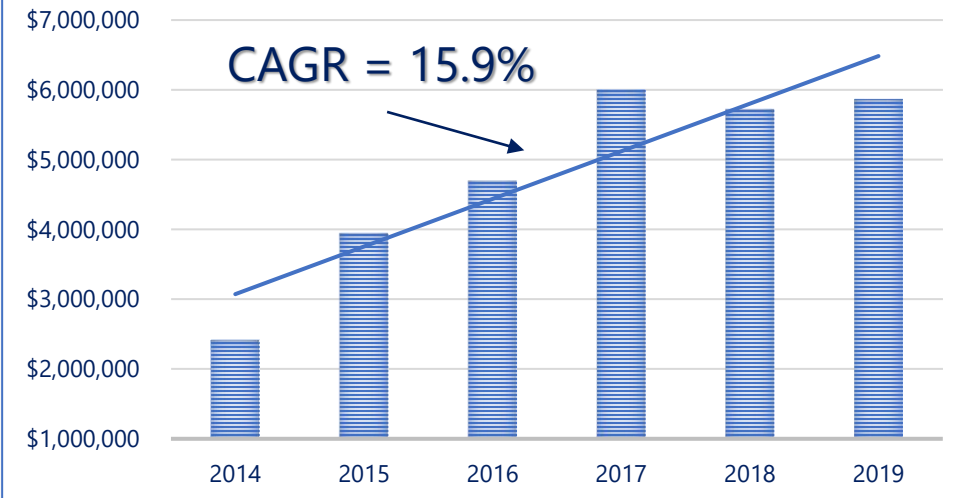
DECEMBER 31

FISCAL YEAR END

GTC & OSC COMBINED QUARTERLY SALES (US\$)



GTC & OSC COMBINED ANNUAL SALES (US\$)



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