

INVESTOR BRIEFING

CEO & CPO



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Philip Walker – Group CEO

 Originated and implemented strategy to transition Pennant from a project based, capital intensive operation to a high margin software and technical services business.



James St George - Chief Product Officer (CPO)

- Joined Pennant in 2021. Appointed CPO in February 2024.
- Responsible for leading the development of the Auxilium software.

PENNANT

PENNANT OVERVIEW



WHAT WE DO?

Provides systems support
software, technical
services & training
solutions to defence
agencies and major OEMS

WHY IT MATTERS?

- Improved mission capability/readiness
 - Enabling data driven decisions
 - Reduce total cost of ownership
- Ensuring data integrity and compliance

To maximize operational efficiency





100+ Employees



REVENUE 80% Defence, 10% Rail, 10% Aerospace



GEOGRAPHIES (% REV) 57% EMEA, 17% APAC, 26% NA

BLUE CHIP CUSTOMERS

DEFENCE











Ministry

of Defence

cds
Defence
& Security



































































AEROSPACE







































RAIL













































- Significant organic growth potential within existing client base
 - Becoming an enterprise solution of choice





HOW WE OPERATE

"We ensure mission critical systems are where they are needed, when they are needed and that they work."

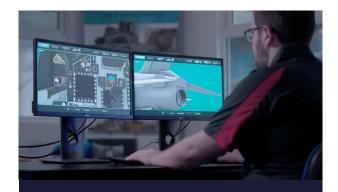
We address the market through three key segments:



AUXILIUM SOFTWARE

Our software tools are designed to help clients:

- manage and use complex data.
- ensure equipment availability at optimal cost.
- comply with industry standards.



TECHNICAL SERVICES

Our services support all our software and training solutions, including:

- consultancy
- support & maintenance
- training
- bespoke development



TRAINING SOLUTIONS

Our training solutions provide:

- hardware, software and virtual solutions.
- critical skills training for maintainers and operators of aircraft, ships and land systems.





WHAT IS INTEGRATED PRODUCT SUPPORT (IPS)?

A strategy to ensure that systems are supported efficiently and effectively throughout its lifecycle.

Total Ownership cost - circa 20%

Systems Development – Asset Acquisition

- Engineering for sustainment
- Design for supportability





Systems Support – Operation and maintenance

- Technical documentation
- Supply chain / materials management
- Tools and support equipment including calibration & measurement
- Personnel resources, health & safety, qualifications & training







AUXILIUM

SYSTEMS SUPPORT SOFTWARE





Configuration

Logistic Support Analysis (LSA) improves the availability and reliability of systems, by ensuring that maintenance and support are well-planned to optimise cost



Integration

Common data repository
Single source of truth that
ensures traceability and integrity,
that support a range of global
standards & specifications



Analysis

Model-based supportability and analysis tool to make informed decisions for an asset's life cycle support solution



Authoring & Publishing

For rapid creation of S1000D and ATA Technical manuals, published in PDF or IETP

AUXILIUM PROPOSITION

Licensing

- Flexible licensing model
- Available on subscription basis or perpetual licence
- Can be purchased as individual applications or whole suite
- Deployable on premise or in the cloud

Pricing

- Based on user numbers
- Incentives for whole suite purchase and high user volumes
- Successful migration campaign to target existing OmegaPS users















Up to 80% of the cost to own and operate your equipment can be hidden support costs.

Over a life cycle from concept to end-of-life this can be a significant cost.

An IPS solution is a necessary approach to designing, developing and using support resources.

It is worth the investment upfront and throughout the equipment's life to reduce the overall cost of ownership.



Costs associated with the life cycle of a vessel. Source: (Blanchard, 1991)

INDUSTRY STATISTICS:

- Maintenance Downtime Reduction: 20-30%
- Lifecycle Cost Savings: 10-25%
- System Availability Improvement: 15-40%
- Technical Documentation Time Saved: 30-50%
- Training Time Reduction: 20-35%
- Spare Parts Optimization: 15-25%
- Integration Reusability: Up to 98% across PLM, IETMs, LSAR

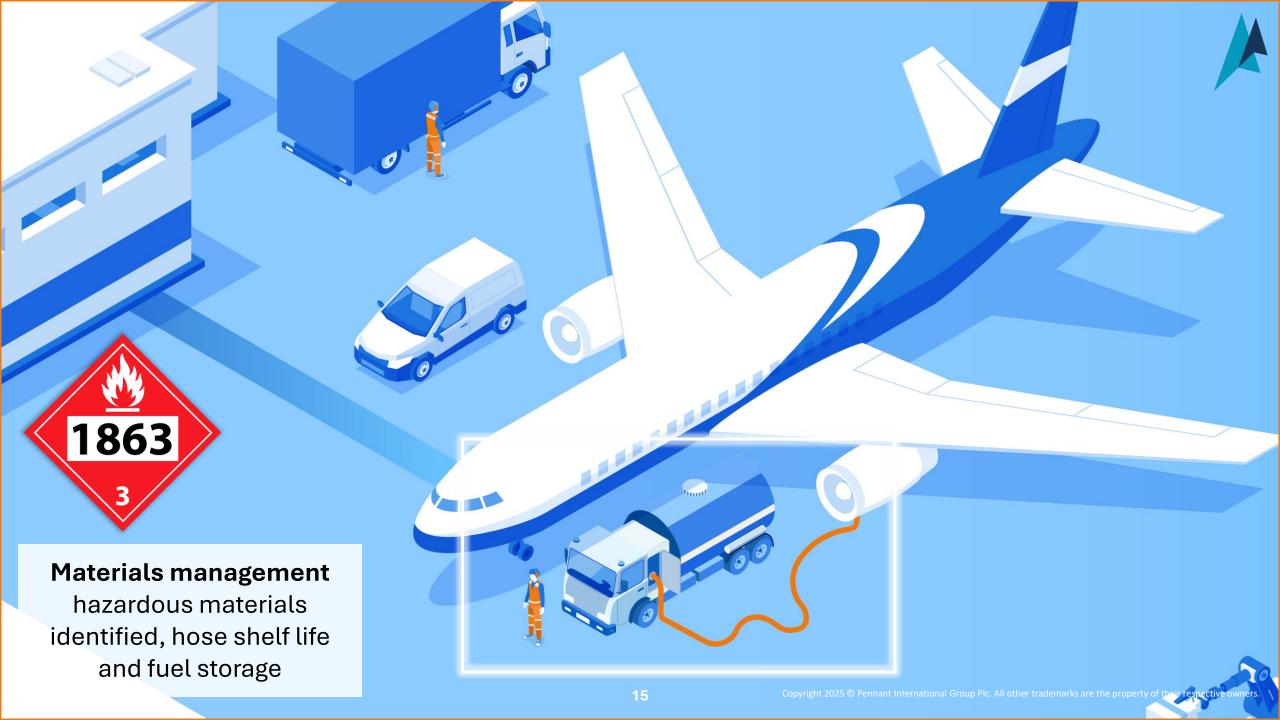


Save Time. Reduce Cost. Data Driven Decisions.



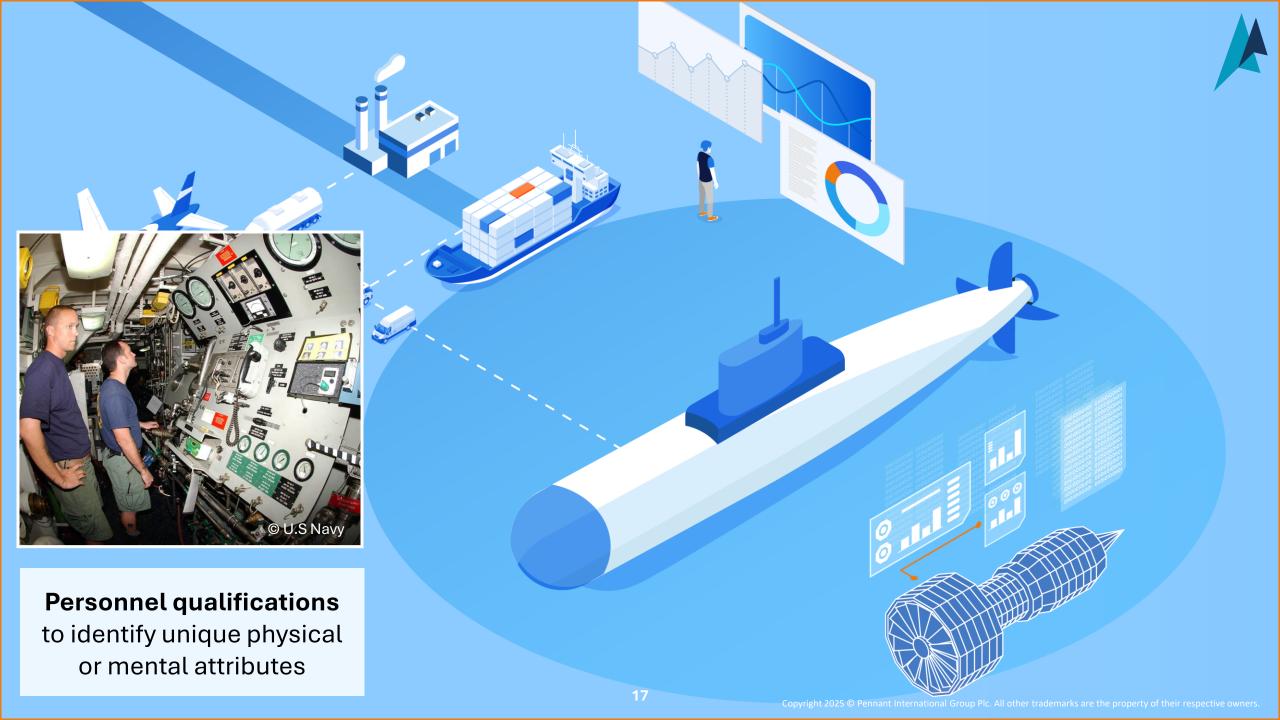


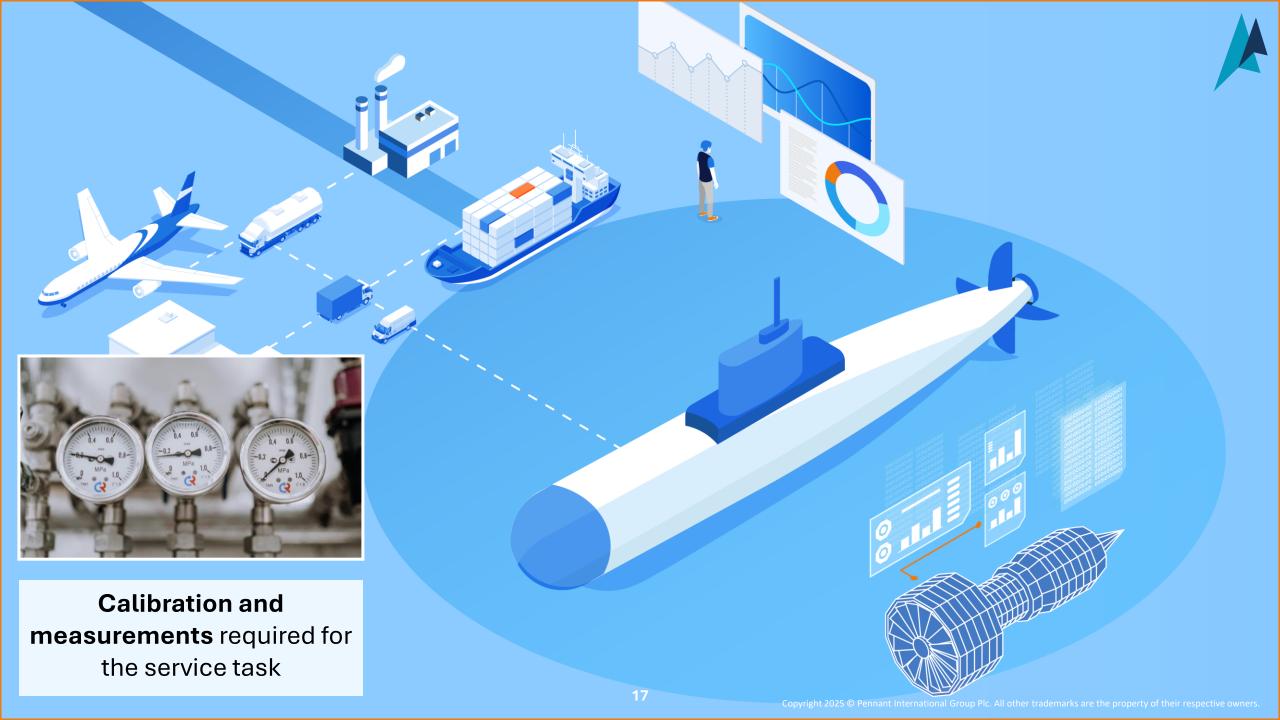


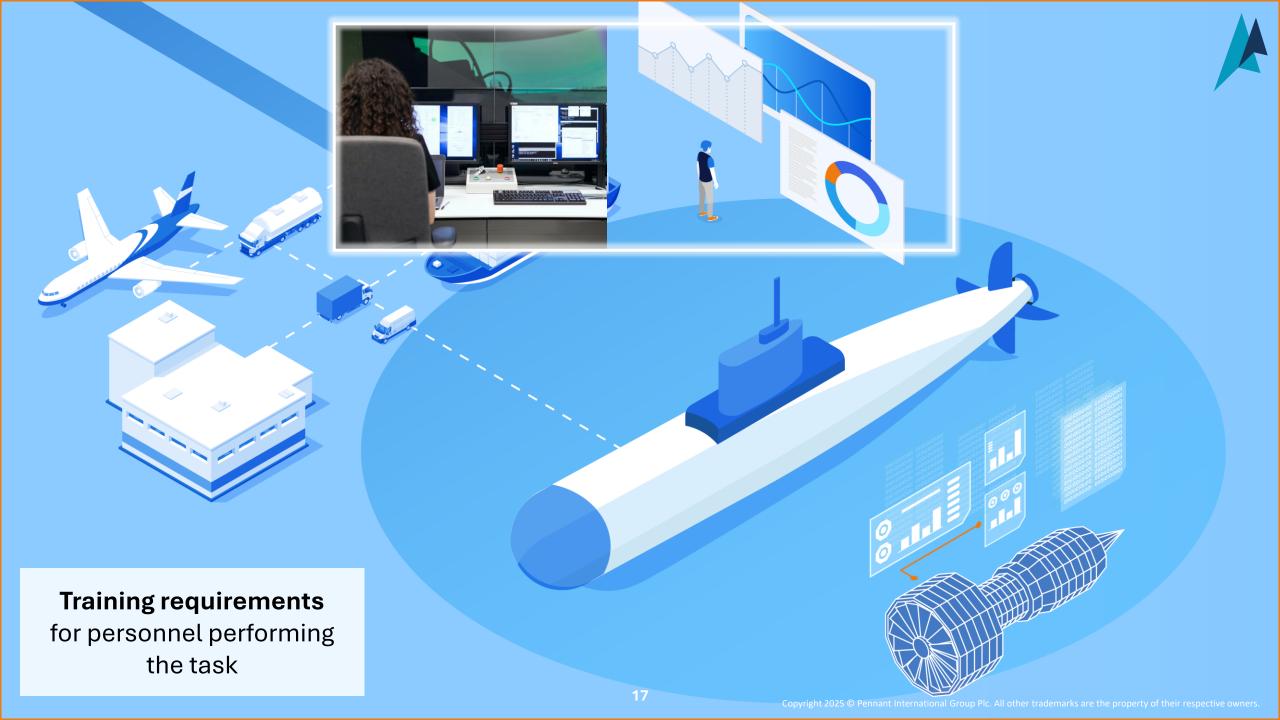




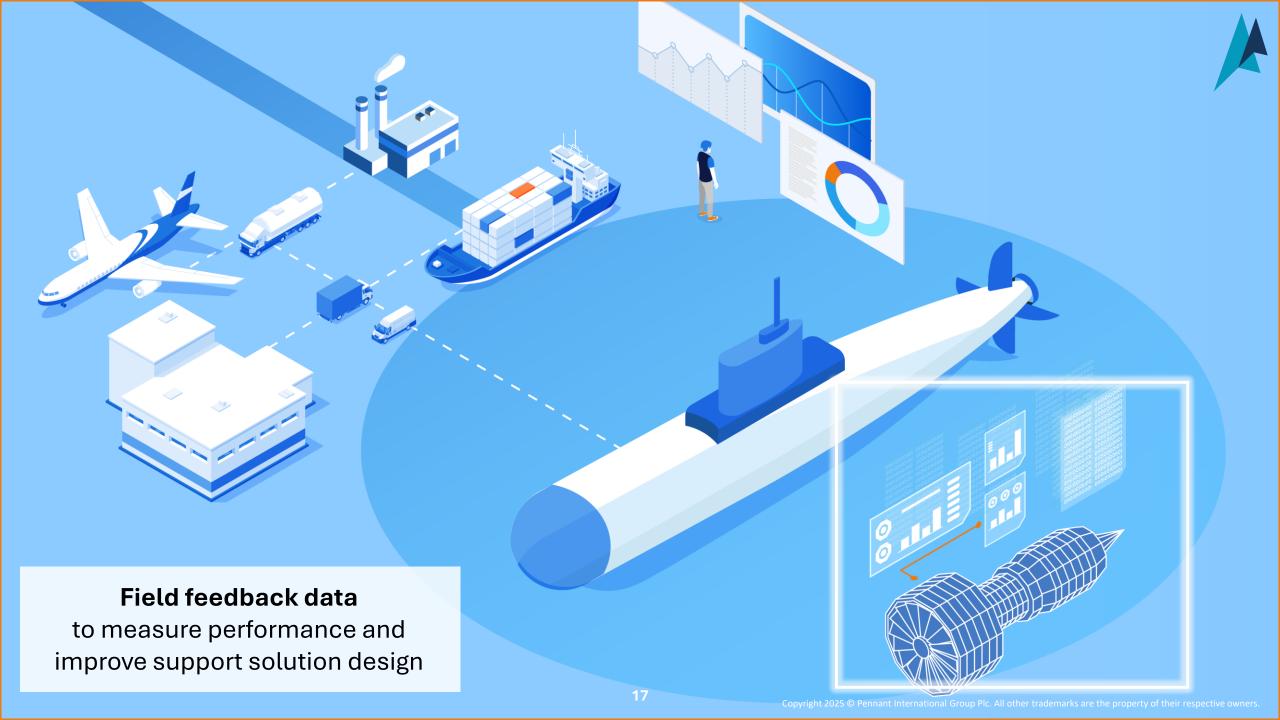








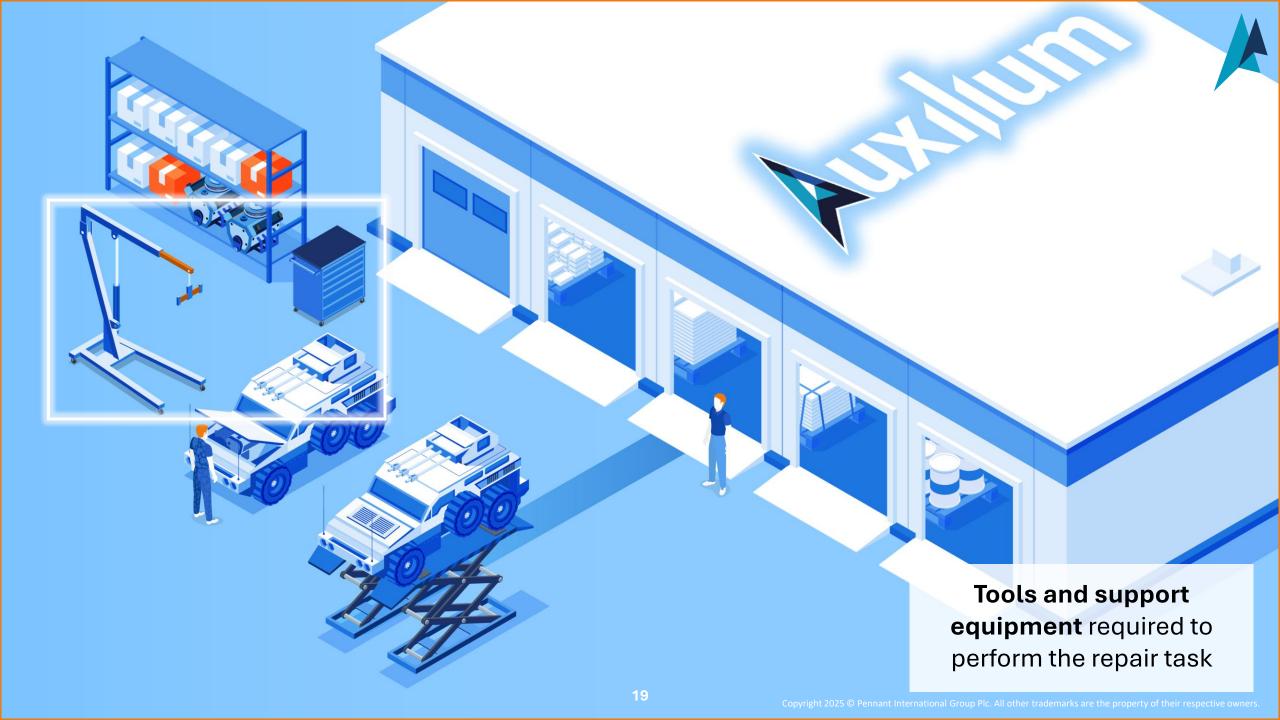


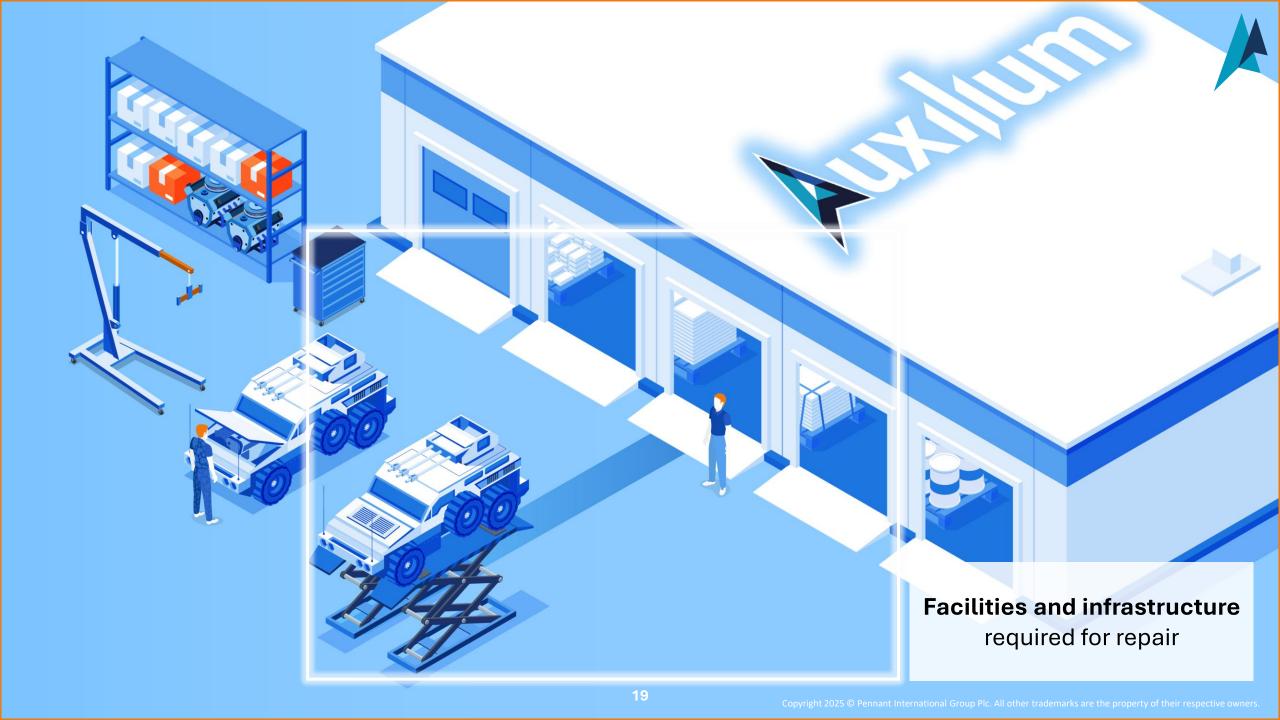


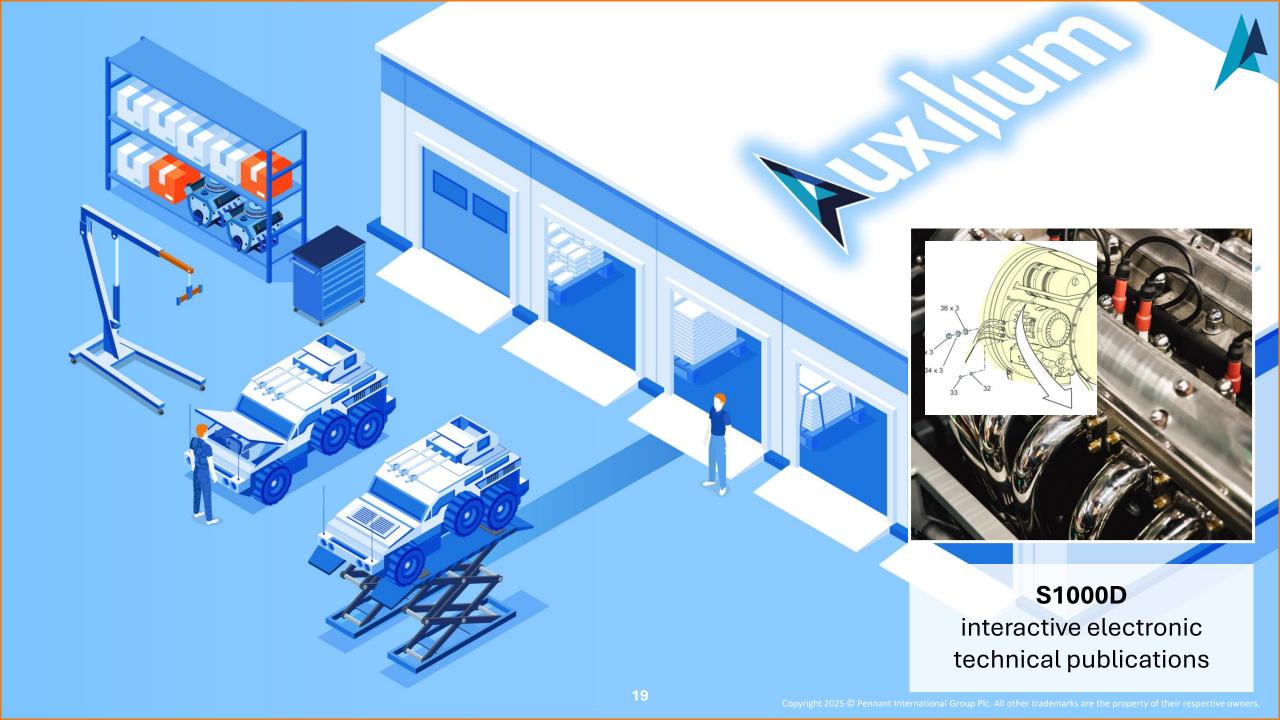






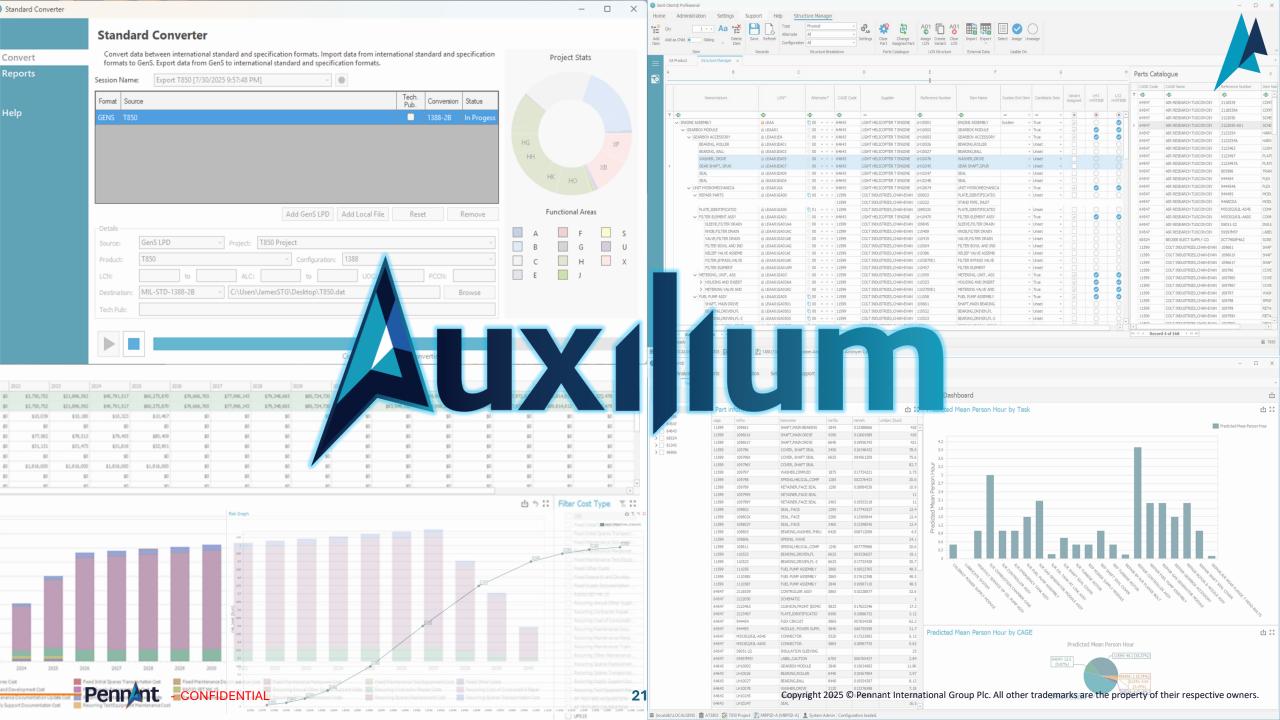












WHY AUXILIUM?



IMPROVED MISSION CAPABILITY



Intelligent Data-Driven
Decisions, make
informed decisions to
optimize your support
strategies.

ENHANCED READINESS & RELIABILITY



Maximizing operational efficiency, reduce unexpected breakdowns and extend the lifespan of your assets.

REDUCE TOTAL OWNERSHIP COST



Reduced Costs, minimize downtime, reduce spare parts inventory costs and optimize resource allocation.

QUALITY & COMPLIANCE



Alignment to international standards and specifications, comply with industry regulations and standards.

QUESTIONS

