

# Sensera Limited

HY Results & Strategy Presentation



“MEMS for the next generation  
of healthcare, industrial and  
defense applications”

February 2017

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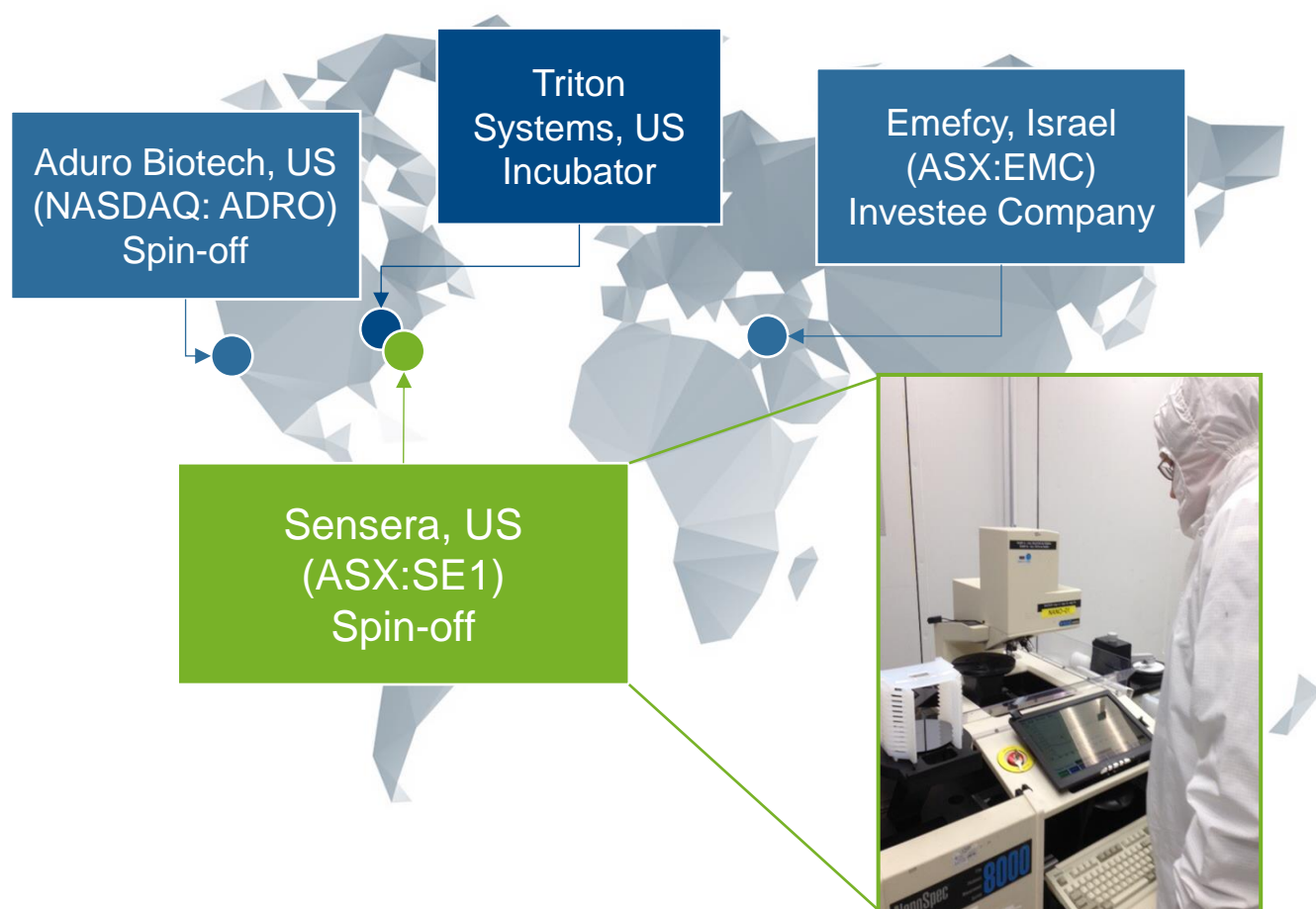


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# About Sensera



# Triton Spin-Off: Sensera



- Triton is a US-based incubator of innovative technologies with a track record of commercialisation and value creation
- Triton spun-off Sensera as a new opportunity for the market
- On 22 December 2016, Sensera Limited successfully completed its A\$10M IPO via the issue of 50,000,000 new ordinary shares at A\$0.20 per share

# Corporate Information



ASX:SE1	
Category	
Ordinary Shares	122M
Market capitalisation at listing @ \$0.20	A\$24.4M
Market capitalisation @ \$0.31 (24/2/17)	A\$37.8M
Share price change since IPO	+55%
Cash at Bank (at 31/12/16) <sup>1</sup>	A\$9.8M
Debt (at 31/12/16)	Nil
Enterprise Value	A\$28.0M

Top Shareholders (at listing – 22/12/16)		
Name	Shares	%
Triton Systems Inc	11.88M	9.7%
Newburyport Capital	10.03M	8.2%
Maple Management	9.74M	8.0%
JP Morgan Nominees Aus	4.13M	3.4%
Riveck Nominees	2.38M	1.9%
Top 5 Subtotal	38.14M	31.2%
Top 20 Shareholders	58.92M	48.2%

<sup>1</sup> At the exchange rate of A\$/US\$ 0.76

# Financial Results\*

## (6 July 2016 to 31 December 2016)



Financial Position	US\$
Cash & equivalents	7,418,397
Trade & receivables	325,674
Other current assets	187,362
Non-current assets	93,964
Total assets	8,025,397
Trade & payables	446,096
Other liabilities	0
Net Assets	7,579,301

- Raised A\$10M via the issue of 50,000,000 new ordinary shares at A\$0.20 per share
- IPO funds converted to US\$7,201,500

Financial Performance	US\$
Revenue	536,077
Cost of Sales	(619,777)
Gross Loss	(83,700)
Other Income	33
Other Costs & Expenses	(1,836,948)
Loss before Tax	(1,920,615)
Exchange differences	(112,041)
Total loss for the period	(2,032,656)

- Revenue from Non-Recurring Engineering ("NRE") contracts
- Costs incurred during the start-up phase of Sensera Inc. and its business of US\$741,682 including ASX listing fees

\*Summarised from Half Year Report

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# Strong Board



Matthew Morgan Executive Chairman	<ul style="list-style-type: none"><li>Principal of Millers Point Company, an advisory business specialising in start up, early stage expansion and turnaround investments. Co founder of Diversa (ASX :DVA) sold to OneVue (ASX:OVH).</li><li>Current Directorships include Leaf Resources Ltd (ASX:LER), Brain Resource Ltd (ASX: BRC), and various private Companies.</li></ul>
George Lauro Non-Executive Director	<ul style="list-style-type: none"><li>Former Managing Director and Head of west coast technology investing at Wasserstein Perella, a leading Wall Street private equity and LBO firm, and former Head of Technology Commercialization at IBM Headquarters.</li><li>Led and syndicated over 25 VC financings, raised over US\$150M VC equity financing for portfolio companies and completed M&amp;A transactions exceeding US\$2B in value.</li></ul>
Jonathan Tooth Non-Executive Director	<ul style="list-style-type: none"><li>Jonathan is a Principal at Henslow Pty Ltd with over 25 years of experience in corporate finance, capital raisings, placements, initial public offerings, corporate advice</li><li>Current Directorships include Austock Group Limited (ASX: ACK) and Vita Life Sciences Limited (ASX: VSC).</li></ul>
Ross Haghighat Advisor	<ul style="list-style-type: none"><li>Founded 9 private and public cos with combined shareholder value of US\$3.8B &amp; two billion dollar plus exits (Coretek, Aduro), and raised nearly US\$500M private &amp; public funds</li><li>Director at Aduro Biotech (Nasdaq: ADRO), Non-Executive Director at Emefcy Group Limited (ASX:EMC), Chairman of FRX Polymers and Founder &amp; Chairman Triton Systems Group</li></ul>

# Experienced Team



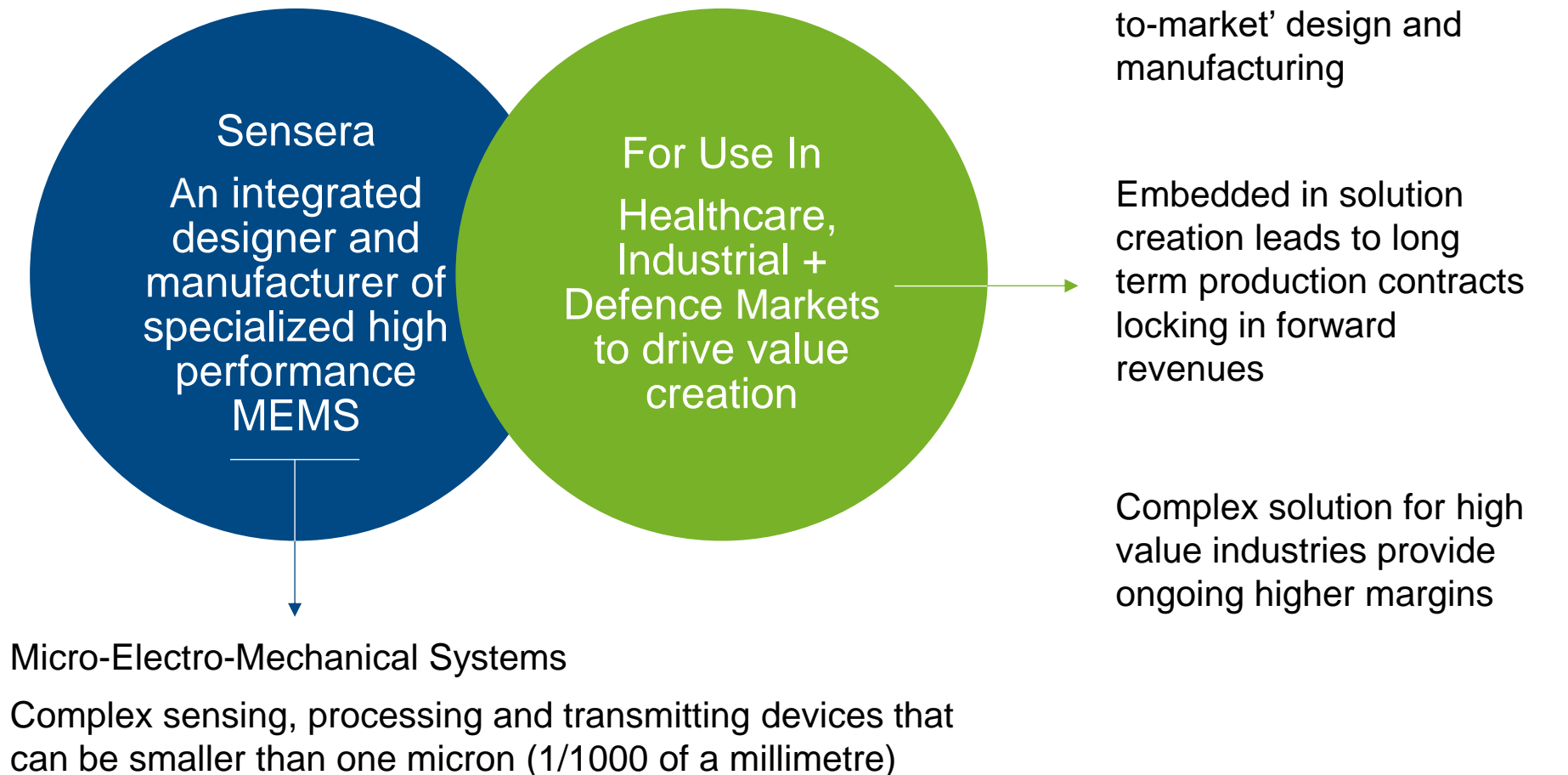
<b>Tim Stucci</b> Chief Operating Officer	<ul style="list-style-type: none"><li>• 30+ years of Financial, Strategic, Operations, and Business Management experience including start-ups and multinationals.</li><li>• Founded Advanced MicroSensors (AMS), Inc, a magnetic products and MEMS company, serving as President &amp; CEO and growing the company to over US\$16M in revenue</li><li>• MBA from Babson College in Mass</li></ul>
<b>Dr. Jae Ryu</b> Chief Technical Officer	<ul style="list-style-type: none"><li>• 30+ years of diverse R&amp;D, engineering, technical and business management</li><li>• Space Technology Hall of Fame; R&amp;D 100 Award, and NASA Inventions and Contributions Award.</li><li>• Served on Underwriters Laboratories and the Consumer Product Safety Commission.</li><li>• Ph.D. in Materials Science and Engineering from North Carolina State University.</li></ul>
<b>Dr. Jack Salerno</b> President	<ul style="list-style-type: none"><li>• 25+ years experience in corporate operations, R&amp;D management, product development/commercialization</li><li>• Formerly President at Agiltron, VP at Kopin Corporation, where he established one of the first compound semiconductor epitaxial wafer businesses.</li><li>• Ph.D. from M.I.T.</li></ul>



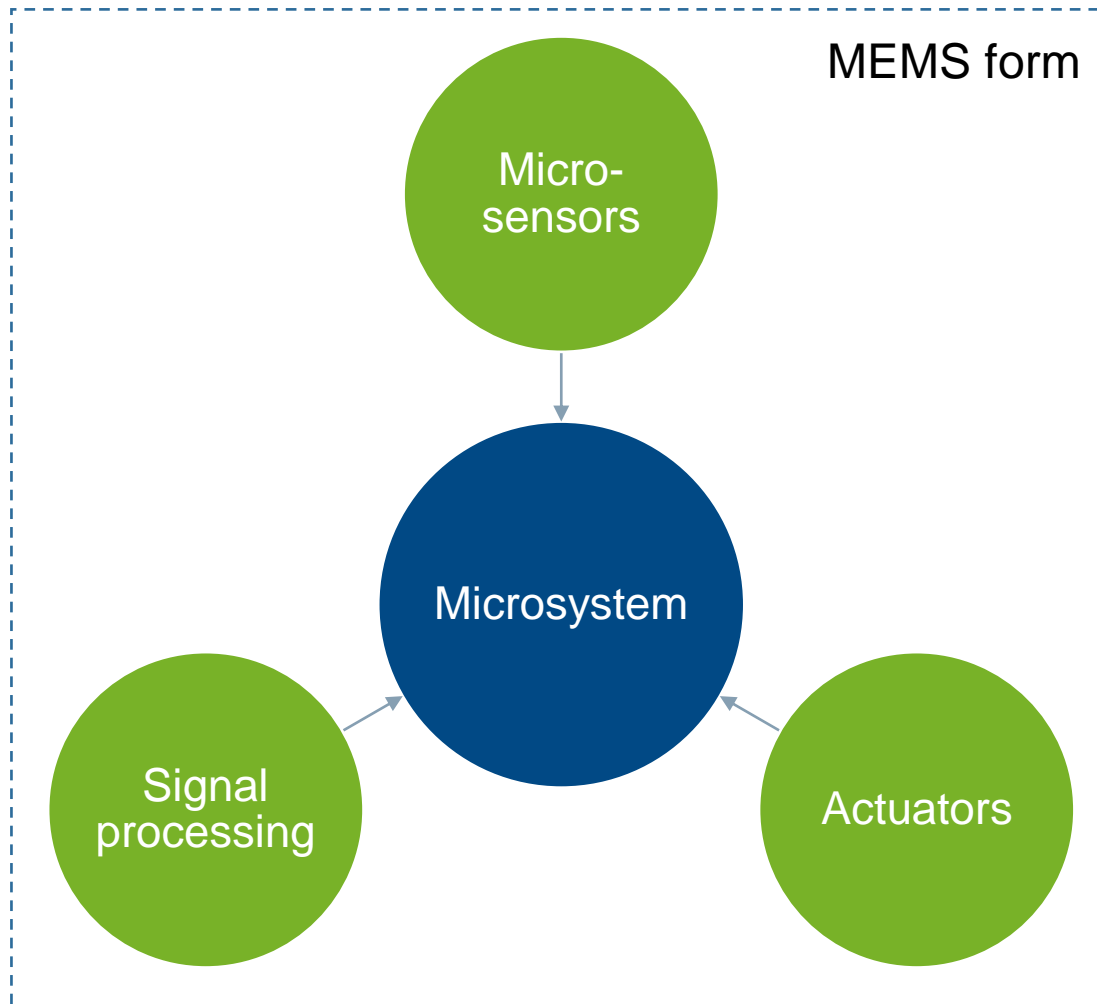
# MEMS Market, Strategy & Positioning



# Sensera Snapshot



# What are MEMS?



- Whereas a microsensor only 'senses', MEMS integrate:
  - Microsensors: that 'senses', and
  - Actuators: that acts on the sensed information; and
  - Signal-processing components: for processing and transmission of information.
- These three elements combine to create the MEMS device.

# MEMS are everywhere

## Smartphones

- Gyroscopes to stabilise camera images for autofocus
- Microphones capture a wide spectrum of sound for call/recording



Building block  
MEMS in use for  
many years

## Cars

- Measure exhaust gas
- Fuel levels
- Tyre and hydraulic pressures



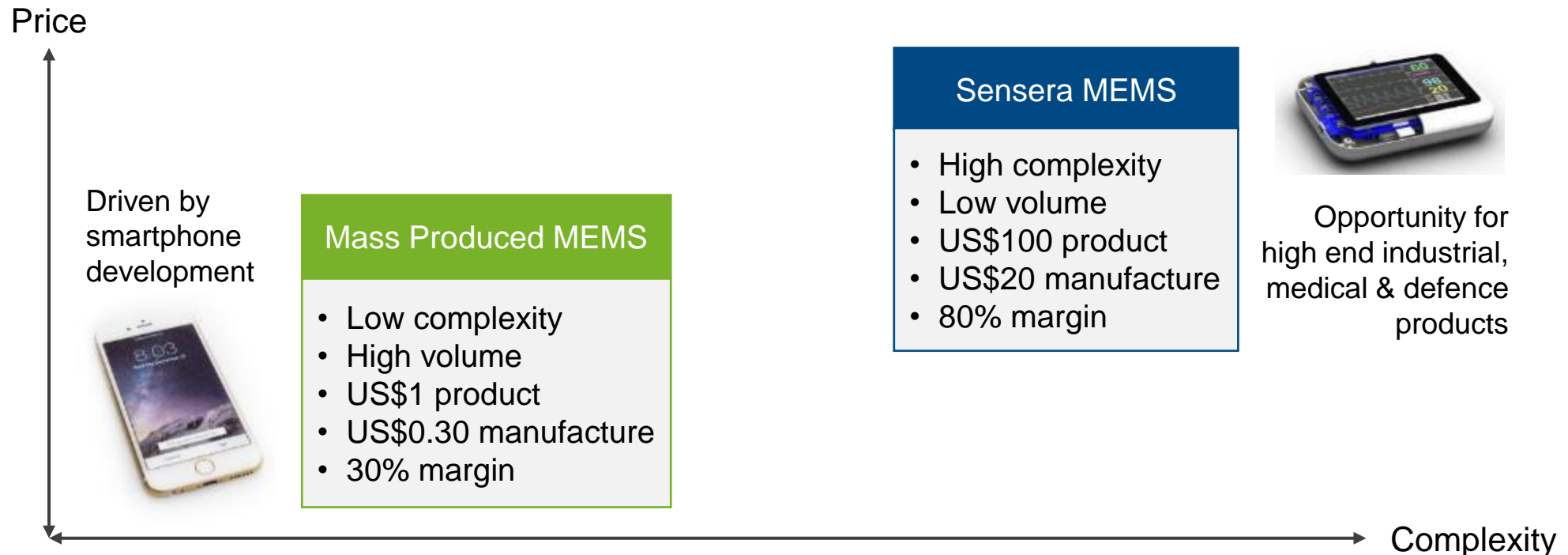
Commoditised

US\$1 or less per MEMS

Low margin (20%)

# Market Positioning & Rationale

Sensera differentiation has led to customers including two Fortune 500 companies, and four niche medical players



# Key Market Differentiators

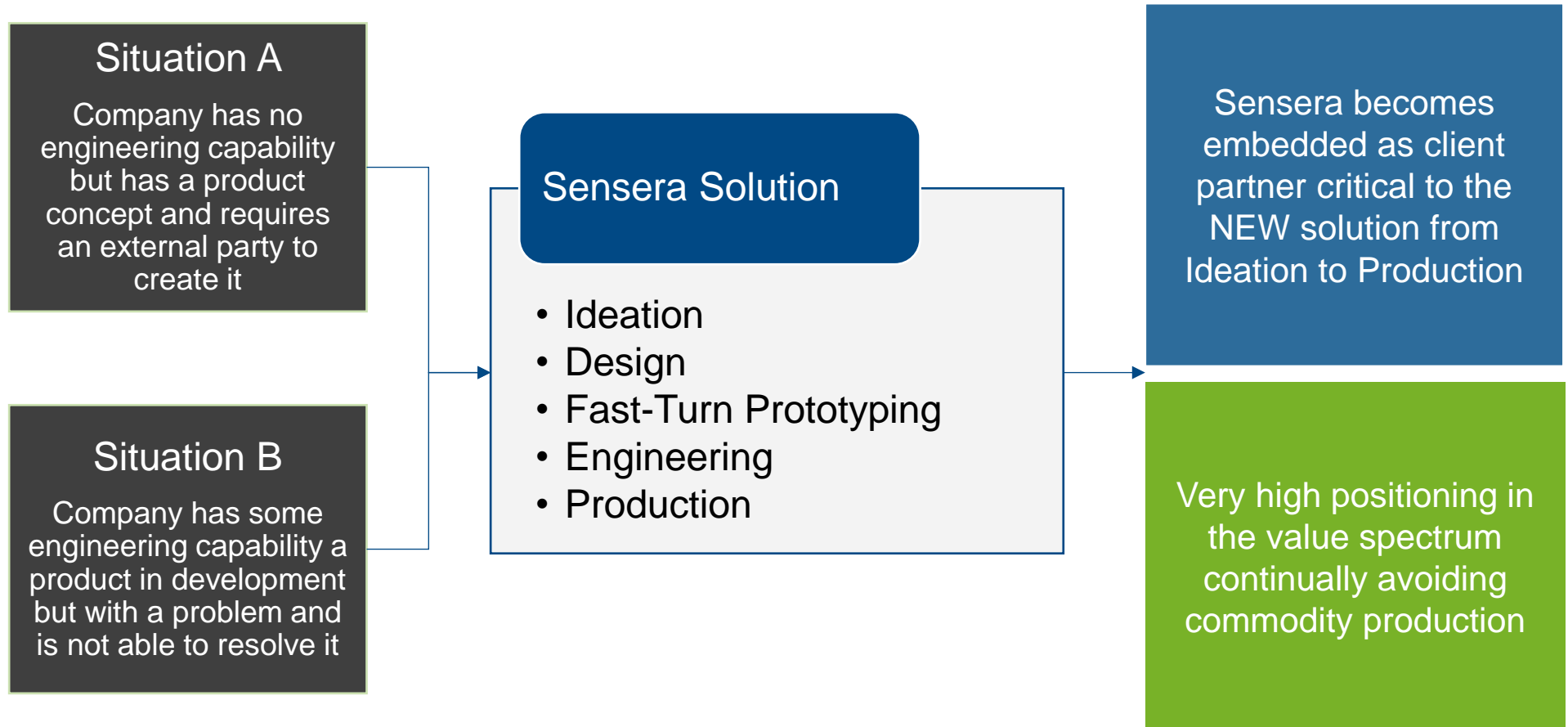


	Sensera (Integrated Specialist)	Competitors (Contract Manufacturer)
Approach	Specialised	Commodity
Volume	Low volume	High volume
Margin	High margin (80%+)	Low margin (20-30%)
Complexity	High	Low
Contribution	Full service	Single service
Design	Yes – Complex Level	Limited
Prototyping	Rapid	Slow
Company	Nimble, responsive	Large, slow
Market	Healthcare, Industrial & Defence	Consumer / telco
Customer	Embedded in the supply chain	Supplier contracts

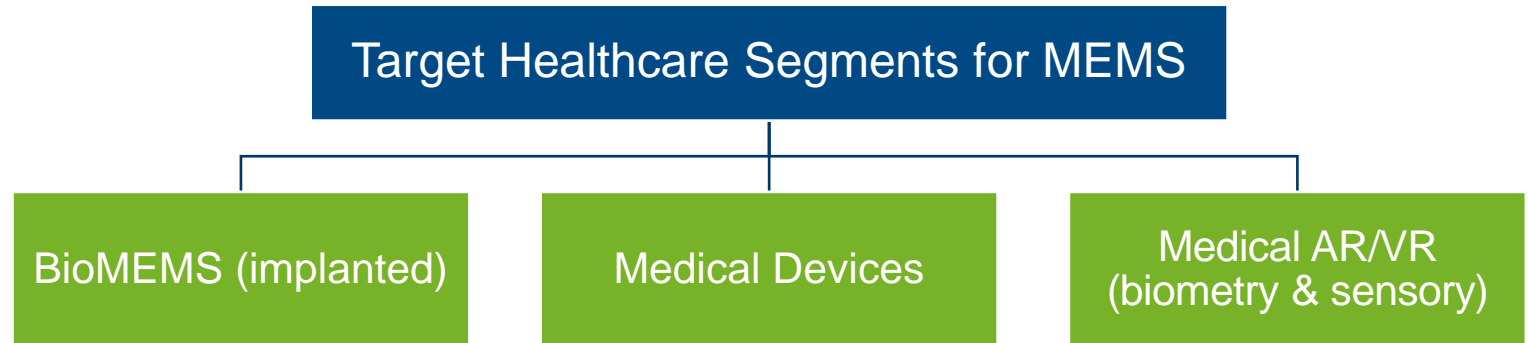
Sensera is positioned as the Integrated Specialist to provide rapid solutions to complex problems in niche markets



# How Sensera Fits



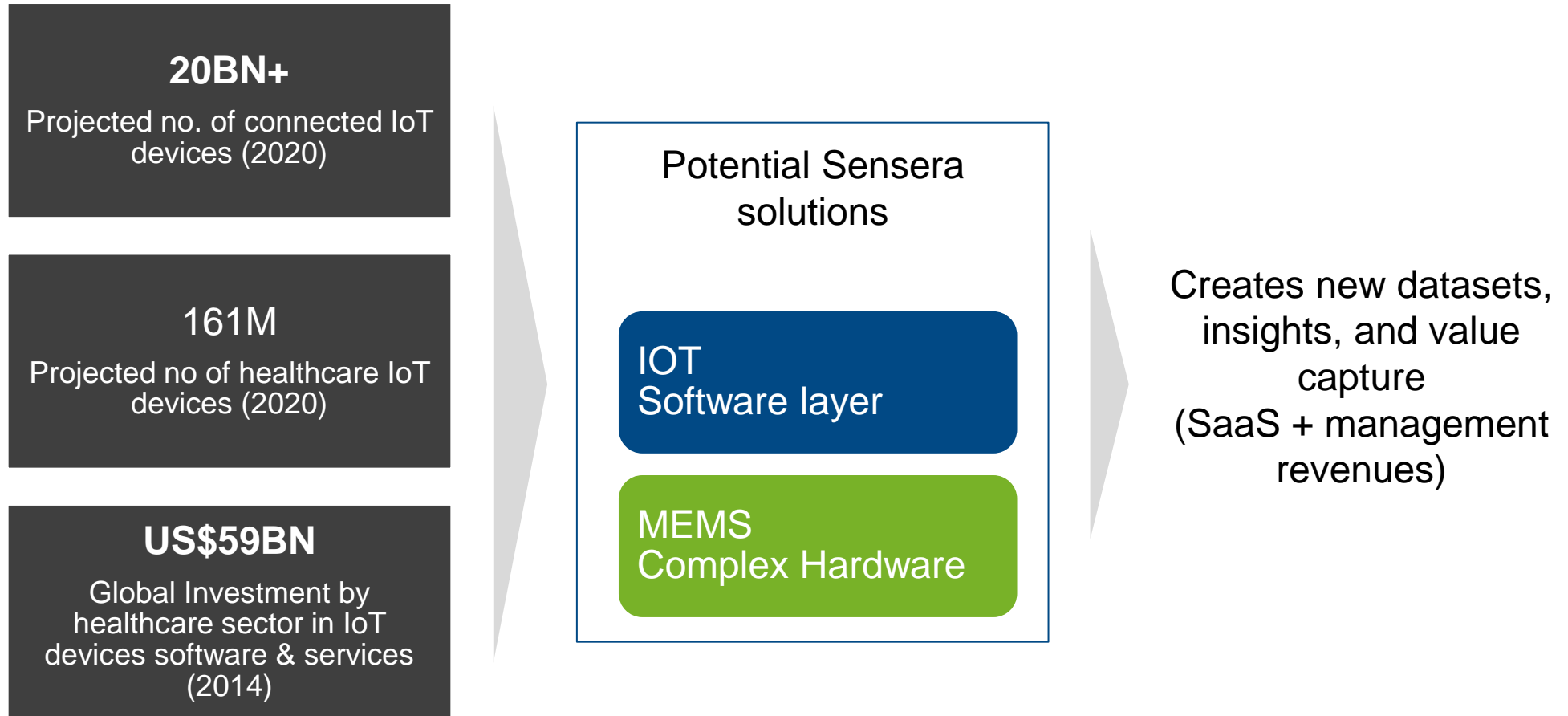
# Example Vertical: Healthcare



Components that can be created by Sensera						
	Microfluidic Devices	Silicon Microphones	Flow Meter	Gas Sensors	Micro Dispensers	Medical Gyroscopes
Actual Revenue 2015	US\$2.26B	US\$29M	US\$92M	US\$18M	US\$97M	US\$4.9M
Est Revenue 2021	US\$6.51B	US\$101M	US\$252M	US\$34M	US\$169M	US\$8.3M
CAGR	19.2%	23.3%	18.3%	11.0%	9.6%	9.2%

Fast growing, emerging, high value markets for Sensera to capture

# Expanding Reach: MEMS + IoT



Sources: Gartner, Business Intelligence

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# Progress & Outlook



# Customer Progress: 6 clients



	Description	Status	Anticipated Manufacturing Revenues
Customer A	US Based Security and Surveillance Company (NASDAQ; Mkt Cap ~US\$4.9B <sup>1</sup> )	Design & Prototyping Phase	Q3 2017
Customer B	US Based Surgical Products Company (NASDAQ; ~Mkt Cap ~US\$5.0B <sup>1</sup> )	Design & Prototyping Phase	Q4 2017
Customers C, D & E	Three healthcare / medical device companies	R&D phase + initial small scale manufacturing	Q1 2017
Customer F (added since IPO)	Healthcare	Design & Prototyping phase + initial small scale manufacturing	Q1 / Q2 2017

Early revenues from anchor clients substantially derisk the business model

US\$500k investment made into supply chain to maximise manufacturing output for anchor client

Pipeline of 30+ similar customers in the Boston biotech and tech hub

13 additional companies at the engagement stage

# Sensera Market Strategy



## 1. High performance MEMS partner

Highly efficient MEMS design + wafer fabrication facility with manufacturing infrastructure supporting US\$40m annual revenue

A skilled work force with cutting edge experience

Track record of solving very complex problems

Located in heart of Boston biotech and technology hub close to major customers

Revenue generating with two anchor contracts in place and four additional customers

Embedded in process locks clients to long term relationships and revenue

Experienced team with extensive network to facilitate sales. Currently looking to recruit a senior business executive to drive growth

## 2. Intellectual Property Creation Strategy

Long term potential lies in creating and assembling a portfolio of technologies that it owns and produces; first internal R&D effort focussed on water preservation

Greatest focus is on Medtech which is second fastest MEMS sector with forecast CAGR >11%

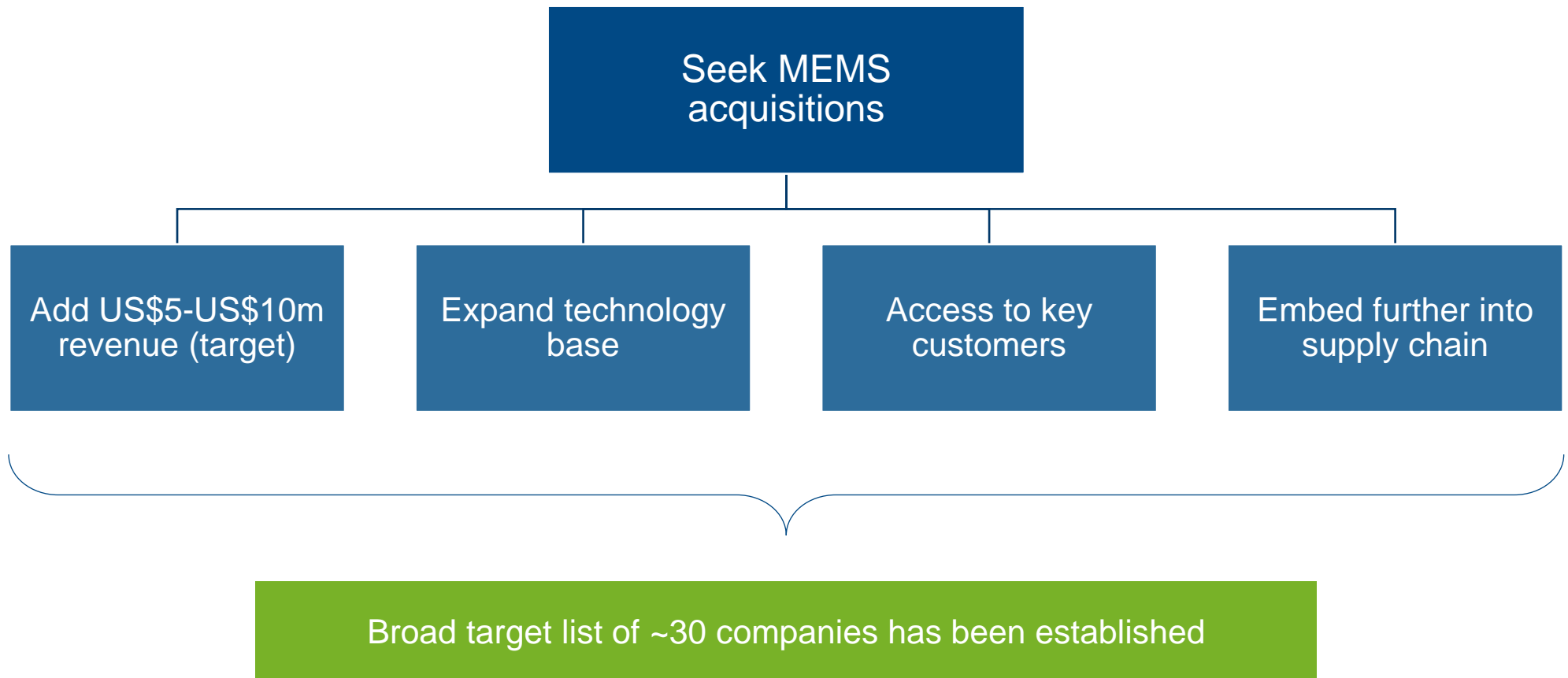
Currently seeking opportunities that may benefit from product expansion or product improvement but with lower volume manufacturing requirements

Ross Haghighat (Board advisor) and George Lauro have background in MEMS & industrial tech investing

Looked closely at potential acquisition opportunities and process will continue



# Acquisition Strategy/Progress



# Sensera Goals 2017



Corporate goals	• Appoint a Senior Business Development Executive
	• Build out engineering and microfabrication team
	• Appointment of CEO
	• Identify and complete first acquisition
	• Appointment of additional Director
Sales goals	• Secure an additional long term blue chip client
	• Achieve minimum of US\$2m in revenue for CY2017
	• Achieve minimum of US\$7m in future forecast customer orders by end of CY2017
	• Increase sales pipeline to 50 prospects and secure an additional 5 customers by end CY2017
Customer goals	• Successfully transition 2 anchor customers to manufacturing phase in H2 CY2017
	• Grow the number of smaller clients

# Highlights / Summary



Growing market with persistent demand for high quality MEMS existing players cannot deliver on

Experienced board, management and operating team

Highly efficient, vertically integrated micro-fabrication facility

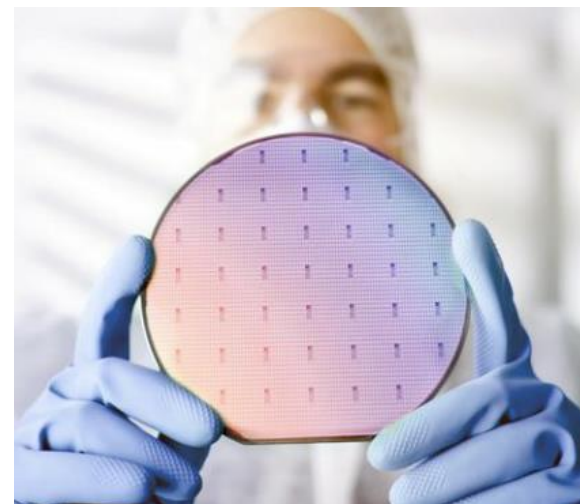
Rapid prototyping with advanced process capabilities

Commercial contracts in place with Fortune 500 companies to deliver immediate revenues

Established operating facility, tool set, micro-fabrication processes and quality know-how

Ability to create own IP and commercialise high value products matched to market need

Significant market share in high value segments possible



Matthew Morgan,  
Executive Chairman  
Sensera Limited  
[mmorgan@sensera.com](mailto:mmorgan@sensera.com)