



SENSERA

BUILDING MOMENTUM

ASX: SE1

RALPH SCHMITT

MARCH 2018

DISCLAIMER

This presentation has been prepared by Sensera Limited (ASX: SE1) (“Sensera” or the “Company”). It should not be considered as an offer or invitation to subscribe for or purchase any shares in Sensera or as an inducement to make an offer or invitation to subscribe for or purchase any shares in Sensera. No agreement to subscribe for securities in Sensera will be entered into on the basis of this presentation or any information, opinions or conclusions expressed in the course of this presentation.

This presentation is not a prospectus, product disclosure document or other offering document under Australian law or under the law of any other jurisdiction. It has been prepared for information purposes only, and does not constitute an offer or invitation to apply for any securities, including in any jurisdiction where, or to any person to whom, such an offer or invitation would be unlawful. This presentation contains general summary information and does not take into account the investment objectives, financial situation and particular needs of an individual investor. It is not financial product advice and the Company is not licenced to, and does not provide, financial advice.

This presentation may contain forward-looking statements which are identified by words such as ‘may’, ‘could’, ‘believes’, ‘estimates’, ‘targets’, ‘expects’, or ‘intends’ and other similar words that involve risks and uncertainties. These statements are based on an assessment of past and present economic and operating conditions, and on a number of assumptions regarding future events and actions that, as at the date of this presentation, are expected to take place.

Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors many of which are beyond the control of the Company, its Directors and Management. Although the Company believes that the expectations reflected in the forward looking statements included in this presentation are reasonable, none of the Company, its Directors or Officers can give, or gives, any assurance that the results, performance or achievements expressed or implied by the forward-looking statements contained in this document will actually occur or that the assumptions on which those statements are based are exhaustive or will prove to be correct beyond the date of its making.

Readers are cautioned not to place undue reliance on these forward-looking statements. Except to the extent required by law, the Company has no intention to update or revise forward-looking statements, or to publish prospective financial information in the future, regardless of whether new information, future events or any other factors affect the information contained in this presentation.

Readers should make their own independent assessment of the information and take their own independent professional advice in relation to the information and any proposed action to be taken on the basis of the information. To the maximum extent permitted by law, the Company and its professional advisors and their related bodies corporate, affiliates and each of their respective directors, officers, management, employees, advisers and agents and any other person involved in the preparation of this presentation disclaim all liability and responsibility (including without limitation and liability arising from fault or negligence) for any direct or indirect loss or damage which may arise or be suffered through use of or reliance on anything contained in, or omitted from, this presentation.

Neither the Company nor its advisors have any responsibility or obligation to update this presentation or inform the reader of any matter arising or coming to their notice after the date of this presentation document which may affect any matter referred to in the presentation.



SENSERA BUILDING MOMENTUM

A designer and manufacturer of end-to-end sensor solutions and services for the rapidly-growing Internet of Things (IoT) market



IOT value creation starts with What, Where and When
MEMs/Sensors, Wireless Location Awareness and Analytical Software



Vision (Long Term View)

Edge Solutions That Enable a Safe, Automated Man-Machine Existence



Mission (Near Term View)

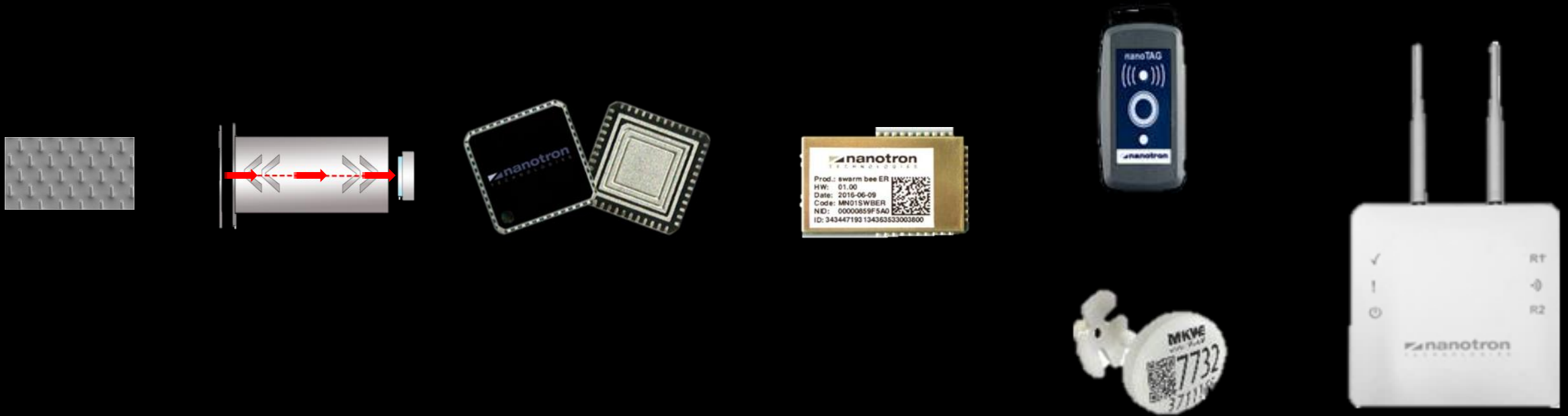
Sensor based solutions transforming real-time data into meaningful information, action and value

SENSERA BUILDING MOMENTUM

- **Revenue growth to accelerate**
 - Operationally breakeven before the end of FY19
 - Significant contracts in place for FY19 and FY20
- **Multibillion dollar underpenetrated markets**
 - Focus on Medtech, Animal Health and Mining
- **Unique technology capability**
 - Additional IP and solutions to be added to existing market opportunities
- **Long term opportunity in providing complete solutions thru service model**



TODAY'S VALUE CHAIN: WE ARE SHIPPING ALL OF IT!



MEMs

Sensors

Controllers

RF Modules

Tags

Anchors

← Software →



FINANCIAL METRICS

| | 1st Half FY18 Per 4D | 2nd Half FY18 Expected | |
|------------|--|--|--|
| Revenue | \$2.07M | \$4.25M - \$5.25M | Acceleration in nanotron Microdevices transition to product revenue |
| Op Expense | \$4.49M | \$6M - \$7M | R&D increase: next gen radio development Sales Staff increase |
| Loss | \$3.36M | \$3.9M - \$4.4M | Controlled loss with operational expansion |



MARKET OPPORTUNITY: IOT FOCUS VERTICAL MARKETS



- Current TAM= 250M Dairy cows and 1B Cattle = \$7B opportunity
- Current SAM = \$3.8B
- Dairy Cows = \$0.8B Tags and \$3B for Anchors + Software



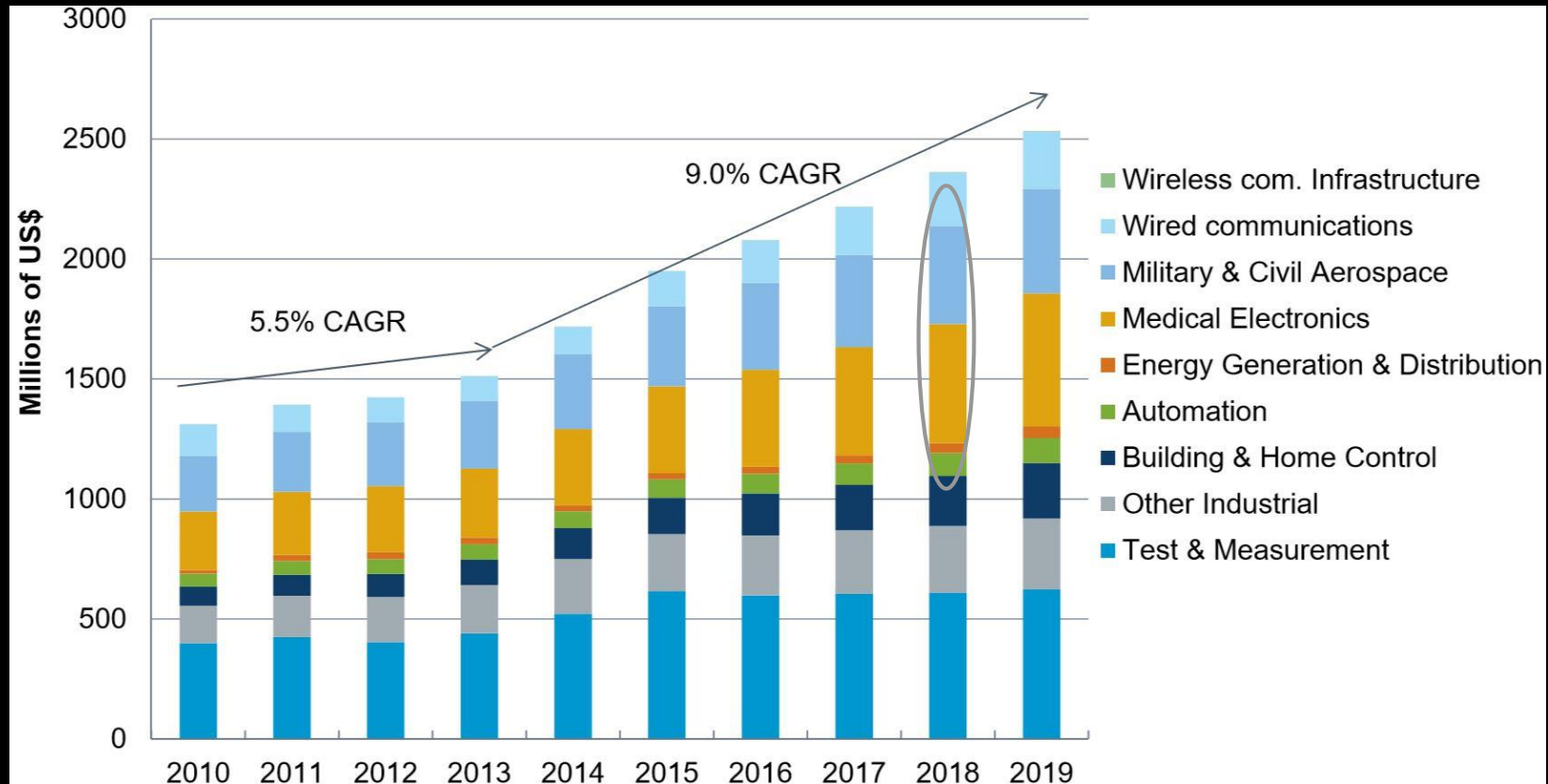
- Current TAM= 62K sites and 10M Miners = \$3B opportunity
- Current SAM = \$0.5B
- Underground coal and hard rock

All markets currently single digit penetration



MARKET OPPORTUNITY IN MICRODEVICES: MEDTECH FOCUS

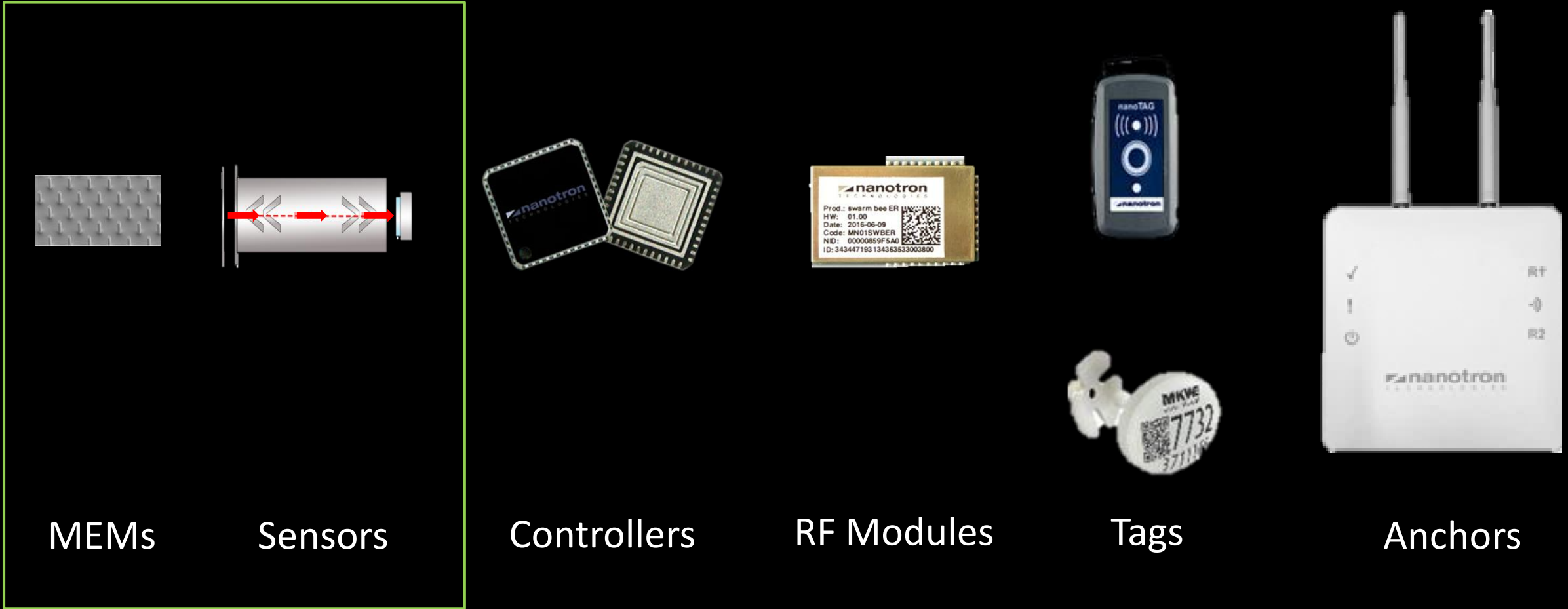
MEMs = \$1B Market in MedTech and Military



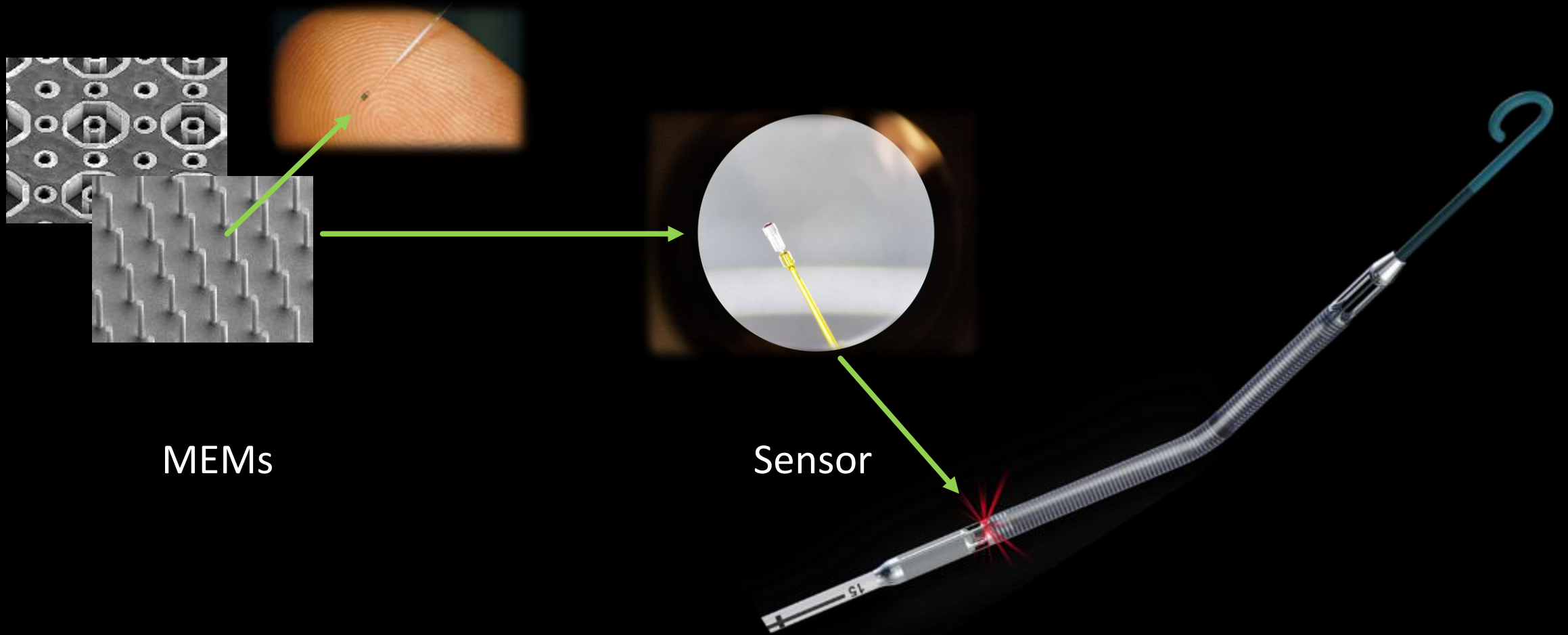
High Value MEMs



THE VALUE CHAIN: MICRODEVICES

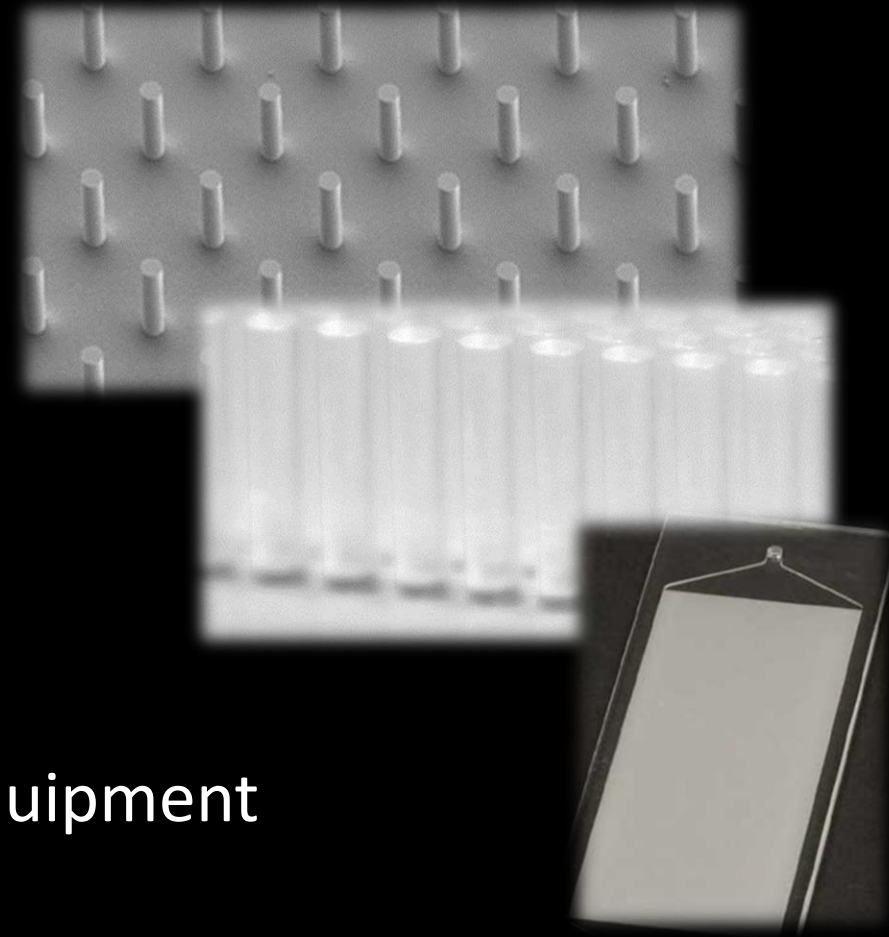


MICRODEVICES: MOVING UP THE VALUE CHAIN

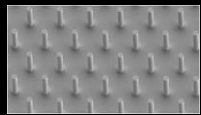


MICRODEVICES DIFFERENTIATION: MICROFLUIDIC DESIGN

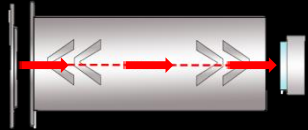
- What is it and where is it used?
 - Microstructures that capture fluids
 - To capture and analyze liquids
 - MedTech is the largest market
- Cartridges can also be made in plastic
- Scale: Very difficult in MEMs to reuse IP and equipment



THE VALUE CHAIN: NANOTRON LOCATION AWARENESS



MEMs



Sensors



Controllers



RF Modules



Tags



Anchors

← Software →



ANIMAL HEALTH

- Partnered with the largest Animal Pharma firm and a leading Animal Health software company

The Zoetis logo is written in a bold, orange, lowercase sans-serif font.The SMARTBOW logo features the word "SMART" in black and "BOW" in green, all in a bold, uppercase sans-serif font.

- Targeting a few thousand farms per year at \$2500 / farm
 - Already deployed 100's of farms



- Benefits across the full spectrum of livestock operations:
 - Correlating animal movement to health status
 - Detecting heat, rumination, lameness and infections
 - Both dairy and beef farms
 - Future: Pigs
- Saves time in terms of behaviour monitoring, animal husbandry tasks and quality

MINING: CURRENT PENETRATION



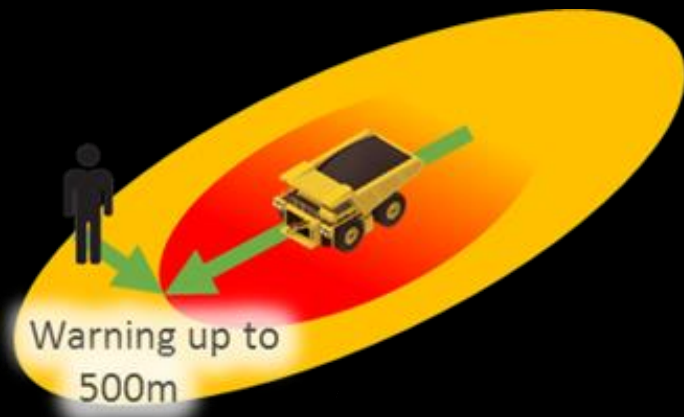
Additionally
15000 Miners equipped
world-wide in Open-pit



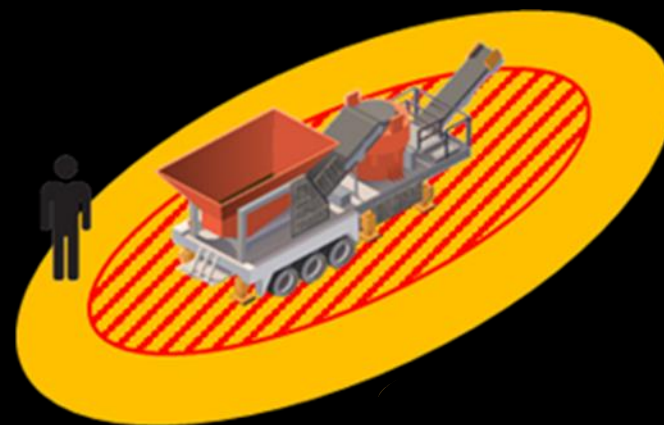
MINING: OPEN PIT VS. UNDERGROUND = 80 / 20



Collision Avoidance Solutions (CAS)



Tracking People and Assets



MINING: SAFETY, PRODUCTIVITY, COMPLIANCE

Benefits and Savings

- CAS decreases fatalities and reduces the negative economic effects of accidents
- Tracking provides process visibility and improves evacuation performance

OPEX Reduction

- Combining Tracking and Ventilation for Ventilation on Demand (VoD) reducing your energy bill by up to 40%
- Location ata Analytics to stream-line your production process and cost-reduce the overall mining operation



Open Pit Surface



Underground



SUCCESSFUL PARTNERS AND INSTALLATIONS



Silver Mines, Mexico



Coal Mines, Turkey



Platinum Mines, South Africa



PARK THERMIC MINE COMPLEX IN TURKEY

Mining Company: Ciner Group
System Integrator: Atut



Miner Tags are charged in the lamp room

Following a major disaster in 2014 the Turkish government mandated human tracking at coal mines. This is one of the most advanced systems of its type anywhere in the world

Safety, Productivity, Compliance

Park Thermic Real-time tracking:

- Tracking 2,360 miners
- Scalability: Tens of km of tunnels and four excavation blocks
- 24/7 operation, no interruption



“Mechanized mining has been the driving force for cost savings through automation and process optimization as well as fulfilling the most critical moral responsibility we have of proving better protection and safety for the mine workers in their daily working environment,” comments **Michal Szebista**, Project Lead at the Park Thermic Coal Mine and Member of the Board of ATUT.



GROUP PEÑOLES' TIZAPA SILVER MINE IN MEXICO

Mining Company: Group Peñoles
System Integrator: Becker Lasec



Es Tu Llave de regreso a casa!
Your key to return home

Benefits of the "Key-Out" Solution at Minera Tizapa:

- 24/7 safety for 650 miners
- Increased safety compliance with NOM-023-STPS-2012
- Reduced response time to accidents and/or safety incident
- Significantly increased haulage efficiency due to visibility at the individual truck-level

Safety, Productivity, Compliance



Automatically monitor
vacating the drilling area in
preparing to blast



Automatic monitoring of safety
incidents



Tags Provided
upon entering
the Mine



Readers are
connected through
the mine network
to the central
control room



OPPORTUNITIES AND CHALLENGES

Build

- Move Microdevices further into production from NRE based projects
- Streamline manufacturing and the supply chain

Scope

- Close technical capability gap to reach objectives
 - Application software expertise for total solution
 - RF alternatives for Infrastructure-less, open pit and field

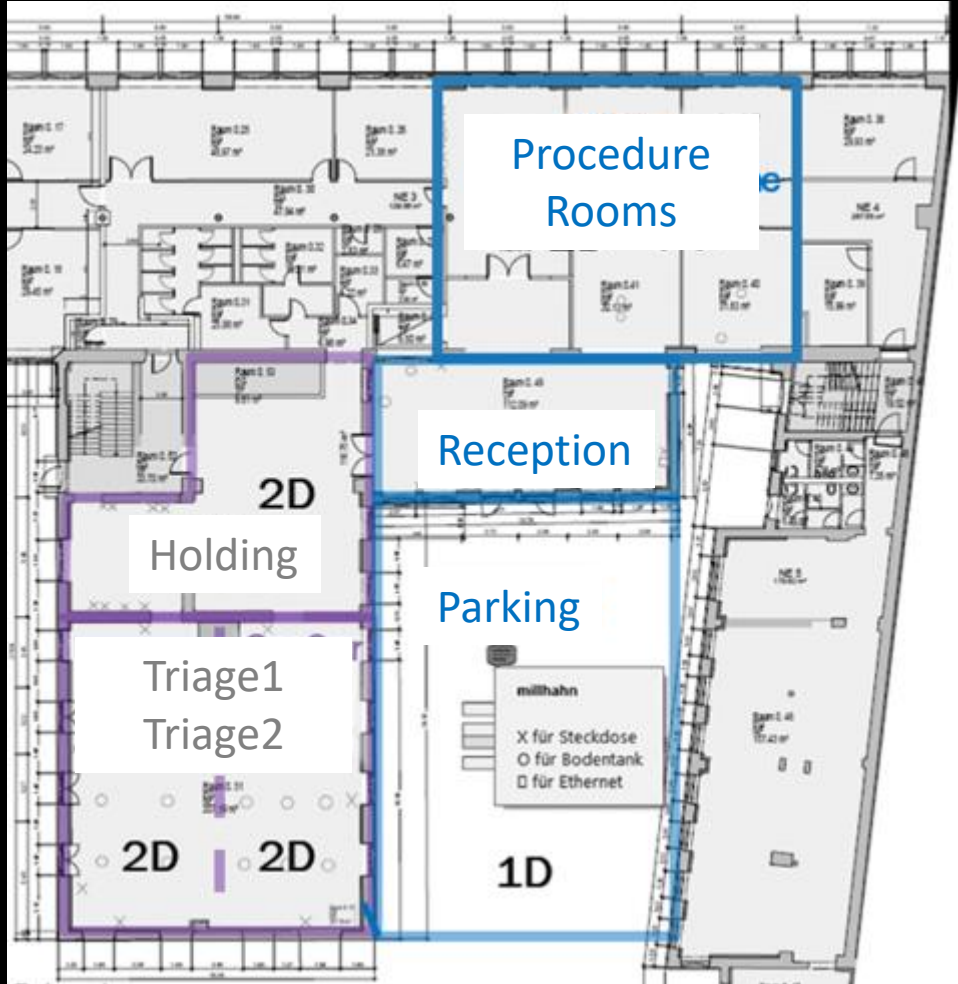
Expand

- Fill the pipeline with new opportunities
 - Initial focus of GTM resources on Mining
 - Leverage Mining into Railroad Safety and Oil/Gas
- Focus limited resources on markets with impact
 - Healthcare is the next significant market



WHAT'S NEXT: MIXED TECHNOLOGY – CHIRP AND UWB

Healthcare Physical Layout



Tag With 2 Radios

The right technology to fit the customers requirement



Healthcare is complex environment with multiple location technologies nNeeded



BUSINESS INTELLIGENCE DRIVEN BY INFORMATION



LOCATION

+

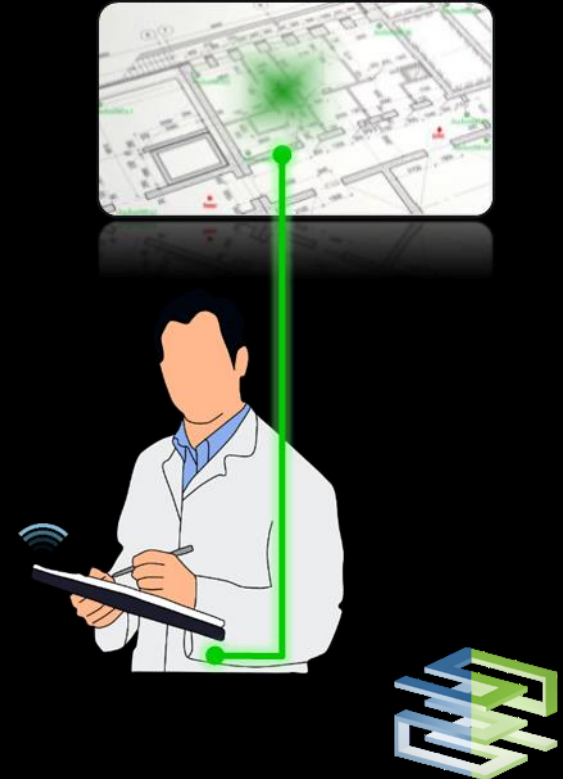
CONTEXT



WHAT'S NEXT: MOVING UP THE VALUE CHAIN

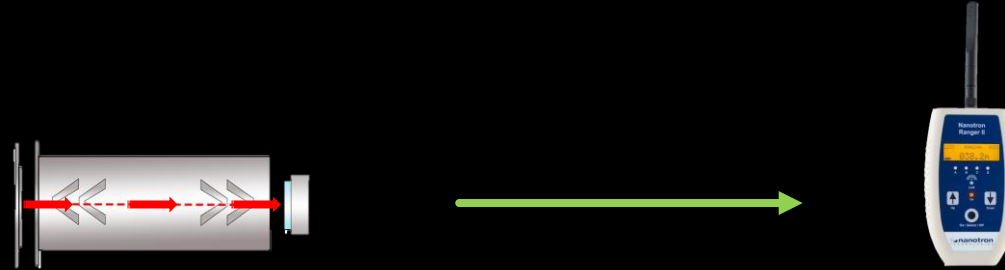
LOCATION ANALYTICS AND LOCATION AS A SERVICE (LAAS)

- **Location analytics being driven with IOT software platform**
 - First implementation is currently being deployed in Healthcare (US\$500M Indoor Positioning Market)
- **Location analytics is the first step towards fully functional solutions to have Location as a Service (LAAS)**
 - Customers can choose: opex vs. capex impact



WHAT'S NEXT: SENSOR INTEGRATION

Gas Sensors for both Mining and Animal Health



- Size so small that it could be integrated in the Tags (Enabled by MEMs)
- Not randomly placed...now mobile and on the “High Value” asset (People)
- Lower cost than today’s fixed sensors or other methods
- Input more context information



KEY OBJECTIVES

Ramp FY19 revenues significantly

- Ensure robust and cost effective supply chain

Cash flow positive before the end of FY19

- Revenue and profit growth ahead of opex

Close on partnership imperatives for key capabilities

- Software infrastructure and applications
- Extend RF capabilities to address existing infrastructure



FY 19 PROJECTIONS

| | Expected FY18 | FY19 vs. FY18 | |
|------------|-------------------|---------------|---|
| Revenue | \$6.25M - \$7.25M | ++60% | Nanotron contracts + Mining growth Multiple customer ramps by Microdevices |
| Op Expense | \$10.5M - \$11.5M | +10% | R&D: Further chip and software develop GTM Staff increases |
| Loss | \$7.2M - \$8.2M | -50% | Before the end of FY 2019 expect to be operationally breakeven |



SENSERA BUILDING MOMENTUM

- **Revenue growth to accelerate**
 - Operationally breakeven before the end of FY19
 - Significant contracts in place for FY19 and FY20
- **Multibillion dollar underpenetrated markets**
 - Focus on Medtech, Animal Health and Mining
- **Unique technology capability**
 - Additional IP and solutions to be added to existing market opportunities
- **Long term opportunity in providing complete solutions thru service model**



KEY CONTACTS

Ralph Schmitt

Sensera Limited

Chief Executive Officer

info@sensera.com

Tim Dohrmann

NWR Communications

Investor Relations

tim@nwrcommunications.com.au

