

ASX:SE1

Q4 FY19 Update

Ralph Schmitt
Managing Director

May 2019



SENSERA CORPORATE INFORMATION

CAPITAL STRUCTURE AND VALUATION

Ordinary shares on issue	m	269.7
Share price (10 May 19)	A\$/share	0.11
Market capitalisation	A\$m	\$30m
Debt (as at 31 Mar 19)	A\$m	-
Cash ¹ (as at 31 Mar 19)	A\$m	\$2.1m
Enterprise Value	A\$m	\$27.9m

TOP SHAREHOLDERS (30 Apr 19)

Name	Shares Held (m)	% of Shares on Issue
HSBC Custody Nominees (Australia)	17.3	6.4%
Triton Systems, Inc	11.9	4.4%
Guerilla Nominees (Australia)	11.8	4.4%
Newburyport Capital	10.0	3.7%
Maple Management	9.7	3.6%
Top 20 Shareholders	116.8	43.3%

Notes:

1. At exchange rate of AUD/USD 0.697

COMPANY PROFILE

Sensera (ASX: SE1) is an Internet of Things solution provider that delivers sensor-based products transforming real-time data into meaningful information, action and value.

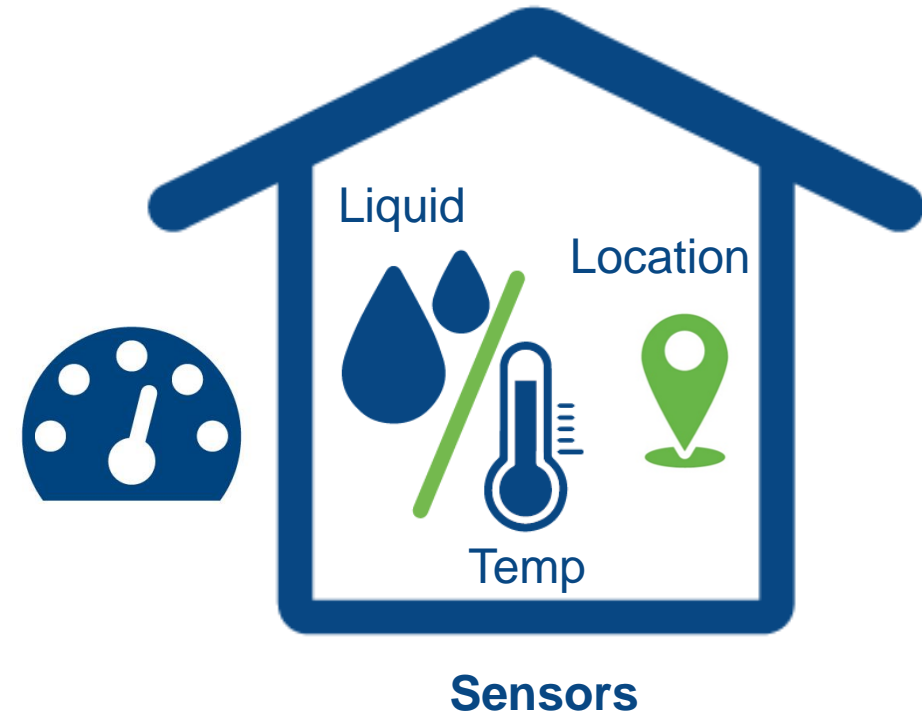
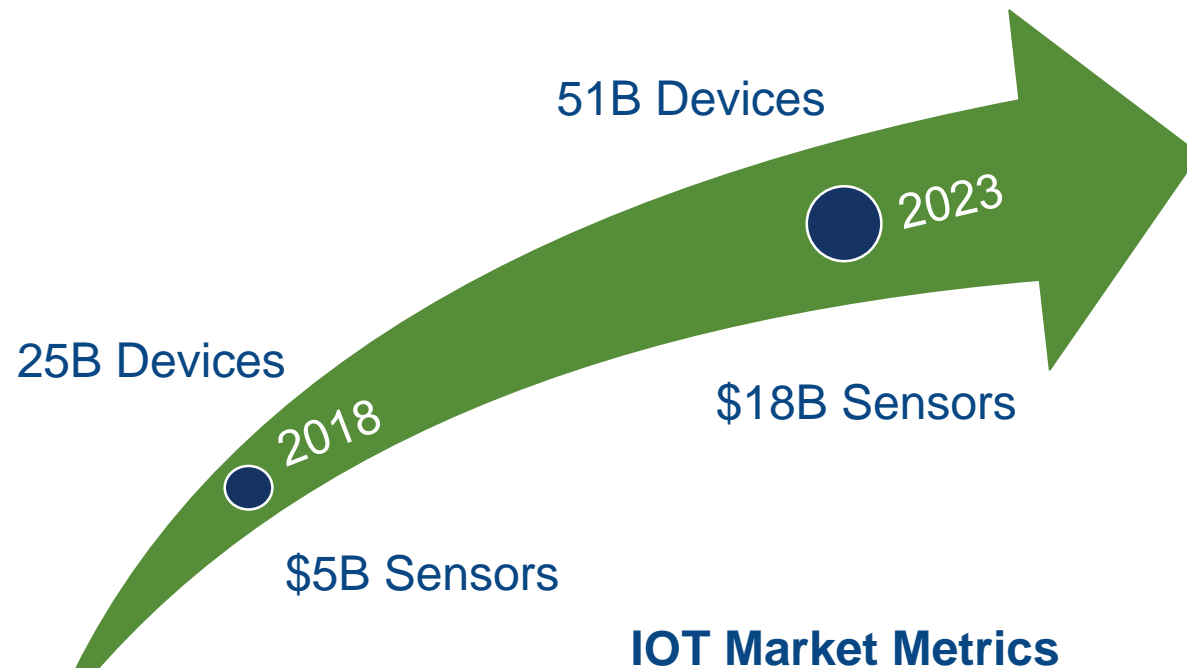
The company designs and manufactures hardware and software across the vertical technology spectrum from unique structures as MicroElectroMechanical Systems (MEMS) and sensors, as well as wireless networked systems and software that when combined, drive an entire IoT platform solution.

BOARD OF DIRECTORS AND KEY EXECUTIVES

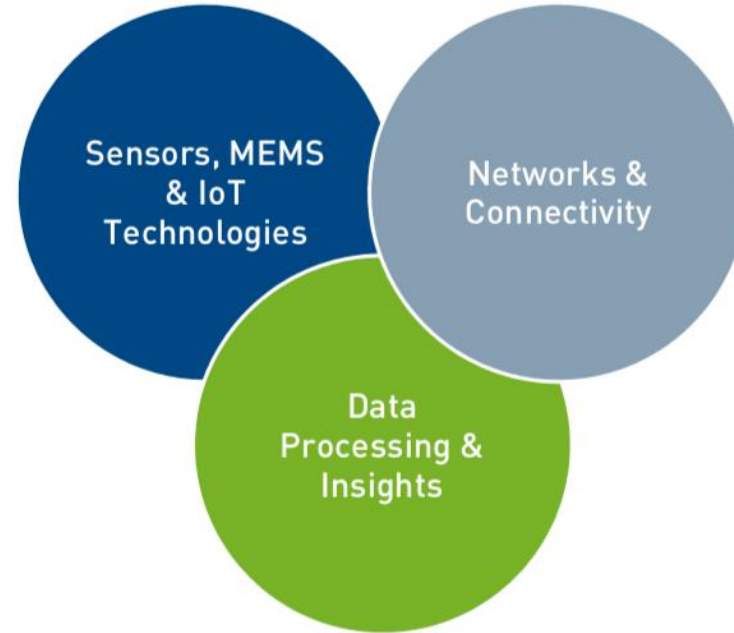
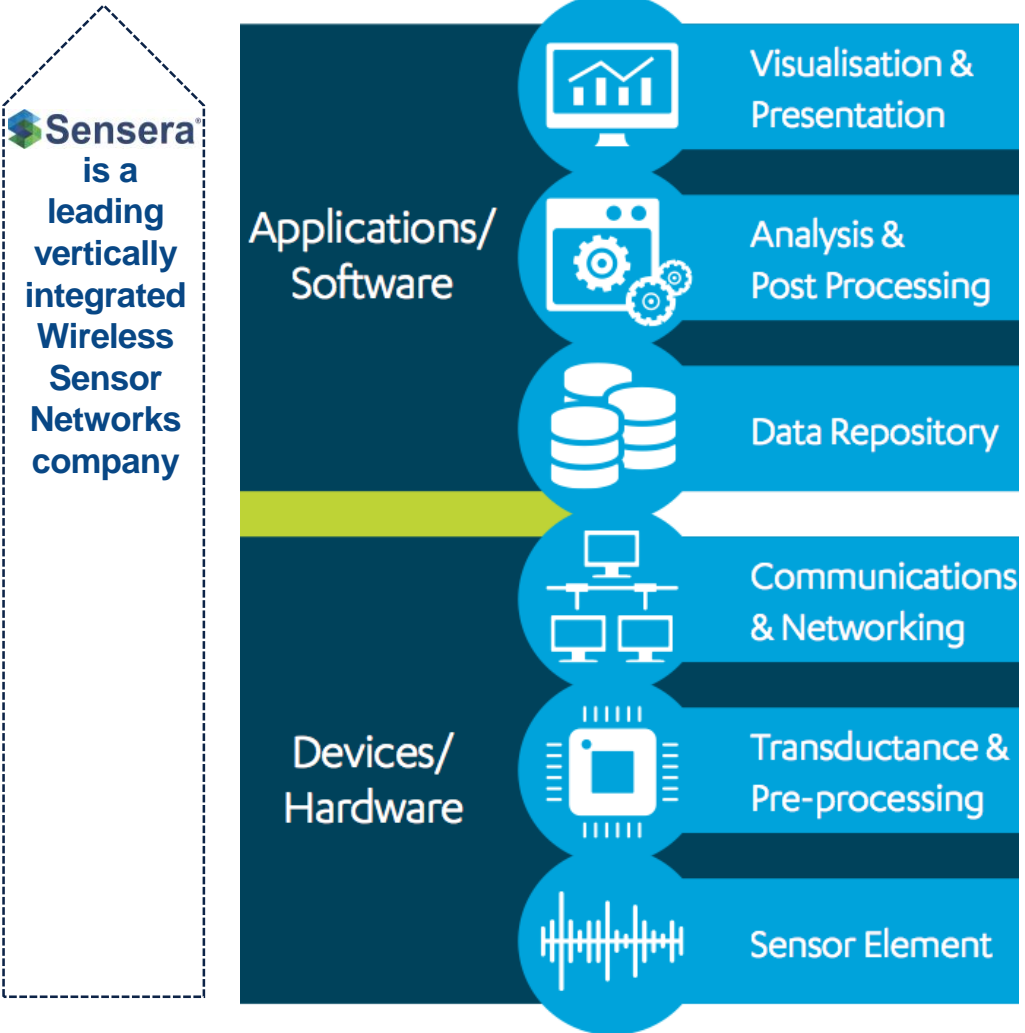
Name	Position
Ralph Schmitt	CEO and Managing Director
Allan Brackin	Independent Non-Executive Chairman
Matthew Morgan	Non-Executive Director
George Lauro	Non-Executive Director
Jonathan Tooth	Non-Executive Director
Camillo Martino	Non-Executive Director
David Garrison	Chief Financial Officer

THE INTERNET OF THINGS (IOT)

- ▶ A **Network of Sensors** that monitor and measure activity in order to extract information to make decisions and obtain better results thru efficient processes and automation
- ▶ Consumer Examples: Nest Thermometer, Ring Wifi Doorbell, Tile Tracker Tag
 - ▶ = Sensor Hardware Platform + Smartphone Software App



IOT COMPONENT TO SYSTEM SOLUTION PROVIDER



- ▶ Sensera was originally formed to design and build sensors using MEMS technology
- ▶ The company expanded vertically to use networked sensors in key applications driven by analytic software

TWO BUSINESS UNITS WITH SYNERGIES



▶ **MicroDevices** – Woburn, MA USA

- ▶ MicroElectroMechanical Systems (MEMS) based foundry
- ▶ Lead Market: Medical Technology (MedTech)
- ▶ Generate customer funded IP to be used in sensor development for IOT Solutions products

▶ **IOT Solutions (Nanotron)** – Berlin, Germany

- ▶ High-Precision, Real-time location based sensors and systems
- ▶ Lead Markets: Livestock Health and Mining
- ▶ Incorporate other sensors to provide more value and differentiation to end solution

MICRODEVICES: MEMS STRUCTURES TO FULL SENSORS

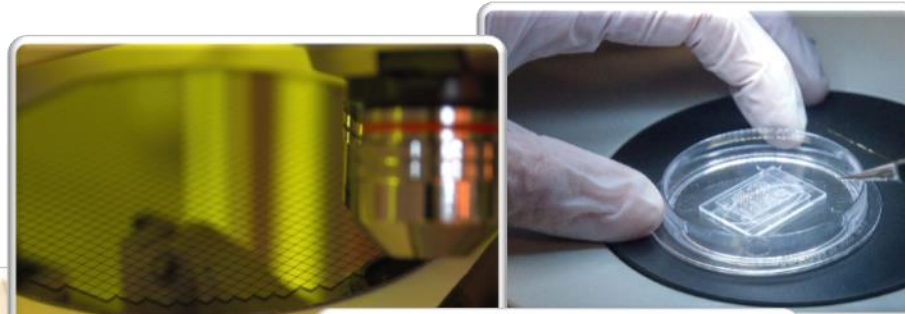
MEDTECH MARKET



\$1B MEMS TAM
9% AGR

WHAT SENSERA DELIVERS

- ▶ Custom products designed, developed and manufactured
- ▶ Microfluidics and light sensing expertise



OUR CUSTOMERS PRODUCTS

Point of Care

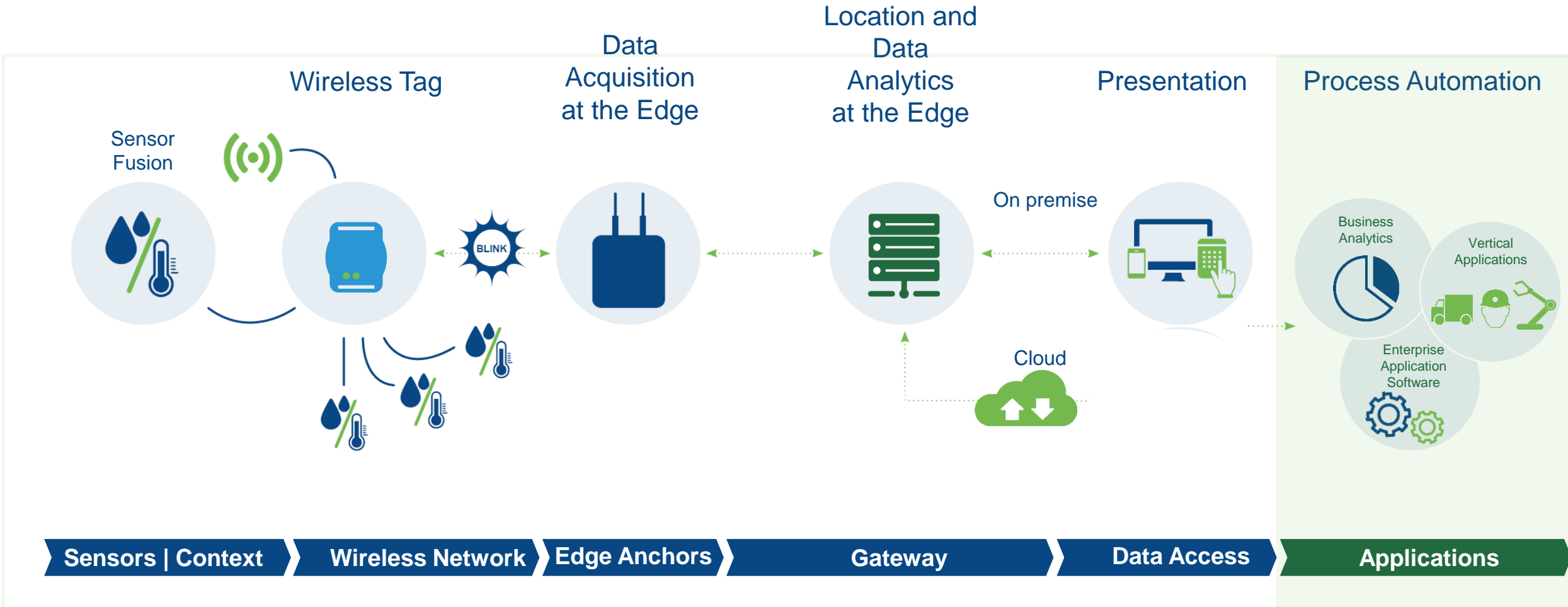
- ▶ Blood Monitor
- ▶ Heart Pump
- ▶ Nebulizer



Lab-on-a-Chip / Organ-on-a-Chip



IOT SYSTEMS: FROM SENSORS TO ENTIRE SYSTEMS



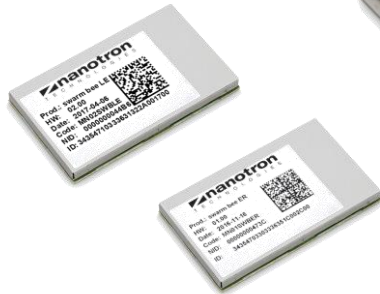
MOVING FROM COMPONENT TO SOLUTIONS SALES

Location Controller Chips



nanoLOC
nanoLOX

Tag-ready smart RF modules



swarm bee
modules

Tags for people, vehicles and assets



Tags

Ruggedized Location Anchors



Edge Anchors and
Anchor modules

Industrial IoT Solutions



Turn-Key Solutions

THE ANATOMY OF A TAG

THE INSTRUMENT FOR KNOWING WHERE AND WHEN

SPECIALIZED TAGS



Radio Frequency Module

Sensor Fusion
Contextual Information by Adding Sensor "Intelligence" to the Tag

Application Specific Tags

Location: Chirp or Ultra Wideband (UWB)
Sensors : Gyro, Accelerometer → Gas

THE WORLDS MOST DEPLOYED TAG

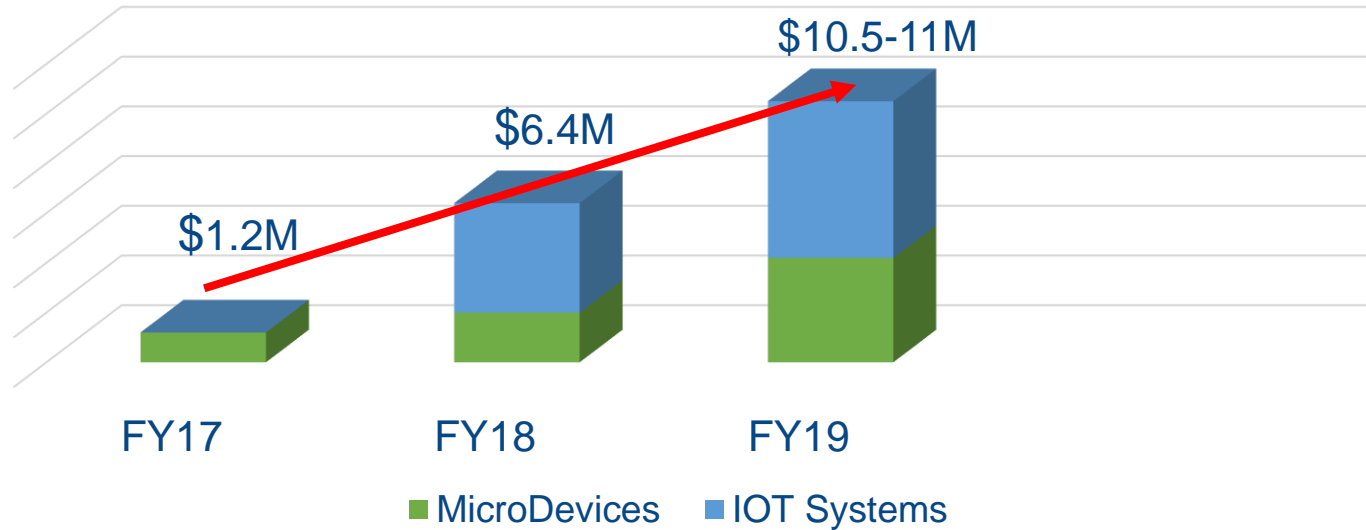


Mobile Phone = Commodity Tag

Location: GPS, WIFI or Bluetooth
Sensors : Gyro, Accelerometer

YEARLY REVENUE AND SALES PIPELINE

Revenue (US\$M)



- ▶ FY19 Revenue growth and obtain profitability
- ▶ FY20 Continued revenue growth and operate profitably
- ▶ Sales Pipeline has grown from \$18M mid FY19 to \$30.9M today

Sales Pipeline



GROWING WORLDWIDE CUSTOMER BASE >50

System Integration and OEM partners incorporate our technology into application and industry specific solutions

HARSCO
RAIL

SMARTBOW

EUROTECH
Imagine. Build. Succeed.

marco

SCHAEFFLER

zoetis

CATAPULT

GE Mining

NETSTAR

A SUBSIDIARY OF ALTRON

ATUT

ETION

MINLOG
mining solutions partner

becker[®]
MINING SYSTEMS

meglab

S
Selectronic[®]

IDEN-TEC
SOLUTIONS

Elektrometal SA[®]

vectura

ABIOMED
Recovering hearts. Saving lives.



Medtech



Mine Safety and Productivity



Livestock Health



Manufacturing

IOT SYSTEMS: KEY MARKETS LEAD TO OTHER APPLICATIONS



Mining

\$3B Location TAM
7% AGR



Livestock Health

\$7B Animal TAM
11% AGR

Manufacturing

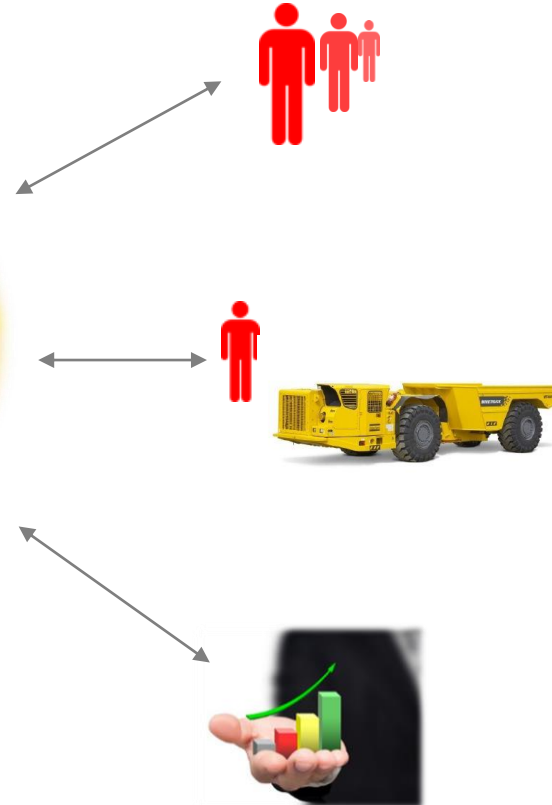
Rail

Healthcare



- ▶ Large Available Markets
- ▶ High Value Applications
- ▶ Complex Solutions

EMERGING MARKET: INDUSTRIAL MANUFACTURING



▶ Tracking

- ▶ Personnel
- ▶ Assets
- ▶ Tools

▶ Safety

- ▶ Collision Avoidance
- ▶ Zoning
- ▶ Hazard Control
- ▶ Emergency Handling

▶ Productivity

- ▶ Visibility
- ▶ Process optimization
- ▶ Task feedback
- ▶ Project accountability

IOT SENSORS AND SOFTWARE DRIVE BUSINESS MODEL



- ▶ **Sensor and Location Data + Context**
 - ▶ Data Acquisition + Edge Based Data Analytics
 - ▶ Automatic Event Detection + Sensor Fusion Data
- ▶ **System Outputs + Intelligence = Business Outcome**
 - ▶ On-Prem or Cloud Based Machine Learning

CAPEX

OPEX

PLATFORM AS A SERVICE

FY19

- Hardware: Chip, Modules and Anchors
- Software: Location

FY20

- Hardware + Tags
- Software + Analytics

FY21

- Business Intelligence
- Automation

SENSERA HEADING INTO FY20

▶ SIGNIFICANT REVENUE GROWTH SUPPORTING IMPROVED FINANCIALS

- ▶ FY19 >70% growth - FY18 US\$6.35M to FY19 US\$10.5M - \$11.0M
- ▶ Continued growth in FY20
- ▶ Secured designs and contracts in place to support growth
- ▶ On track to operate profitably in FY20

▶ HIGH GROWTH MULTIBILLION \$ UNDERPENETRATED MARKETS

- ▶ Proven adoption in multiple markets -- Medtech, Livestock Health and Mining
- ▶ Low technology risk and deployed GTM resources building a \$30M+ pipeline

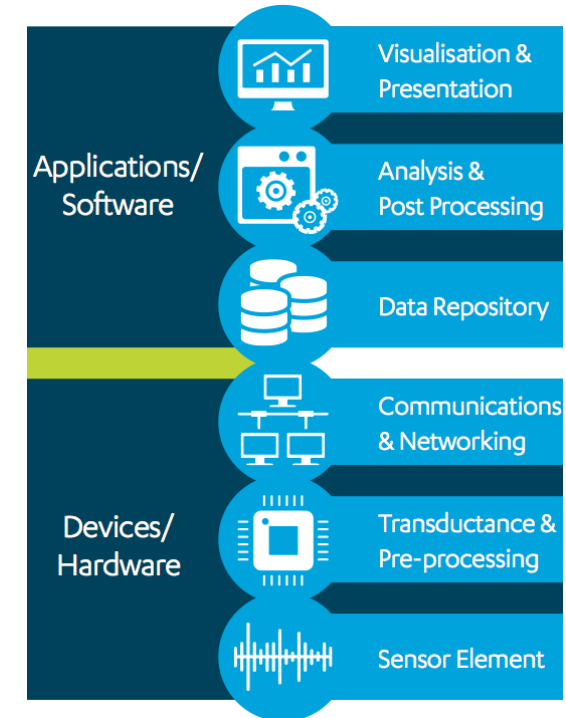
▶ TECHNOLOGY LEADERSHIP IN THE IOT SOLUTION VERTICAL

- ▶ Innovative and unique MEMS capability
- ▶ Innovator in precise, real-time wireless location enabled sensors and systems

▶ LONGER TERM OPPORTUNITY TO ENHANCE SHAREHOLDER VALUE

- ▶ IoT wireless platform with analytical capability for operation and asset management
- ▶ Move from product sale model (Capex) to solution service model (Opex)

 **Sensera**
is a leading
vertically
integrated
Wireless
Sensor
Networks
company



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