

Sensera Limited (ASX: SE1)

Capital Raising Presentation

September 2019



INVESTMENT HIGHLIGHTS

- ▶ Sensera completes major funding initiative to properly capitalise the company.
- ▶ Binding term sheet signed for a A\$6.4M, four-year secured debt facility with PURE Asset Management and Altor Capital.
- ▶ Successfully raised A\$3.0M via a placement at A\$0.08 per share.
- ▶ Eligible shareholders will be offered a Share Purchase Plan at the same price of the placement (capped at A\$1M).
- ▶ Total Funding package up to A\$10.4M which after paying down the existing Timelio facility (of A\$3.0M) will provide the Company with A\$7.4M of growth capital¹.
- ▶ Funding package provides a clear path towards operational cashflow breakeven and allows the Company to execute on its growth strategy, retire existing debt, while minimising dilution to existing shareholders.
- ▶ 4Q19 run rate revenue of US\$3.8m, an exit run rate of US\$15.2m equating to 48% growth in FY20.
- ▶ Company continues to deepen customer penetration with new business to drive revenue growth.
 - ▶ New designs at existing customer in sensors to generate revenue in FY20
 - ▶ Additional Tier 1 customer commitments for revenue in FY21 and beyond

Note 1: Assuming A\$1M is raised via the Share Purchase Plan



SENSERA – COMPANY SUMMARY

Capital Structure (post-transaction)¹

Share price	cps	0.096 ²
Shares on Issue	mil.	322.8 ³
Market Cap	A\$m	31.0
Net Debt / (Cash)	A\$m	(0.8)
Enterprise Value	A\$m	30.2

Note 1: AUD 1.48/USD
Note 2: Last Close Share Price
Note 3: Assumes A\$1m raised in Share Purchase Plan

Board & Senior Management

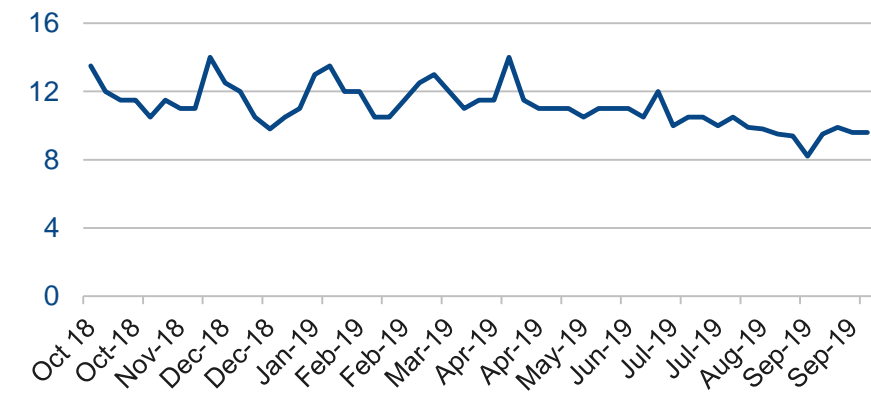
Allan Brackin	Non-Exec Chairman
Matthew Morgan	Non-Exec Director
Camillo Martino	Non-Exec Director
George Lauro	Non-Exec Director
Jonathan Tooth	Non-Exec Director
Ralph Schmitt	Managing Director & CEO
Dave Garrison	CFO

Top Shareholders

Shares (m) % Shares

Triton Systems	11.7	4.3%
Newburyport Capital	10.0	3.7%
Maple Management	9.7	3.6%
Top 20 Shareholders	120.0	44.0%

Share price chart (cps)



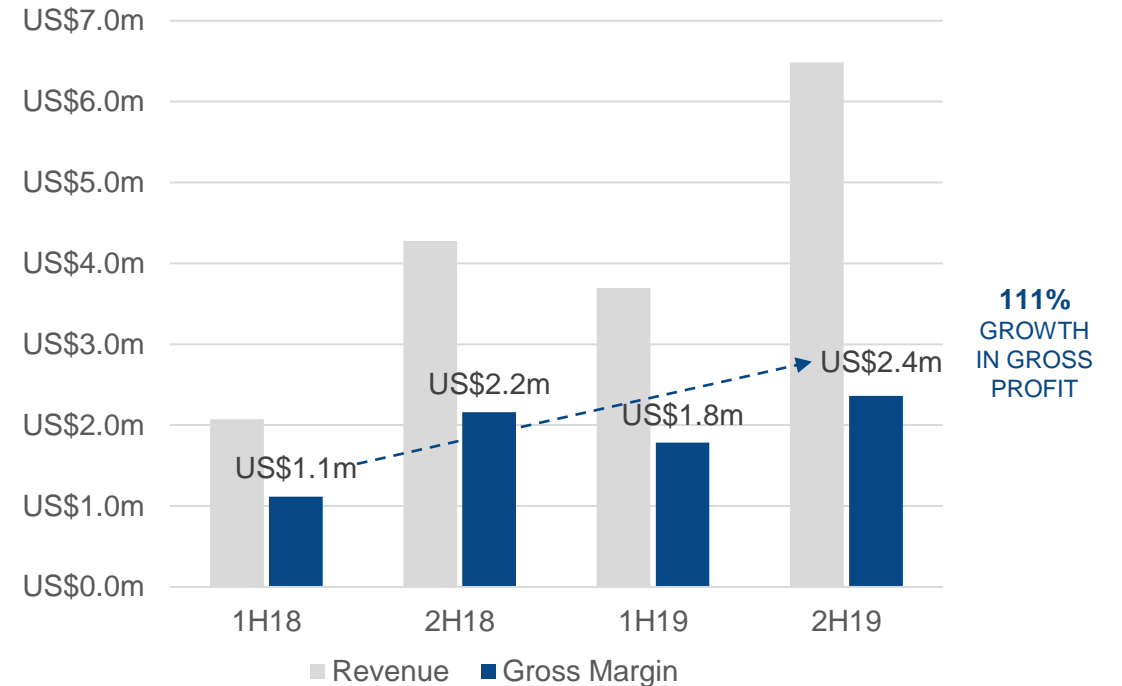
SENSERA - TWO IOT BUSINESS UNITS WITH SYNERGIES

► 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 wireless network to provide more value and differentiation to end solution



FUNDING TO DRIVE CASHFLOW BREAKEVEN

Funding package provides a clear path towards operational cashflow breakeven and allows the Company to execute on its growth strategy, pay down existing financing, while minimising dilution to existing shareholders.

- ▶ Sensera has executed a binding term sheet for a A\$6.4m debt facility from PURE Asset Management and Altor Capital.
- ▶ In conjunction with the debt facility, the company has successfully raised A\$3.0m via a placement at A\$0.08 per share, lead by a cornerstone investment by Altor Capital.
- ▶ Provides Sensera with forward funding as more customers transition from pilot programs to commercial production to reach operational cashflow breakeven.
- ▶ The funding package mix provides minimal dilution to existing shareholders.
- ▶ The use of proceeds provides capital to execute on the company's growth strategy as well as retire the existing Timelio facility.

Indicative Timetable (Subject to Change)	
Trading Halt	Monday, 30 September 2019
Record Date for SPP	7pm AEST, Tuesday, 1 October 2019
Announcement and Resume of Trading	Wednesday, 2 October 2019
Settlement / Allotment of Placement Shares	Monday, 7 October 2019
SPP Offer Opens	Monday, 7 October 2019
SPP Closing Date	Monday, 21 October 2019
SPP Allotment	Friday, 25 October 2019
Commencement of Trading of New Shares on ASX	Monday, 28 October 2019

Use of Funds ^{1,2}	
Pay down of existing Timelio financing	A\$3.0 million
Working Capital	A\$7.4 million
Total	A\$10.4 million

Note 1. Exchange Rate: AUD 1.48/USD

Note 2: Proceeds from the Offer assume a further A\$1.0m is raised via the Share Purchase Plan

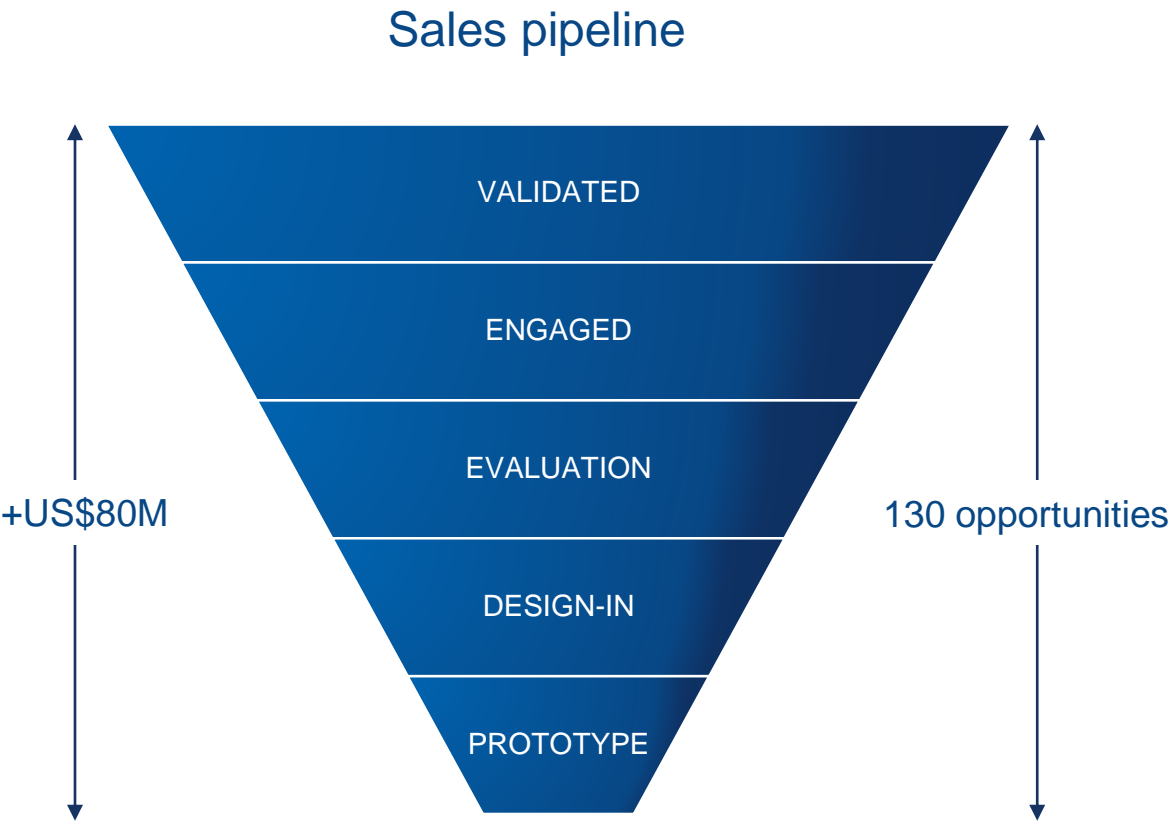
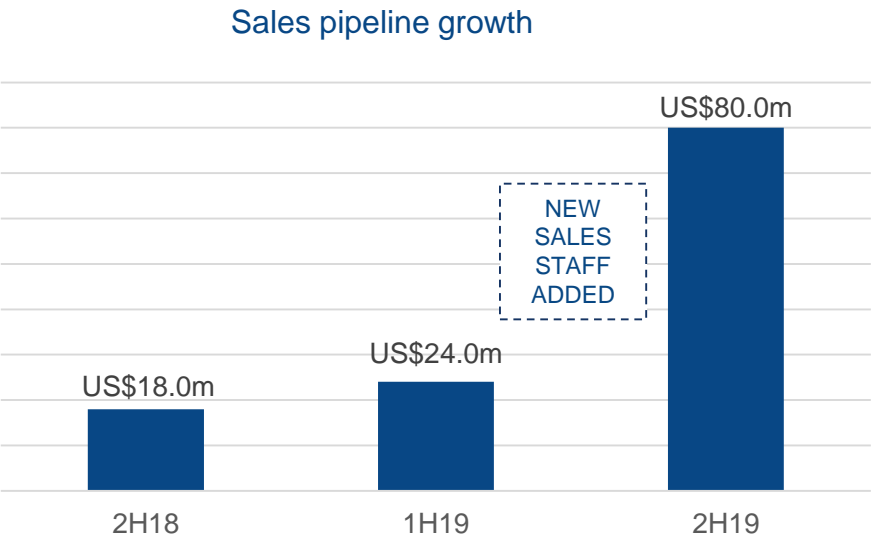
FUNDING PACKAGE - OVERVIEW

- Sensera has successfully raised A\$9.4 million through a combination of debt and equity and will look to raise a further A\$1.0m through a Share Purchase Plan.

Debt Facility <i>(A\$6.4m)</i>	<ul style="list-style-type: none">• A\$6.4m debt facility secured from PURE Asset Management and Altor Capital• 4 year maturity• 11.75% p.a interest rate, payable quarterly• 35,555,556 detached warrants with a 4 year expiry to be issued at an exercise price at the lower of<ul style="list-style-type: none">a) \$0.18 or;b) <i>TERP of any future capital raise to increase shares on issue by more than 15%</i>• First ranking general security interest over the assets of the Company• Standard covenants relating to minimum cash balance and minimum gross profit
Placement <i>(A\$3.0m)</i>	<ul style="list-style-type: none">• Successful A\$3.0m Placement to sophisticated and professional investors (cornerstone investment by Altor Capital)• Issue price of \$0.08 represents a:<ul style="list-style-type: none">• 12.9% discount to the 5-day VWAP• 11.1% discount to the 10-day VWAP• 16.7% discount to the last close price• Altor Capital and Morgans Corporate are Joint Lead Managers to the placement
Share Purchase Plan <i>(A\$1.0m)</i>	<ul style="list-style-type: none">• Up to A\$1.0m Share Purchase Plan ("SPP") allowing eligible shareholders (as at the record date) the opportunity to purchase new shares up to a maximum of \$30,000 at the same price of the placement (\$0.08 per share)• SPP offer booklet containing further details on the SPP offer will be sent to eligible shareholders in due course• The SPP is capped at A\$1.0m and maybe subject to scale back at the discretion of the Directors and is not underwritten

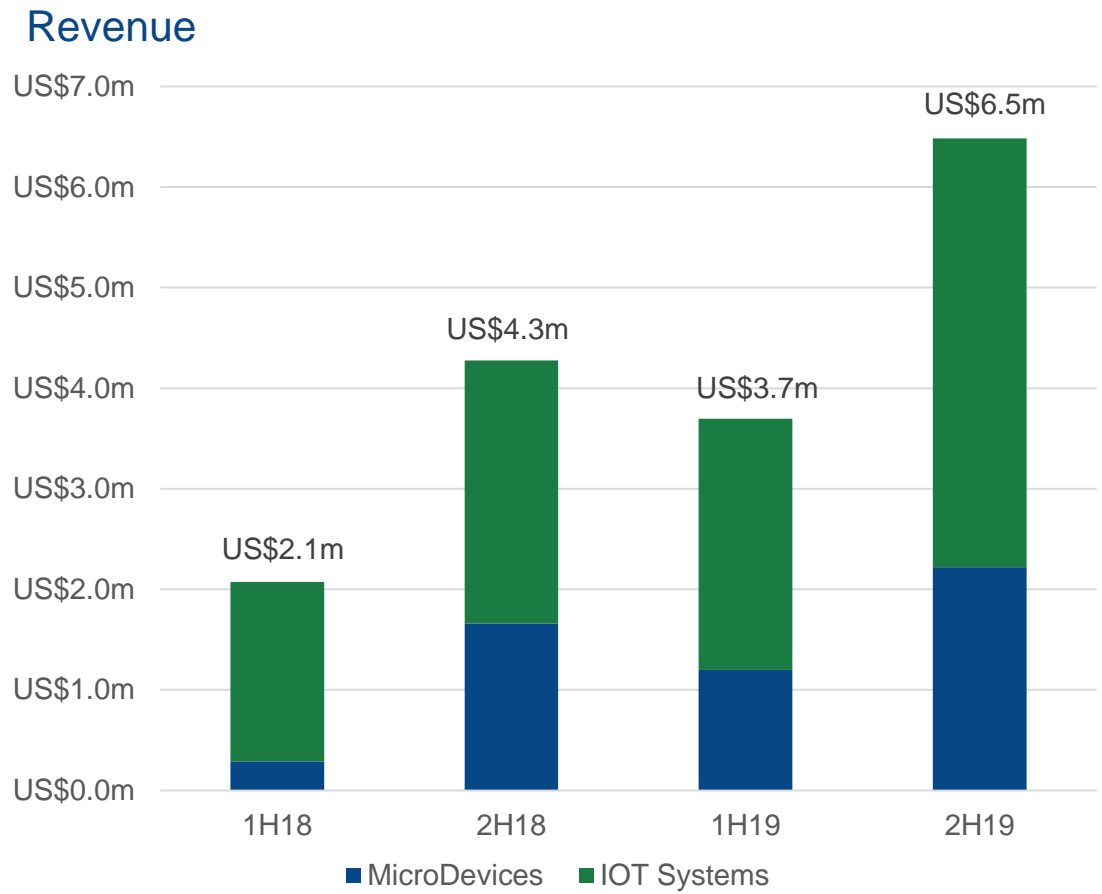
RAPIDLY EXPANDING PIPELINE

- ▶ Sales pipeline has grown from US\$18M to US\$80M+ in the last 24 months.
- ▶ We are now working with 54 customers many of whom are at the early stage of their product commercialisation.
- ▶ Our sales pipe is expanding very rapidly as we bring new products to market and knowledge of our capabilities proliferates



Sales Pipeline

DIVISIONAL REVENUE GROWTH



- ▶ In FY19, we reported 60% organic sales revenue growth to US\$10.2m.
- ▶ 4Q19 run rate revenue of US\$3.8m, an exit run rate of US\$15.2m equating to 48% growth in FY20
- ▶ FY20 will see improving economics of scale and a move towards consistent profitability
- ▶ Multiple newly committed Tier 1 customers going into FY20



SENSERA HEADING INTO FY20

▶ **SIGNIFICANT REVENUE GROWTH SUPPORTING IMPROVED FINANCIALS**

- ▶ FY19 60% growth - FY18 US\$6.35M to FY19 US\$10.2M – Continued in FY20
- ▶ Secured designs and contracts in place to support growth
- ▶ Operating expenditure reduction with gross margin enhancement for FY20

▶ **HIGH GROWTH MULTIBILLION \$ UNDERPENETRATED MARKETS**

- ▶ Proven adoption in multiple markets - MedTech, Livestock Health and Mining
- ▶ Low technology risk and deployed sales resources building a large pipeline

▶ **TECHNOLOGY LEADERSHIP IN THE IOT SOLUTION VERTICAL**

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

▶ **OPPORTUNITY TO ENHANCE SHAREHOLDER VALUE**

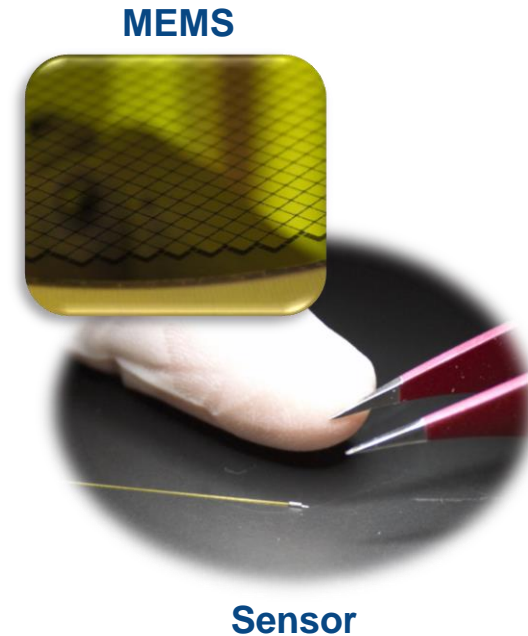
- ▶ IoT wireless platform with analytical capability for operation and asset management
- ▶ Move from product sale model (Capex) to solution service model (Opex)

▶ **FULLY FUNDED**

- ▶ The Company will be fully funded to invest in growth and reach profitability

MICRODEVICES - MEMS STRUCTURES TO FULL SENSORS

- ▶ The Microdevices business sells MEMS* to companies in the fields of medtech, smart devices and automotive. The total addressable market today is estimated at US\$1 billion and is growing with an annual growth rate of 9% per annum (*Source: Instat*)
- ▶ Sensera sells customised products to third parties to provide unique sensor readings within their end products. Expertise in light sensing and microfluidics.
- ▶ Sales across this division grew 76% in FY19.



**Micro Electronic Mechanical Systems: Systems that combine mechanical and electrical components and are fabricated using semiconductor fabrication techniques. They range in length from one millimetre down to one micron, and capture physical data such as measuring temperature, air pressure, magnetic fields and radiation.*

IOT SOLUTIONS (NANOTRON) – COMPONENT TO COMPLETE SOLUTIONS SALES

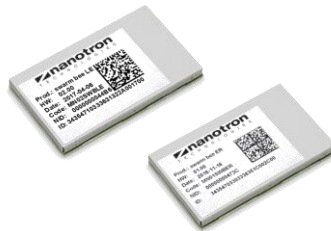
- ▶ Sensera can supply multiple components to embed into third party solutions, or turn-key solutions for clients to sell to their customer within their specialty field.
- ▶ Sales across this division grew 54% in FY19.
- ▶ By end of FY19 offering entire system solution with analytical software to drive deployed systems with recurring revenue.

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

GROWING WORLDWIDE CUSTOMER BASE

- ▶ Our products have wide utility and our technology has application supplying to multiple uncorrelated industries
- ▶ System Integration and OEM partners incorporate our technology into application and industry specific solutions
- ▶ 1.2 million location awareness devices deployed globally



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