

# REMSense TECHNOLOGIES LIMITED

---

Investor Update

16 December 2021

Building the Industrial Metaverse

# DISCLAIMER

The material in this presentation has been prepared by RemSense Technologies Limited ("Company").

This presentation may not be reproduced, redistributed, or passed on, directly or indirectly, to any other person, or published, in whole or in part, for any purpose without prior written approval of the Company. The material contained in this presentation is for information purposes only. This presentation is not an offer or invitation for subscription or purchase of, or a recommendation in relation to, securities in the Company and neither this presentation nor anything contained in it shall form the basis of any contract or commitment. Any offering of any of the Company's securities to Australian persons will be subject to Australian securities laws. The distribution of this document in jurisdictions outside of Australia may be restricted by law, and persons into whose possession this document comes should inform themselves about, and observe, all such restrictions.

This presentation is not financial product or investment advice. It does not take into account the investment objectives, financial situation and particular needs of any investor. Before making an investment in the Company, an investor or prospective investor should consider whether such an investment is appropriate to their particular investment needs, objectives and financial circumstances, seek legal and taxation advice as appropriate and consult a financial adviser if necessary.

This presentation may contain forward-looking statements that are subject to risk factors associated with the business. Forward looking statements include those containing such words as "anticipate", "estimates", "forecasts", "should", "could", "may", "intends", "will", "expects", "plans" or similar expressions. 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. It is believed that the expectations reflected in these statements are reasonable, but they may be affected by a range of variables and changes in underlying assumptions which could cause actual results or trends to differ materially. The Company does not make any representation or warranty as to the accuracy of such statements or assumptions.

This presentation has been prepared by the Company based on information currently available to it. No representation or warranty, express or implied, is made as to the fairness, accuracy, completeness or correctness of the information, opinions and conclusions contained in this presentation. To the maximum extent permitted by law, none of the Company or its subsidiaries or affiliates or the directors, employees, agents, representatives or advisers of any such party, nor any other person accepts any liability for any loss arising from the use of this presentation or its contents or otherwise arising in connection with it, including without limitation, any liability arising from fault or negligence on the part of the Company or its subsidiaries or affiliates or the directors, employees, agents, representatives or advisers of any such party.

# WHO WE ARE

At RemSense, we have always had the ability to see what others can't

We apply many new and emerging technologies including Digital Twins, Internet of Things (IoT), aerial (drone) and terrestrial data capture and analytics. Our business units operate across all these new and emerging technologies providing engineered solutions in a rapidly growing market space.

Business Units
Engineering and Innovation
Provision of engineering services to solve unique problems and develop new technology to improve productivity and reduce risks.
Data Capture and Insights
Provision of data and analytics derived from both aerial and terrestrial based scanning and imaging to make better informed decisions.
Virtual Plant
A productive and scalable photographic digital twin environment.

2018	<ul style="list-style-type: none"><li>• Merged and pivoted two businesses to provide engineering and technology solutions.</li><li>• Commenced technology development projects for Woodside</li></ul>
2019	<ul style="list-style-type: none"><li>• Rebranded in 2019 as RemSense to better reflect the broader activities and technology focus of the business.</li></ul>
2020	<ul style="list-style-type: none"><li>• Awarded multiyear technology and engineering services contract by Woodside.</li><li>• Commenced commercialisation of Virtual Plant, a product of technology development for Woodside.</li></ul>
2021	<ul style="list-style-type: none"><li>• End FY 21 revenue circa \$4.6M</li></ul>
2021	<ul style="list-style-type: none"><li>• Listed on ASX 2 Nov</li></ul>

# ACHIEVEMENTS SINCE LISTING

We are totally focused on delivering the plan

Productive and highly encouraging 6 weeks

OBJECTIVE	PROGRESS
Onboard senior management team	Complete <ul style="list-style-type: none"><li>• COO Darren Shanahan</li><li>• CDO Anthony Roe</li></ul>
Develop sales plan and channels	In Progress <ul style="list-style-type: none"><li>• Overall plan in place</li><li>• Developing partner relationships</li><li>• Leveraging Matterport partnership</li></ul>
Direct Sales	Progressing well <ul style="list-style-type: none"><li>• Currently offshore at Chevron Wheatstone via previously announced AGC contract.</li><li>• Multiple opportunities being explored across market sectors.</li></ul>



# METaverse? – Yes we are

## Two differing Metaverse environments

- Crafted Environments
  - Fantasy worlds for entertainment, social interaction, experiences
- Real Environments
  - Digitised real world for commercial application

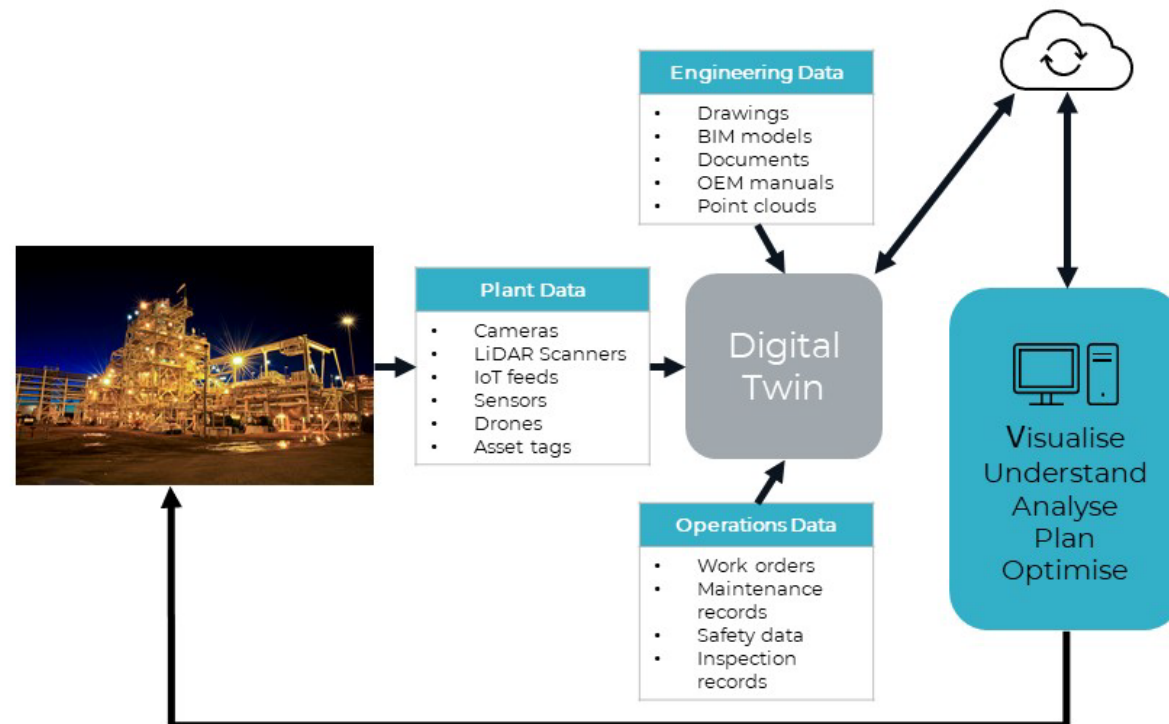
## RemSense is developing a real world environment

- The real world environment requires scanning and digitisation
- Our focus is on industrial applications
  - Well placed
    - Experienced team with industrial background working with tier 1 clients to get it right
- Virtual Plant blends information with a high resolution photographic fabric
- Integrating analytics into the environment
- Building in applications as prime third party Metaverse engines are matured

# VIRTUAL PLANT - DIGITAL TWIN

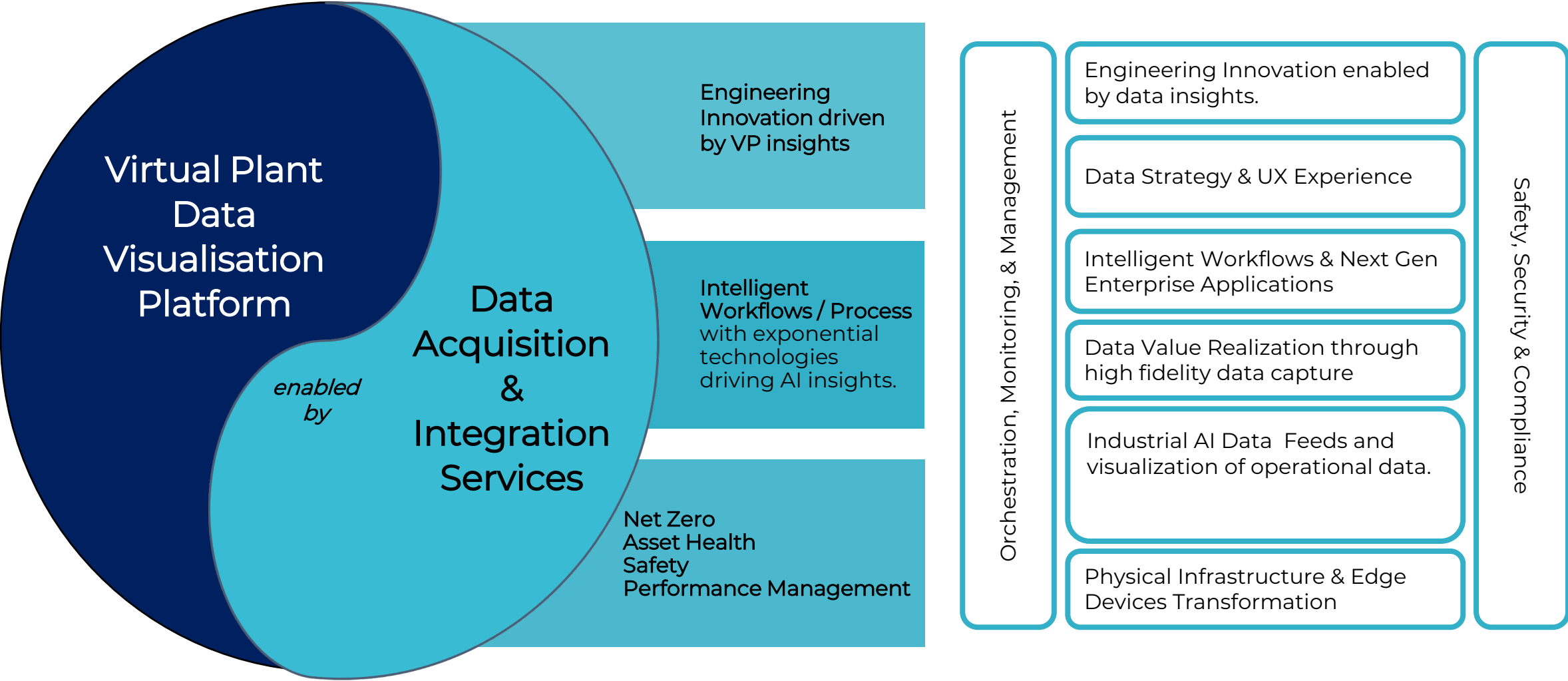
Digital Twins are a virtual replica of an asset, which enables an operator to derive actionable insights on both the performance and health of that asset.

A Digital Twin bridges the gap between the physical and virtual world. The scope of a Digital Twin can encompass all aspects, components, and subcomponents of a facility.



Virtual Plant  
forms the basis  
of the Industrial  
Metaverse

# REMSENSE - METAVERSE







A productive and scalable photographic environment that addresses the keys to successfully deploying a companywide digital twin solution.



**VIRTUAL PLANT**

VISUALISE YOUR ASSETS  
ANY DEVICE. ANY TIME  
ANYWHERE IN THE WORLD



# VIRTUAL PLANT

Enabling information from a distributed asset network to be centrally available to all users

Conceived in 2019 to provide a solution to Woodside Energy Limited who wanted to enable asset knowledge and visibility anywhere, any time and from any device for all its employees and contractors.

RemSense has since significantly invested further in developing Virtual Plant and is now preparing to make this solution available to all asset and facility operators across the resources and infrastructure sectors.

Virtual Plant is a high-resolution visual digital twin environment built from a series of photographic images that captures existing conditions accurately and allows for a close 'zoomed in' view, whilst navigating around the facility.





# COMMON INTERFACE

## Interface with existing data and systems

Virtual Plant enables clients to access data more easily in a visual environment and without substantial replacement or reinvestment in existing asset management systems.

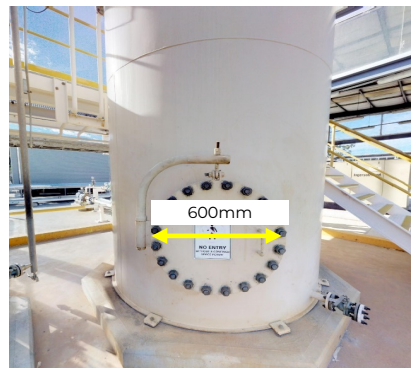
With Virtual Plant automatically identifying assets through their ID number, a common identifier is available that enables a link to be established with other systems.

RemSense is currently establishing relationships with major suppliers of asset management and maintenance software to enable data held by clients on their systems to be available in Virtual Plant.

Virtual Plant adds more value and usability by pulling together disparate and sometimes siloed data.



Display Information  
Download manuals, records and videos



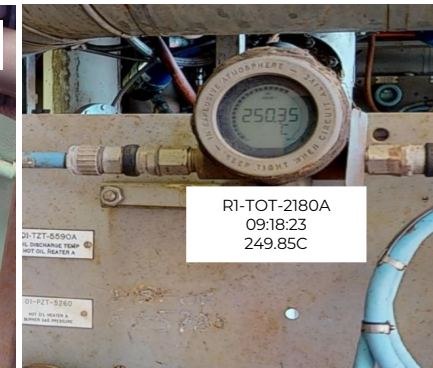
Measure  
Anywhere within Virtual Plant



View Live Video Feed  
View live video or thermal cameras



Compare Time Based Scans  
Track plant condition and plan detailed inspection activities



Access Live Plant Data  
View live data from any sensor or hub with an IP interface



Provide Safety Information  
Overlay safety information including incident statistics

# PARTNER PROGRAMS

## Skin on existing asset management systems

Our focus to date has been to ensure compatibility enabling our future clients to access data from their current asset management systems. We see the opportunity for Virtual Plant to become a visualisation and user interface for many existing systems and offered as an option to their clients.

Partner and Ecosphere programs provide access to addressable markets as approved technology partners with mutual benefits.

RemSense is currently pursuing global partner agreements.

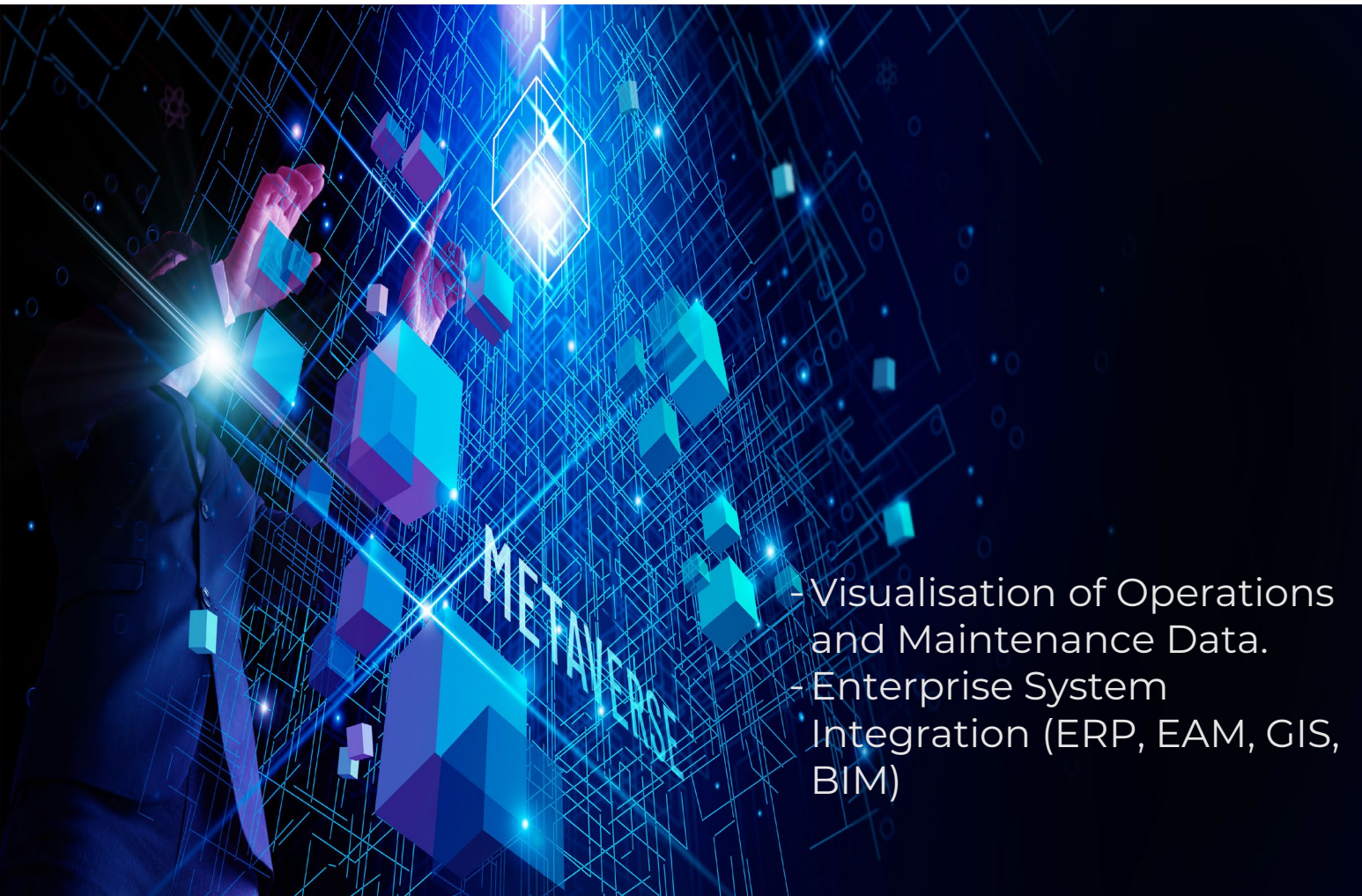
RemSense Has Signed First  
Commercial Partnership Agreement  
with US Based Visualisation Company  
Matterport

NASDAQ MTTR (USD6B m cap)





# PARTNER CHANNELS



- Visualisation of Operations and Maintenance Data.
- Enterprise System Integration (ERP, EAM, GIS, BIM)

Sell With  
Partners



Sell Through  
Partners

Technology  
Partners



In Progress

# COMMERCIAL MODEL – Virtual Plant

## Three revenue streams

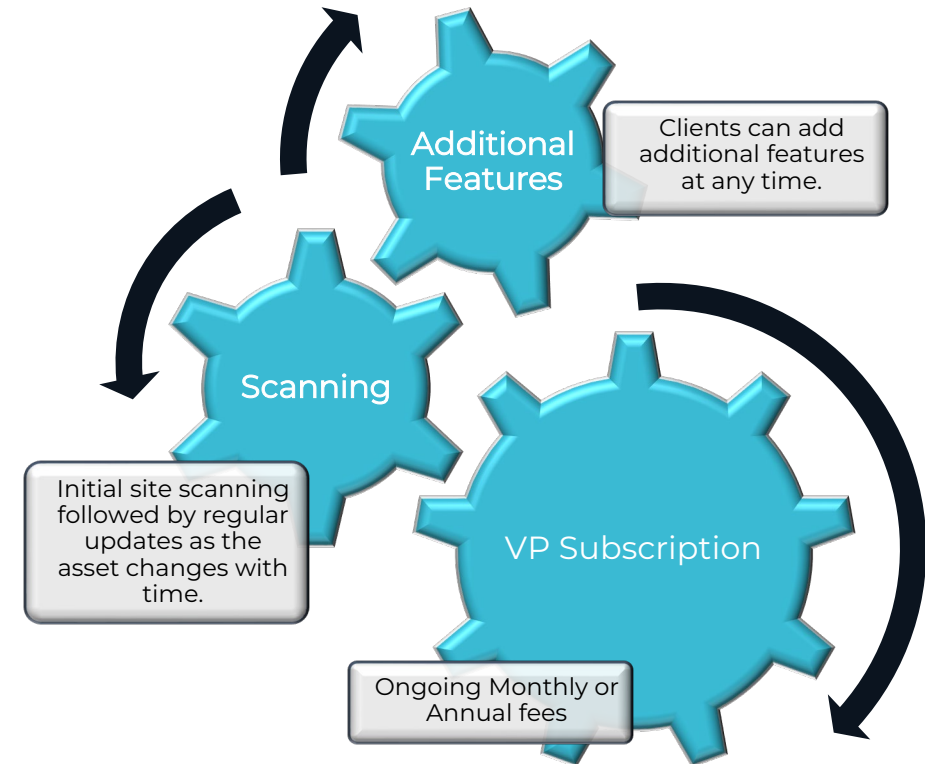
Our history with one Virtual Plant customer has shown that often a simple use case can deliver savings that are a multiple of the customer's Virtual Plant costs.

The commercial model is an upfront fee for setting up Virtual Plant including scanning, with asset recognition and other value adding services being offered for additional fees.

After which an ongoing subscription fee is paid per month for the provision of the Virtual Plant software system, general support, security, and hosting.

Additionally, new client specific technical solutions to be adapted into Virtual Plant and integration with existing or new client management systems would be charged dependant on the scope.

Our plan is for Virtual Plant to be a significant driver for growth in RemSense over coming years.

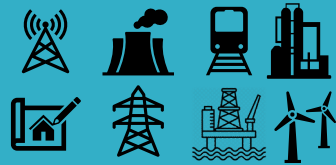




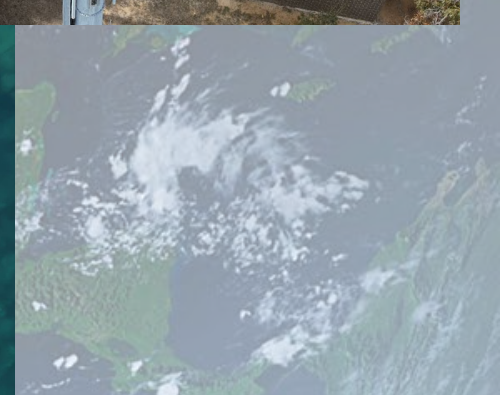
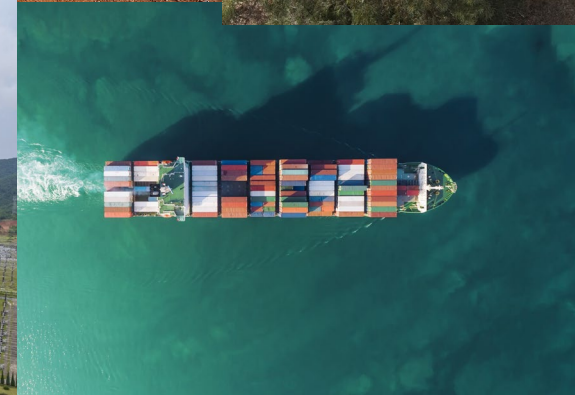
# GLOBAL RELEVANCE

Virtual Plant has relevance for any industry sector and business that operates a distributed asset base

Cross Sector Opportunity



Assets and Infrastructure





# CONTACT



Steve Brown

(08) 6118 5610



[steve.brown@remsense.com.au](mailto:steve.brown@remsense.com.au)



[www.remsense.com.au](http://www.remsense.com.au)

