RemSense

WE CREATE SOLUTIONS

RemSense Technologies Limited ASX: REM

Investor Update

April 2022

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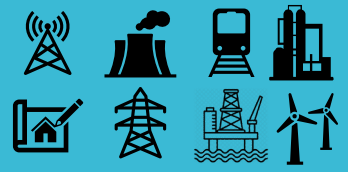
Executive Summary

Building Foundations - Solid Progress

- Refined go to market strategy shifting initial emphasis from direct sales to blend of direct and strategic partner channels with leading global asset management solution providers.
- Accelerating transition of virtualplant to a full enterprise grade solution with additional capabilities as identified by targeted partners and clients to optimise opportunities.
- Ensuring market opportunities are maximised.

Cross Sector Opportunity



Assets and Infrastructure

Global Opportunity

ESG Opportunity

Assists Carbon Reduction/Offset
Reduces travel
Better informed decisions lead to waste reduction
Better planning reduces timescales
Empowers flexible working

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Key Agreements signed with Global Partners

- IBM agreements signed to: -
  - allow RemSense to further develop virtualplant as a digital twin user interface for their market leading Maximo Enterprise Asset Management (EAM) package.
  - license RemSense to use IBM's data and visual analytics products within virtualplant
  - promote joint marketing and cross selling of the combined solutions with first joint targets identified.

- SAP agreement signed to: -
  - Develop as part of the SAP Ecosystems, integrations that enable SAP and their clients to utilise virtualplant as a navigation tool for SAP v4 Hanna enterprise resource planning (ERP) and EAM systems.
  - enable RemSense to gain certification for the SAP integration to technically validate the visualisation user interface.

IBM and SAP
Dominate the global EAM market with approx 40% market share

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Foundations Strengthened

- Developed SaaS business systems and documentation
  - transitioning first major customer to a SaaS environment with recuring revenues.
- AWS agreement signed
  - access AWS microservices, support and their Global Marketplace sales channel.
  - ensure full compatibility with Matterport development architecture.
- Finalised comprehensive software development plan for virtualplant
  - released v1.5 virtual plant as the first AWS enterprise release.
- Established collaboration agreement with Integrated IP
  - to increase participation in the early-stage development of technically engaging concepts requiring RemSense engineering and innovation expertise.
- Strengthened relationship with Matterport
  - further integration with Matterport environment enabling enterprise grade access.
  - promoted as a leading industrial solution on Matterport Marketplace sales channel.
- Completed first Chevron site
  - integrated virtualplant scans into Kongsberg's Kognitwin Energy platform.
  - submitted proposals for further sites.
- QTEQ – signed memorandum of understanding
  - to develop first reseller agreement targeting coal seam gas and utilities customers in Queensland.

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RemSense Overview

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Digital Technology Company Building the Industrial Metaverse one **virtualplant** at a time

OUR PEOPLE
Circa 35 employees. Growing rapidly in 2022, with a focus on product development and support.

LOCATIONS
Based in Perth, Western Australia.

GLOBAL REACH
Between our Australian based operations teams and global partners, we are able to deploy and support our products and services globally, on and off-shore.

ASX LISTED
Listed on the ASX in Nov 2021.

OUR CLIENTS
A broad range of clients from 'Asset Intensive Industries' including Oil & Gas , Minerals & Resources, Defence and Utilities.

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Industrial Metaverse

The metaverse can be defined as a simulated digital environment that uses augmented reality (AR), virtual reality (VR), and blockchain, along with concepts from social media, to create spaces for rich user interaction mimicking the real world.

RemSense is developing a real world environment focusing on asset intensive industrial applications.

- The real world environment requires scanning and digitisation.
- virtualplant is a visualisation platform for metadata across distributed asset networks available to all users with the organisation.
    - Blending information with a high resolution photographic fabric
    - Integrating analytics
    - Linking to existing client asset and operational systems.
    - Enabling collaborative decision making.

Well placed experienced team with industrial background working with tier 1 clients to get it right

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Business Units

virtualplant

A productive and scalable photogrammic digital twin that enables visual information from remote or distributed assets to be securely available to all users on existing hardware.

DATA CAPTURE & INSIGHTS

Data and analytics derived from both aerial and terrestrial scanning and imaging.

ENGINEERING & INNOVATION

Provision of engineering services to solve unique problems and development of new products.

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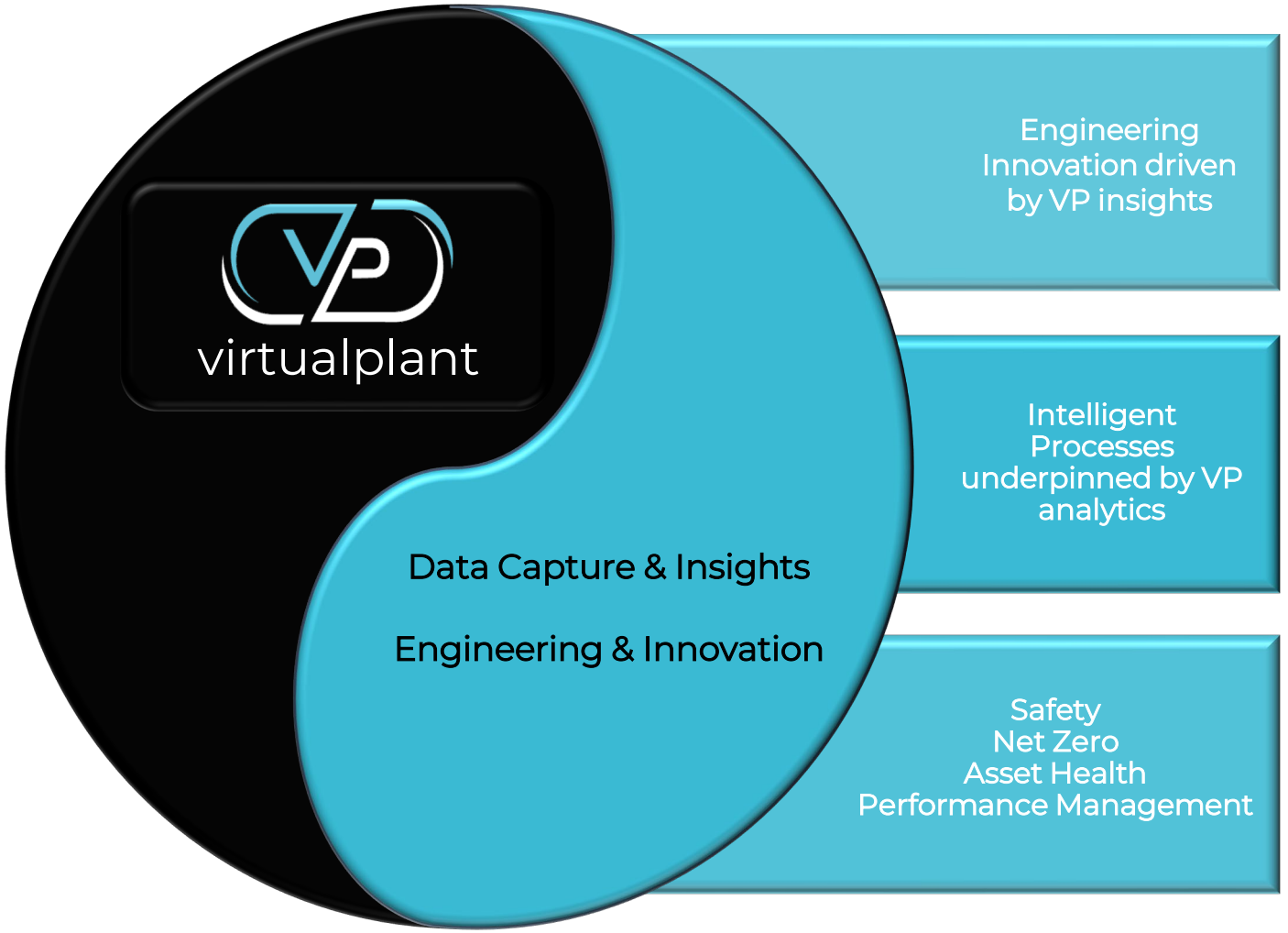
Business units integrate virtualplant solutions



Engineering Innovation driven by VP insights

Intelligent Processes underpinned by VP analytics

Safety
Net Zero
Asset Health
Performance Management

Orchestration, Monitoring, & Management

Engineering Innovation enabled by data insights.

Data Strategy & UX Experience

Intelligent Workflows & Next Gen Enterprise Applications

Data Value Realisation through high fidelity data capture

Industrial AI Data Feeds and visualisation of operational data

Data and visual analytics

Physical Infrastructure & Edge Devices Transformation

Safety, Security & Compliance

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virtualplant Overview

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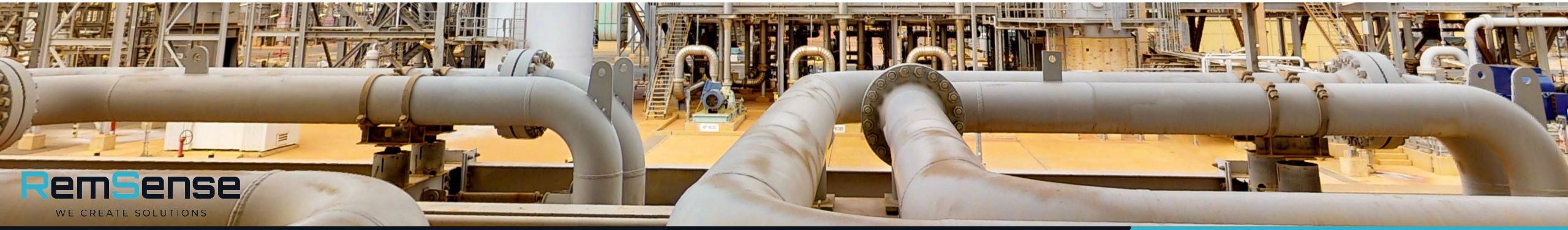
virtualplant

virtualplant provides a suite of digital applications and services within a photographic visualisation platform. It orchestrates metadata across distributed asset networks that is available in the cloud to all users, anytime, anywhere, on any device, within an organisation.

virtualplant addresses the keys to successfully deploying a companywide digital twin solution and may revolutionise how a company and their employees access, collaborate and interact with their globally distributed assets.



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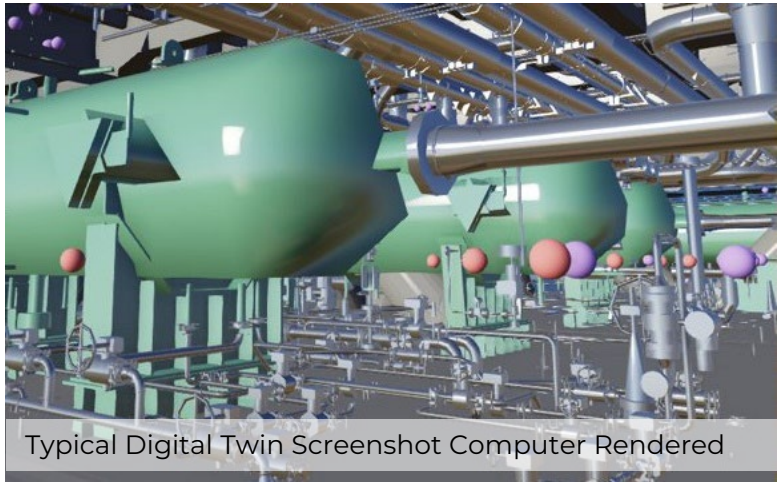
virtualplant

A platform to accelerate digital transformation & optimise operations

Simplifies how employees and contractors access, interact and collaborate with data across distributed assets

- Human-centric **navigation** tool, intuitive visual interface to exploit operational data and interfaced with existing Asset Management Systems.
- Delivers a high-resolution, photogrammic **digital twin in under 6 weeks to brown field and greenfield assets.**
- Captures existing “as-is” asset data in high fidelity and orchestrates dynamic data to provide operational insights and allows an **audit** of assets against the existing asset register.
- A catalyst for new ways of working and digital transformation, accelerating the use of technology.
- Enables knowledge transfer and provides operational insights anywhere, any time and from any device across the organisation.



Typical Digital Twin Screenshot Computer Rendered

virtalplant Photogrammic Screenshot

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Differentiated features

Driven by photographic scanning resolution and accuracy

- It is not a “typical” digital twin based on computer rendered graphics or LiDAR colourised point clouds.
- virtualplant is real and shows the true condition of assets and the working environment.
- High level of detail enabling automatic asset identification using nameplate data.
- Interfaces with existing asset management systems.

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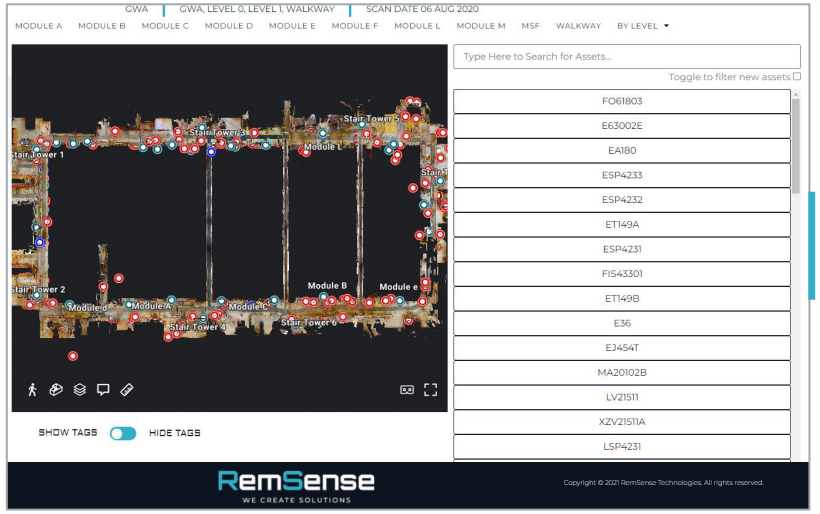
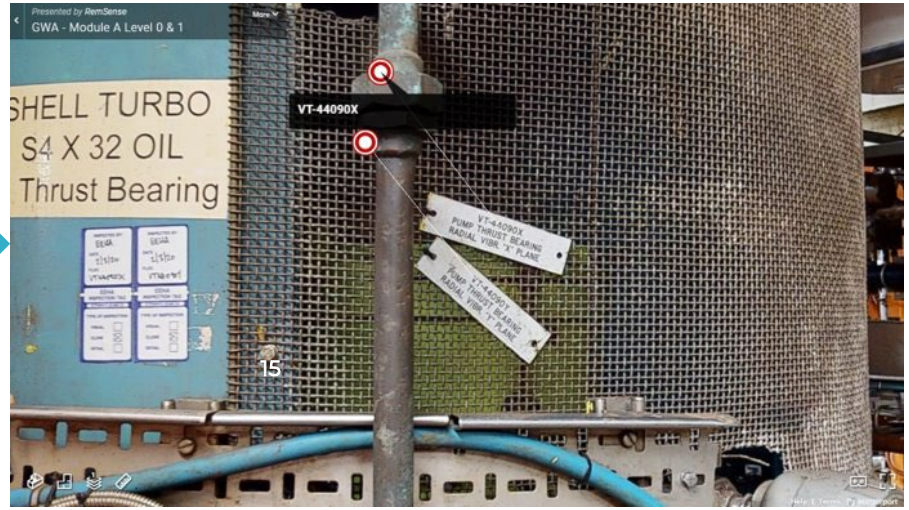
Asset audit & asset navigator

Automatic analysis of site imagery to increase productivity

- Automatic identification of asset components via Name Plate/Tag
- Create an asset baseline
- Identify assets that are not on the asset register
- Automatically generate digital tags for geolocation of components plotted on the 3-dimensional fabric of metaview
- Enabler for further use cases and integration with client systems



1-click to discovery



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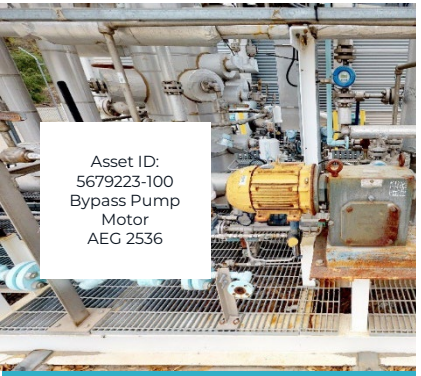
Common interface

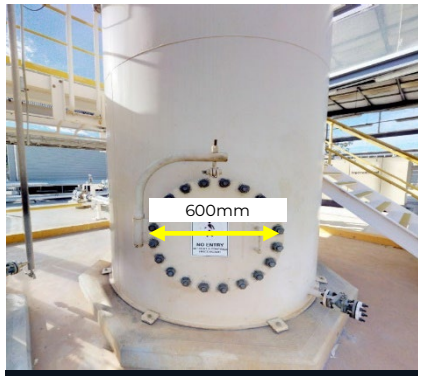
Interface with existing data and systems

- Identify assets geospatial location via asset ID tag
- Link to and access data in existing asset management systems in a visual environment
- Works with established suppliers of asset management and maintenance software

virtualplant adds value and improves usability by pulling together disparate and siloed data



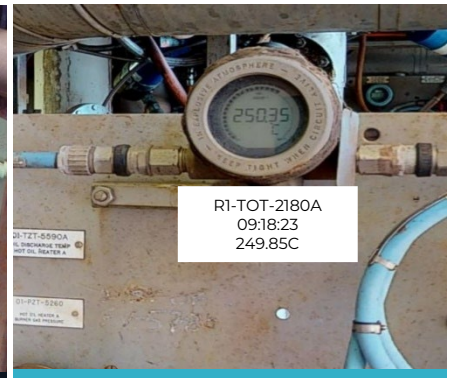
Display Information
Download manuals, records and videos



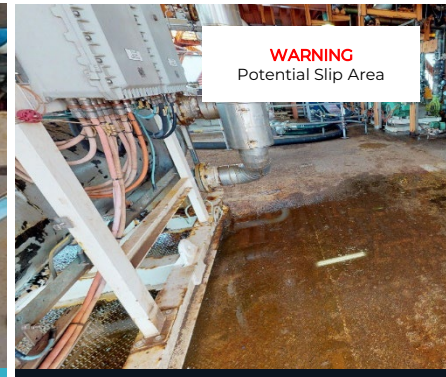
Measure
Anywhere within virtualplant

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

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Value Metrics – Use Cases

Improve productivity, safety and reduce engineering and operations budgets

- Asset Orientation and Familiarisation
  - Induction and training
  - Pre-preparation prior to deployment to site
  - Rapid navigation of assets in plant
- Safety
  - Plan safe working areas and access routes
  - Reduces the need for Travel to site and access to production areas
  - Improve risk Assessments and emergency response
  - Hazard and situational awareness
- Production, Engineering and Maintenance:
  - Search and Locate tool ensures identification of the correct asset prior to work commencing
  - Remotely capture unregistered maintainable assets
  - Optimisation of engineering / maintenance tasks
  - Turnaround schedule compression
  - Team alignment e.g. shift handovers
  - Provides context to the visibility of work areas pre activity to assess laydowns, access and service requirements.
  - Asset IoT data visualisation.
- Asset Integrity
  - Geospatially located assets
  - Asset Visualisation and Health
  - Asset monitoring for corrosion and defects
  - Improve asset audit times and capture unregistered maintainable assets
- Corporate
  - Contributes to meeting ESG objectives

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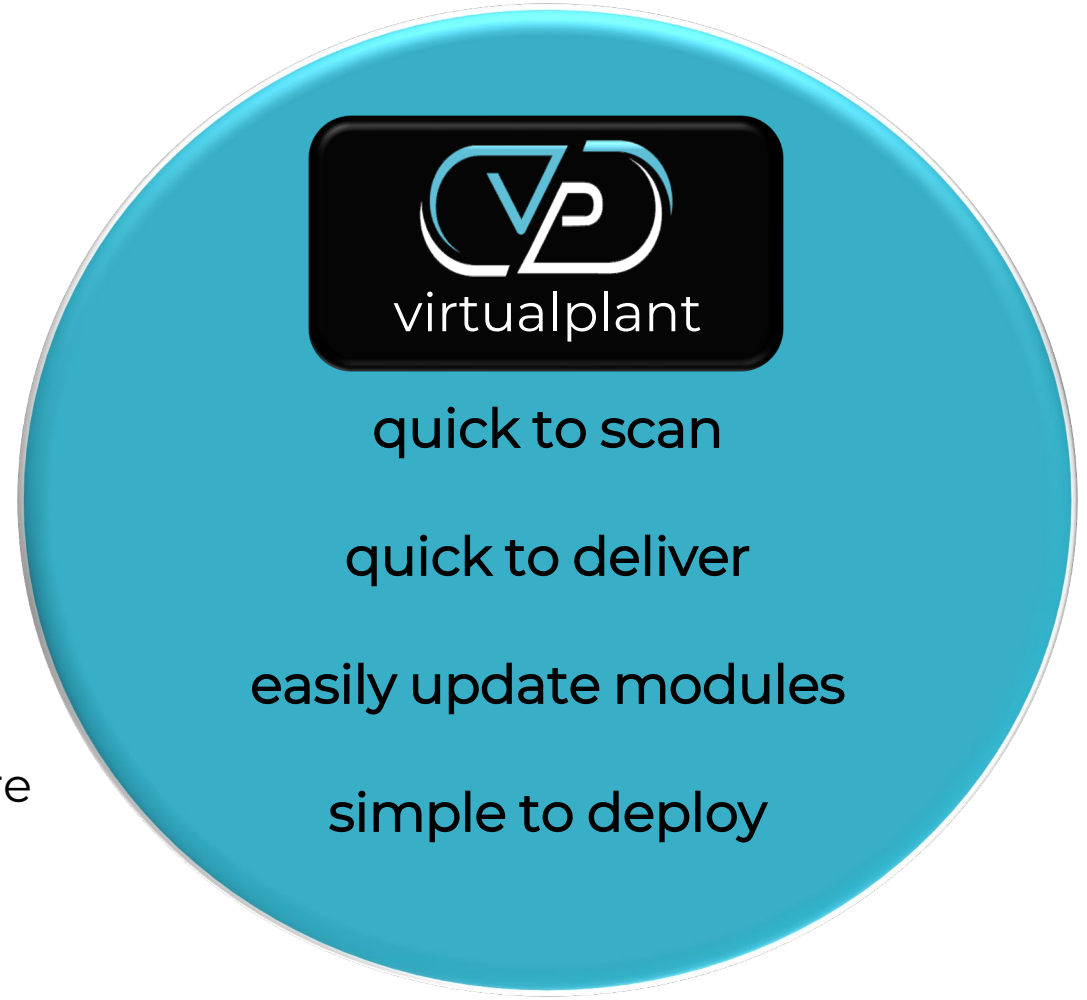
Speed to actionable insights and value

virtualplant metaview can be deployed on a typical site within six weeks

- Image capture optimised for speed without compromising quality or safety
- Incremental features can be added at any time
- Will operate on any secure internet capable device
- Integrates into customers intranet solutions
- No enhanced data networks or hardware required
- Intuitive to use with minimal/no training
- Often a simple use case can deliver savings that are multiples of the customer's virtualplant costs



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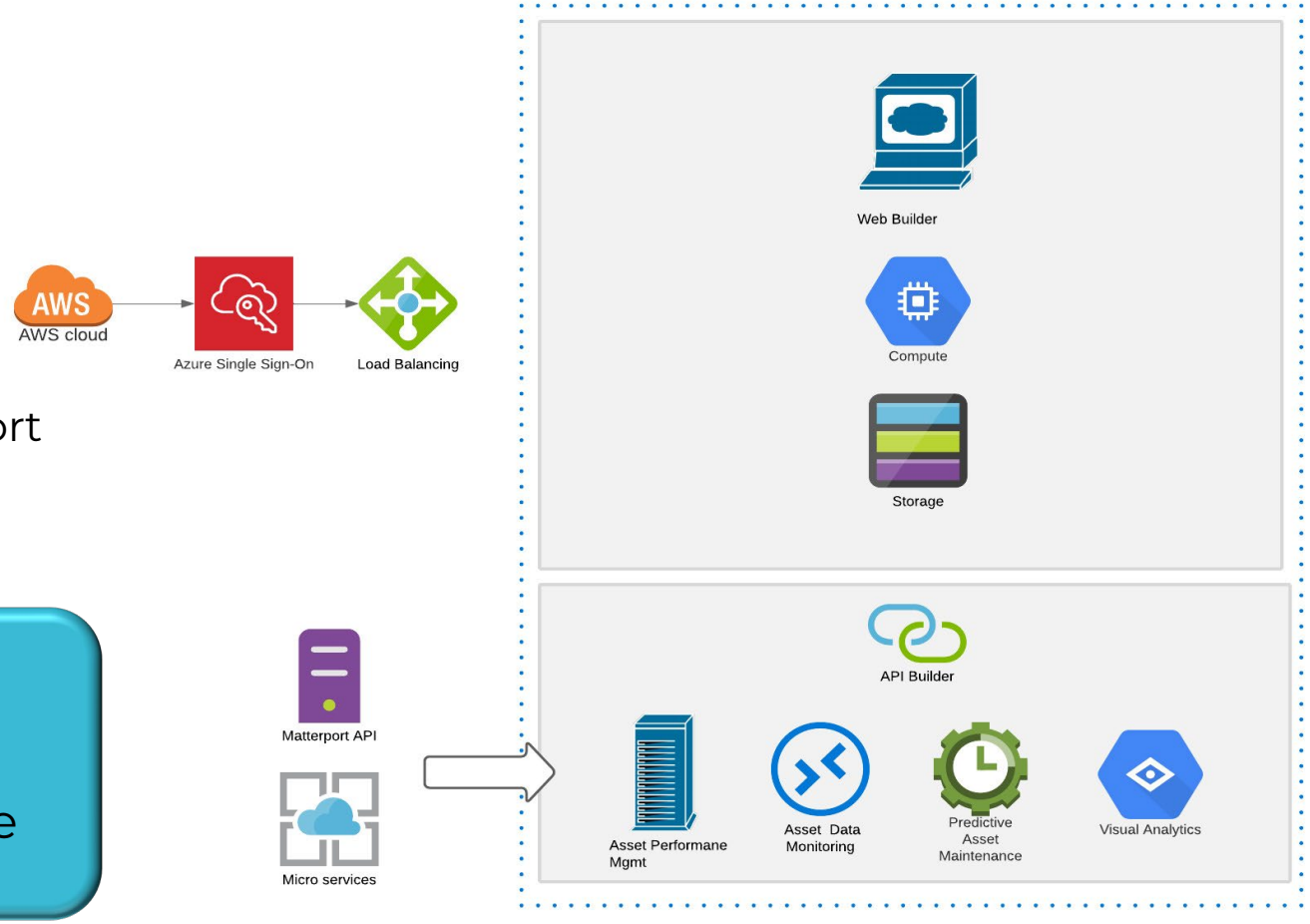
Development based on Amazon Web Services

Focus on operational excellence, security, reliability, performance efficiency, and cost optimization

- Move to a serverless, microservices architecture
- Scalable storage for application, code, and environment
- Implementation of Azure and AWS SSO security
- Ability to integrate into third-party applications.
- Support of an analytics platform
- Container orchestration with the flexibility to support web and native apps
- Rapid development pathway

AWS Partner
- Access to AWS microservices
- AWS development support
- Compatibility with Matterport architecture
- AWS Global Marketplace sales channel



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Development roadmap

	IPO	30 March 22	May 22	Aug 22	Sep 22	Dec 22
	virtualplant	AWS Enterprise	asset metaview asset auditor asset navigator	IBM Maximo	performance manager data monitor asset predictor visual analytics	SAP S4 Hanna
Status			Beta Testing			

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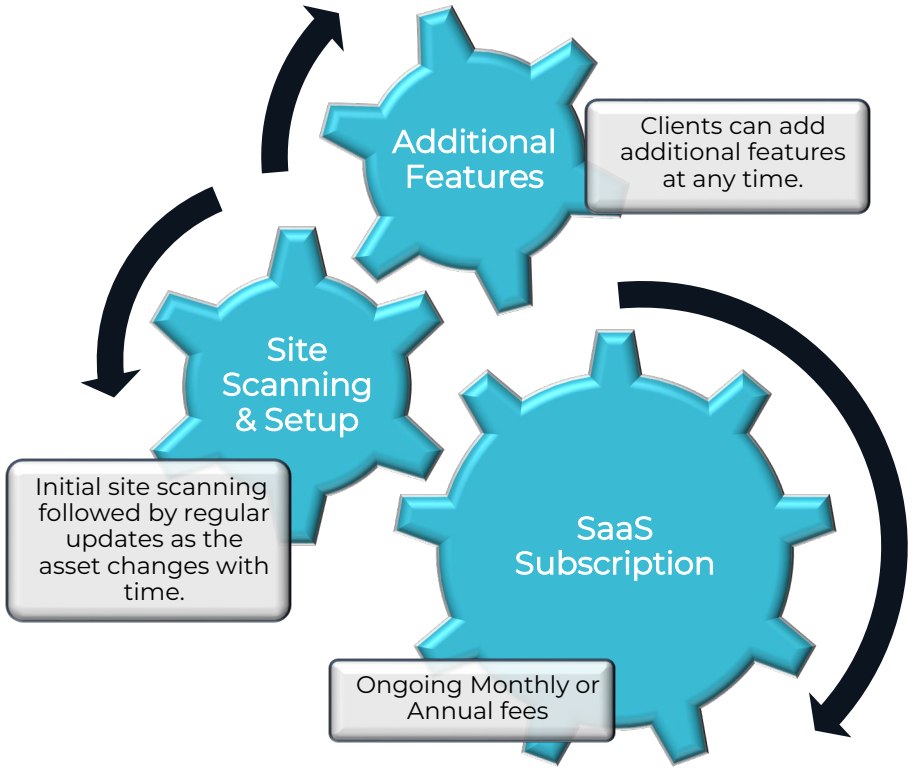
Commercial model

virtualplant metaview can be deployed on a typical site within six weeks

- The commercial model is an upfront fee for setting up virtualplant including site scanning, with asset recognition and other value adding services being offered for additional fees.
- After which an ongoing SaaS subscription fee is paid for the provision of the virtualplant software system, general support, security, and hosting.
- Additionally, new client specific technical solutions to be adapted into virtualplant and integration with existing or new client management systems would be charged dependant on the scope.



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Established Partner Channels

Progressing with partner channel development enabling global and cross sector opportunities.

Sell With Partners	Sell Through Partners	Technology Partners
Matterport	Matterport	Matterport
Business Partner IBM	aws partner network	aws partner network
SAP® Partner Open Ecosystem	Business Partner IBM	Business Partner IBM
	Qteq	
	MBS	

Engaging with further partners

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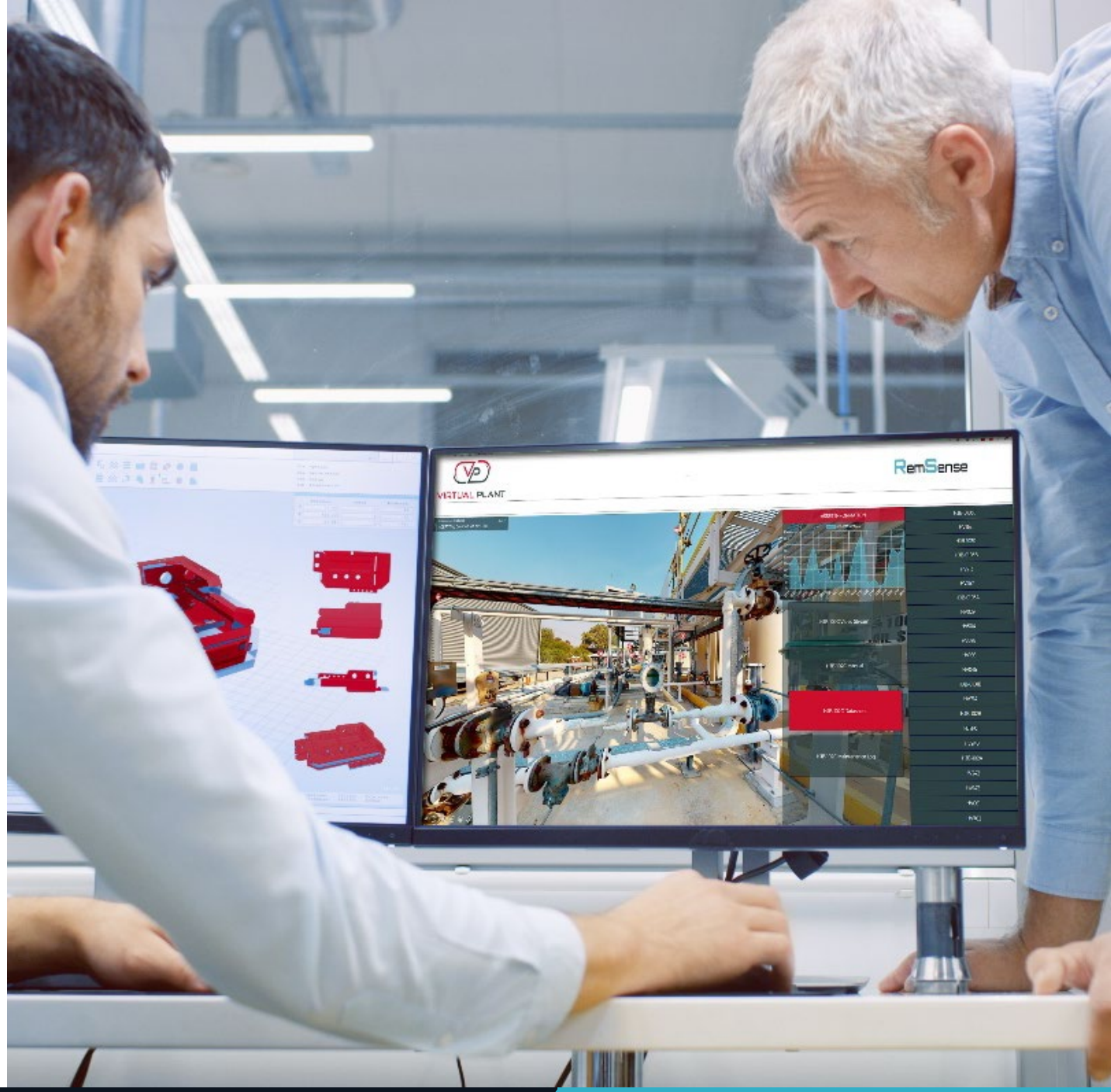

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