



WE CREATE SOLUTIONS

ASX ANNOUNCEMENT

11 May 2022

Investor Webinar Presentation

RemSense Technologies Limited (ASX: REM) is pleased to provide a copy of the presentation to be delivered at today's webinar.

RemSense is hosting a webinar to provide shareholders with an update on the Company's operations and ongoing strategy.

Managing Director Steve Brown and Chief Digital Officer Anthony Roe will give a short presentation with a Q&A session to follow.

Questions can be submitted during the webinar.

Anyone wishing to attend the webinar must register using the below link.

Webinar Details

Date and time: 9:00 AM AWST (11:00 AM AEDT) on Wednesday, 11 May 2022

Register via: <https://attendee.gotowebinar.com/register/1886710698747803918>

-ENDS-

This announcement has been approved for release by the Board of RemSense Technologies Limited.

For further information:

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About RemSense

RemSense Technologies Limited (ASX: REM). is a technology service provider based in Perth, Australia. It specializes in providing bespoke engineering and innovation, data capture and insights and Virtual Plant digital twin solutions across industrial, infrastructure and resource market sectors.

RemSense Technologies Limited ASX: REM

Investor Webinar Presentation

11 May 2022

Steve Brown
Managing Director and CEO

Anthony Roe
Chief Digital Officer

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Why invest in RemSense

RemSense is building virtualplant a unique real world digital twin environment focusing on asset intensive industrial applications.

- RemSense is building a credible and sustainable business by targeting strategic partners and engaging Tier 1 clients.
 - board and management are highly experienced, committed and invested with a core objective of long term capital growth.
 - positioned to benefit from significant growth in the Digital Twin market (USD 52bn by 2027) ⁽¹⁾.
- RemSense virtualplant: -
 - is proven technology.
 - virtualplant application covers multiple sectors and industries.
 - virtualplant is currently operational (live) with two major multi national clients.
- Generating traction: -
 - virtualplant compliments more 'traditional' Digital Twin systems and RemSense has established licensing and partner agreements with global Tier 1 technology companies.
 - RemSense has secured NDA's with additional multi national clients (work in progress).
 - finalised first multi-year SaaS agreement for virtualplant.
- Generating revenue
 - RemSense generated revenues of \$4.6m in 2021
 - growth since 'going live' in December 2021 saw revenue generation from virtualplant of \$400k, with current virtualplant pipeline anticipated to secure additional revenue. (\$2.5m virtualplant works under quotation since list).
 - partnership and licensing agreement revenue generation anticipated to impact bottom line commencing H2 2022.
 - cash Balance of circa \$3m, plus anticipated revenue from existing business, sufficient to meet short term operational needs.

RemSense Today

RemSense is developing virtualplant a unique real world digital twin environment focusing on asset intensive industrial applications.



Business Units

virtualplant

A productive and scalable photogrammetric 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

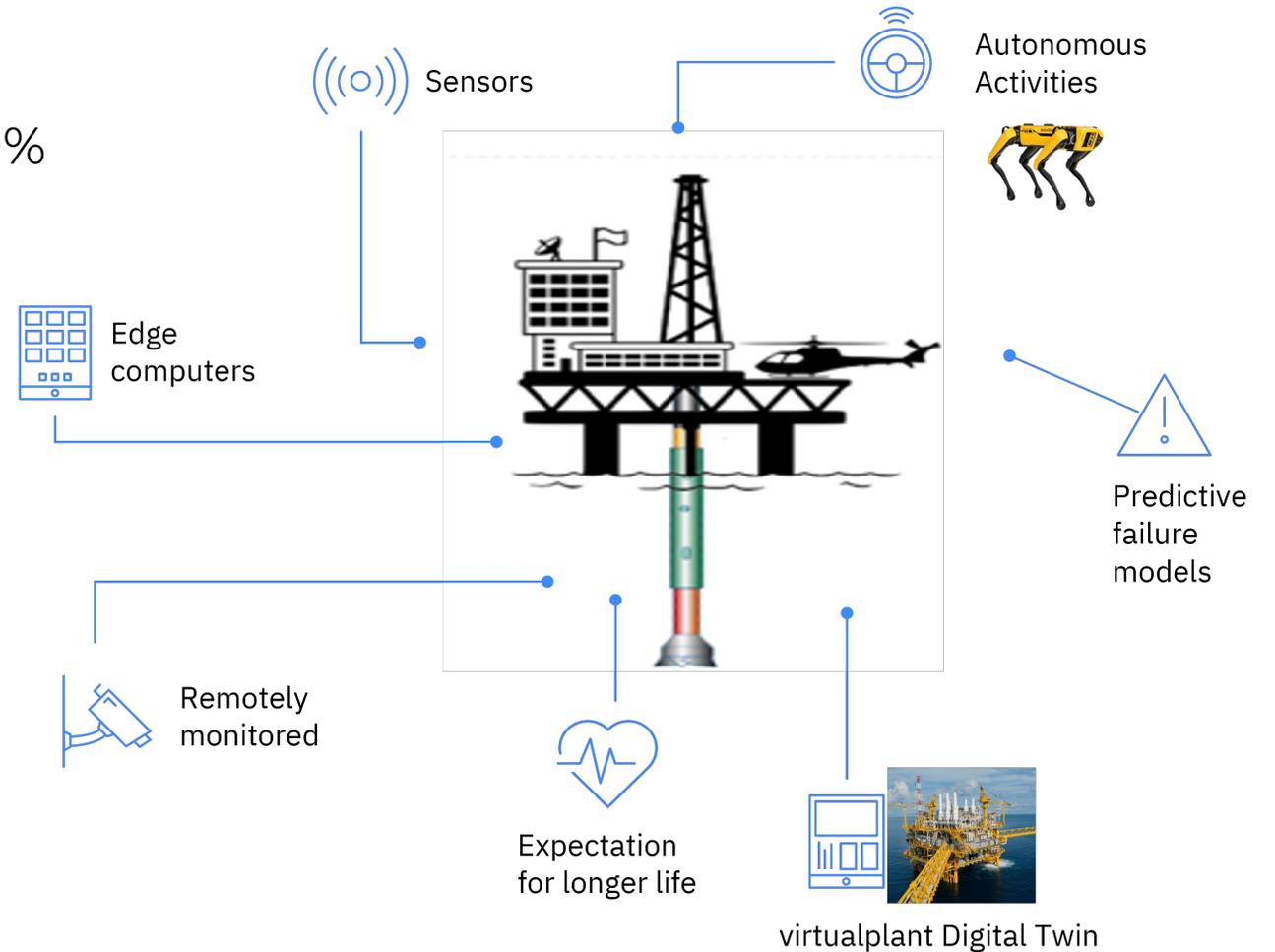
Provision of engineering services to solve unique problems and the development of new products.

virtualplant Overview

Equipment is changing & becoming more complex

- Industry is seeking significant value from digital transformation.
 - Reduced operational costs by 5%-50%
 - Increased up time & availability by 10%-20%
 - Expectations for longer asset life.

Visualisation and consumption of data insights is critical
virtualplant is a key enabler

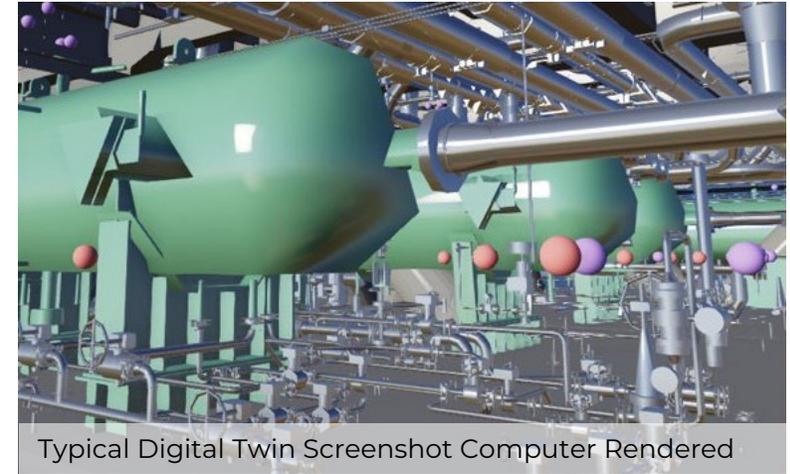


virtualplant

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.



Differentiated features

Driven by photographic scanning resolution and accuracy

- It is not a “traditional” digital twin based on computer rendered graphics or LiDAR coloured 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.

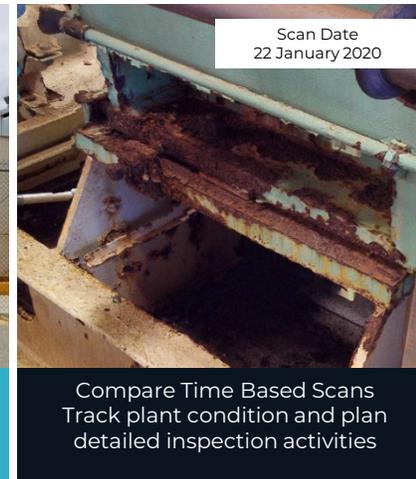
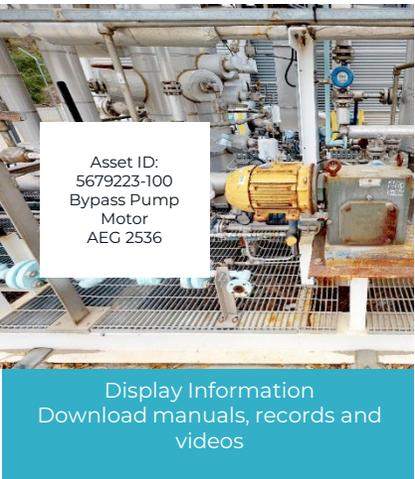


Common interface

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

RemSense virtualplant interfaces with existing client solutions improving usability by pulling together disparate and siloed data



Value Metrics – Client investment drivers

Improve productivity, safety and reduce engineering and operations budgets

- Reduce turnaround/Shut down costs
- Reduce unplanned maintenance
- Reduce unnecessary travel to site and accommodation usage
- Accelerate emergency response times
- Compress maintenance task duration
- Ensures compliance and accuracy of the Asset Register
- Reduce time on asset searches
- Navigate Contractor to correct work instructions reducing re-work and variation orders
- Reduce site asset audit cycle times
- Compress Turnaround/Shutdown duration
- Reduce data compliance costs
- Reduce decommissioning assessment effort



Current User Example
Up to 400 daily sessions
Comprising Woodside staff and
major contractors including Worley,
Wood Group and Clough

RemSense

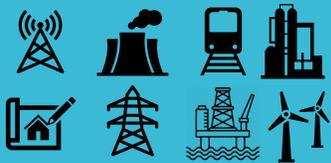
Progress since ASX listing – Building Foundations

Executive Summary

Building Foundations - Solid Progress - Delivering the Plan

- 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

Foundations Strengthened

- Implemented SaaS business systems and documentation
 - signed first major customer to a SaaS environment with recurring revenues on initial 2 year term with agreed pricing for asset and feature expansion.
- 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 with v2.0 well progressed.
- 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.

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

What does the IBM agreement mean?

Business
Partner



1. Credibility
 - the selection criteria for “IBM partner solutions” for an Embedded Software Agreement (ESA) are rigorous.
2. IBM sees virtualplant as a complimentary addition to Maximo clients for their “Digital Twin Strategies”.
 - **Maximo is deployed in 99 countries and on all 7 continents**
1. RemSense will be able to leverage IBM’s global market resources via the IBM Software Group and their incentivised sales teams.
2. IBM are investing resources to integrate and validate virtualplant to accelerate the go to market opportunities.
3. IBM and RemSense jointly engaged with targeting key clients commencing with WA based major utility business with IBM Consulting.
4. RemSense will embed IBM visual and data analytics capability within virtualplant expanding and extending the value for users increasing market opportunity.

RemSense Revenue Streams Opportunities

- Initial solution establishment, data acquisition and project management consultancy fees.
- Annuity based SaaS fees on term contracts. Annuity Acquisition Service fees.
- Additional analytics features increase SaaS fees and additional data collection services.

Top global asset-intensive industry leaders leverage Maximo enterprise asset management (EAM) solutions

Business
Partner



Source 1-9 - IBM



7 of the 10
largest water
utilities¹



15 of the 20
largest automotive
companies⁷



6 of the 15
largest power
generation utilities⁴



4.7
Billion riders
annually²



8 of top 10
major aerospace and
defense companies⁸



9 out of the 10
largest global utility
companies⁵



8 of 11
busiest airports
in the world³



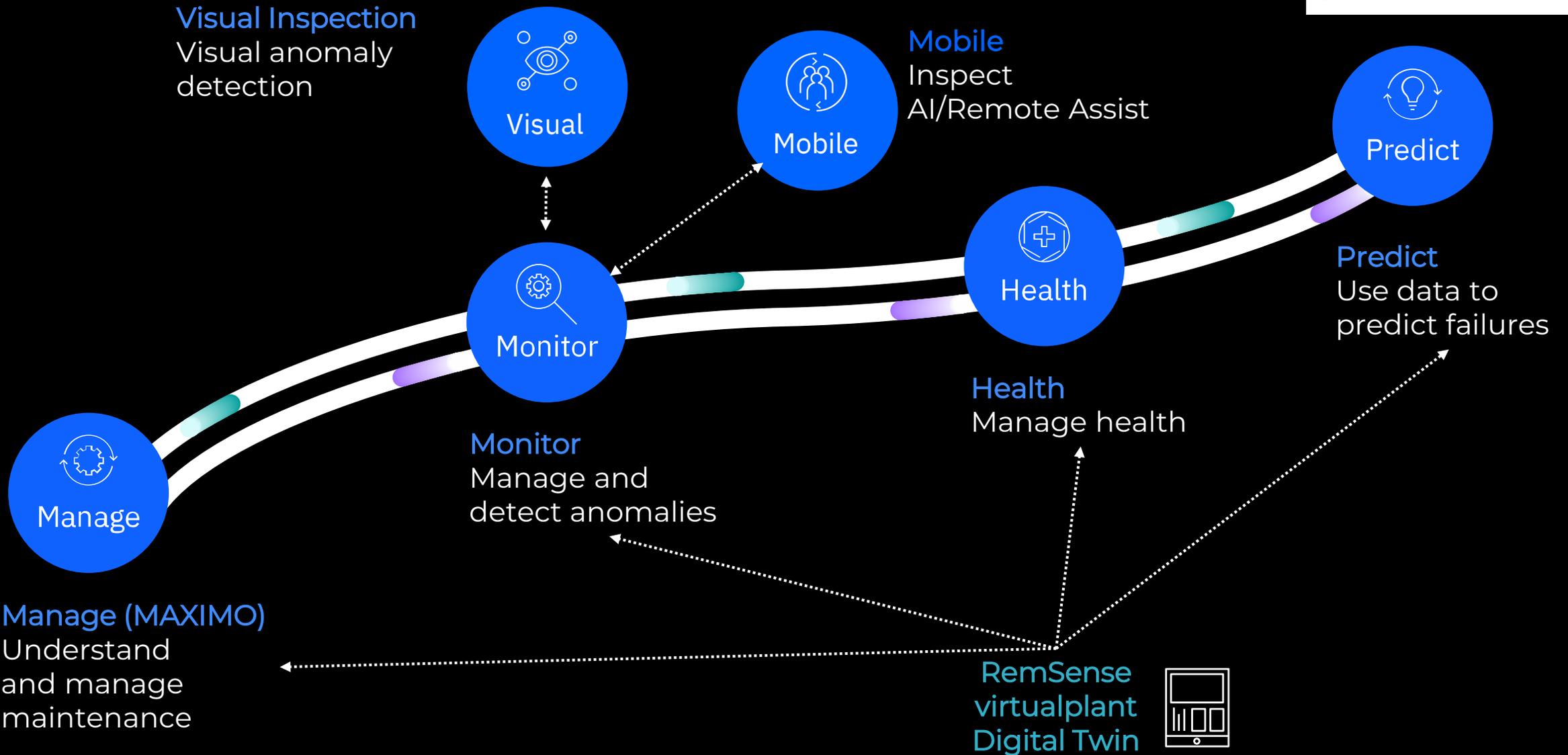
7 of the 10
largest pharmaceutical
companies⁹



7 of the 10
largest oil and gas
companies⁶

IBM and RemSense Product Alignment

Business
Partner



Establishing partner channels and sales network

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

Sell With Partners	Sell Through Partners	Technology Partners	Direct Sales
 <hr/> <p>Business Partner </p> <hr/> <p>SAP® Partner Open Ecosystem</p>	 <hr/> <p>aws partner network </p> <hr/> <p>Business Partner </p> <hr/> <p> </p>	 <hr/> <p>aws partner network </p> <hr/> <p>Business Partner </p> <hr/>	

Engaging with further partners

Q&A Session

Steve Brown

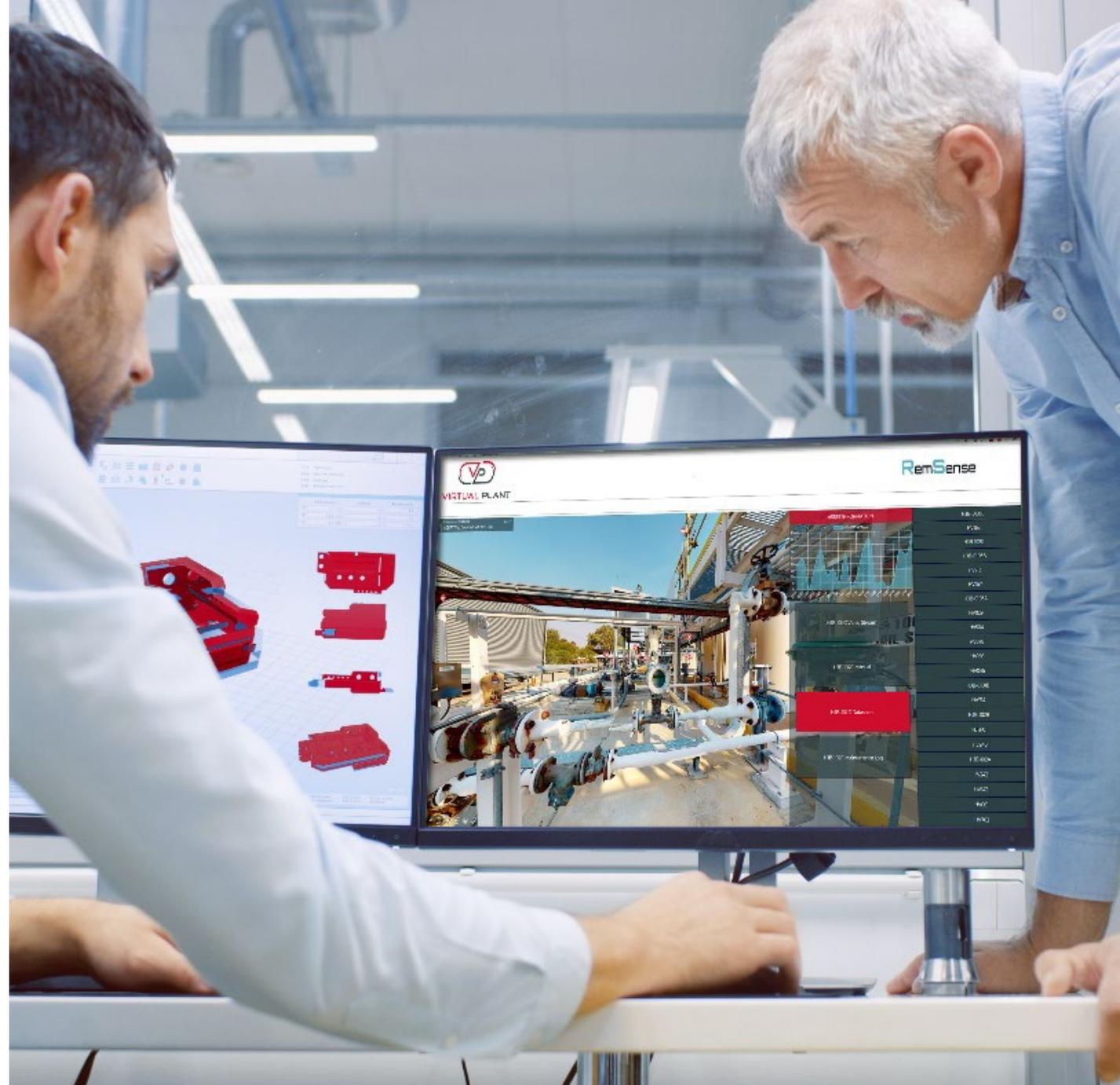
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