RemSense
WE CREATE SOLUTIONS

ENTITLEMENT ISSUE
INVESTOR PRESENTATION

Technology solutions company RemSense Technologies Limited (ASX: REM) ("RemSense") is pleased to release the following Entitlement Issue Investor Presentation.

-ENDS-

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

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About RemSense
RemSense Technologies Limited (ASX: REM)

RemSense has developed virtualplant, a photographic asset visualisation platform that fulfills the promise of VR/AI technology as a digital representation of plant assets (digital twin) that integrates with existing business operations and asset management systems to deliver greater productivity, increased safety, and reduced cost.

RemSense Technologies Limited ASX:REM

5 April 2023 – Entitlement Issue

virtualplant

Be There Without Going There

Investor Presentation

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RemSense Primed for Growth

Virtualplant - developed for industry to solve real industry challenges to improve knowledge, productivity and safety

- ✓ **Established Tier 1 clients**

- ✓ Established Global Partnerships   aws PARTNER   Silver Business Partner   IBM.   SAP® Partner Open Ecosystem   Matterport

- ✓ **Forecast Cash Flow positive in CY 2023**

- ✓ Established route to Global Market

- ✓ Implemented evolved strategy to match opportunities

We are a Digital Technology company engaged in industrial transformation using **Digital Twins**

Our people have years of extensive industrial experience with tier 1 clients

Chris Sutherland
NON-EXECUTIVE CHAIRMAN

Steve Brown
MANAGING DIRECTOR AND CEO

Ross Taylor
NON-EXECUTIVE DIRECTOR

Anthony Roe
CHIEF DIGITAL OFFICER

Jillian Rosich
CHIEF FINANCIAL OFFICER

Rory O'Connor
**VIRTUALPLANT PRODUCT AND PROJECTS MANAGER**

Adrian Hollis
GENERAL MANAGER OPERATIONS

Employees lose almost two full working days each week solving avoidable issues and searching for project information.*

Escalating costs and ESG challenges managing geographically distributed assets.

Industry Challenges are Driving Global Digital Twin Market Demand

Forecast 5 year Growth

80
73.5
60
40
20
6.9
0

USD B

2022   2027

CAGR 60.6%
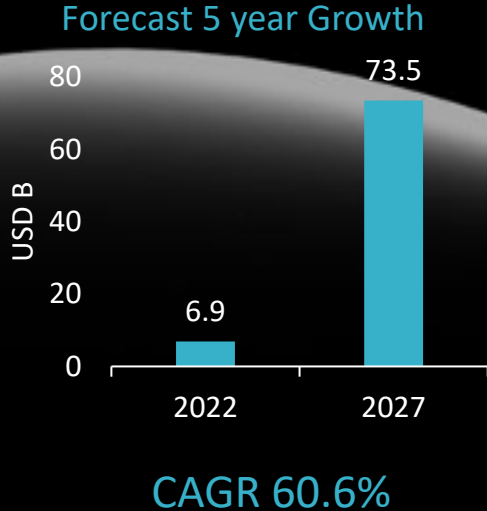
Global Sector Drivers

- Healthcare sector
- Industries with growing focus on predictive maintenance

Applications

- Predictive maintenance
- Business optimisation
- Performance monitoring
- Asset control and optimisation

OUR ANSWER

We have developed virtualplant

A photographic asset visualisation platform that fulfills the promise of VR/AI technology as a digital representation of plant assets (digital twin) that integrates with existing business operations and asset management systems to deliver greater productivity, increased safety, and reduced cost via an intuitive, immersive experience.

Why does virtualplant excite end users and asset management software providers

"We are really excited by the development of the integration of virtualplant to the IBM MAS suite of Applications, the visualisation of assets will provide immense value to our clients and creates a unique experience to navigate and analyse data in a human centric environment."
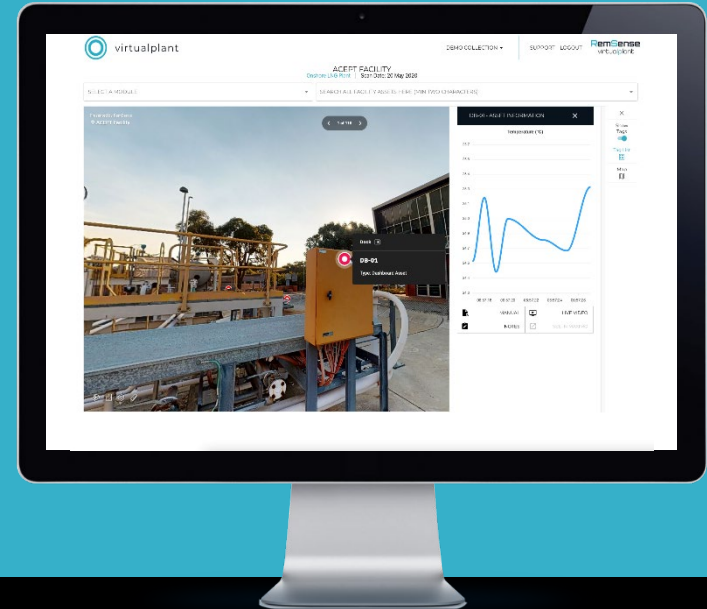
Business Unit Executive IBM ANZ

Current Ways of Working

Forms based
Lacks accuracy
Hard to navigate siloed data
Intensive training required
Difficult to get complete picture

Solution

Intuitive visual interface
Minimal training
One source of truth
Interface to existing systems
Data Silos opened and accessible

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virtualplant

- Anywhere, Anytime on Any device
- Developed, tested and operating in real world environments
- AWS certified software
- Relevant for any industry sector with a distributed asset base
- Simplify collaboration across geographically dispersed and multi-function teams
- IP owned by RemSense

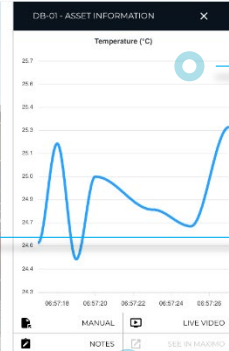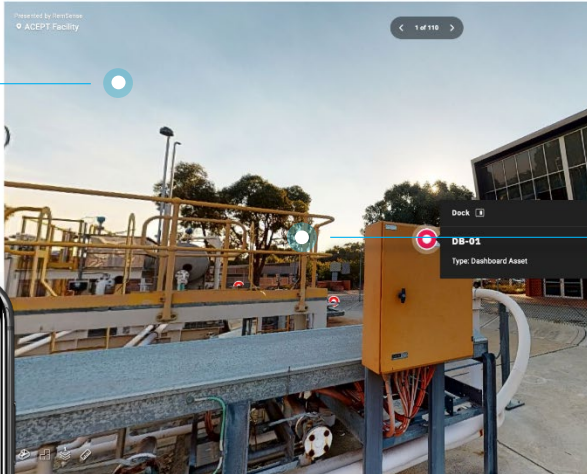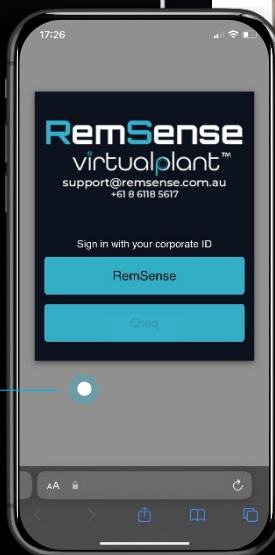High Resolution photogrammic digital twin

Automated asset identification and link to existing client systems

Automated corrosion detection

IoT (Internet of things) data integration

Secure external access for contractors and partners

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We have significant opportunities

Partnerships

Strategy

Growth

Partnerships

In 2022 we started partnering and integrating with **global industrial asset management and analytics system providers** including **IBM**. Opportunities for virtualplant are exponentially larger than anticipated.

Partners provide Global Route to Market

SAP® Partner
Open Ecosystem

Matterport

aws PARTNER

Silver Business Partner   IBM.

CODA
CENTRE OF
DECOMMISSIONING
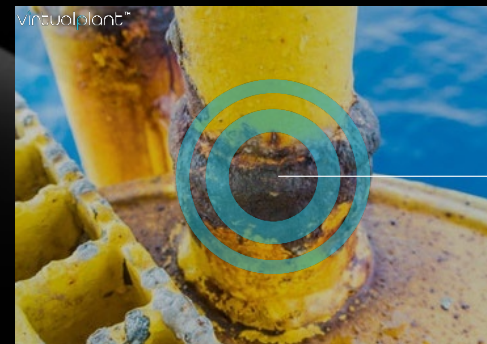AUSTRALIA

Initial focus on IBM Partnership

FULL SUPPORT
Agreements and strategy signed.
Pilot programs underway.

AGREED ACTIONS
Jan - March 23: complete pilot programs and integrations, build marketing stories.
April - June 23: sales enablement through global network.

CORROSION DETECTION
Agreed as first analytics product target. IBM intend to also target SAP clients with the virtualplant analytics offering.

Opportunity

IBM & SAP – Enterprise Asset Management

40%

GLOBAL EAM MARKET

29%
market share

IBM
MAXIMO

4,500 global users

Scanning	$150k ea	$675M
SaaS	$96k ea	$432M pa
Analytics	$50k ea	$225M pa

Opportunity $3,960M

10%
market share

SAP

1,500 global users

Scanning	$150k ea	$225 M
SaaS	$96k ea	$144M pa
Analytics	$50k ea	$75M pa

Opportunity $1,320M

$5B

TOTAL MARKET SIZE (5YEARS)*

virtualplant™

Strategy

We evolved our business strategy to match opportunities

1 Redirected **resources** to develop as a fully certified enterprise grade solution with analytics capabilities as identified by targeted partners and clients.

2 Refreshed the **marketing** strategy to give greater focus on strategic partnerships with leading global asset management solution providers.

3 Developed **new features** to **features** to extend the product further than originally planned in this this time period.

4 Reorganised and restructured the business to simplify the **business model** to focus on virtualplant and associated data capture and services.

MILESTONE ACHIEVED:

Growth

Tier 1 clients utilising virtualplant:
- Woodside Energy - full SaaS
- Chevron - fully integrated into Kongsberg Kognitwin

Prosecuting **77** qualified **direct sales** opportunities in Australia

Pilot programs active across market sectors:
- Programmed
- Newmont Mining

Global partnerships with major asset management software providers in place.

Revenue Model

INITIAL SET UP
Site Scanning
$50k to $550k
Integration with client system
$> 50k

ANNUAL RECURRING
SaaS Fees
$96k per asset
Updated Scanning
$25k to $250k per asset
Analytics
$50k

Typical subject to asset size, number of assets and requested optional features

Values based on a typical oil and gas platform

* price in AUD

Rights Offer Information*

Rights Offer	
Offer Price per Share	$0.075
Offer Price per $0.15 Option	$0.00
Entitlement Ratio (based on existing Shares)	1:3
Shares currently on issue	91,099,465
Shares available under the Rights Offer	30,366,489
Total Shares on issue after completion of the Offer	121,465,954

Schedule Highlights	
Ex date	6 April 23
Entitlement Date	11 April 23
Offer Opens	14 April 23
Offer Closes	27 April 23

Proceeds of the Rights Offer	
Expansion of sales and marketing	60.4%
Working capital	36.3%
Expenses of the Offer	3.3%
Total	100%

* Refer to Entitlement Issue Prospectus dated 3 April 2023 for comprehensive information and disclosures.

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