

RemSense Technologies Limited ASX:REM

5 April 2023 – Entitlement Issue

virtualplant

Be There Without Going There

# Investor Presentation

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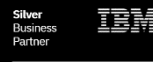
# RemSense Primed for Growth

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

✓ Established Tier 1 clients



✓ Established Global Partnerships



✓ Forecast Cash Flow positive in CY 2023

✓ Established route to Global Market

✓ Implemented evolved strategy to match opportunities

WHO WE ARE

**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

## INDUSTRY CHALLENGE

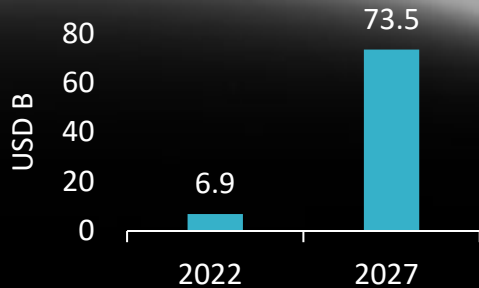
Employees lose almost **two full working days** each week solving avoidable issues and searching for project information.\*

Escalating **costs and ESG** challenges managing geographically distributed assets.

\* PlanGrid in partnership with management consulting firm FMI Corporation surveyed nearly 600 construction leaders in 2018 about how teams spend their time on construction sites, communicate during projects, and leverage their technology investments. The survey indicates that time spent on non-optimal activities such as fixing mistakes, looking for project data, and managing conflict resolution accounts for \$177.5 billion in labour costs per year in the US alone.

# Industry Challenges are Driving Global Digital Twin Market Demand

## Forecast 5 year Growth



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

\* Source - Digital Twin Market Global Forecast to 2027, Market to Market June 2022

## OUR ANSWER

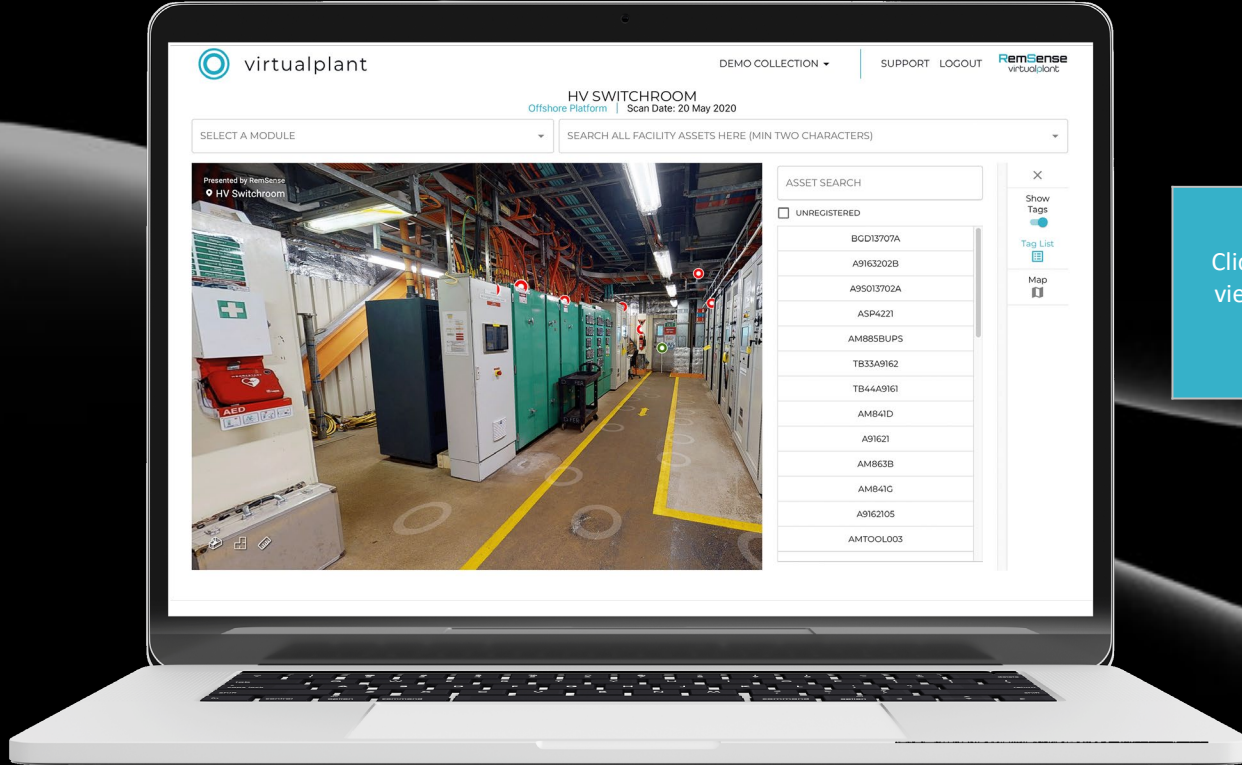


We have developed **virtualplant**

*A photographic asset visualisation platform that fulfills the promise of VR/AR 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.*



# Watch the Video



Click Screen to  
view Video on  
YouTube

# Why does virtualplant excite end users and asset management software providers 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

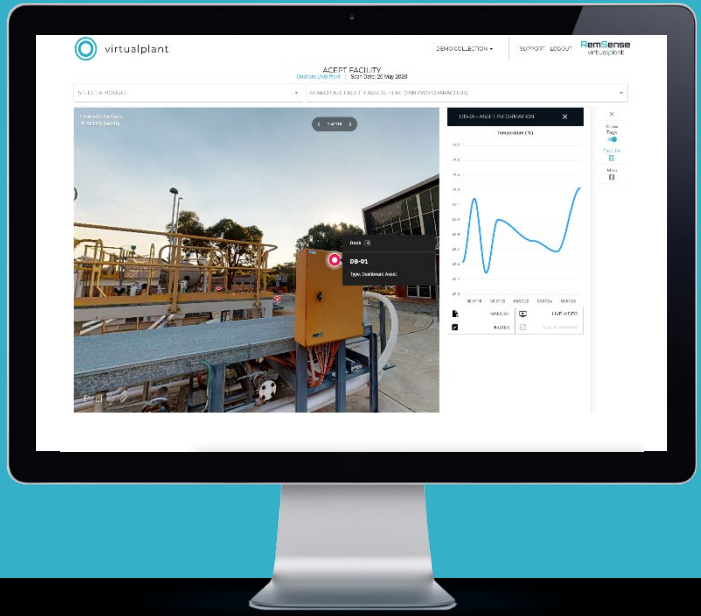
# Current Ways of Working

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

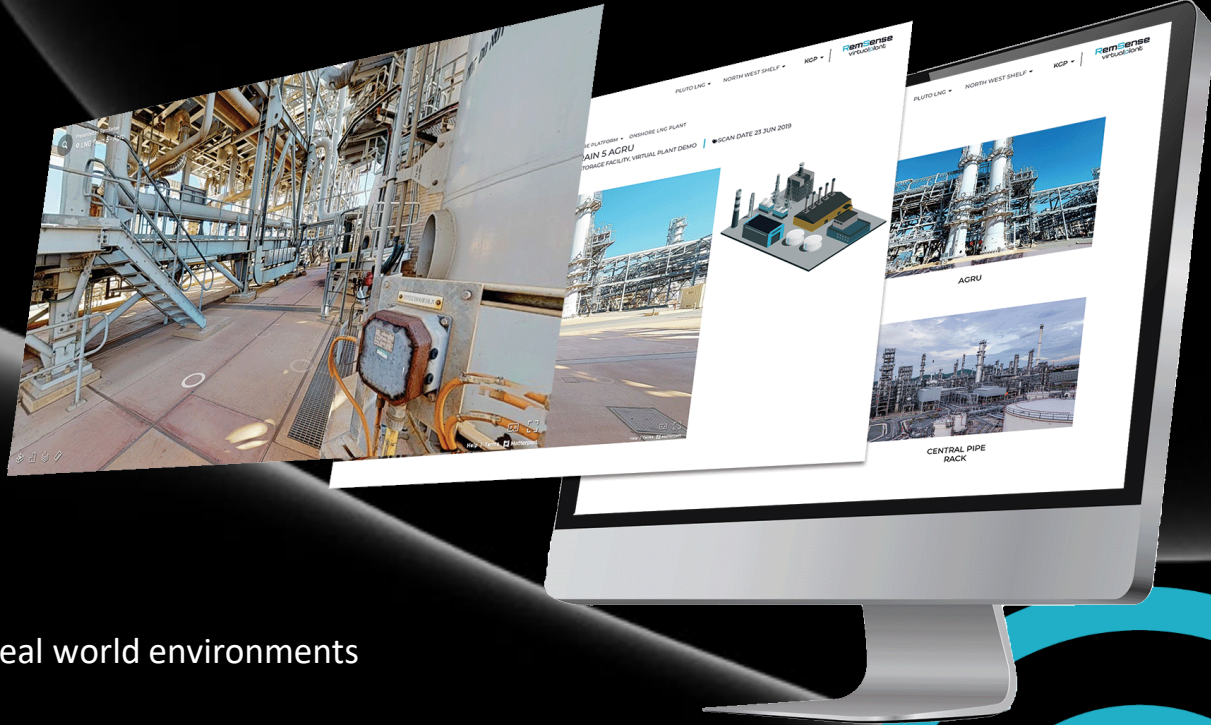


# Solution

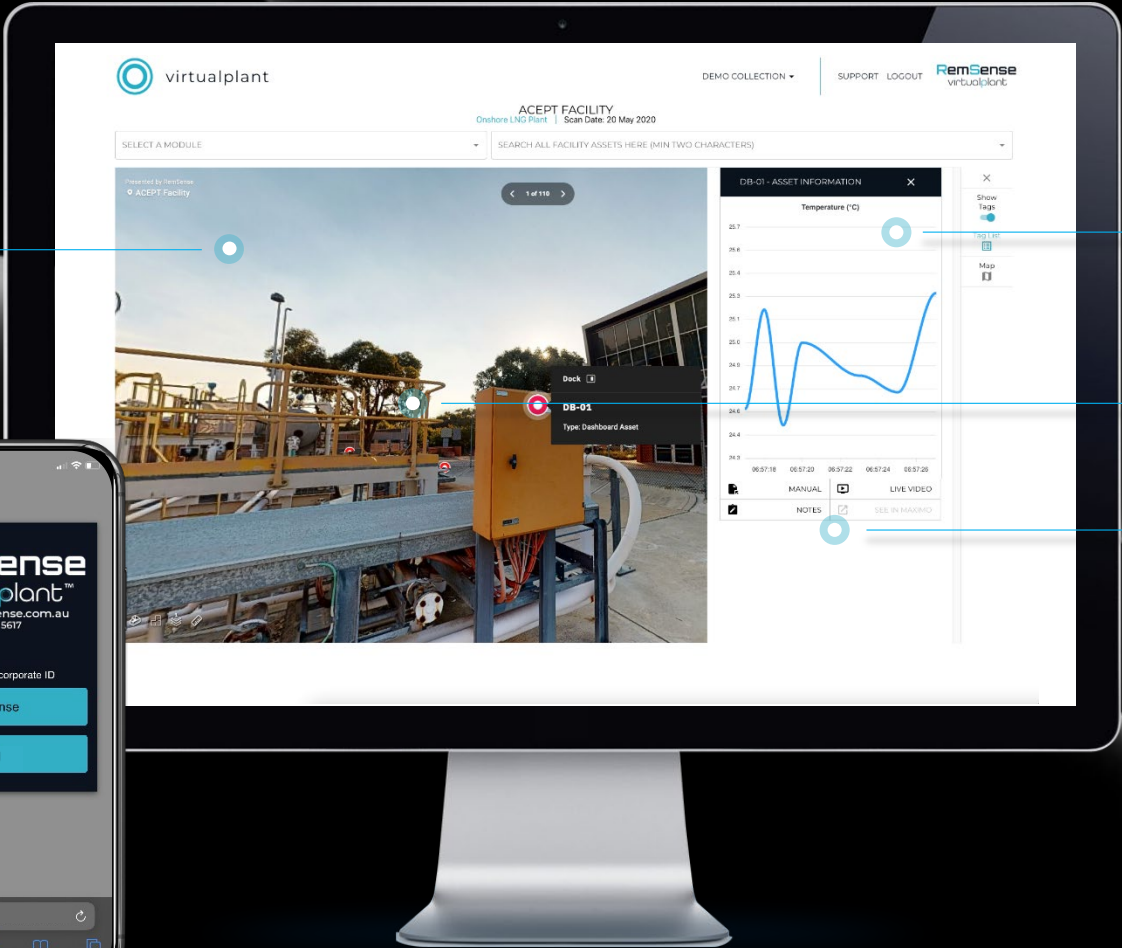
- Intuitive visual interface
- Minimal training
- One source of truth
- Interface to existing systems
- Data Silos opened and accessible



# 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

# We have significant opportunities

MILESTONES ACHIEVED:



**Partnerships**



**Strategy**



**Growth**

MILESTONE ACHIEVED:



## 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



Silver  
Business  
Partner

IBM

  
CENTRE OF  
DECOMMISSIONING  
AUSTRALIA

# Initial focus on IBM Partnership



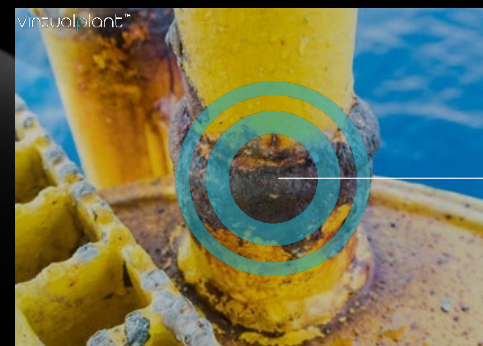
## FULL SUPPORT

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

4,500 global users



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

**Opportunity \$3,960M**

# \$5B

TOTAL MARKET SIZE (5YEARS)\*

**10%**  
market share

1,500 global users



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

**Opportunity \$1,320M**



\* Based upon an assumed 5-year contract value made up of one times the initial data capture sales plus 5 times the annual subscription sales / costs in AUD

# MILESTONE ACHIEVED:



## 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 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	ANNUAL RECURRING
Site Scanning	SaaS Fees
\$50k to \$550k	\$96k per asset
Integration with client system	Updated Scanning
\$ > 50k	\$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%

Download the  
Entitlement Issue  
Prospectus



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



# Be There Without Going There There

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