



(ASX: SE1)

Ralph Schmitt, CEO and MD

August 2018



An Internet of Things (IoT) solution provider that delivers sensor-based products transforming real-time data into meaningful information, action and value



SENSERA CORPORATE INFORMATION

CAPITAL STRUCTURE AND VALUATION

Ordinary shares on issue	m	163.8
Share price (3 Aug 18)	A\$/share	0.145
Market capitalisation	A\$m	\$23.8m
Debt (as at 30 Jun 18)	A\$m	\$0.0m
Cash ¹ (as at 30 Jun 18)	A\$m	\$2.7m
Enterprise Value	A\$m	\$21.1m

TOP SHAREHOLDERS

Name	Shares Held (m)	% of Shares on Issue
Triton Systems, Inc	11.9	7.2%
JP Morgan Nominees	10.3	6.3%
Newburyport Capital	10.0	6.1%
Maple Management	9.7	5.9%
Top 20 Shareholders	75.1	45.8%

Notes:

1. At exchange rate of AUD/USD 0.74

SHARE PRICE / VOLUME HISTORY (A\$; MILLIONS)



BOARD OF DIRECTORS AND KEY EXECUTIVES

Name	Position
Ralph Schmitt	CEO and Managing Director
Matthew Morgan	Non-Executive Chairman
George Lauro	Non-Executive Director
Jonathan Tooth	Non-Executive Director
Camillo Martino	Non-Executive Director
David Garrison	Chief Financial Officer
Jens Albers	CEO, nanotron



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1. Capital Raising
2. Sensera Highlights
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6. Risks



EQUITY RAISING OVERVIEW

SENSERA INTENDS TO RAISE A\$8.832 MILLION TO COMPLETE THE NANOTRON ACQUISITION PAYMENTS AND FUND THE FY19 GROWTH PLANS

- Placement for A\$0.565 million to Institutional investors
- Fully underwritten A\$8.267 million 4 for 9 non renounceable rights issue
- Ordinary shares issued for A\$0.11 per share; 28.1% discount to the 5 day vwap
- Morgans Corporate Limited is Lead Manager and Underwriter
- Board and Management subscribing for \$1.79m in the rights offer and general underwriting

SHARES	#
Number of Shares on Issue	163.97
Placement Shares Issued	5.14
Rights Issue Shares Issued	75.16
Total Shares	244.67



USE OF FUNDS

Use of Funds	A\$ (m) ¹	US\$ (m)	Comment
Nanotron Payments	2.98	2.21	<ul style="list-style-type: none"> Final payment of the purchase consideration to the nanotron shareholders
Working Capital ²	3.03	2.25	<ul style="list-style-type: none"> Growth in sales and operations as per FY19 plan
Research & Development	2.82	2.09	<ul style="list-style-type: none"> Chip, Sensor, Tag and Software Development
Total	8.83	6.54	

Note:

1. At exchange rate of AUD/USD 0.74 & Eur/USD 0.86
2. Working Capital includes capital raising costs



PRO FORMA BALANCE SHEET

US\$ (m)	Dec 17*	Pro Forma (Post Equity Raising)	June 18**	Pro Forma (Post Equity Raising)
Current assets	6.3	12.4	4.2	10.3
Non Current Assets	9.8	9.8	8.9	8.9
Total Assets	16.1	22.2	13.1	19.2
Current Liabilities	4.1	4.1	5.1	5.1
Non Current Liabilities	0.6	0.6	-	-
Total Liabilities	4.7	4.7	5.1	5.1
Net Assets	11.4	17.5	8.0	14.1

*Reviewed

**Unaudited - As per Appendix 4E released on 15 August 2018

***Exchange rate of AUD/USD 0.74



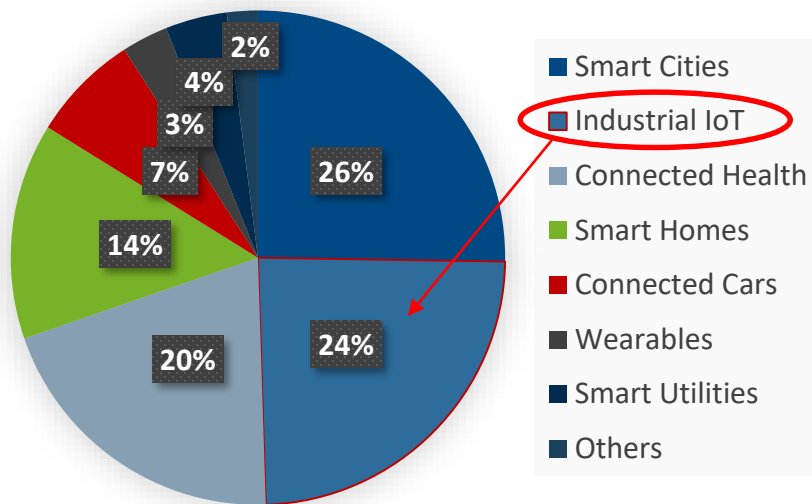
INDICATIVE OFFER TIMETABLE

Timetable	Date
Entitlement Offer Shareholder letters despatched	Wednesday, 15 August
Record Date for Entitlement Offer	7pm Monday, 20 August
Settlement of Placement & Institutional Entitlement Offer Securities	Monday, 20 August
Information Booklet and Entitlement & Acceptance Form Dispatched	Thursday, 23 August
Offer Open Date	Thursday, 23 August
Offer Closing Date	Thursday, 4 September
Settlement of New Securities Under the Entitlement Offer	Monday, 10 September
Allotment of New Securities Under the Entitlement Offer	Tuesday, 11 September
Dispatch of Holdings Statements for Entitlement Offer Securities	Tuesday, 11 September
Normal ASX Trading Commences for Entitlement Offer Securities	Wednesday, 12 September

* The above timetable is indicative only and may be varied subject to the ASX Listing Rules



IoT VALUE CREATION THROUGH NETWORKED SENSORS



Industrial Internet of Things Market
Revenue, 2015-2021 (\$Million)



Source- IndustryARC Analysis and Expert Insights

DELIVERING “WHAT, WHEN, WHERE”

- ✓ MEMS STRUCTURES TO SENSORS
- ✓ WIRELESS LOCATION AWARENESS
- ✓ ANALYTICAL SOFTWARE

MEDTECH



\$1B MEMS TAM
9% AGR

MINING



\$3B Location TAM
7% AGR

ANIMAL HEALTH



\$7B Animal TAM
11 % AGR

SENSERA HIGHLIGHTS

■ REVENUE GROWTH SUPPORTING IMPROVED FINANCIALS

- FY19 >70% growth - FY18 US\$6.35M to FY19 US\$10.5M - \$11.5M
- Contracts in place to support growth
- Robust revenue pipeline through Tier 1 channel partners
- On track to operate on a cash flow positive basis by end of FY19

■ HIGH GROWTH MULTIBILLION \$ UNDERPENETRATED MARKETS

- Proven commercial adoption in multiple markets -- Medtech, Animal Health and Mining
- Low technology risk as deployed in 70+ mines and 400+ farms

■ TECHNOLOGY LEADERSHIP

- Innovative and unique MEMS capability
- Innovator in precise, real-time wireless location enabled sensors and systems

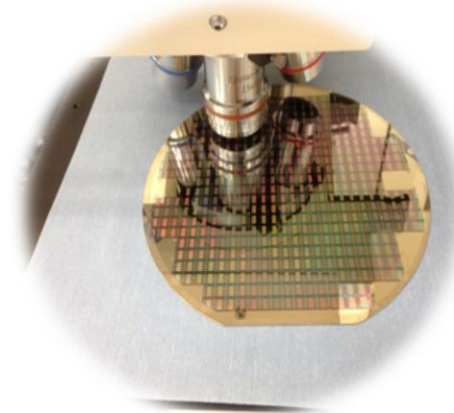
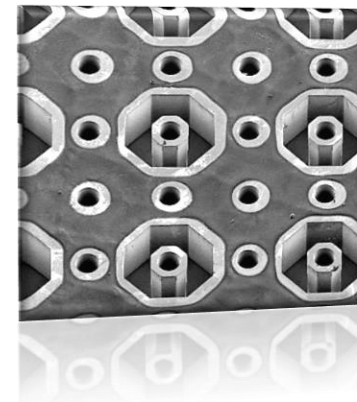
■ LONGER TERM OPPORTUNITY

- IoT wireless platform with analytical capability for operation and asset management
- Move from product sale model (Capex) to solution service model (Opex)

What our Customers
See Outside



Our Technology
Inside



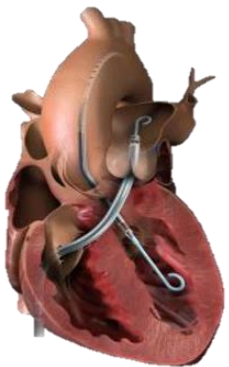
*FY - 1 Jul to 30 Jun



LEAD MARKET: MEDTECH

- Provide R&D and bespoke manufacturing service. Class 100, 1,000 and 10,000 cleanrooms for wafer processing and fiber optic and electro-optical micro assembly
- Commercialized **Microfluidics** devices (microstructures that capture fluids and analyze liquids) and **organ-on-a-chip** (enable test on devices instead of animals)
- Example win: Abiomed **Impella® heart pump** -- FDA approved April 2018

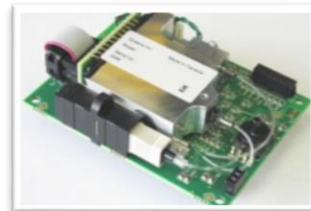
Percutaneous heart pump



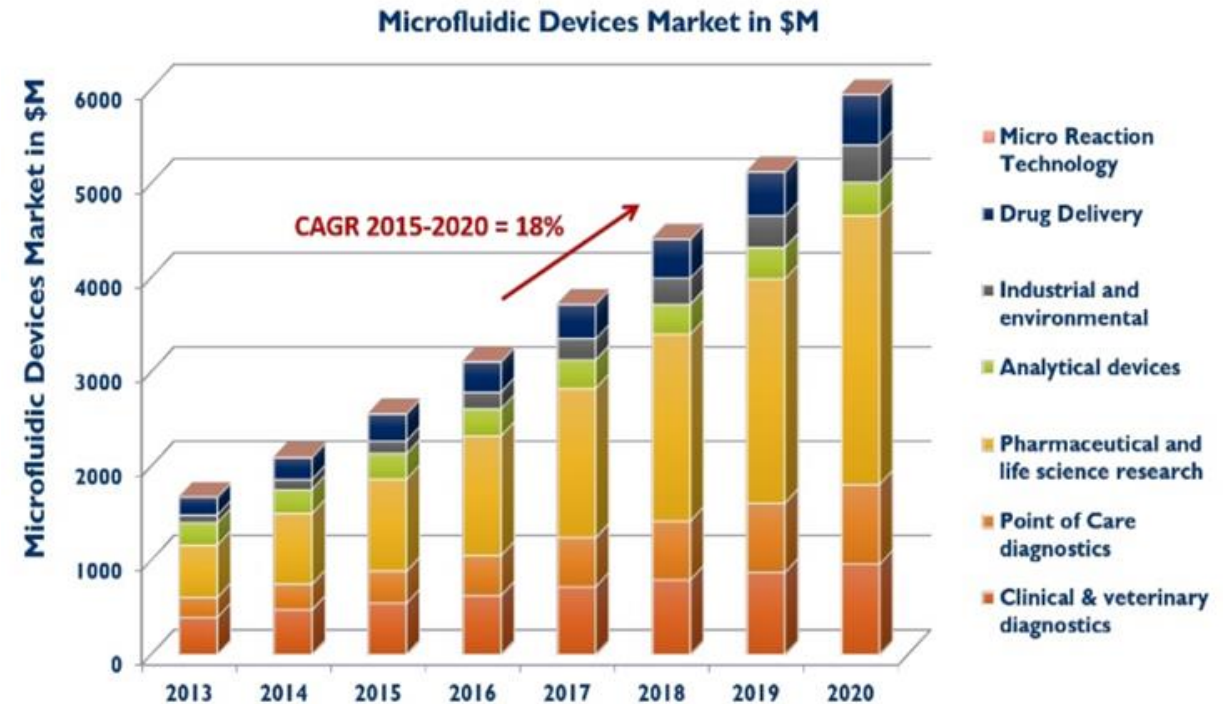
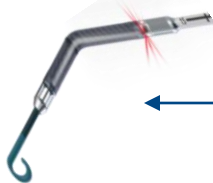
Impella Controller



Sensera Optical Bench



Sensera Optical Fiber/Sensor Attach



Microfluidics Device Market SAM \$4B in 2018

- ✓ 10/12 clients in Medtech
- ✓ 6/12 in production phase
- ✓ 6/12 in R&D phase
- ✓ 3-year multimillion \$ supply agreement

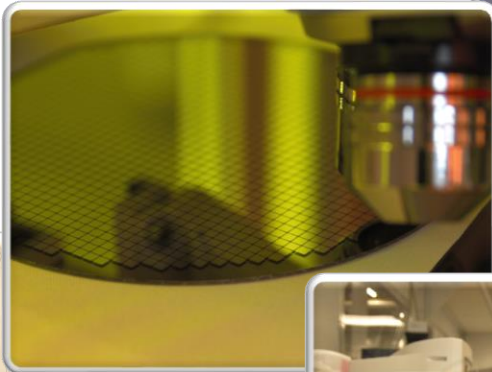


MEMS AND SENSORS

MEMS or Micromachines are Structures to Capture Something Physical and Turn it into an Electrical or Mechanical Signal or Event

MEMS are Integrated into a Package to Create a Sensor

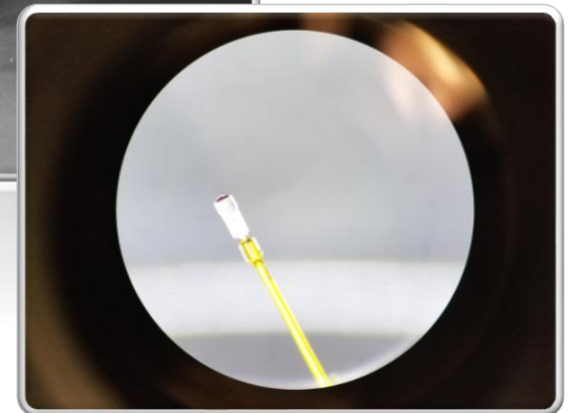
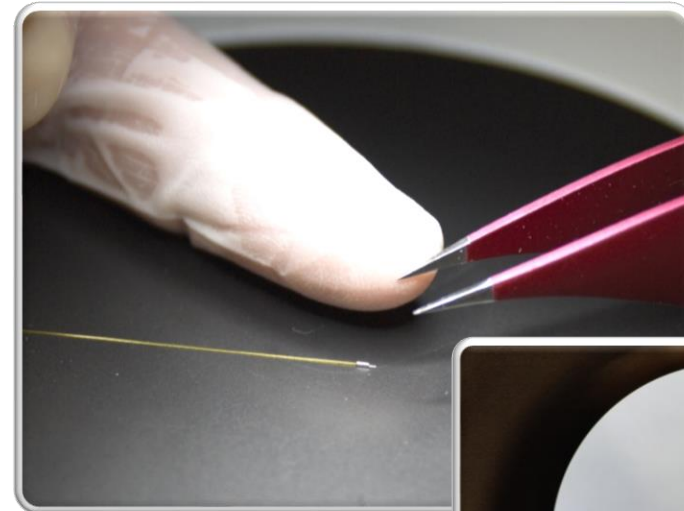
MEMS Wafers



MEMS Structures



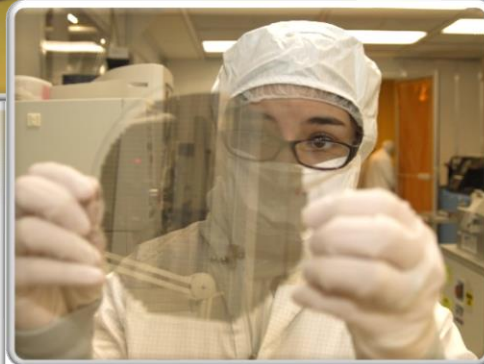
Sensors



The Fab



Silicon or Glass

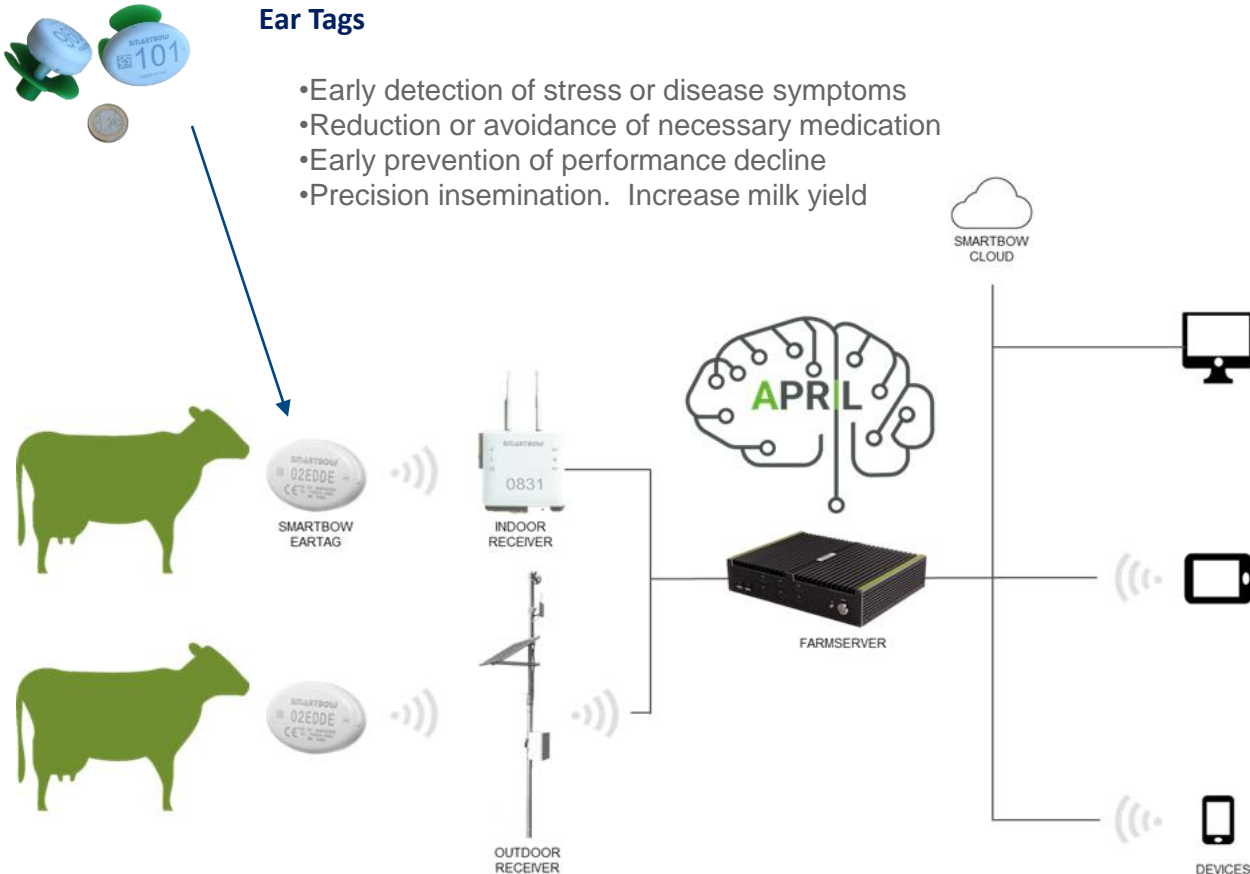


LEAD MARKET: ANIMAL HEALTH

- Exclusive provider of core technology to SMARTBOW GmbH/Zoetis Eartag LIFE product. Sensera is installed and live in hundreds of farms today

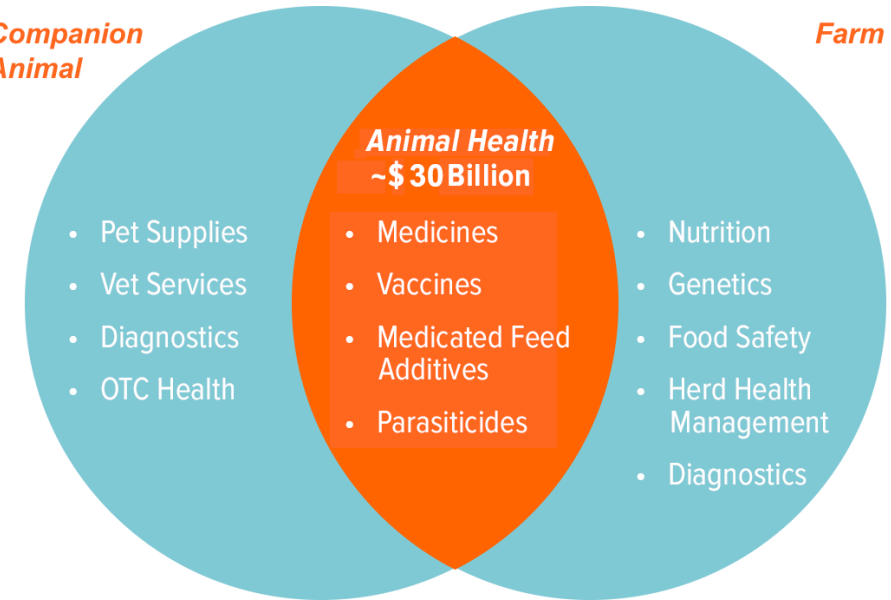
Ear Tags

- Early detection of stress or disease symptoms
- Reduction or avoidance of necessary medication
- Early prevention of performance decline
- Precision insemination. Increase milk yield



Companion Animal

Farm Animal



CAGR 4.5% 2018-2024

Source: Zoetis, Zion Market Research

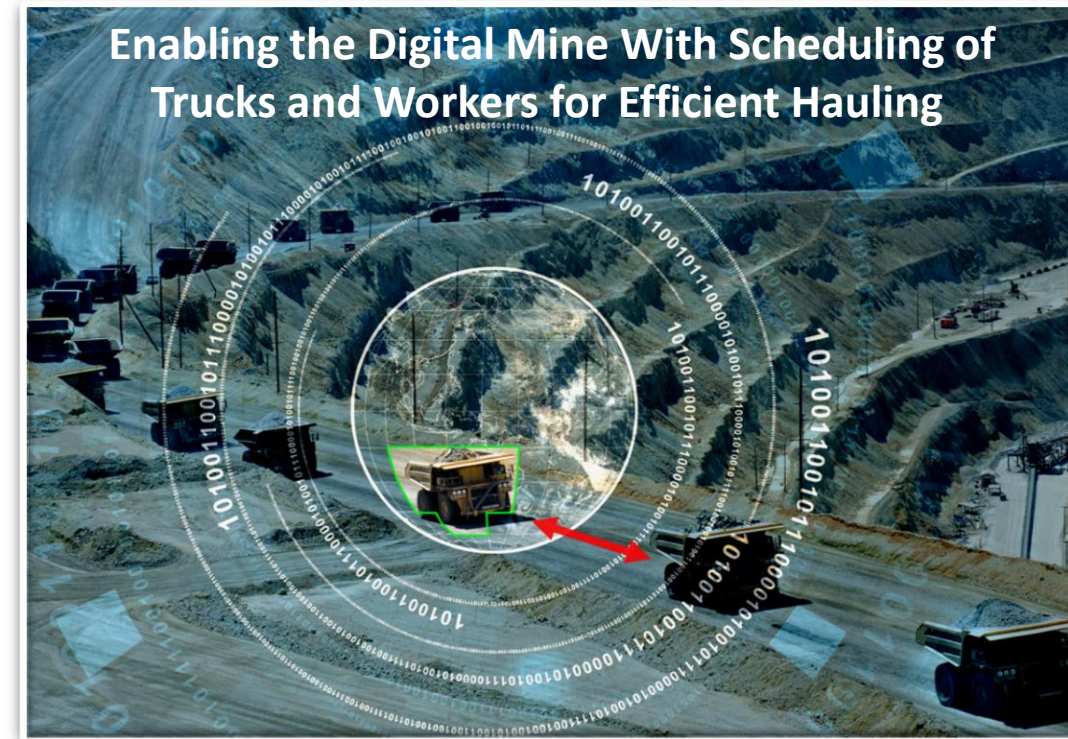
Current Serviceable Addressable Market (dairy cows)

- US\$3.8B
- US\$0.8B in tags
- US\$3B in location awareness anchors and software



LEAD MARKET: MINE SAFETY AND PRODUCTIVITY

- Provide real-time high accuracy positioning for **Collision Avoidance System (CAS)** and **Tracking** of people and assets in harsh environment. Save lives and cost. Driving the Digital Mine thru improve equipment efficiency and automation.
- Installed and live in over 70 mines worldwide. Expanding to open cut mines and railway safety.
- Example wins: **Turkey Park Thermic Mine** 2,360 miners, 10km tunnels, 4 excavation blocks. **Mexico Tizapa Silver Mine** 650 miners, NOM-023-STPS-2012 compliance



Tags provided upon entering the mine



Readers connected through mine network to central control room



Automatic monitoring of asset movement and safety incidents



Current TAM

- US\$3Bn
- 62K sites
- 10M miners

Current SAM

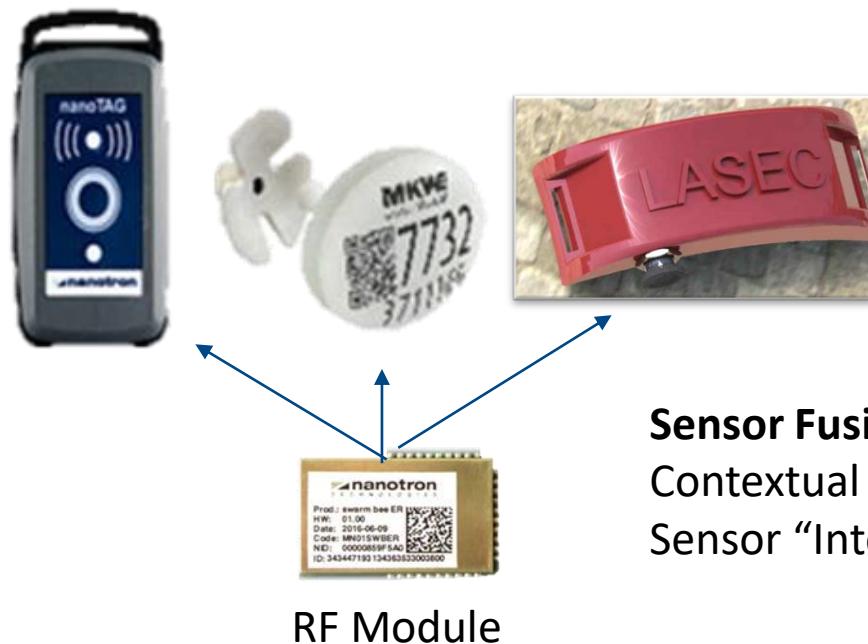
- US\$0.5Bn
- Underground coal and hard rock



THE ANATOMY OF A TAG

THE INSTRUMENT FOR KNOWING WHERE AND WHEN

Specialized Tags



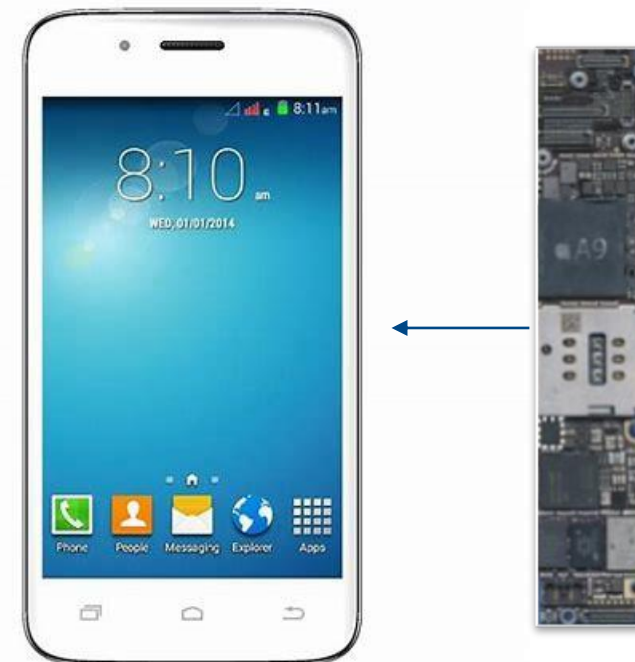
Sensor Fusion
Contextual Information by Adding
Sensor “Intelligence” to the Tag

RF Module

Application Specific Tags

Location: Chirp or Ultra Wideband (UWB)
Sensors : Gyro, Accelerometer → Gas

The Worlds Most Deployed Tag



Mobile Phone = Commodity Tag

Location: GPS, WIFI or Bluetooth
Sensors : Gyro, Accelerometer



WHAT'S NEXT: MOVING UP THE VALUE CHAIN

1. SELL DATA AND SOLUTIONS IN ADDITION TO HARDWARE

Location Analytics being driven with IOT software platform

- ClearBlade partnership announced April 2018
- First implementation deployed in the Healthcare indoor positioning market

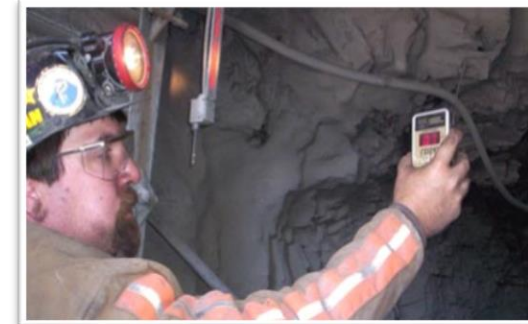
Location as a Service (LAAS)

- Location Analytics is the first step toward fully functional LAAS solutions
- Customers can choose Opex vs. Capex spend
- Plug and play solution gives faster time to revenue

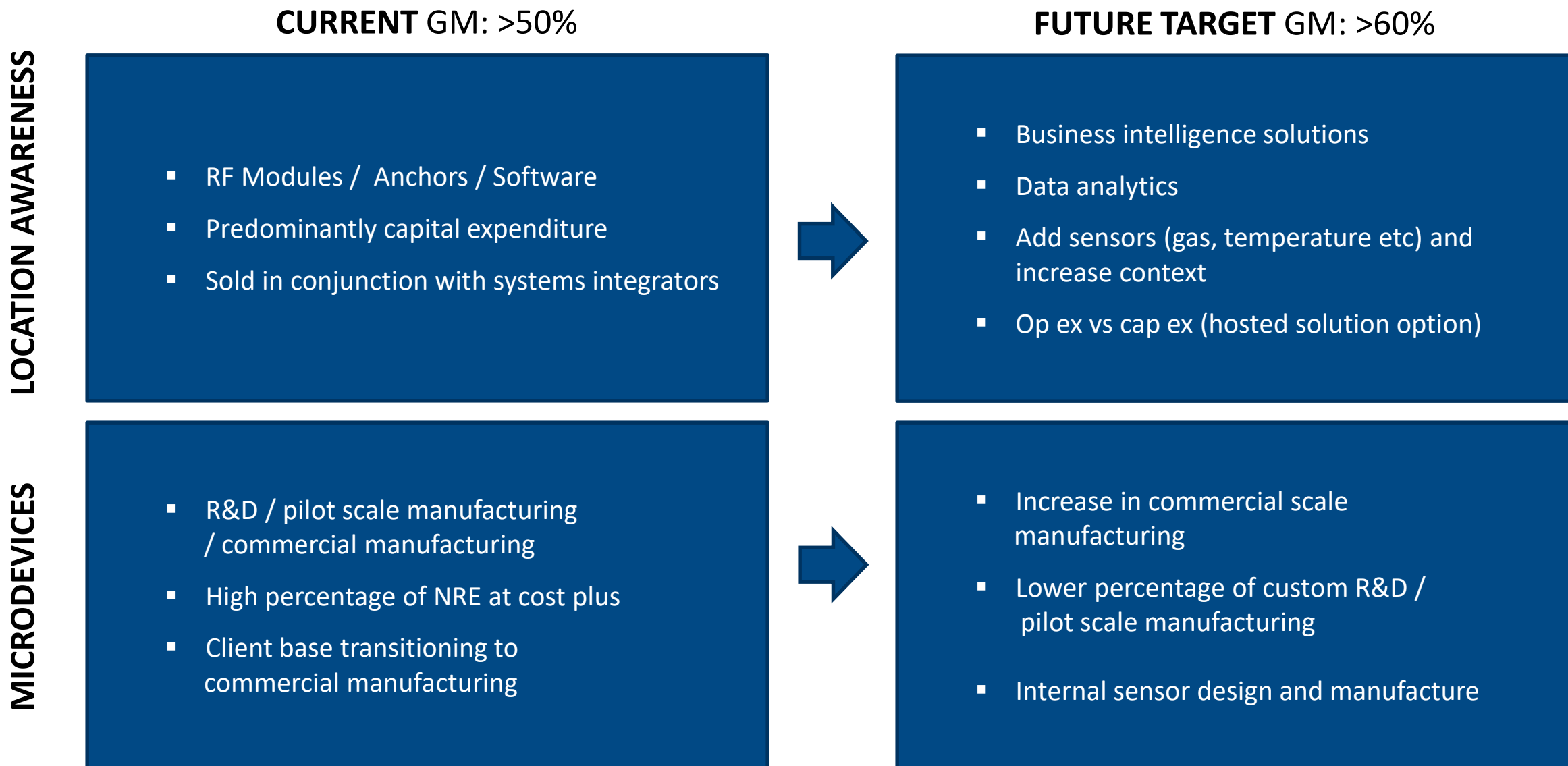


2. SENSOR FUSION: INTEGRATION + LOCATION

- Input more context information
 - e.g. Gas sensors for mining and animal health integrated with location awareness technology
- Size so small that it can be integrated in the Tags (enabled by MEMS)
- Not randomly placed...Now mobile and on the “High Value” assets (ie. People)
- Lower cost than today’s fixed sensors or other methods



IMPROVED FINANCIAL MODEL: REVENUE AND MARGIN IMPACT



FY19 OUTLOOK

■ RAMP FY19 REVENUES SIGNIFICANTLY

- Meet contractual demand for existing animal health, mining and Medtech customers
- Ensure robust and cost effective supply chain

■ OPERATING CASH FLOW POSITIVE BY THE END OF FY19

- Revenue and profit growth ahead of opex
- Prudent spending whilst meeting existing demand and filling pipeline

■ CLOSE ON PARTNERSHIPS FOR KEY CAPABILITIES

- Software infrastructure and applications
- Extend RF capabilities to address existing infrastructure
- Moves Sensera towards being a total solutions provider

US\$	FY18	FY19 Projected	Comments
Revenue	\$6.35M	\$10.5 - \$11.5M	<ul style="list-style-type: none"> ■ Location - SmartBow contract and mining growth ■ Microdevices - Abiomed contract and multiple customer ramps
Op Ex	\$8.5M	+15%	<ul style="list-style-type: none"> ■ R&D: Further chip and software dev. ■ GTM* staff increases
Profit/ Loss	(\$6.9M)	-30%	<ul style="list-style-type: none"> ■ End of FY19 expect to be operating at cash flow positive

*Go to market



SUMMARY

■ ROBUST FY19 AND FY20 GROWTH

- Booking and contracts in place
- FY19 year-on-year sales growth over 70%
- Healthy mix of revenue from diverse markets
- Cash flow positive by FY19 end

■ DIFFERENTIATED AND DEFENSIBLE TECHNOLOGY

- Develop hardware further with new sensor IP
- Add software to offer complete data analytics
- Emerge with higher recurring revenue from a hosted solution

■ GO-TO-MARKET (GTM) INVESTMENT

- Replicate existing wins to drive proliferation in lead markets
- Leverage existing technologies to expand into new markets
- Increase pipeline to ensure year-on-year growth

■ COMPELLING STOCK VALUATION

- < 3x FY19 revenue



RISKS

The risk factors summarised in this section may materially affect the financial performance of Sensera and the market price of its shares. To that extent, the shares in Sensera carry no guarantee with respect to the payment of dividends or return on capital.

Potential investors should note that risks are associated with any investment in the stock market. Returns from investments in Sensera will depend on the conditions of the market as well as the performance of Sensera. There are a number of risk factors, both relating to the general business environment and specific to Sensera, which may adversely impact on the operating performance, financial position and prospects of Sensera. Potential investors should consider that an investment in Sensera is speculative and should consult their professional advisers before deciding whether to apply for shares in Sensera.

The following is not intended to be an exhaustive list of the risk factors to which the Company is exposed:

A. Specific Risks

Ability to commercialise technology	Development and commercialisation of technology involves long lead times. While development of the Company's technology is well advanced, there are risks associated with the continuing development and commercialisation of this technology including:
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- uncertainty regarding the outcome of the Company's licencing, marketing and sales programs;
- difficulties and delays in further development of technology;
- uncertainty regarding the speed of uptake of new technologies and of products utilising those technologies.

While the Company has secured key customers in relation to a number of its products, the ongoing and future demands for Sensera products and solutions, in existing and target industries, is yet to be fully established and is uncertain. There is a risk that the Company may not be able to obtain and maintain market share or that there is sufficient demand for the Company's product for revenue or profit to be sustainable in the long term.



Competition	The Company competes with other businesses and companies. Some of these companies have greater financial and other resources than the Company and, as a result, may be in a better position to compete for future business opportunities. There can be no assurance that the Company can compete effectively with these companies, or with new companies that enter the industry.
Manufacturing & product liability risk	Although the Company has policies and procedures in place to extensively test its products, there can be no assurance that manufacturing defects will not arise in the Company products. The Company is likely to be adversely impacted by any manufacturing defects. Even after obtaining the required approvals, certifications and licences, there is no assurance that unforeseen adverse events or manufacturing defects will not arise in the Company's products.
Litigation risk	The Company is exposed to possible litigation risks including contractual disputes, occupational health and safety claims and employee claims. Further, the Company may be involved in disputes with other parties in future which may result in litigation. Any such claim or dispute, if proven, may impact adversely on the Company's operations, financial performance and financial position. The Company is not currently engaged in any litigation.
Intellectual property	There is no assurance at any time that any intellectual property right sought to be secured can be formally established or adequate measures taken by the Company to protect its proprietary technology or information. Contractual relationships between the Company and its clients are underpinned by agreements with provisions relating to ownership of intellectual property and warranties in respect of third party intellectual property interests. The ability of the Company to respond to third party claims, if any, will depend on the Company's ability to enforce those contractual arrangements.
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Uncertainty of future profitability or dividends	<p>The Company's ability to operate profitably in the future will depend on its ability to distribute its products, sell to its current customer base and attract new customers. This will depend on the ultimate demand for its products and solutions by consumers which cannot be guaranteed. The Directors are unable to give any assurance regarding the payment of dividends in the future, if at all.</p>
Additional requirements for capital	<p>The capital requirements of the Company depend on numerous factors. Depending on the amount of revenue generated by the Company's operations, the Company may require further financing in addition to the amount raised under the Offer. Any additional equity shareholding will dilute shareholdings, and debt financing, if available, may involve restrictions on financial and operating activities. If the Company is unable to obtain additional financing as needed, it may be required to reduce the scope of its operations.</p>

B. General Risks

General market and share price risk	<p>General economic factors such as interest rates, exchange rates, inflation, business and consumer confidence and general market factors may have an adverse impact on Sensera's performance, prospects or value of its assets. The market price of Sensera shares will fluctuate due to various factors, many of which are non-specific to Sensera, including recommendations by brokers and analysts, Australian and international general economic conditions, inflation rates, interest rates, exchange rates, changes in government, fiscal and monetary and regulatory policies, changes to laws, global investment markets, global geo-political events and hostilities, investor perceptions and other factors that may affect Sensera's financial performance and position. In the future, these factors may cause Sensera shares to trade at or below their issue price.</p>
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