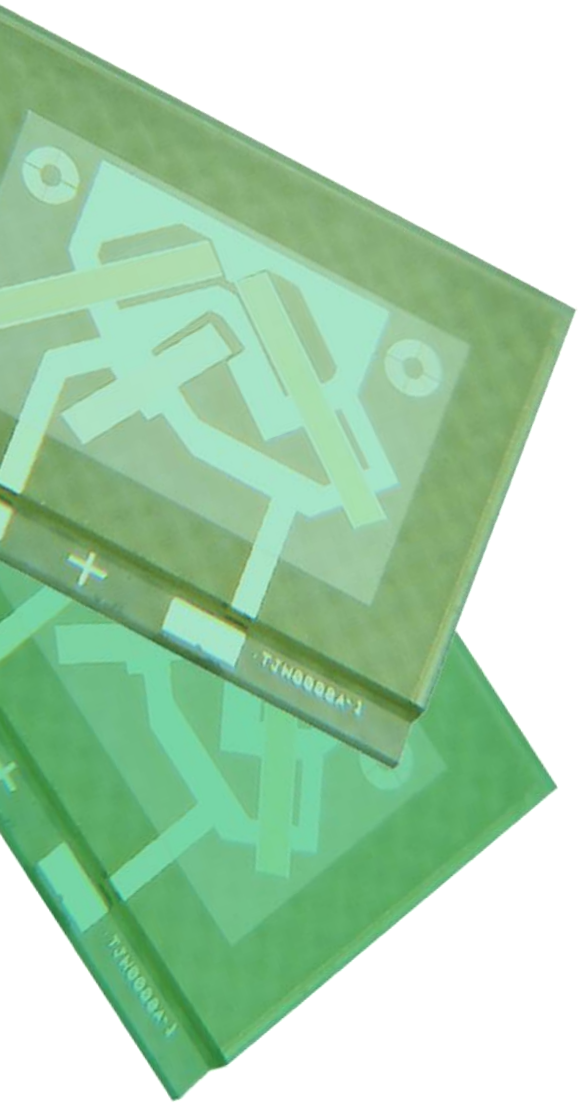
transense technologies plc

Investor Event

1 December 2022



10:00am AGM – Nigel Rogers

10:30am Introductions & recap – Nigel Rogers

11:00am Group A – Facility tour – Nick Hopkins & Andy Bullock
Group B – Translogik – Melvyn Segal & Rob Carlaw

11:30am Group B – Facility tour – Nick Hopkins & Andy Bullock
Group A – Translogik – Melvyn Segal & Rob Carlaw

12 noon SAW – Nigel Rogers, Nick Hopkins & Andy Bullock

12:45pm Q&A, discussion and lunch

1:30pm Transport to BV station departs

10:00am AGM – Nigel Rogers

“Revenues in the first five months of the current financial year to 30 November 2022 are in line with the Board’s expectations, and approximately one third up on the level achieved in the same period last year.

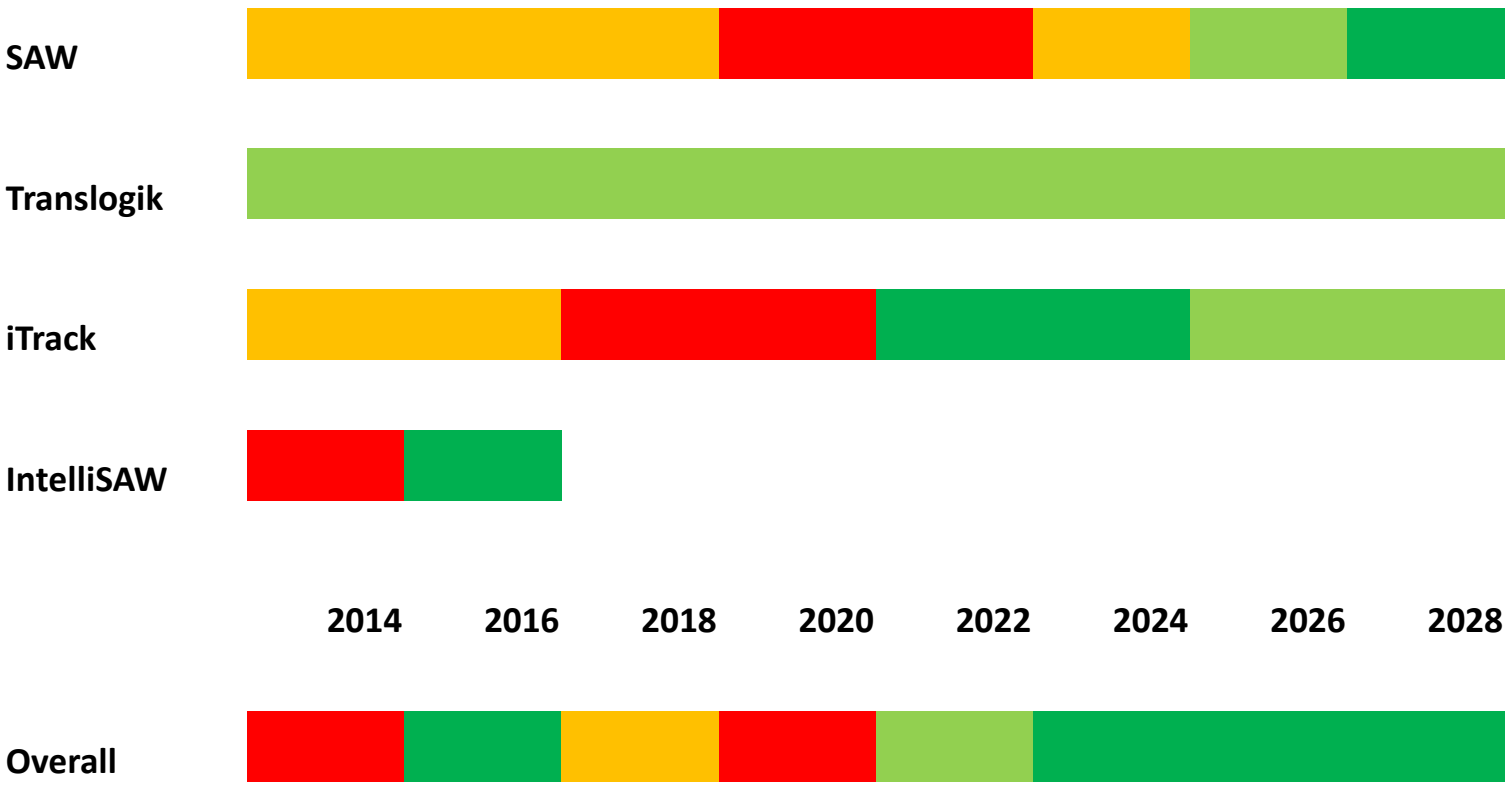
“Trading continues to be profitable with positive operating cashflow. Net cash at 30 November was approximately £0.80 million (30 June 2022: £1.06 million), reflecting a further investment in share buybacks of £0.1 million and a substantial increase in Translogik inventory to satisfy both existing and pipeline levels of demand.

“Commercial development opportunities across all three segments of the Company’s business show good prospects for further growth as the financial year progresses.

“Since the announcement of a £650,000 share buyback programme on 27 September 2022, the Company has acquired 110,000 shares for treasury at a total cost of £97,000. The remainder of £553,000 is available for further such purchases subject to shareholder approval at today’s AGM.”

Nigel Rogers – Executive Chairman

4. GROUP RECAP



Sold via ten year licence in 2020 - ongoing

Sold via licence in 2015 for US$5m

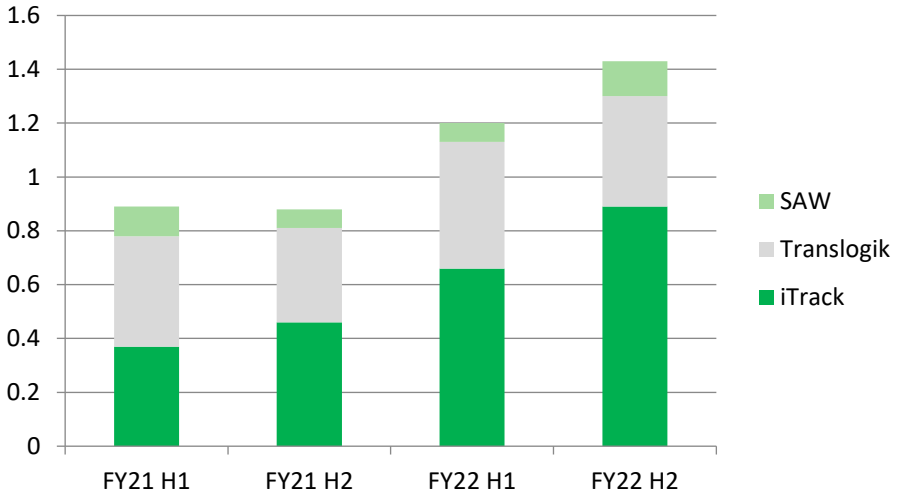
Profitable

Marginal

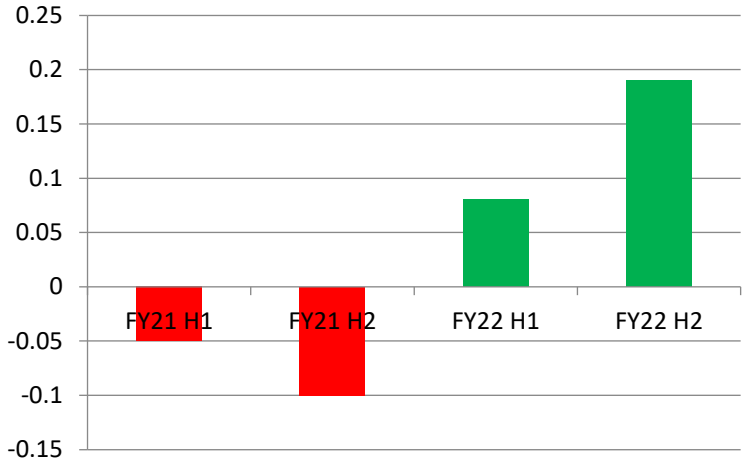
Loss-making

5. STRATEGY

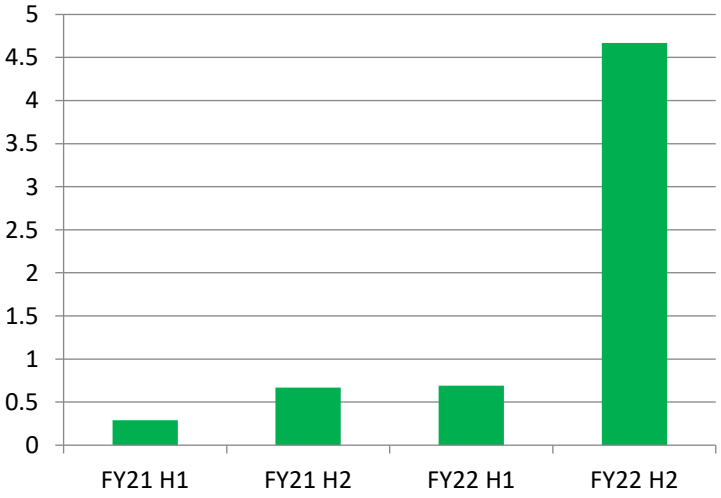
Revenue by Segment (£m)



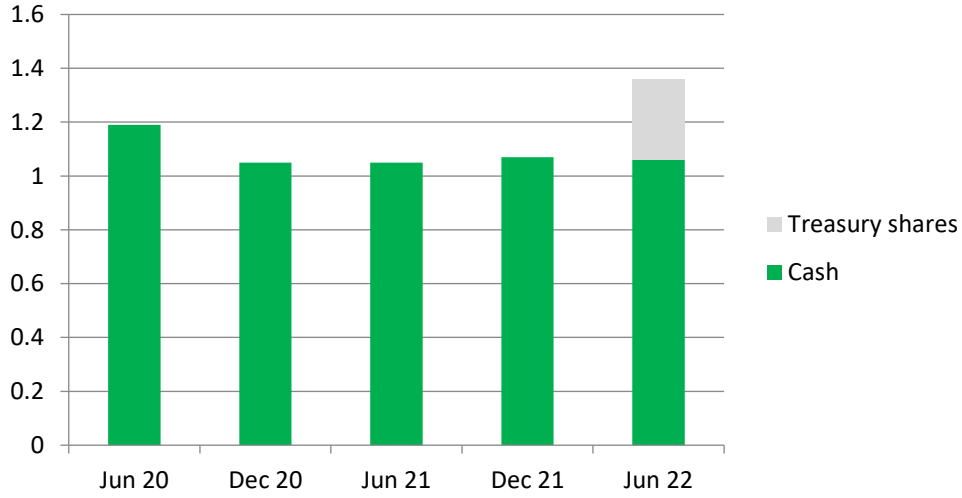
Net PBT (£m)



Earnings per Share (pence)



Cash/Treasury Shares (£m)



6. FINANCIAL DASHBOARD

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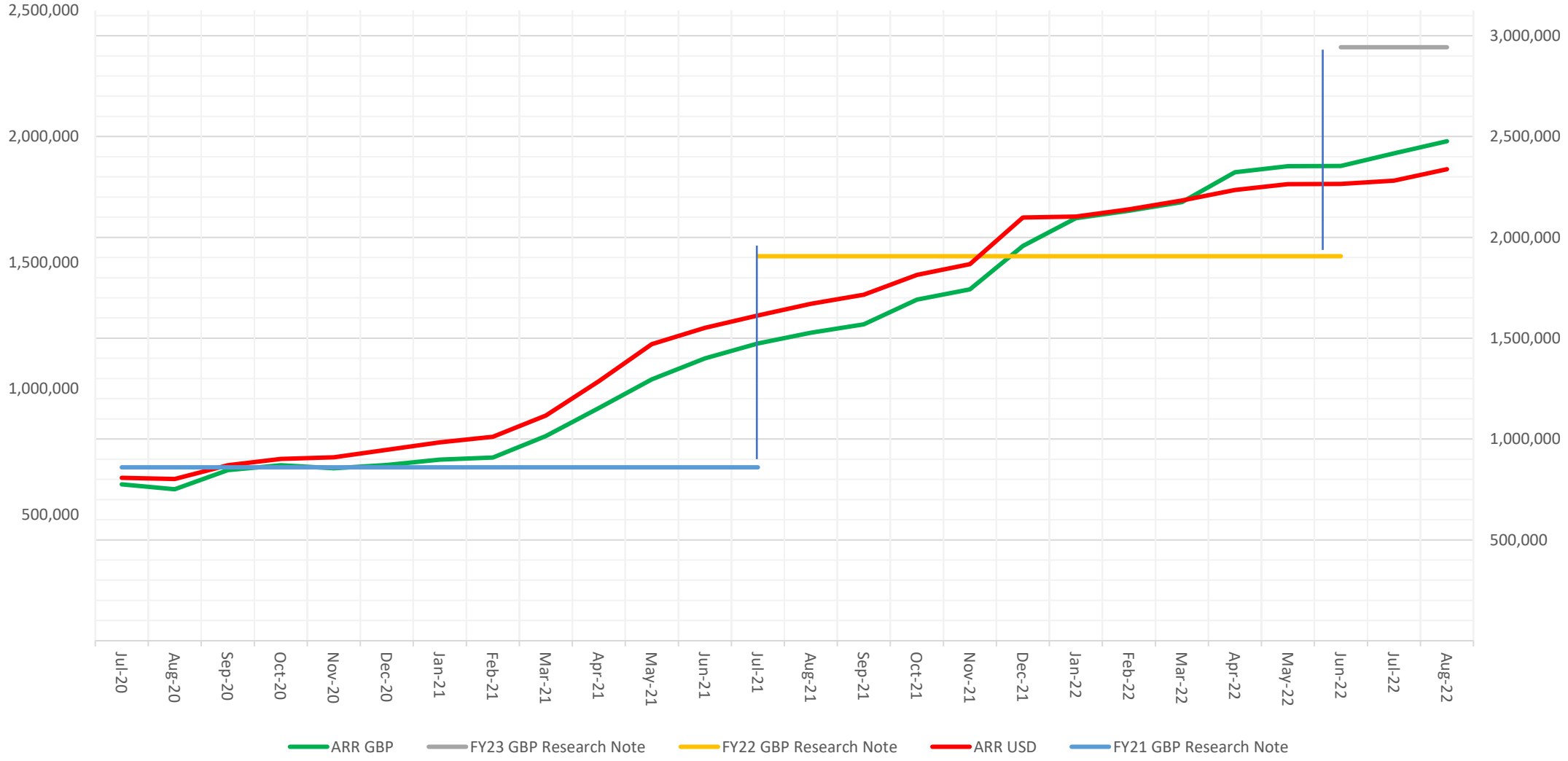
Annualised Royalty Run Rate ('ARR') in GBP & USD



Research note refers to Broker research published by Allenby Capital

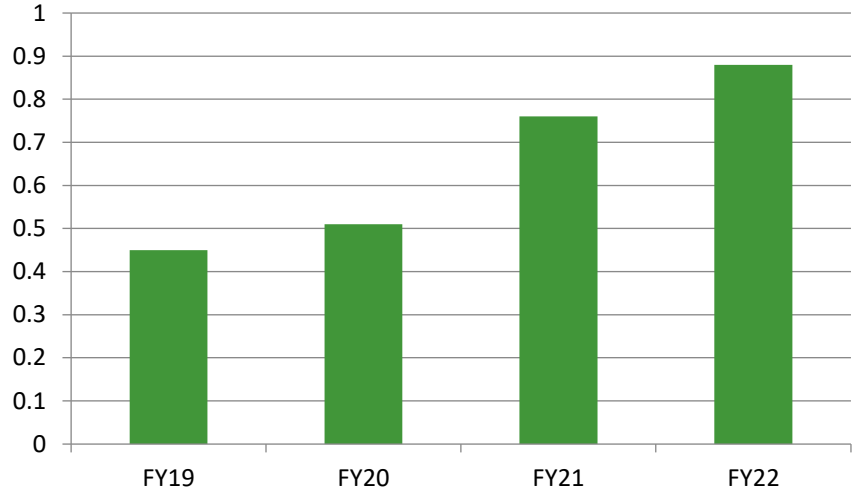
Translogik TLGX Tyre Probes

- Enable digital capture and management of critical commercial vehicle tyre safety inspection data
- Rapid measurement & recording of tyre pressure, tread depth and RFID data
- Wireless integration with fleet management system via Bluetooth

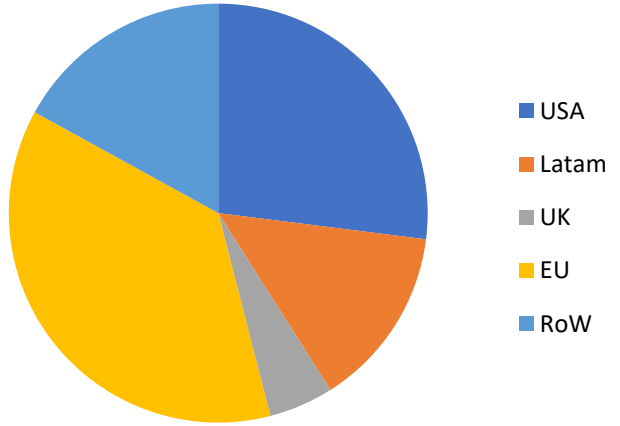
Benefits

- Accurate and “mistake-proof” data collection for mandatory Preventative Maintenance Inspections
- Reduces time taken to inspect tyres, collect and analyse data
- Rugged and robust
- Easy to use with minimal training
- Compatible with many fleet management systems’ software
- Flexibility - TPMS sensor agnostic

Translogik Revenue (£m)



Revenue by Territory



SAW Technology

- Accurate, reliable measurement of torque and temperature on a rotating shafts and components
- Enables sensing in environments and applications not previously possible
- Standard components, bespoke integration

Features/benefits

- Patent protected IP
- High accuracy and speed measurement
- Lightweight, compact, rugged and robust
- Battery-less
- Wireless
- Temperature compensation
- Not affected by magnetic interference
- Can also measure temperature, pressure, strain

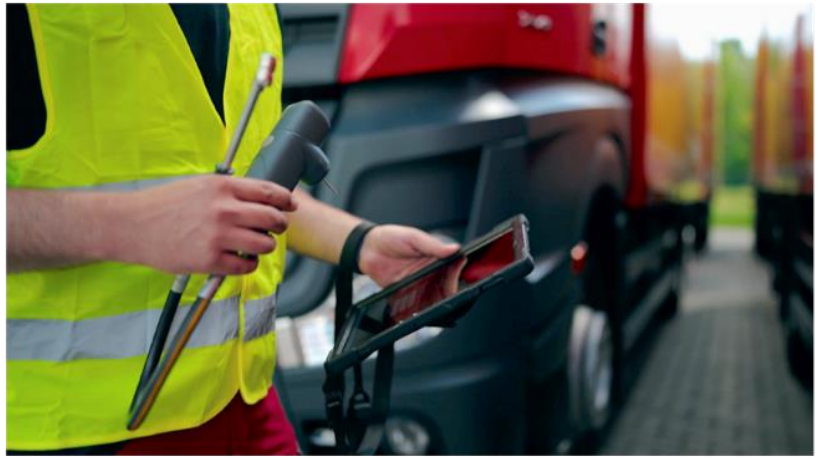
Nick Hopkins – Chief Operating Officer
Andy Bullock – Technical Director

10. FACILITY TOUR

Melvyn Segal – Chief Financial Officer
Rob Carlaw – Commercial Director - Translogik

11. TRANSLOGIK TYRE MONITORING

12. TRANSLOGIK – BUSINESS MODEL



TLGX1 – Tread only

TLGX2 – Tread and tyre pressure

TLGX3 – Tread, pressure and RFID reader

TLGX4 – Tread, pressure, RFID and TPMS sensor

13. TRANSLOGIK – PRODUCT RANGE

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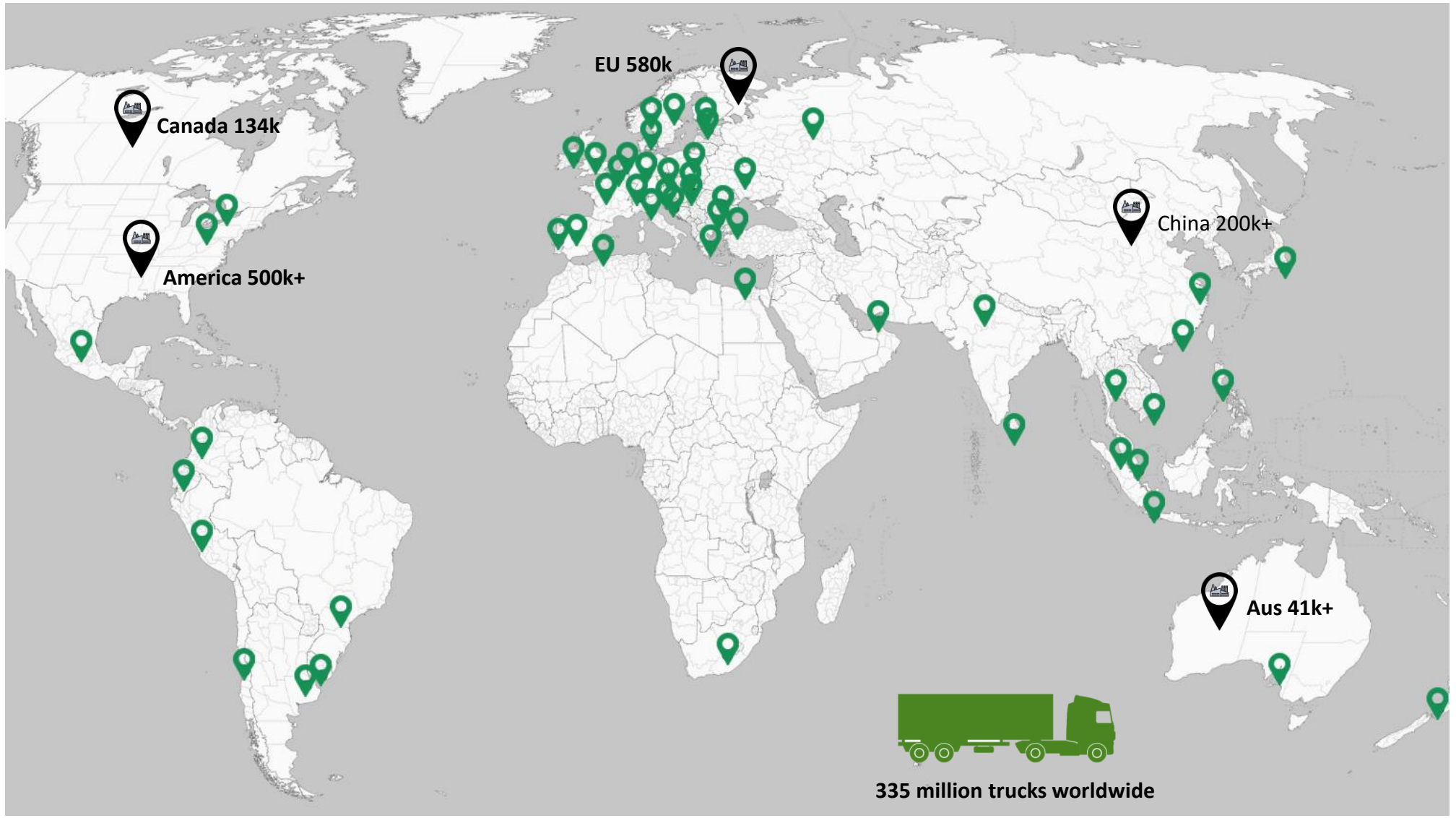
Global tyre company hubs

Road haulage companies

Trucks worldwide



14. TRANSLOGIK – SALES CHANNELS & MARKET POTENTIAL

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- **Great customers -** Close relationships with global tyre majors in contracted fleet tyre management
- **Geographic expansion –** Tyre majors offering openings into new territories
- **Growth markets -** Global road freight logistics sector expanding strongly
- **Safety case -** Digitised records recognised as best practice and increasingly mandated
- **Additional sales channels -** Exploring opportunities to engage directly and through software/hardware providers with non-contracted fleet users
- **Healthy pipeline –** incoming enquiries indicate good prospects for 2023 and beyond

Nigel Rogers – Executive Chairman
Nick Hopkins – Chief Operating Officer
Andy Bullock – Technical Director

16. SURFACE ACOUSTIC WAVE TECHNOLOGY (“SAW”)

"The **torque sensor market** is projected to **grow from US$6.8bn to US$9.0bn** between 2021 & 2026 at 5.7% CAGR.....

".....Torque measurement is important in technological applications such as engine and transmission testing.....and **power measurement within propulsion systems**.....and is one of the **critical parameters** in the development of combustion engines and industrial motors.

".....the most **demanding applications**, such as **aerospace, marine and racing**, require torque sensors with **the highest accuracy and reliability** for smooth and dependable measurements.

".....apart from being compact and lightweight, **sensors based on** [magnetoelastic, optical and **SAW**] technologies have **excellent linearity, considerable resolution and allow fair electromagnetic noise immunity**.....The battery-less and wireless operations of **SAW-based sensors allow for flexible package design and easy integration**.

"such features also create **new opportunities** ....in **high-performance control, machinery prognostics, and vehicle monitoring and control**."

Source: Torque Sensor Market, MarketsandMarkets, April 2021 : https://www.marketsandmarkets.com/Market-Reports/torque-sensor-market

Aerospace

Advantages of SAW in Torque sensing

- Highly accurate
- Maintains system mechanical integrity – no shaft flex needed
- Lightweight, compact, rugged and robust
- Battery-less
- Wireless
- Rapid high speed measurement
- Temperature compensation
- Tolerant to magnetic interference

Electric Motors & Drives

Industrial Machinery

Environmental & Sustainability Benefits

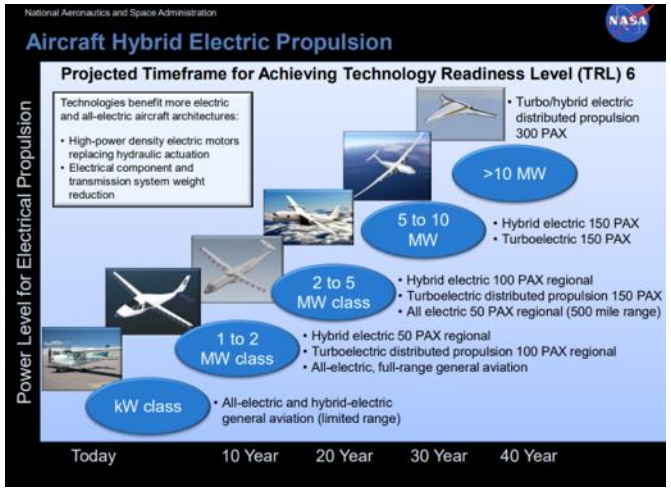
- Enabling technology for improved electric drive system efficiency
- Improving control and power management in machinery and robotics
- Improving engine efficiency

Motorsport/High Performance

18. SAW – TARGET MARKET SECTORS/APPLICATIONS

Technology Fit

- Accurate torque measurement for engines & flight systems
- Safety, control & reliability case
- Size, weight & cost benefits
- Temperature & EMC advantages



Proven Benefits – GE ITEP

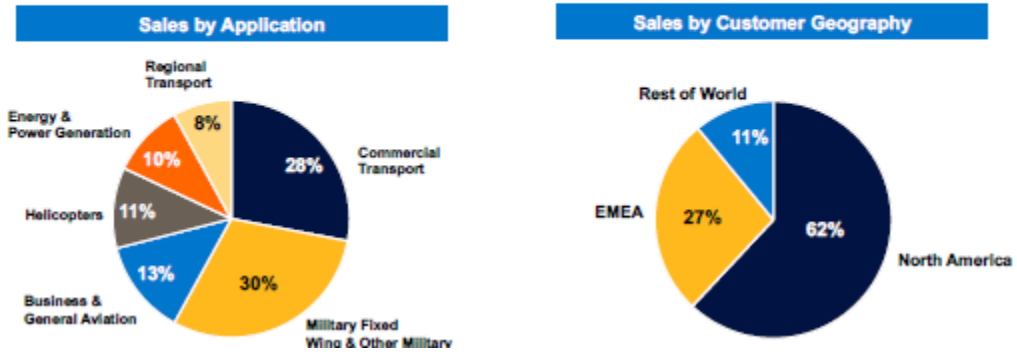
- ITEP targeted 50% more power, 25% less fuel, 20% longer life over old engine
- SAW technology was selected due to
  - Improved torque measurement accuracy
  - Elimination of sensor maintenance
- Enabling the ITEP engine control system (FADEC) to deliver:
  - Better fuel consumption
  - Better handling
  - Better data collection
  - Better component protection

Aerospace - Period of Rapid Change

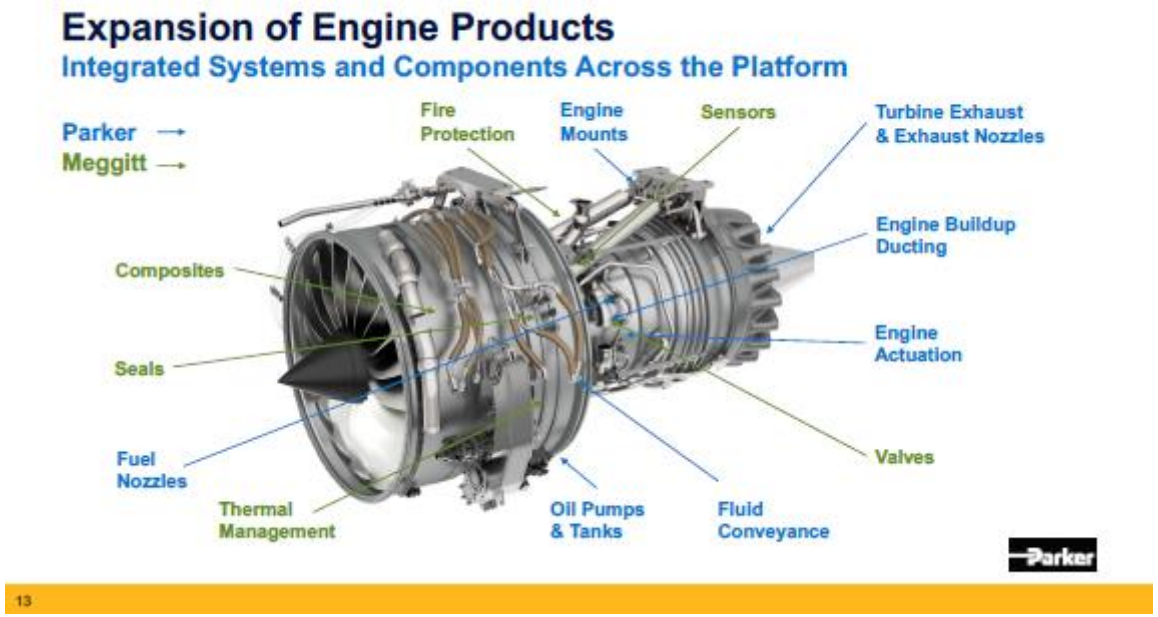
- More electric and all-electric architectures
- HD electric motors replacing hydraulics
- Component and transmission system weight reductions
- Adoption in new UAM and RAM by 2030/40

Source: NASA

Meggitt FY22 Sales Profile



Source: Parker Hannifin Corp, Meggitt Acquisition Update 28 Sept 2022



20. MoU WITH MEGGITT OFFERS POTENTIAL ROUTE TO MARKET

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Technology Fit

- Replacing torque estimation with real-time measurement
- Accurate measurement of magnet temperature
- Power and range improvement
- Safety integrity enhancement

Early Data Supports Adoption

".....the application of SAW-based torque sensors in the control loop seems to offer great potential to make a significant improvement to the performance of electric motor design systems in terms of efficiency gains and power density."

Murray Edington, Head of Electrified Powertrain, Drive System Design Ltd.

Demand Brings Opportunity

"Electrification is one of the key trends shaping the global energy transition. And due to recent geopolitical developments, favourable economics, and demand for decarbonisation, the pace of this trend is set to accelerate."

Source: McKinsey Unlocking opportunities from industrial electrification, July 2022

Technology fit

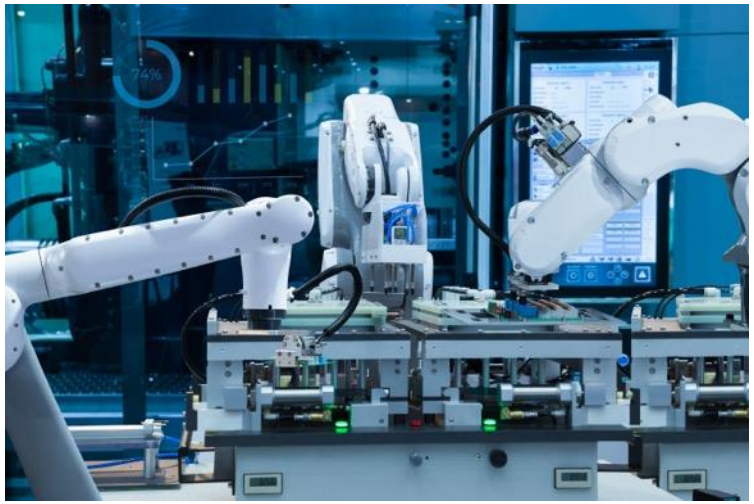
- Accurate measurement of delivered torque improves control
- Maintains system mechanical integrity – no shaft flex needed
- Withstands harsh environments
- Improving control and power management in machinery and robotics
- Aids autonomous operation
- Safety integrity enhancement

Following Recent Field Trials

"The Transense SAW sensor performed well throughout the recent hot and dusty summer. We are now investigating the data following different test scenarios, and so far we have not seen any issues."

Field Trial Senior Engineer, Global Capital Goods OEM

(Name withheld under NDA)



Advances in Robotics Creating New Opportunities

"Integrated torque sensors allow cobots to be used in new and sophisticated areas of application."

Schaeffler press release, 2022

"The shift from power-limiting systems to power- and force-limiting systems with torque and position sensors has delivered improved accuracy, as well."

Control Design Magazine, 2021

Technology Fit

- Accurate, high speed measurement of delivered torque
- Maintains system mechanical integrity – no shaft flex needed
- Rugged, reliable light & compact
- Used for regulatory compliance and performance advantage

Proven in Highly Demanding Arena

"We anticipate significant growth in the adoption of this technology for torque sensing in premium motorsport."

Matthias Dank, McLaren Applied

Near Term Growth Opportunity

"SAW has been in development for several years and has recently been approved for use on Formula One cars...its primary market is at the highest levels of motorsport including MotoGP, where a fraction of a second can separate first from last."

Richard Saxby, McLaren Applied

Motorsport Innovation magazine , October 2022

Number of Current and Prospective Customer Engagements

Status	September	Progressed	Added	Removed	November
Active enquiry	18	-3	+8	-1	22
Funded NRE project under negotiation	0	+3			3
Funded NRE project underway	3				3
Long term contract under negotiation	1				1
Under long term contract	2				2
Total pipeline	24	0	+8	-1	31

QUESTIONS?

Sensor AQP

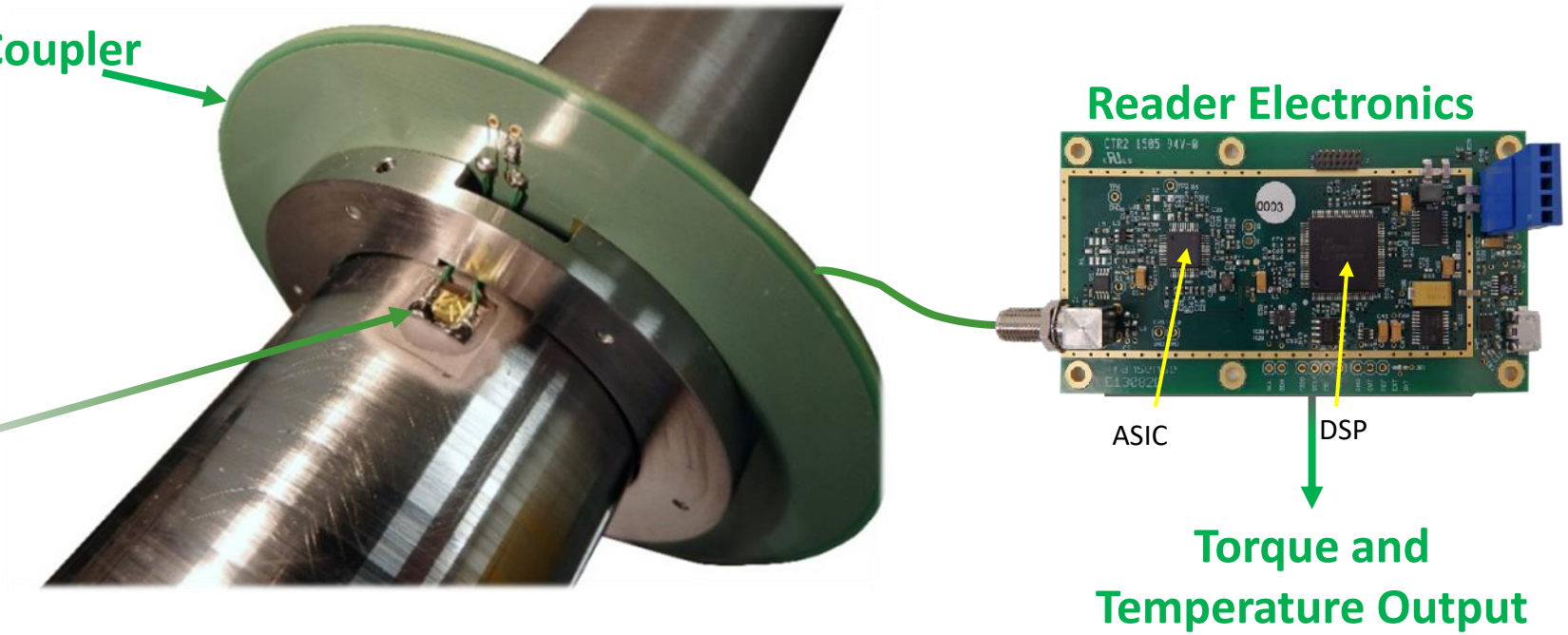
- All Quartz Package (AQP) industrialised sensing element
- Patented SAW components
- Low cost in high volume
- AQP is a passive device, no electronics on shaft

RF Rotary Coupler

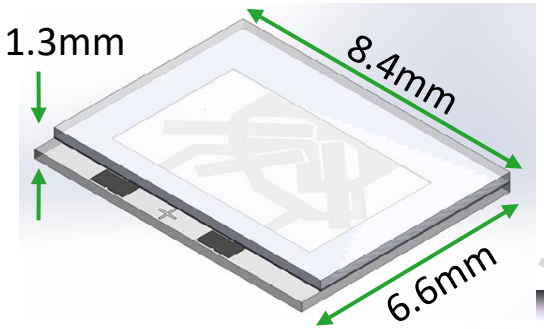
- Patented Low-cost non-contact RF antenna for signal transfer
- Rotor Coupler is mounted on shaft, connected to sensor
- Stator Coupler is mounted in a housing

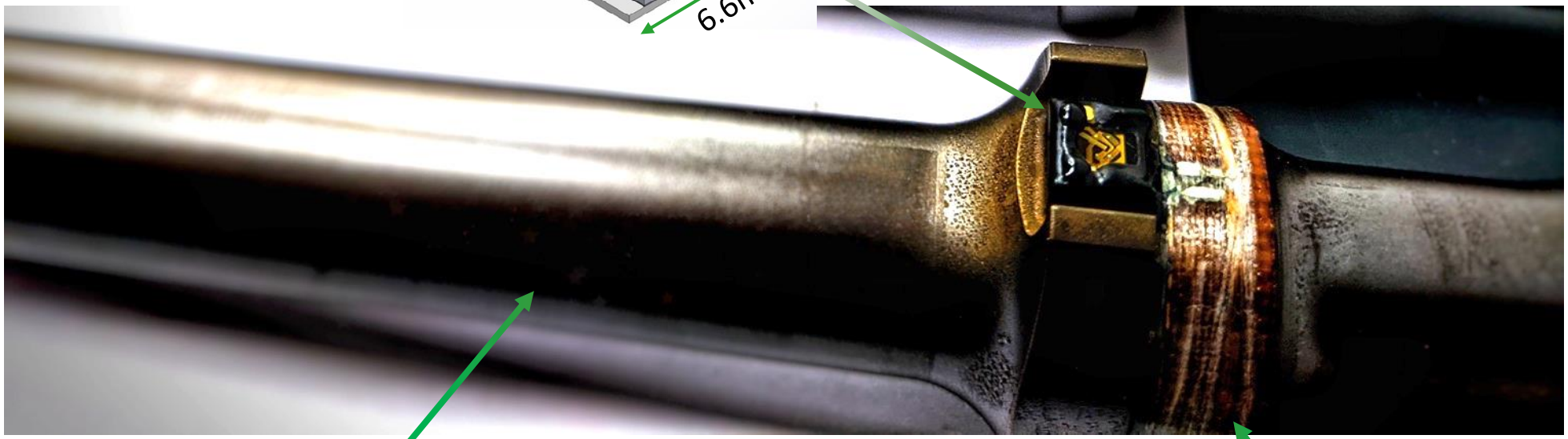
Reader Electronics

- Unique ASIC
- Electronics and software to process AQP SAW signal
- Transense unique patented software and electronics design



Sensor AQP

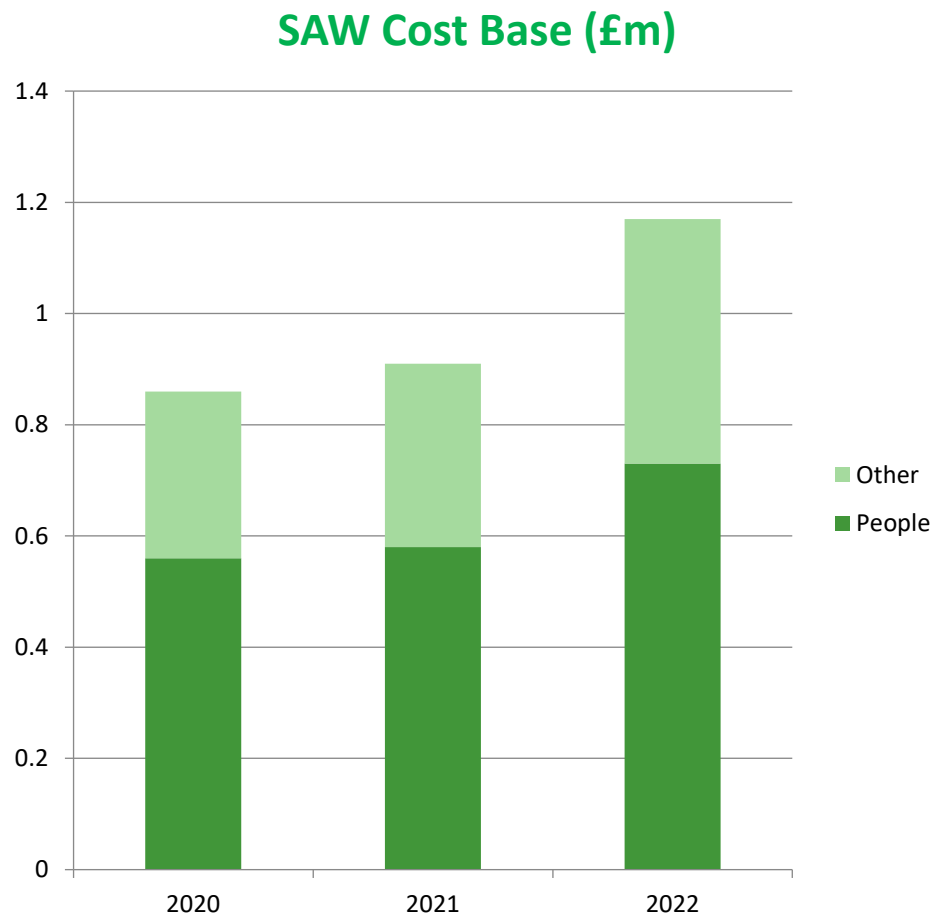




Engine Output/Transmission Input Shaft

RF Rotary Coupler (Radial Style)

APPENDIX - SAW COMPONENTRY - EXAMPLE MOTORPORT SHAFT



APPENDIX - SAW - TECHNICAL & OPERATING COSTS

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