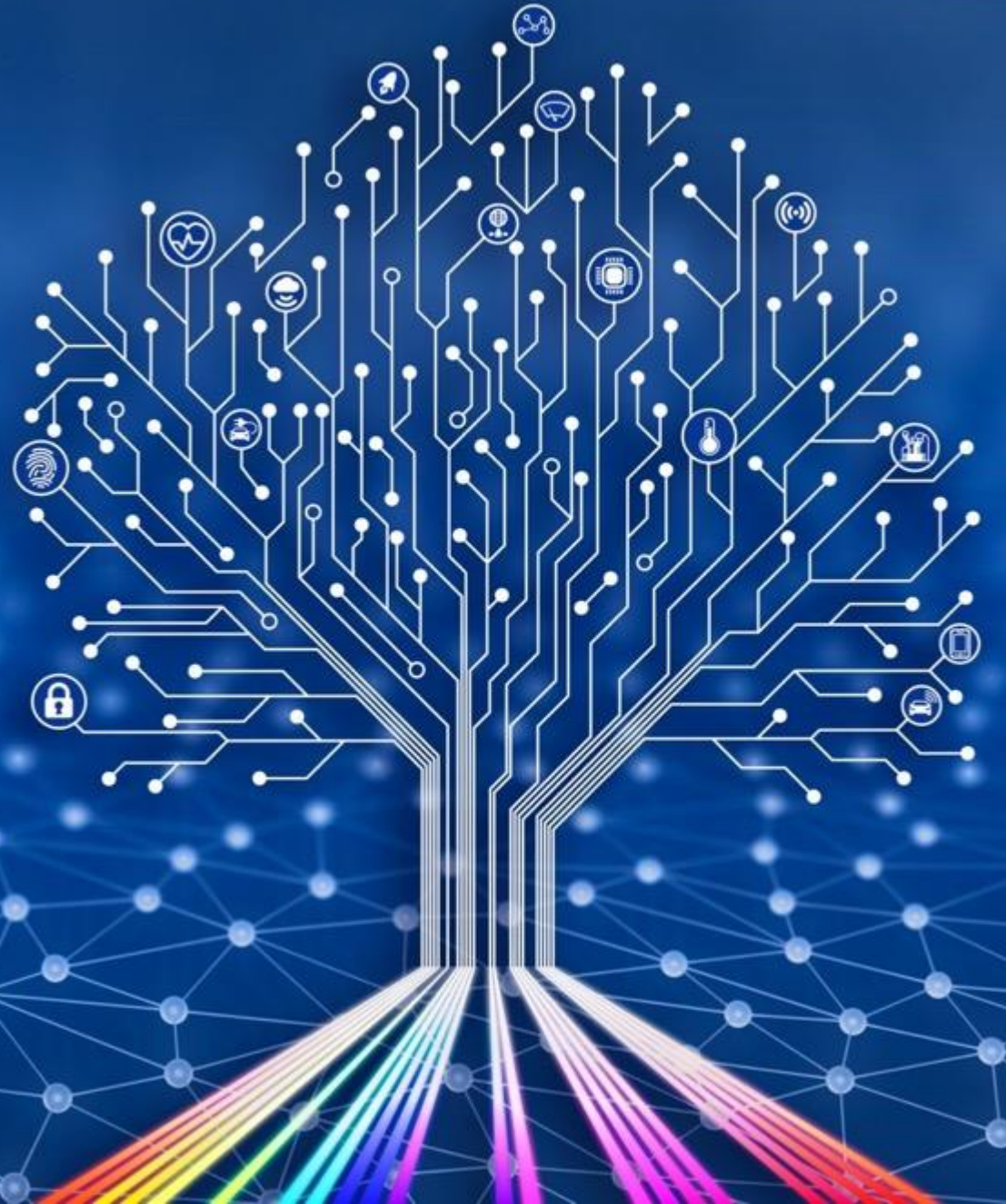


# Panorama Synergy Limited

Annual General Meeting  
14 November 2017

**‘Leading in the Connected Economy’**

Building next generation sensing technology  
platforms, IOT and analytical systems



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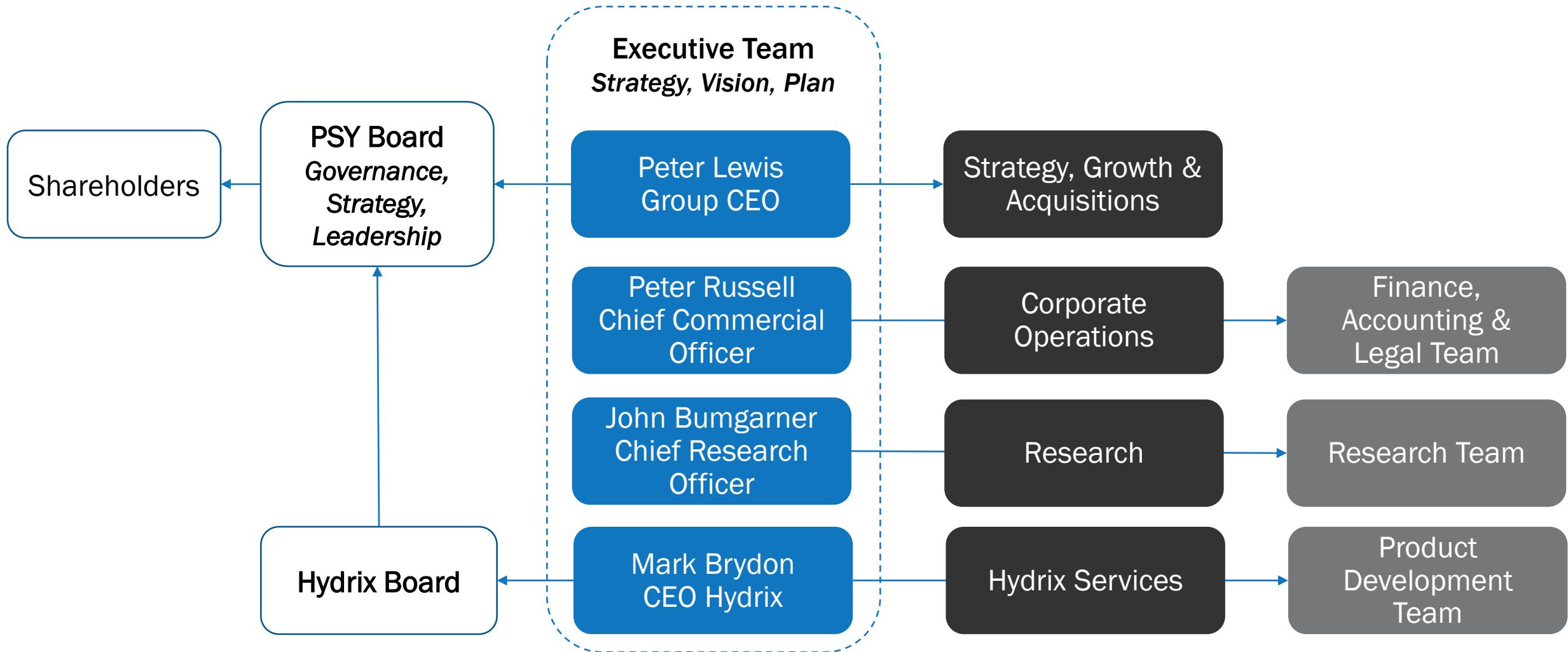


# Chairman's Address



- UNITED Board & Leadership team
- Business TRANSFORMATION program well underway
- Building a DISRUPTIVE Australian technology company
- Completed a GAME changing acquisition
- SUBSTANTIAL addressable market opportunities

# Group Organisation Structure



# Leadership Transformation



- Engaged and decisive Board driving business transformation
- CEO driving commercial outcomes; a record of building technology companies from pre-revenue to \$70M+
- Chief Commercial Officer improving day-to-day decision making and business performance
- Cutting edge Chief Research Officer leveraging vast global experience developing MEMS technologies
- Reduced interim cash-burn and wastage, and secured loan facilities for working capital and strategic acquisitions

# Strategy Transformation



- Transformed the business from research-centric to market-led technology product & services Group
- Hydrix a profitable, design & engineering firm
- The “glue” to accelerate commercialisation of PSY’s MEMS sensor devices, e.g., built PSY’s first spectrometer in 90 days
- Unifying around a common purpose to deliver innovative and disruptive technologies
- Consolidated PSY’s team into Hydrix’s Melbourne headquarters improving collaboration and business efficiency

# Near-term Transformation Priorities



- Implement financial systems to improve accountability, transparency, and to integrate the businesses
- Increase product development team to expand sensor products and accelerate market 'readiness'
- Establish partnership with Melbourne-based sensor device fabrication facility
- Actively manage cash and resource allocation
- Grow revenues and expand business capabilities

# Panorama Synergy Limited

## CEO's Address



# Vision

## Vision



## Growth value via:

Unique Sensor IP

IoT connectivity

Data analysis services

Design Services

Strategic Acquisitions

## Core Aim



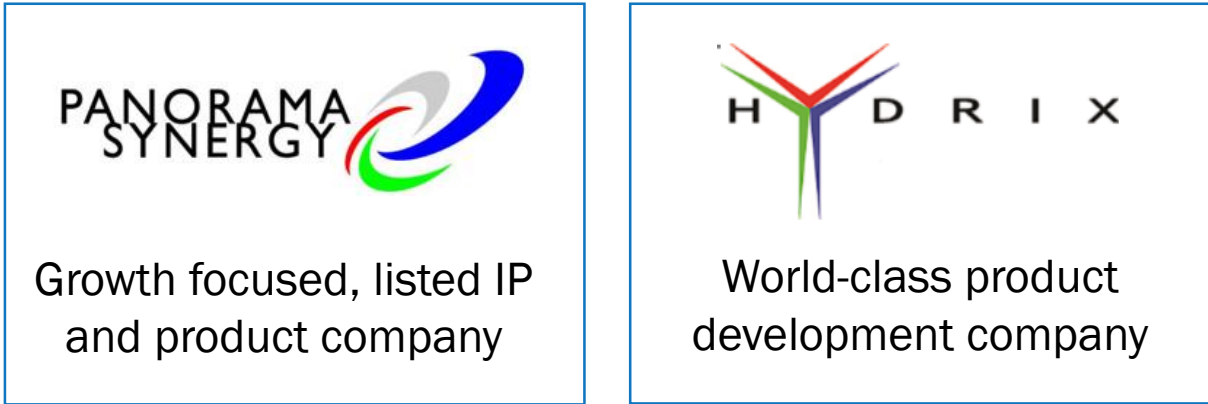
# Transformative Acquisition: Hydrix



# Transformative Acquisition: Hydrix



In September PSY announced its intention to acquire Hydrix



A transformative acquisition with financial and strategic synergies aligned to the PSY vision



\$30k

(\$3.0M)

5

0

1



\$11-\$13M

\$1 - \$1.3M

50

4

25

Revenue	\$11-\$13M
Earnings	\$1 - \$1.3M
Engineers	50
Business Dev Staff	4
Active Projects	25

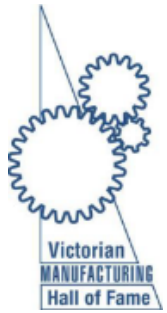
# Hydrix & PSY: From Idea to Sales



- Historically, PSY has been R&D focused
- Had to find partners for each of the other downstream capabilities
- Sub-optimal situation (expensive, time-consuming)

- Hydrix provides the ability to integrate along the whole supply chain
- Track record of completing 250+ products with global client base (US, UK, Europe, Australia)
- Cost-effective, with shortened time to delivery
- Capability across most core and support functions of the business value chain (inc regulatory, accreditation, quality, HR, logistics, sales, procurement, delivery)

# Hydrix: Example Customers & Products



Australian Government  
Department of Defence  
Capability Acquisition and  
Sustainment Group



BIONICVISION  
AUSTRALIA

SIEMENS



# Increased Market Scope & Capture



**Diversified Engineering Services (DES)**

**Medical Technology**  
\$158BN

**Defence & Aerospace**  
\$1.8TN

**Agricultural Technology**  
\$12BN

Increased value capture

**Sensors**  
Information capture

**IOT**  
Sensor connectivity

**Analytics**  
Data processing

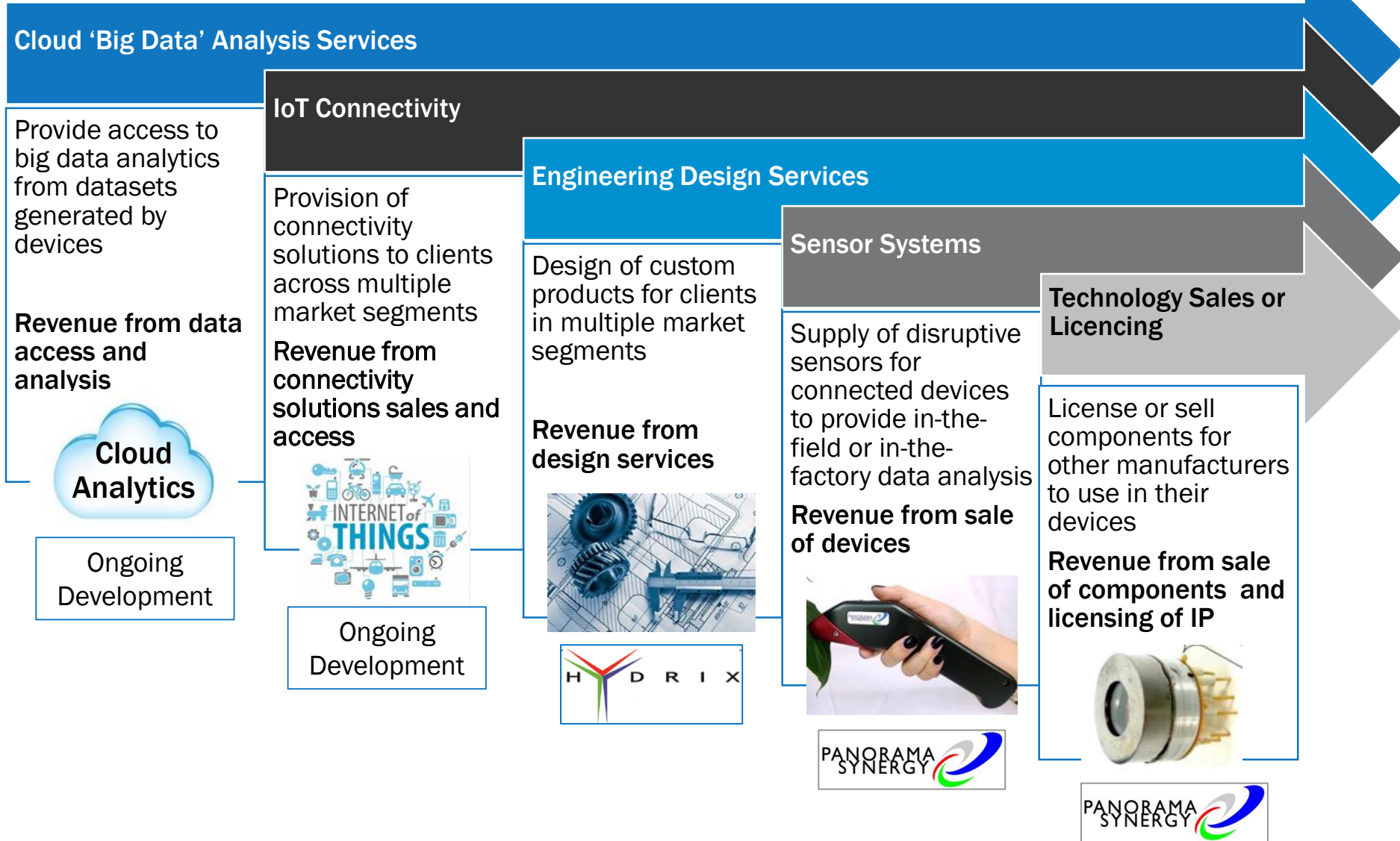
**Combined US\$1.9TN**  
(160x bigger than sensor market alone)



**H D R I X**  
25 live projects

**PANORAMA SYNERGY**  
MEMS Spectroscopy

# Paths to Revenue



\$ Multiple prospects in play today  
\$ provide swift revenue growth opportunities  
\$  
\$  
\$

# Revenue by Market Sector



	Product	Engineering Services	Commercial Applications	Revenue
Diversified Engineering Services	Spectroscopy	Various	Mining Communications, Robotics, Collision Avoidance, Railway Signalling	30%
MedTech	Spectroscopy	Various	Cardiac systems, X-Ray Machines, Point of Care Diagnostics, Wearables	60%
Defence & Aerospace	N/A	Various	Cyber security, other	5%
Agriculture	Spectroscopy	Spectroscopy	Crop Health & Nutrition, Yield Management	5%

# Transformed from Research to Market-led



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Hydrix provides the design & engineering capability to build commercial-ready products & reduce time to market

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Market driven product development and commercial focus informs our R&D effort

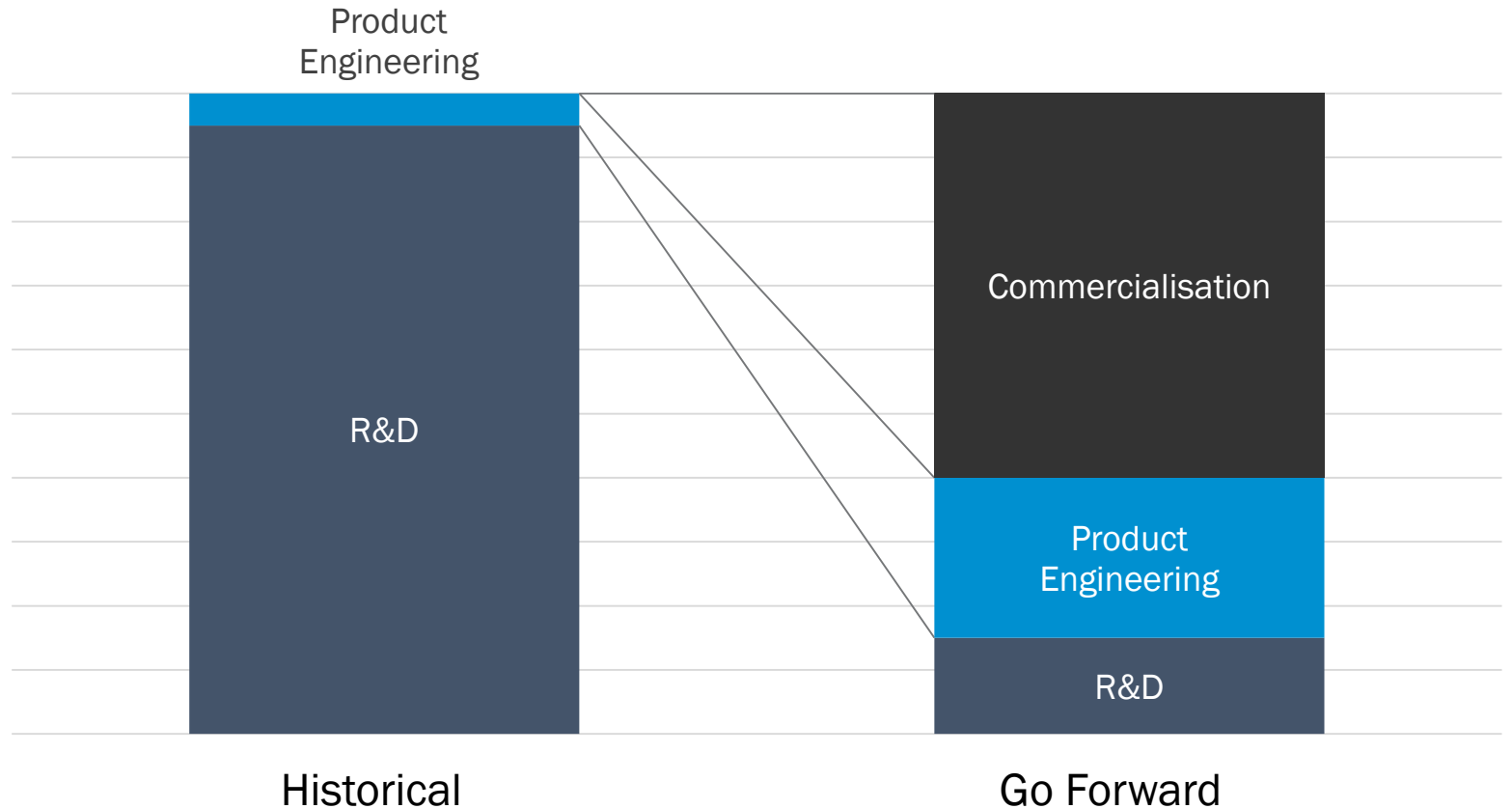
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Business development team works with customers to identify solutions with PSY sensor products

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Shifts PSY from being a research company to a revenue generating commercialisation organisation

Resource Allocation Mix



# PSY's First Commercial Product



Bulky lab-based  
Competitor:



\$60k - \$150k Competitor

PSY P3 model  
hand held in the field:



~\$10k-20k PSY

PSY P3 provides:

- Real time data capture and reporting
- Hand held
- Robust field-deployable
- Low power
- Customisable form-factor to suit multiple end use applications

Significant Agtech customer interest

# What the Future Holds ...



- End-to-end technology solutions company with proven world-class capabilities
- Scientists and engineers with globally attractive skills, track record and IP
- Presence in multiple high-value sectors with extensive roadmap of projects
- Switching from R&D only to commercially-focused results
- License, build and buy model means we are not limited to any particular technology
- Can now capture value across the 'Connected Economy'
- Strategic acquisitions to accelerate access to capability, customers & products

**Panorama Synergy Limited**

**Thank You!**

