# 2021 Annual General Meeting Presentation



## **CT Overview**

**Partnered** 

experience across every major

industry sector.

### Service-focused **One Stop Shop** End-to-end IoT capabilities Our customer's objectives 06 are our focus. under one roof from concept to production. Choosing 7600 Constellation **Rapid Development Technologies** 05 & Deployment We work with some of the world's largest tech companies to ensure MCT platform means that that we can deploy and support your solutions are already national and international roll-outs. 80%+ built. ofo 04 **Integrated Solutions Experienced** 80 people with deep IoT We work with you to optimise your

IoT solutions through seamless

integration with your existing

business systems and processes.



# **CT IoT Hardware Evolution**

Button activation, BLE and RF communications NFC activation, induction charging, BLE, RF and Direct LPWAN communications



Generation 1 Smart Tag



Generation 2 Smart Device



Generation 3 Smart Device/Gateway



# Gallactic IIOT Edge Gateway



- Easy Edge Data Acquisition From Fieldbus Equipment (Serial Ports, Modbus, Ethernet)
  - Efficient Edge Data Logging and Processing –Minimise data wastage, OTA(Other the air configuration updates)
- RESTful/C/Python APIs and API tokens make OT data integration into IT applications easy and secure
   Designed for use with cellular networks, Galactic-IIoT is
  - compatible with 4G, LPWAN and regional EDGE coverage areas.
  - Secure Data connectivity to MCT-OpenVPN over TLS to MCT

### **Use Cases**

- Pipeline Pressure Monitoring
- Water Quality Monitoring
- Weather Stations
- Tank/Silo Level Monitoring
- Ambient Air Temperature &
- Humidity Monitoring
- Rail Track Temp/Strain gauge Monitoring
- Cathodic Protection Monitoring
- Noise Levels
- Smart Relays & Protection Relays
- Vibration Monitoring
- Weigh Scale Interfaces
- PLC/RTU Interfaces
- Camera interfaces
- Soil Quality Monitoring
- Flow Monitoring
- Dam/Weir Level Monitoring



# Evolution of IoT to MCT Platform

### **Data Waste**

This data wastage is an enormous and growing opportunity cost for society.

### Increased Risk

events occur, and events that could happen don't. As a result, people and property are harmed, productivity is curbed, resources are misallocated, and the natural environment

### **MCT**

**Improvement** 

Informed timely applied

knowledge can alleviate

negative events and

enable positive action.

Constellation
Technologies software
platforms] that is
capable of digesting,
processing and
presenting this
expanding cosmos of
data to enable positive

actions to occur.

### Data wa

### Growth

The proliferation of data gathered from the physical world continues to grow exponentially.\*

# Inefficiency

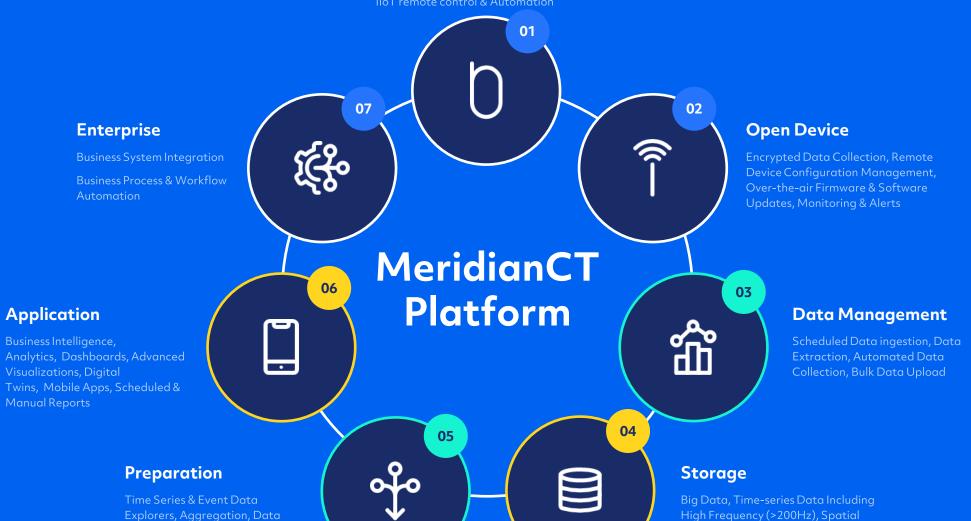
Most of the data
currently gathered is not
being used to inform
timely, insightful and
beneficial decisionmaking as software lags
hardware and industry
adoption lags
technology
development



Filtering, Data Validation, QA

### **Physical Devices & Controllers (Things)**

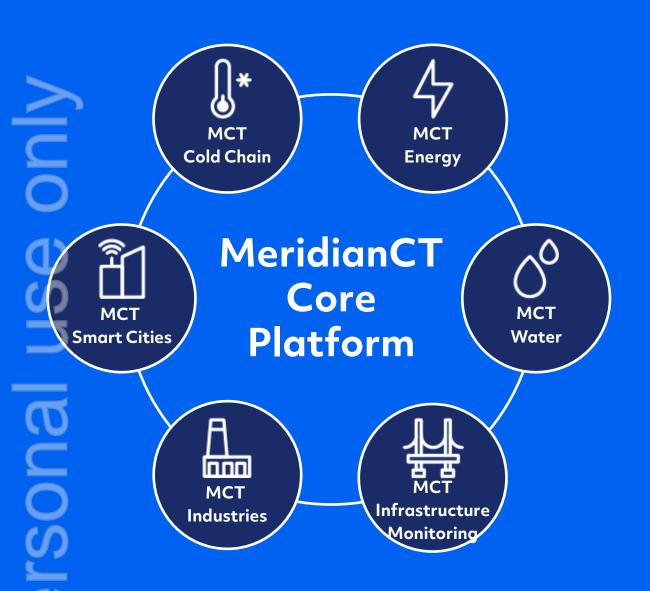
IoT Sensors, IP Cameras, Industrial Sensors & Machines, Industrial Process Control Systems (two way integration), Web API, 3rd Party Data Sources, Manual Data Entry, Observational Data & Imagery, IloT remote control & Automation





Data, Video & Image Data

# **MCT Industry Solutions**



MeridianCT Platform - the one core platform supporting many varied IoT applications.

Each usage of the MCT leverages the asset and progressively builds on the ROI.

The platform provides for rapid development, integration and deployment of customised IoT solutions with bespoke frontend interfaces to meet the individual customer requirements for B2B and B2C applications.

MCT platform addresses the missing link - Customisation for inflexible productised solutions in the emerging IoT sector.



# MeridianCT Platform Deployments



**MCT Smart Cities** 

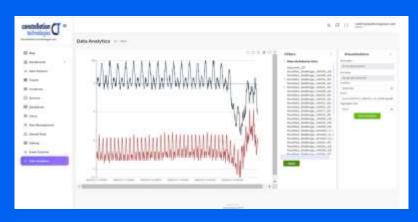


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**MCT** Water



MCT Cold Chain



MCT Infrastructure Monitoring



MCT Industries



**MCT Energy** 

# **Recent Sales**

- Rockfield Structural Monitoring (MCT Platform)
- Luhe Project Consultation (China MCT Platform)
- ■DOMA Hotels (IoT)
- ■Monash Animal Research Platform (Parkville) (IoT)
- Bistecca Restaurant (IoT)
- The Gidley Restaurant (IoT)

# **Proof of Concept Projects**

**Jimbour Beef and Bacon Processor:** An IIOT proof of concept with our Gen3 product, project funding provided by the AMPC (Australian Meat Processor Corporation).

*MB Group:* Energy and Temperature monitoring platform using MCT and Gallactic IIOT Gateway for supermarkets.

**Spotless Group:** National Facilities asset monitoring to improve asset performance, downtime and energy consumption via MCT IIoT solutions.

**M2 Lighting**: POC for integrated controls, including LED lighting and Energy Management, for large commercial clients using IIOT Gateway and MCT Platform.

International Cement and Composite Fibre Company: Developing a customised application layer over MCT platform to provide production productivity metrics includes IIOT Gateway to collect live machine and production data.

**Life Pharmacy Group**: POC to test IOT cold chain monitoring solution which is part of broader commercial opportunity with a peak national body.

**National Equipment Manufacturer:** Digital Twin POC to provide training and remote application for national global customers.



# **Operations Summary**

**Australian Cash Receipts** are steadily rising as we secure more subscriptions and trials turn into sales.

FY 21 Group Operational Net Cash Burn - \$238k pm vs \$120k current month

FY22 Group commenced operational cost cutting exercise over Sept Qtr to conserve cash balance

- Reduction to staff numbers in Australia & India
- Reduction in Group operational expense
- Reduced R&D activities due to completion of MeridianCT Core Platform



# Objectives for the year ahead

- Expand MCT and IoT platform sales based on solid sales pipeline.
- •Achieve operational profitability while continuing a high-growth agenda to capitalise on market opportunities.
- •Form strategic relationships with major technology companies to integrate the MeridianCT Core into their market offerings.
- Recommence negotiations with major customers that were suspended due to COVID-19
- Pursue opportunistic acquisitions to complement growth objectives



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