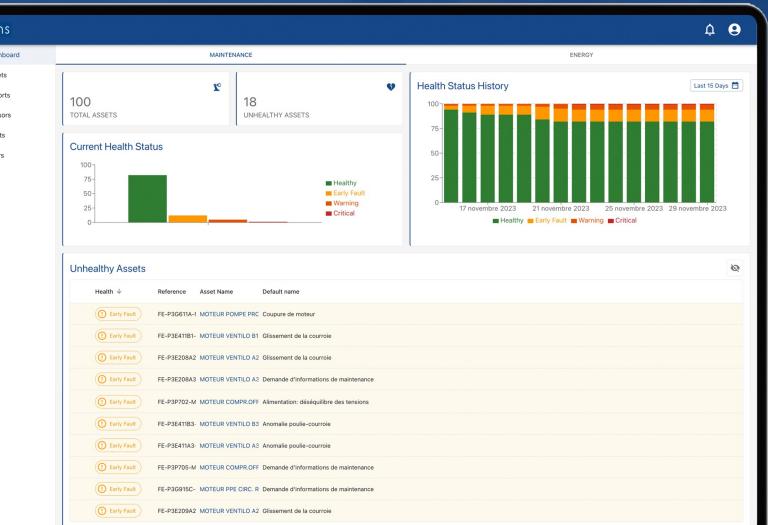


# RED

Rotating Equipment Diagnosis



Reliability Is Our Passion  
Efficiency Our Obsession

#Predictive\_Maintenance

#Energy

#Industry4.0

#SaaS

#AI

Rotating machines are  
inefficient in the industry

> 300 million units



Huge economical impact



Huge ecological impact

# Pains

---

#1 Downtime is  
extremely expensive

**15%**

Production  
capacity reduction

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**€125k/h**

Unplanned  
downtime

#2 Motors consume  
too much energy

**70%**

electricity of the  
industry

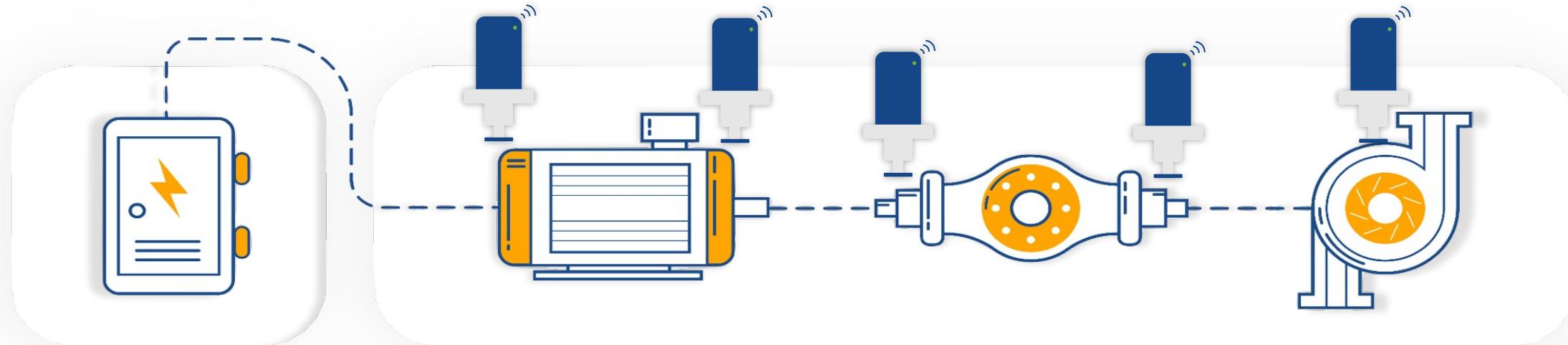
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**50%**

World electricity  
consumption



# PAIN #1 ADRESSED BUT NOT SOLVED



EXISTING SOLUTIONS COMES WITH A LOT OF BOTTLENECKS



LOT OF SENSORS



DIFFICULT TO DEPLOY



HARSH ENVIRONMENT



EXPENSIVE



HAS TO BE MAINTAINED



LIMITED LIFESPAN

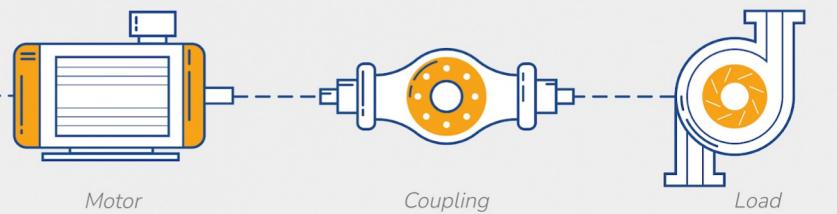
# WE MANAGE TO SOLVE BOTH PAINS

SIMULTANEOUSLY

OUR SOLUTION

**RED**  
Rotating Equipment Diagnosis

PREDICTIVE MAINTENANCE  
ENERGY OPTIMIZATION

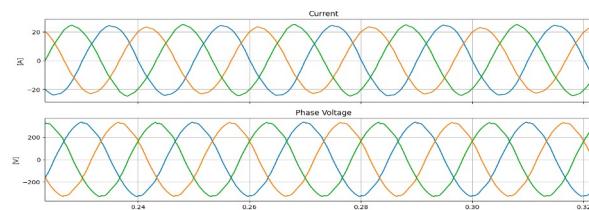


- ✓ Easier to scale
- ✓ Electrical and mechanical faults
- ✓ Sustainability reports
- ✓ Data driven
- ✓ Suitable for dangerous and hard-to-reach areas

# How Does It Work ?

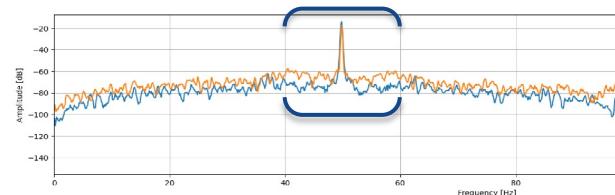
01

Collect Raw Data



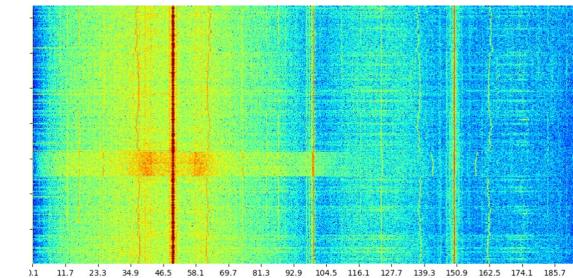
02

Transform The Data



03

History alerts us to anomalies



Large scale cloud data infrastructure has made it recently possible

# WE ENSURE CUSTOMER PEACE OF MIND

## Our value proposition

- ✓ Eliminate unplanned downtime
- ✓ Save energy
- ✓ Data-driven decision and reporting

04

## Report to customers



Have a demo ?

# How did we start ?

Early-adopters program

Sprint of 12 months to create,  
deliver and develop our solution



Major industrial companies  
bought our solution before  
it even existed in 2022

135 000€ ARR

# That's what they say...



**Patrick Renard**  
CEO Knauf Benelux

Throughout this period, their innovative solution has proven effective and essential to our operations



**Emilien Pesché**  
Director of Calcaires  
de Florennes

With Insens, we reduced overall energy usage at the plant, conducting data-driven preventive maintenance during scheduled shutdowns to prevent breakdowns.

**Olivier Sargent**  
Head of Maintenance  
TotalEnergies Feluy



This machines' electrocardiogram helps cut energy costs, equips and monitors our entire rotating machine fleet, and accelerates maintenance operations.

In addition, our production processes have become more efficient, enabling us to increase our production capacity and remain competitive in the market.

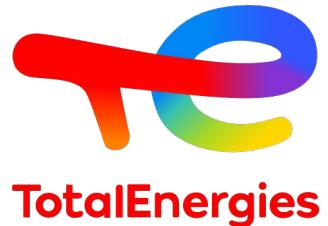
**Antoine Laduron**  
Maintenance manager  
Lhoist - Namèche



# GO-TO-MARKET



# CUSTOMER CASE



Kick-off in  
December 2022



So far

Saved  
85 000€

Or 556 MWh  
Or 140 households



Anticipate  
+20 faults

For 90 days  
20% of the machines

Initial investment : 65 000€ for 100 machines

Finalist of RC-Awards. Worldwide visibility at TotalEnergies

What's next

Commitment to upscale the solution in Belgium and France

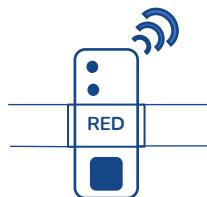
Feluy & Antwerp plant

TAM  
10 000  
machines

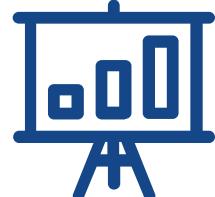
SAM  
3500  
machines

NOW  
100  
machines

Business model



One time fee  
**€600**  
/Machine



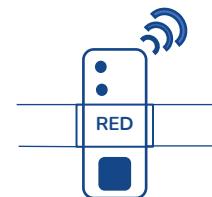
Yearly subscription  
**€650**  
/Machine

\*Upsell strategy to be put in place

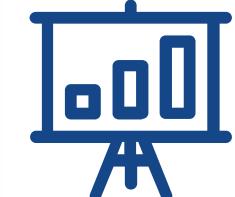
# Industrial SaaS



Current margins



One time fee  
**%60**  
/Machine



Yearly subscription  
**%80**  
/Machine

# COST-EFFECTIVE AND SCALABLE SOLUTION

## TECHNOLOGY ROADMAP – KEY OBJECTIVES



### HARDWARE

Cost going from 350€ to less than 150€



### DATA & FAULT DETECTION

1<sup>st</sup> Patent



### AI-EMPOWERED

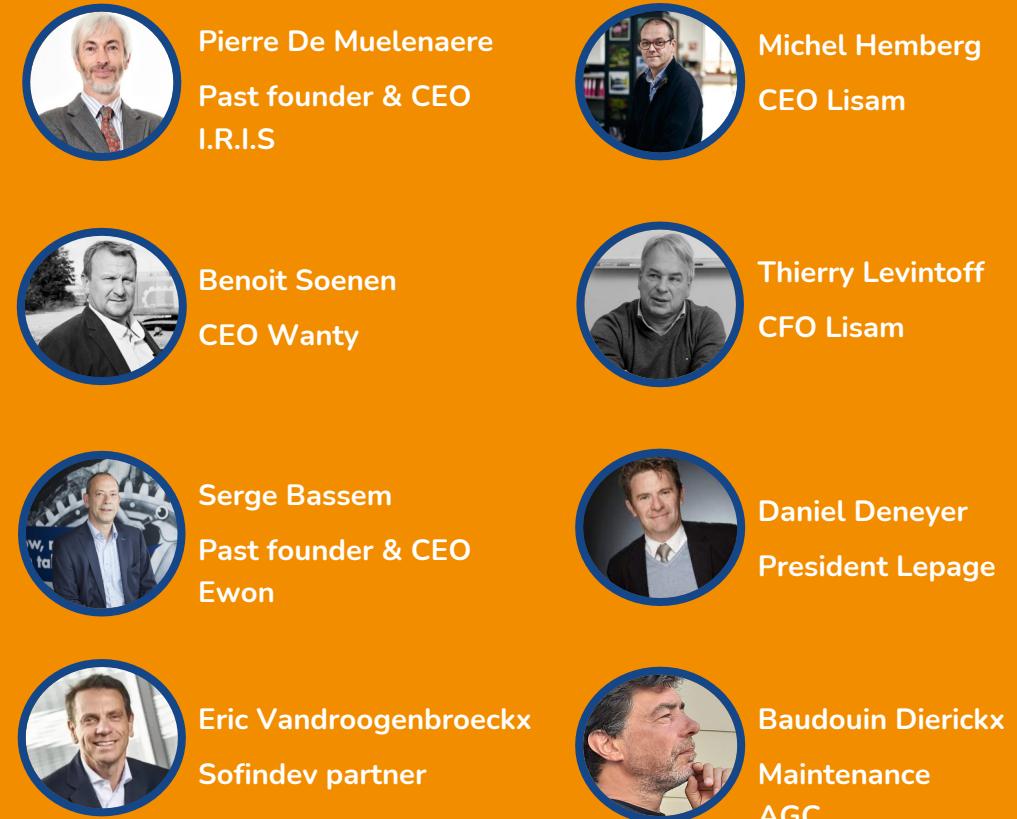
From 100 to 1000+ machines monitored per FTE

# CORE TEAM HAS BEEN SOURCED

## CREATION OF ADVISORY BOARD IN 2022

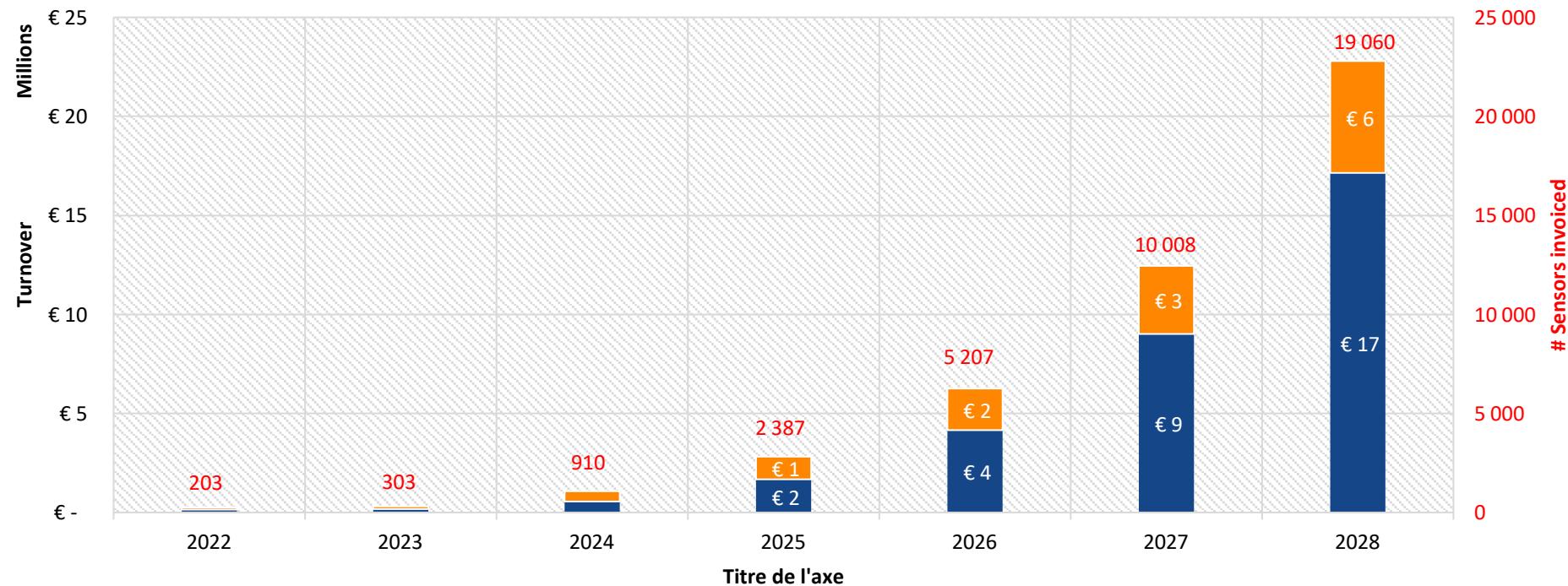


## High-flying advisors



# ... AND ACHIEVE AN AMBITIOUS GROWTH

Turnover ARR NRR #RED



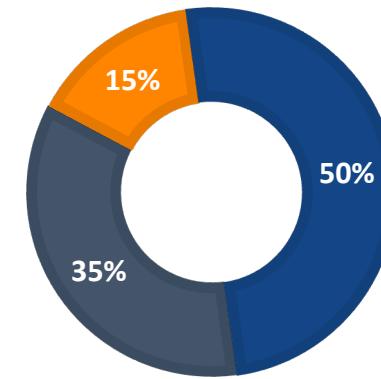
## RAISING FUNDS TO CAPTURE

300 millions rotating machines market



## WE ARE LOOKING FOR

1.5 M€ IN EQUITY



■ Tech/Solution ■ Operation ■ Growth

with

Looking for advisory and networking  
With follow on capacity

# Any questions ?

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## How to contact me ?



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