

# Revolutionizing industrial inspection with digitalization and AI



SENSEVEN



## The problem

# Today's industrial inspection options haven't arrived in the 21st century yet

They are complex to use and error-prone



*Average operators only found*  
**60-70%** *of defects in studies*

Need trained and experienced personnel



**3-5** *days of training/operator*

Require time-consuming analysis and manual data transfer



**1-2** *days for data transfer and analysis*



Limited solutions on the market that build on today's digital possibilities



SENSEVEN

## The solution

# Senseven simplifies, digitizes and automates industrial defect detection



**The first digital inspection solution to reduce costs and emissions in plants**

**Accurate** – Detection of >90% of defects\*  
**Simple** - No knowledge or training required  
**Fast** - 2 minutes per inspection



## Use cases



Valves



Bearings



Pumps



Steam traps

\* Based on >4000 ground truth measurements conducted



# Detect, quantify and manage internal leaks in valves – first patented and certified solution for hazardous areas

1

## INSPECT

With software guided process

2

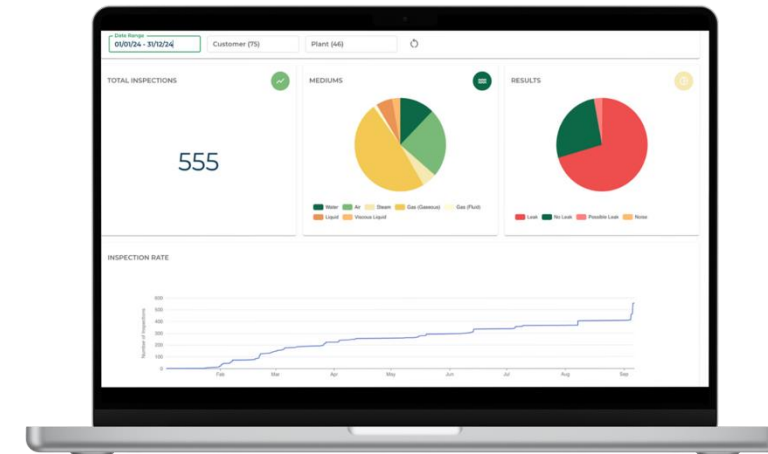
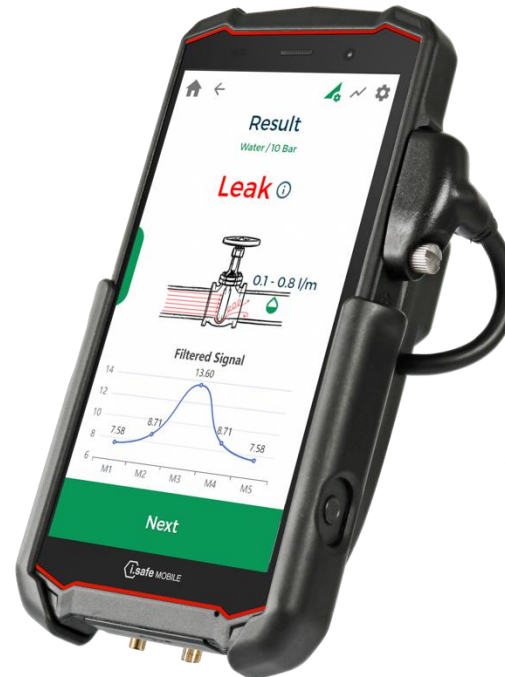
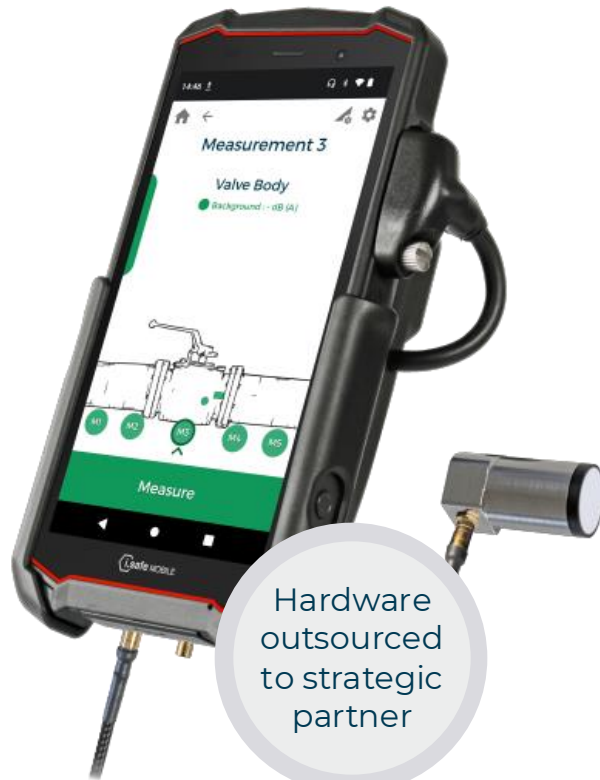
## DETECT AND QUANTIFY LEAKS

Immediately on site with algorithms and AI

3

## MONITOR AND REPORT

Prioritize maintenance and repair and generate automated ISO reports. Integrate with existing Asset Management systems



Outsourced risks:

- Hardware development and costs
- Working capital
- Ex certification process

# Our platform will add multiple use cases and inspection methods, providing hardware-enabled SaaS

Hardware

**Non-Ex**  
**(non-hazardous)**  
€ 9,000



**Ex**  
**(certified for hazardous areas)**  
€ 20,000

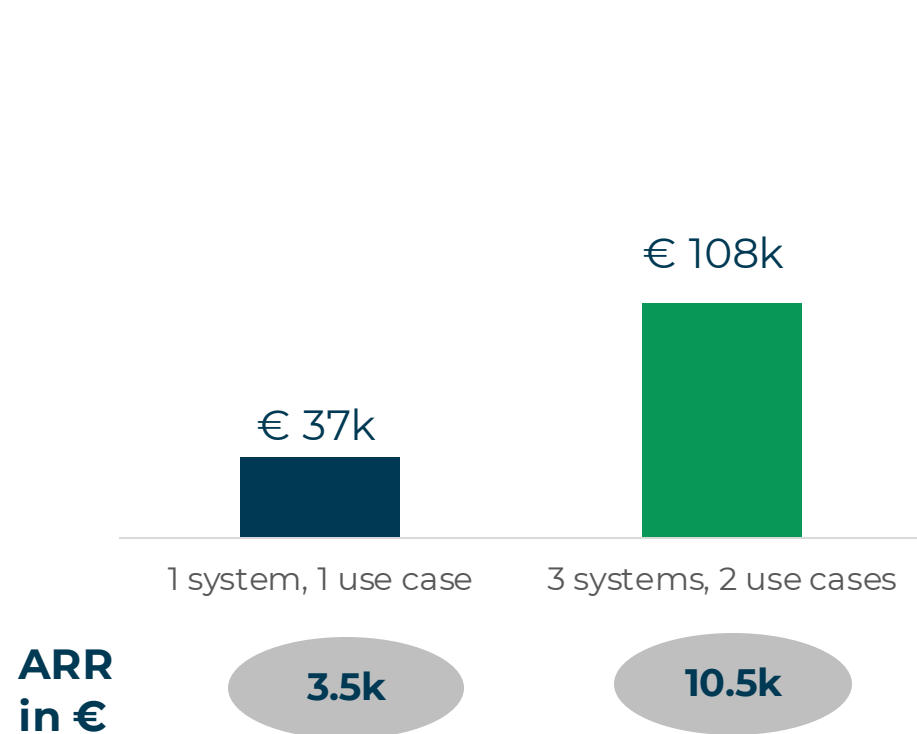


Software	Basic Plan	Standard Plan	Advanced Plan
Pricing	€ <b>2,750</b> /year	€ <b>3,500</b> /year	€ <b>5,500-7,000</b> /year
Features	<ul style="list-style-type: none"> <li>• Senseven App for inspection of one use case (e.g. leaks in valves)</li> <li>• Automatic defect detection and quantification</li> <li>• Data storage and reporting on phone only</li> <li>• No online platform</li> </ul>	<ul style="list-style-type: none"> <li>• Senseven App for inspection of one use case (e.g. leaks in valves)</li> <li>• Automatic defect detection and quantification</li> <li>• Store, monitor and analyze in online platform</li> <li>• Provide automated and customized reporting in platform</li> </ul>	<ul style="list-style-type: none"> <li>• Senseven App for inspection of multiple case (e.g. leaks in valves, steam traps, defects in bearings)</li> <li>• Automatic defect detection and quantification</li> <li>• Live view of signals</li> <li>• Live thermal</li> <li>• Store, monitor and analyze in online platform</li> <li>• Provide automated and customized reporting in platform</li> </ul>

# Customers pay a yearly license fee per device and use case

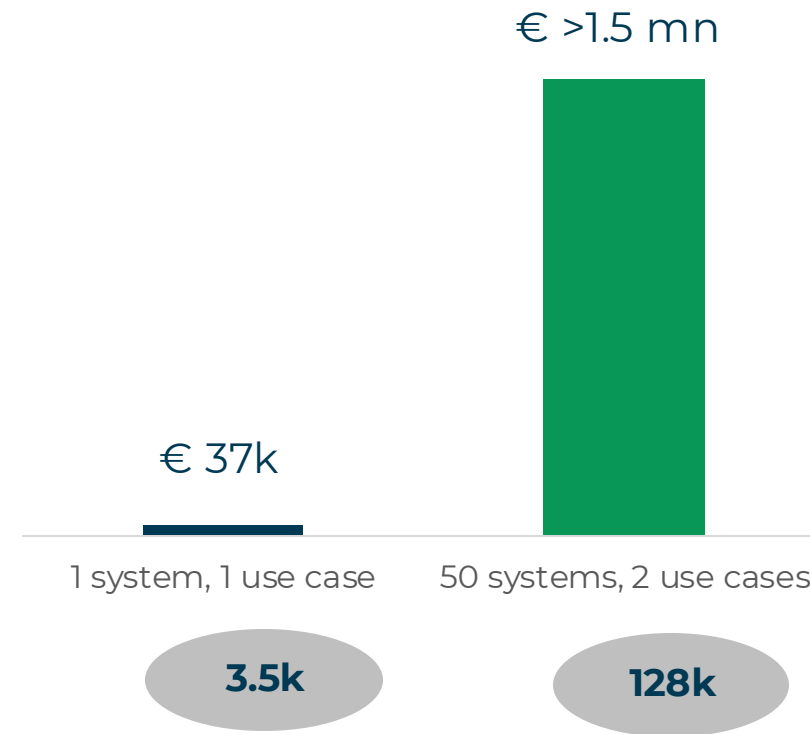
## Ideal customer profile: Small to mid-size

5-year contract value in EUR

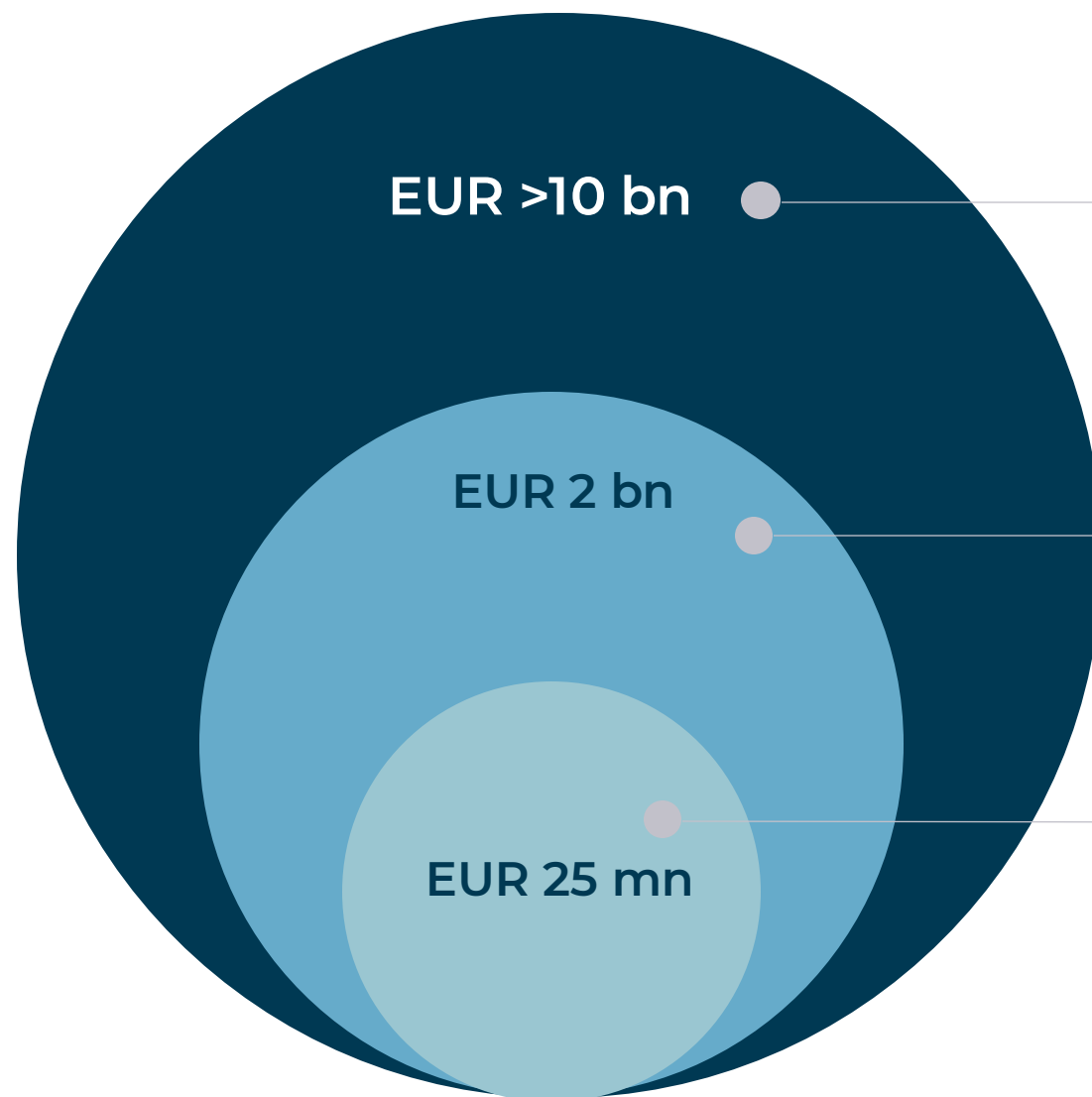


## Ideal customer profile: Enterprise

5-year contract value in EUR



We address a EUR 2bn opportunity  
within a EUR 10 bn market



## TAM

Global non-destructive testing market (NDT)  
Expected CAGR over next decade: 10%

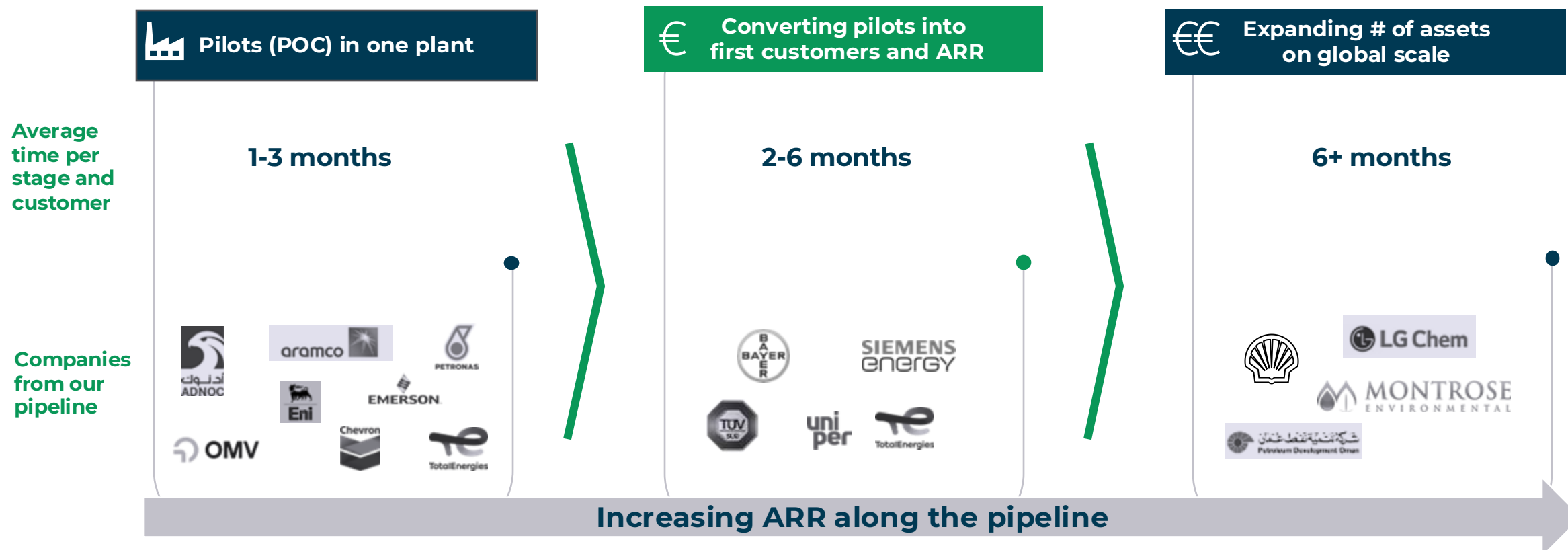
## SAM

NDT inspection equipment in relevant industries

## SOM




Different use cases in Oil&Gas and chemicals

# Proving product fit with pilots in one facility and expanding globally to multiple assets per customer





# We stand out of the crowd focusing on ease of use, functionality and digitalization

Product	 SENSEVEN	Valve Sense	 MISTRAS	VPAC II	 Score Group	Midas Meter
Non-expert solution	✓	✗	✗	✗	✗	✗
Ease of use through software guidance	✓	✗	✗	✗	✗	✗
Automatic detection of defects and immediate results on site	✓	~	✓	✓	✓	✓
Quantification of defects	✓ With algorithms and AI	✓ With simple formula	✓ With simple formula	✓ With simple formula	✓ With simple formula	✓ With simple formula
Wireless data transfer	✓	✗	✗	✗	✗	✗
Cloud platform for management and reporting	✓	~	~	~	~	~



Competitor solution

We have built a strong pipeline and traction to hit EUR 6 mn revenue within the next 3 years

**2021**

Founded in Vienna

**€ >2 mn**

Pre-seed and public funding

**1**

Patent pending

**250+**

qualified leads  
in the pipeline

**84%**

POC  
satisfaction

**> € 500k**

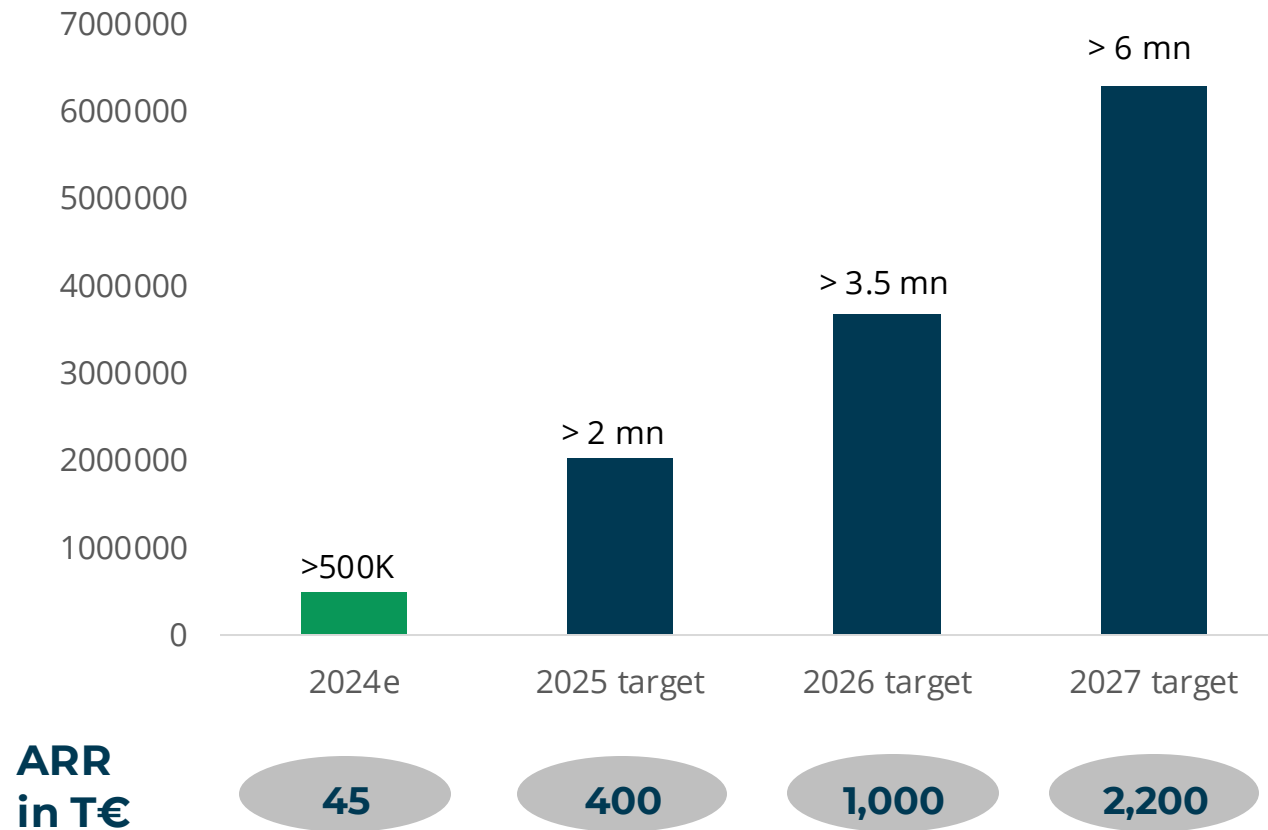
revenue in 2024

**> € 6 mn**

revenue target in 2027

# Expanding product range, global roll-out with POC companies while hitting profitability

## Revenue development in EUR



## Milestones for next 18 months

### Product:

- > Introduction of 2 additional use cases with integrated hardware (acoustic emission and thermal camera)

### Go-to market

- > Additional sales FTE
- > Optimization of global partner network
- > Focus on roll-out with successful POC companies

### Finance:

- > Sustainable revenue growth with small but efficient team
- > Hitting EUR 1 mn ARR in 2026
- > Close to Break-even target for 2025

# Strong capabilities in experienced and diverse management team

## Complementarity within Management team



**Michael Hettegger, CEO**

- > >10 years of professional experience as a software developer and Chief Sales Officer
- > Co-founder with successful exit of a leading provider for industrial AI in DACH region
- > Responsible for sales, finance and operations



**Nikola Toljic, CTO**

- > >10 years experience as software engineer and lead developer
- > Entrepreneurial experience through 8 years of self-employment
- > Responsible for product development: Software and ML models



**Anna Grausgruber, CGO**

- > >10 years experience in strategy development, corporate transformation (performance enhancement) and communication with the global financial market
- > Responsible for Marketing. Expansion projects and HR

## Team facts



Ø Age  
35



**> 20 years software development**

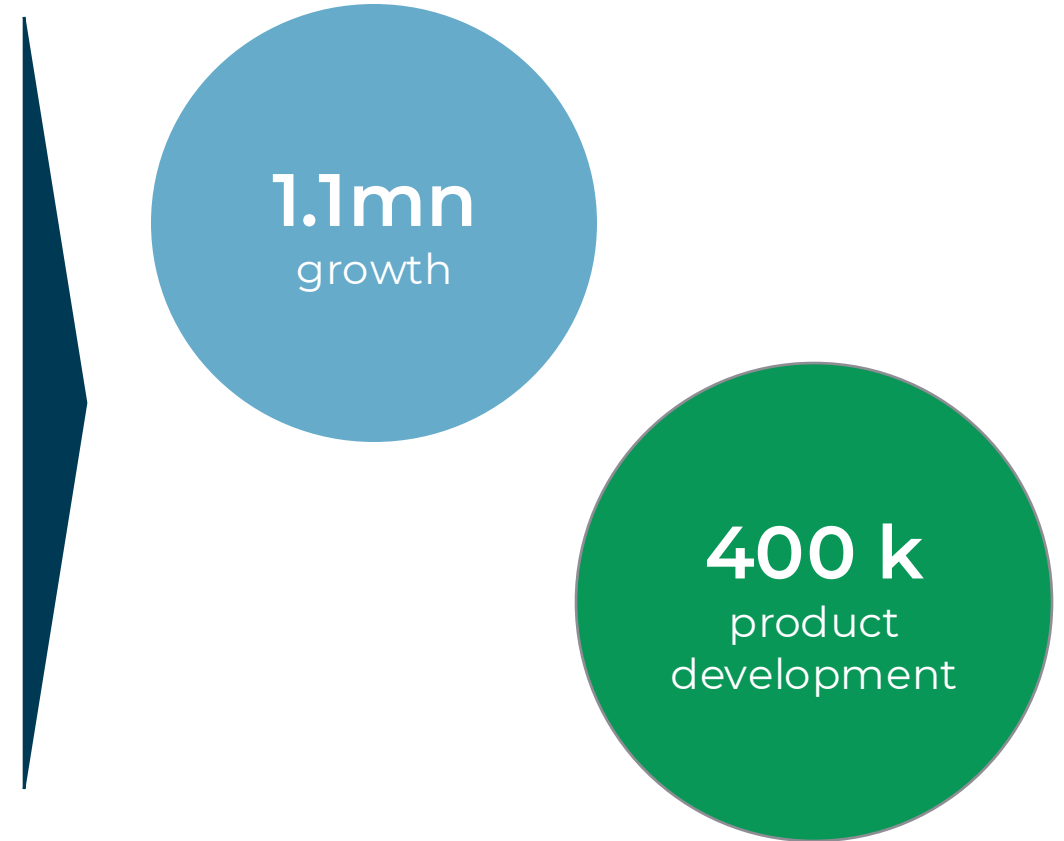
**20 years leadership**

# Targeting EUR 1.5 million seed investment to revolutionize industrial inspection processes

Investment need: **EUR 1.5 million**

## Great momentum

- Confirmed product market fit and major international customers in the pipeline
- Score Group (Midas Meter) decided to focus on service and steps out of hardware sales → First switching customers already there
- VPAC sole competitor (in Ex market) with outdated, non-digital solution
- EU methane regulation: Stricter regulation for leak detection in all fossil gas infrastructure





# Are you interested?

## Get in touch



SENSEVEN



Book your slot for a first talk with CEO Michael Hettegger or reach out to: [michael.hettegger@senseven.ai](mailto:michael.hettegger@senseven.ai)



Visit us: [www.senseven.ai](http://www.senseven.ai)

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