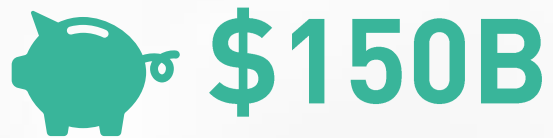


SENSIBLE

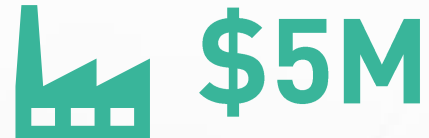
PHOTONICS

Simplified sensors for a complex world.

No one wants power outages...



Power outages cost
US economy annually¹



Hourly outage cost to
a large manufacturer



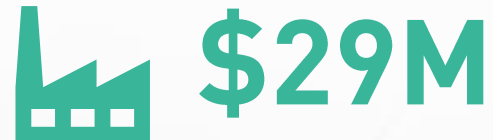
Increase in blackouts
over past five years

¹ <https://infrastructurereportcard.org/wp-content/uploads/2020/12/Energy-2021.pdf>

... *especially* utilities.



Annual regulatory
penalty for performance



Customer satisfaction
improvements can reduce
operating costs²



Of all outages
caused by failures of
distribution assets³

^{1, 3} <https://infrastructurereportcard.org/wp-content/uploads/2020/12/Energy-2021.pdf>

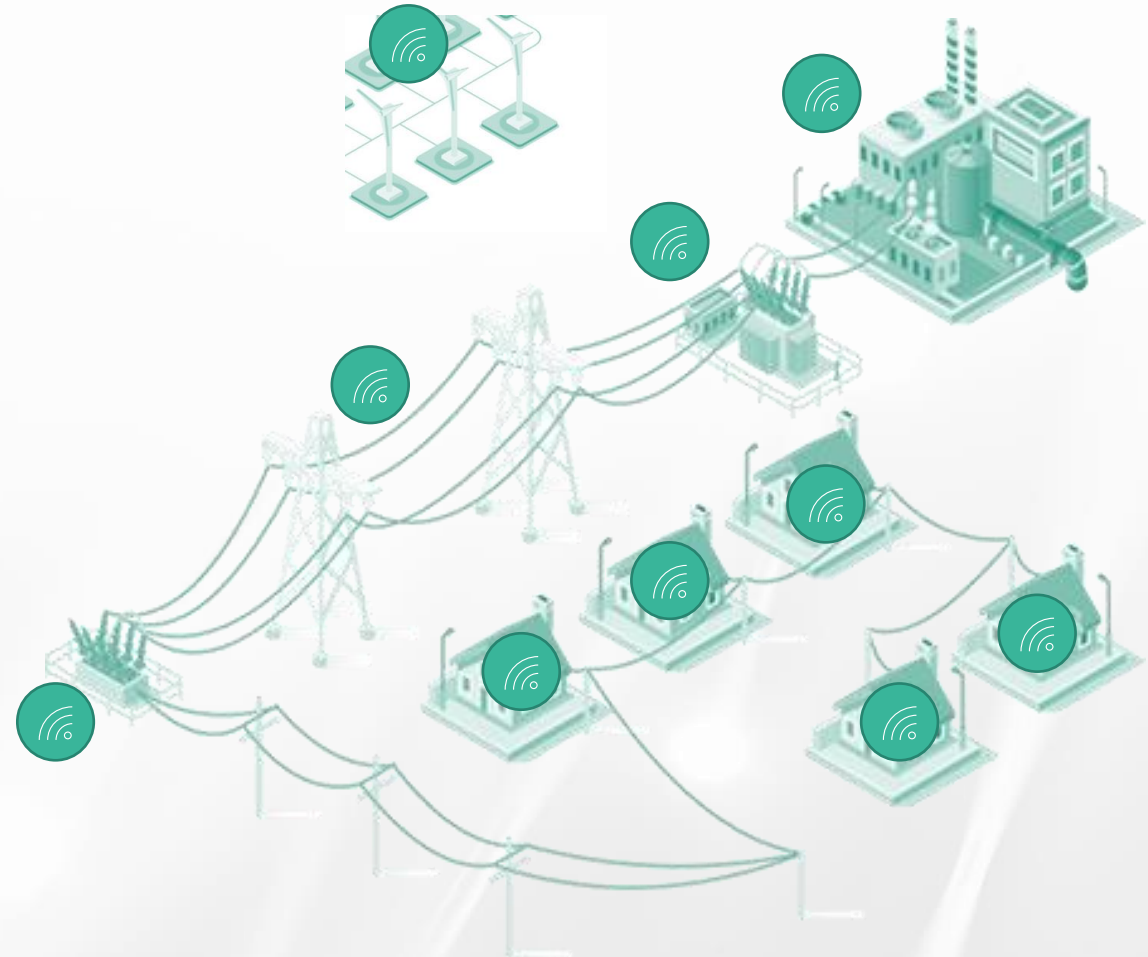
² <https://journals.sagepub.com/doi/pdf/10.1177/0022243720962405>

The modern grid has enabled new capabilities...

Load Mgmt

Renewables

Identify Outages



... but distribution assets still lack intelligence.

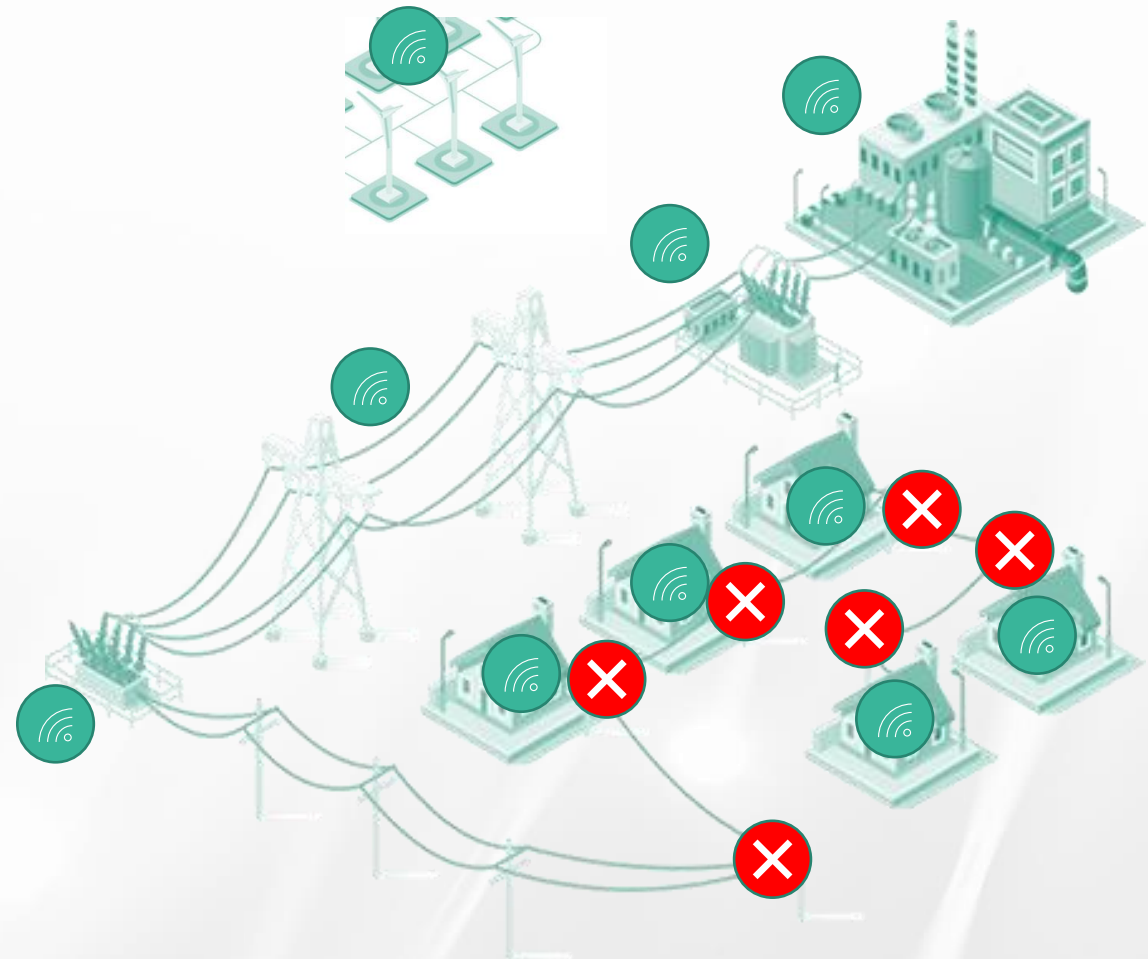
Challenges with

Reliability

Resiliency

Efficiency

Safety



Predictive sensing brings intelligence to distribution.

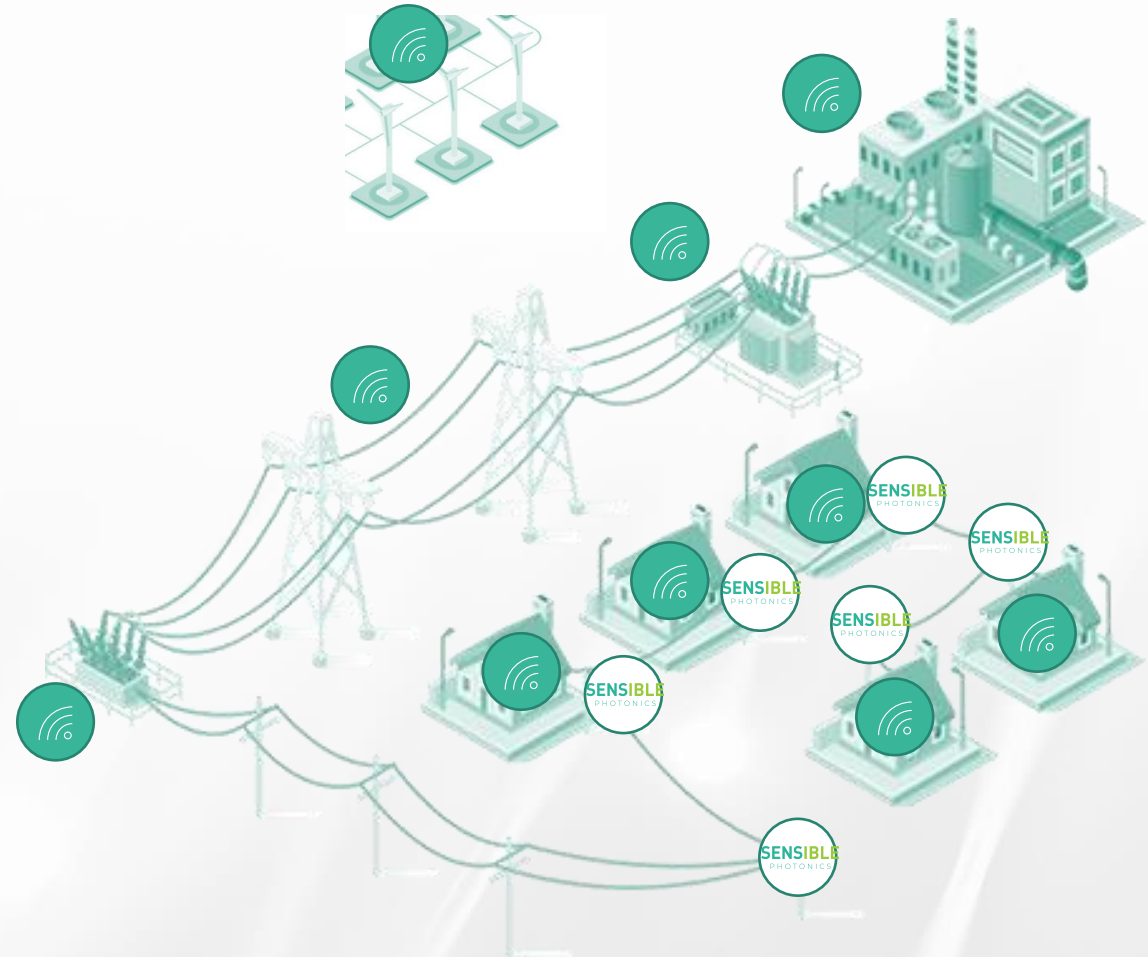
SENSIBLE delivers
PHOTONICS

Reliability

Resiliency

Efficiency

Safety



Utilities are notoriously conservative...

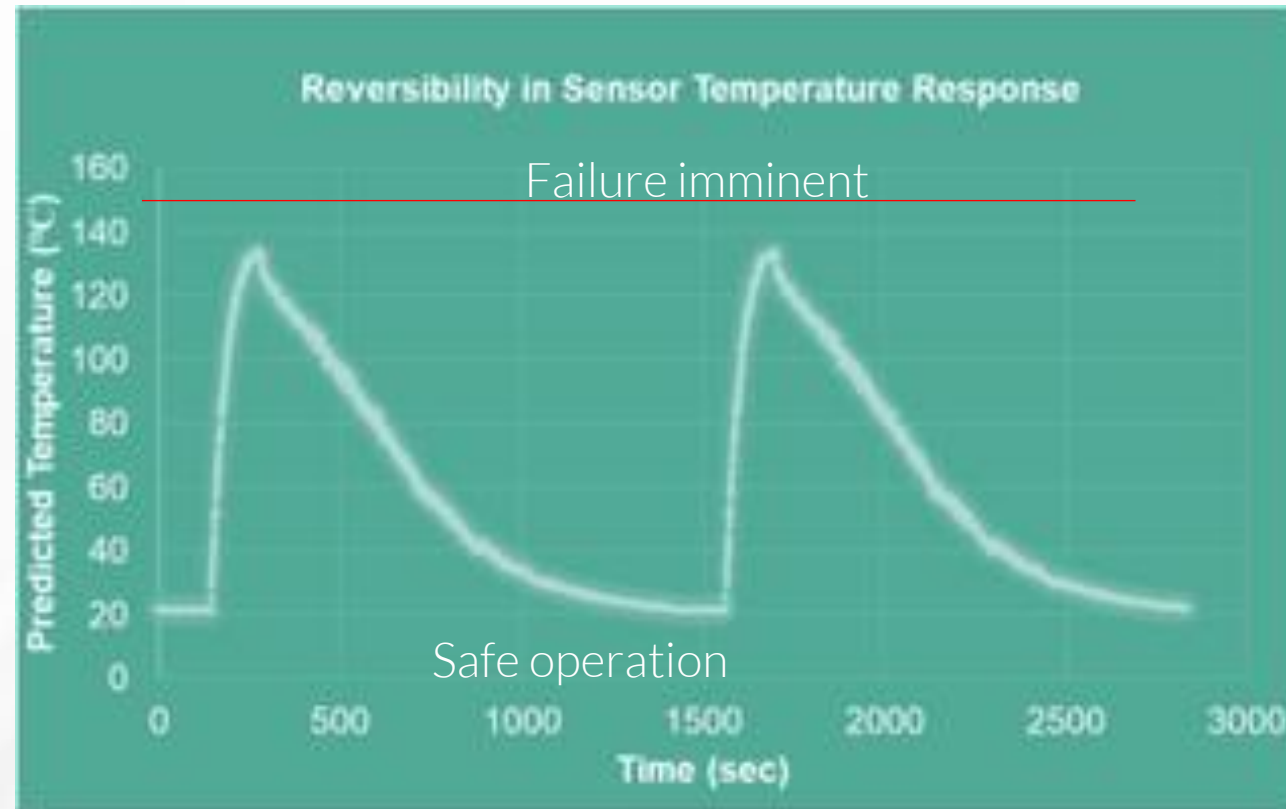
... but investing \$51B annually on capital improvements for distribution



30% of investment going to grid edge technologies¹

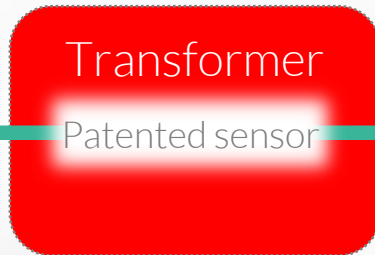
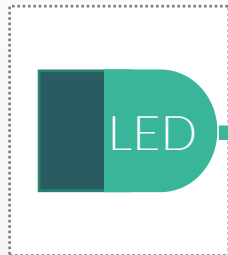
<https://intlbn.com/2021/12/09/grid-edge-technologies-improving-grid-resiliency/>

Failing transformers overheat...

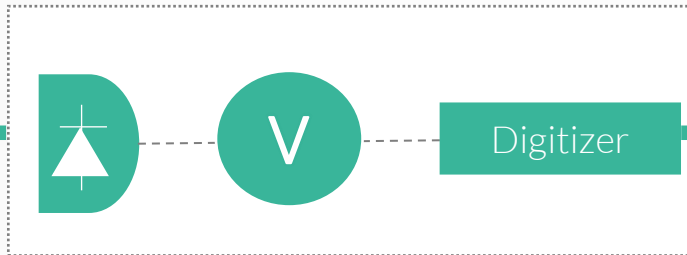


Sensors can predict failure. Here's how it works.

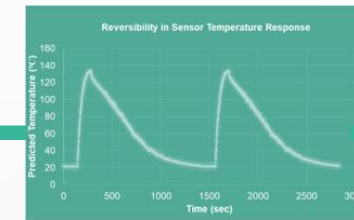
Low-cost light source



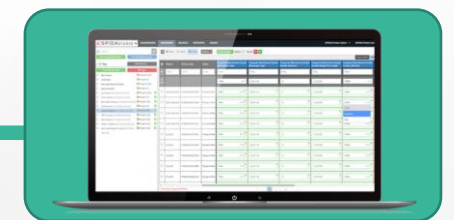
Low-cost detector



Asset temperature
Real-time monitoring



Incorporated into
existing dashboards



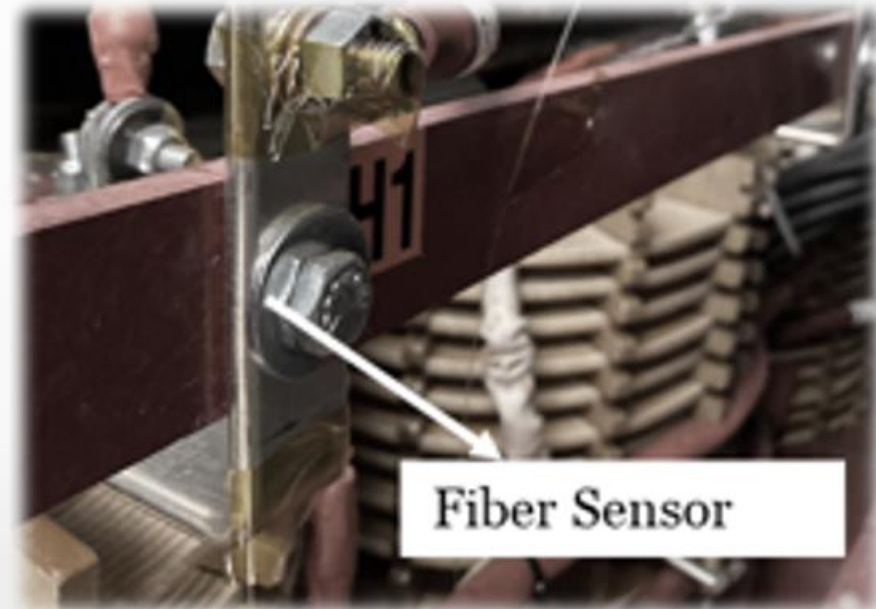
Sensors provide real-time data on changing conditions.

TRL 4: Lab validation

Exclusive licensing rights
secured

Sensors measure
temperature or acoustics

Uniquely suited for
monitoring grid assets



We're more comprehensive than competitors.

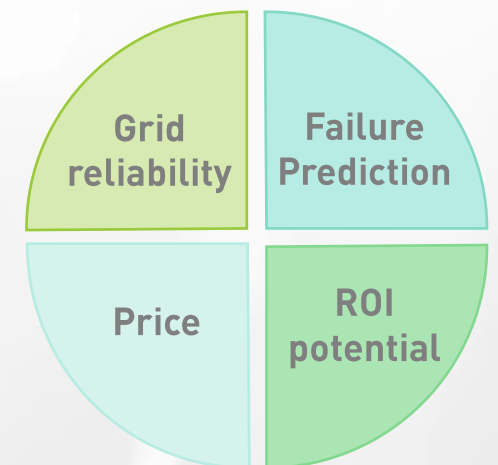
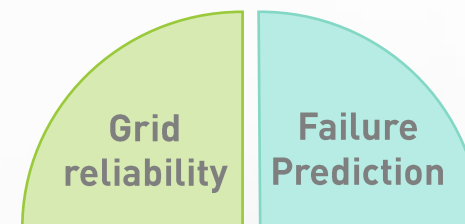
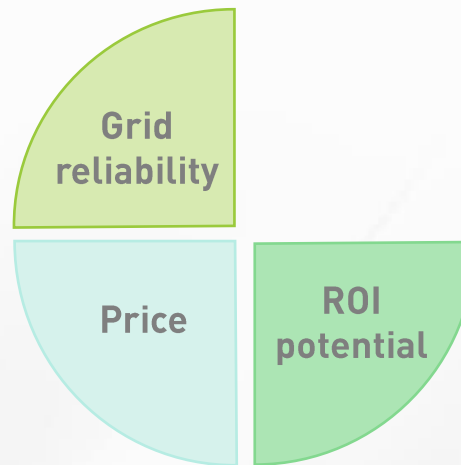
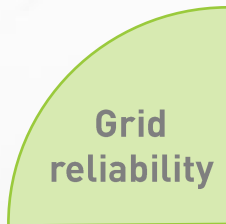
Run to failure

Manned inspections

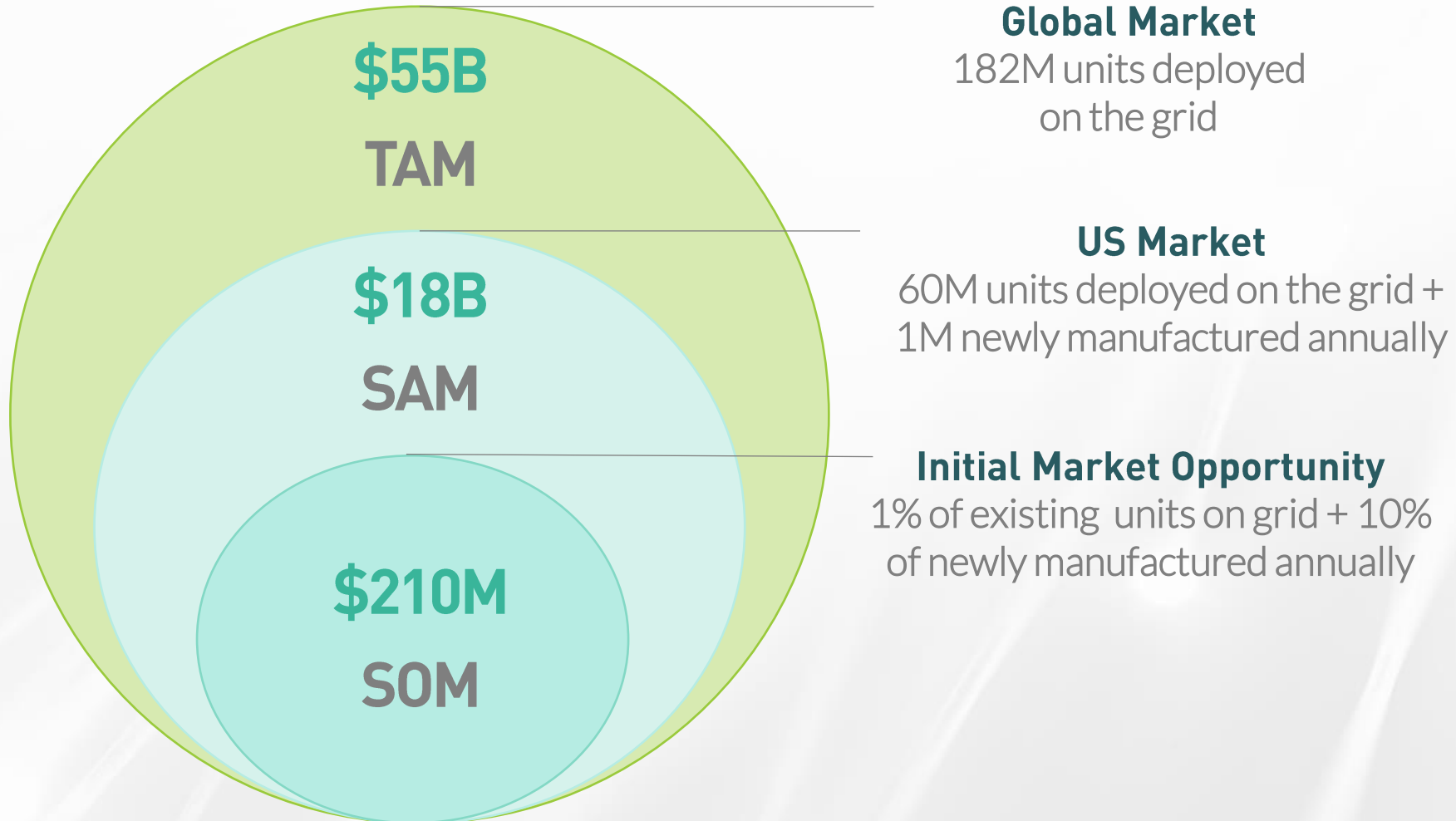
Drone inspections

Substation sensing

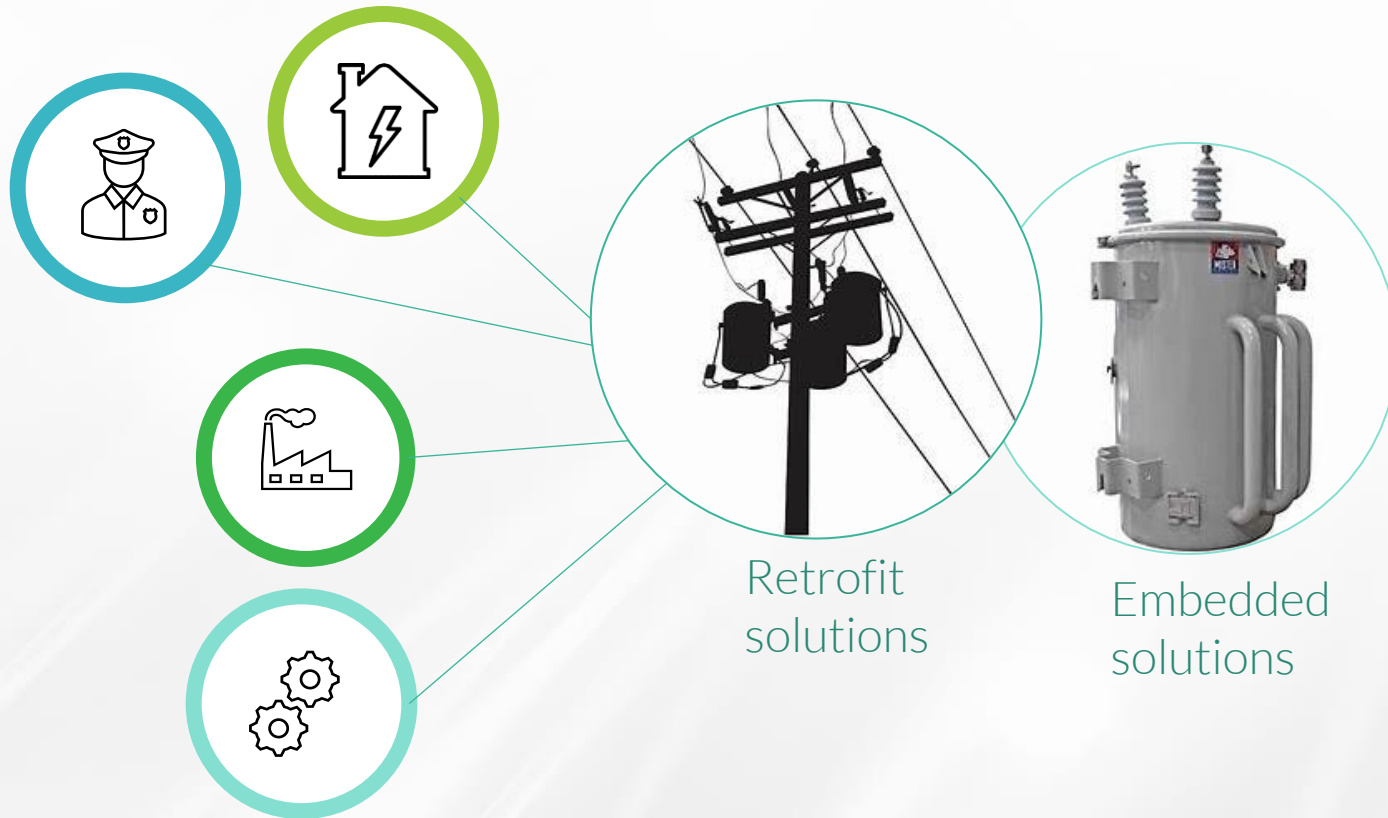
Sensible
Photonics



We'll target distribution transformers first.



Our customers are OEMs and utilities.



Sensors generate valuable data for stakeholders.

- 1 **Utilities**
Grid Reliability and Awareness
- 2 **Industry**
Risk Management
Energy Reliability
- 3 **Regulators**
Compliance
- 4 **OEMs**
Asset Improvements
Inventory Management
Predictive Analytics

We see multiple pathways for successful exit.

- Potential acquirers for \$100M+ exit:

**ASSET
MONITORING
LEADER**

Develop more
advanced product
offerings

SIEMENS



**INDUSTRIALS
COMPANY**

Electrification &
efficiency
macrotrends require
advanced sensing

SIEMENS



Future market expansion:

Grid energy storage

EV battery supplier

EV manufacturer

Tier 1 auto supplier

Electric aviation

We have a proven team with the experience to succeed.



Dr. Paul Ohodnicki
Inventor & Co-Founder

- Experienced start up founder
- > 50 patents filed, >25 awarded.
- >\$25M in research funding
- Recipient of the Presidential Early Career Award in Science and Engineering award



Leah Ohodnicki
Co-Founder & Interim CEO

- Experienced start up founder
- Led \$340M+ unit at Argo Group.
- Specializes in marketing, building high performing teams, strategic planning and execution.



Leah Chowenhill
Commercialization Lead

- 3 patents filed
- M.S. Electrical Engineering and M.S. Engineering Management

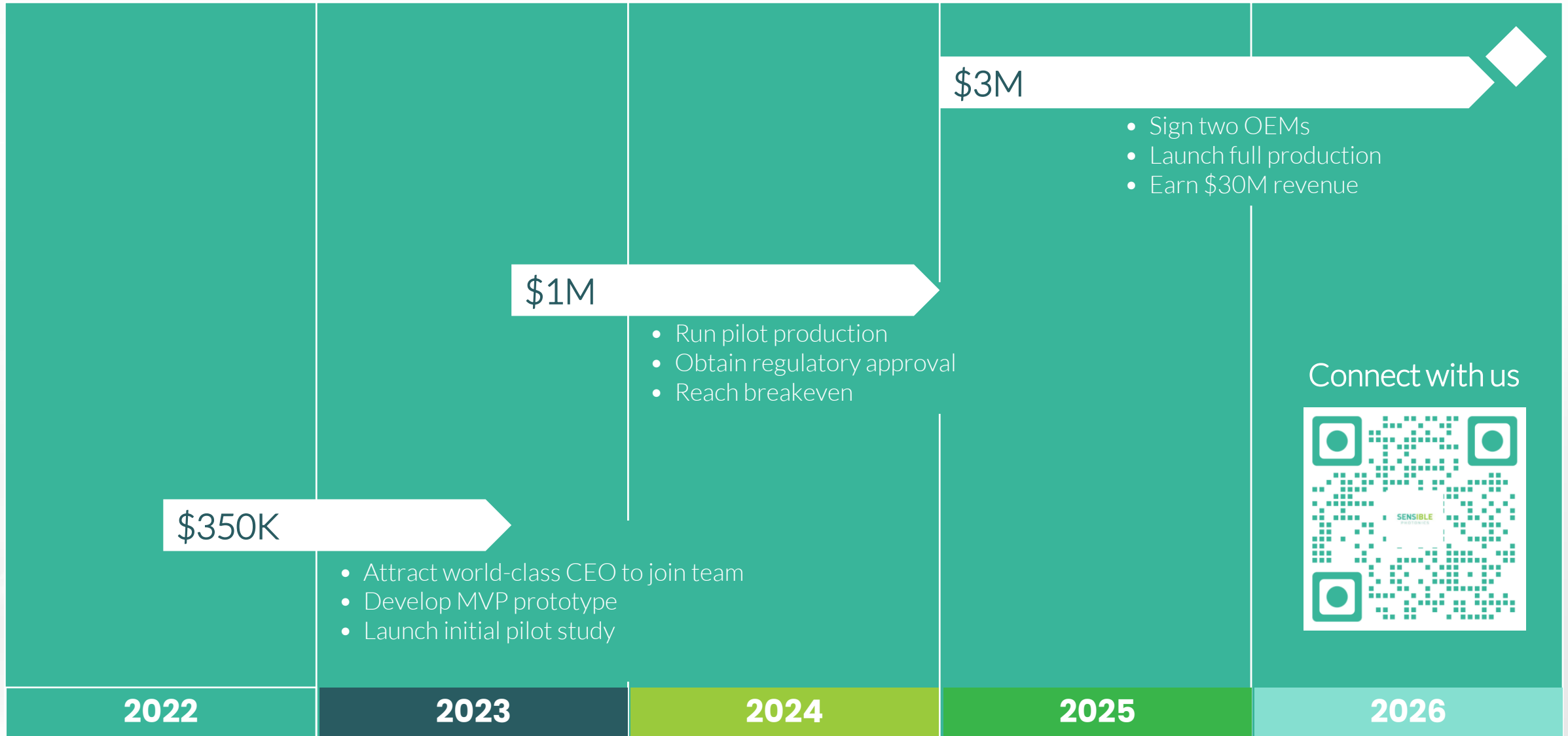


Dr. Nageswara Lalam
Inventor

- Co-inventor on several core technologies,
- Successfully installed and tested temperature fiber optic sensors
- Specializes in field validation and custom instrumentation



We're seeking \$350k to support MVP and pilot.



Connect with us

