Welcome To

LEX TECHNOLOGIES

Digital Intelligence for Mission Critical Assets

The Challenge

The primary challenge is to optimise the availability and on-time performance of our clients' critical assets

Asset downtime results in:

- Revenue loss
- Additional costs
- Brand damage
- Sub-optimal use of capital

Industries

- Aviation
- Renewables
- Utilities
- Maritime
- Defence

The Challenge In Perspective

Critical knowledge is inaccessible due to

Fragmented Systems

- ERP
- Maintenance Management
- Document Management
- Inspection Management
- Internal + External Docs
- Sensors

Man hours are wasted on

Manual and Disconnected Processes

- Handwritten Forms
- Electronic Forms
- Manual Reports
- Emails
- Multimedia (e.g. Photos)
- Phone calls, Memory recall

Inefficient use of technicians time with

Lack of Automation

- Spares Management
- Tool Requests

Experienced technicians retire and organisations lack

Knowledge Retention

- Knowledge

LEXX TECHNOLOGIES

Where Did Lex^{X} Begin?

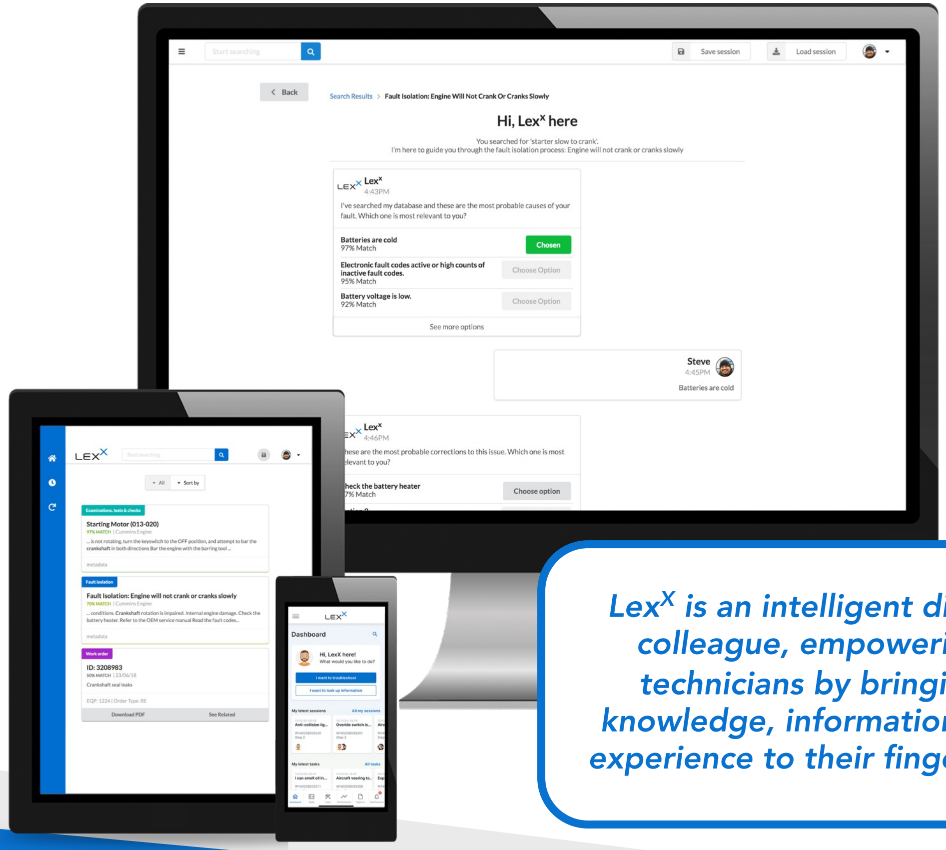
After more than **30 years within the Aviation MRO field**, Lex^{X} founder and CEO, Anant Sahay, found that there were no systems meeting the needs of technicians

With the advent of technological **breakthroughs in AI and computing power,** he saw the possibility of applying these to meet the needs of the industry

Anant has **created the concept of Maintenance 4.0,** to assist in the development of the Lex^{X} Platform product roadmap

The Lex^X Platform

Provides the Solution



Lex^X is an intelligent digital colleague, empowering technicians by bringing knowledge, information and experience to their fingertips.

- Provides a **natural language interface** to all relevant in-house systems (eg., ERP, Maintenance and Doc Management) so as to extend and enhance their capabilities
- Utilises any device (phones, tablets, etc.) to provide solutions at **the right time and place**
- Is a **digital intelligent system that learns** from:
  - Asset behaviour
  - Technician behaviour
  - Organisational Data
- Guides the technician at all stages of the maintenance process, providing advanced troubleshooting capabilities

The Value Lex^X brings to Maintenance Operations

Improved fault isolation resolution times and overall operational efficiency

Improved asset availability and uptime

Enables the capture and retention of valuable knowledge

Improves spares utilisation and lowers operating costs

Empowers the modern day technician with a modern age technology

LEX^X TECHNOLOGIES

What People say about Lex^X

EnergyAustralia LIGHT THE WAY

"Lets you find the fault and make the decision ***straight away****"*

EnergyAustralia Technician

*"****Lex^X is addressing a critical challenge*** *that the global industrial sector faces amidst a paradigm shift in workforce demographics and dynamics."*

Krishna Navalpakkam, Global Strategy

Schneider Electric

Jetstar

"The Lex^X platform is most certainly ***the most succinct, intuitive and relevant aircraft trouble shooting platform I have utilised*** *in my 30+ year aviation engineering career.*

Darren Stone, Licensed Engineer, Jetstar Engineering and Managing Director of Asset Excellence

"We identified a distinct need to invest in and bring up the best in startups and SMEs worldwide to lead in this revolution. We're excited by our engagement with Lex^X and look forward to ***delivering their innovative capabilities across our O&M portfolio****"*

Carla Pimenta, EDP Group Innovation Head of Startup Engagement

edp renewables

Awards

Winners – Schneider Electric Bold Ideas Challenge | Global Innovation Summit

Winners – EDP Global Innovation Award | Lisbon Web Summit

Accelerating Commercialisation Grant Recipient – Australian Government

LEX^X TECHNOLOGIES

Client **Outcomes**

Outcomes from US Wind Farm Deployment
(677 Wind Turbine Generators)

Material financial improvement

- Estimated economic **value-add of US$53 million** per annum for our client upon adopting Lex^X
- consisting of an improvement in **topline revenue of US$45 million** driven by improved asset uptime;
- and a further **US$8 million** in direct maintenance savings

Asset Uptime and Efficiency Metrics

- **34% drop in average downtime** per incident
- **35% time reduction** across top 10 maintenance faults
- **18.77 % reduction in lost kWh** per hour of downtime
- **10% cost reduction** via spare part replacement prevention

Client **Outcomes**

Outcomes from US Wind Farm Deployment
(677 Wind Turbine Generators)

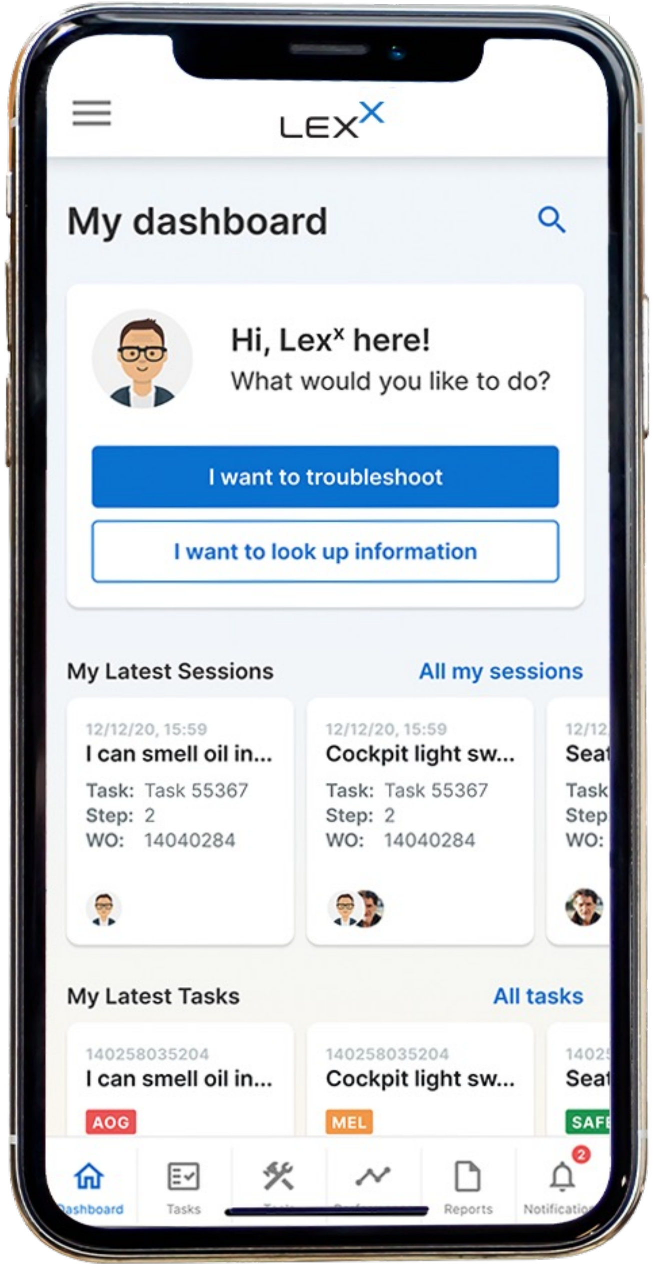
Human Resource outcomes

- **Technician empowerment** by providing them virtual assistance to make decisions and act with confidence
- **Improved connectivity, collaboration and knowledge retention** between technicians
- **Increased job satisfaction and safety** for technicians

Feedback from Users

- 90% agreed **Lex^{X} improved quality of repairs** and allowed **better utilisation** of individual skills of technicians
- 86% agreed **Lex^{X} increased the reliance on digital tools**
- 84% agreed **Lex^{X} improved the reliance on data**, taking the guesswork out of troubleshooting

How our Technology **Is Used**



The user interface is customised around individual Client requirements and processes

Lex^X can be used in the following Maintenance areas:

- Troubleshooting;
- Planned, preventive and breakdown maintenance;
- Performance diagnostics and analysis;
- Compliance & reporting;
- Issue and problem management;
- Asset life cycle management;
- Training and simulation;
- And publication management

…and even more

Lex^X Product Features

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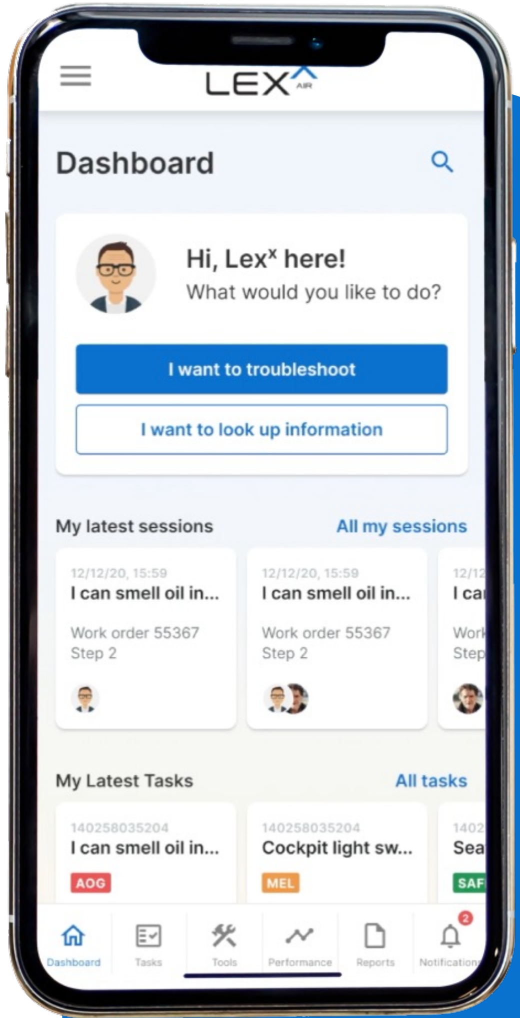
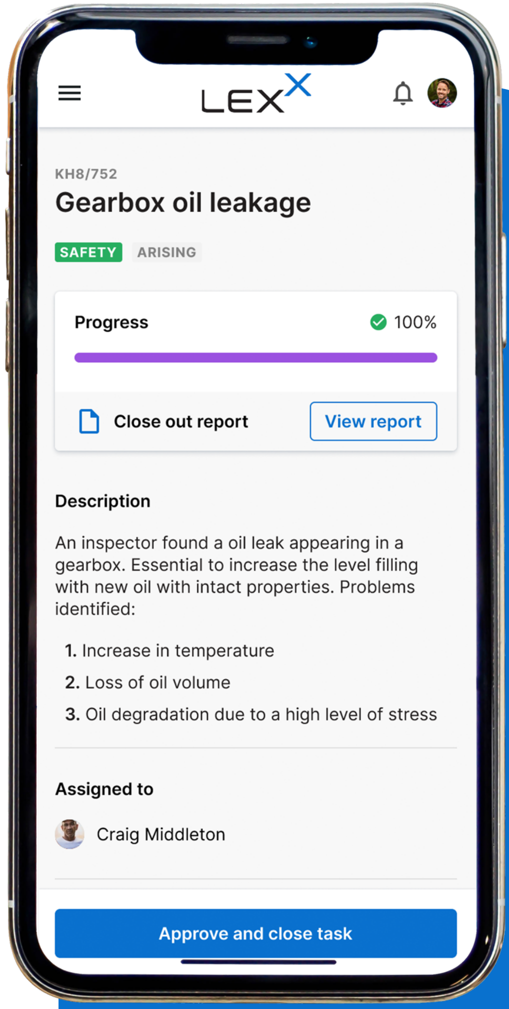
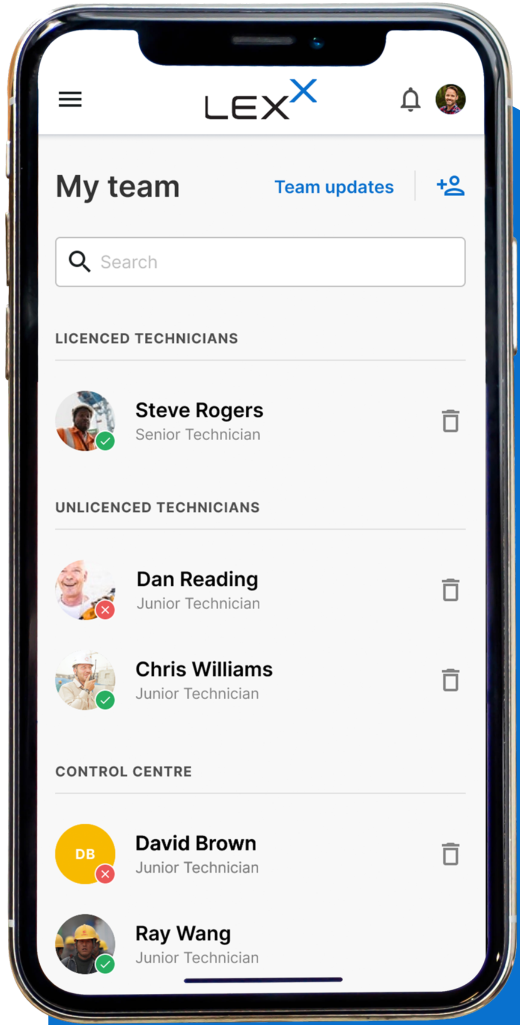


Troubleshooting dashboard



Approve and close tasks, while viewing reports



View staff profiles and their current status

Instant Messaging with relevant staff

How our Technology **Works**

Lex^X Ingests all technical information (**digital and handwritten**) and structures the data in a unique manner to facilitate the AI and NLP capabilities of Lex^X.

This information is used to provide solutions and guide the technician through **Natural Language interaction** (like having an instant messaging discussion with a human)

Lex^X utilises AI and Machine Learning to **learn over time** from your organisational data, technician interaction, and equipment behaviour, so that troubleshooting is continually refined.

Lex^{X} Platform Products

^{X}Assist

Lex^{X}'s foundational product guides the technician at all stages of the maintenance process, providing intelligent troubleshooting capabilities.

^{X}Team

Bring the team together for contextual help, advice, or approval. xTeam provides technicians with direct access to all personnel in their ecosystem

^{X}Scheduler

xScheduler integrates, automates and optimises a schedule allowing planners to schedule maintenance at the most optimal time.

^{X}Capture

This intelligent authoring tool helps supervisors to create work instructions and guides for their teams digitally.

Near-Term Outlook

Base product adoption by major clients, upsell opportunity via extra modules, industry spread via competitive replication/adoption

We have **significant engagements** with EDP Renewables, the fourth largest global renewables operator, And Van Oord, a global maritime services group.

We have a pipeline of opportunities with other Tier 1 clients in verticals such as Pharma, Aviation, and Maritime.

Our revenue model is **a SaaS based subscription model**, on a per asset/per month basis, with an initial 3-year term. In addition, Lex^X receives periodic project-based revenues for regular data maintenance.

Pricing is based on our 4 key products: ^{X}Assist, ^{X}Team, ^{X}Scheduler and ^{X}Capture.

Each of these products is priced individually.

The Lex^X platform **is industry agnostic** and brings value to any industries which utilise complex, critical assets.

Our current focus industries are **Renewables and Aviation; with further industry verticals identified for near-term expansion**

Market Opportunity

Current Focus Verticals

Sectors	Estimated Revenue Opportunity (per annum)
Renewables	US$3+ billion
Aviation	US$1+ billion
Maritime, communications	US$3+billion
Pharma	US$1+billion

Revenue opportunity based on value based pricing of Lex^{X}

Future target verticals include: mass transit, mining, shipping, ports, oil and gas, refineries, minerals processing, building and infrastructure, and energy infrastructure. Estimated Revenue Opportunity for these potential verticals cumulatively is >US$20 billion per annum

A **US$8 Billion+** Market Opportunity

*"Lex^{X} Technologies, with the Lex^{X} suite, has created a **blue ocean** market opportunity for itself"*

Frost and Sullivan

Attractive Business Model

Other participants in the asset maintenance sector typically serve management and planners, and not the technician. Lex^{X} is purpose-built for the technician which, in turn, enables the technician to serve the business more efficiently.

Scalable Business

- Mission critical assets tend to be limited in terms of model range. Lex^{X} has proven capability to ingest data seamlessly from a variety of sources, presented in a contextual manner
- Our software is portable (containerised). We can deliver a project remotely from Australia to anywhere in the world.
- Variable costs – largely aligned with customer acquisition and deployment
- Stable fixed costs with development completed in-house

Client 'Stickiness'

- Lex^{X} is a platform for technicians and management, proven to increase staff satisfaction and institutional knowledge retention regardless of staff turnover.
- Lex^{X} benefits from data aggregation to improve modeling on the platform across clients. It is very difficult for model to be replicated by a competitor.
- Tangible cost NOT to use Lex^{X} given the improvement in client outcomes post adoption

Financial Outcomes

- Shift toward value based pricing outcomes as industry penetration grows
- Aligns product monetization with improvement in client outcomes gained by adopting Lex^{X}
- Data facilitates the adoption of predictive maintenance, further improving operational performance

Long Term Market Strategy

Present to 2024 – Land grab

High growth 'land grab' phase – target broad market penetration in key verticals. Base target of low-mid single digit penetration of global market in each key vertical.

2024 – 2027 – Market growth

Continuation of market penetration. Begin transition towards value-based pricing as contracts renew. Aim to capture mid single digit % of economic value add.

2027 – 2030 – Market Leadership

Lex^X will be a globally recognised brand with a proven, proprietary value-add proposition. Increase in value-based pricing power - potential 10%+ capture of economic value add.

2030 & beyond - Innovation

Expansion and Innovation into other technology areas and functions. OEM support and automation solutions

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Thank You

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