


R3-IoT



Digitising the planet.



90% of the planet **lacks connectivity infrastructure.**

Digitisation can unlock the means to **reduce risk, reduce cost and improve efficiencies.**

But when there is **inadequate infrastructure**, businesses rely on running operations **by hand.**

By leveraging cutting-edge technologies, R3-IoT has developed a digitisation platform that does not depend on local infrastructure.

A full stack platform.

Satellite. Cellular. IoT. Cloud. Analytics. Security.

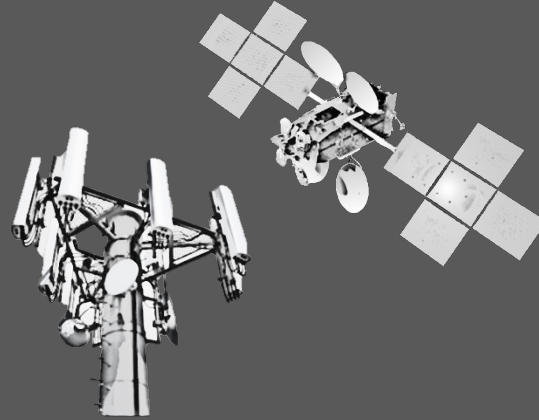
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R3-IoT

A drop-in dependable IIoT platform



R3Cell smart gateway



R3 service



R3Cloud platform

Local area connectivity to smart IIoT devices such as sensors, cameras, controllers, etc.

Simple and secure device registration and management, locally or remotely.

Advanced off-grid power capability, can be deployed completely standalone.

Multiple integrated backhails with intelligent switching for optimisation and resilience.

Backhaul infrastructure agnostic to leverage complementary technologies to meet customer needs.

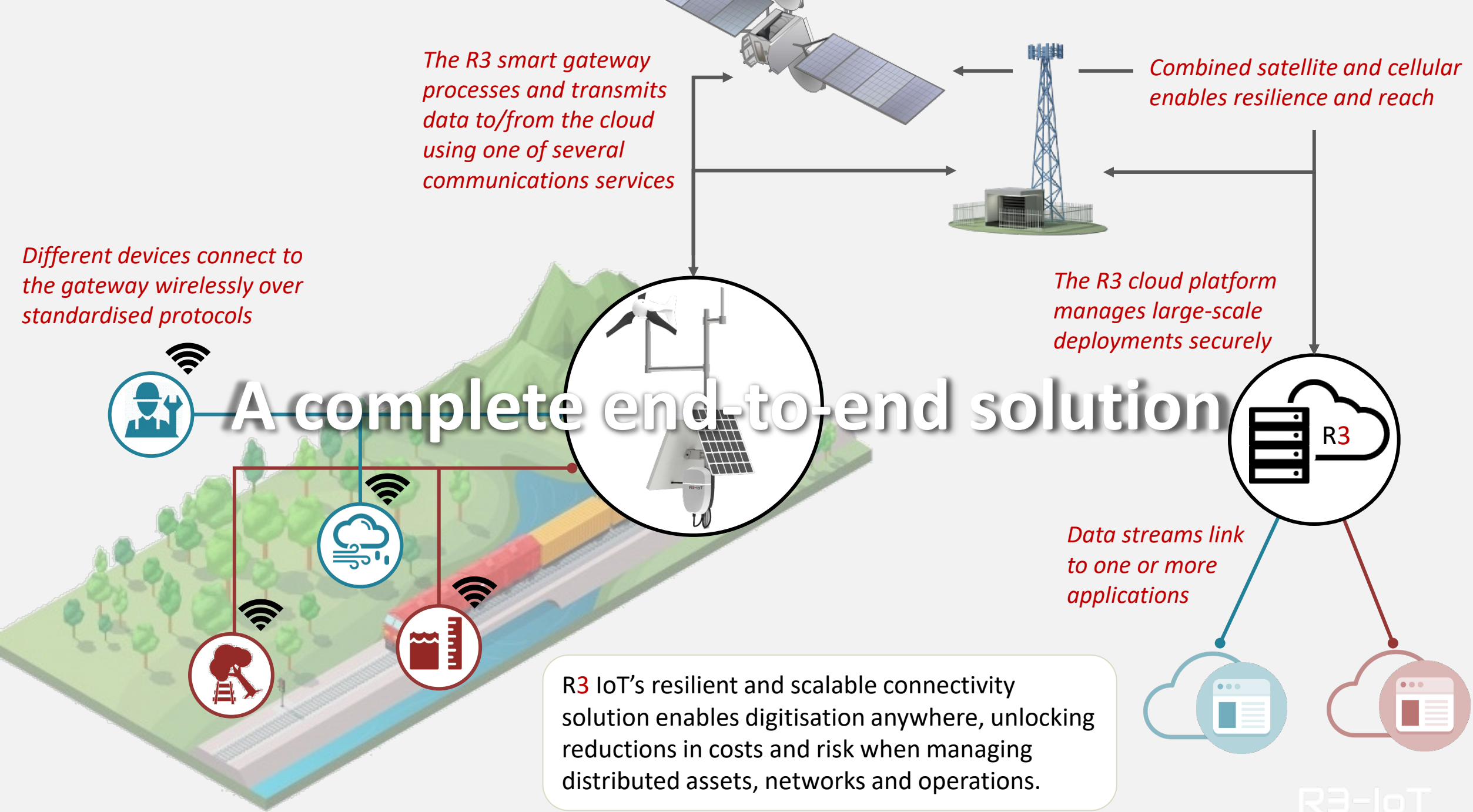
Abstract away complex technologies.

Manage large deployment in the field without traveling to site

API interfaces for simple integration into 3rd party applications and business systems.

User access controls, deployed hardware telemetry, remote diagnostics, etc.

End-to-end data security and control.



Why customers choose R3-IoT



Single platform providing consistent performance across all sites thanks to off-grid, multi-backhaul satellite & cellular.



IASME Security Assured Gold Certified security architecture demonstrates best practices in cyber security.



Simple and turnkey technology - no specialist skills nor tools needed to deploy and operate.



Standard protocols and interfaces means no vendor lock-in and seamless integration into business systems.



Deploy and forget - manage deployments at scale remotely without the need for site visits.



Prevent information silos and unlock evidence-based decision-making across all teams.

Global Markets, Global Potential.

Today just 30% of the world's economy is digitised, leaving 70% producing waste and inefficiencies.

There is huge value in closing the digital and data divide for organisations globally.

R3 IoT, a solution for enterprises that:

- Need to run critical systems where conventional infrastructure is unsuitable
- Have geographically distributed assets and operations
- Require access to business-critical data 24/7
- Don't have the ability in-house to build complex, bespoke and expensive solutions



The R3-IoT potential- Aquaculture use case

The Need:

- Move away from detached per-site manual operations to remote, centralised management and control.
- Reduce the dependency on local crews for all farm operations and run all business operations in a consistent, data-driven manner.
- Feed information gathered from all sites into the global, group-wide decision-making.

Current market offering:

- R3-IoT provides resilient end-to-end data services to communicate critical information to/from sites.
- Digital twinning of the complete farm provides visibility, monitoring and alerts to enable local and remote teams to make informed decisions and initiate immediate action – improving stock performance and welfare.

Future market offering:

- Integrating new LEO capability, we will seamlessly transmit low-latency video from underwater monitoring cameras on fish farms.
- Aquaculture sites across the globe can implement remote feeding operations, tie visual information to the sensor data-streams.

The global aquaculture market is expected to reach \$202.96bn by 2020. Did you know 50–60% of the operating costs of a finfish production business is fish feed? Many aquaculture businesses in remote locations lack infrastructure, relying on manual processes for feeding and other operations which is costly, inefficient and open to risk.

Our Growth Journey

2018-19



Foundation

- Product prototype developed
- First customer pilot
- Grant funding secured from UKSA, SE, ESA
- Team size of 4

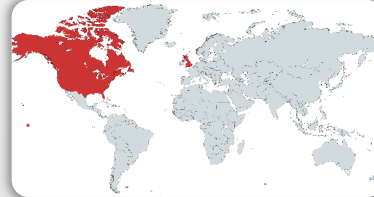
2020-21



Development

- Commercial product developed
- Further pilots in four target sectors
- \$4.3m seed investment
- Team grows to 20

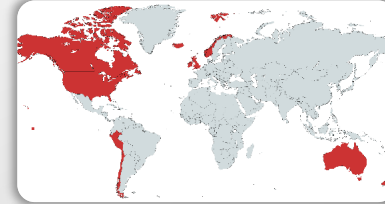
2022-23



Commercialisation

- UK revenue growth
- Scale up of product manufacturing
- First pilots in North America

2023-25



Expansion

- Established North American presence
- Expansion to markets in South America and Oceania

2025+



World domination

- Global presence
- Multi-sector channel partners
- Multiple product families



R3-IoT

**Let's raise the bar in intelligent
connectivity solutions.**

Find out more:
www.r3-iot.com