



Laser Distance Sensor Market and PSE

 SWISS PRECISION

9100 Herisau / Switzerland • www.dimetix.com

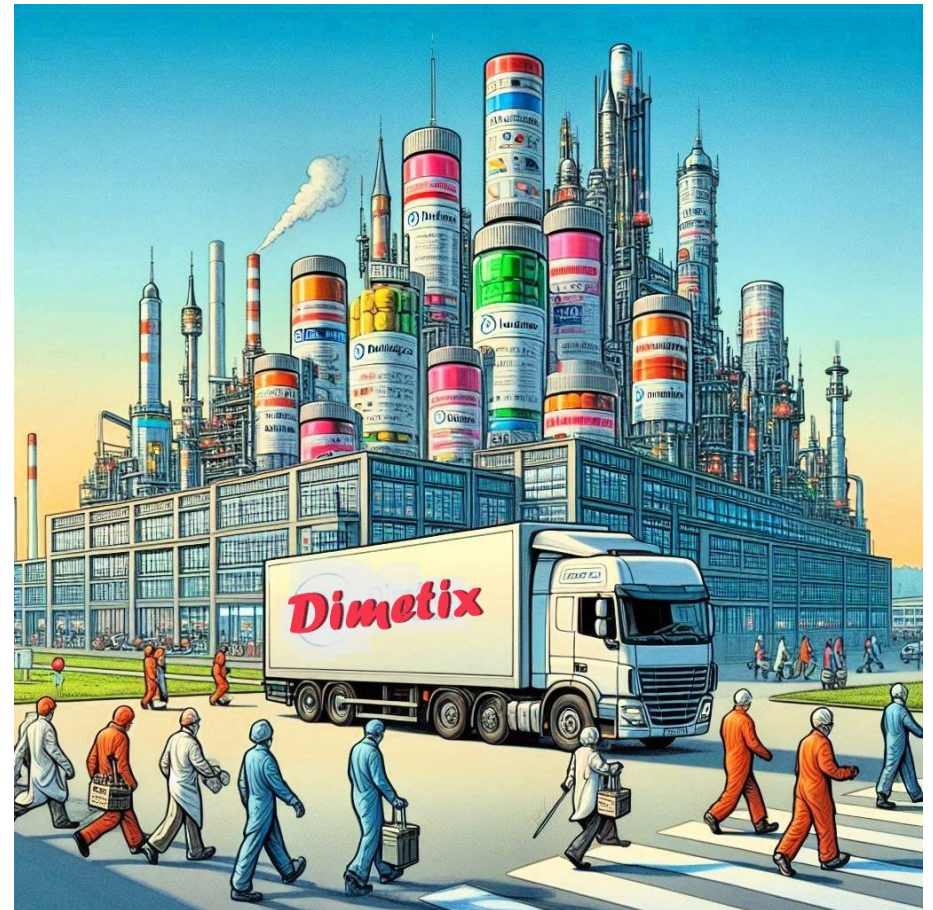
Objectives

- Laser Distance Sensor Market
- Typical Drivers
- Dimetix Sold Sensors Statistics
- Focus
- Partnership Engagement
- Conclusion



Laser Distance Sensor Market

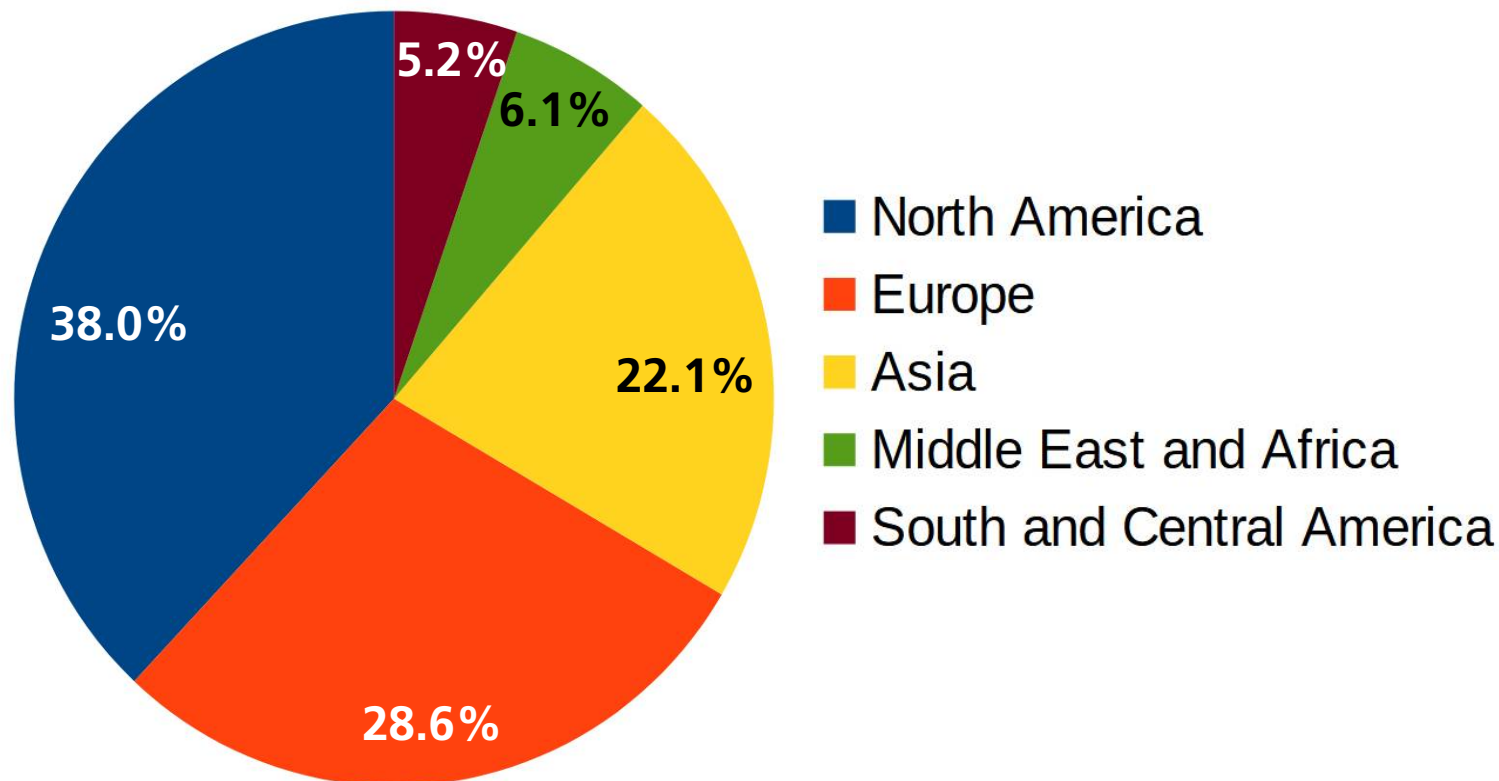
- Dimetix is in a market field together with competitors like SICK, Leuze, Pepperl&Fuchs and many others...
... but, we are **best in class!**



Laser Distance Sensor Market*

*10...500 meter distance with 1...3 mm accuracy

- Potential of 1.2 billion USD (2023)

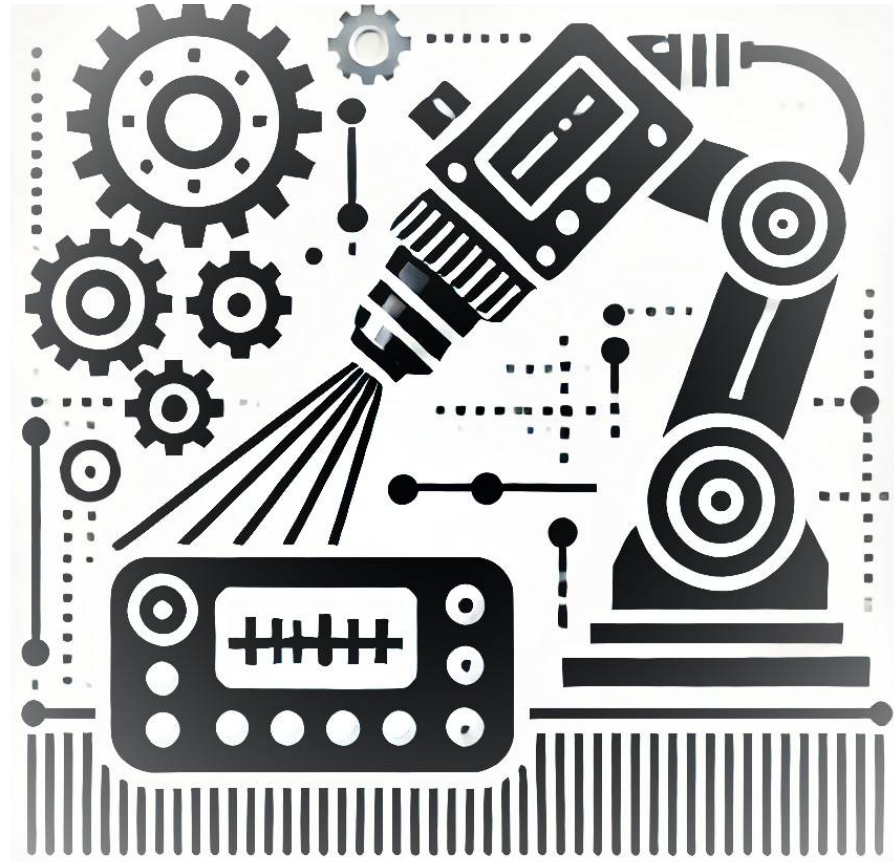


- Global growing by 10% each year

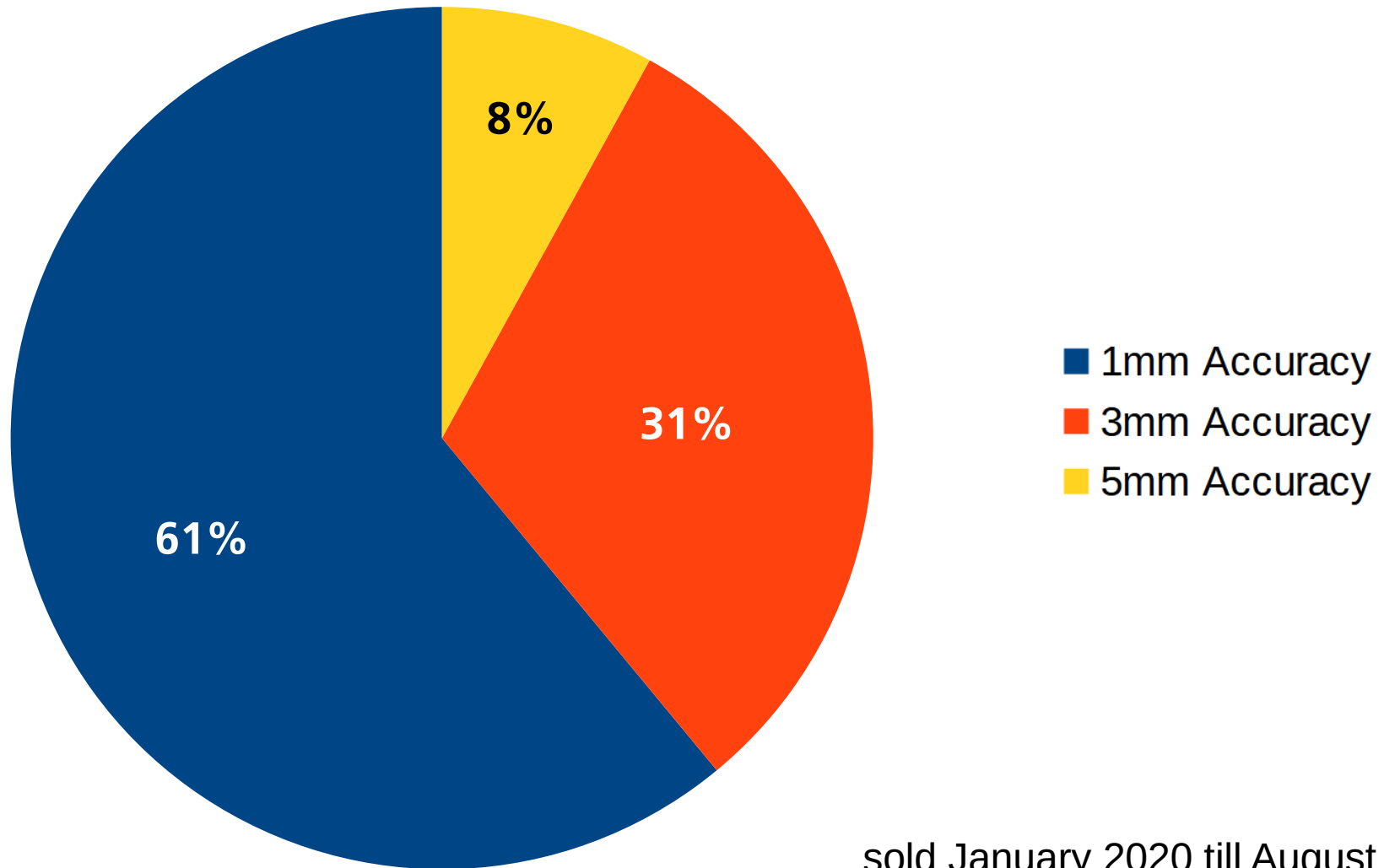


Typical Drivers

- Automation
- Industrial Applications
- Robotics



Dimetix Sold Sensors – by Accuracy

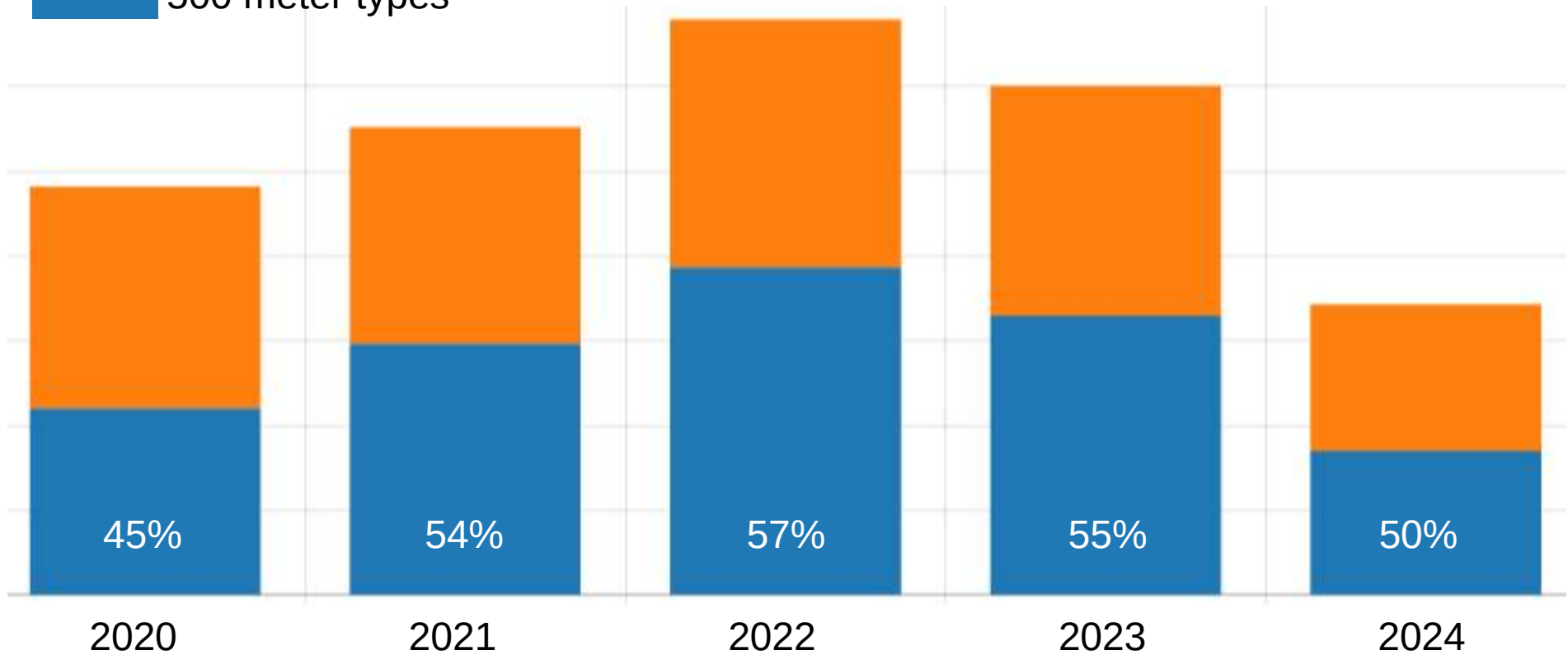


sold January 2020 till August 2024



Dimetix Sold Sensors – by Distances

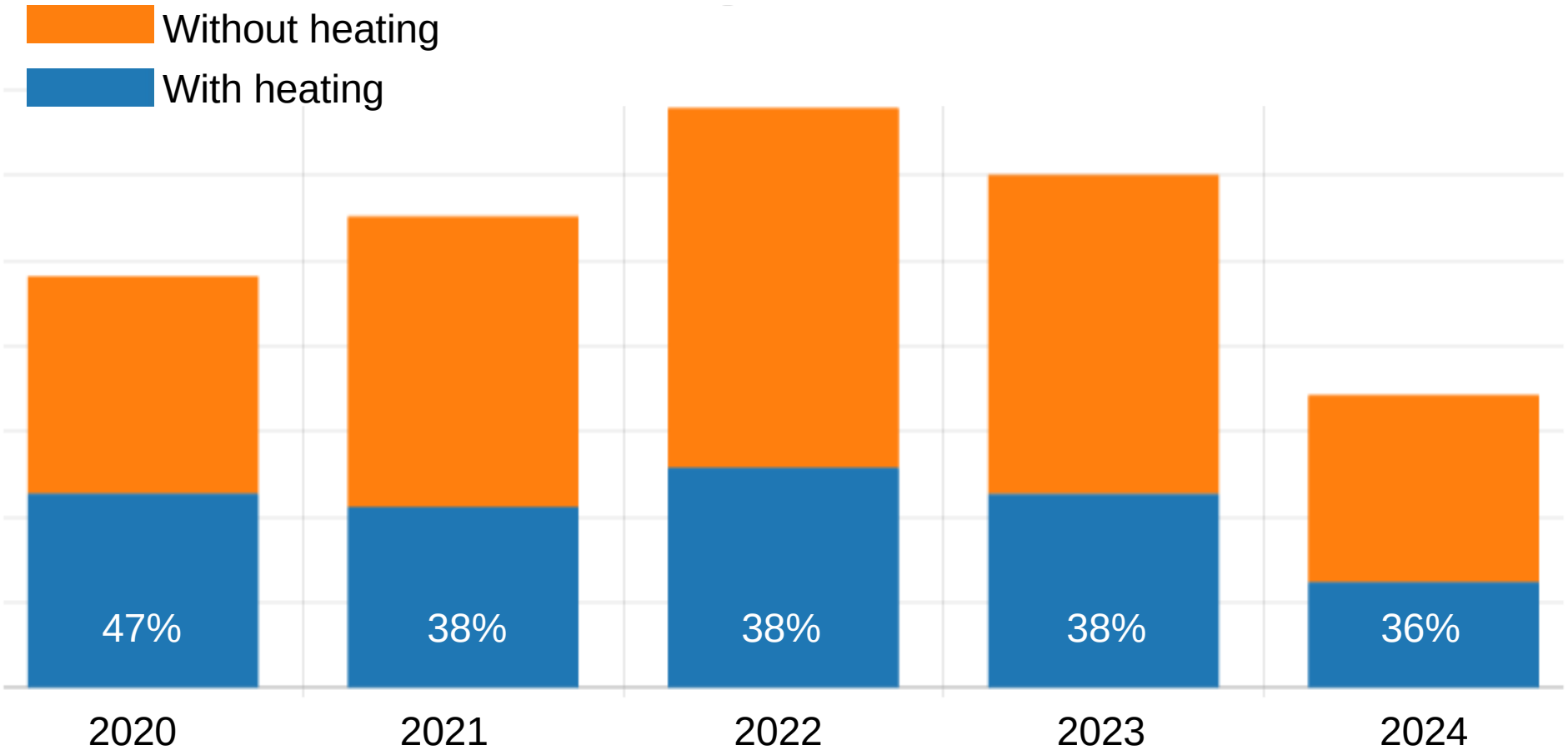
up to 150 meter types
500 meter types



sold January 2020 till August 2024



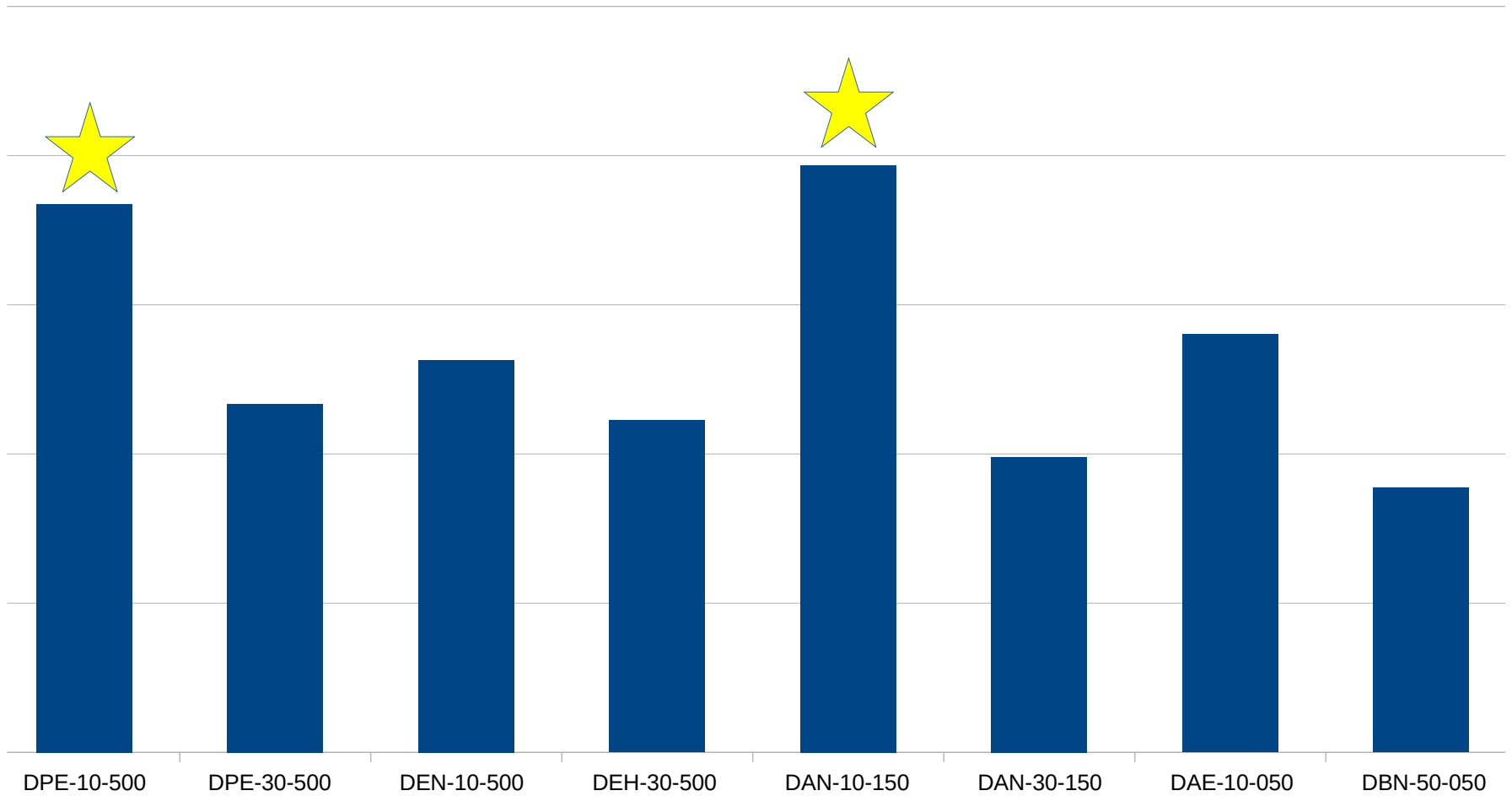
Dimetix Sold Sensors – by Integrated Heating



sold January 2020 till August 2024



Dimetix Sold Sensors – by Type



sold January 2020 till August 2024



Focus

- **Measurement Range:** distances
- **Accuracy:** 1mm
- **Measurement target:** natural up to 100m
- **Temperature:** -40°C / 60°C



Focus on Target Market

Geodesy and Construction

- Snow Measurement
- Monitoring
- Bridge Monitoring
- Railway Track control
- Tunnel-drilling machines
- Tunnel profile measurement

Logistics

- Anti collision
- Crane positioning

Wood & metal machines

- Position and length measurement

Various

- Paper industry: Paper roll diameter and position measurement
- Glass industry: level and Position detection
- Silo-Level measurement
- Off-Shore
- Transportation: Truck position measurement

Metal Industry (Steel etc.)

- Slab dimension
- Level measurement of molten metal

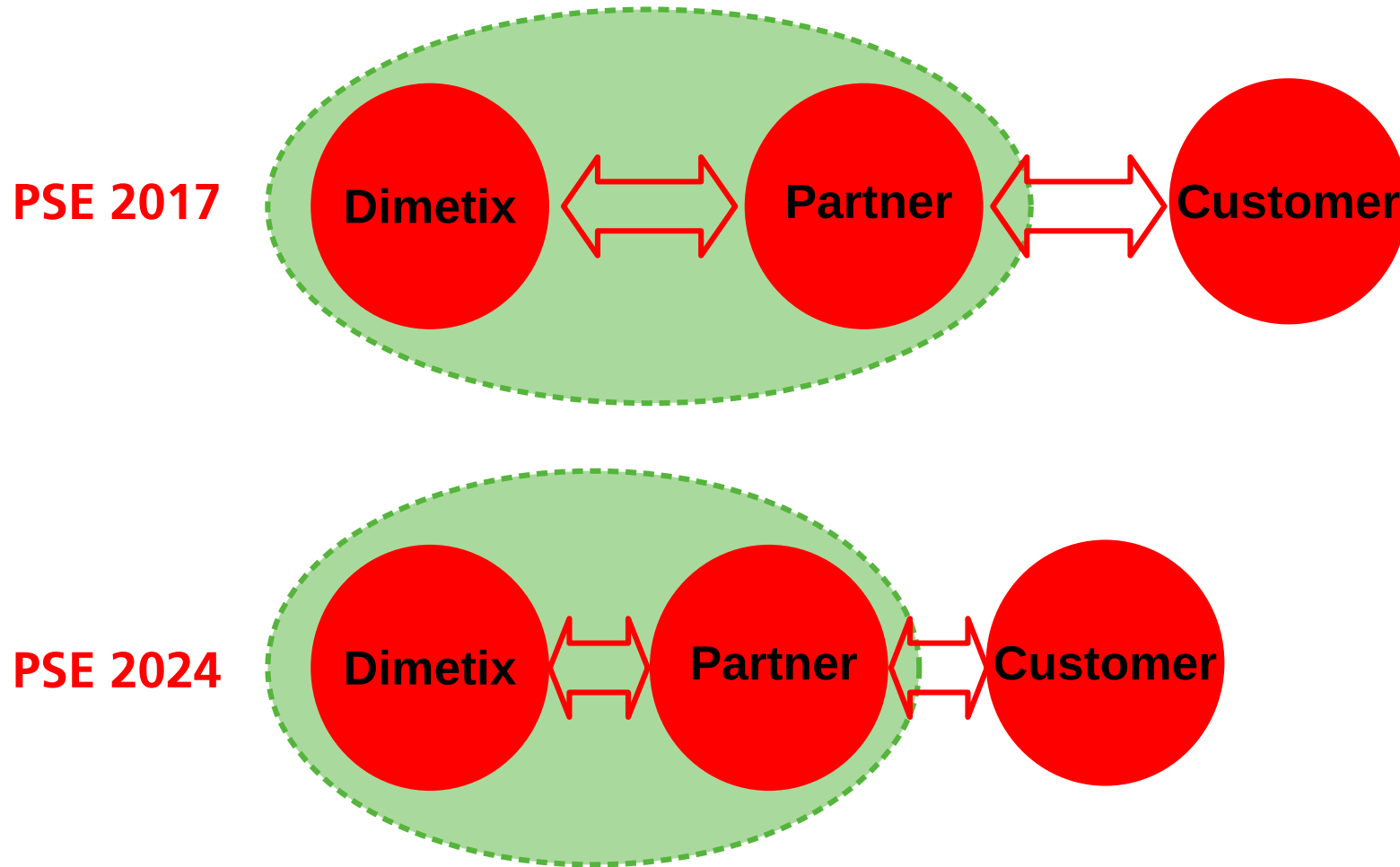


Partnership Engagement (PSE)

- Communication
- Trust
- Shared Goals
- Resource Sharing
- Long-term Focus
- Flexibility



Partnership Engagement (PSE)



Conclusion

- Laser distance sensor market has **potential**
- Competitors are **not sleeping**
- Focus on your **target** market
- Follow **small/mid projects**
- Information **exchange**
- Use Dimetix **USP's**



Let's go!

