

Smart Lubricant Sensors

Revolutionizing Oil Quality Monitoring with Smart Sensor Technology

**SMART
LUBRICANT
SENSORS**

2025

Delta Services Industriels



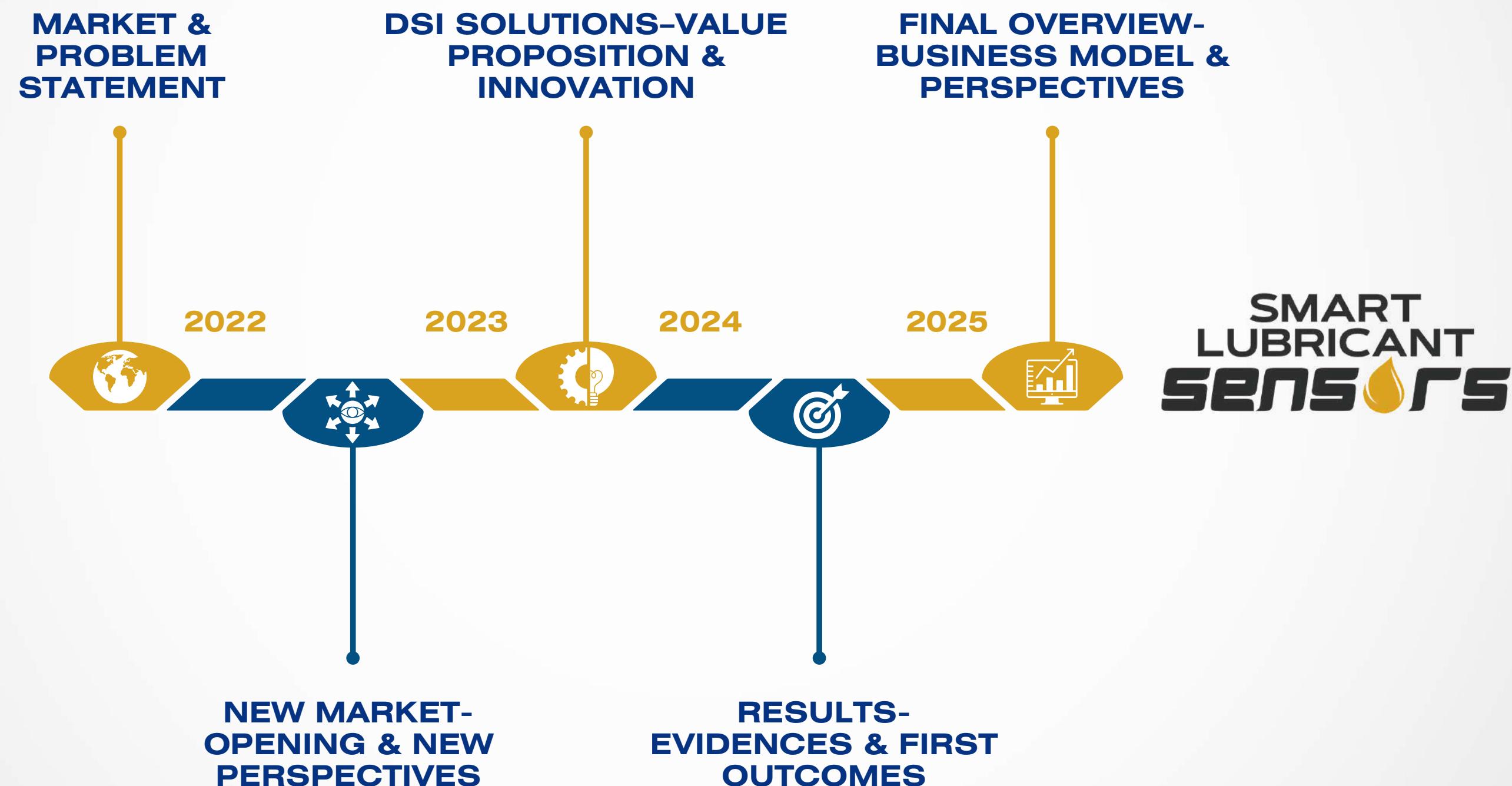
Smarter Oil



Longer Life



Smart Lubricant Sensors Journey

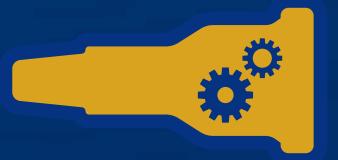


Oil Quality Monitoring Market

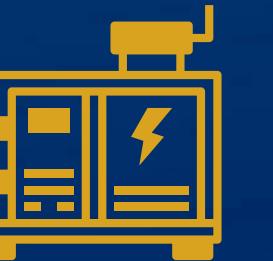
Market description:

- Technologies, services, and equipment developed to assess lubricant health
- The oil conditioning market is projected to reach USD 2.807 billion by 2030, growing by 7.3% compared to 2025.
- Annual oil sales reach billions of liters
- A substantial financial burden on the industrial sector

Target market for oil quality monitoring:



**Industrial
Transmissions**



**Power Generators and
large I.C. engines**



**Off-road/mining
vehicles**



Wind turbines

“

« Oil in a machine is like
blood in a human body »

Oil Quality Monitoring Market

Current Monitoring:

Off-line measurement: Oil samples are taken from industrial systems and sent to a laboratory for analysis.

Problem statement:

- **Offline monitoring only** – no real-time insights
- **Slow detection** – industries face costly downtime due to poor oil monitoring
- **Inefficient oil management** – oil often changed too late or too early
- **Higher costs** – maintenance and lubricant expenses increase significantly

Direct analysis, smart prevention, and tailored solutions for industrial maintenance.

Smart sensors track oil condition in real time:



Key market demands

A comprehensive system that:

- Provides a **global diagnosis** of oil condition
- Offers **predictive insights** on degradation or failure risks
- Supports **automated & predictive** maintenance **strategies**

New Method: Real-Time Oil Conditioning

DSi Solutions: Smart Lubricant Probes



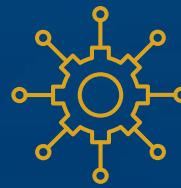
STEP 1
Determine key parameters that monitor oil conditions in specific system



STEP 2
Pre-study to determine the most suitable probes



STEP 3
Installation of the selected probes



STEP 4
Improvement of existing algorithms to determine oil lifetime



STEP 5
Real-time oil monitoring

Many incidents of machines can be avoided by monitoring parameters:

- ✓ Temperature & Pressure
- ✓ Water/Coolant Contamination

- ✓ Soot Contamination
- ✓ Viscosity/Density

- ✓ Wear Debris

Unique Value Proposition

Customized Algorithms

→ Enhanced oil lifetime prediction for deeper performance insights

Configurable Sensor Kit

→ Flexible integration for diverse industrial environments

Real Added Value

→ Transforming raw sensor data into actionable, decision-driving intelligence

Service First, Not Just Sales

→ DSi delivers expert support before and after sensor deployment

Cloud-Based Monitoring Platform

→ Real-time access to sensor signals for performance tracking

Continuous Value Creation

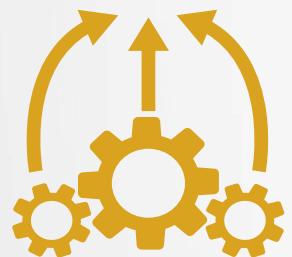
→ From installation to long-term optimization, we stay connected



With 5 years of experience and over 20 years in lubrication measurement, we have developed our own wear probe and innovative solutions.

Key Benefits

OPERATIONAL EFFICIENCY



Reduction of unplanned maintenance

COST SAVINGS



Lower oil consumption

ACCURACY & SPEED



Faster, more precise measurements

SUSTAINABILITY



Contribution to ESG goals (reduced oil waste, extended lifetime)

SCALABILITY



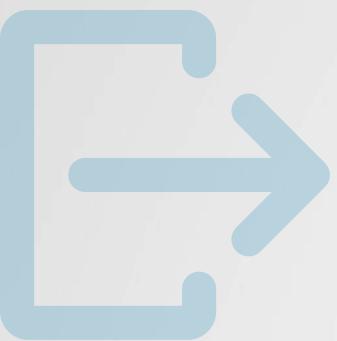
Adaptability from small machinery to large industrial systems

Roadmap



Our project has been subsidized by the Walloon Region for €700,000 — a strong investment to support its deployment.

Business Plan



Revenue Streams

Our business model relies on three complementary sources of income:

1/ Feasibility Studies

Preliminary analyses and tailored algorithm design to assess project viability and optimize performance.

2/ Sensor Kit Sales

Turnkey systems including multisensor kits, calibration, and interfaces.

3/ Monthly Data Acquisition Subscriptions

Continuous access to our online monitoring and data analysis platform.



Expenses

1/ Employee Salaries

3 full-time employees in 2025, projected 5 full-time employees by 2029.

2/ Consumables

Materials and resources needed for day-to-day operations



Business Plan

	2021 - 2025	2026	2027	2028	2029
R&D Investments	560k				
Revenues:		213k	487k	800k	1.172M
<ul style="list-style-type: none"> • Feasibility studies • Multisensor kits • Web supervision subscriptions • Industrial systems • R&D kits • DSi wear sensors • Other related sales 					
Expenses:		297k	399k	581k	717k
<ul style="list-style-type: none"> • Employees • Salaries • Equipment • Communication • Rent & energy 					
Amortization over 7 years	80k	80k	80k	80k	
Annual result after amortization		-164k	8k	139k	375k





Let's build
something
great
together!





By partnering with DSi, you become a driving force in the evolution of industrial maintenance!

Collaborate with DSi

- 25 years+ expertise in lubricant R&D testing
- Trusted by 100+ clients worldwide, major lubricant brands, OEMs, and industrial leaders



ROUSH



LIEBHERR



CLH&S

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