ASX RELEASE

23 May 2024

Wilsons Rapid Insights Conference Presentation and Contracts Update

Acusensus Limited (ASX:ACE) (**Acusensus** or the **Company**), a technology company designing and developing artificial intelligence enabled road safety solutions, is pleased to attach a copy of a presentation that will be provided at the Wilsons Rapid Insights Conference today (**Presentation**).

The Presentation includes details of contract developments in the business. Highlights since the Company's last ASX announcement on 1 May 2024 includes:

- Transport for NSW has announced that it will begin to enforce laws that require seatbelts to be worn utilising the existing Acusensus mobile phone detection camera network from 1 July 2024; and
- Acusensus has entered into an agreement with Queensland Department of Transport and Main Roads for the provision of additional units of speed enforcement transportable solutions for five years with an estimated contract value of A$4.6m (excluding GST)

END

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This announcement is authorised by the Board of Acusensus Limited.

About Acusensus

Acusensus is a technology company that was founded in 2018 with a mission to design and develop artificial intelligence enabled road safety solutions. Collaborating with governments and commercial stakeholders to tackle distracted driving globally is Acusensus' first priority.

Acusensus has pioneered intelligent solutions that provide anywhere, anytime digital evidence that can be used in conjunction with law enforcement to drive behavioural change and improve road safety. Acusensus technology is used to detect and provide prosecutable evidence of distracted driving (mobile phone use), seatbelt compliance, speeding, railway crossing compliance and the monitoring of vehicles of interest.

Acusensus listed on the Australian Securities Exchange in January 2023. Acusensus is headquartered in Melbourne, Australia, with offices also in Sydney, Brisbane, London (UK) and Las Vegas (US).

Wilsons 14th Annual Rapid Insights Conference

23 May 2024

Acusensus pioneers intelligent solutions that can be rapidly deployed to address road safety challenges.

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The Fatal Five

Despite significant progress, road transport systems continue to kill people on a scale that is comparable to cancers, cardiovascular disease and respiratory diseases.

1 Fatigue Driving

Drivers with just

4 hours

sleep are more likely to crash by a factor of

11.5

2 Impaired Driving

Casualty crash risk

doubles

when driving with a blood alcohol concentration level of

0.05

3 Not Wearing a Seatbelt

In rollover crashes, wearing a

seatbelt

is estimated to reduce fatal injuries by

74%

4 Distracted (using a mobile phone whilst driving)

Distracted drivers cause over

100,000

deaths per year and injure over

5 million

5 Speeding

Chance of being in a fatal crash

doubles

every 5km/h increase in speed over the limit in a zone of

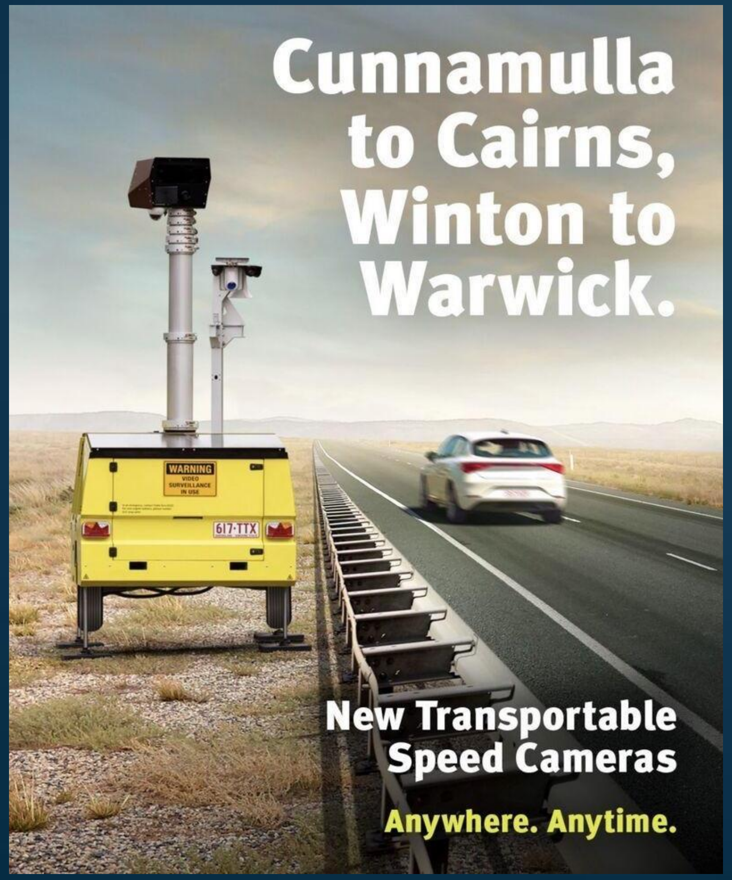
60km/h

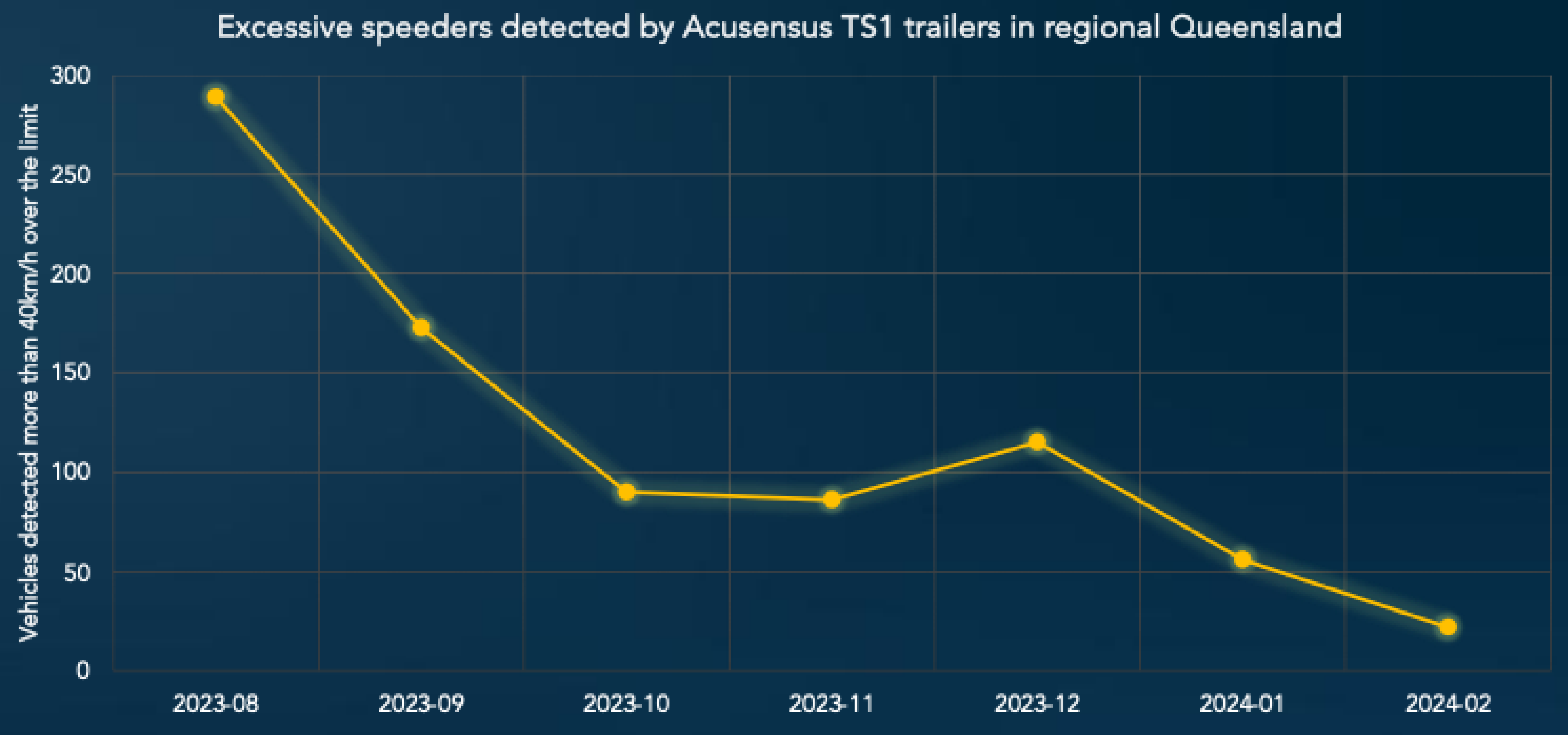
Up to 94% of US fatalities involve the fatal five – i.e. involve preventable and typically illegal behaviour

Sources:
Impaired - https://www.nrspp.org.au/resources/nrspp-quick-fact-drug-driving/
Fatigue - https://www.nrspp.org.au/resources/tired-whats-your-crash-risk/
Speeding - http://casr.adelaide.edu.au/speed/vol-1.html
Distracted - The Centre for Accident Research and Road Safety – Queensland (CARRS-Q) 2020
Seatbelt - U.S Department of Transport fatality reduction by safety belts for front-seat occupants of cars and light trucks, 2000 (https://crashstats.nhtsa.dot.gov/Api/Public/ViewPublication/809199)
Fatal five fatalities: https://crashstats.nhtsa.dot.gov/Api/Public/ViewPublication/812456

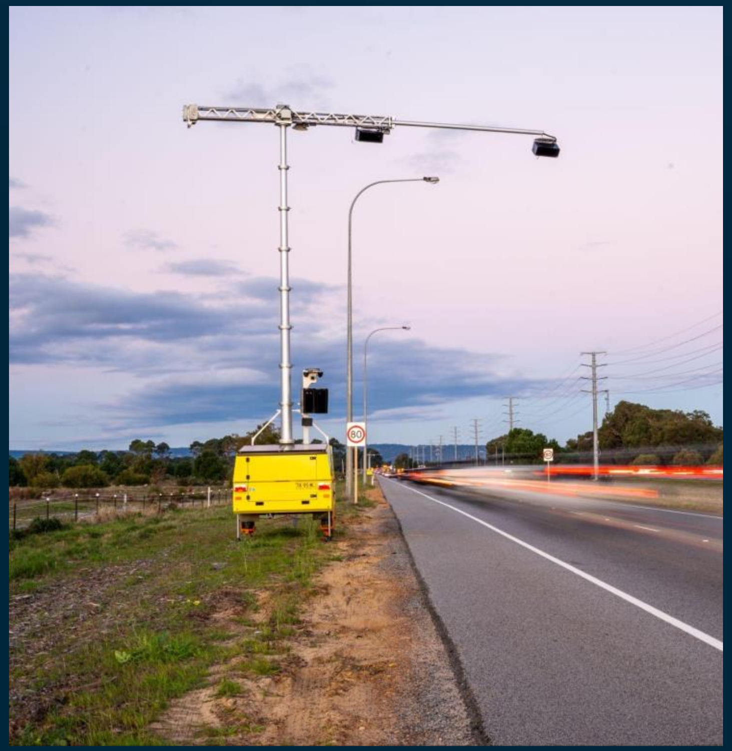
Enforcement is a Powerful Educator

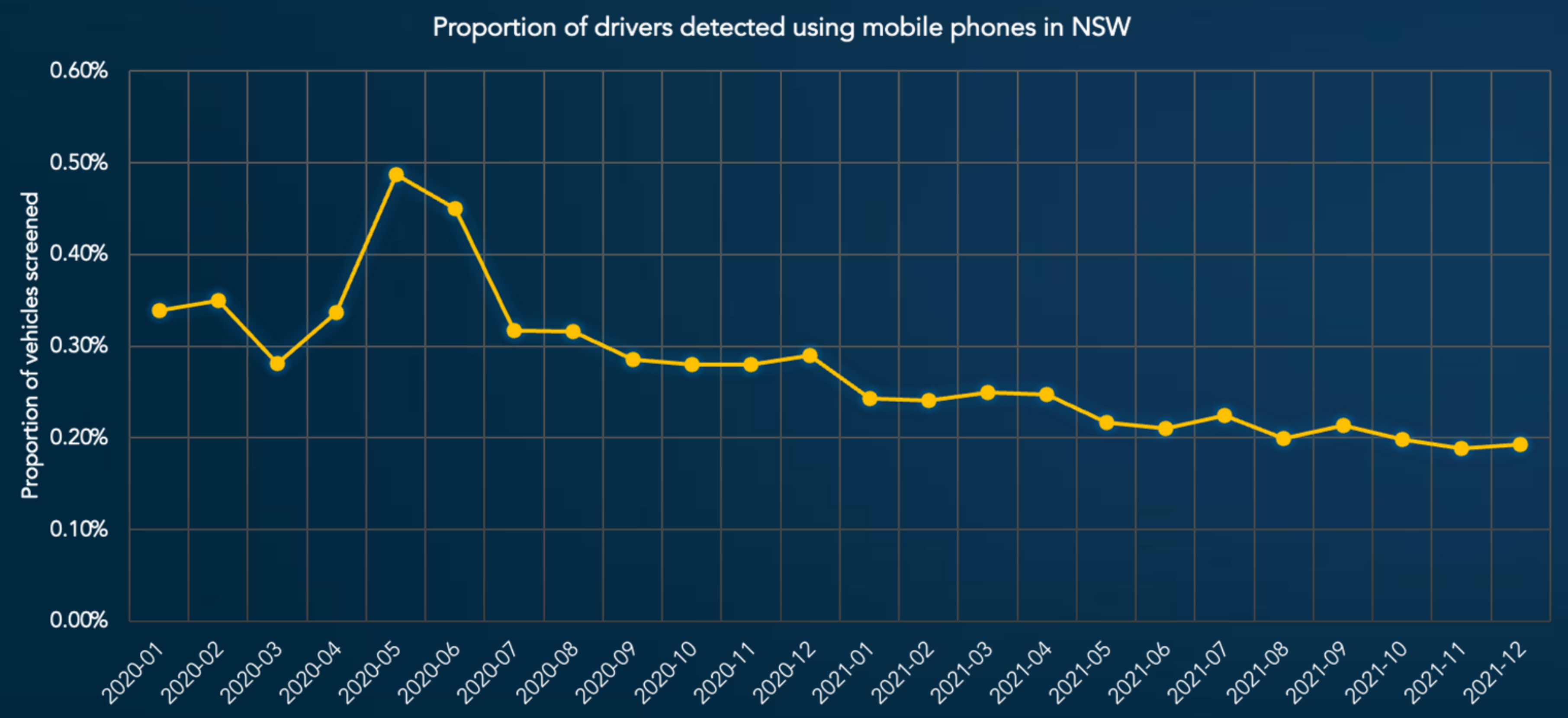
Acusensus enforcement programs see a significant reduction in drivers using mobile phones and speeding





92% reduction in excessive speeders passing Acusensus speed systems in 7 months





Reduction to 1 in 500 drivers using a phone within 2 years

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Leading the Way in Driver Behaviour Change

Acusensus is the advanced supplier of transportable multi-function, anywhere, anytime enforcement solutions

From the deployment of a single Acusensus asset, our government clients can already address the majority of the fatal 5 dangerous driver behaviours. Enhancing road safety while simultaneously saving money.

Acusensus Heads-Up provides simultaneous deterrence of:

- **Not Wearing a Seatbelt** ✓
- **Distracted** (using a mobile phone whilst driving) ✓
- **Speeding** ✓

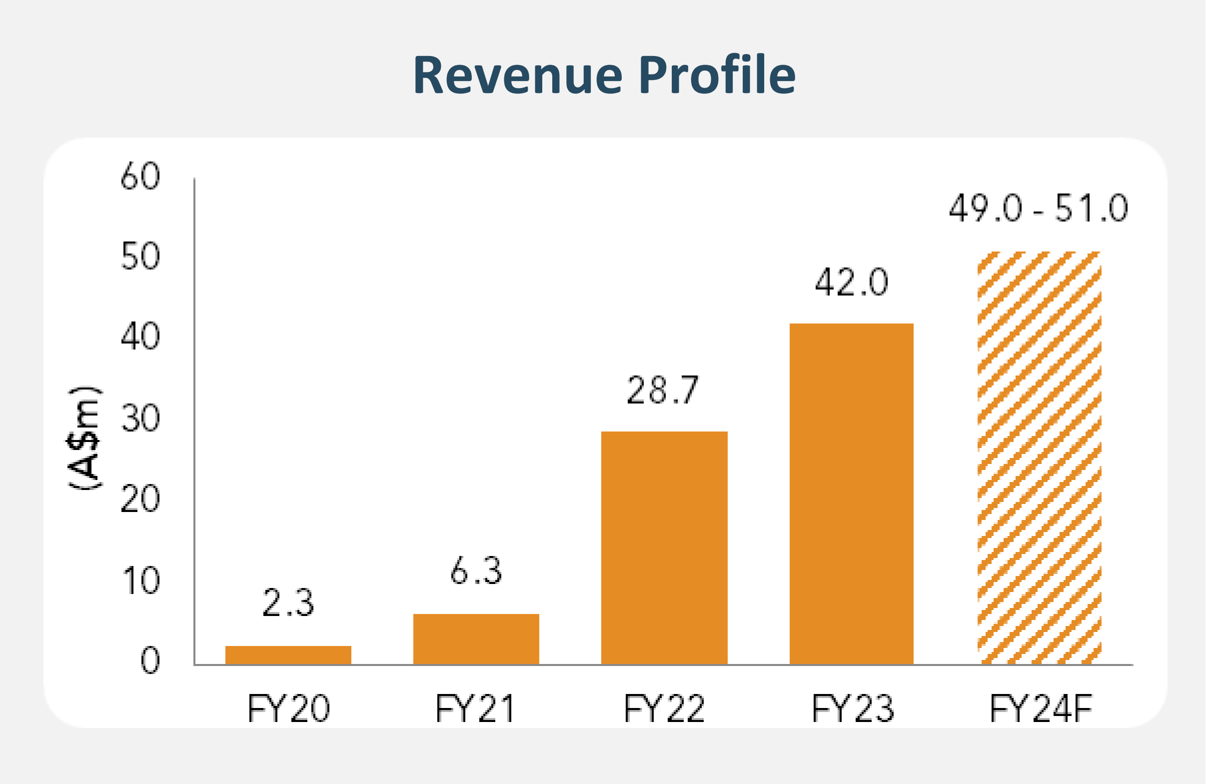
- **Impaired Driving**
- **Fatigue Driving**

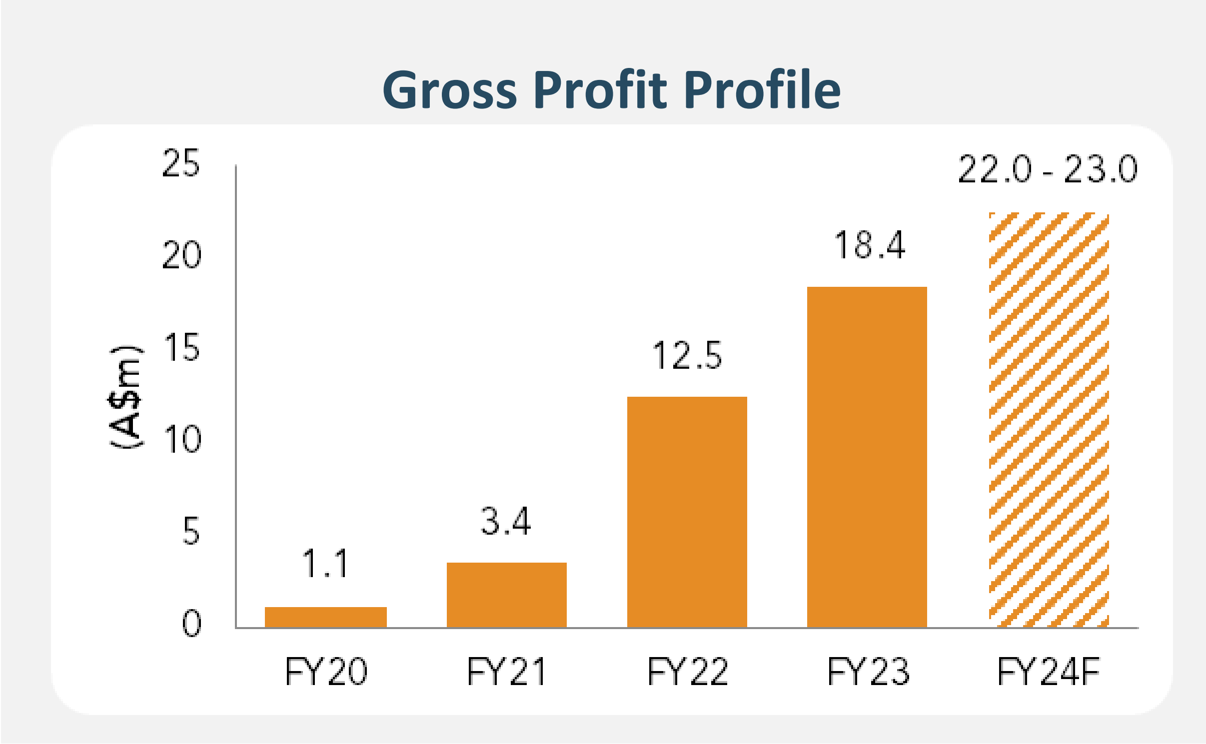
FUTURE INNOVATIONS

Introduction to Acusensus

Develop, manufacture, deploy and operate multi-function technology solutions with the ability to combat multiple road safety issues with a single installation

- Founder-led technology company incorporated in 2018 with offices in Australia, United States and United Kingdom.
- Empowers authorities globally to tackle road safety issues with artificial intelligence enabled traffic enforcement solutions.
- Pioneer in advanced traffic enforcement, having supplied the world first programs for both mobile phone use and seatbelt enforcement. Expanded capabilities into speed (point and average), licence plate recognition and railway crossing monitoring.
- Designer of versatile solutions, which can be deployed across the road network from a transportable platform (i.e. cars or trailers) or fixed infrastructure (i.e. gantry or poles).
- Customer base of long term reliable government clients. Increasingly international, lifting offshore revenue from 2% in 1H FY23 to 6% in 1H FY24.
- Listed on the ASX in January 2023 at $0.80[1] per share with FY23 forecast revenue of $37m.
- Strong growth profile, FY23 revenue grew 46% to $42m and generated EBITDA of $5.5m. FY24 forecast revenue growth of ~17-21% to ~$49-51m. Further growth in FY25 expected.
- Positive cash flow from operations, no debt and ample cash reserves of $19.8m[2]. Cash flow is reinvested to simultaneously fund expansion activities and anticipated pipeline opportunities.





[1] Share price after adjustment for share split
[2] As at 31 March 2024

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Motivated Management Team

Passionate, aligned, long-tenured management team with global experience and track record of growth and scale

Alexander Jannink
Founder & Managing Director*
Tenure: 6 years

Anita Chow
Chief Financial Officer
Tenure: < 1 year

Matt Higgins
Chief Operating Officer
Tenure: < 1 year

Christopher Kells
Chief Technology Officer
Tenure: 6 years

Olivia Byron
General Counsel & Company Secretary
Tenure: 2 years

Shaun Miller
Head of Customer Engagement
Tenure: 5 years

Andrew Matthews
Head of Delivery
Tenure: 6 years

Stephane Honore
Head of Services
Tenure: 3 years

Annmarie McMath
Head of Team Experience & Performance
Tenure: 2 years

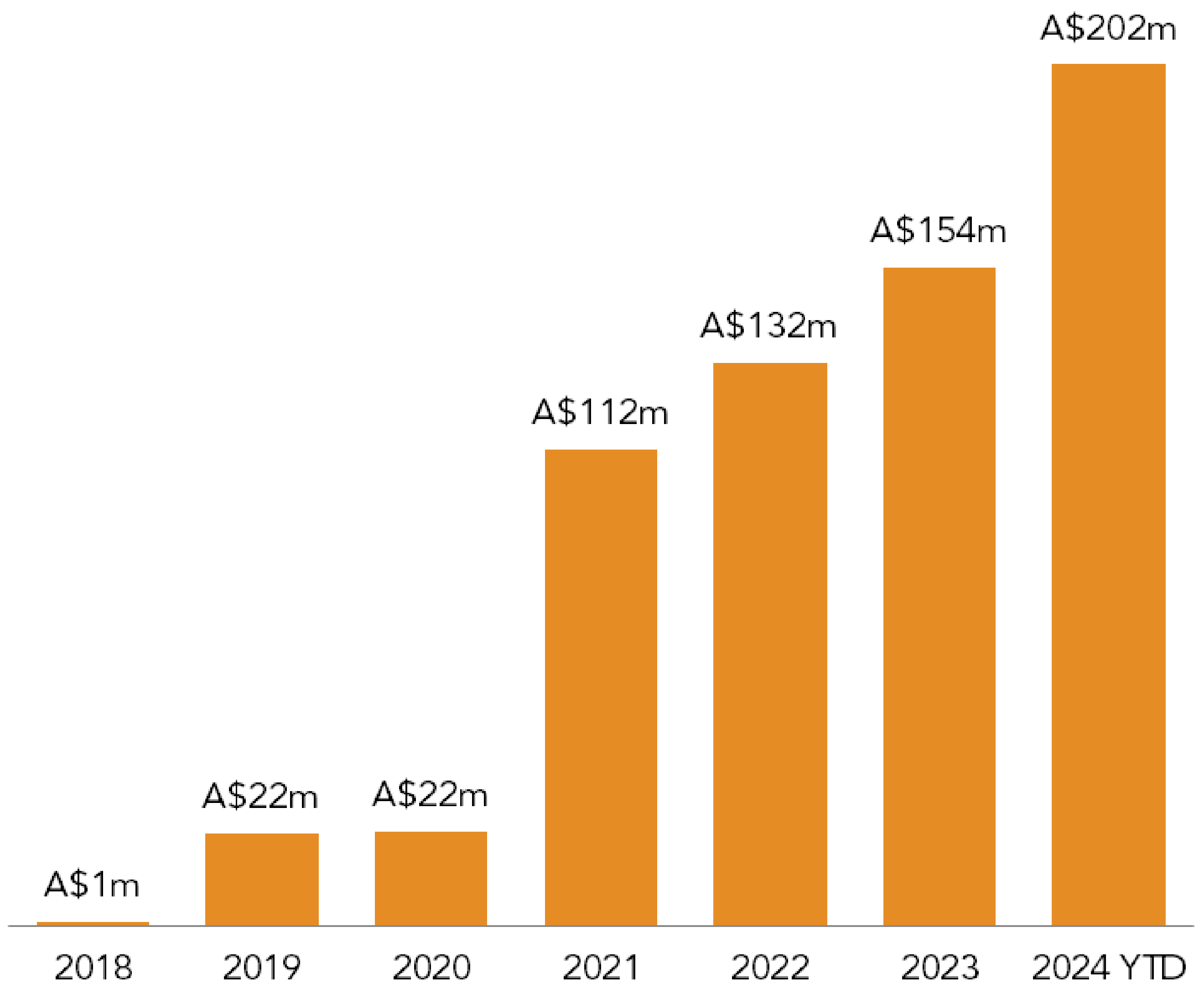
* Alexander Jannink has a 13.25% interest in the company on an undiluted basis

Overview of Key Contracts

Growing customer base with track record of contract growth. Significant increase in total contract value through FY24 YTD. Revenues from many key contracts are contracted to grow in FY25 compared to FY24.

Customer	Key modules	Commencement	Contract term	Comments on contract variation
Transport for NSW	Mobile Phone, Seatbelt	December 2019	2 + 1 + 1 + 1 years	TfNSW has announced the activation of the seatbelt module from 1 July 2024
Transport for NSW	Speed	June 2021	3 + 1 + 1 years	TfNSW has exercised the first 1 year extension
QLD Department of Transport and Main Roads	Mobile Phone, Seatbelt	July 2021	5 + 1+ 1 years	Expansion of transportable units deployed from December 2023
QLD Department of Transport and Main Roads	Speed	May 2023	5 + 1+ 1 years	Expansion of transportable units deployed from July 2024
ACT Government	Mobile Phone	February 2023	3 + 1 + 1 years	
South Australia Government	Mobile Phone	April 2024	5 +1 + 1 years	Phone enforcement camera program selection in FY24 and go-live from April 2024

Cumulative Total Contract Value Secured[1]



[1] FY24 YTD figure includes an estimate subject to the ABS final CPI inflation determination for FY24

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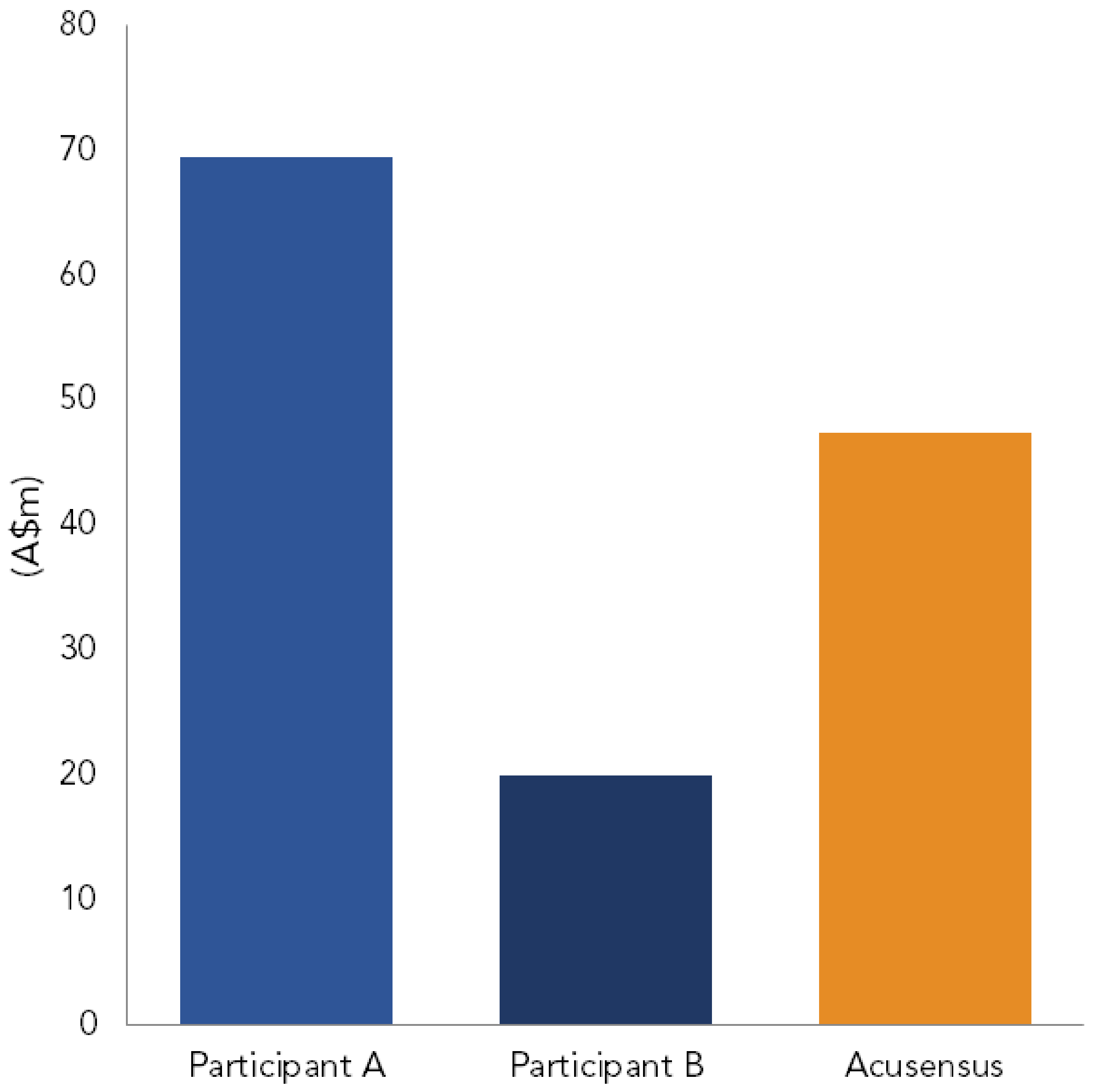
A Leading Enforcement Technology Provider

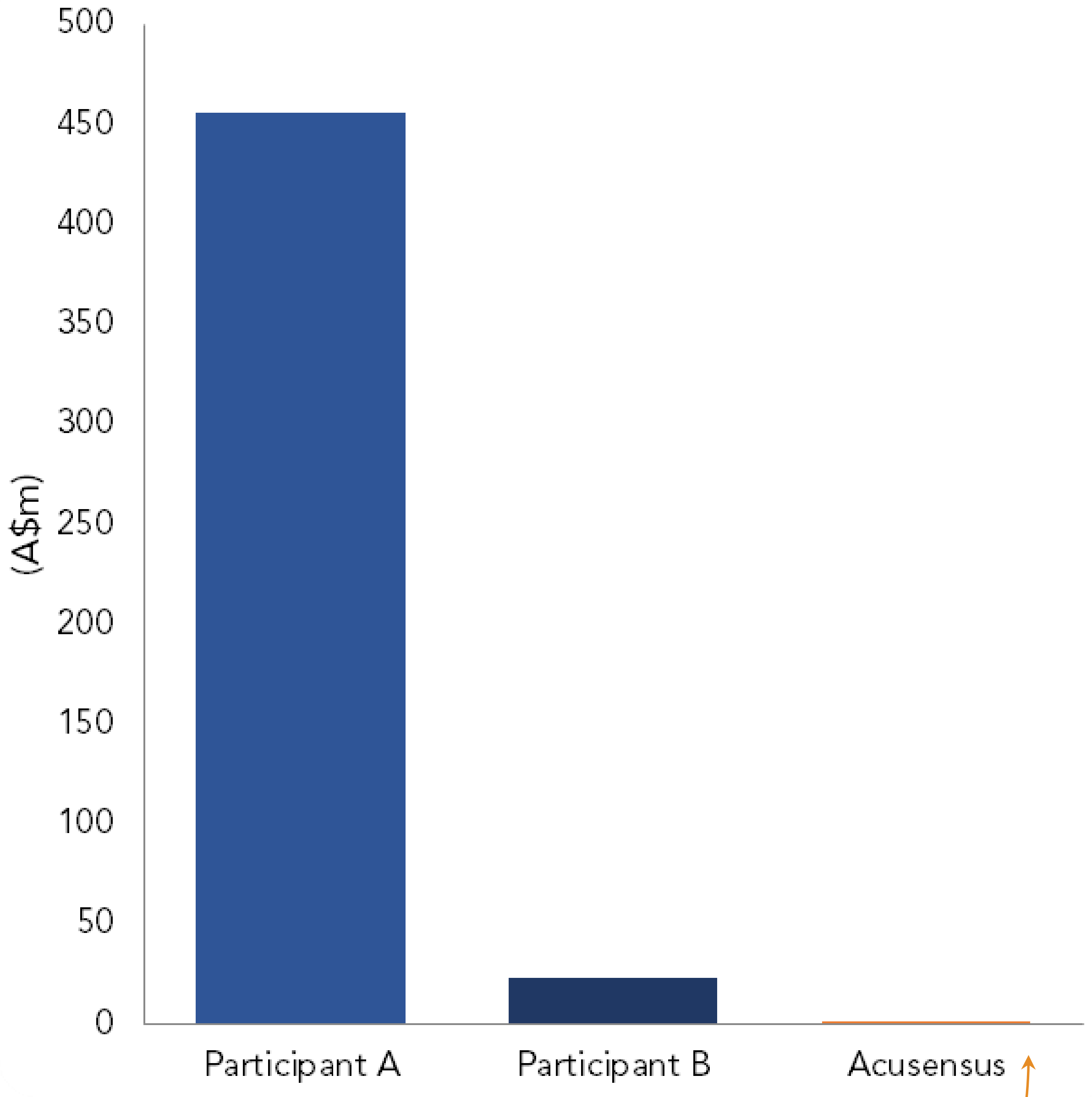
Pilot programs deployed across the globe

Enforcement Activity and Opportunity

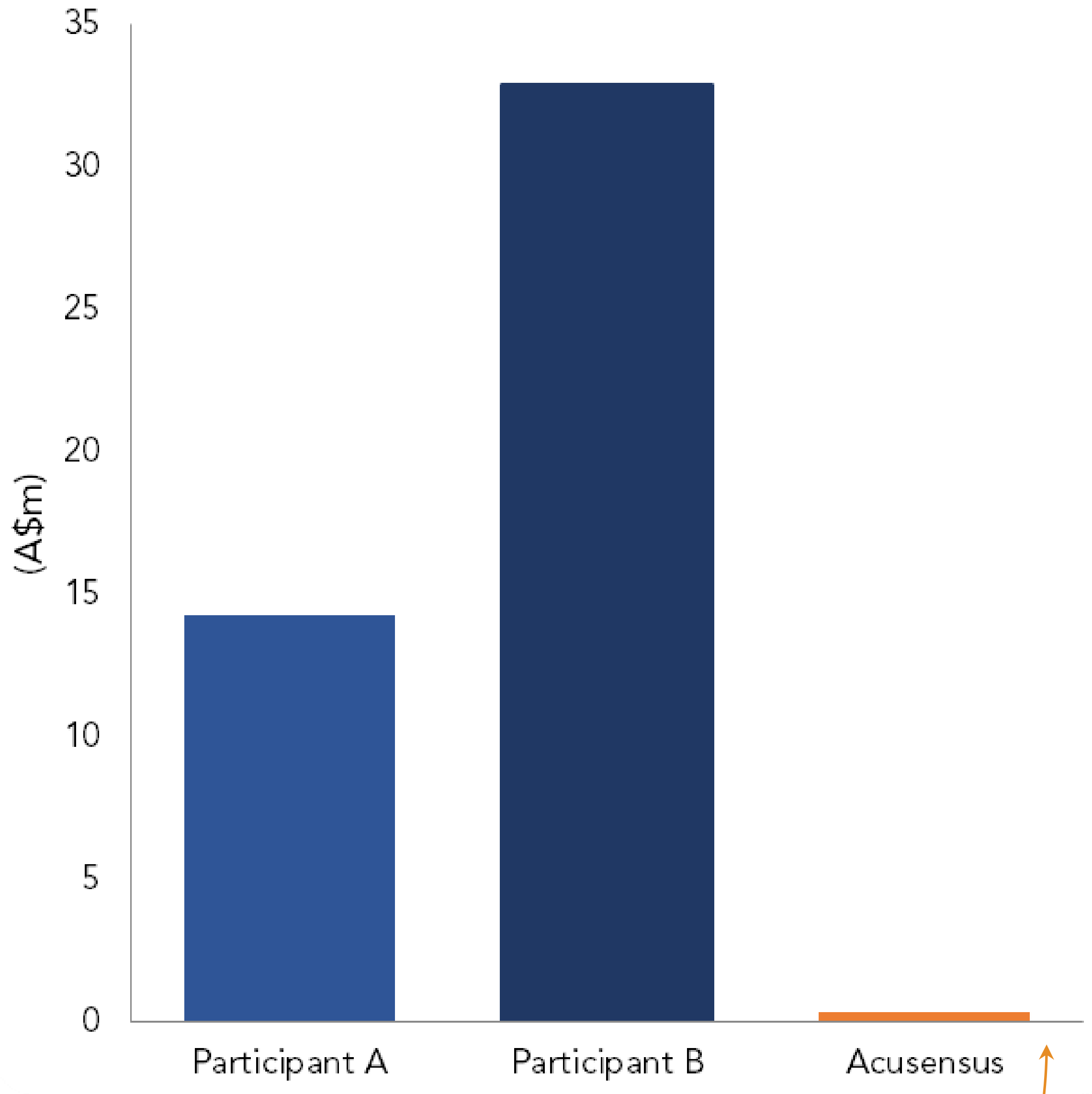
Acusensus' revenue in Australia is estimated to be the second largest of traffic enforcement camera providers.
Acusensus provides a unique proposition to disrupt and grow US and UK traffic enforcement category spend

Australia	United States	United Kingdom





ACE forecast revenue growth +100% YoY

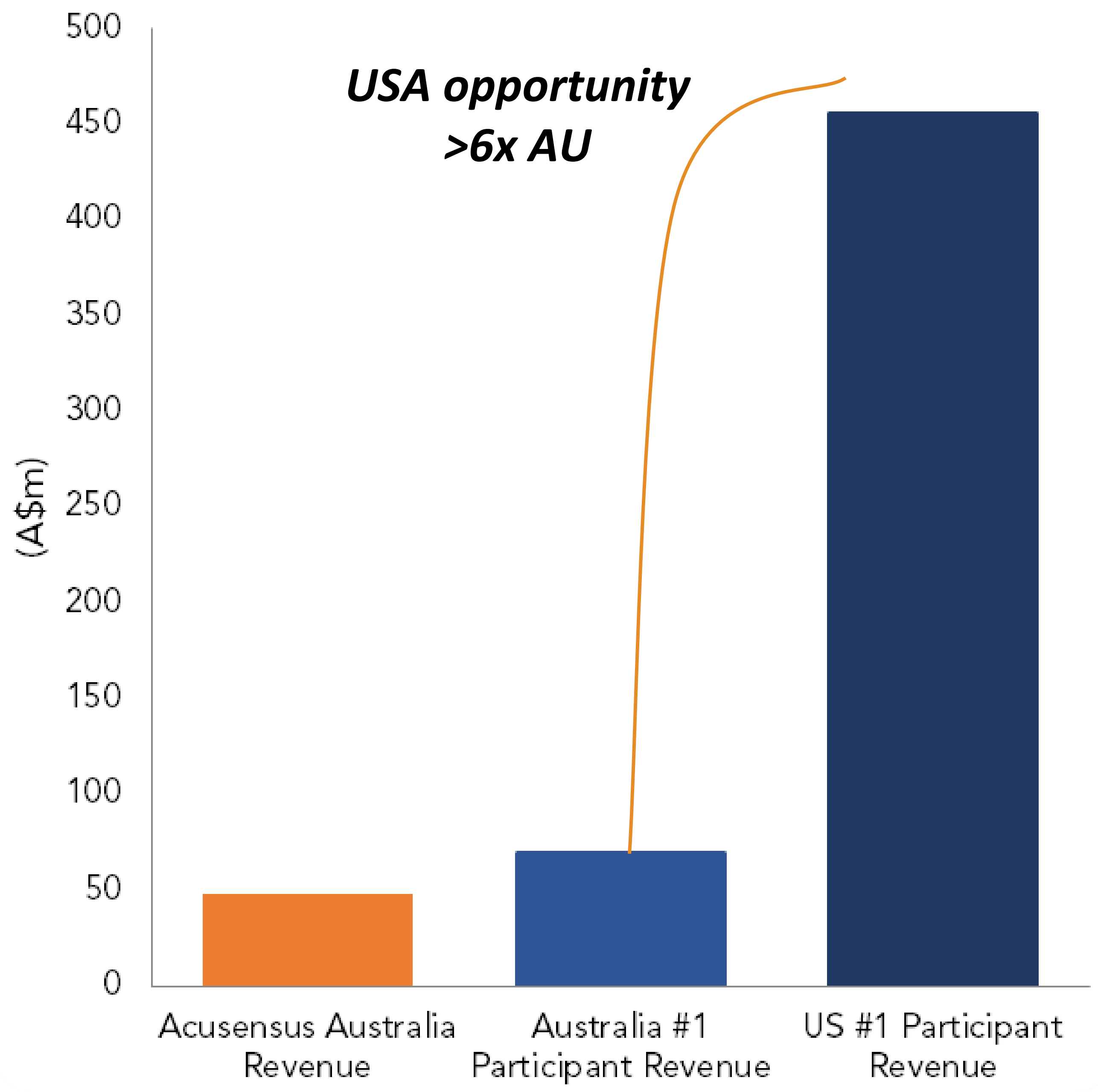


ACE forecast revenue growth of +150% YoY

Notes
1 Participant A and B are the two largest global providers of traffic camera services
2 Participant B figures are estimated for US and Australia
3 Acusensus figures are forecast for FY24

USA Opportunity

Opportunity by Estimated Revenue



- The first penalty notice from an Acusensus camera in Australia was issued in March 2020. Over the past 4 years Acusensus has grown to be a significant market participant.
- The first notice issued from an Acusensus camera in the USA was issued in July 2023. Acusensus is adding opportunities to the pipeline and forecasting revenue growth of over 100%.
- The market for services in the USA is significantly larger than Australia. The largest provider of traffic enforcement camera services in the USA has yearly revenues estimated to be more than 6x the largest provider in Australia.
- Acusensus has been developing the US market opportunity for 5 years and is well positioned for growth:
  - Education of market on role of enforcement in reducing road trauma, including deploying equipment in 20 states for demonstration, pilot or contract.
  - Development of state and federal funding pools.
  - Customisation of solution to meet local market needs through the Heads-Up (distracted driving) and Harmony (speed) real-time solutions.
  - Local presence with a team of 10 staff, headquarters and assembly facilities.

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Road Worker Safety Opportunity

Tens of thousands of workers are on our roads daily with minimal protection from significant hazards

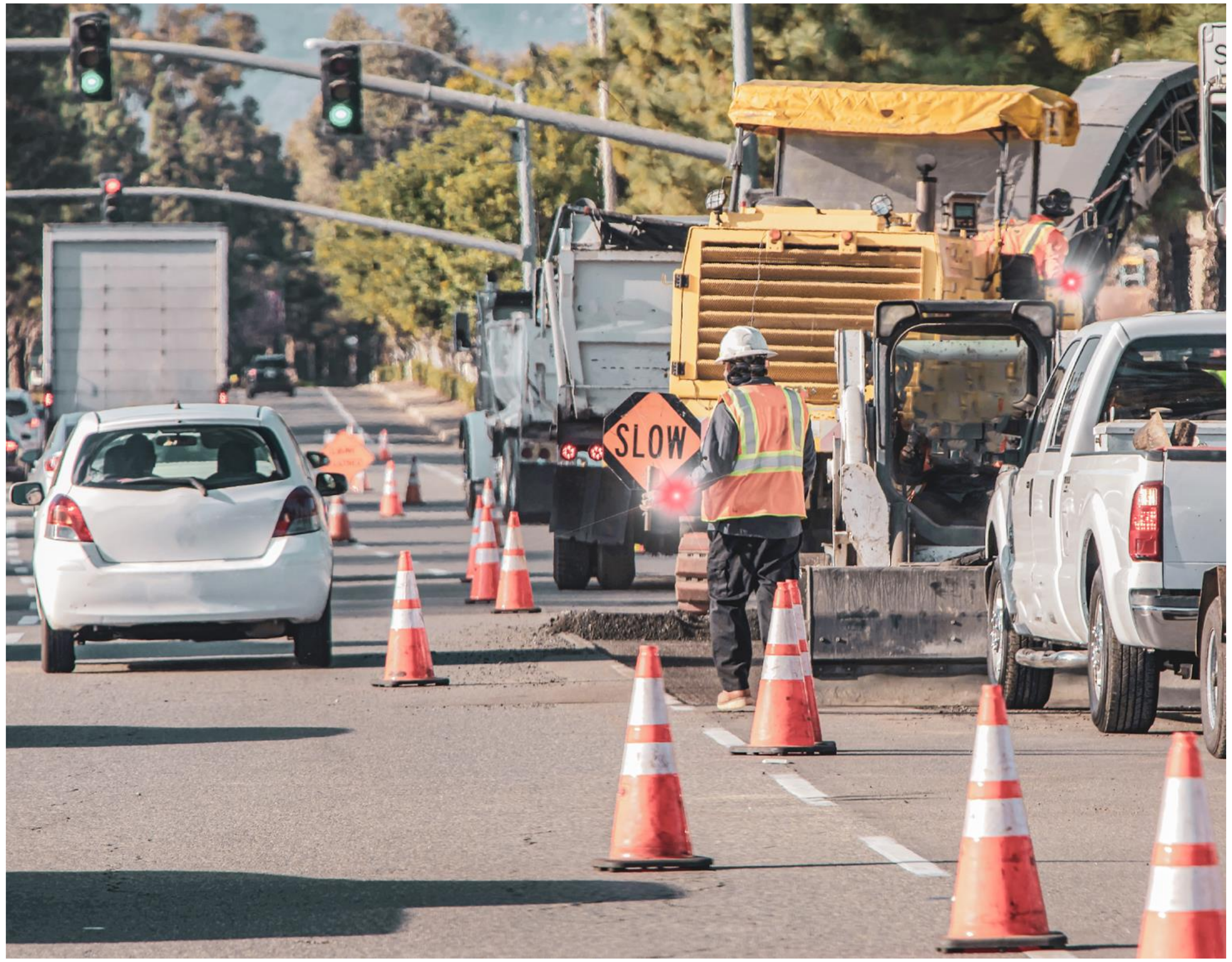
By 2040, the number of cars and trucks on the road is projected to approach 3 billion[1], highlighting a significant need for increased investment in global roadway infrastructure. Annually, an estimated $900 billion[2] is earmarked for maintaining and expanding road infrastructure to meet this growing demand.

PROBLEM:

- Crash rates increase by nearly 25% in work zones[3].
- In the USA in 2021 there were over 105,000 work zone crashes, resulting in over 42,000 injuries and 954 fatalities[4].
- Work zones and traffic management are largely analogue, relying on manual coordination and supervision.

MARKET NEED:

- Digitised work zones to improve safety with real-time communication and dangerous vehicle or machinery proximity alerts for workers.



[1] Smith, M. N. (2016, April 22). The Number of Cars Worldwide is Set to Double by 2040. World Economic Forum
[2] Woetzel, J., Garemo, N., Mischke, J., Hjerpe, M., & Palter, R. (2016). Bridging Global Infrastructure Gaps. McKinsey Global Institute
[3] Ozturk, O., Ozbay, K., & Yang, H. (2013). Estimating the Impact of Work Zones on Highway Safety. 5 Transportation Research Record, Journal of Transportation Research Board (PDF, 1.4 MB)
[4] https://www.roadsbridges.com/work-zone-safety/news/10653916/work-zone-fatalities-at-highest-level-since-2006-new-data-shows

Acusensus Road Worker Safety Solution

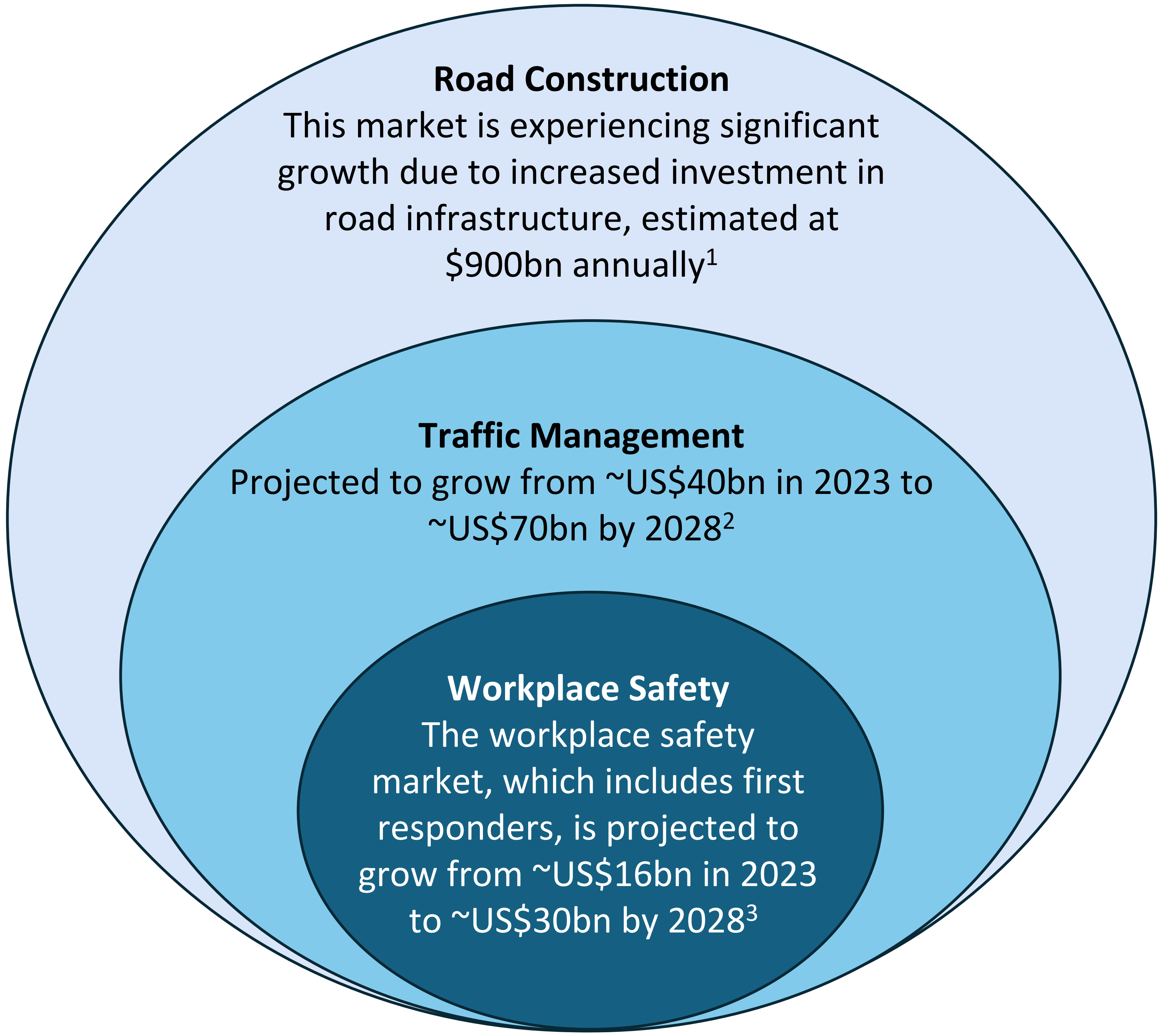
Acusensus has developed a technology focussed product to protect road workers by enhancing safety through real-time monitoring, alerting, tracking and enhancing safety on site

Converting work zones into smart, digitised environments, enhancing safety, risk management, and productivity through continuous, automated, and actionable real time data onsite. The benefit of this will include:

1. Real-time PPE alerts:
    - Immediate warnings to workers about oncoming dangers (vehicle incursion and proximity), drastically reducing incident rates.
2. Work Zone Digitalisation:
    - Leverages advanced geo-zone technology for real-time monitoring and safety, improving reporting, management, and predictive analysis for smarter and safer work practices.
3. Automated Incident Reporting:
    - Captures and logs high-risk events in real-time, ensuring swift intervention and prevention.
4. Predictive Analytics:
    - Advanced technology to pinpoint high-risk areas, allowing proactive safety measures.
5. Data Subscriptions:
    - Provides critical work zone data and analysis for strategic planning and monitoring.

Acusensus Road Worker Safety Solution Pilot

Acusensus is piloting the solution on Fulton Hogan worksites with plans for Australian commercial launch in 2025



Proof of Concept (PoC) Program with Fulton Hogan

Fulton Hogan

Partnering with Tier 1 infrastructure company, Fulton Hogan

- Fulton Hogan employs over 9,000 employees, with the majority working around roads every day.
- PoC to demonstrate the practical application and scalability of the solution in real-world conditions.
- Pilot indicates that the solution can enhance safety protocols, provide onsite incident prevention and deliver real-time data collection.

Indicative Solution Rollout Timeline

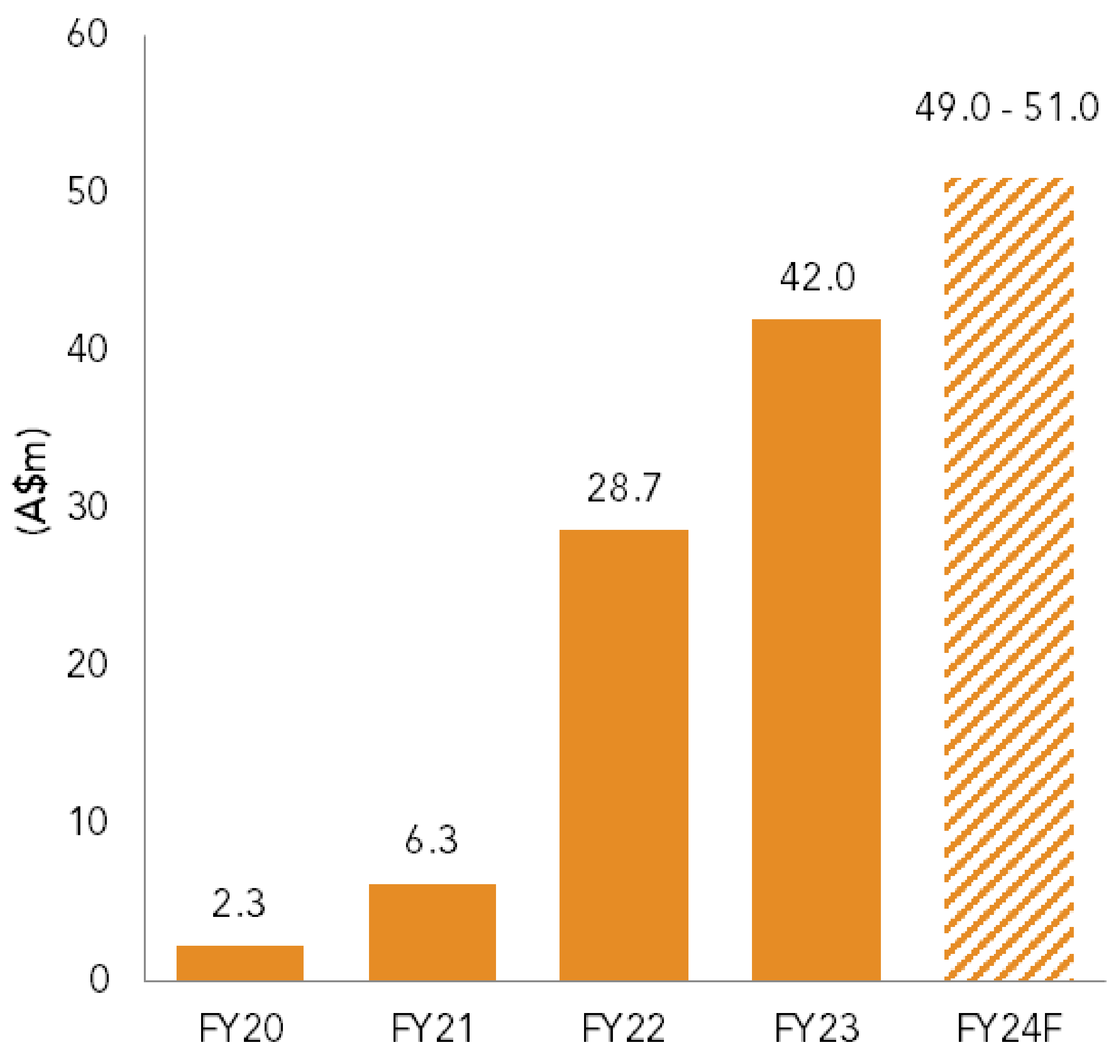
- 2024: Continued pilot programs with Tier 1, 2 and 3 industry partners, expected to refine features based on results.
- 2025: Australian market launch expected, leveraging insights from pilot.
- 2026: Expansion to the USA and UK.

[1] Woetzel, J., Garemo, N., Mischke, J., Hjerpe, M., & Palter, R. (2016). Bridging Global Infrastructure Gaps. McKinsey Global Institute
[2] MarketsandMarkets (https://www.marketsandmarkets.com/Market-Reports/traffic-management-market-1036.html)
[3] MarketsandMarkets (https://www.marketsandmarkets.com/PressReleases/workplace-safety.asp)

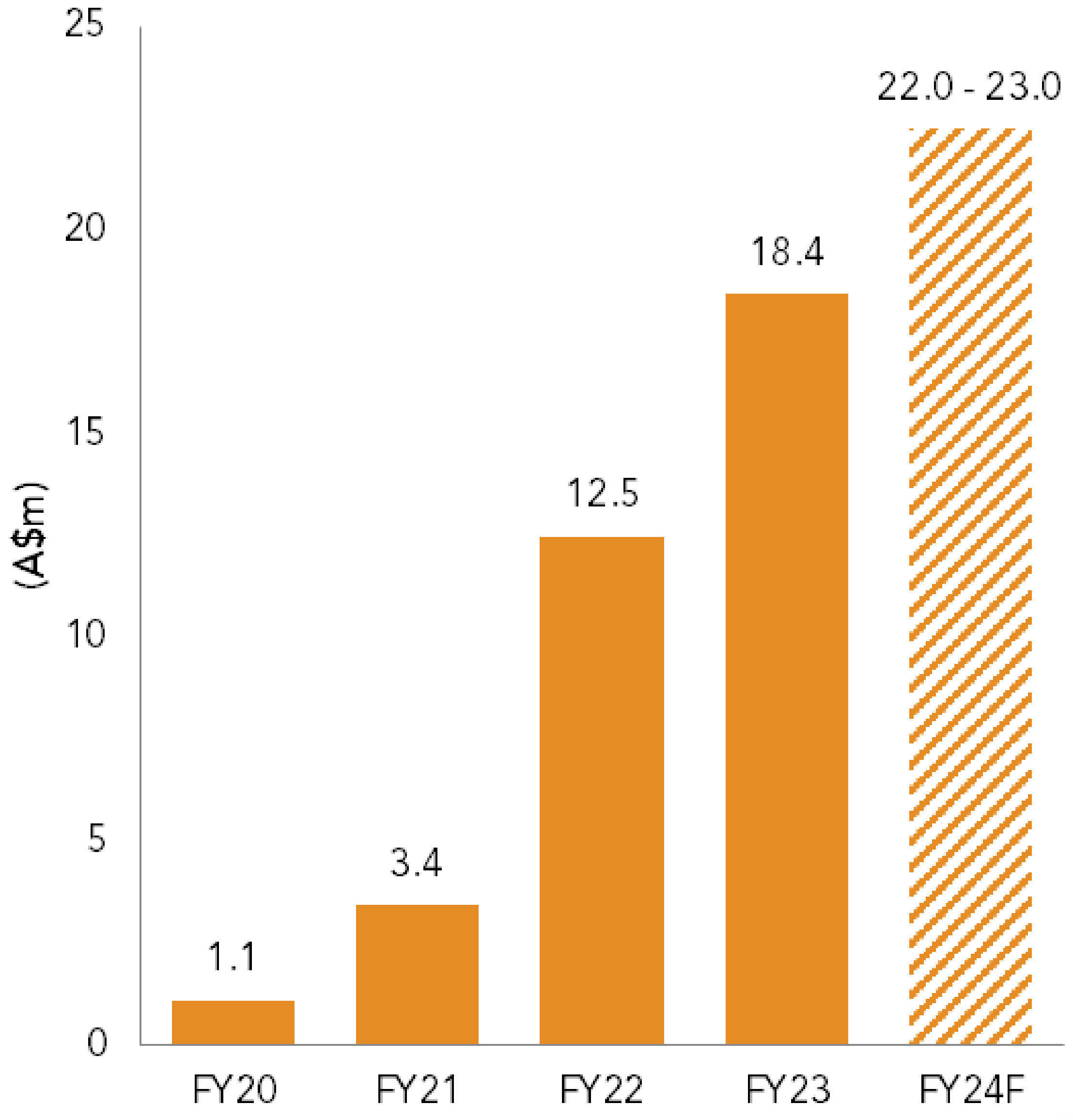
Demonstrating Persistent Growth

Track record of consistent growth and positive operating cash flow from our innovative products and services

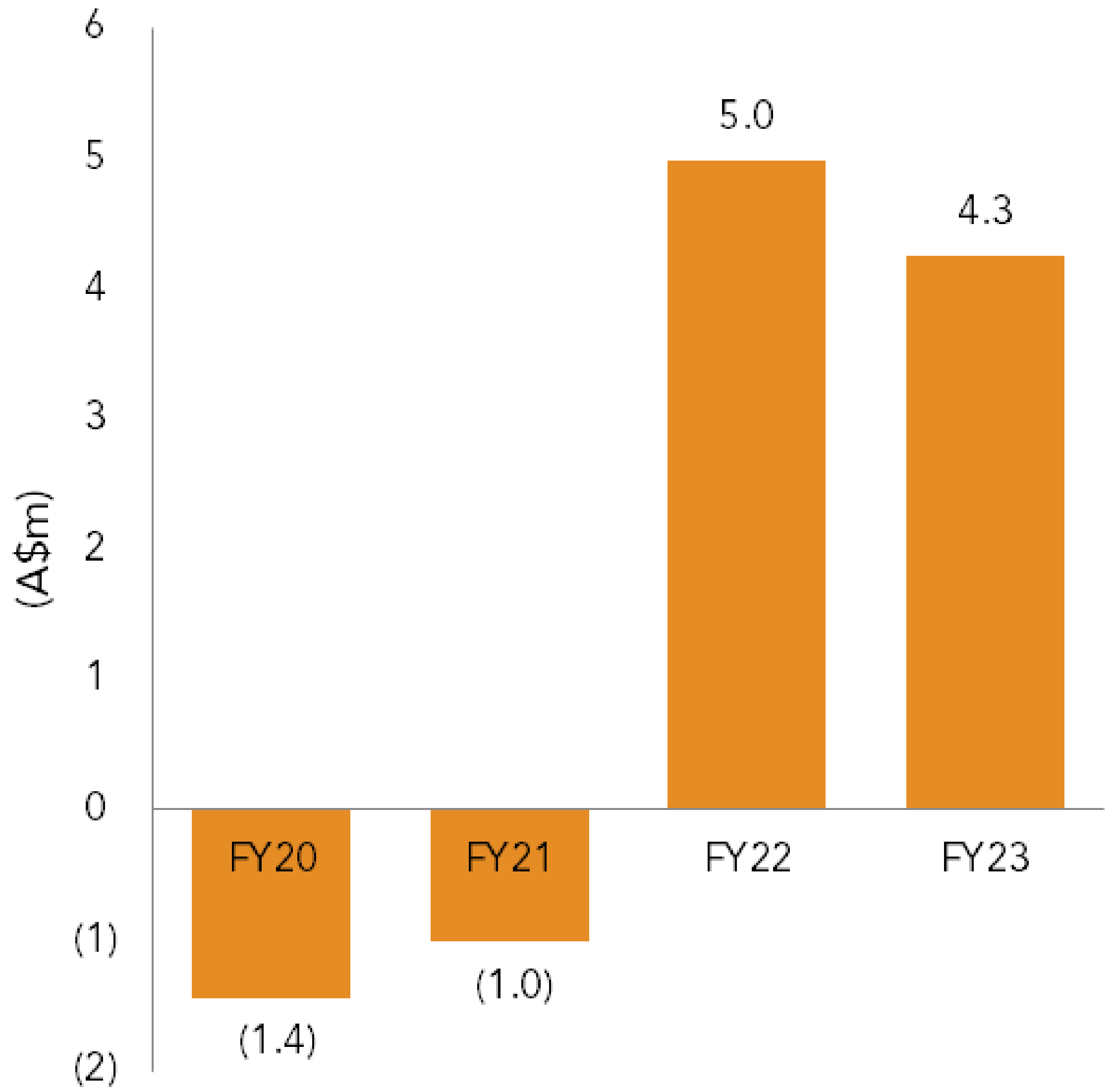
Revenue



Gross profit



Operating cash flow



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Investment Highlights

- Acusensus is a pioneer in advanced traffic enforcement solutions, and is leading the industry in the supply of multi-function any-where any-time enforcement platforms

- The company has a track record of strong growth and is well positioned to continue this trajectory with expansion of key contracts into FY25 and the progression of new pipeline opportunities.

- Acusensus is forecast to grow revenues by over 100% again next year in the USA, a market whose largest traffic enforcement camera services provider is 6x the largest in Australia.

- The UK market is experiencing early pilot wins and is forecast to grow revenues by over 150%.

- The Road Worker Safety Solution technology is being actively piloted with one of Australia's largest road constructors, Fulton Hogan. The pilot is providing valuable insights to inform commercial product launch in 2025.

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Financial data
All dollar values are in Australian dollars ($AUD) unless noted otherwise.

Non-IFRS financial measures
Acusensus uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards or IFRS. These measures are collectively referred to in this document as 'non-IFRS financial measures' under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by the Australian Securities and Investments Commission (**ASIC**). Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. The principal non-IFRS financial measures that are referred to in this document is EBITDA. EBITDA is earnings before interest, tax, depreciation and amortisation. Management uses EBITDA to evaluate the operating performance of the business, the non-cash impact of depreciation and amortisation and interest and tax charges. Although Acusensus believes that these measures provide useful information about the financial performance of Acusensus, they should be considered as supplements to the income statement measures that have been presented in accordance with the Australia Accounting Standards and IFRS and not as a replacement for them.

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intelligent eyes