

ASX RELEASE

26 March 2025

ASX SMIDcaps Conference - Acusensus Presentation

Acusensus Limited (ASX:ACE) (**Acusensus**), a technology company designing and developing artificial intelligence enabled road safety solutions, is pleased to attach a copy of the presentation that will be given by Alex Jannink, Co-Founder and Managing Director of Acusensus, today at the ASX SMIDcaps Conference in Sydney, Australia at 10:00am (AEDT).

A copy of the presentation follows this announcement.

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This announcement is authorised by the Managing Director 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, Perth, Auckland (New Zealand), London (United Kingdom) and Las Vegas (United States).



acusensus
intelligent eyes



ASX SMIDcaps
Conference
26 March 2025

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This presentation contains certain forward-looking statements. Words such as "continue", "expect", "forecast", "potential", "estimated", "projected", "likely", "anticipate", "should", "could", "may", "predict", "plan", "will", "believe", "target", "intend" and other similar expressions are intended to identify such statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements are based on Acusensus' current views and assumptions and are subject to known and unknown risks, uncertainties and other factors, many of which are outside the control of Acusensus. These risks and uncertainties could cause Acusensus' actual results, performance or achievements to differ materially from those expressed or implied in this presentation. Such forward-looking statements speak only as of the date of this presentation and should not be relied on as an indication, representation or guarantee of future performance. Accordingly, the Parties do not give any assurance, representation, warranty or guarantee that the occurrence of the events expressed or implied in any forward-looking statement referred to in the presentation will actually occur or be achieved as contemplated. Nor do the Parties take any responsibility or duty to update, revise or maintain any forward-looking statement to reflect any change in Acusensus' financial condition, status or affairs or any change in the expectations, assumptions, events, conditions or circumstances on which any such statement is based after the date of this presentation, except as required by law. Past performance information provided in this presentation may not be a reliable indication of future performance.

Financial data

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

Non-IFRS financial information

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'. Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. The principal non-IFRS financial measure that is 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. Non-IFRS financial measures have not been subject to audit or review.

AGENDA

Introduction to Acusensus

Update on Business Operations

Financial Performance

Outlook

Q&A



Alexander Jannink
Managing Director

ENFORCEMENT OF THE FATAL FIVE DRIVER BEHAVIOURS

For over 40 years, of the fatal five road safety issues, only speed was being addressed by technological enforcement. Acusensus is revolutionising road safety with solutions for three critical behaviours and development to address all five.



Speeding

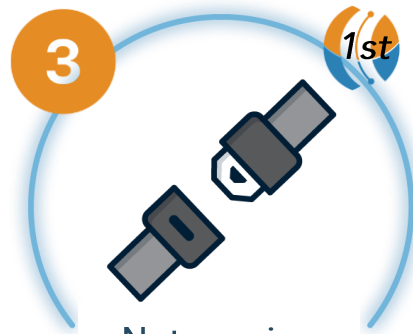
Acusensus supplies speed enforcement technology and services in half of the Australian states.

Speed enforcement can be supplied standalone or in conjunction with phone and seatbelt enforcement.



Distracted
(using a mobile phone whilst driving)

Acusensus supplies the majority of Australian states and territories with distracted driving enforcement camera enforcement technology and associated services. It was first in world to supply this technology.



Not wearing a Seatbelt

Acusensus supplies seatbelt enforcement camera technology to half of the Australian states. It was first in world to supply this technology.



Impaired Driving

Acusensus is developing technology to identify whether drivers are under the influence of drugs and alcohol, to provide real-time notification to police officers of suspected offenders. Acusensus deployed a world first pilot of this technology in the UK.



Fatigue Driving

Acusensus heavy vehicle detection technology and licence plate recognition technology could be used to assist in the prevention of fatigue driving.

Despite significant progress, road transportation continues to kill people on a scale that is comparable to cancers, cardiovascular disease and respiratory diseases

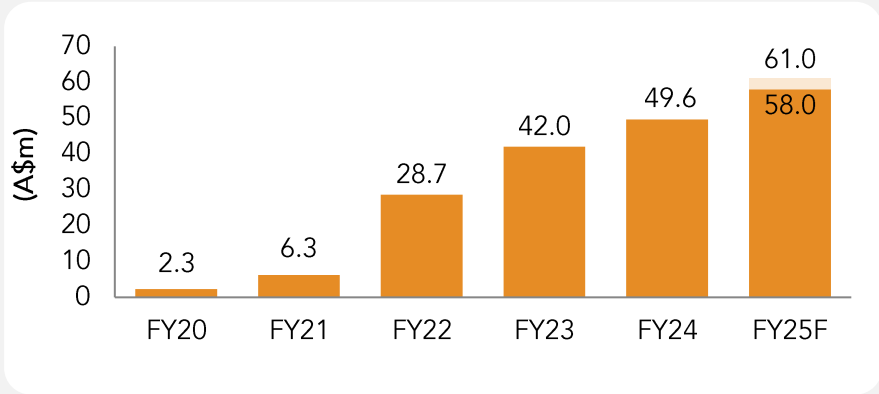
Up to 94% of US fatalities involve the fatal five – i.e. involve preventable and typically illegal behaviour

ACUSENSUS OVERVIEW

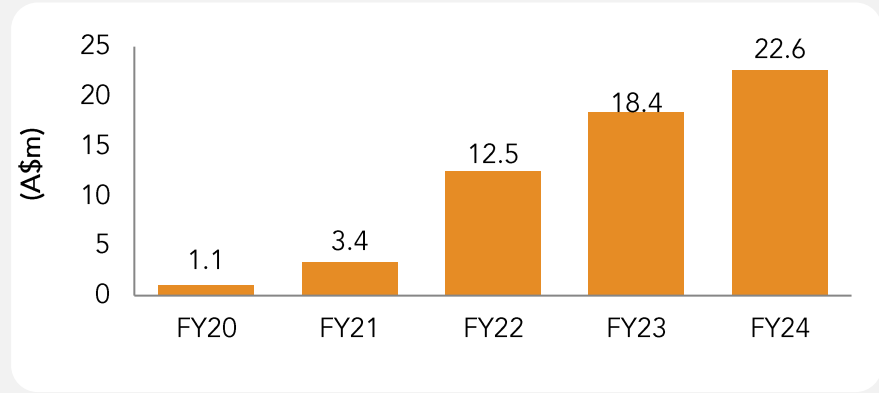
Develop, manufacture, deploy and operate multi-function technology solutions with the ability to combat multiple road safety issues from a single installation

- Founder-led technology company incorporated in 2018 with offices in Australia, United States and United Kingdom.
- Listed on the Australian Securities Exchange in January 2023 at \$0.80¹ per share with FY23 forecast revenue of \$37m.
- 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 1% in FY23 to 7% in 1H FY25.
- FY24 revenue grew 18% to \$50m and generated EBITDA excluding share based payments of \$5.9m. Further revenue growth expected in FY25 from new contracts and contract expansions.
- Positive cash flow from operations, no debt and ample cash reserves of \$30.3m².

Revenue Profile



Gross Profit Profile



¹ Share price after adjusting for 1 for 5 share split
² Includes cash in term deposits as at 31 December 2024

STRONG AUSTRALIAN BUSINESS

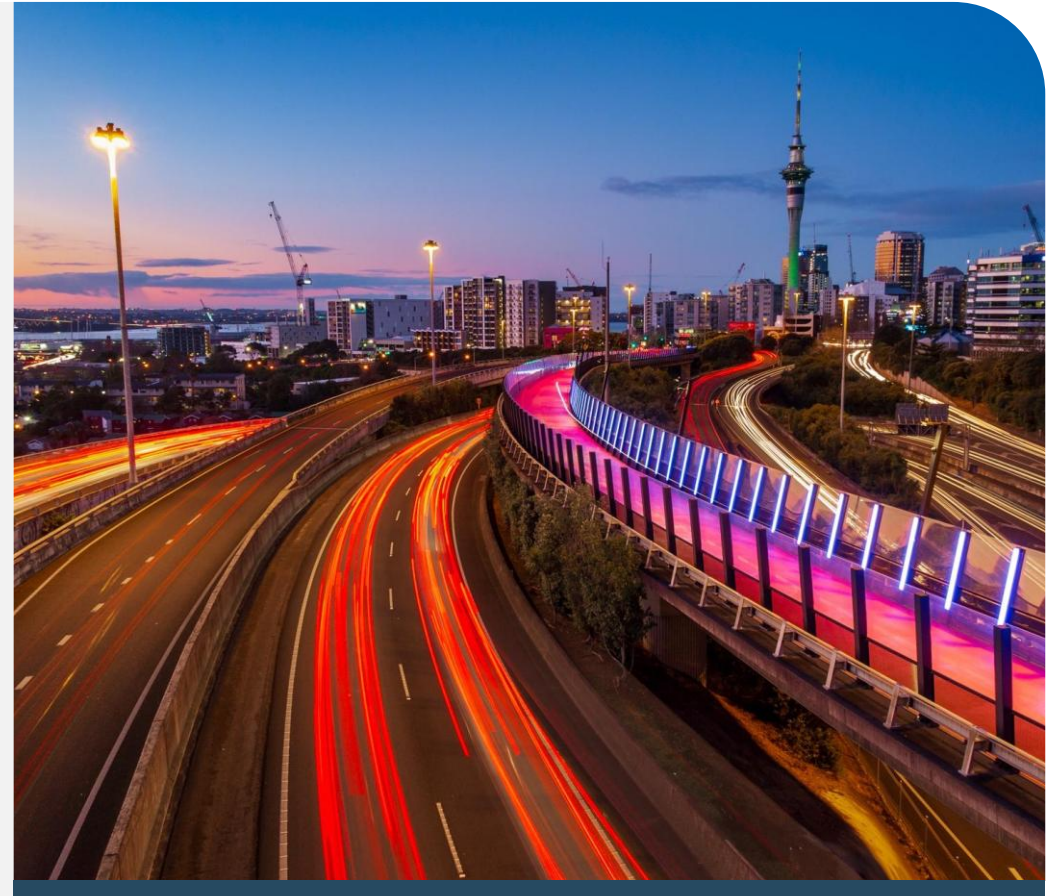
Supplying advanced enforcement solutions to the majority of Australian states & territories



NATION-WIDE SPEED ENFORCEMENT IN NEW ZEALAND

Announced 4 December 2024, Acusensus has been selected as the successful supplier to mobilise and operate the next iteration of the nationwide mobile speed enforcement program in New Zealand¹

- As announced on 4 December 2024, Acusensus was selected as the successful supplier by NZ Transport Authority, Waka Kotahi (NZTA) following a competitive tender for a new mobile speed enforcement contract that will apply nationwide in New Zealand.
- Master Services Agreement signed, along with Establishment Statement of Work for the mobilisation of the contract, which has an estimated contract value of NZ\$5.2 million (**Mobilisation Payment**)². Acusensus and NZTA are negotiating a Service Delivery Statement of Work, which will govern the operations post mobilization, subject to the final terms being agreed and completed.
- Five-year contract with two optional extension periods of up to two years each with an estimated contract value of up to NZ\$92 million over the first five years from December 2024 (including Mobilisation Payment)¹.
- Initial deployments targeted to commence in 2H FY25 and expected to gradually increase towards full operational capacity during FY26 using a mix of vehicles and trailer-based enforcement solutions under the terms of the Service Delivery Statement of Work.
- The speed enforcement program will increase enforcement capabilities to deter dangerous speeding across the road network and is expected to reduce crashes and casualties.



1. NZ Speed Service Delivery Statement of Work, which governs the operational elements of the program and forms the majority of the estimated contract value, is subject to final negotiation and agreement.
2. Mobilisation revenue will be recognised over the contract life from the commencement of first deployment.

EXECUTING INTERNATIONAL GROWTH STRATEGY

Established and strongly growing presence in the USA and UK

United States

- Acusensus is opening the market for advanced multi-function enforcement through customised solutions that meet local market needs and regulatory frameworks, by supplying real-time multi-function enforcement (distracted driving and seatbelt or speed) and driver behaviour data collection services.
- Local presence with dedicated staff and facilities to serve clients and enhance operational capabilities. Nevada headquarters opened in February 2023.
- Proven track record of clients accessing state and federal funds for the use.
- Business has three state level projects for real-time enforcement (North Carolina Department of Public Safety , Arkansas Department of Transportation and State of Georgia).
- First community level police program with South Lake Minnesota for passenger vehicle real time distracted driving and seatbelt enforcement.



United Kingdom

- FY24 marked the first year of revenue for the UK, with a focus on supplying transportable distracted driving and seatbelt enforcement services.
- Moving from 'proof of concept' pilots to longer term engagements. 19 UK police regions (out of 43) have now trialled Acusensus' technology.
- Devon & Cornwall Police activated the first ongoing operational enforcement program in the UK, committing to a 12 month project, utilising 3 'Heads-Up' trailers across the counties to enforce phone and seatbelt use.
- Growing in-country operations team, supported by experienced delivery partners.



ROAD WORKER SAFETY (RWS) NEW PRODUCT LINE

First half achievements toward the commercial release and scaling of pioneering and patented worker safety technology

RWS will service the \$1.3t p.a. road construction sector¹ with a safety and data platform that aims to protect road workers by combining wearable technology, real-time hazard detection and cloud-based monitoring. Delivered through a scalable subscription model, RWS aims to assist compliance with workplace safety regulations by providing proactive safety alerts and monitoring tools that aim to assist in the protection of workers

→ FIELD PROVEN

- Active across multiple state programs with Tier 1 industry leader
- Active with traffic management company
- Valuable insights have led to a refined design

→ ONGOING COMMITMENT

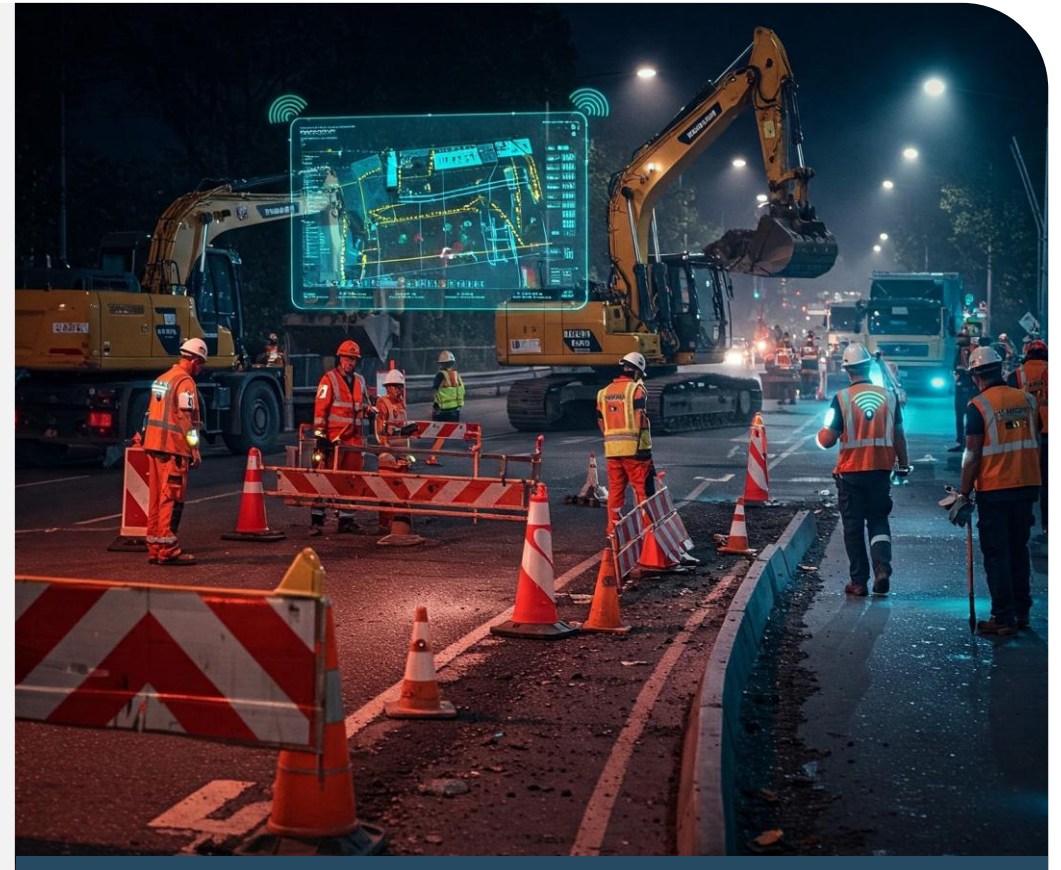
- Over \$400k in secured multi-year contracts, with ongoing discussions for further enterprise expansion in FY26

→ SETTING A NEW STANDARD

- Wearable devices continuously monitor key safety indicators, detecting potential hazards and issuing real-time alerts designed to assist in the protection of workers in high-risk environments. The system leverages cloud-based reporting and proactive safety measures to enhance on-site protection and management

→ SCALING FOR RELEASE

- Final testing underway for the latest design of wearable device, focusing on proximity alerts and enhanced safety alert capabilities
- Manufacturing partnerships established
- Scaling our teams – appointment of division head, additional engineers, operational staff
- Launching in 2025 with planned capacity to support large-scale adoption across industry partners



LEVERAGING BROAD INTELLECTUAL PROPERTY PORTFOLIO

Acusensus core technology is being leveraged in a number of ways to solve adjacent client problems

Impaired Driving

- Research and development to enhance policing and deterrence of people driving under the influence of drugs and alcohol.
- Intent to utilise with Heads-Up real time style technology, with first real world trial having occurred in FY25.



Behaviour Awareness Monitoring (BAM)

- Pilot program in conjunction with Queensland Department of Transport and Main Roads.
- Low-power, pole-mountable system that detect dangerous driving behaviours, sending messages for display on a Variable Message Sign.



Tailgating

- Detecting the gap between vehicles and providing innovative prosecutable evidence of that behaviour for the detection, enforcement and prevention of vehicles tailgating.
- Applications identified in BAM and real-time enforcement.



Railway Crossing

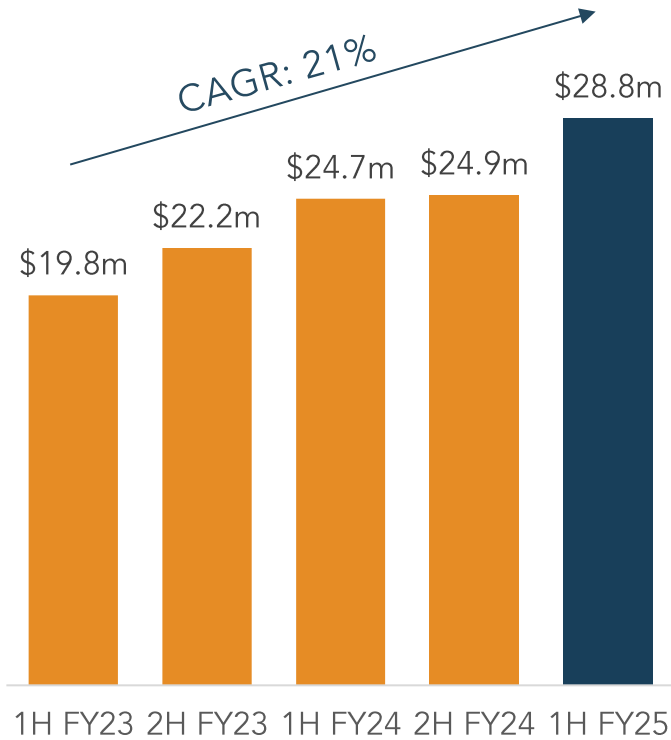
- Monitoring railway crossings to detect the compliance of vehicles obeying stop signs and crossing signals, to provide data and insights into road-rail conflicts.
- Pilot of railway level crossing safety cameras at multiple locations throughout Queensland.



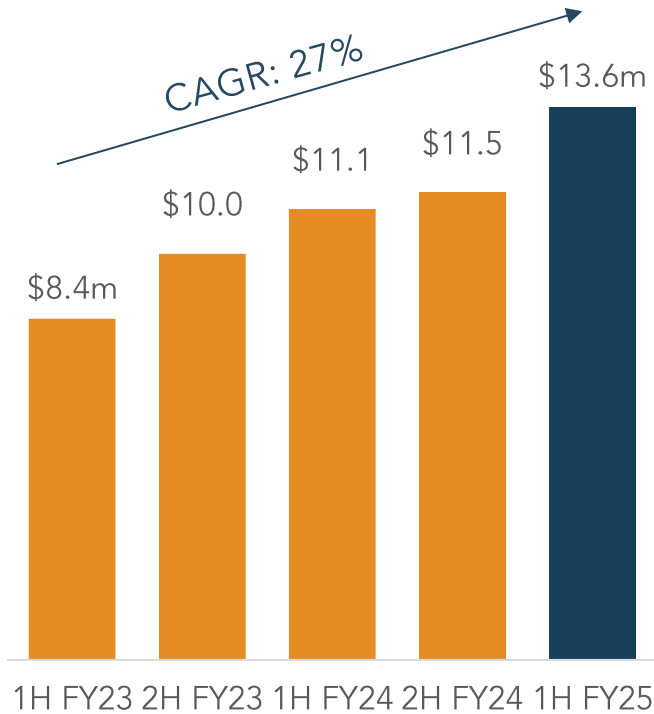
FINANCIAL OVERVIEW

Track record of consistent top line growth with gross margin expansion driven by product mix

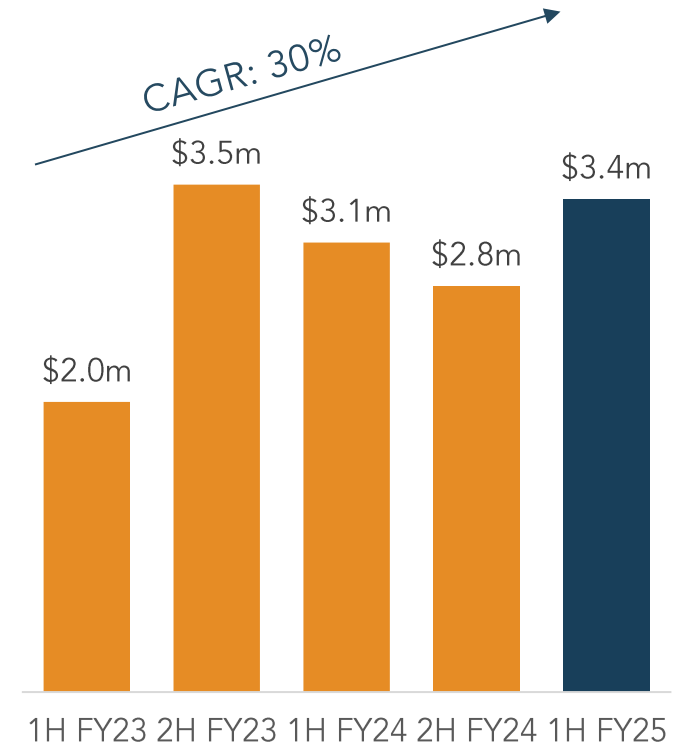
Revenue



Gross profit



EBITDA (pre SBP)



KEY INVESTMENT THEMES

Acusensus secures long-term government contracts through the deployment of high-quality solutions and service



Quality Australian business delivering advanced road safety enforcement technology

- Strong revenue growth with majority of Australia's states and territories using Acusensus solutions to address distracted driving
- Further opportunities to deploy additional enforcement technologies across Australia
- Strong history of expansion and extension of existing contracts



Well developed international growth strategy with strong chances of long-term success

- Offshore revenue increase of 46% in 1H FY25
- Increase in number of enforcing clients in USA and UK, with a strong penetration of states/counties who have trialled or deployed Heads-Up (42% of US states and 44% of UK territorial police forces)
- NZ mobile speed camera contract to deliver strong offshore revenue contribution from FY26¹



Focused high quality R&D to deliver long-term sustainable growth

- Extensive use of AI in solutions
- Disciplined and talented onshore development teams
- Identification of key market niches that can utilise core capability and IP
- Important focus on solving the fatal five
- Gaining traction with road worker safety technology



Relentless focus on improvement from disciplined management team

- Australian operations certification to international ISO standards across 9001, 14001, 27001, 45001
- Positive cash flow from operations. Strong cash position (including term deposits) of \$30.3m at 31 December 24 with no external debt
- New executive level talent in the business

1. NZ Speed Service Delivery Statement of Work, which governs the operational elements of the program and forms the majority of the estimated contract value, is subject to final negotiation and agreement.

FY25 OUTLOOK

Continued top-line growth in revenue and gross profit expected. Increased investment in growth initiatives to enhance the prospects for strong growth in the years to come



- 1H FY25 revenues were significantly up on 2H FY24 due to new contracts and contract expansions going live at the start of FY25.
- Growth is expected to continue in 2H FY25 due to new contracts and contract expansions awarded in FY25.



- Acusensus expects to see significant manufacturing, mobilisation and transition-in (project management) activity through 2H FY25, associated with new contract wins that will mostly generate revenue from FY26.
- The research and development team will be progressively expanded to be commensurate with the increased size of the business.
- Several new premises will be leased in 2H FY25 across Australia and New Zealand to service new contracts and to meet the needs of a growing business.
- As highlighted previously, expansion in international business development activities will continue.



- Acusensus expects FY25 revenue of between \$58.0m and \$61.0m and EBITDA (pre SBP) to be between \$4.3m and \$5.5m.
- This expectation may vary depending on the pace of mobilization activities in key contracts such as New Zealand.
- Supported by a strong balance sheet and underpinned by impressive TCV growth, FY26 is expected to see substantial top line growth.
- The Company remains focused on long term growth through launching the road worker safety solution and in ensuring further penetration of international markets.

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