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DTI Group Ltd (ASX: DTI)

H1 FY23 Results

27 February 2023
CEO Matthew Strack





DTI Group Ltd (ASX: DTI) develops and provides world-leading surveillance, video analytics, passenger information systems technology and services to the global mobile transit industry.

Our customers include transit agencies, vehicle operators, vehicle manufacturers, and law enforcement agencies.

Over **100** customers across the globe

Over **300,000** hours of footage captured daily

Over **20,000** vehicles with DTI CCTV



H1 **FY23** Highlights

\$1.28M

CASH RESERVES

\$6.5M

REVENUE

△ 600

NEW SYSTEMS
DEPLOYED

▽ 15%

Reduction of
TOTAL EXPENSES

\$0

NET DEBT

3

NEW PRODUCTS
RELEASED



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FY23 First half activities

- **Completed deliveries of 40 trainsets of updated destination displays to Alstom Ubunye in South Africa, bringing the total number of displays delivered for this project to 3,640.**
- **Completed final delivery of the passenger information and surveillance system to Alstom India for the Sydney City and South West project**
- **Successfully achieved recertification to the IRIS rail quality management standard**
- **Entered into a Memorandum of Understanding with an Indian partner for the provision of CCTV and passenger information systems into the Indian retrofit market.**
- **Exhibited at the Australasian Bus and Coach Expo showcasing our new compact digital video recorder and bus passenger information system**
- **CEO and GM Sales visited key customers, integrators and the U.S.A. contract manufacturer. Identified and in discussions with potential partners to expand our presence in the U.S.A.**



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H1 FY23 Financial Update



H1 FY23 performance

Group Income Statement (\$m AUD)

	HY FY23	HY FY22
Revenue	6.5	9.9
Cost of sales	-4.8	-6.7
Onerous contract allowance	0.0	-0.2
Gross margin	1.8	3.0
Operational overheads	-1.3	-1.5
Corporate overheads	-1.2	-1.2
Impairment Costs	0.0	0.0
Other income	0.1	0.0
Other expenses	0.0	-0.3
Exchange differences	-0.1	0.0
EBITDA	-0.8	0.0
Depreciation/amortisation	-0.2	-0.1
EBIT	-1.0	-0.1
Net interest	0.0	0.0
Net loss before tax	-0.9	-0.1
Tax expense	0.0	0.0
Net loss after tax	-0.9	-0.1
Gross margin %	27.1%	30.7%
Overheads/revenue	-39.2%	-27.5%
EBITDA margin %	-12.8%	0.3%

- 11% reduction in operating expenses
- Flat corporate expenses despite a high inflation environment
- Avoidance of onerous contract allowances

Expense analysis

	HY FY23	HY FY22
Operational overheads	-1.3	-1.5
Corporate overheads	-1.2	-1.2
Onerous contract allowance	0.0	-0.2
Other expenses (Excluding FX)	0.0	-0.1
Total	-2.6	-3.0

- 15% reduction in total expenses
- Avoidance of onerous contract allowances and other expenses
- Reduction of operational overheads, primarily through improved staff productivity
- Constrained corporate overheads in a high inflation environment



Growth strategy

Four key pillars for growth:

Upselling existing customers

Leveraging existing customer base by increasing passenger information system adoption and upselling digital surveillance services

Expand in new markets

Develop strategic relationships with partners to expand into new territories such as India and additional states in the U.S.A.

Growth through integrators

Develop strategic relationships with system integrators to bring DTI into bids which we would not have the capability to deliver on our own

Analytics/Managed services

Successfully complete trials of pantograph overhead line monitoring solution in Europe leading to both new project sales and ongoing recurring licensing

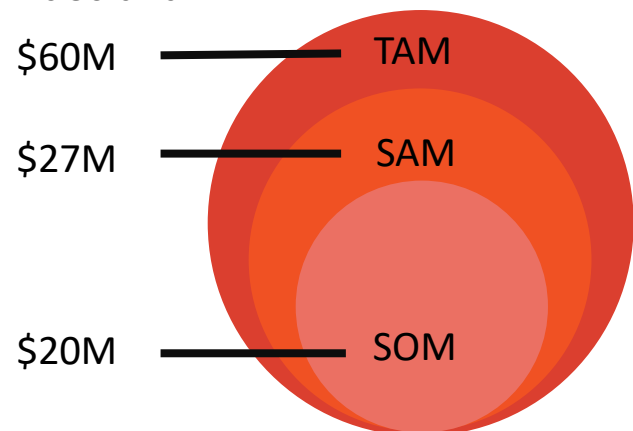


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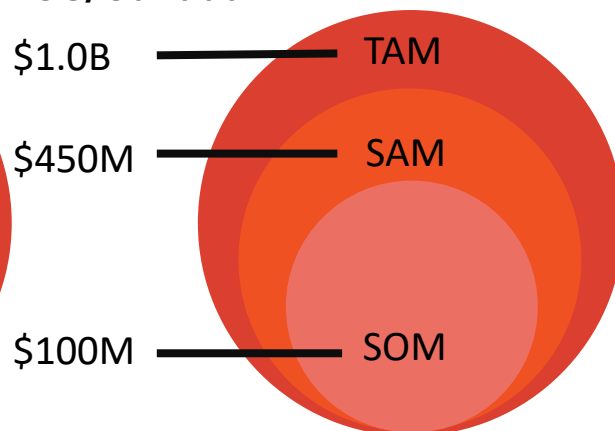
Total addressable market

The Global Mobile Video Surveillance market is forecast to increase from **USD\$2.6B** in FY22 to **USD\$5.3B** in FY31.

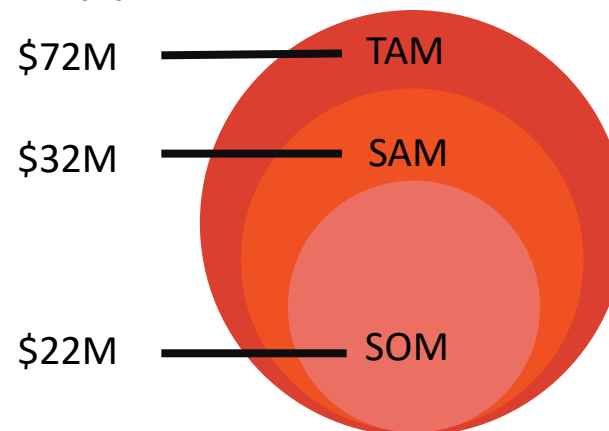
Australia



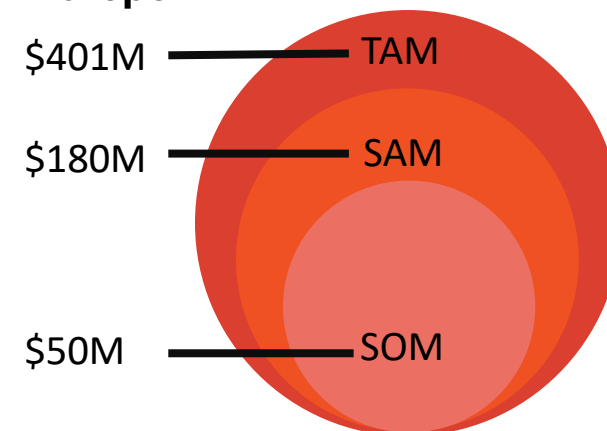
US/Canada



India



Europe



Source: Global & Regional Mobile Video Surveillance Market Report 2022



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FY23 priorities

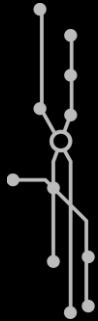
Execution under way

- ✓ Expansion of pantograph trials in the UK and France
- ✓ Development of DTI designed vertically focussed recorders – CDR-7; MDR-7; TDR-7
- ✓ Onboarding of new contract manufacturer in Thailand, reducing dependency on China and Taiwan and ensuring certainty of supply
- ✓ Grow the Australian bus segment through multiple body builders in support of TfNSW Bus Panel 4
- ✓ Execution of international growth strategy by entering into agreements with new partners in the U.S.A., India and South Africa



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DTI product suite



Surveillance

DTI's state of the art surveillance system enables operators to capture all areas in and around vehicles.

Features can include:

- **Event capture**
- **Passenger counting**
- **Live look in**
- **Automatic number plate recognition**

Passenger information

Keep your passengers engaged and informed with DTI's passenger information system.

Analytics solutions

DTI's industry leading analytics solutions provide actionable insights for operators so they can optimise their assets.

Managed services

DTI has dedicated support teams to ensure the smooth running of your DTI systems. Support services can be tailored to meet your specific business requirements.



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Surveillance



On Vehicle



Digital Video Recorder (DVR)



Variety of Saloon,
External, Panoramic and
Pantograph Cameras

- Wi-Fi downloads
- Proprietary .DVS file type
- SHA1 or SHA2-512 video data security

(SHA AUTH OK)

Back Office

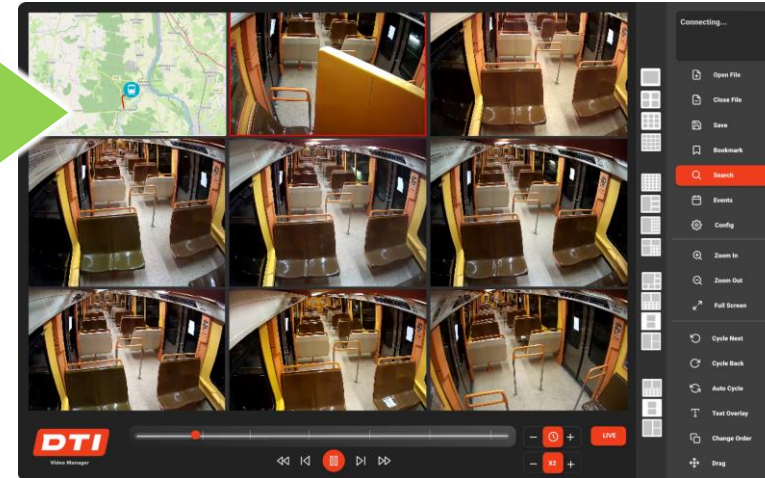


DTI Central



MyDTI

Video
Manager



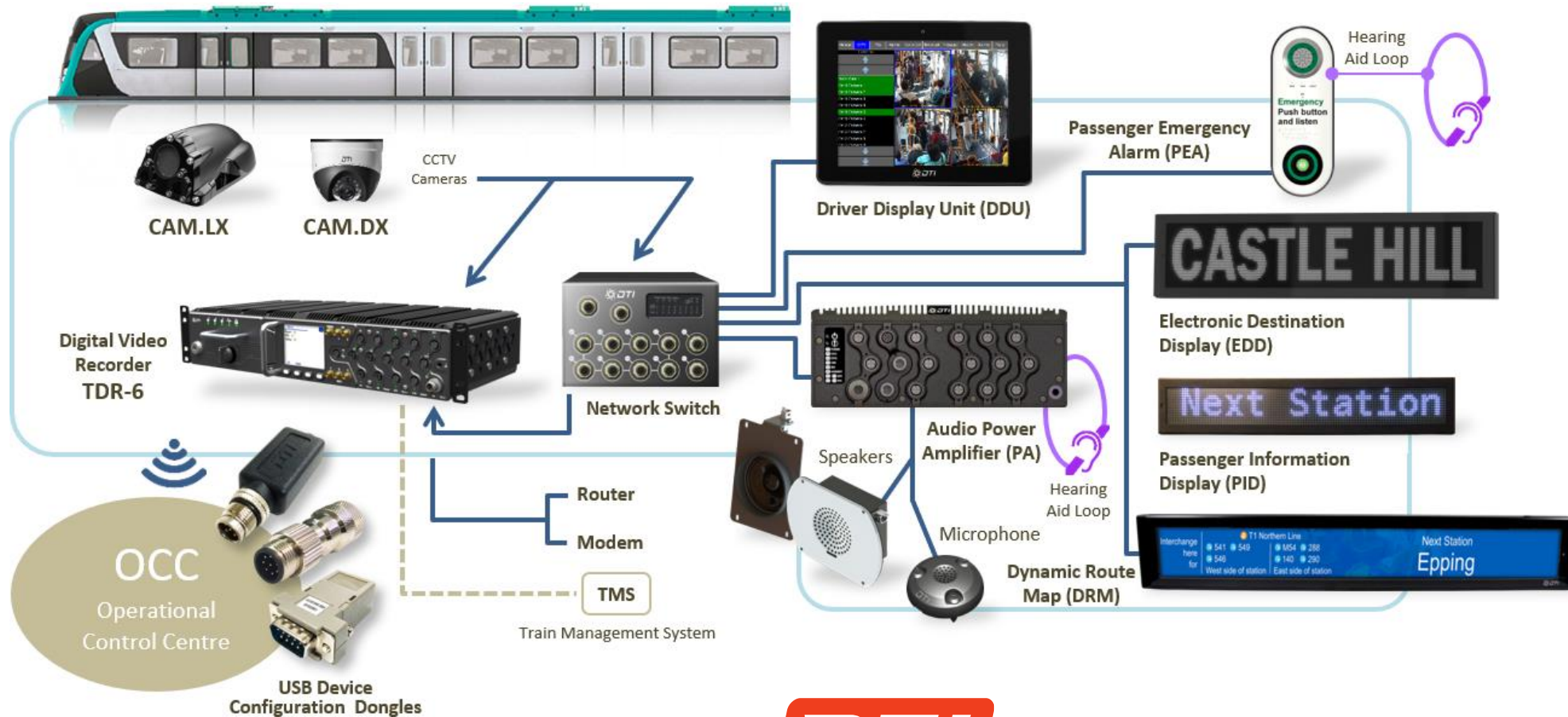
Central Office analysis and evidence



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Passenger information

Combining CCTV Security and Passenger Information functionality in a fully integrated system



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Analytics Solutions

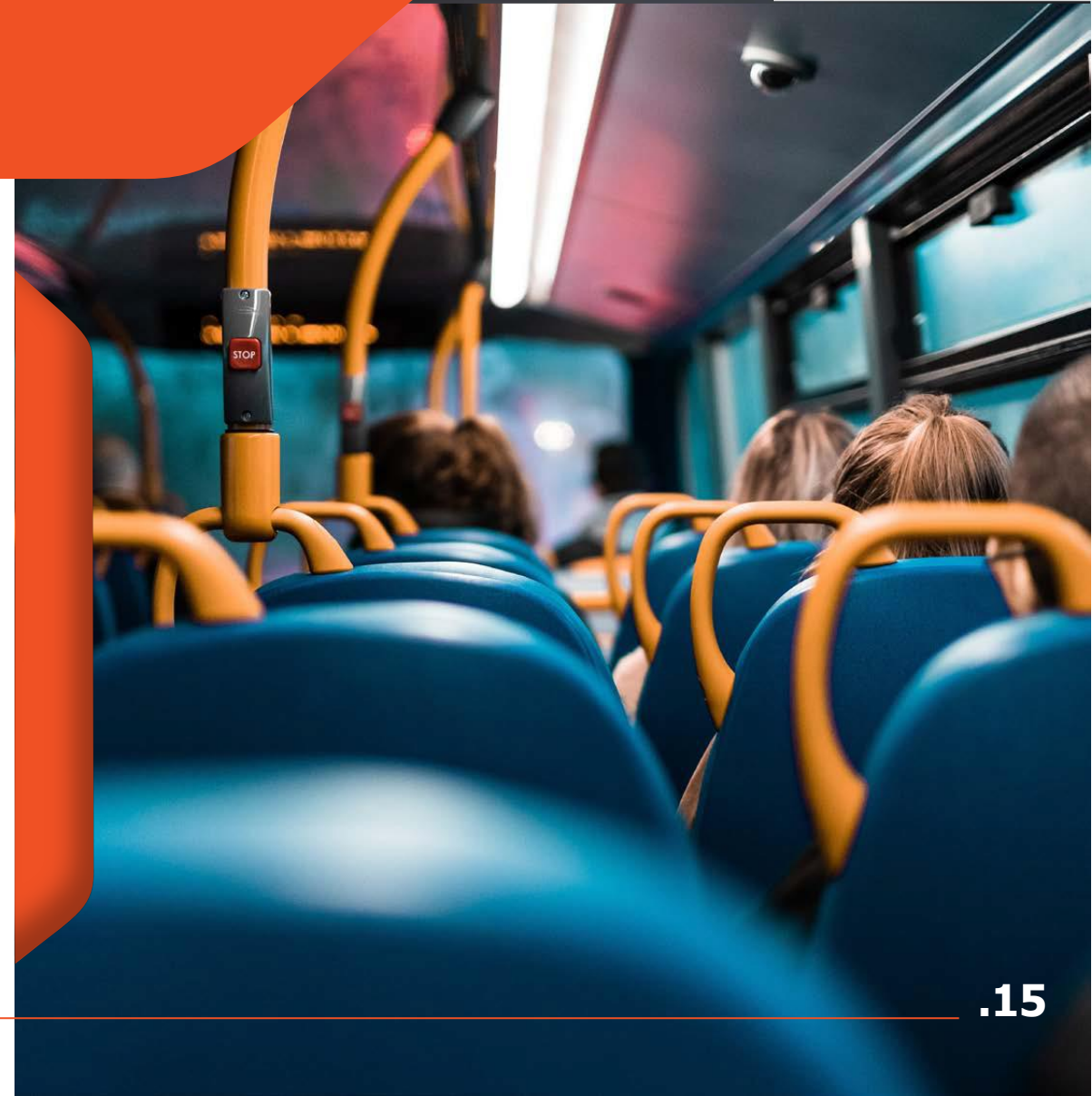


Passenger Counting

DTI systems can count passengers with an accuracy greater than 98% with all data remotely accessible. Optional Artificial Intelligence is also used to provide additional features such as wheelchair, bicycle and baby stroller counting.

Individual counting data is collected, the vehicle occupancy is then calculated on-board and sent to the central server for detailed analysis and passenger flow trending.

DTI continually develop the analytics suite to optimise your return on investment



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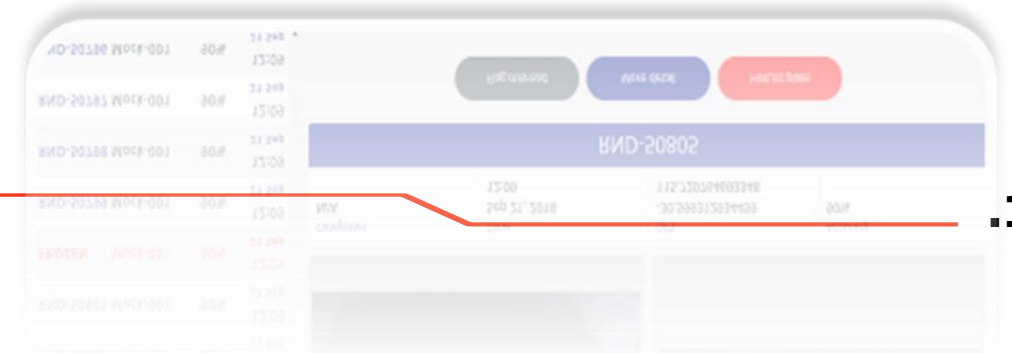
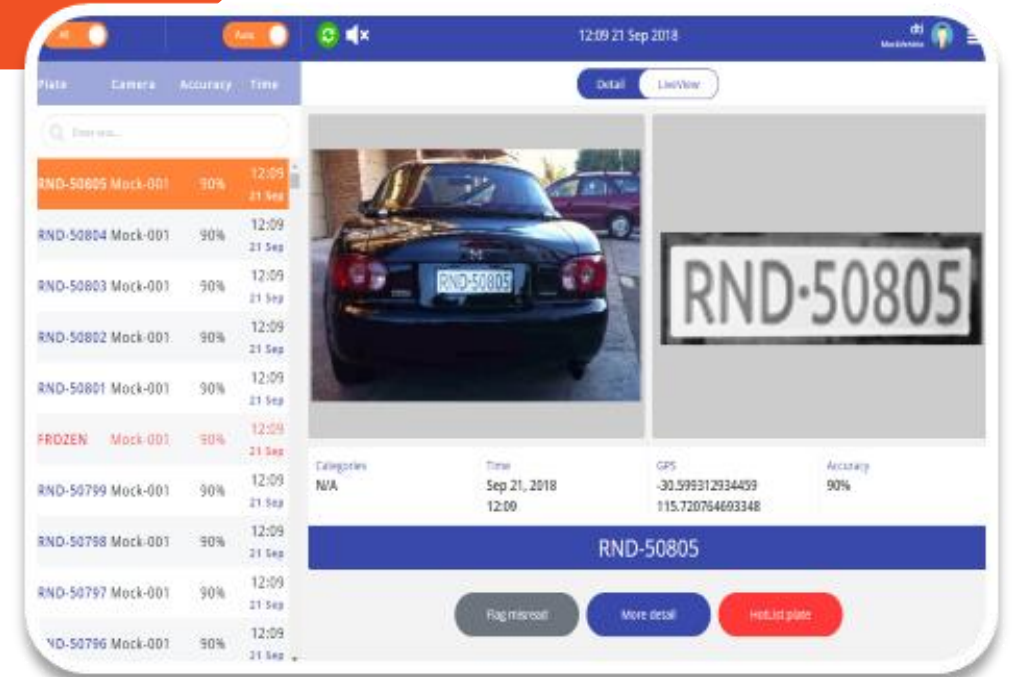
Analytics Solutions

Auto number plate recognition (ANPR) database module

Forward facing cameras capture clear video and vehicle license plate data, using our ANPR module.

Our system is used for one of the worlds largest cities for toll lane enforcement including automated reverse node searches for offenders misusing bus/tram-only lanes.

Associated hi-resolution images, HD video and license plate details are matched by the system and stored for enforcement of penalties.



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Pantograph monitoring



On Train



Pantograph
Power Arm



Digital Video
Recorder (DVR)

Low Profile
CCTV Camera



Back Office



Data transfer via
removable drive or wifi

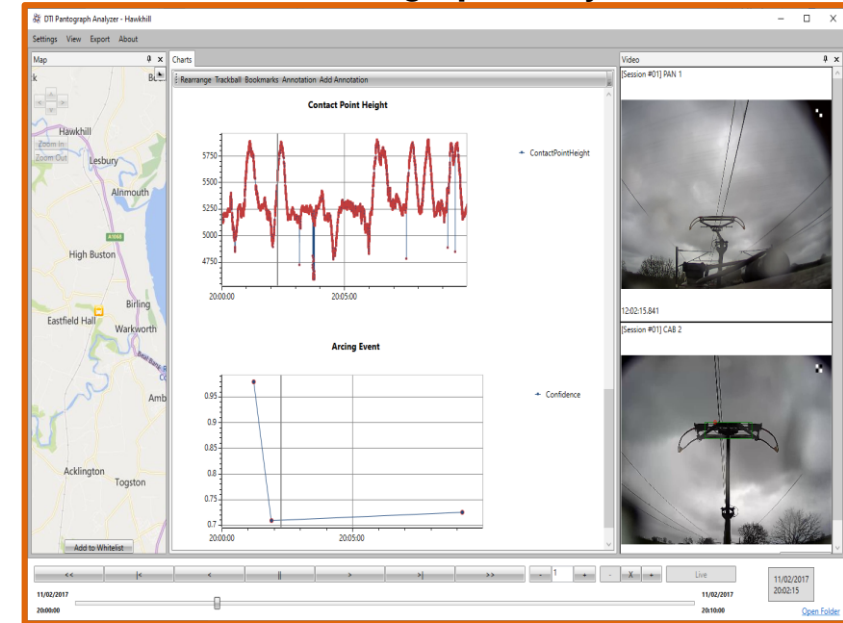


Data storage
DTI Central
(server)



Pantograph
Analyser
(on workstation)

Pantograph Analyser



DTI have developed the Overhead Camera (OHCAM) Video analytics system for use on electric trains and trams that utilise overhead power infrastructure. The OHCAM system provides predictive failure analysis surrounding the following key operational issues:

- excessive arcing from pantograph carbon strip damage, overhead wire damage or poor contact
- pantograph anomalies – including sudden lateral movement
- height and stagger breaches – the software analyses video of a pantograph to measure and plot the height and stagger of the OLE infrastructure, from operational trains travelling at line speed.



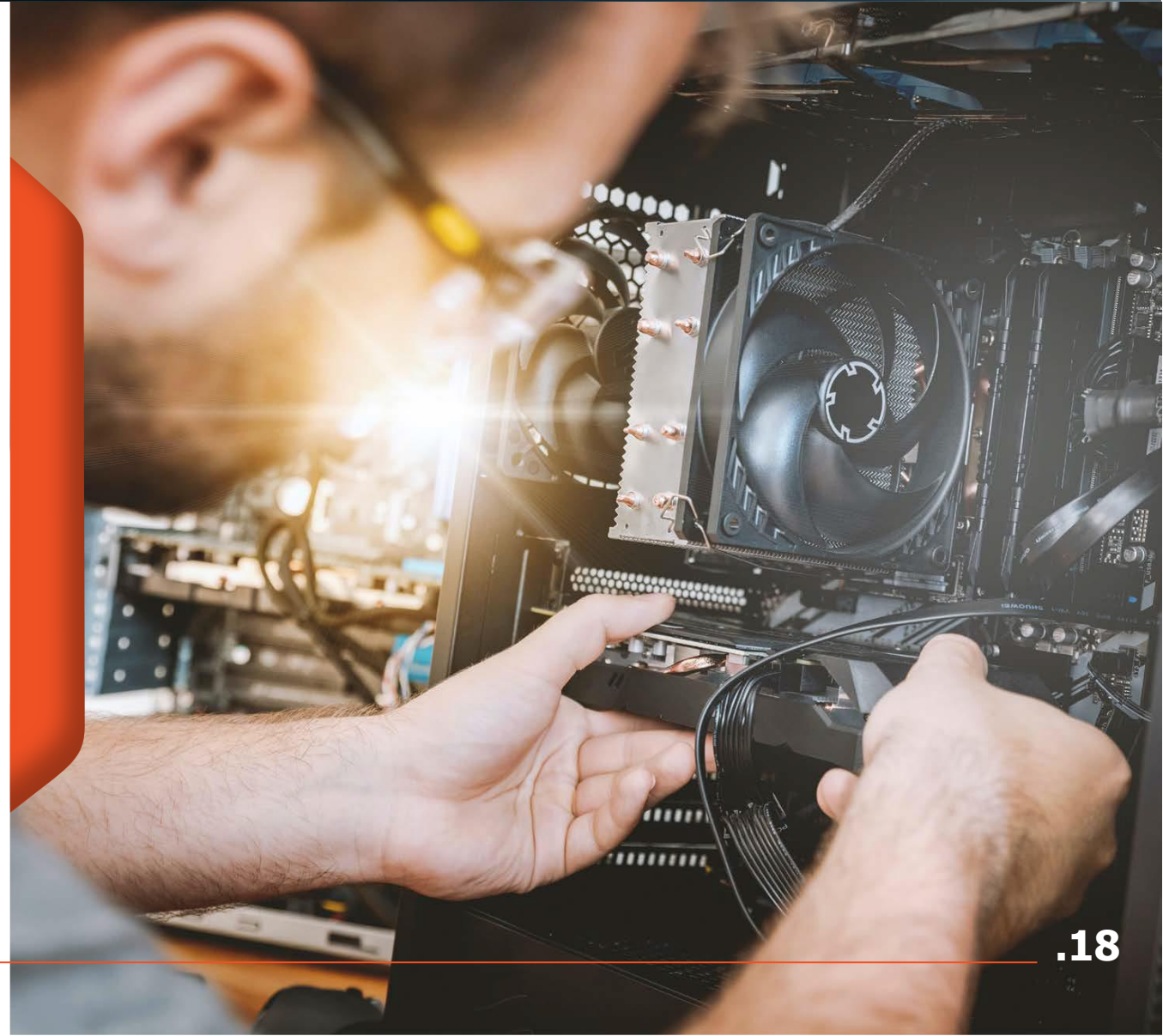
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Managed services



Keeping your service running smoothly, always

- **Dedicated onsite support – let DTI manage your system for you ensuring the highest level of system availability**
- **On-call support staff and regional based technicians available to assist**
- **Remote support – DTI's help desk is manned by highly qualified technical staff who are able to resolve many issues remotely**



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