SenSen Networks Ltd. (ASX:SNS)

FY24 Annual General Meeting

19 November 2024

sensen.ai

the Live Awareness platform

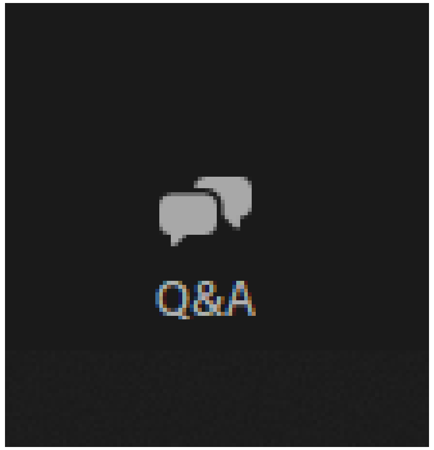
Chairman’s Introduction

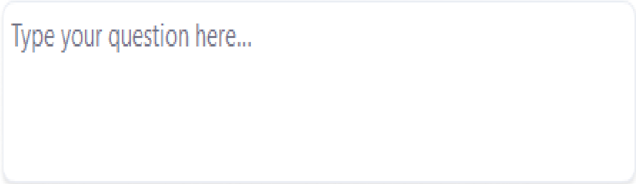
Online Q&A

1. Click on the Q&A icon

2. Type your question in the new Q&A window

3. Hit enter on your keyboard to submit your message



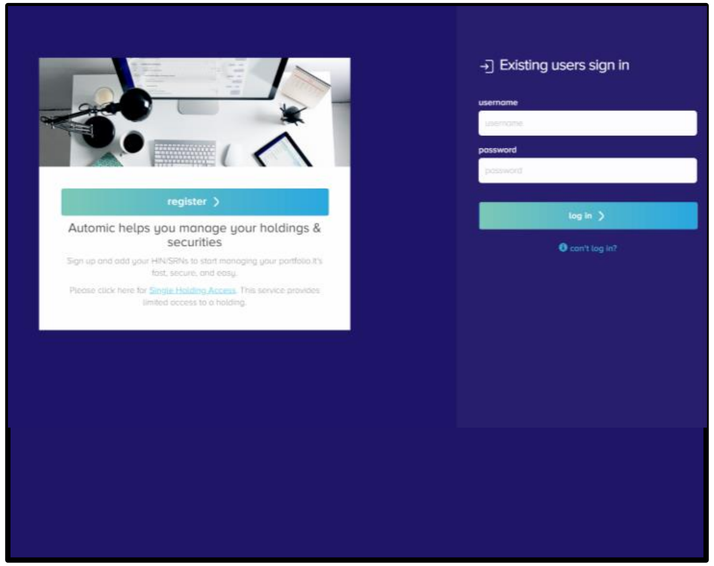


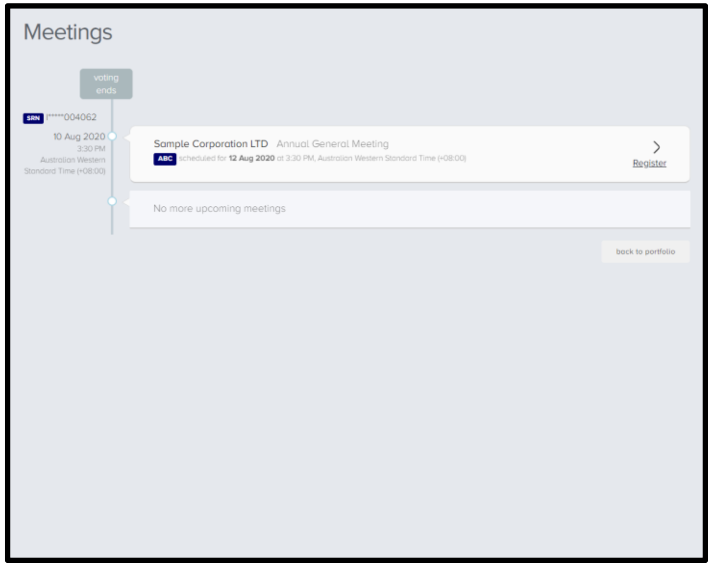
Registration and Voting

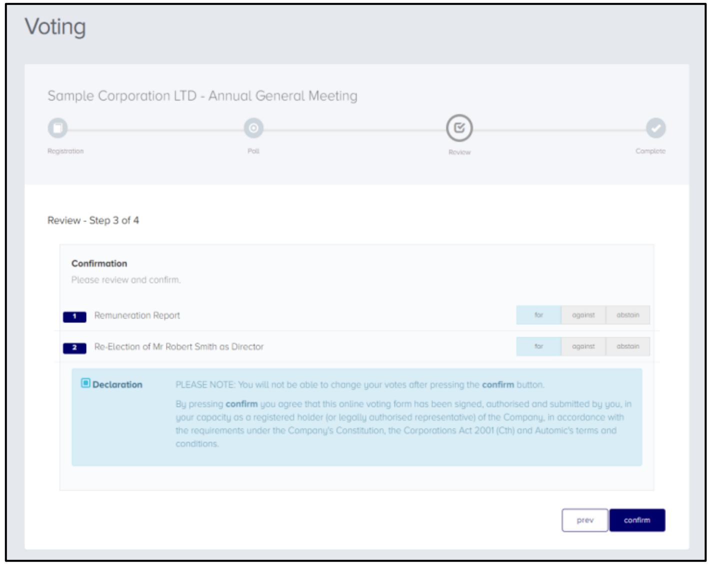
1. Log in or register at: https://investor.automic.com.au/#/home

2. Click view and register your attendance for the meeting

3. Record your vote. Once you confirm it is lodged and final



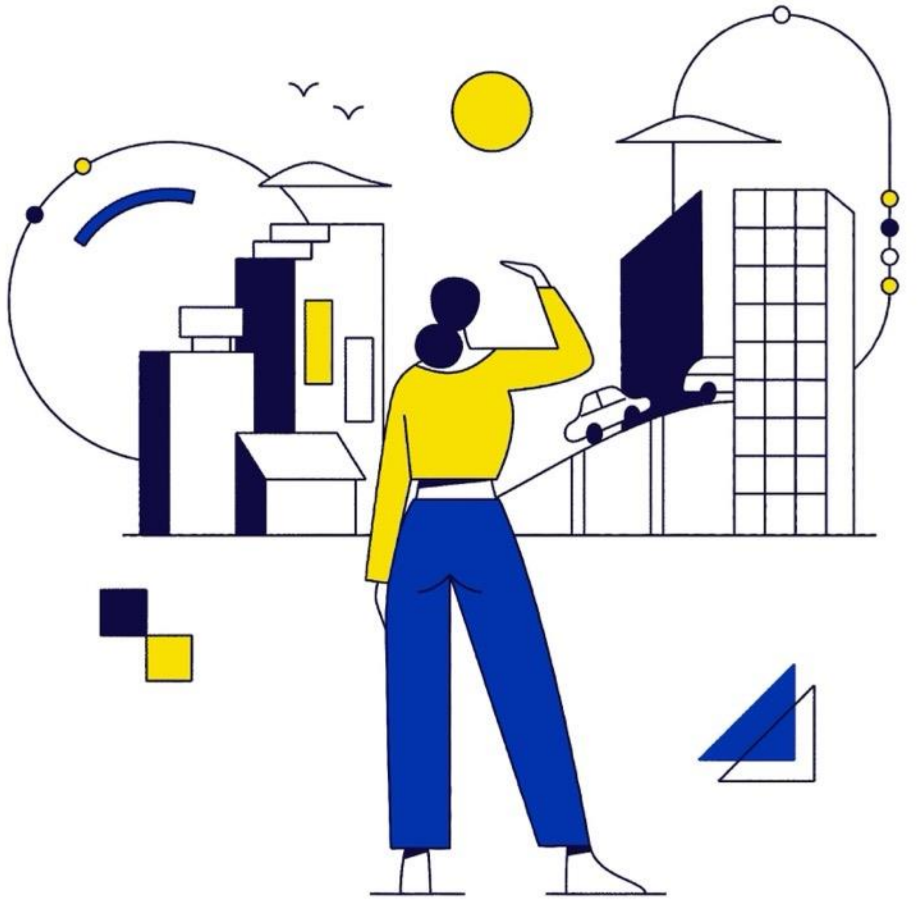




To contact support:
Call 1300 816 159

AUTOMIC GROUP

Chairman’s Address



CEO’s Address

About SenSen

World Leaders in Computer Vision & Multi-Sensor Fusion AI solutions

Our IP – The Live Awareness Platform – SenDISA

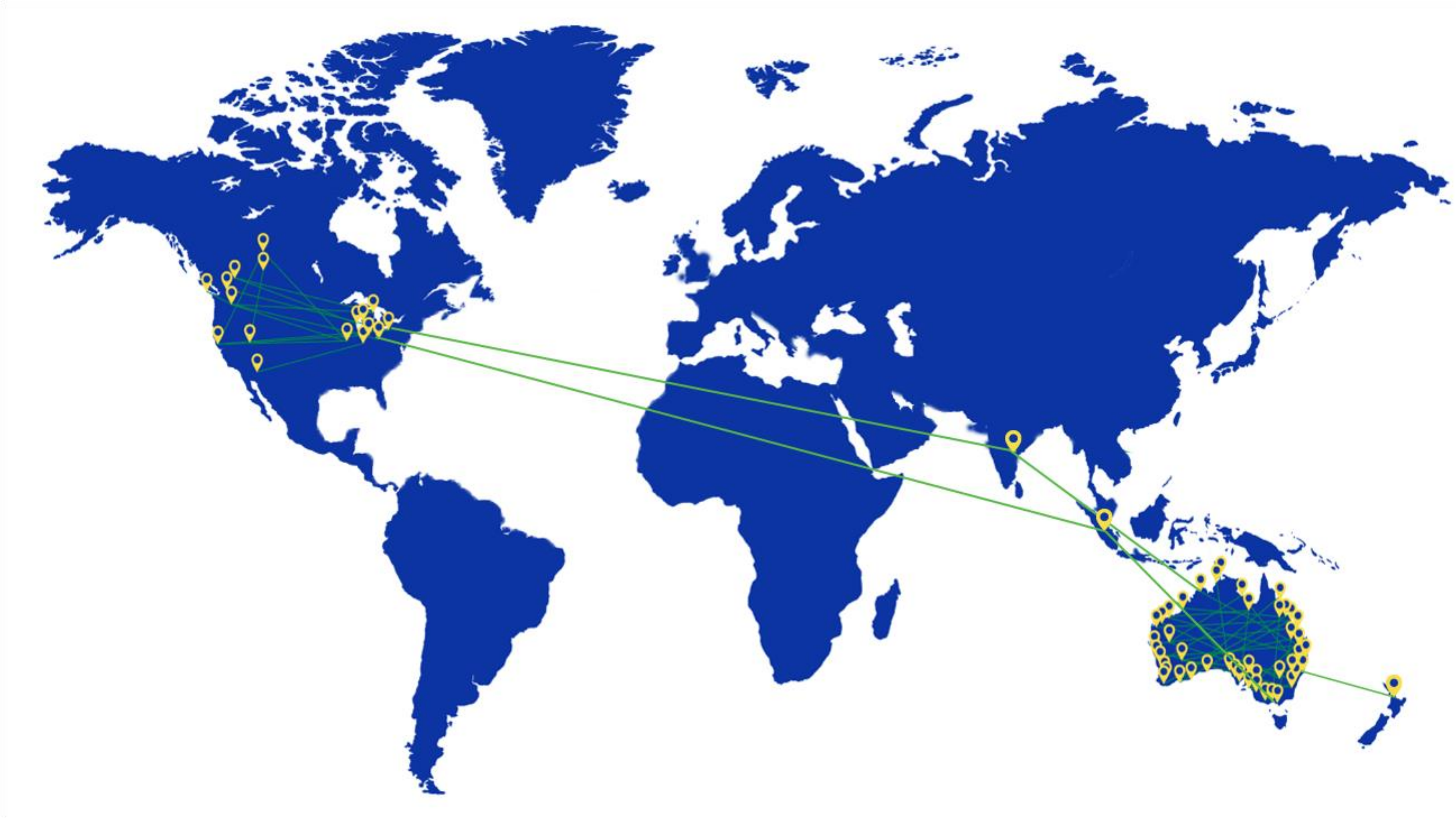
- Unique IP, protected by **multiple patent families**
- Provides **highly accurate analysis and fusion** of data from multiple sources including cameras, sensors, GIS & others in real-time
- Delivers **Live Awareness**, the highest form of intelligence for real-time decision making
- Helps **automate complex, real-world processes and deliver insights** that were once considered impossible to attain in real-time

In Production in multiple sectors:

- City Councils, Transportation, Retail and Private Enterprises

Our Vision

PROVEN **GLOBAL INNOVATOR** IN LIVE (REAL-TIME) AWARENESS AI SOLUTIONS



200+

Projects

80+

Enterprise Customers

104%

Net Retention Rate

Established Strong, Risk Managed Growth Platform

	Q1 FY24	Q1 FY25
Operating Cash Flow	$1.1m Negative	$0.3m Positive
International growth	Building momentum in North America	Significant tender wins in Montreal, Calgary and Toronto
Net Debt	$2.3m net debt	$0.5m net debt
Board Composition	Majority Executive Directors	Independent chair and majority non-executives with plans to further diversify skills
Partners	A small number of key partnerships	Active engagement with multiple potential additional partners via newly appointed Partner Manager
Angel litigation	Ongoing Patent dispute	Action dismissed and exited gaming

FY24 Highlights

- Grew revenue 12.5% to $12.1M in FY 2024 despite **exit from gaming sector**
- Delivered record quarterly cash receipts in Q4 FY 2024, exceeding $4m in a quarter for the first time
- **Delivered first ever cash flow positive quarter in Q4 FY 2024**
- **Simultaneously delivered record revenue (+12.5%) and cash receipts (+10.6%), reduced operating costs (-14.1%) and reduced net debt (-41.8%)**
- Reduced staff from a headcount of 136 to 79 across the globe as at 30 June 2024
- All IP infringement court cases successfully dismissed. Gaming market exited.
- Significant contract win with the National Heavy Vehicle Regulator, Australia
- Added 10 cities in North America
- Appointment of an independent non-executive Chair
- Multiple innovation awards

Q1 FY25 Highlights

- **Second successive quarter of positive cash flow**, with operating cash flow of $0.3M (PCP -$1.1M).
- **Record Q1 collections** of $3.4M (PCP $3.1M)
- **Ongoing Cost reductions –** annualised Opex reduced from $10.6M in Q4 FY 2024 to **$9.2M** in Q1 FY 2025.
- SenSen continues to strengthen its balance sheet with **Net Debt reduced by $0.2M to ($0.5m)** since June 2024 (further reduced in Q2 FY25 following receipt of R&D grant)
- **Another tender win in Canada in Q1, from Toronto**, after two significant tender wins in the quarter from Montreal and Calgary
- **Strong and continued Revenue Momentum** across all market segments
- Recruited high-performing Sales Leader and business development team for North America - focus on direct sales & also channels, partnerships & alliances"
- Incoming Sales Team in Singapore to capitalise on new contract opportunities

FY25 Significant Wins and Revenue Momentum – to deliver $4m in FY2025

AGENCE DE MOBILITE DURABLE DE MONTREAL

- Para-municipal organisation in partnership with the City of Montreal, Canada
- Lends sustainable mobility expertise to the City of Montreal in order to improve quality of life and contribute to Montreal's economic vitality
- Manages curbside and off-street parking spaces by monitoring public space across Montreal

THE CITY OF CALGARY

- SenSen customer since 2016
- Utilises both mobile and fixed lane cameras for parking enforcement
- From 2016 to 2024 was the largest SenForce user outside of Australia
- PoC phase completed November 2024

TORONTO PARKING AUTHORITY

- A municipal parking services company owned by The City of Toronto
- Operates municipal on-street pay and display parking as well as off-street parking facilities in Toronto
- Previously undertook a project to collect and digitize the city's on-street inventory, utilising SenForce, in January 2023

FY25 Strong Revenue Momentum – ANZ & Singapore

City of Ipswich

- Added additional vehicle
- Upgraded to newer versions of software and features

Fraser Coast Regional Council

- Added Mobile enforcement vehicles
- Started with fixed camera enforcement

Sunshine Coast Council

- Upgraded to newer versions of software and features
- Added fixed cameras for school zone enforcement

Brisbane City

- Expanded Mobile Enforcement
- Added fixed cameras to enforce all parking regulations

City of Logan

- Added fixed cameras for school zone enforcement

Ampol

- Expand coverage across fuel retail portfolio with scheduled roll out of ~200 sites within FY25.

NHVR

- Expanded Coverage of Enforcement with addition systems

PSA Singapore

- Additional orders for Sea Port Safety

The Hills – Sydney's Garden Shire

- Added fixed cameras for school zone enforcement
- Additional orders for heavy vehicle enforcement

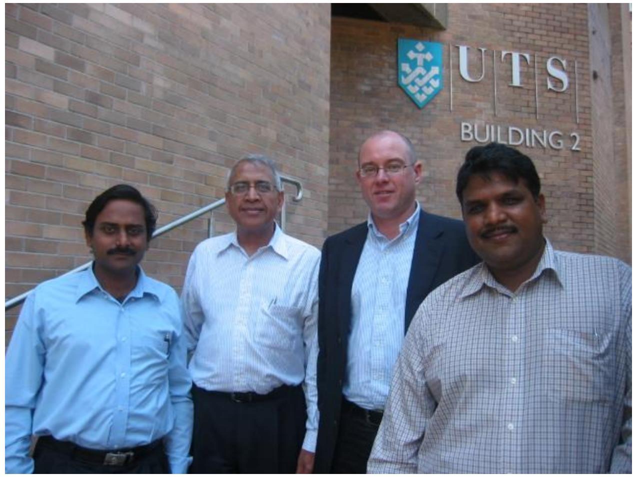
Liberty

- 10 new fuel retail sites ordered

Key Points

- **Two consecutive Cash flow positive Quarters**
- Record cash collections and reduced costs
- Significant contract wins in Canada
- Strong revenue momentum in all market segments
- Rocking horse loan linked to R&D tax credit paid down
- Negligible Net Debt
- Strong Sales Momentum in all active regions, ANZ, North America and Singapore
- Board Refresh Process Underway - Mark Brayan Joined as Independent Chairman, Zenon Pasieczny Resigned. We are now in the process of recruiting a new board member.

Funding – The first cheque, December 2006 – Zenon Pasieczny



Thank you Zenon for your Extraordinary Service to SenSen – 2006 – 2024

Thank you also to Mr. Satish Gupta, Founding CEO of SenSen, who passed away in Dec 2022

Business of Meeting

Agenda:

1. **Financial Statements and Reports**
2. **Resolutions**

Agenda Item 1

Financial statements and reports

To receive and consider the Company's 2024 Annual Report, which comprises the Directors' Report, the Auditor's Report and the Financial Report for the financial year ending 30 June 2024.

Agenda Item 2: Resolution 1

Adoption of Remuneration Report

To consider and, if thought fit, pass the following resolution as an ordinary resolution:

"That, for the purposes of section 250R(2) of the Corporations Act, and for all other purposes, Shareholders adopt the Remuneration Report for the financial year ended 30 June 2024 as disclosed in the Directors' Report for the year ending 30 June 2024."

Proxy Votes

For	Against	Abstain	Excluded	Open
322,202,480	151,299	104,424,555	47,775,739	10,450,537

Agenda Item 2: Resolution 2

Re-election of Mr David Smith

To consider and, if thought fit, pass the following resolution as an ordinary resolution:

"That Mr David Smith who retires as a Director of SenSen Networks Limited in accordance with Rules 73.1 and 73.2 of the Constitution and ASX Listing Rule 14.5, and being eligible and offering himself for re-election, be re-elected as a Director of the Company."

Proxy Votes

For	Against	Abstain	Excluded	Open
302,775,352	70,000	156,517,514	15,191,207	10,450,537

Agenda Item 2: Resolution 3

Election of Mr Mark Brayan as a Director of the Company and ratification of Mr Mark Brayan’s appointment as Chairman

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

"That:

(a) *Mr Mark Brayan, who retires in accordance with ASX Listing Rule 14.4 and rule 69.2 of the Constitution, being eligible, be re-elected as a Director; and*

(b) *Mr Mark Brayan, who was appointed as a Chairman in accordance with rule 50.1 of the Constitution, have his appointment as Chairman ratified and approved."*

Proxy Votes

For	Against	Abstain	Excluded	Open
465,791,779	40,000	8,722,294	0	10,450,537

Agenda Item 2: Resolution 4

Issue of Director Options to a Related Party of the Company, Mr Mark Brayan, under ASX Listing Rule 10.11

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

"“That, for the purposes of ASX Listing Rule 10.11 and for all other purposes, the Directors be authorised to issue up to 2,900,000 Director Options to Mr Mark Brayan and, upon exercise of those Director Options, the acquisition of the ordinary shares underlying those Director Options, in accordance with the terms specified in the accompanying Explanatory Statement.”

Proxy Votes

For	Against	Abstain	Excluded	Open
465,332,791	387,744	8,833,538	0	10,450,537

Agenda Item 2: Resolution 5

Spill Meeting with respect to the adoption of the Remuneration Report (Conditional Item)

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

"That, subject to and conditional on at least 25% of the votes cast on the resolution at Resolution 1 being cast against the adoption of the Remuneration Report:

(a) an extraordinary general meeting of the Company, being a Spill Meeting, be held within 90 days of the passing of this resolution;

(b) all of the Directors in office when the Board resolution to approve the Directors' Report for the financial year ended 30 June 2024 was passed and who remain in office at the time of the Spill Meeting, cease to hold office immediately before the end of the Spill Meeting; and

(c) resolutions to appoint persons to offices that will be vacated immediately before the end of the Spill Meeting be put to vote at the Spill Meeting."

Agenda Item 2: Resolution 6

Approval for the appointment of auditor

To consider and, if thought fit, pass the following resolution as an **ordinary resolution**:

"That for the purposes of section 327B(1)(b) of the Corporations Act 2001 (Cth) and for all other purposes, Hall Chadwick (NSW), having been nominated by a shareholder and having consented in writing to act as auditors of the Company, be appointed as auditors of the Company."

Proxy Votes

For	Against	Abstain	Excluded	Open
471,457,18	0	2,465,311	0	11,082,117

SenSen Networks Ltd. (ASX:SNS)

THANK YOU

www.sensen.ai | investors@sensen.ai

sensen.ai

the Live Awareness platform

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