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acusensus
intelligent eyes



2023

ANNUAL GENERAL MEETING

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Financial data

All dollar values are in Australian Dollars unless as otherwise presented.

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AGENDA

for 2023 Annual General Meeting of Acusensus Limited

AGENDA

Chair's Welcome

Chair's Address to Shareholders

Managing Director's Address to Shareholders

Business of the Meeting

BOARD AND COMPANY SECRETARY



Ravin Mirchandani

Chairman



Alexander Jannink

Managing Director



Sue Klose

Non-executive Director



Mike Giuffrida

Non-executive Director



Olivia Byron

General Counsel and Company
Secretary

CHAIR'S WELCOME

CHAIR'S ADDRESS TO SHAREHOLDERS

MANAGING DIRECTOR'S ADDRESS TO SHAREHOLDERS

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

Collaborating with governments and commercial stakeholders to tackle **distracted driving** globally is our first priority.

FY23 FINANCIAL PERFORMANCE

Acusensus has performed strongly in its 1st year as an ASX listed company, exceeding IPO Prospectus forecast revenue and EBITDA.



FY23 Revenue

\$42.0 million

FY22: \$28.7m

▲ 46%



FY23 Gross Margin

\$18.7 million

FY22: \$12.6m

▲ 48%



FY23 EBITDA

\$5.5 million

FY22: \$3.7m

▲ 49%



FY23 Net Profit AT

\$0.4 million

FY22: \$0.5m



ASX IPO January 2023

\$20 million

to fund global growth and
product expansion



Cash reserves

\$24.8m

at 30 June 2023



POST-IPO ANNOUNCEMENTS

Acusensus has secured new revenue from the following contracts:

NSW Mobile Speed Camera contract variation awarded

- Existing contract varied to provide roadside signage for all mobile speed camera deployments (signs positioned before and after vehicles)
- Revenue commenced January 2023

North Carolina USA Mobile Phone and Seatbelt Enforcement Contract awarded

- 1st USA phone and seatbelt enforcement contract
- 1-year term, with a further 2 x 1 year options
- Contract value USD \$0.5m
- Federally funded
- Revenue commenced July 2023

QLD Transportable Speed Enforcement Contract awarded

- 5-year term, with a further 2 x 1 year options
- Estimated contract value over initial 5-year term of approximately \$11.7m (including GST)
- Revenue commenced May 2023
- Entry into a Standing Offer Arrangement, allowing the government to procure further services over time



POST-IPO ANNOUNCEMENTS

Acusensus has secured new revenue from the following contracts:

ACT Mobile Device Detection Cameras Services Agreement commenced

- 3-year term, with a further 2 x 1 year options
- Total contract value over the maximum 5-year term to be \$9.1m (including GST)
- Revenue commenced February 2023

QLD Mobile Phone Awareness and Tailgating Monitoring Trial Contract awarded

- Australian 1st trial that detects mobile phone and tailgating offences and provides signage prompts to alert motorists
- Contract value \$0.7m (including GST)
- Revenue to commence FY24

QLD Mobile Phone and Seatbelt Enforcement Contract Variation awarded

- Additional Heads Up solutions supporting regional locations
- 5-year term, with a further 2 x 1 year options
- Estimated contract value over initial 5-year term of approximately \$10.2m (including GST)
- Revenue expected to commence December 2023





COMMITMENT TO SOCIAL RESPONSIBILITY

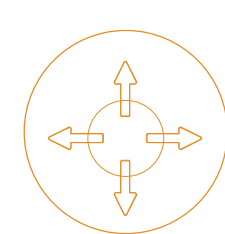



GROWTH STRATEGY

Acusensus’ key growth priority is to continue to roll-out its distracted driver technology globally and take advantage of its first mover advantage

ACUSENSUS INTENDS TO GROW BY:

-  Capitalising on a first mover advantage to secure further market share in Australia and New Zealand
-  Expansion of the North American business
-  Expansion of the UK business
-  Expanding geographically into other international markets (e.g., Europe) through strategic relationships
-  Exploiting new revenue opportunities by enhancing existing products and developing new products
-  Providing ancillary services to allow upselling and cross selling opportunities

TO EXECUTE THE GROWTH STRATEGY THE COMPANY WILL:

-  Invest in manufacturing further camera solution equipment to satisfy existing and anticipated demand
-  Invest in further research and development activities
-  Scale the capabilities of the sales and operations teams
-  Improve competitiveness through working capital management and certifications such as ISO9001 (quality management) and ISO27001 (information security)



FY24 OUTLOOK

A significant global market opportunity exists for Acusensus' high tech road safety services

The key pillars of the growth strategy remain unchanged:

Market strategy: a focus on global market opportunities for our distracted driving enforcement solution; and

Product strategy: a focus on continually improving our product offering, addressing adjacent applications, and pursuing complementary technologies to meet the evolving needs of our customers.

-  Acusensus will deliver revenue growth in FY24 from agreements signed through FY23 and early FY24.
-  Acusensus expects to win contracts during FY24 in various global regions. The full impact of the revenue uplift from anticipated contracts wins in FY24 is expected to contribute from FY25 onward.
-  Acusensus will invest alongside or ahead of anticipated contract wins to successfully scale its operations to support these new contracts. Investment areas include business development, customer support and delivery, and equipment expenditure.

THANK YOU

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