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FY24 – Half Year Results



Asset Vision

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Asset Vision[®]

Our intelligent asset and mobile work management platform revolutionises the way assets are inspected and maintained



Our Platform



AV is an intelligent asset and mobile work management platform and is used by some of the largest asset owners, operators and contractors in Australia, New Zealand and globally.



Asset Owners

State Government



Local Government



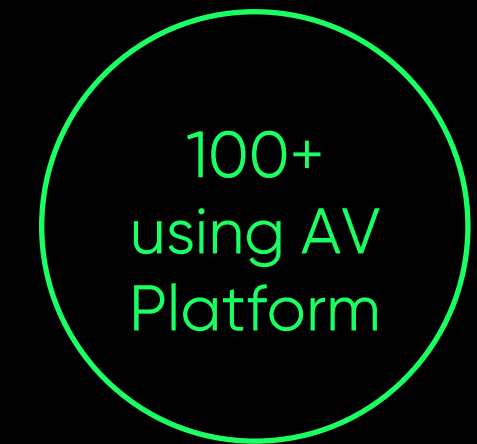
Asset Owners use Asset Vision to centralise their Asset Register and monitor performance of Maintenance and Capital Work activities being undertaken by their own internal teams and their Contractors.

Contractors

Principal Contractors



Sub Contractors



Contractors use Asset Vision to improve their operational efficiencies while undertaking Inspections, capturing Defects and maintaining Asset Registers for Asset Owners.

FY24 – Half Year: Key Financial Metrics



Our focussed strategy has delivered strong growth in licensing revenue, improved margins and EBITDA

Total Income

▲ \$ 2.4m
+30% pcp*

Total Opex

▼ \$ 2.3m
-40% pcp

EBITDA

▲ \$ 135k
+109% pcp

Operating Cash flows

▲ \$ 409k
+\$2.2m pcp

Annual Recurring Revenue

▲ \$ 3.1m
+41% pcp

Licensing Revenue

▲ \$ 1.5m
+39% pcp

Licensing Gross Margin

▲ 58.0%
+7.4% pcp

Net Assets

▼ \$ 4.5m
- \$2.7m pp**

*Total Income from pcp excludes non-cash contingent consideration adjustments

**The reduction in net assets is caused by the \$2.7m write-down of the 1derful investment to nil since the prior period i.e. 30 June 2023

Recap on FY24 Priorities



Our FY23 Annual Report stated the Company would focus on the following Key Priorities in FY24:

- > Release our new innovative products, including AutoPilot and AutoPilot + AI, to the local and international market
- > Drive ARR growth in the global road maintenance market
- > Grow our sales pipeline in new asset verticals (Telco, Utilities, Facilities)
- > Build partnerships to enhance our value proposition and channels to market
- > Become cash flow positive on a monthly recurring basis
- > Support our people to learn and grow
- > Rename company to Asset Vision Co Limited (ASX:ASV)

Release our new innovative products



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2024 Roadmap

Core Platform

Continuing to evolve and grow the general day to day functionality of the platform.

Integration

Ensuring that we provide our clients with the right tools to manage all things AV.

Tech Stack

Rolling with technology changes to ensure our frameworks remain well supported.

Innovation

Research and development of industry first, groundbreaking new features and capabilities.



Feb 2024
AutoPilot
External Cameras
& AI "Top View"



June 2024
AutoPilot
AI "Rewind View"



September 2024
AutoPilot+AI
App capture &
Web View

Release our new innovative products



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Innovation Spotlight

Feb 2024 – AutoPilot “Top View”

We’re applying AI techniques to augment the captured photos from AutoPilot to show a different, top-down perspective.



Release our new innovative products



Innovation Spotlight

June 2024 – AutoPilot “Rewind”

Users will be able to select an area of interest and our AI will show them a “rewind” playback of what it used to look like, and when.



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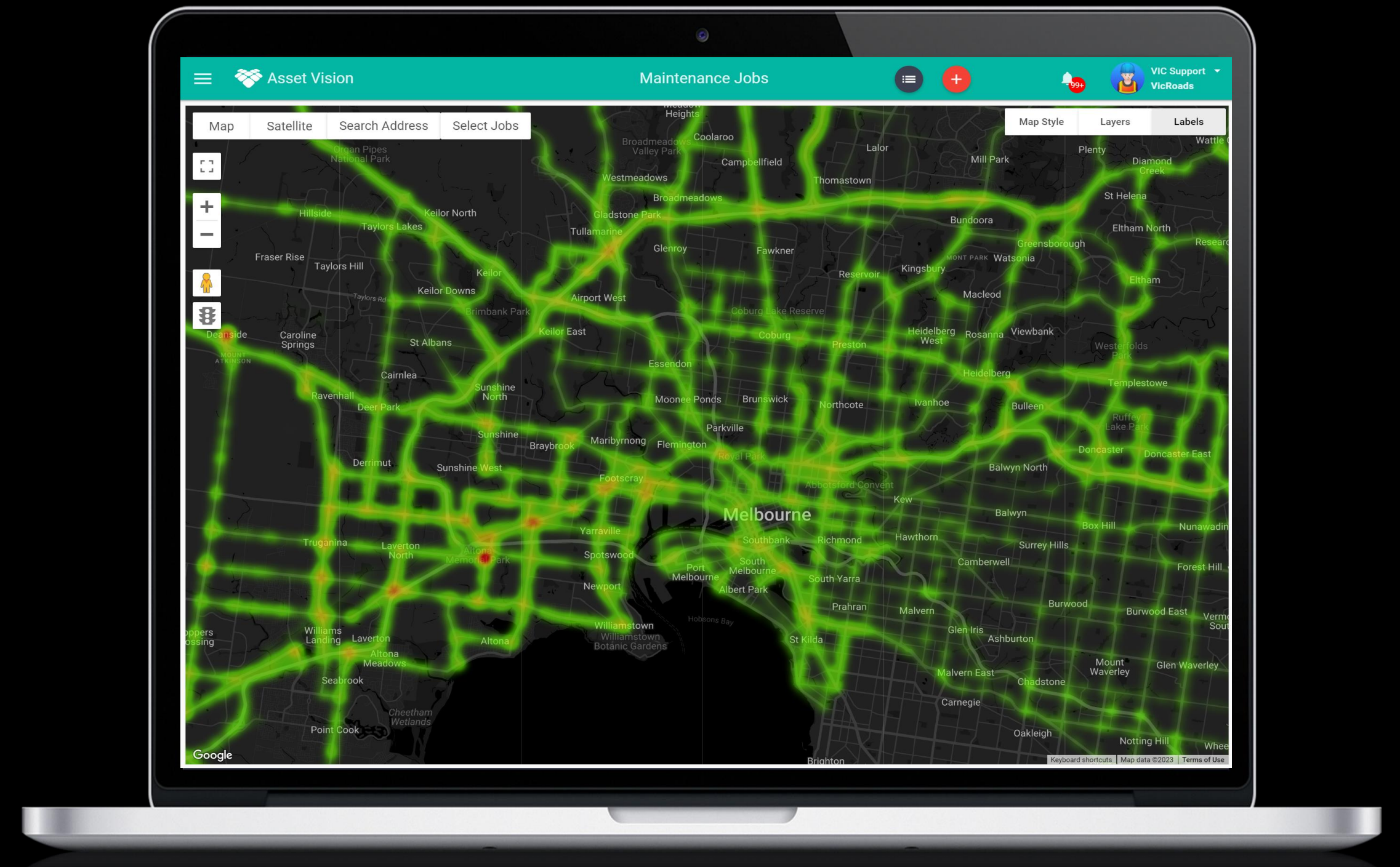
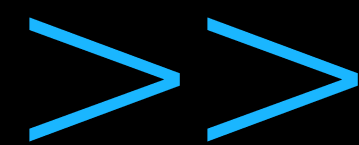
Release our new innovative products



Innovation Spotlight

Sep 2024 – AutoPilot + AI

Our mobile app will automatically detect potholes and cracking, uploading collected data to our central web portal for visualisation and follow up activities.



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Drive ARR Growth



We'll remain committed to being the market leader in roads while growing into new asset verticals.

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Existing Customers	
Roads	Adjacent Assets
<p>Growth via:</p> <ul style="list-style-type: none"> Existing customers winning new road maintenance contracts in AUS, NZ or USA New product upsell: Auto Pilot and Auto Pilot + AI New Use Cases – i.e. Traffic Management, Pre-Contract Surveillance, Capital Works Management and Compliance 	<p>Grow into existing client's other asset verticals:</p> <ul style="list-style-type: none"> Facilities Telecommunications Electricity Water Defence

New Customers	
Roads	Adjacent Assets
<p>Targeted internal and channel partner sales management across:</p> <ul style="list-style-type: none"> Australian and NZ Local Government Australian and NZ Federal/State Governments Tier 2 Principal Contractors Subcontractor Market International Roads Asset Owners 	<p>Opportunistic sales management driven by success in existing clients:</p> <ul style="list-style-type: none"> Facilities Telecommunications Electricity Water Defence

Sales Management

Account Management

Strategic Partners

Drive ARR Growth



Government of
South Australia



Asset Vision®

New 4 year contract signed with Department of Infrastructure and Transport South Australia in August 2023

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Drive ARR Growth



3 year contract extension with DTP signed September 2023,
with expansion into new areas

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Drive ARR Growth



Transport
for NSW



Asset Vision®

4 year extension with TfNSW signed January 2024,
with expansion into Capital Works

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Build Partnerships



A fresh collaboration has been established with a Microsoft Partner to broaden our product offerings and reach new channels in the market.

Asset Vision[®]

+



Asset Vision Platform

Dynamics 365 Business Central

Dynamics 365 CRM

Microsoft Power BI

Snowflake

Azure Integration Services

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Grow our sales pipeline in new asset verticals



We've developed new flexible industry solutions tailored for asset-intensive sectors such as local government and utilities.

Asset & Work Management

- Centralised asset register
- Asset hierarchy, classes, types, sub-types and component management
- Asset lifecycle and renewal reporting
- Maintenance, inspection and capital works management and delivery
- Resource register utilisation
- Integrated mobile app with robust offline support
- Integrated spatial / GIS across Asset Register and Work Management

Asset Vision Platform

AV is an innovative and easy to use enterprise cloud-based Asset and Mobile Work Management platform.

AV uniquely connects Asset Owners to their Principle Contractors and even Sub Contractors, enabling all parties to co-exist and work together on the same platform seamlessly.

Finance

- General ledger
- Accounts payable
- Accounts receivable
- Cost management
- Procurement
- Cash & treasury
- Budgeting
- Statutory & reporting
- Billing
- CAPEX
- Payroll
- Contract management

Microsoft Dynamics 365 Business Central

The Microsoft Dynamics 365 Business Central ERP includes out-of-the-box capability for all core finance function.

Customer Relations

- Customer data management
- Contact management
- Case management
- Enquiry management
- Case escalation
- Issue management
- Historical timeline
- Process automation
- Store & track property

Microsoft Dynamics 365 Customer Service

Out-of-the box capability for customer relationship management including custom data management, contact management and case management.

Human Resource Management

Microsoft Dynamics 365 Business Central

Keep records of employee information including contracts, performance, qualifications and time attendance.

Records Management

Microsoft SharePoint

SharePoint is a cloud based file sharing and collaboration environment for businesses, and fully integrated into Microsoft 365.

Reporting and Data Analytics

Microsoft Power BI

Power BI is a unified platform for self-service and business intelligence.

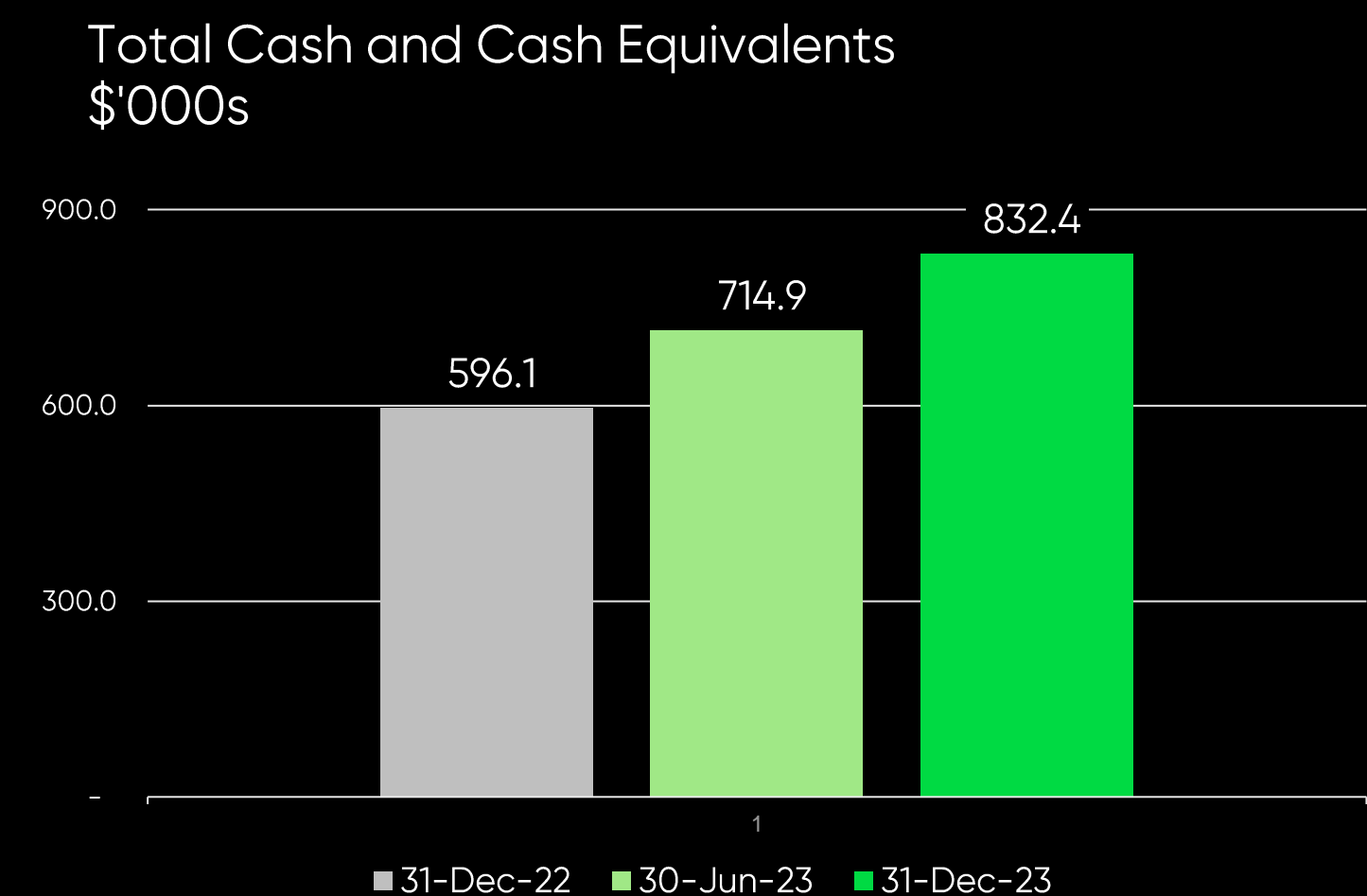
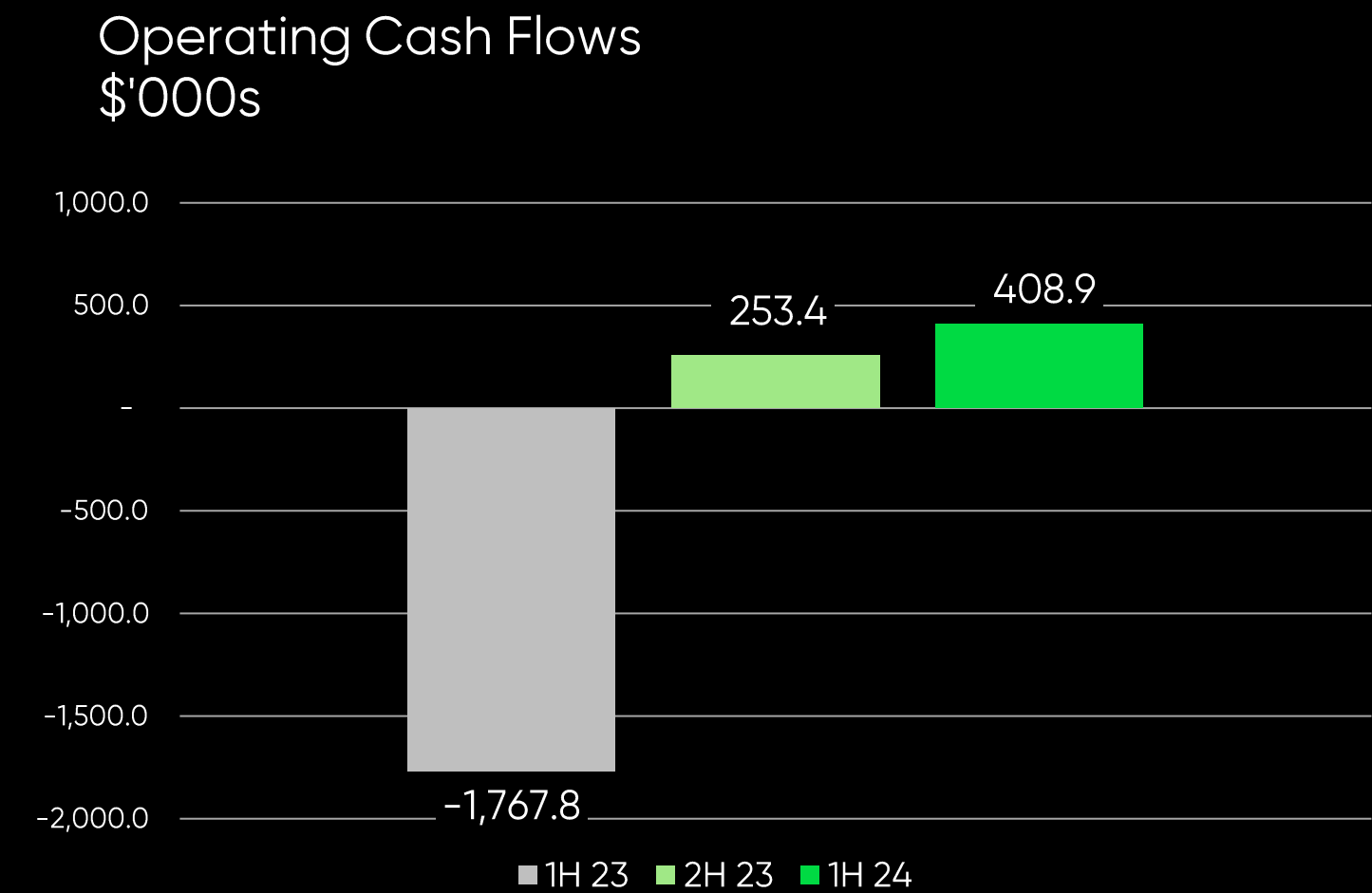
Snowflake

Snowflake enables data storage, processing, and analytic solutions.

Become Cash Flow Positive



- > On our way to becoming cash flow positive on a recurring monthly basis – 4 out of 6 months during the half were positive*
- > Operating cash flows for the half were positive – \$2.2m / 41% improvement on pcp
- > Turn around attributable to reduction in operating expenses after the successful completion of the cost reduction program and earlier receipt of the R&D tax offset
- > The Company continues to cover deferred consideration obligations from operating cash flows
- > Our cash in bank is sufficient and stable



*Refers to operating cash flows

Support our people



Committed to building and maintaining a happy team and supporting their development.



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Rename Company



On 27 October 2023, Future First Technologies Limited (ASX:FFT) was renamed to [Asset Vision Co Limited \(ASX:ASV\)](#)

