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DETECT • ACCESS • ILLUMINATE

Global leader in smart security and
sensing technologies

AVA RISK GROUP

HENSLOW DEFENCE & SECURITY CONFERENCE

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Introduction to Ava Risk Group

SENSING BEYOND SECURITY

Common challenges at defence facilities

- Identifying and responding to a threat at the perimeter.
- Identifying and responding to a threat within the facility.
- Managing personnel access to restricted areas.
- Securing critical assets and buildings.

Ava Group Solutions

- **DETECT** – Borders, Perimeters, Critical Infrastructure. Data investigation on patterns of intrusion.
- **ILLUMINATE** – Support DETECT, smaller physical sites, targeted customer designs, illuminate CCTV images, Identify activity.
- **ACCESS** – Protect key infrastructure assets, harden vulnerable access points.



GLOBAL LEADER IN RISK MANAGEMENT TECHNOLOGIES

Protecting high value assets and critical infrastructure in +70 countries

DETECT

Fibre optic intrusion detection systems

- Distributed Acoustic Sensing (DAS)
- Perimeter intrusions
- Pipeline intrusion
- Data network protection

ILLUMINATE

Security and intruder detection equipment

- Outdoor security sensors
- Surveillance solutions
- Video illuminators
- Camera analytics

ACCESS

High security access control technology

- Access control readers
- High security locking
- Custom encryption
- Biometric solutions

Trusted by some of the world's most discerning security conscious customers

H1 FY24 OPERATIONAL HIGHLIGHTS



Record sales order intake of \$19.7 million in H1, up 37% on prior year demonstrating the investment in our technology and enhanced commercial capability.



Announced **supply agreement with Telstra**. The agreement was the culmination of extensive collaboration with Telstra (during 2023), including successful product trials which deployed our fibre sensing technology on Telstra's infrastructure.



Significant stocking orders from dormakaba following successful completion of product certifications for the Cobalt series locks. Access order intake growth of 80% and revenue growth of 60% during H1.



Positive market response to Aura Ai-X in the Detect segment, underpinning our success in large scale contract awards and growing the recurring revenue base.



Continued **growth in recurring revenue** with \$1.6 million ARR currently under contract for future services and upgrades. A further eight sites were signed to supporting services contracts during H1 FY24.

CASE STUDY – AUSTRALIAN DEPARTMENT OF DEFENCE



- Customer for 15+ years
- Supply of fibre perimeter intrusion sensors and access control readers to DoD sites across Australia
- Over 12 sites perimeters protected plus 50,000 access control readers
- Fibre DAS sensors and access-controlled encryption solutions
- Future programs based on resiliency and sovereignty
- Ideally placed to support the Northern bases with performance proven in harsh remote and challenging environments

CASE STUDY - TELSTRA DAS TRIALS

- **Monitoring of a 48km urban fibre network in metropolitan Melbourne**

Trial objectives:

- Traffic monitoring: vehicles, trams, trains
- Pedestrian activity monitoring: pedestrian walking, crowd build up
- Pit lid intrusion / lifting, cable tampering, digging

- **Monitoring of 10km subsea fibre cables in the Port of Darwin**

Trial objectives:

- a. Protection of subsea cables (trawling, dredging, anchoring)
- b. Seismic measurement and recording
- c. Monitoring of oceanographic conditions

Outcome:

The trials demonstrated the superior ability of Aura Ai-X DAS technology in detecting events and providing appropriate classification and reporting. It provides a rich source of data to Telstra, and effectively turns their existing fibre network into sensors.



CASE STUDY TRANSPORT INFRASTRUCTURE

- Sydney Metro – western line **fully automated**
- Over 40kms of fencing with DAS sensors with AI installed deep learning
- **Growth opportunities** in unprotected sites already contracted
- **Independent third-party trial** for 3 months, completed in 48 hours due to superior performance of Aura Ai-X. Low alarms very high detection was the key.
- *Infrastructure protection is the second material driver of growth in the Detect segment. We continue to work with multiple SIs in Australia and globally based on Aura Ai-X results.*



CASE STUDY: NATIONAL ENERGY INFRASTRUCTURE

Ava Risk Group successfully completed trials, comparing legacy DAS technology vs FFT's Aura Ai-X:

1. Monitoring of a 14km outer perimeter fence with extremely challenging environmental conditions

- Legacy DAS product: 196 alarms VS Aura Ai-X:17 alarms
- 91% improvement: The fence is currently operating at 96% POD and 0.4% NAR
- Customer upgrading the facility to Aura Ai-X later this calendar year

Outcome:

The trials demonstrated the superior ability of Aura Ai-X in providing appropriate classification, reporting and detection. For the customer, the value lies in its industry leading low NAR rate producing better accuracy and a system they can trust is reliable.



COMPELLING CASE FOR INVESTMENT

Leading technology with scalable model and organisational capability to support growth plans



TRACK RECORD OF GROWTH AND RESULTS

- H1 FY24 sales order intake up 37%
- High gross margins – circa 60% - 65%
- Trusted by blue chip and government customers



STRONG COMPETITIVE ADVANTAGES

- Defensible competitive position and investments in innovation including AI and deep learning
- Experienced leadership team
- Customer-centric focus with customised, flexible, and scalable solutions



HIGHLY SCALABLE MODEL

- Blue chip customer base and long-term recurring revenue potential
- Efficient, scalable go-to-market strategies which include key distributor partners
- Target revenue growth of \$70 - \$100m over next three calendar years achieved with minimal cost increases



GLOBAL OPPORTUNITY

- Well-placed to become a global leader in smart digitisation for security and asset protection, thousands of products installed in +70 countries
- Emerging global partnerships with large multinationals
- Existing global revenue base

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CLOSING & QUESTIONS

Mal Maginnis



FORWARD LOOKING STATEMENTS

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