



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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