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FY24 – AV Results

Asset Vision

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Asset Vision[®]

We simplify Infrastructure Asset Management,
by building software that all Asset Teams love to use.



FY24: Asset Vision



AV is an **Enterprise Asset Management Platform** used by some of the largest asset owners, operators and contractors in Australia and New Zealand.

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

100+ using AV Platform

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

FY24: Key Financial Metrics¹

Our focussed strategy continues to deliver strong revenue growth dropping straight through to the bottom line

Operating Revenue

▲ \$ 4.1m
+11% YoY

Licensing Revenue

▲ \$ 3.1m
+23% YoY

ARR

▲ \$ 3.4m
+17% YoY

Licensing Gross Margin

▲ 64.5%
+7.4% YoY

Operating Expenses

▼ \$ 3.4m
-1% YoY

Normalised EBITDA

▲ \$ 1.3m
+457% YoY

Cost to Income Ratio

▼ 83.3%
-10.5% pcp

Group Operating Cashflows

▲ \$ 441.8k
+121.1% pcp

¹ Financial Metrics relate only to the Asset Vision business unless specified "Group"

FY24: Key Priorities Review



Priority 1 - Release our new innovative products, including AutoPilot and AutoPilot + AI, to the local and international market

Priority 2 - Drive ARR growth in the global road maintenance market

Priority 3 - Grow our sales pipeline in new asset verticals (Telco, Utilities, Facilities)

Priority 4 - Build partnerships to enhance our value proposition and channels to market

Priority 5 - Become cash flow positive on a monthly recurring basis

Priority 6 - Support our people to learn and grow

Priority 7 - Rename company to Asset Vision Co Limited (ASX:ASV)

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FY24 Priority 1 : Release our new Innovative Products



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AV AutoPilot + AI brings Artificial Intelligence to detect pavement defects. Provides visual analysis of pavement condition and safety risks, leading to better decision making for asset renewal planning.

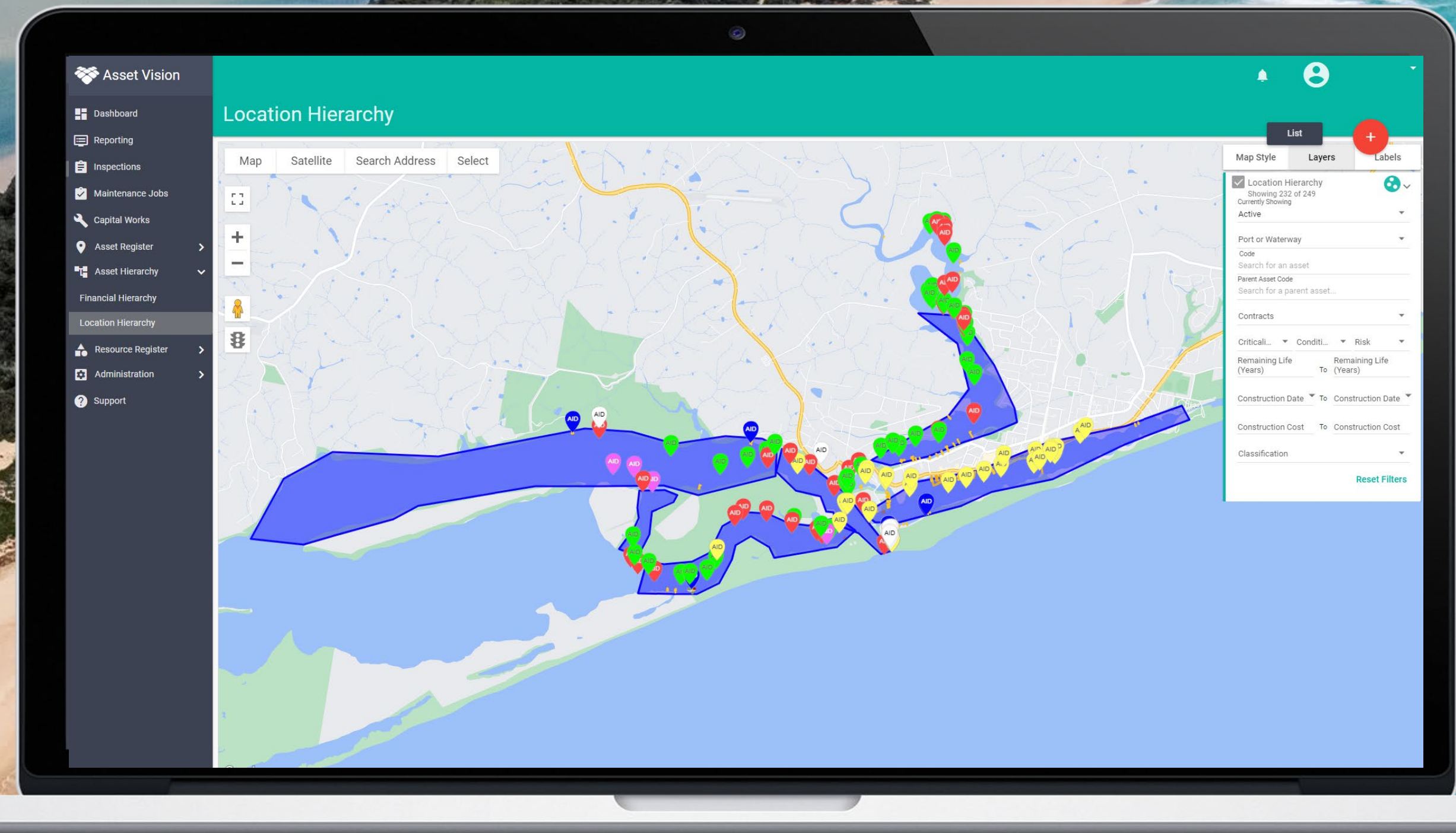


FY24 Priority 1 : Release our new Innovative Products



Our Asset Register has been enhanced to accommodate asset management use cases in other non-road asset classes, such as facilities, telecommunications, tunnels, ports and water.

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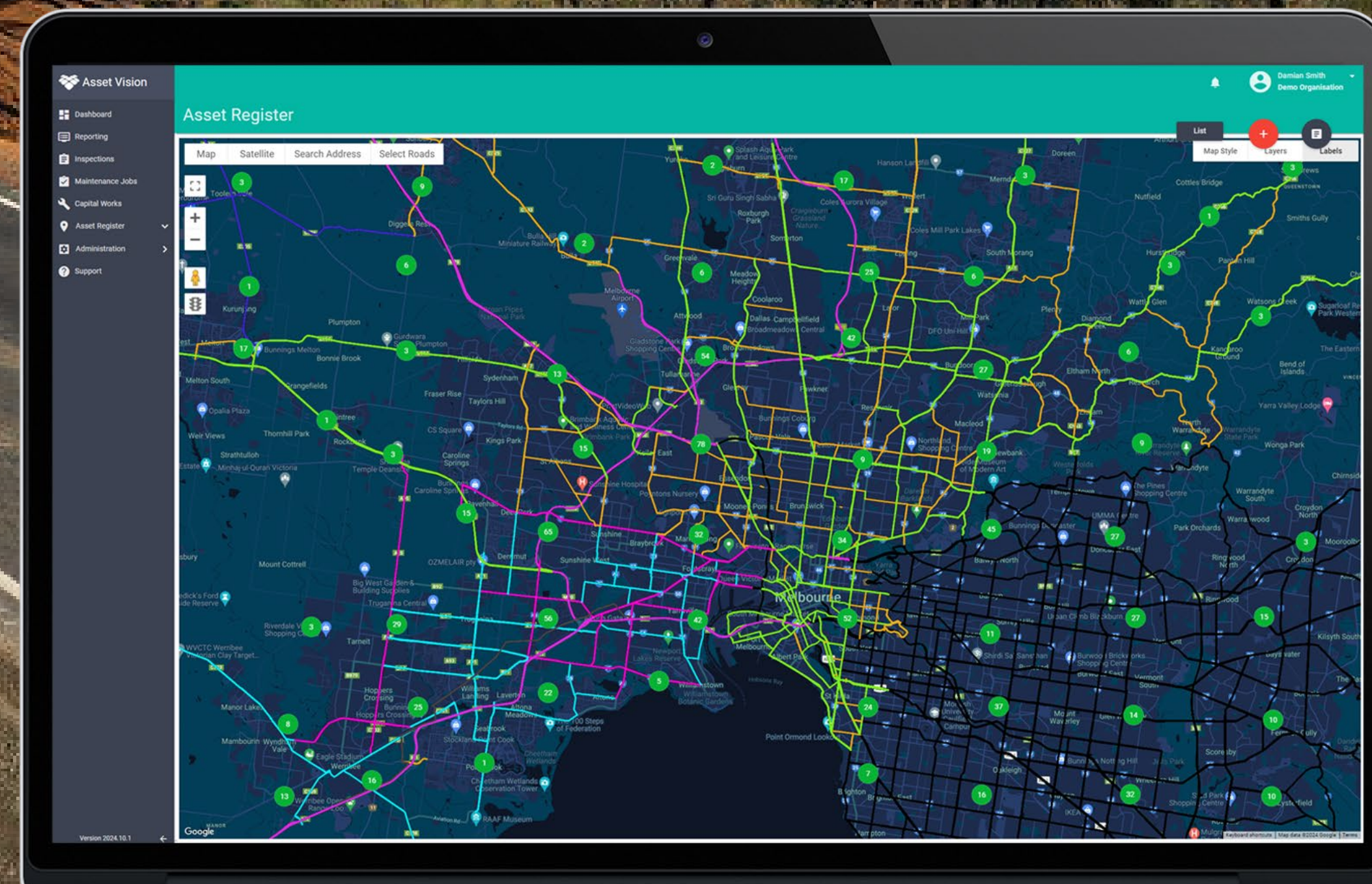


FY24 Priority 1 : Release our new Innovative Products



Our platform now expands on Capital Works, enabling our customers to manage major projects from end to end, integrating the field with the office and delivering a portfolio view of network investment and delivery

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FY24 Priority 2 : Drive ARR Growth



Government of
South Australia

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

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FY24 Priority 2 : Drive ARR Growth

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



FY24 Priority 2 : Drive ARR Growth



Transport
for NSW

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4 year extension with TfNSW signed January 2024, with expansion into Capital Works and the Sydney Harbour Bridge Precinct

FY24 Priority 2 : Drive ARR Growth



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2 year extension with Ventia signed June 2024 with expansion into NZ and new asset verticals including Ports

FY24 Priority 3 : Grow Sales Pipeline in New Asset Verticals



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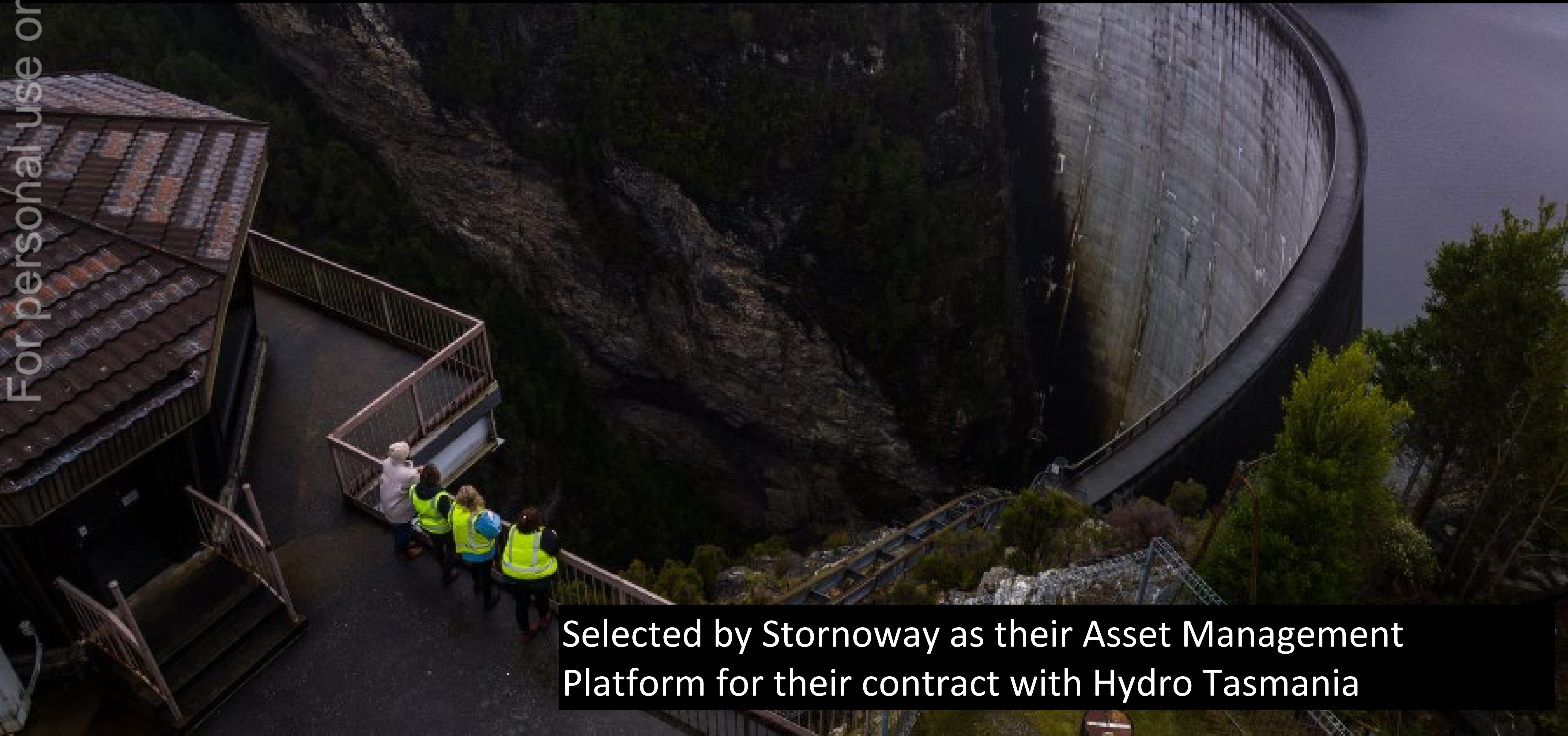


Selected by Rous County Council as their Asset Management Platform to manage bulk water supply, flood mitigation and biosecurity

FY24 Priority 3 : Grow Sales Pipeline in New Asset Verticals



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Selected by Stornoway as their Asset Management Platform for their contract with Hydro Tasmania

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FY24 Priority 4 : Build partnerships



A fresh collaboration has been established with Exco Partners, a Melbourne based Microsoft Partner to broaden our solution offerings and reach new channels in the market.

Asset Vision[®] + exco partners

Asset Vision Platform

Dynamics 365 Business Central

Dynamics 365 CRM

Microsoft Power BI

Snowflake

Azure Integration Services

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FY24 Priority 4 : Build partnerships



In conjunction with Exco Partners we have developed a fully integrated Enterprise Asset Management (AV) + Microsoft Dynamics 365 solution bringing together a best of breed ERP, CRM and EAM. The solution was selected by Rous County to manage their end-to-end operations for bulk water supply, flood mitigation and water biosecurity

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.

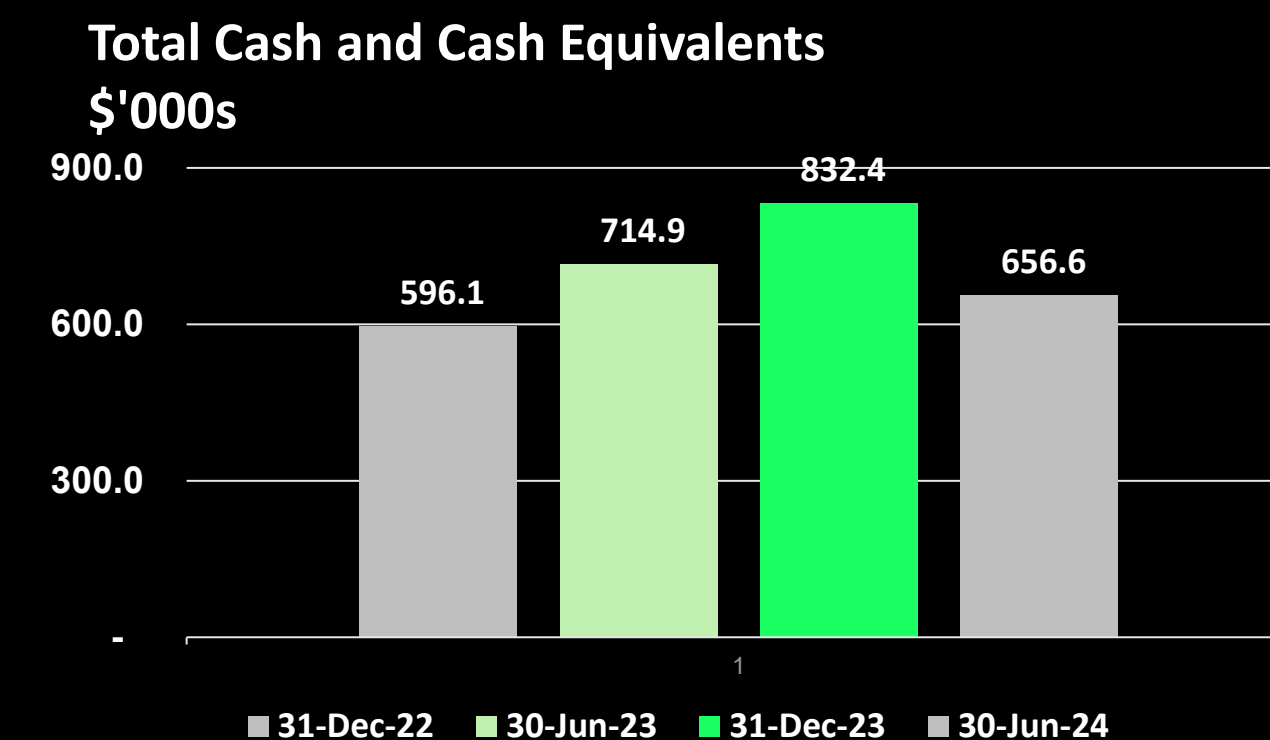
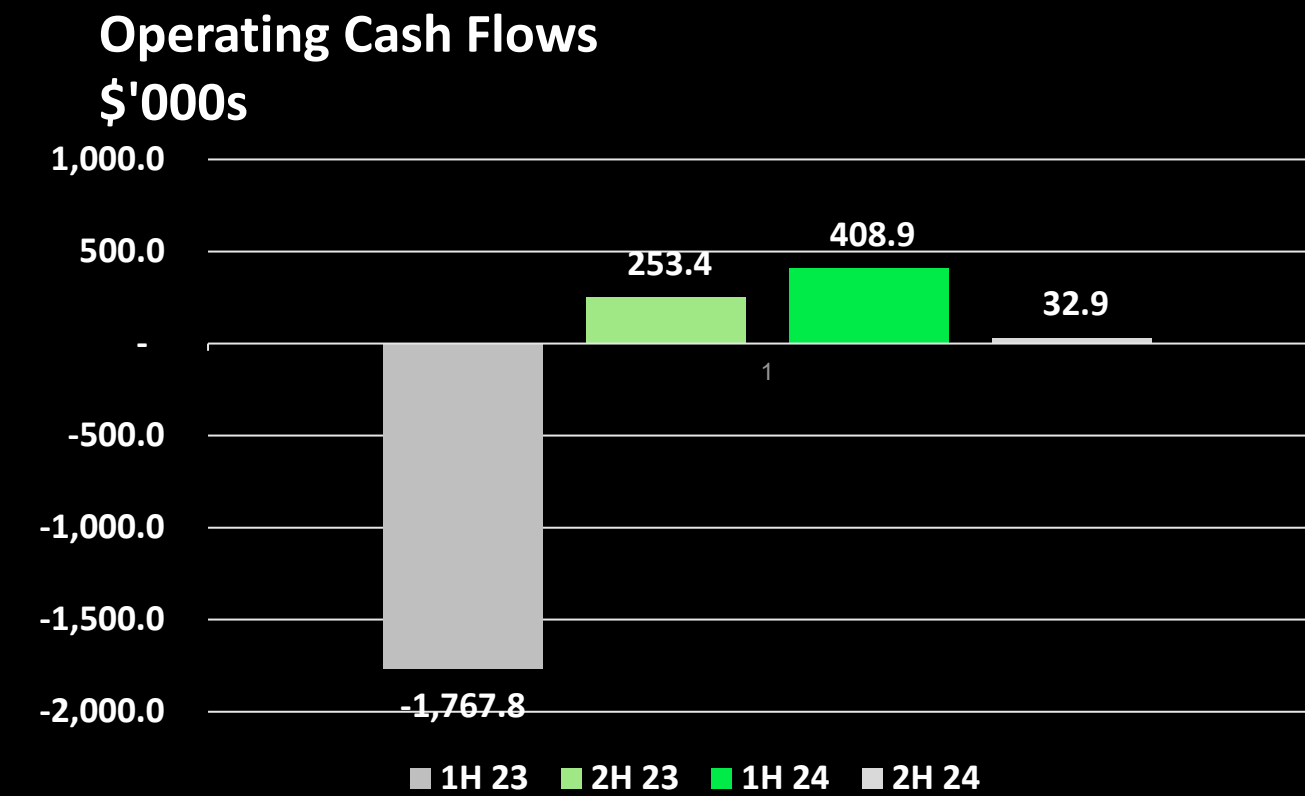
Snowflake

Snowflake enables data storage, processing, and analytic solutions.

FY24 Priority 5 : Become Cashflow Positive



- ✓ Operating cash flows for the year were positive – **\$2.5m / 121% improvement on pcp**
- ✓ Turn around attributable to reduction in operating expenses after the successful completion of the cost reduction program and increased cash receipts with the uptick in revenue through the year
- ✓ The Company continues to cover deferred consideration obligations from operating cash flows
- ✓ Our cash in bank is sufficient and stable

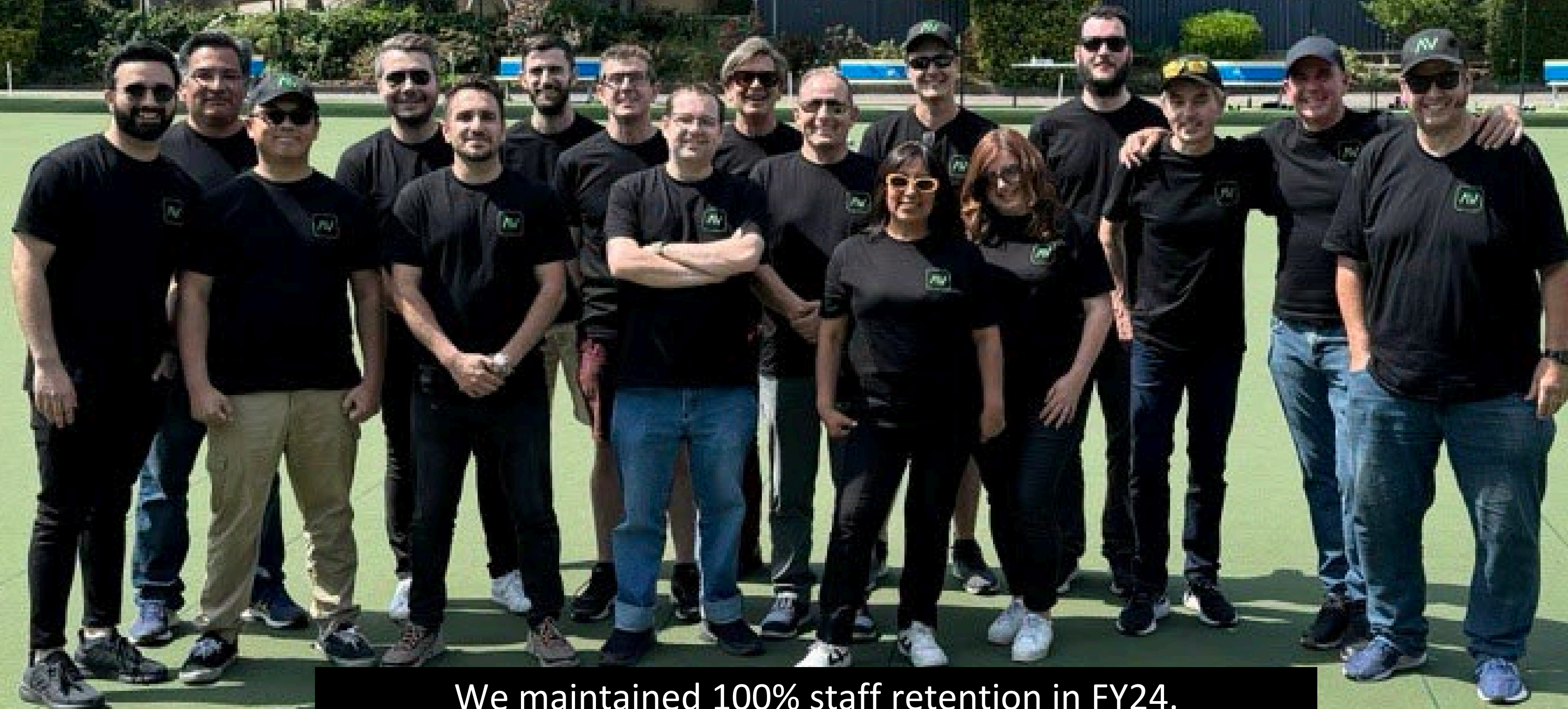


FY24 Priority 6 : Support our People



Our amazing team continued to deliver significant outcomes in FY24.

The Board was bolstered by the addition of former state government minister, Luke Donnellan, and asset management executive, Peter Borden.



We maintained 100% staff retention in FY24.

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FY24 Priority 7 : Rename Company



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



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FY25 – AV Looking Forward

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FY25: Growth Strategy



Q1 FY25 has started off strong, with ARR rising to \$3.84M, reflecting a solid 12% growth compared to where we ended FY24. We believe our strategy is on the right track, and that's why we're maintaining our focus on leading the market in roads while continuing to expand into new asset verticals.

Existing Customers		New Customers	
Roads	Adjacent Assets	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 	<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 Ports Water Telecommunications Electricity Defence



FY25: Key Priorities

Priority 1 - Innovate our platform, through sustained investment in research and development

Priority 2 - Drive ARR growth in the road maintenance market

Priority 3 - Convert our sales pipeline in new asset verticals

Priority 4 - Build partnerships to enhance our value proposition and channels to market

Priority 5 - Cash flow positive for the financial year

Priority 6 - Support our people to learn and grow

Priority 7 - Focus on quality and security by remaining ISO Compliant