

## Progressing towards positive cash flow

### FY24 Financial Highlights

- Total Operating Revenues of \$24.1m up 2.5% vs pcp
- Recurring Revenues of \$16.5m up 4% vs pcp
- Annualised Recurring Revenue (ARR) of \$16.8m<sup>1</sup>, down 1% pcp
- Net cash out flow from operations of \$2.7m including one-off costs of \$0.7m associated with restructuring, CEO transition and rebranding
- Received binding commitments from institutional and sophisticated investors to raise ~\$5.0 million (before costs) by way of a two-tranche institutional placement
- Cash at bank of \$2.7m as at 30 June 2024 - excluding \$3.6m from Tranche-two of the placement
- An EGM was held on the 23rd August during which overwhelming support was shown for the August Capital Raise by way of shareholder vote, all 9 resolutions were carried

### FY24 Operational Highlights

- Secured BEO's largest ever contract at Abu Dhabi International Airport's Terminal A in the United Arab Emirates with a total contract value in excess of \$5m
- Continued execution against Airport vertical 'land and expand strategy' with operational footprint expansions at JFK & London Heathrow
- Delivery of operating cost savings continue via transformation initiatives and focus on operating hubs in Belfast, Lisbon and Manilla which is anticipated to deliver more than a \$2.0m reduction in annualised operating expenditure by Q1 of FY25
- Further execution against strategic initiatives include the relocation of marketing operations from North America to Sydney, closure of the Melbourne technology centre, the restructure of regional technical operations and the appointment of Heads of Technical Operations in North America, EMEA and APAC
- Strengthened Beonic's Board and management team through the appointment of Michael McConnell as independent non-executive director and Michael Pearce as Chief Financial Officer

### Outlook

- Investments into R&D will accelerate 1st party software development providing upsell opportunities to Beonic's existing installed base (11k locations)
- Accelerate roll out of self-serve models to scalable low-touch venues such as Quick Service Restaurants (QSR), Retail, Hospitality and Education
- Increase utilisation of partner-led distribution model as a complementary growth channel
- Accelerate marketing investments to drive improved lead conversion
- Deployment of sales teams in key regions to increase the quantum and conversion rate of our already deep \$27m qualified deal pipeline
- Right-sized and appropriately positioned headcount to drive cost-saving and efficiency

<sup>1</sup> Annual Recurring Revenue (ARR) based on monthly contracted recurring revenues as at 31 December 2023 multiplied by twelve months

## Commenting on the FY24 results, Beonic CEO, Billy Tucker said:



*"Beonic has an excellent product-market fit with a strong global awareness of our solutions. We have an incredible installed base, with a range of blue-chip clients which provides significant opportunity for up and cross sell. Furthermore, the market potential for our solutions is significant and our proven capabilities across the global retail and airport verticals pave the way for considerable growth. The funds raised from the placement combined with the previously secured debt facilities from Blue Venshures, will deliver Beonic the capital flexibility to execute on our strategic initiatives and drive the Company towards a self-sustaining cash flow position. I would like to thank existing shareholders for their support of the placement and welcome the new shareholders to our register. With industry leading LiDAR technology, a dominant position in the airport vertical and a truly global presence, Beonic has a robust platform for significant growth and shareholder value creation in FY25 and beyond."*

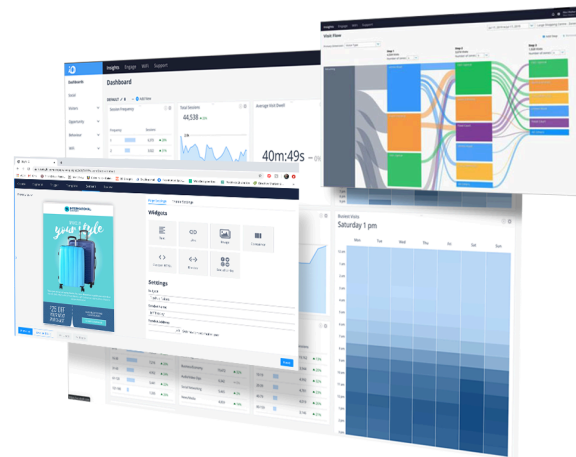
## About Beonic

At Beonic, we create intelligent places with our AI-driven platform. Our technology transforms the places where people work, play, travel, shop and meet—optimising touchpoints, driving loyalty, and delivering differentiated experiences.

Our platform unifies your data points on one proprietary platform to give you the insights needed to solve the complex challenges of your present and future.

We ingest data from a diverse range of technologies including WiFi, Camera, People counting, LiDAR, CCTV and IoT devices. We combine these datasets with contextual data like weather, retail sales and sociodemographic to improve operational performance for retailers, airports, stadiums, smart cities and other public and commercial venues.

Beonic further augments insights generated by the platform with its data & marketing services offering: A team of data science and digital marketing consultants who help our clients harness more value from their data.



This announcement has been approved by Beonic Limited's Board.

Learn more at [www.beonic.com](http://www.beonic.com) or follow Beonic updates at <https://au.linkedin.com/company/beonic>

**Media**

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## Appendix 4E Preliminary final report

### 1. Company Details

Name of entity: Beonic Limited  
 ABN: 20 009 264 699  
 Reporting period: For the year ended 30 June 2024  
 Previous period: For the year ended 30 June 2023

### 2. Results for Announcement to the Market

			\$
Revenue from ordinary activities	up	2.2%	24,127,448
Loss from ordinary activities after tax attributable to the shareholders	down	29.6%	(7,417,929)
Loss for the year attributable to shareholders	down	29.6%	(7,417,929)

#### Dividends

No dividends have been declared for the reporting period.

#### Comments

The loss for the group after providing for income tax amounted to \$7,417,929 (30 June 2023: loss of \$10,542,247).

### 3. Net tangible assets

	2024 cents per share	2023 cents per share
Net tangible asset backing per share	(1.96)	(1.18)
Net assets per share	0.14	1.64

### 4. Audit qualification or review

Details of audit/review dispute or qualification (if any):

The financial statements have been audited and an unqualified opinion has been issued.

### 5. Signed



Robert Alexander  
Chairman

28 August 2024

