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acusensus
intelligent eyes



2024
ANNUAL GENERAL MEETING

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Financial data

All dollar values are in Australian dollars (\$AUD) unless noted otherwise.

Non-IFRS financial measures

Acusensus uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards or IFRS. These measures are collectively referred to in this document as 'non-IFRS financial measures' under Regulatory Guide 230 'Disclosing non-IFRS financial information' published by the Australian Securities and Investments Commission (**ASIC**). Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. The principal non-IFRS financial measures that are referred to in this document is EBITDA. EBITDA is earnings before interest, tax, depreciation and amortisation. Management uses EBITDA to evaluate the operating performance of the business, the non-cash impact of depreciation and amortisation and interest and tax charges. Although Acusensus believes that these measures provide useful information about the financial performance of Acusensus, they should be considered as supplements to the income statement measures that have been presented in accordance with the Australia Accounting Standards and IFRS and not as a replacement for them.

AGENDA

for 2024 Annual General Meeting of Acusensus Limited

AGENDA

Chair's Welcome

Chair's Address to Shareholders

Managing Director's Address to Shareholders

Business of the Meeting



BOARD AND COMPANY SECRETARY


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Ravin Mirchandani
Chairman



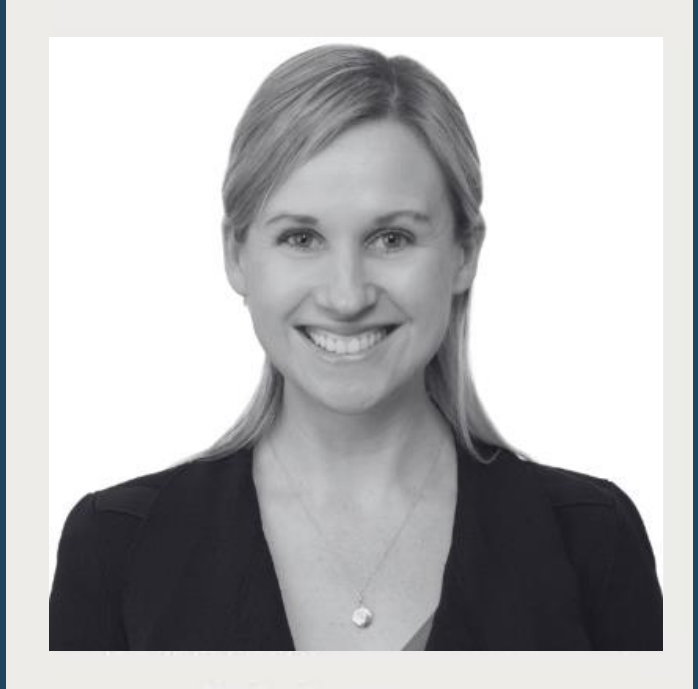
Alexander Jannink
Managing Director



Sue Klose
Non-executive Director



Mike Giuffrida
Non-executive Director



Olivia Byron
General Counsel and Company Secretary

CHAIR'S WELCOME



CHAIR'S ADDRESS TO SHAREHOLDERS

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MANAGING DIRECTOR'S ADDRESS TO SHAREHOLDERS

SOLUTIONS FOR THE FATAL FIVE

For over 40 years, technological enforcement solutions addressed only one of the fatal five road safety issues. Acusensus is revolutionising road safety with solutions for three critical behaviours and development to address all five.



Speeding

Chance of being in a fatal crash

doubles

every 5km/h increase in speed over the limit in a zone

60km/h



Distracted

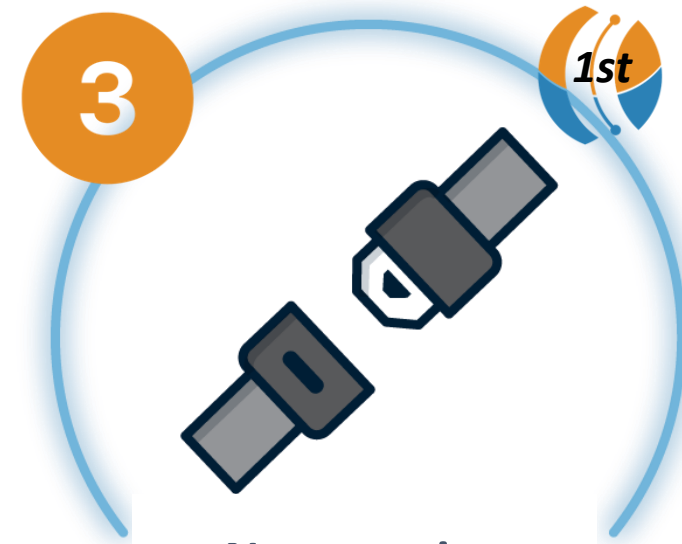
(using a mobile phone whilst driving)

Distracted drivers cause over

100,000

deaths per year and injure over

5 million



Not wearing a Seatbelt

In rollover crashes, wearing a

seatbelt

is estimated to reduce fatal injuries by

74%



Impaired Driving

Casualty crash risk

doubles

when driving with a blood alcohol concentration level of

0.05



Fatigue Driving

Drivers with just

4 hours

sleep are more likely to crash by a factor of

11.5

Despite significant progress, road transportation continues to kill people on a scale that is comparable to cancers, cardiovascular disease and respiratory diseases

Up to 94% of US fatalities involve the fatal five – i.e. involve preventable and typically illegal behaviour

Sources: National Road Safety Partnership Program, Centre for Automotive Safety Research, The Centre for Accident Research and Road Safety, National Highway Traffic Safety Administration

FY24 FINANCIAL HIGHLIGHTS

Continued revenue momentum with improving profitability



Total Contract Value¹ of

\$205m

Up 33% compared to PCP²



Revenue of

\$49.6m

Up 18% compared to PCP²



Gross Profit of

\$22.6m

Up 22% compared to PCP²



EBITDA pre SBP³ expense of

\$5.9m

Up 7% compared to PCP²



Operating cash flow of

\$3.6m

Cash conversion⁴ of 84%



Strong Cash Position⁵

\$19.3m

at 30 June 2024

1. Total Contract Value represents the known value of signed contracts since inception of the Company up until 27 August 2024
2. PCP represents prior comparable period
3. SBP refers to share based payments expense
4. Cash conversion defined as operating cash flow divided by EBITDA
5. Cash includes term deposits

AUSTRALIAN ENFORCEMENT

The Company supplies enforcement technology to the majority of Australian states and territories, under long term multi year contracts. The company continued to see contract growth in its most mature market, with most existing customers increasing contract scope through FY24.

Western Australia

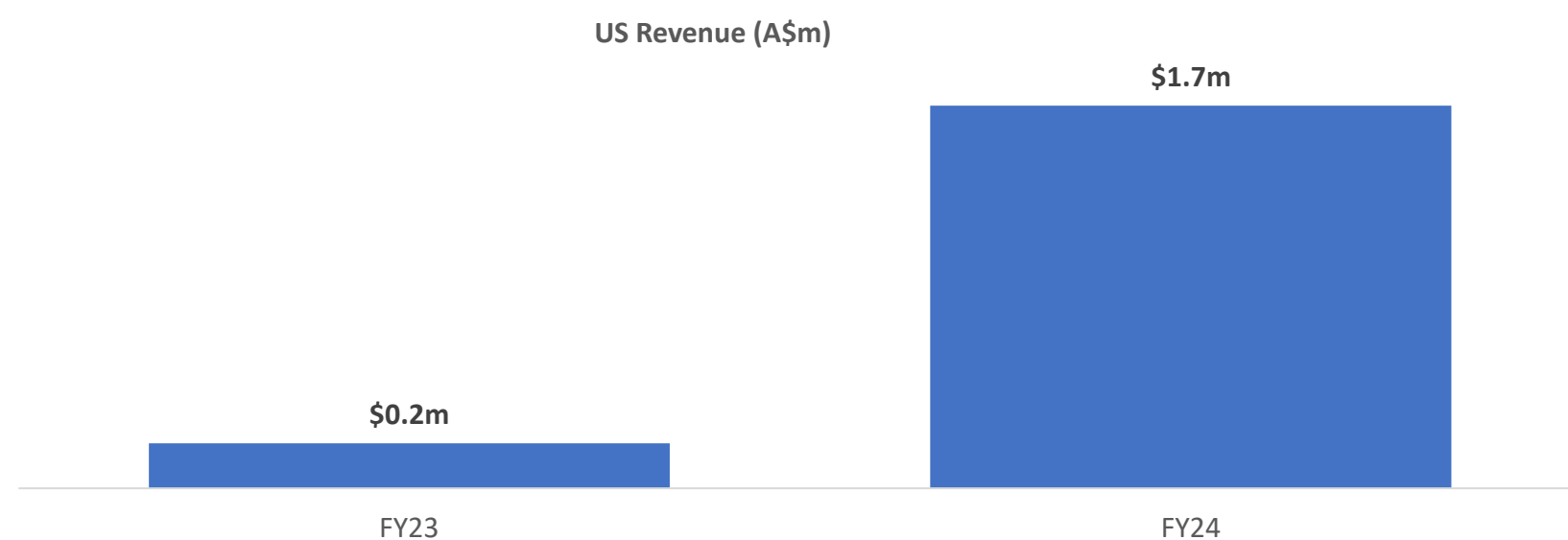
Announced in October 2024, Western Australia has entered into a contract for multifunction (phone, seatbelt, speed, average speed, unregistered vehicle) enforcement, which marks the majority of Australian states and territories using Acusensus technology to enforce distracted driving as well as other dangerous driver behaviours.



INTERNATIONAL ENFORCEMENT - UNITED STATES

Acusensus supplies a tailored solution for the specific requirements of the US market, enhancing real-time policing to address critical issues like distracted driving, speeding and seatbelt compliance

- FY24 saw strong traction in the US, with revenue increasing +900% and expected to double in FY25.
- Acusensus is opening the market for advanced multi-function enforcement through customised solutions that meet local market needs and regulatory frameworks, by supplying real-time multi-function enforcement (distracted driving and seatbelt or speed) and driver behaviour data collection services.
- Local presence with dedicated staff and facilities to serve clients and enhance operational capabilities. Nevada headquarters opened in February 2023.
- Proven track record of clients accessing state and federal funds for the use of our services.
- Clients in California, Georgia, Arkansas, North Carolina and Alabama.
- An additional two states have had federal funding approved for Acusensus programs in FY25H1.



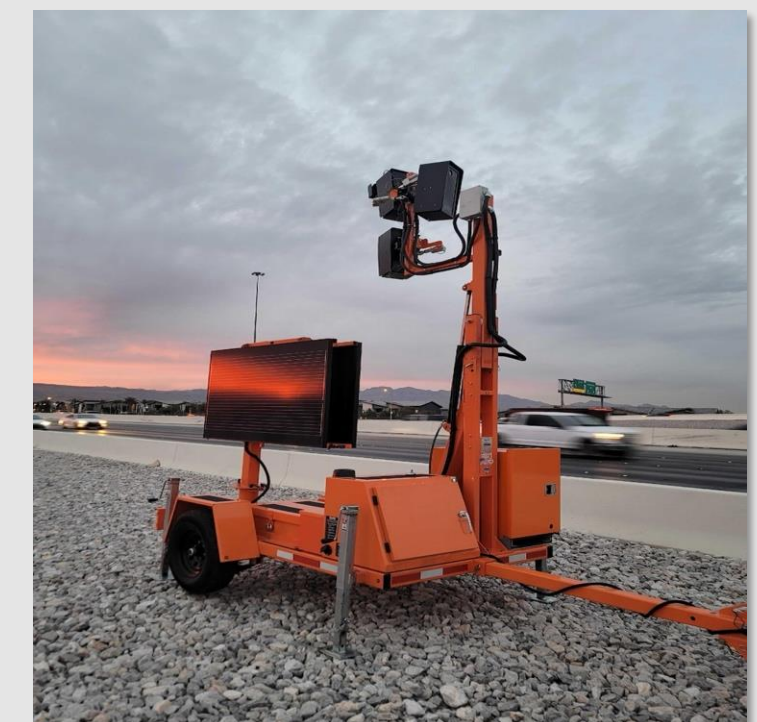
Case Study: Arkansas Real Time Speed Program

- Following change in state legislation, Arkansas Department of Transportation trialed the Acusensus real time system for speed enforcement at work zones in Arkansas.
- Following the trial, the client elected to extend the duration of the program and increase the number of units being deployed.
- Impact delivered:
 - Crash reduction: the program has coincided with a 45% decrease in crashes in monitored work zones
 - Enhanced safety: road workers and motorists experience a safer environment, reducing the risk of accidents and injuries

“We have been very pleased with the service received from Acusensus and will be expanding the program to include additional trailers this Summer”

Chief Holmes, Arkansas State Department of Transportation

July 2024



INTERNATIONAL ENFORCEMENT - UNITED KINGDOM

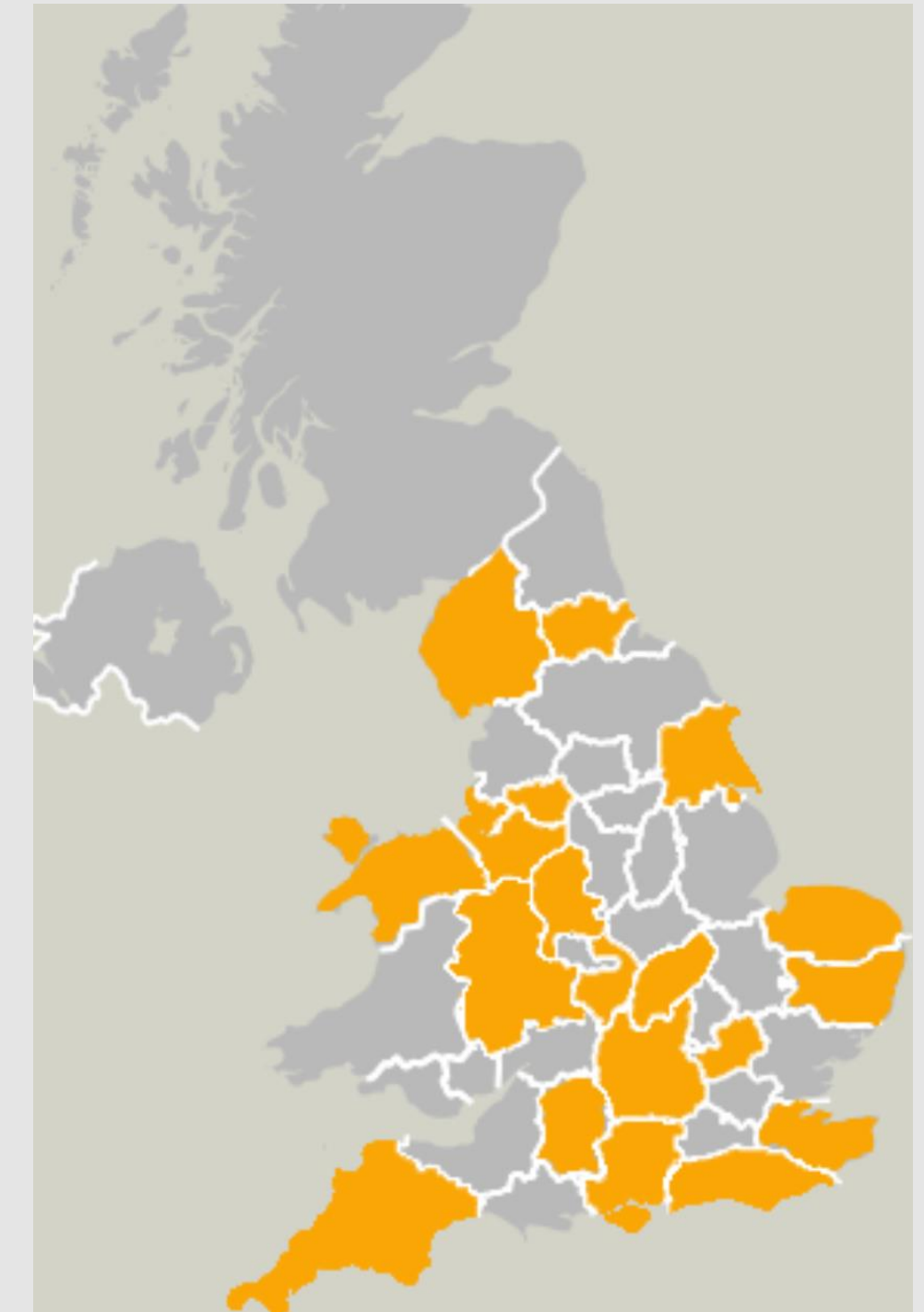
Realising longer term operational engagements for distracted driving and seatbelt enforcement

- FY24 marked the first year of revenue for the UK, with a focus on supplying transportable distracted driving and seatbelt enforcement services.
- Moving from 'proof of concept' pilots to longer term engagements. 19 UK police regions (out of 43) have now trialed Acusensus' technology.
- Demonstrating market progression, National Highways funded a successful evaluation project with 15 police regions, 10 of whom carried out active enforcement operations.
- Devon & Cornwall Police recently activated the **first ongoing operational enforcement program** in the UK, committing to a 12 month project, utilising 3 'Heads-Up' trailers across the counties to enforce phone and seatbelt use.
- High levels of support in regional and national media, endorsement from the Automobile Association (AA) and Royal Automobile Club (RAC).
- Growing in-country operations team, supported by experienced delivery partners.



UK Police Regions - Trials Progress

- Devon & Cornwall
- Sussex
- Hampshire
- Thames Valley
- Greater Manchester
- Cheshire
- West Mercia
- North Wales
- Northamptonshire
- Norfolk & Suffolk
- Warwickshire
- Merseyside
- Humberside
- Durham
- Bedfordshire
- Kent
- Cumbria
- Wiltshire
- Staffordshire



ROAD WORKER SAFETY (RWS) SOLUTION

Acusensus is introducing pioneering, patented subscription based solutions for a large and growing WHS market

"I predict that the RWS solution line will outpace the enforcement business over time"

Alexander Jannink



RWS combines wearable devices, base stations and a cloud solution provided on a subscription basis to deliver real time alerts to protect road workers while also providing needed data and proactive safety measures to realise occupational efficiencies and safety.

- 2023 Refined business case, secured background IP including patents such as **US Patent 11699338**
- 2024 Ongoing pilots with Tier 1, 2 and/or 3 industry partners to refine complete feature set for widespread market fit. Soft-launch of solution with key partners.
- 2025 Acusensus intends to scale manufacturing and operations to serve thousands of daily users in Australia.
- 2026 International expansion planned, including to identified customers in the USA and UK.

ACE generates \$50m p.a. from the \$7.6b traffic enforcement market⁴

The market for the work health safety product line includes:

- \$45b Workplace Safety Sector¹
- \$104b Traffic Management Sector²
- \$1.3t Road Construction Sector³



¹ MarketsandMarkets (<https://www.marketsandmarkets.com/PressReleases/workplace-safety.asp>)
² MarketsandMarkets (<https://www.marketsandmarkets.com/Market-Reports/traffic-management-market-1036.html>)
³ Woetzel, J., Garemo, N., Mischke, J., Hjerpe, M., & Palter, R. (2016). Bridging Global Infrastructure Gaps. McKinsey Global Institute
⁴ Frost & Sullivan, The Global Market for Traffic Enforcement Solutions, Acusensus Limited IPO Prospectus – Traffic Enforcement Solutions, Actual Market Revenue, Global, 2026 estimate

FY25 YTD FINANCIAL UPDATE (UNAUDITED)¹

Strong progress through FY25

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Revenue of

\$19.2m

Up **19%** compared to PCP²



Gross Profit of

\$9.2m

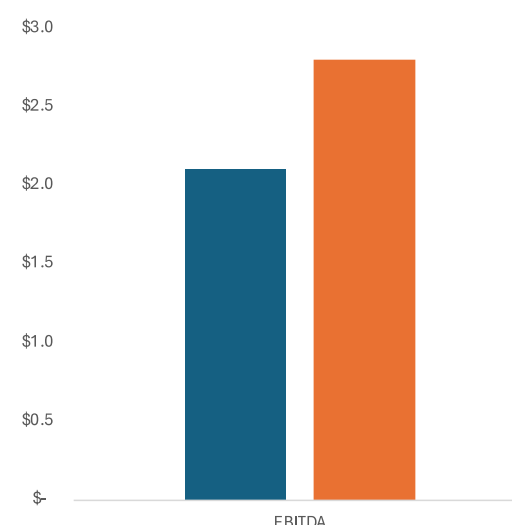
Up **35%** compared to PCP²



EBITDA pre SBP³ of

\$2.8m

Up **35%** compared to PCP²



Strong operating cash flow
leading to a cash balance of

\$18.7m

as at 30 Oct 24⁴

1. YTD is the period from 1 July 2024 to 31 October 2024
2. PCP represents prior comparable period, being 1 July 2023 to 31 October 2023
3. SBP refers to share based payments expense
4. Cash includes term deposits

KEY INVESTMENT THEMES

Acusensus secures long-term government contracts through the deployment of high-quality solutions, with excellent customer service



Quality Australian business delivering advanced road safety enforcement technology

- Strong revenue growth with the majority of Australia's states and territories using our solutions to address distracted driving
- Further opportunities to deploy additional enforcement technologies across Australia
- Profitable and tax paying operations



Well developed international growth strategy with strong chances of long-term success

- Offshore revenue increased 297% in FY24
- Exponential increase in number of enforcing clients in USA and UK
- Strong penetration of states/counties who have trialled or deployed Heads-Up - 42% of US states and 44% of UK territorial police forces



Focused high quality R&D to deliver long-term sustainable growth

- Extensive use of AI in solutions
- Disciplined and talented onshore development teams
- Identification of key market niches that can utilise core capability and IP
- Important focus on solving the fatal five
- Gaining traction with road worker safety technology



Relentless focus on improvement from disciplined management team

- Certification to international ISO standards across 9001, 14001, 27001, 45001
- Strong cash position of \$17.5m with no external debt
- Positive cash flow from operations
- Evolution of management team skills with new CFO and COO

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