

ASX RELEASE

27 August 2025

Ava Risk Group Reports FY2025 Full Year Results

Ava Risk Group Limited (ASX: AVA) (“Ava” or “the Company”) announces its full year results for the financial year ended 30 June 2025.

Highlights

- Group revenue of \$31.7 million, up 5% on the previous corresponding period (PCP)
- Underlying group EBITDA of \$2.1 million¹, up \$3.0 million, with improvement reflecting margin gains and cost efficiencies
- Sales order intake of \$29.9 million (FY2024: \$35.3m)
- Expansion in strategically important industry verticals and key projects across sovereign border protection, airport perimeter detection, and transportation
- Sales order backlog of \$6.4 million, including \$2.6 million in contracted annual recurring revenue
- Cash balance of \$5.6 million at 30 June 2025

Ava Risk Group CEO Mal Maginnis commented: “FY2025 has been a year of continued strategic progress for Ava Risk Group as we strengthened our position as a global leader in sensing and risk management technology and expanded into strategically important industry verticals and major projects.

“Geopolitical events continue to elevate demand for advanced border security solutions, and we have a strong pipeline of opportunities across Eastern Europe and in new markets in the Middle East and Asia. We are growing our footprint in airport perimeter detection systems, including deployments at major international airports while in the transport sector, we expanded our scope of work with UGL.

“A standout achievement in the second half was the installation of our Aura Ai-X technology on a Telstra subsea cable, opening the door to further deployments across subsea infrastructure and creating new opportunities with international telecom operators.

“We have built a market-leading technology platform, enhanced our commercial capabilities, developed a robust sales pipeline, and secured strong partners in key markets. With a stable cost base and a leading technology platform, Ava Group is well positioned to deliver improved growth in FY2026.”

¹ Underlying EBITDA excludes depreciation, amortisation, impairment, finance expense, and FX movements.

Performance Overview

Total revenue grew 5% year-on-year, primarily driven by 17% growth in Detect, which benefited from the fulfilment of a significant backlog of orders from the prior year. After a strong H1 with revenue growth of 20%, unforeseen external factors meant that several key Detect orders which were expected in H2 were delayed into 1H FY2026. This impacted both the sales order intake and revenues.

\$Am	FY25	FY24	Var
Revenue	31.7	30.2	1.5
Gross Profit	20.3	18.1	2.2
<i>Gross Margin</i>	64%	60%	4%
Underlying EBITDA²	2.1	(0.9)	3.0
<i>EBITDA Margin</i>	7%	-3%	10%
D&A	(3.5)	(2.5)	(1.1)
Impairment of Goodwill	(5.6)	(1.5)	(4.1)
Finance / FX	(0.1)	(0.3)	0.2
Tax	0.7	0.0	0.7
Profit / (loss) after tax	(6.5)	(5.2)	(1.3)

Growth in the **Detect** segment was underpinned by further investment in Aura Ai-X, our market-leading fibre optic sensing solution. We expanded Aura Ai-X's applications to serve the telecommunications sector and developed solutions for shorter perimeter deployments in our traditional detection market. A highlight was the successful deployment of Aura Ai-X to a Telstra subsea cable in Q4 FY25, demonstrating the significant opportunities in the telecommunications sector.

Revenue in the **Access** segment declined 26%, due to no repeat dormakaba stocking orders in FY25 following an initial stocking order in FY24. The Group's focus remains on driving volume through this important partner channel in Europe and the U.S., and the team is working closely with dormakaba to drive volumes and return the division to growth in FY2026.

Revenue in the **Illuminate** segment was consistent with the prior year. Performance improved in calendar year 2025 with stronger OEM demand, particularly in North America. The Group expects continued sales momentum from key distributors and is exploring further integration opportunities with Detect solutions.

Underlying EBITDA improved materially to \$2.1 million, compared with a \$0.9 million loss in FY2024, reflecting strong gross margins and a lean, stable cost base following completion of major investments into the Group's

² Underlying EBITDA excludes depreciation, amortisation, impairment, finance expense, and FX movements

commercial capability and technology. We expect EBITDA margins to improve as revenue grows, leveraging our fixed cost and technology base.

An impairment charge of \$5.6 million was recognised in FY2025, representing the remaining goodwill in the Illuminate segment. While this reflects a more conservative revenue outlook, we remain confident in Illuminate's complementary role to Detect and its potential in new markets.

Outlook

Looking ahead, we have built a market-leading technology platform, strengthened our commercial capabilities, developed a robust sales pipeline, and secured strong partners in key markets and industry verticals. With a stable cost base, our priorities are to:

- Increase sales order intake, particularly in strategic industry sectors;
- Grow sales order backlog, including contracted recurring revenues;
- Maintain gross margins of 60–65%; and
- Continue targeted investment in technology to extend our market leadership.

Investor Webinar

Chairman David Cronin, CEO Mal Maginnis and CFO Neville Joyce will host a Zoom webinar to present the results at 10.30am AEST today. To register for the webinar, please select the following link:

https://us06web.zoom.us/webinar/register/WN_9CYALLZwS36qcIBFv9O_RQ

ENDS

Approved for release by the Board of Directors.

For further information, please contact:

Investor Enquiries

Alexandra Abeyratne

Sodali & Co

alexandra.abeyratne@sodali.com

+61 438 380 057

About Ava Risk Group

Ava Risk Group is a global leader in providing technologies and services to protect critical and high value assets and infrastructure. It operates three business segments – Detect, Access and Illuminate. The Detect segment manufactures and markets 'smart' fibre optic sensing systems for security and condition monitoring for a range of applications including perimeters, pipelines, conveyors, power cables and data networks. Access is a specialist in the development, manufacture and supply of high security biometric readers, security access control and electronic locking products. Illuminate specialises in the development and manufacture of illuminators, ANPR cameras and perimeter detectors. Ava Risk Group products and services are trusted by some of the world's most security-conscious commercial, industrial, military and government clients. www.avariskgroup.com