FY24 Results Presentation

27 August 2024

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AGENDA

Alexander Jannink
Managing Director

Anita Chow
Chief Financial Officer

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INTRODUCTION TO ACUSENSUS

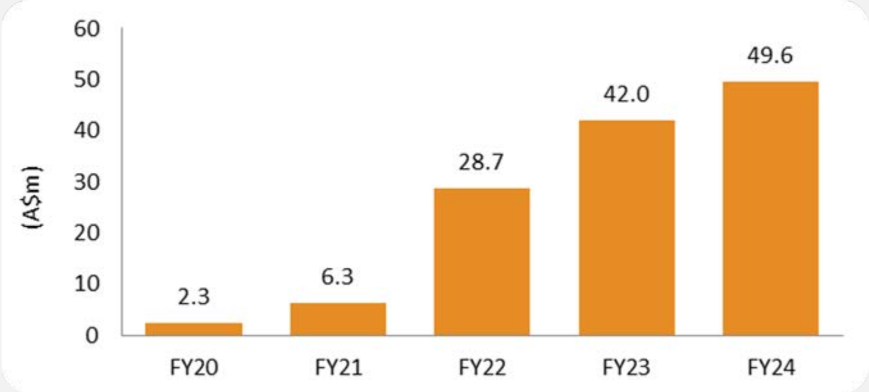
Acusensus pioneers intelligent solutions that can be rapidly deployed to address road safety challenges.

ACUSENSUS OVERVIEW

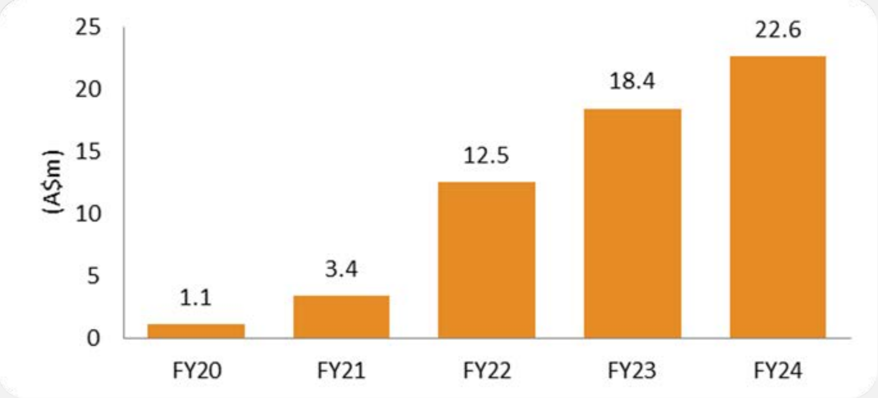
Develop, manufacture, deploy and operate multi-function technology solutions with the ability to combat multiple road safety issues from a single installation

- Founder-led technology company incorporated in 2018 with offices in Australia, United States and United Kingdom.
- Listed on the Australian Securities Exchange in January 2023 at $0.80[1] per share with FY23 forecast revenue of $37m.
- Empowers authorities globally to tackle road safety issues with artificial intelligence enabled traffic enforcement solutions.
- Pioneer in advanced traffic enforcement, having supplied the world first programs for both mobile phone use and seatbelt enforcement. Expanded capabilities into speed (point and average), licence plate recognition and railway crossing monitoring.
- Designer of versatile solutions, which can be deployed across the road network from a transportable platform (i.e. cars or trailers) or fixed infrastructure (i.e. gantry or poles).
- Customer base of long-term reliable government clients. Increasingly international, lifting offshore revenue from 1% in FY23 to 4% in FY24.
- FY24 revenue grew 18% to $50m and generated EBITDA excluding share based payments of $5.9m. Further revenue growth expected in FY25 from existing/anticipated contract expansions.
- Positive cash flow from operations, no debt and ample cash reserves of $19.3m[2].

Revenue Profile



Gross Profit Profile



[1] Share price after adjusting for 1 for 5 share split
[2] Includes cash in term deposits as at 30 June 2024

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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.

1

Speeding

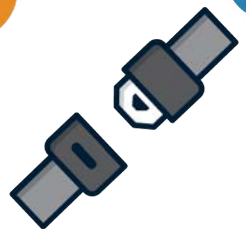
Chance of being in a fatal crash **doubles** every 5km/h increase in speed over the limit in a zone **60km/h**

2 1st

Distracted
(using a mobile phone whilst driving)

Distracted drivers cause over **100,000** deaths per year and injure over **5 million**

3 1st



Not wearing a Seatbelt

In rollover crashes, wearing a **seatbelt** is estimated to reduce fatal injuries by **74%**

4

Impaired Driving

Casualty crash risk **doubles** when driving with a blood alcohol concentration level of **0.05**

5

Fatigue Driving

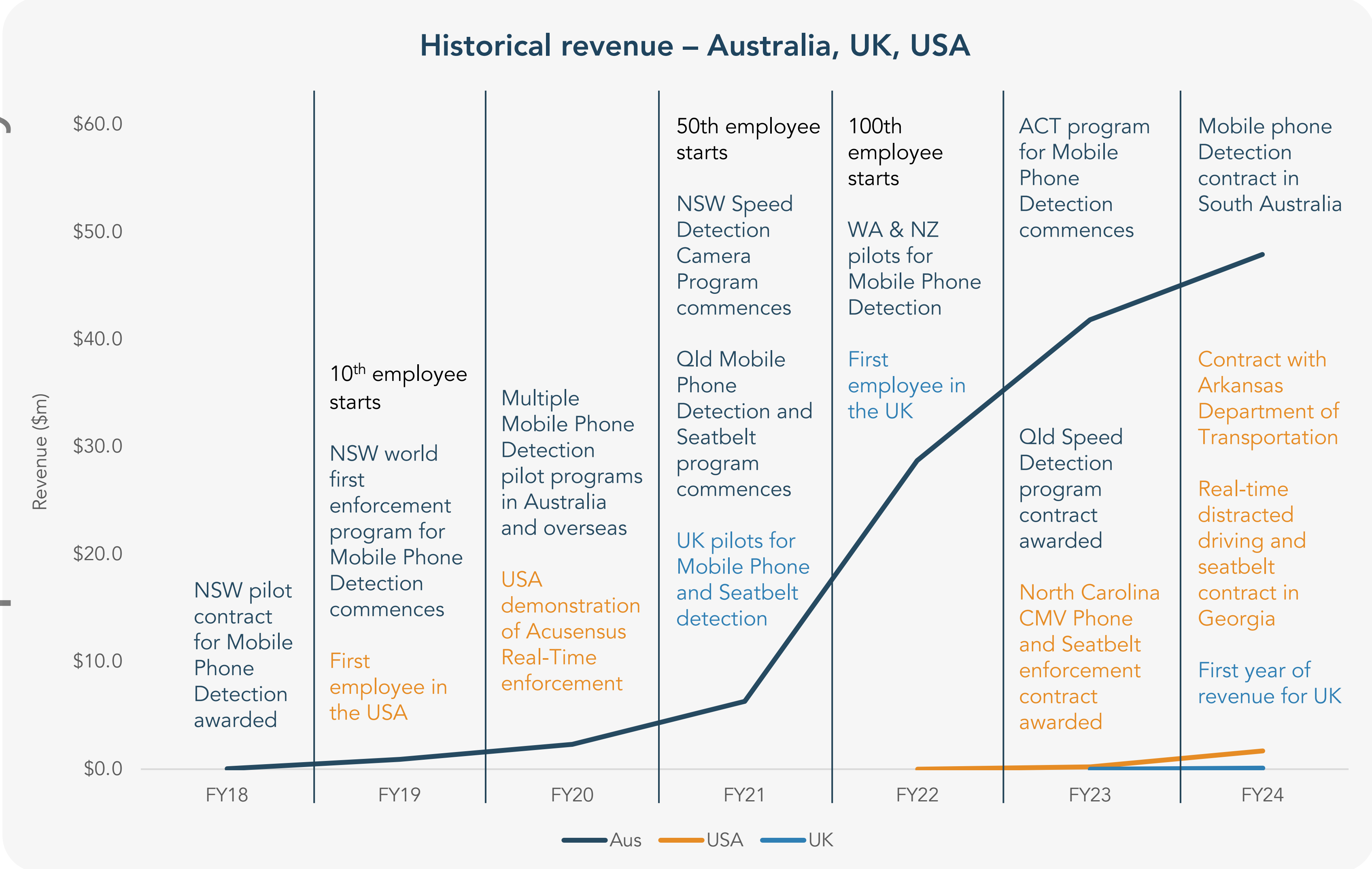
Drivers with just **4 hours** sleep are more likely to crash by a factor of **11.5**

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

ACUSENSUS, A BRIEF HISTORY



Market Progression:

- Acusensus sells regulated services to government. The market requires significant development effort and has long sales cycles.
- Early years are marked by low revenue, high engagement and pilot effort.
- Over time, contracts are awarded, and then those contracts are typically expanded.
- Acusensus engaged its first US employee in FY19 and identified the need for local solution customisation. External events such as COVID-19 delayed market progression.
- Acusensus is now seeing the USA market progressing along similar curve to early-days Australia.

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FY24 HIGHLIGHTS

FY24 FINANCIAL HIGHLIGHTS

Continued revenue momentum with improving profitability

Total Contract Value[1] of

$205m

10 multi-year contracts

Revenue of

$49.6m

Up 18% compared to PCP[2]

Gross Profit of

$22.6m

Up 22% compared to PCP[2]

EBITDA pre SBP[3] expense of

$5.9m

Up 7% compared to PCP[2]

Operating cash flow of

$3.6m

Cash conversion[4] of 84%

Strong Cash Position[5]

$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

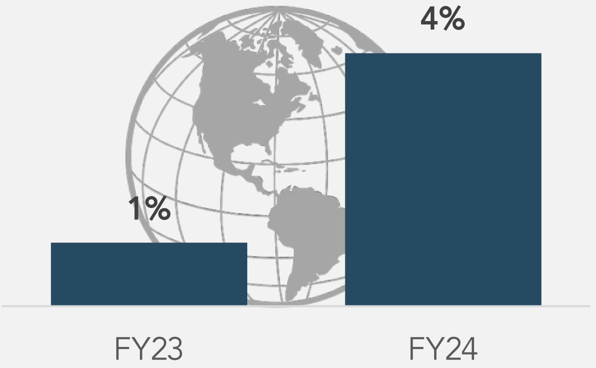
FY24 BUSINESS HIGHLIGHTS

Significant achievements made advancing the company's growth strategy

50% of Australian States & Territories using our Heads-Up solution

Transport for NSW
Queensland Government Department of Transport and Main Roads
ACT Government
South Australia Police Safer Communities

International revenue grew 297% to contribute 4% to total revenue



Over 120 active enforcing solutions deployed

Harmony (Speed)

Heads-Up (Distracted Driving)




Commencement of road worker safety PPE technology deployments with Fulton Hogan

Major ISO certifications achieved, improving quality and competitiveness

Certified System – Environment ISO 14001 – SAI Global
Certified System – Quality ISO 9001 – SAI Global
Certified System – OHS ISO 45001 – SAI Global
Certified System – Information Security ISO 27001 – SAI Global

Validated by major government and industry awards in the UK and Australia

Governor of Victoria Startup Awards – Scaleup of the Year
CIHT Awards 2024 – Winner – CIHT & WJ Group Road Safety Award
Prince Michael International Road Safety Awards – Recognising achievement and innovations which will improve road safety
Australian Young Entrepreneur Awards 2023 – Trailblazer – Technology

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MARKET HIGHLIGHTS

AUSTRALIAN ENFORCEMENT

The Company continued to see contract growth in its most mature market, with most existing customers increasing contract scope through the year. With the commencement of the program in South Australia, half of the states and territories are now using Acusensus technology to address distracted driving.

Western Australia

FY21
WA Smart Freeway Pilot detecting vehicles disobeying red "X" signs and variable speed limits.

South Australia

FY24
Mobile Phone Detection Program (fixed site) commences in April 2024.

Australian Capital Territory

FY23
Mobile Phone Detection Program (fixed site and transportable) commences in February 2023.

Queensland

FY21	FY23	FY24
Mobile Phone Detection and Seatbelt Program (fixed site and transportable) commences.	Transportable Speed Detection Program commences.	TMR entered into contract variations for additional speed transportable units and distracted driving transportable units.

New South Wales

FY19	FY21	FY24
World's first Mobile Phone Detection Camera (MPDC) Program (fixed site and transportable).	Mobile Speed Camera Program commences.	Transport for NSW entered into contract variation to add seatbelt enforcement from 1 July 2024.

LEGEND

- DISTRACTION
- SEATBELT
- POINT SPEED
- REDX

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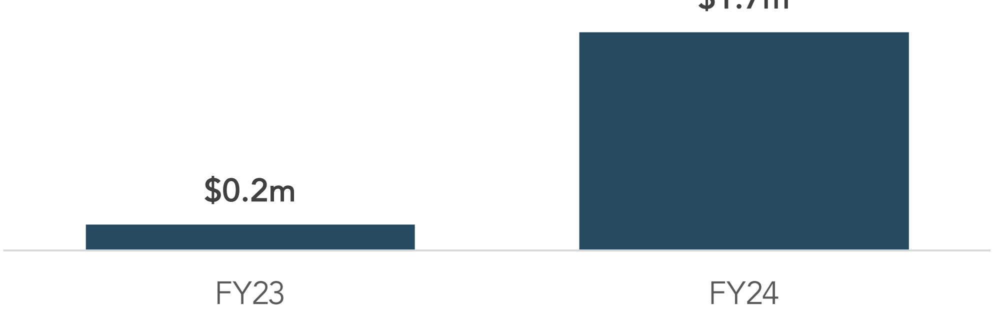
INTERNATIONAL ENFORCEMENT - UNITED STATES

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.

US Revenue (A$m)



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

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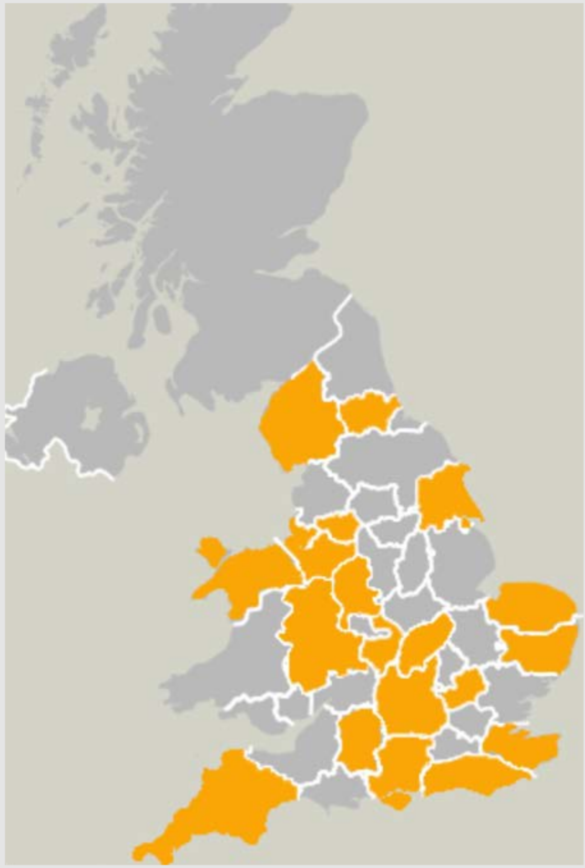
INTERNATIONAL ENFORCEMENT - UNITED KINGDOM

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 trialled 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



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INNOVATION

Digitising Road Worker Safety

Acusensus is applying its advanced ability to recognise and track danger to Work Health & Safety (WHS) risks. A combined hardware/software/AI approach provides on-site incident prevention and real-time data to protect workers and improve site efficiency.

Fulton Hogan

Through 2024 Acusensus has been piloting the solution on Fulton Hogan worksites

Fulton Hogan employs over 9,000 employees, with the majority working around roads every day. The pilot program is demonstrating the practical application and scalability of the solution in real-world conditions. The learnings from the pilot are helping to refine the solution for the wider commercial release expected to be in 2025.

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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

ACE generates $50m p.a. from the $7.6b traffic enforcement market[4]

The market for the work health safety product line includes:

- $45b Workplace Safety Sector[1]
- $104b Traffic Management Sector[2]
- $1.3t Road Construction Sector[3]

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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.

[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

GROWING INTELLECTUAL PROPERTY PORTFOLIO

Acusensus core technology is being leveraged in a number of ways to solve adjacent client problems

Impaired Driving

- Research and development to enhance policing and deterrence of people driving under the influence of drugs and alcohol.
- Expectation to utilise Heads-Up real time style technology, with first real world trials expected in FY25

Behaviour Awareness Monitoring (BAM)

- Pilot program in conjunction with Queensland Department of Transport and Main Roads.
- Low-power, pole-mountable system that detects dangerous driving behaviours, sending messages for display on a Variable Message Sign.

Tailgating

- Detecting the gap between vehicles and providing innovative prosecutable evidence of that behaviour for the detection, enforcement and prevention of vehicles tailgating.

Railway Crossing

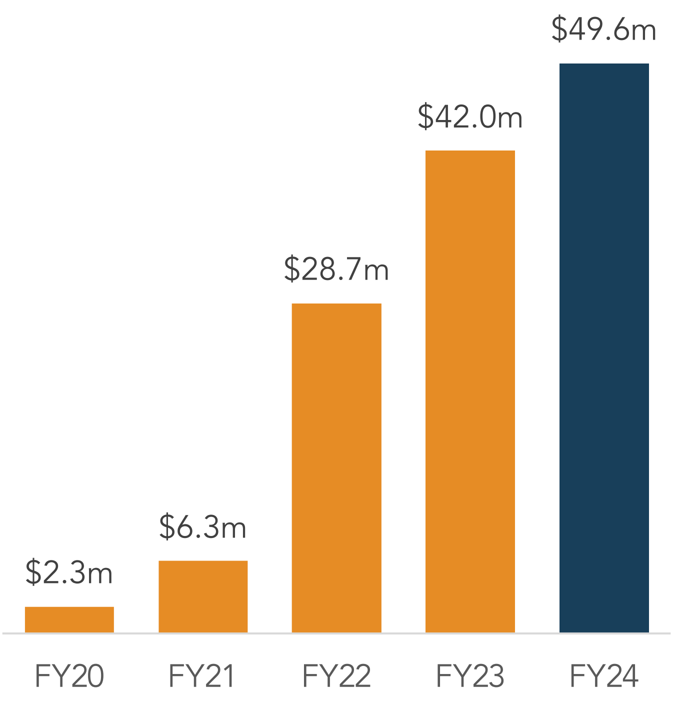
- Monitoring railway crossings to detect the compliance of vehicles obeying stop signs and crossing signals, to provide data and insights into road-rail conflicts.

FINANCIAL PERFORMANCE

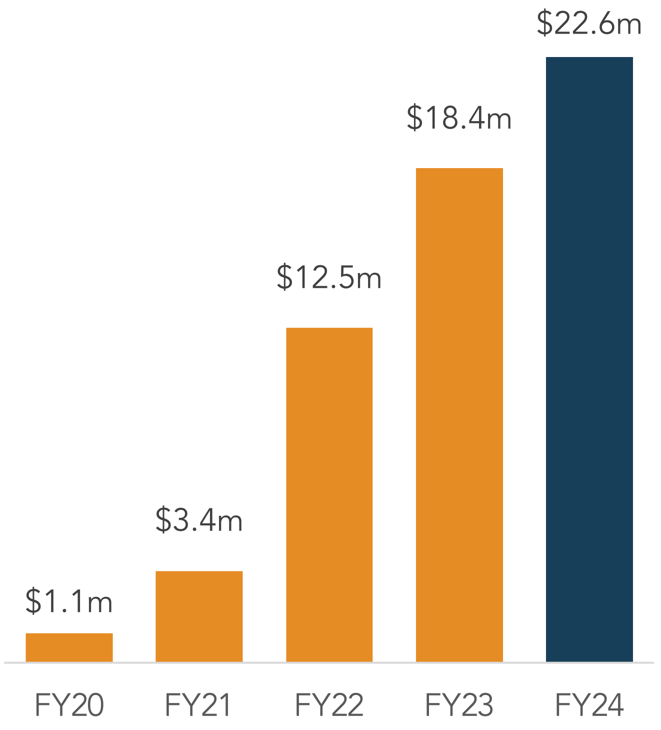
DEMONSTRATING CONTINUED GROWTH

Consistent revenue growth since inception, demonstrating the demand for our innovative products and services

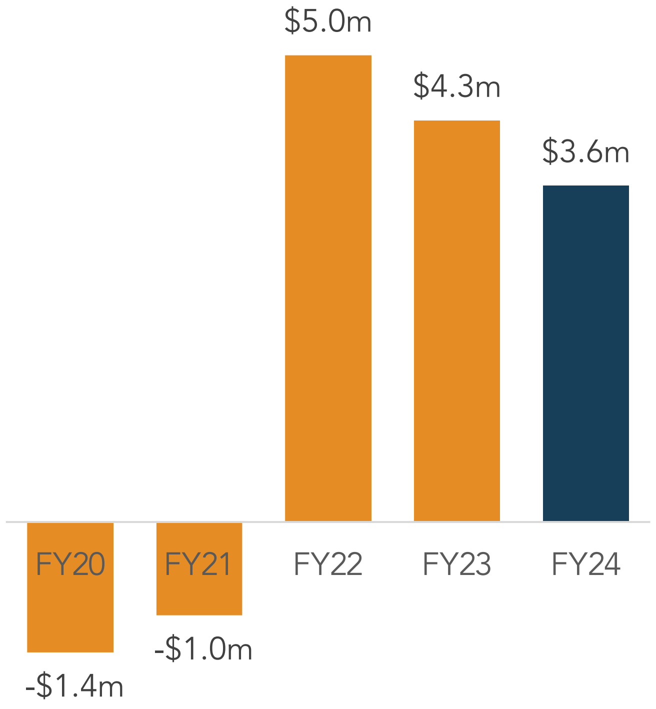
Revenue



Gross profit



Operating cash flow



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PROFIT & LOSS

Strong continued top-line and gross profit growth driven by new and existing customers, with additional investment in operating expenses to support business growth and scale

Profit & Loss ($m)[1]			Variance	
($m)	FY23	FY24	$	%
Revenue	**42.0**	**49.6**	**7.6**	**18%**
Cost of services	(23.6)	(27.0)	(3.5)	15%
Gross profit	**18.4**	**22.6**	**4.1**	**22%**
Other income	0.3	0.6	0.3	102%
Operating expenses	(12.6)	(17.3)	(4.7)	38%
IPO costs	(0.7)	0.0	0.7	n/m
EBITDA (pre SBP[2] expense)	**5.5**	**5.9**	**0.4**	**7%**
Share based payments expense	(0.4)	(1.4)	(1.0)	250%
EBITDA	**5.1**	**4.5**	**(0.6)**	**(12%)**
D&A	(4.7)	(6.3)	(1.6)	35%
EBIT	**0.4**	**(1.8)**	**(2.2)**	**n/m**
Net interest income/(expense)	0.2	0.8	0.7	363%
Tax expense	(0.5)	(0.5)	0.0	(0%)
Net profit/(loss) after tax	**0.1**	**(1.5)**	**(1.6)**	**n/m**
Gross margin	*43.9%*	*45.5%*	*160bps*	
EBITDA (pre SBP expense) margin	*13.1%*	*11.9%*	*(120bps)*	
EBITDA margin	*12.1%*	*9.0%*	*(310bps)*	

[1]Financials are calculated based on thousand dollar amounts which align with the financial statements in the full-year accounts
[2]SBP refers to share based payments

- Revenue increased 18% due to new contracts (ACT and SA distracted driving, Queensland speed), variations to existing contracts and international growth
- Gross margins expanded from 43.9% to 45.5% as a result of changes in customer and product mix
- Operating expenses increased 38%, driven by investment in headcount and processes, expansion into the UK and US and listed company costs
- Higher share-based payments expense due to increased headcount and change in equity instrument used for long-term incentives
- Higher depreciation and amortisation (D&A) driven by increased investment in fixed assets and intangibles to support future growth

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CASH FLOW

Positive cash flow from operating activities is being used to invest in fixed assets and intangibles, with the aim to position the business well for future growth

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Cash Flow ($m)[1]	FY23	FY24
EBITDA	5.1	4.5
Change in working capital	(1.6)	(3.6)
Other non-cash items	0.8	1.9
Net interest received / (paid)	0.0	0.8
Cash flow from operating activities	**4.3**	**3.6**
Payments for property, plant and equipment	(4.0)	(5.6)
Payments for intangibles	(1.4)	(1.9)
Cash flow from investing activities	**(5.4)**	**(7.5)**
Repayment of lease liabilities	(1.3)	(1.6)
Cash flow from financing activities	**(1.3)**	**(1.6)**
Increase/(decrease) in cash pre issue of shares and term deposit investment over 3 months	**(2.4)**	**(5.5)**
Proceeds from issue of shares	18.6	0.1
Term deposit investments[2]	(12.0)	0.0
Increase/(decrease) in cash	**4.2**	**(5.4)**

- Delivered positive cash flow from operating activities of $3.6m. Operating cash flow slightly lower than the prior year driven by larger adverse working capital movement where a customer paid upfront for services in FY23 delivered in FY24
- Property, plant and equipment takes into account investment in additional transportable and fixed site camera equipment to support new contracts and contract expansion
- Increased intangibles expenditure is the result of continued investment in product development

1. Financials are calculated based on thousand dollar amounts which align with the financial statements in the full-year accounts
2. Term deposits over 3 months maturity is not considered cash and cash equivalents under IFRS but rather as current assets

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BALANCE SHEET

Robust balance sheet with adequate cash on hand to fund future growth

Balance Sheet ($m)[1]	30-Jun-23	30-Jun-24
Trade and other receivables	8.6	11.3
Inventories	1.4	1.3
Contract assets	0.8	1.1
Trade and other payables	(5.8)	(6.0)
Contract liabilities	(3.1)	(1.8)
Provisions	(1.2)	(1.5)
Working capital	**0.7**	**4.3**
Property, plant and equipment	9.2	10.6
Intangibles	1.5	2.5
Other assets	2.2	2.6
Tax payable	0.0	(1.2)
Other liabilities	(2.4)	(2.2)
Cash (including term deposits)	**24.8**	**19.3**
Net assets	**35.9**	**35.9**

1. Financials are calculated based on thousand dollar amounts which align with the financial statements in the full-year accounts

- Well capitalised with cash balance of $19.3 million (including $12.0 million term deposit). This amount is sufficient to fund the business and its future growth plans
- Working capital increased due to higher trade and other receivables as a result of increased revenue and a delay in customer payment, which has since been paid. Contract liabilities reduced due to delivery of certain services that were paid upfront
- Property, plant and equipment investment offset by depreciation and impairment
- Increase in intangibles is the result of continued R&D investment

OUTLOOK

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 half 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 $19.3m with no external debt • Positive cash flow from operations • Evolution of management team skills with new CFO and COO

FY25 OUTLOOK

Continued top line growth in revenue and gross profit expected.
Increased investment in growth initiatives to enhance the prospects for strong growth in the years to come.

Revenue

- Australian business revenue growth from full year contributions of new solutions delivered in FY24.
- Australian business revenue growth from anticipated FY25 contract expansions.
- High revenue growth of 100%+ expected in the USA & UK.
- Commencement of road worker safety solution operational revenues.

Expenditure

- Stable expenditure in the operational parts of the business expected after the completion of scaling in FY24.
- Increased investment in sales and business development activities, particularly offshore.
- Increased investment in product development activities, enhancing platforms, technologies and developing new solutions.
- Continued expenditure in maintaining tender response activities.

Outlook

- FY25 to see continued top line revenue & gross profit growth.
- Increased pace of new trailer & enforcement hardware builds to meet anticipated new demand.
- Significant cash on hand retained to support FY25 requirements.
- Additional investments in long-term growth initiatives may result in reduced EBITDA.
- Enhancing the chance of sustained growth in the years to come.

Q&A

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