

ASX RELEASE

SenSen Networks Limited
Full Year 2025 Results



29 August 2025

Full Year Profit and Positive Operating Cash Flow

Melbourne, Australia – Live Awareness AI solutions provider SenSen Networks Limited (ASX:SNS) (“SenSen” or “the Company”) today released its full year results for the financial year ended 30 June 2025

Highlights

- **Focused on the Smart Cities market.**
- **New AI technology rollout** for rapidly deployable, scalable kerb enforcement
- **Strong financial performance** and turnaround
- **26.5% Revenue growth** year on year to \$15.4m through a combination of new customer wins and expanding existing customers
- **North American expansion** strategy delivering results with 159% revenue growth
- **Improved gross margin to 79.1%** with gross profit up 38.3% to \$12.1m through scale and supply chain cost efficiencies.
- **Reduced operating expenses 8.4%** due to prudent cost management and leveraging the Company’s lower cost location.
- **Positive EBITDA of \$1.7m** up \$3.3m on prior year, and EBITDA excluding share-based payments was \$3.1m, up \$3.3m.
- **Operating cash inflow of \$1.7m** up \$3.0m on last year’s outflow of \$1.3m.
- Net cash position of \$0.7m, up \$1.4m from a net debt position of \$0.7m.

Key financial metrics

Income Statement				
\$000	FY25	FY24	Movement \$	Movement %
Total revenue	15,359	12,144	3,215	26.5%
Cost of revenue	(3,216)	(3,367)	151	4.5%
Gross profit	12,143	8,777	3,366	38.3%
<i>Gross profit %</i>	<i>79.1%</i>	<i>72.3%</i>		
Other revenue	2,065	2,613	(548)	(21.0%)
Operating expenses	(13,693)	(14,951)	1,258	8.4%
Net profit before tax	515	(3,561)	4,076	114.5%
EBITDA excluding SBP	3,056	(260)	3,316	1,277.0%
Cash flow from operations	1,695	(1,273)	2,968	233.2%

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Management Commentary

SenSen focused on Smart Cities in FY2025, a market in which the company has proven product-market fit and differentiation, and a growing customer base. This has delivered strong financial performance and a turnaround from the prior year.

Revenue growth of 26.5% was fuelled by significant customer wins, including Agence de mobilité durable de Montréal, the City of Calgary and the Toronto Parking Authority.

The company also expanded key customer accounts such as Brisbane City Council and the National Heavy Vehicle Regulator in Australia. The successful completion of a large-scale rollout of our rapidly deployable, scalable AI kerb enforcement solution for Brisbane City Council—delivered within just one quarter of receiving the order—demonstrates the accelerated sales momentum and swift delivery capability of this breakthrough product.

The company added 12 smart city customers in the FY25 to its rapidly growing, global customer base.

Gross margin was improved through operational scale and supplier efficiencies, while maintaining leading-edge product capabilities and a reliable supply chain.

The company is entering FY26 with strong momentum, solid recurring revenue, products solving real market needs, and a business built to scale. SenSen's upgraded cloud AI platform, SenDISA, now integrates GenAI tools including LLMs, vision-language models, and AI agents, accelerating sales cycles and expanding our Smart Cities offering with advanced capabilities to help them monitor and enforce curb regulations at scale.

Strong net cash position

Significant progress has been made in reducing debt levels, with a net cash position of \$0.7m at year end, an improvement of 197% over FY24 (net debt position \$0.7m).

Net Debt \$000	FY25	FY24	Movement \$	Movement %
Cash	2,833	1,657		
Borrowings	(2,153)	(2,358)		
Net Cash / (Debt)	680	(701)	1,381	197.0%

Debt facility summary \$000	Facility	FY24	Drawn FY25	29-Aug-25
CBA overdraft	225	86	-	-
Rocking Horse	1,300	1,300	925	925
TP24	1,200	136	468	-
Director loans	500	386	310	-
CBA Better Business Loan	450	450	450	-
Total	3,675	2,358	2,153	925

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Since the end of FY25, the company has further reduced debt to a single facility with Rocking Horse, the only borrowing currently outstanding. Our focus continues to be on maintaining positive operating cash flow and responsible debt management.

“SenSen’s CEO Subhash Challa said, “*These results reaffirm the strength of our market-leading products, our groundbreaking innovations and the momentum from scaling operations. With disciplined cost and cash management, we are strategically investing to accelerate growth in FY2026 and beyond.*”

SenSen will undertake an investor roadshow early in Q2 FY2026.

This release is approved by the Board of SenSen.

For further information, please contact:

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About SenSen Networks Limited

An innovator in smart urban management solutions, SenSen leads the way in AI technology with the pioneering Live Awareness AI Platform. This revolutionary system analyses data from cameras and sensors in real-world spaces, seamlessly integrating it with contextually significant digital enterprise data for a safer and more efficient global landscape.

SenSen's solutions are alleviating traffic congestion, enhancing road and personal safety, and elevating urban life in prominent cities like Chicago, Las Vegas, Vancouver, Calgary, Toronto, Montreal, Singapore, Adelaide, and Brisbane. Additionally, the Company's AI-driven technology is generating substantial annual savings for major fuel retail brands, including AMPOL, Chevron and Liberty.

For more information on SenSen's innovative live awareness AI solutions, please visit www.sensen.ai.

Disclaimer – forward-looking statements

This release may contain forward-looking statements. These statements are based upon management’s current expectations, estimates, projections and beliefs regarding future events in respect to SenSen's business and the industry in which it operates. These forward-looking statements are provided as a general guide and should not be relied upon as an indication or guarantee of future performance. The basis for these statements are subjected to risk and uncertainties that might be out of control of SenSen Networks Limited and may cause actual results to differ from the release. SenSen Networks Limited takes no responsibility to make changes to these statements to reflect change of events or circumstances after the release.