



acusensus  
intelligent eyes



2024  
ANNUAL GENERAL MEETING

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

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# AGENDA

## for 2024 Annual General Meeting of Acusensus Limited

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### AGENDA

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Chair's Welcome

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Chair's Address to Shareholders

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Managing Director's Address to Shareholders

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Business of the Meeting

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# BOARD AND COMPANY SECRETARY



**Ravin Mirchandani**  
Chairman



**Alexander Jannink**  
Managing Director



**Sue Klose**  
Non-executive Director



**Mike Giuffrida**  
Non-executive Director



**Olivia Byron**  
General Counsel and Company  
Secretary

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# CHAIR'S WELCOME

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# CHAIR'S ADDRESS TO SHAREHOLDERS

# 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

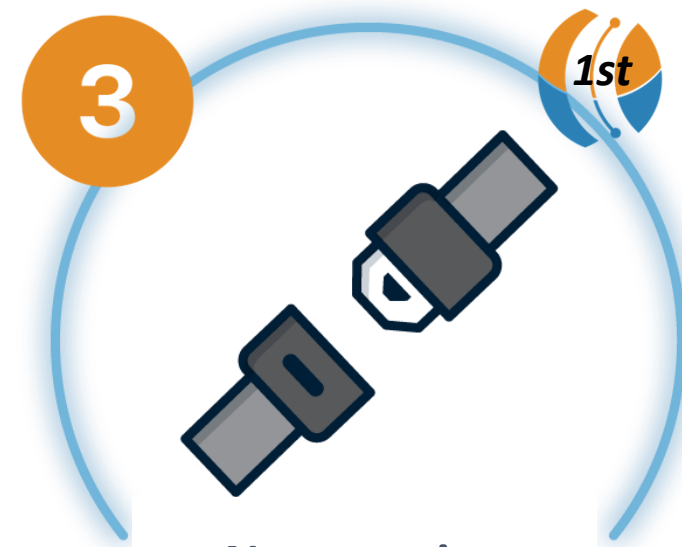
(using a mobile phone whilst driving)

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 Value<sup>1</sup> of

**\$205m**

Up 33% compared to PCP<sup>2</sup>



Revenue of

**\$49.6m**

Up 18% compared to PCP<sup>2</sup>



Gross Profit of

**\$22.6m**

Up 22% compared to PCP<sup>2</sup>



EBITDA pre SBP<sup>3</sup> expense of

**\$5.9m**

Up 7% compared to PCP<sup>2</sup>



Operating cash flow of

**\$3.6m**

Cash conversion<sup>4</sup> of 84%



Strong Cash Position<sup>5</sup>

**\$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

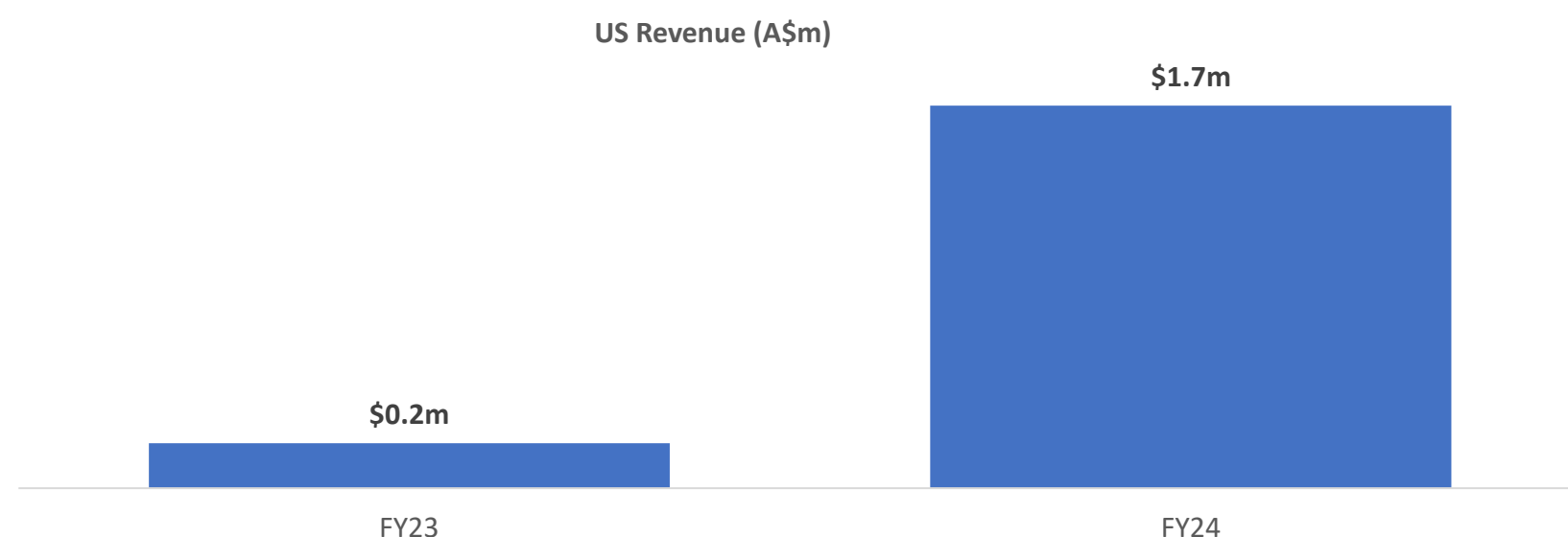
Announced in October 2024, Western Australia has entered into a contract for multifunction (phone, seatbelt, speed, average speed, unregistered vehicle) enforcement, which marks the majority of Australian states and territories using Acusensus technology to enforce distracted driving as well as other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



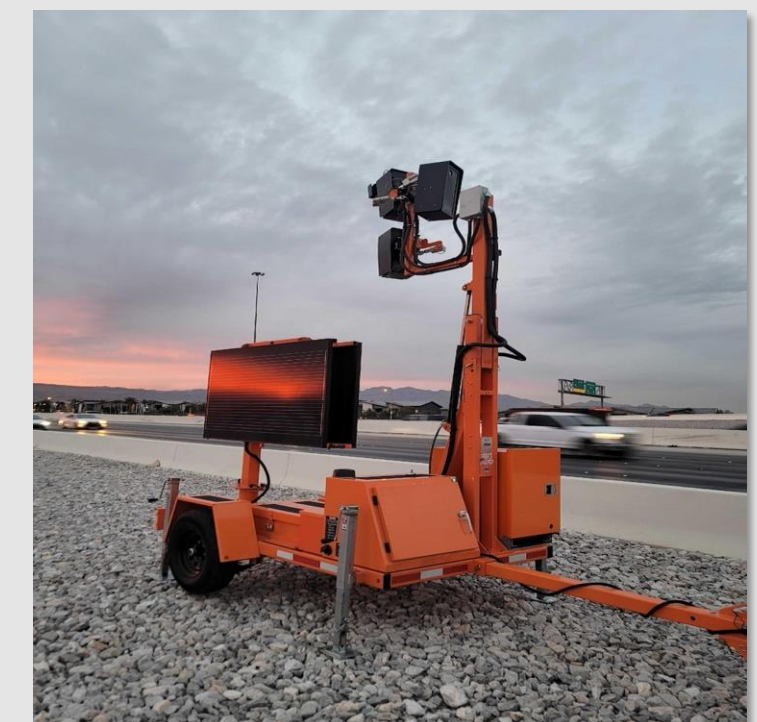
## Case Study: Arkansas Real Time Speed Program

- 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

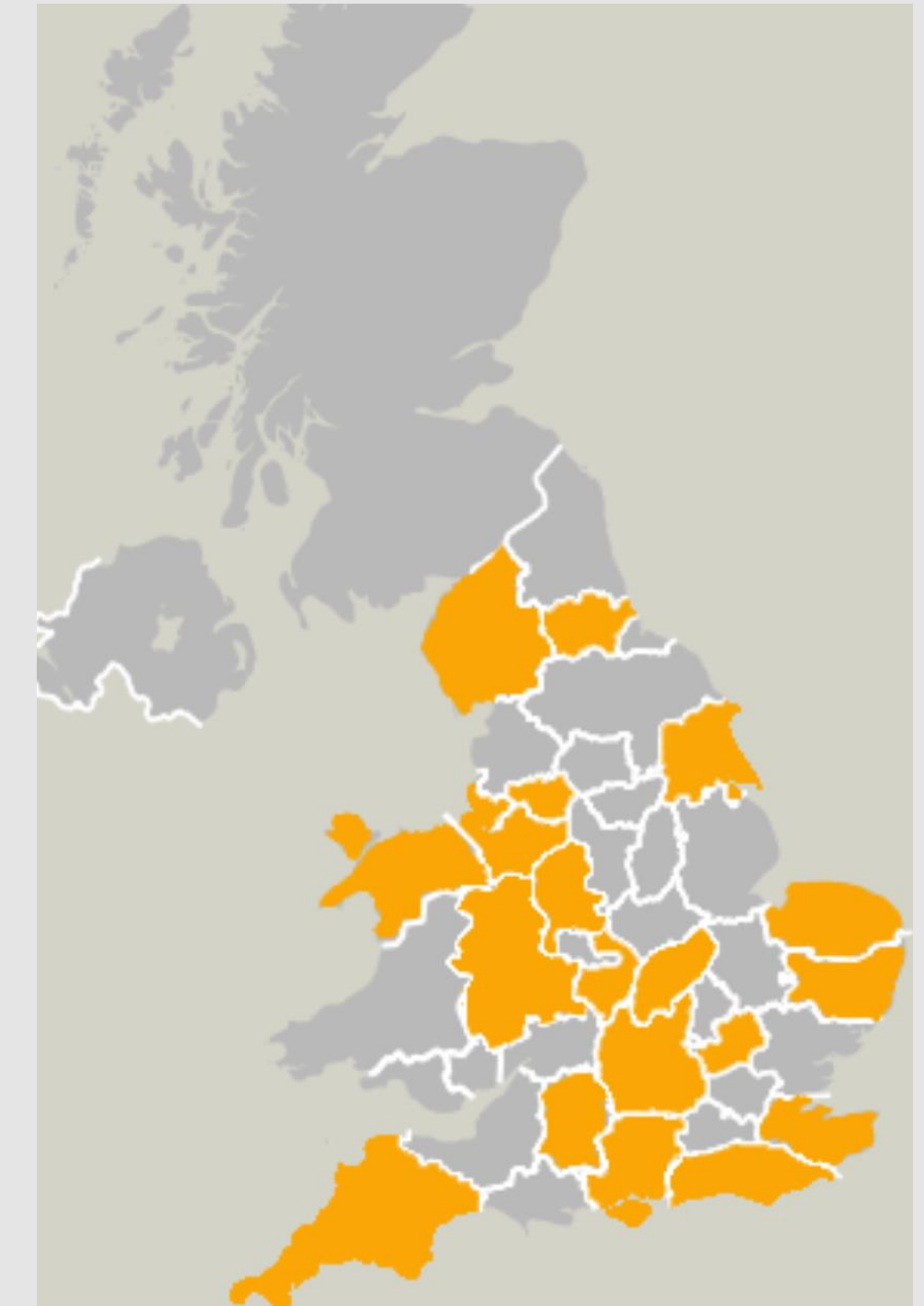
*Realising longer term operational engagements for distracted driving and seatbelt enforcement*

- 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 market<sup>4</sup>

The market for the work health safety product line includes:

- \$45b Workplace Safety Sector<sup>1</sup>
- \$104b Traffic Management Sector<sup>2</sup>
- \$1.3t Road Construction Sector<sup>3</sup>



<sup>1</sup> MarketsandMarkets (<https://www.marketsandmarkets.com/PressReleases/workplace-safety.asp>)

<sup>2</sup> MarketsandMarkets (<https://www.marketsandmarkets.com/Market-Reports/traffic-management-market-1036.html>)

<sup>3</sup> Woetzel, J., Garemo, N., Mischke, J., Hjerpe, M., & Palter, R. (2016). Bridging Global Infrastructure Gaps. McKinsey Global Institute

<sup>4</sup> 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)<sup>1</sup>

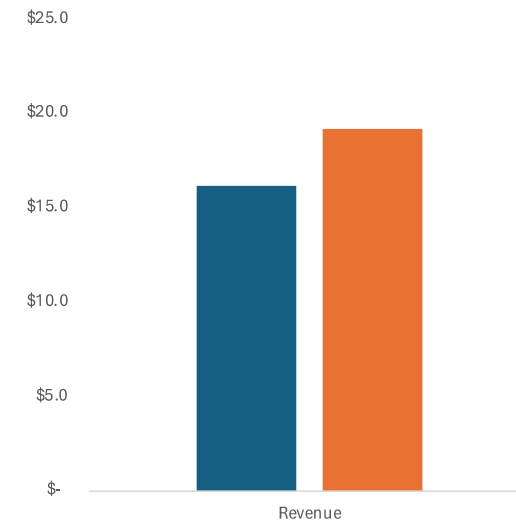
Strong progress through FY25



Revenue of

**\$19.2m**

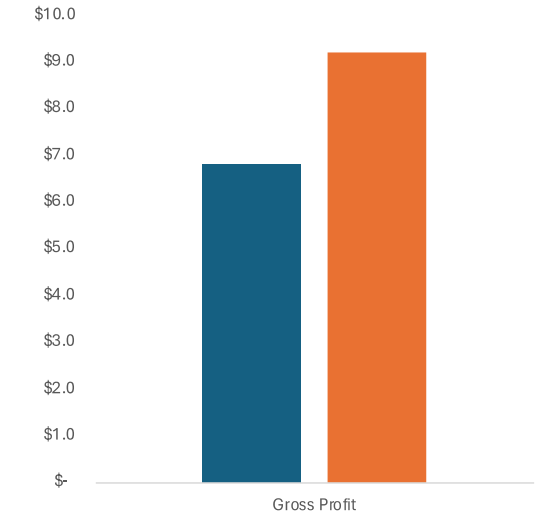
Up **19%** compared to PCP<sup>2</sup>



Gross Profit of

**\$9.2m**

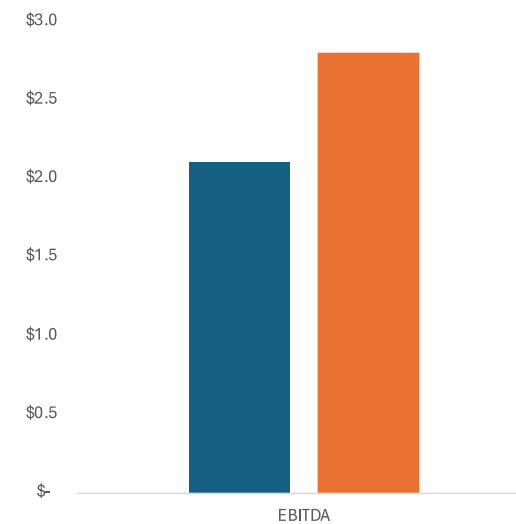
Up **35%** compared to PCP<sup>2</sup>



EBITDA pre SBP<sup>3</sup> of

**\$2.8m**

Up **35%** compared to PCP<sup>2</sup>



Strong operating cash flow  
leading to a cash balance of

**\$18.7m**

as at 30 Oct 24<sup>4</sup>

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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