

# ASX RELEASE

19 November 2025

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## 2025 AGM Presentation of the Managing Director and Upgrade to FY26 Revenue Guidance

In accordance with ASX Listing Rule 3.13.3, Acusensus Limited (ASX:ACE) (**Acusensus**) attaches the presentation of Managing Director, Alexander Jannink, which will be delivered at the Acusensus 2025 Annual General Meeting today.

Following a strong start to FY26, Acusensus is upgrading FY26 revenue guidance to \$83m - \$87m (previous range of \$79m - \$84m), a growth of 40% - 46% over FY25. This upgrade is the result of successful execution of New Zealand speed enforcement contract mobilisation, new contract wins such as the Connecticut Automated Work Zone Speed Control US\$22.6m (~\$34m) five year contract and contract expansions, such as the Western Australia multi-function trailer enforcement contract and the QLD transportable speed contract.

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This announcement is authorised by the Board of Acusensus Limited.

## About Acusensus

Acusensus is a technology company that was founded in 2018 with a mission to design and develop artificial intelligence enabled road safety solutions. Collaborating with governments and commercial stakeholders to tackle distracted driving globally is Acusensus' first priority. Acusensus has pioneered intelligent solutions that provide anywhere, anytime digital evidence that can be used in conjunction with law enforcement to drive behavioural change and improve road safety. Acusensus technology is used to detect and provide prosecutable evidence of distracted driving (mobile phone use), seatbelt compliance, speeding, railway crossing compliance and the monitoring of vehicles of interest.

Leveraging AI and sensing expertise, Acusensus also provides technology that protects workers in live traffic environments. The Forsite by Acusensus road worker safety system integrates roadside sensors, connected wearables and real time analytics to give crews early warning of approaching vehicle risks, delivering the vital seconds needed to avoid harm while generating data that helps make worksites safer over time.

Acusensus listed on the Australian Securities Exchange in January 2023. Acusensus is headquartered in Melbourne, Australia, with offices also in Sydney, Brisbane, Perth, Auckland (New Zealand), Wellington (New Zealand), Christchurch (New Zealand), London (United Kingdom) and Las Vegas (United States).

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# 2025 AGM Managing Director's Presentation

19 November 2025



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## Financial data

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

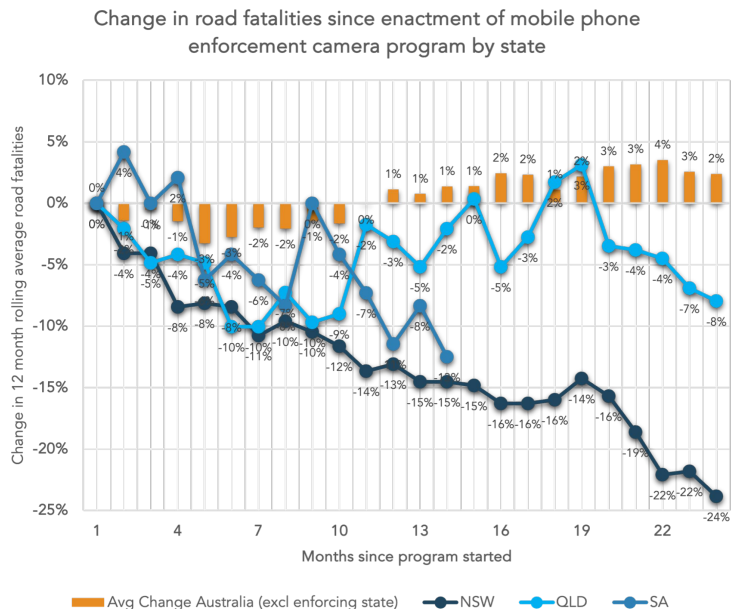
## Non-IFRS financial information

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'. Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. The principal non-IFRS financial measure that is 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. Non-IFRS financial measures have not been subject to audit or review.



# Changing Behaviours, Saving Lives

Acusensus innovates technology to supply enforcement services to change driver behaviours to reduce road trauma



Acusensus is a road safety pioneer, we:

- introduced world first enforcement camera solutions to counter multiple of the fatal five driver behaviours which together cause the majority of road casualties;
- supply enforcement camera services predominantly to government clients in Australia, NZ, the USA and the UK using proprietary and pioneering technology;
- deliver programs that have repeatedly correlated with road casualty reduction and significant driver behaviour change;
- expand our global impact through geographic growth and through investments in research & development, working toward a goal of providing solutions that can address all of the Fatal Five dangerous driver behaviours.



DISTRACTED



SEATBELTS



SPEEDING



IMPAIRED



FATIGUE



# FY25 Highlights

Significant progress achieved in advancing the organisation's mission and setting up the business for future growth



## Contracts Won

Significant increase in Total Contract Value with several new material contracts awarded.



## Contracts Expanded

Growth supplemented by expansion and extension of existing major contracts.



## International Business Doubled

International growth in key target markets (USA, UK, NZ) gaining momentum



## New Products Deployed

Product innovation and enhancement opening new opportunities for future growth

# FY25 Highlights - Contracts Won

Significant increase in Total Contract Value with several new material contracts awarded

- Western Australia multi-function trailer-based enforcement contract with estimated value prior to any variable elements of \$9.4 million (excl. GST) over the initial three-year term.
- Nationwide New Zealand mobile speed camera enforcement program with an estimated contract value of up to NZ\$92 million (excl. GST) over the initial five-year term (contract commenced in December 2024).
- Award of a new five-year framework contract by Transport for NSW for the mobile phone and seatbelt detection following expiry of the previous contract, with the annual value of project orders entered into under the framework contract of \$8.94m (exc. GST).<sup>1</sup>





# FY25 Highlights - Contracts Expanded

Growth supplemented by expansion and extension of existing major contracts

- NSW mobile speed camera contract was extended for an additional year of services until 30 June 2026
- Queensland mobile phone and seatbelt contract was expanded to double the reach of transportable units across the state at an estimated incremental value of \$27.4m (excl. GST)



# FY25 Highlights - International Business Doubled

International growth in key target markets gaining momentum

- \$4.2m of international revenues, contributing 7% to group revenues, up 104% vs FY24
- Six long-term contracts for real time enforcement in the USA (state-level and community-level) and first long-term contract for distracted driving and seatbelt enforcement in the UK
- New Zealand market established with the award of New Zealand speed camera contract. Deployments started in May 2025, expecting to get to full capacity by end of 1H FY26





# FY25 Highlights - New Product Deployed

Significant progress achieved in advancing the organisation's mission to set up the business for future growth

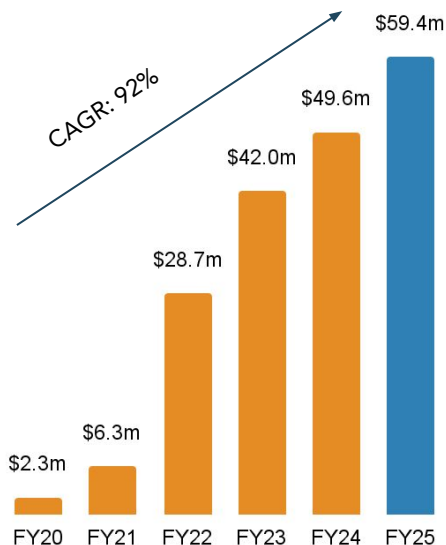
- Long-term contract signed for the rollout of worker safety technology at selected Fulton Hogan sites. Additional pilots commenced with RACV for roadside assistance safety and Retro Traffic for traffic management safety.
- Pilot of railway level crossing safety cameras at multiple locations throughout Queensland and Victoria.
- First real-world deployment of impaired driving enforcement prototype with Devon & Cornwall Police.



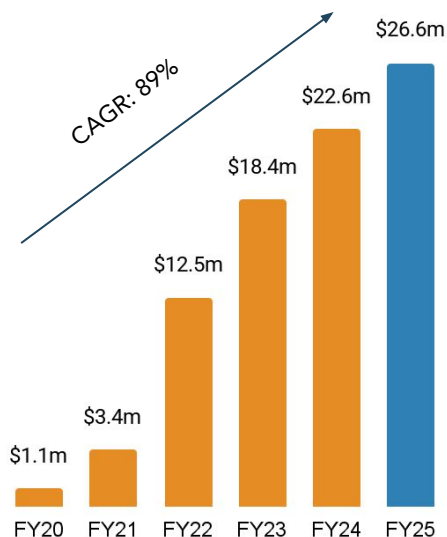
# FY25 Financial Overview

Track record of delivering consistent top-line growth

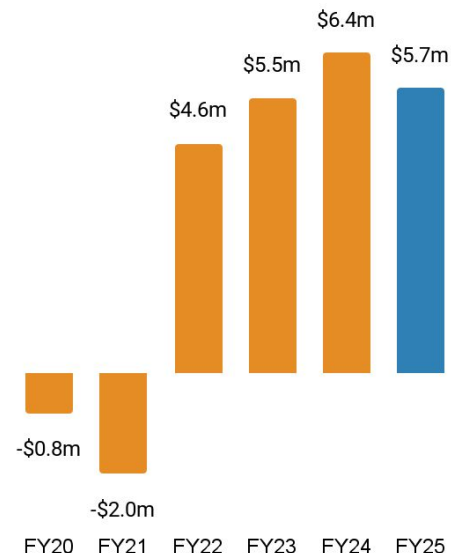
## Revenue



## Gross Profit



## Adjusted EBITDA<sup>1</sup>



# FY26 YTD Business Unit Progress

Strong top line growth anticipated across all business units, with a record high contracted revenue remaining of ~\$220m<sup>1</sup>

<p>Australia</p> <p><i>FY25 \$55m Revenue</i></p> <p><i>FY25 \$19.5m Adj EBITDA</i></p>	<p>International</p> <p><i>FY25 \$4.2m Revenue</i></p> <p><i>FY25 \$(1.3)m Adj EBITDA</i></p>	<p>Forsite Road Worker Safety</p> <p><i>FY25 \$0.1m Revenue</i></p> <p><i>FY25 \$(0.9)m Adj EBITDA</i></p>
<ul style="list-style-type: none"> <li>• New five-plus year agreement with WA Road Safety Commission signed in September 2025 to supply multifunction fixed site enforcement camera programs valued at approximately \$8.7m. This converts the existing program into a long term program with additional sites to be added under this contract</li> <li>• WA Road Safety Commission has also added two new trailers from November 2025 to the multi-function enforcement contract announced in October 2024</li> <li>• Activation of seatbelt enforcement in the ACT mobile phone contract on 3 November 2025</li> <li>• Additional trailers delivered to Queensland for speed enforcement and mobile phone and seatbelt enforcement contract expansions (relating to the incremental ~\$16.6m contract expansion announced in October 2025 and the incremental ~\$27.4m contract expansion announced in December 2024)</li> </ul>	<ul style="list-style-type: none"> <li>• Appointment of industry veteran Kevin Tenbrunsel in the new General Manager role leading USA sales activities</li> <li>• New Automated Work Zone Speed Control program signed in October 2025 with the Connecticut Department of Transportation (CTDOT). Valued at approximately US\$22.6m (~\$34m) over five years. Currently being mobilised with three trailers on-site and expected to get to full operations during 2H FY26</li> <li>• New pilot program commenced for real-time work zone speed enforcement trailers in Kentucky with five trailers</li> <li>• New Zealand mobilisation on track, all motor vehicles in operation and a third of trailer assets deployed</li> <li>• Accepted onto the Crown Commercial Service (CCS) RM6347 Transport Technology framework in the UK, making Acusensus UK Limited an approved supplier to contract directly with government</li> </ul>	<ul style="list-style-type: none"> <li>• Launched to market in October 2025, the Forsite Connected Safety Solution is in operation in five Australian states, spanning construction, traffic management and roadside assistance operations</li> <li>• Fulton Hogan anchors a national program, connecting workers across all major regions and validating system reliability through long-term data capture and potential scale</li> <li>• RACV expands Forsite into fleet and roadside assistance, demonstrating platform scalability beyond fixed worksites</li> <li>• Retro Traffic and LGC Traffic advance wearable adoption and training optimisation as foundational partners in traffic management.</li> <li>• Each deployment contributes to a growing national predictive safety dataset, enhancing detection accuracy, alert reliability and operational insight</li> </ul>

# Australasian Market Position

Acusensus has significant contracts spanning a range of enforcement types across a majority of Australian jurisdictions



# US Market Progression

Contract announcement in Connecticut continues to promote Acusensus' presence in the United States





# Forsite Predictive Safety by Acusensus

Forsite commercially launched in October 2025, with an increasing number of units being deployed in field through Australia



Forsite: Foresight for the Worksite

Predictive intelligence connecting people, vehicles and data to prevent harm before it happens

Forsite transforms Acusensus' proven AI and sensing technology from enforcing driver behaviour to protecting the people who work beside traffic. This expansion positions Acusensus at the forefront of connected, predictive safety, a new category bridging infrastructure, utilities and fleet operations.

## Strategic Highlights:

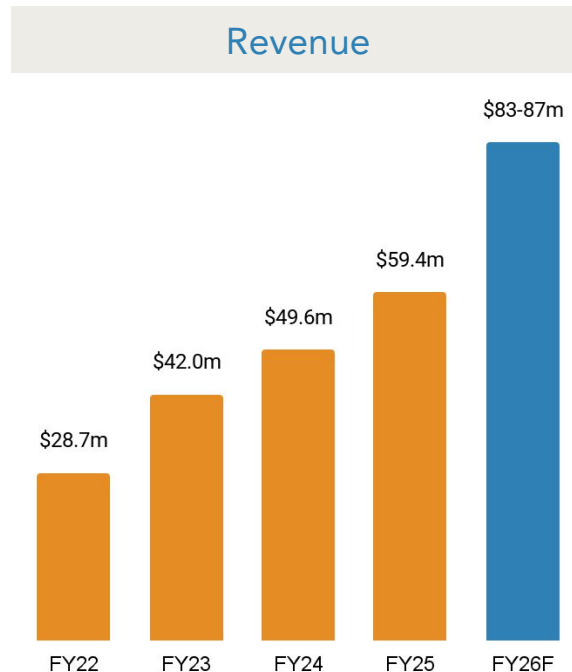
- Extension of Acusensus' AI, connectivity and analytics into worker protection application.
- Early commercial validation through Tier-1 construction, traffic management and service partners under multi-year foundation programs.
- Hardware-as-a-Service and subscription platform generating recurring revenue and scalable data intelligence.



# FY26 Outlook - Revenue Upgrade

FY26 revenue outlook has been upgraded and is forecasted to increase to \$83m - \$87m, 40% - 46% growth over FY25

- Upgrade of FY26 revenue expectations to \$83m - \$87m (previous range of \$79m - \$84m), a growth of 40% - 46% over FY25.
- Upgrade is the result of new contract wins, contract expansions and the on-time mobilisation of existing major contracts.
- In addition to growth in Australian revenue, FY26 will see a step change in international revenues as the New Zealand mobile speed contract is fully mobilised by the end of the calendar year, the Connecticut automated speed contract ramps up and additional US states utilise real-time enforcement.
- Acusensus will continue to invest in the Forsite road worker safety solution business unit, and will continue to expand sales efforts in traffic safety solutions, particularly in the USA.
- Acusensus will continue development and improvement of core enforcement technology and development of new solutions to address the fatal five driver behaviours.
- The Company strategy is focused on maximising long term growth and long term value and will continue to invest to achieve its vision.



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