



acusensus
intelligent eyes



2023

ANNUAL GENERAL MEETING

DISCLAIMER

This presentation has been prepared by and is being issued by Acusensus Limited (ASX:ACE) (**Company** or **Acusensus**) for information purposes only. Each recipient of this presentation is deemed to have agreed to accept the qualifications, limitations and disclaimers set out below.

The information in this presentation is an overview and does not contain all information necessary for investment decisions. The information in this presentation should be read together with other announcements and information about the Company released on its ASX announcement platform and on its website at www.acusensus.com. The information in this presentation does not constitute investment or financial product advice (nor taxation or legal advice) or a recommendation to acquire securities in Acusensus and is not intended to be used as the basis for making any investment decision. This presentation does not take into account your individual investment objectives, financial situation or particular needs. In making investment decisions in connection with any acquisition of securities, investors or potential investors should rely on their own examination of the assets and financial position of the Company and should consult their own legal, business and/or financial advisers before making any investment decision.

The information contained in this presentation has been prepared in good faith by Acusensus, however no representation or warranty expressed or implied is made by Acusensus, its directors, officers, employees, advisers and agents (**Parties**) as to the accuracy, correctness, completeness or adequacy of any statements, estimates, opinions or other information contained in this presentation including any forecasts or prospective financial information. Nothing contained in this presentation, nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee, whether as to the past, present or the future. The Parties have not carried out due diligence investigations in connection with the preparation of this presentation and have not verified the information in this presentation. To the extent permitted by law, none of the Parties takes any responsibility for any loss or damage suffered as a result of any inadequacy, incompleteness or inaccuracy in any such statement or information including, without limitation, any financial information, any estimates or projections and any other financial information. To the maximum extent permitted by law, the Parties disclaim any liability to any person for any direct, indirect or consequential loss or damage which may be suffered by any person through the use or reliance on anything contained in or omitted in this presentation.

Future performance

Past performance information provided in this presentation may not be a reliable indication of future performance. Certain information in this presentation refers to the intentions of Acusensus, forecasts, forward looking statements and comments about future events. The words “continue”, “expect”, “forecast”, “potential”, “estimated”, “projected”, “likely”, “anticipate” and other similar expressions are intended to identify such statements. The occurrence of events in the future are subject to risks, uncertainties and other factors, many of which are outside the control of Acusensus, that may cause Acusensus’ actual results, performance or achievements to differ from those referred to in this presentation. Such forward-looking statements speak only as of the date of this presentation. Forward looking statements should not be relied on as an indication or guarantee of future performance. Accordingly, the Parties do not give any assurance, representation or guarantee that the occurrence of the events or forward-looking statements referred to in the presentation will actually occur or be achieved as contemplated, nor take any responsibility or duty to update or maintain these forward-looking statements to reflect any change in expectations in relation to any forward-looking statements or any change in events, conditions or circumstances on which any such statement is based.²

Financial data

All dollar values are in Australian Dollars unless as otherwise presented.

Non-IFRS financial measures

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’ under Regulatory Guide 230 ‘Disclosing non-IFRS financial information’ published by the Australian Securities and Investments Commission (**ASIC**). Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. The principal non-IFRS financial measures that are referred to in this document is EBITDA. EBITDA is earnings before interest, tax, depreciation and amortisation and significant items. Management uses EBITDA to evaluate the operating performance of the business prior to the impact of significant items, 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.

United States

These materials do not constitute an offer of securities for sale in the United States of America. Securities may not be offered or sold in the United States unless registered under the U.S. Securities Act of 1933, as amended (the “U.S. Securities Act”), or offered and sold in a transaction exempt from, or not subject to, the registration requirements of the U.S. Securities Act.

AGENDA

for 2023 Annual General Meeting of Acusensus Limited

AGENDA

Chair's Welcome

Chair's Address to Shareholders

Managing Director's Address to Shareholders

Business of the Meeting

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

CHAIR'S WELCOME

CHAIR'S ADDRESS TO SHAREHOLDERS

MANAGING DIRECTOR'S ADDRESS TO SHAREHOLDERS



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

Collaborating with governments and commercial stakeholders to tackle **distracted driving** globally is our first priority.

FY23 FINANCIAL PERFORMANCE

Acusensus has performed strongly in its 1st year as an ASX listed company, exceeding IPO Prospectus forecast revenue and EBITDA.



FY23 Revenue

\$42.0 million

FY22: \$28.7m

▲ 46%



FY23 Gross Margin

\$18.7 million

FY22: \$12.6m

▲ 48%



FY23 EBITDA

\$5.5 million

FY22: \$3.7m

▲ 49%



FY23 Net Profit AT

\$0.4 million

FY22: \$0.5m



ASX IPO January 2023

\$20 million

to fund global growth and product expansion



Cash reserves

\$24.8m

at 30 June 2023



POST-IPO ANNOUNCEMENTS

Acusensus has secured new revenue from the following contracts:

NSW Mobile Speed Camera contract variation awarded

- Existing contract varied to provide roadside signage for all mobile speed camera deployments (signs positioned before and after vehicles)
- Revenue commenced January 2023

North Carolina USA Mobile Phone and Seatbelt Enforcement Contract awarded

- 1st USA phone and seatbelt enforcement contract
- 1-year term, with a further 2 x 1 year options
- Contract value USD \$0.5m
- Federally funded
- Revenue commenced July 2023

QLD Transportable Speed Enforcement Contract awarded

- 5-year term, with a further 2 x 1 year options
- Estimated contract value over initial 5-year term of approximately \$11.7m (including GST)
- Revenue commenced May 2023
- Entry into a Standing Offer Arrangement, allowing the government to procure further services over time



POST-IPO ANNOUNCEMENTS

Acusensus has secured new revenue from the following contracts:

ACT Mobile Device Detection Cameras Services Agreement commenced

- 3-year term, with a further 2 x 1 year options
- Total contract value over the maximum 5-year term to be \$9.1m (including GST)
- Revenue commenced February 2023

QLD Mobile Phone Awareness and Tailgating Monitoring Trial Contract awarded

- Australian 1st trial that detects mobile phone and tailgating offences and provides signage prompts to alert motorists
- Contract value \$0.7m (including GST)
- Revenue to commence FY24

QLD Mobile Phone and Seatbelt Enforcement Contract Variation awarded

- Additional Heads Up solutions supporting regional locations
- 5-year term, with a further 2 x 1 year options
- Estimated contract value over initial 5-year term of approximately \$10.2m (including GST)
- Revenue expected to commence December 2023



COMMITMENT TO SOCIAL RESPONSIBILITY

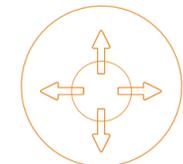
GROWTH STRATEGY

Acusensus' key growth priority is to continue to roll-out its distracted driver technology globally and take advantage of its first mover advantage

ACUSENSUS INTENDS TO GROW BY:

-  Capitalising on a first mover advantage to secure further market share in Australia and New Zealand
-  Expansion of the North American business
-  Expansion of the UK business
-  Expanding geographically into other international markets (e.g., Europe) through strategic relationships
-  Exploiting new revenue opportunities by enhancing existing products and developing new products
-  Providing ancillary services to allow upselling and cross selling opportunities

TO EXECUTE THE GROWTH STRATEGY THE COMPANY WILL:

-  Invest in manufacturing further camera solution equipment to satisfy existing and anticipated demand
-  Invest in further research and development activities
-  Scale the capabilities of the sales and operations teams
-  Improve competitiveness through working capital management and certifications such as ISO9001 (quality management) and ISO27001 (information security)

FY24 OUTLOOK

A significant global market opportunity exists for Acusensus' high tech road safety services

The key pillars of the growth strategy remain unchanged:

Market strategy: a focus on global market opportunities for our distracted driving enforcement solution; and

Product strategy: a focus on continually improving our product offering, addressing adjacent applications, and pursuing complementary technologies to meet the evolving needs of our customers.



Acusensus will deliver revenue growth in FY24 from agreements signed through FY23 and early FY24.



Acusensus expects to win contracts during FY24 in various global regions. The full impact of the revenue uplift from anticipated contracts wins in FY24 is expected to contribute from FY25 onward.



Acusensus will invest alongside or ahead of anticipated contract wins to successfully scale its operations to support these new contracts. Investment areas include business development, customer support and delivery, and equipment expenditure.



THANK YOU



acusensus
intelligent eyes

