
29 August 2025

Investor Presentation

Melbourne, Australia – Live Awareness AI solutions provider SenSen Networks Limited (ASX:SNS) (“SenSen” or “the Company”) provides the attached Investor Presentation.

This release is approved by the Board of SenSen Networks Limited.

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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, 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.

SenSen Networks Ltd. (ASX:SNS)

June 2025 Full Year Performance

29 August 2025



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About SenSen

Who we are:

World leaders in AI powered remote compliance and digital kerb management solutions

Our customers:

Cities and municipalities, police and enforcement authorities

What we do:

Provide AI powered solutions to automate remote compliance operations to enable equitable access to the kerb, reduce congestion, improve citizen safety on roads, at airports and seaports.

How we do it:

- Capture kerb data through vehicle or pole mounted camera/sensor systems
- Data is securely transferred to our secure cloud and integrated with city digital data sources like GIS, digital permits and payments
- Fuse the physical world camera/sensor data with city digital data sources
- Automate enforcement workflows to deliver significant productivity and safety gains

SenSen Business Overview



Opportunity

- Help cities regulate and monetise the kerb efficiently and equitably, reduce congestion on roads
- Large & Growing market - 10,000+ cities x 1000's of kms of kerb lengths to manage
- Current manual or partial automation systems fall short of delivering value

Solution

- Fuse data feeds from cameras/sensors and city digital data sources
- AI powered software to automate enforcement workflows
- Agentic AI software automates enforcement workflows

Customer Value

- Improve productivity and safety of enforcement operations
- Empower cities to monitor and monetise more kerb space efficiently
- Create irrefutable digital evidence to support their operations

Revenue & Growth

- Project revenue from installation, integration and commissioning of camera/sensors
- Recurring revenue from software
- Growth through new city wins and upsells to existing customers

Smart Cities Market

Focus on a large and growing market powered by SenSen AI innovations

- 10,000+ cities with 1000s of KM of kerb each to monitor and enforce
- Traditional manual methods are proving to be impossible to scale; Automation through AI can overcome these limitations
- SenSen is a global leader in AI powered remote compliance and kerb enforcement solutions with multiple award-winning products
- Used by 60+ cities and government agencies and growing rapidly
- Existing customers increasing their coverage and enforcement operations powered by continued SenSen innovations
- Renewed focus on long term sticky customers with minimal churn, growing revenues and high lifetime value
- Net revenue retention over 100%



2017

60+ cities, government and enterprise customers & growing

2025

FY25 Significant Customer Wins and Expansions



Brisbane City Council

Population: 1.3m

Customer since: 2017

New win 2025: SenPIC Scalable Kerb Enforcement

New extension 2025: 2+2 years

- Brisbane City Council has added SenSen's rapidly deployable scalable kerb enforcement solution SenPIC to its existing enforcement platform
- SenPIC expands enforcement coverage to 200 additional sites



Toronto Parking Authority

Population: 2.8m

Customer since: 2022

New win 2024: 2 years

- Toronto piloted SenSen's Curbside in 2022
- Toronto subsequently went to RFP to conduct Curbside studies which SenSen won



Agence de mobilité durable de Montréal

Population: 1.8m

Customer since: 2024

New customer closed FY25: 5 + 5 years

- The agency went to public RFP in 2024
- SenSen was the winning bidder
- Only bidder outside North America
- Best value for money

FY25 Financial Highlights



\$15.4m
Revenue
▲ 26.5% YoY

\$12.1m
Gross Profit
▲ 38.3% YoY

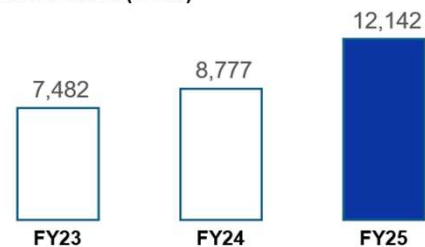
\$1.7m
Operating Cash Flow
▲ 233.2% YoY

\$1.7m
EBITDA
▲ 199.8% YoY

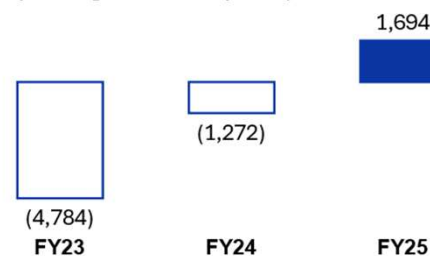
Revenue (\$'000)



Gross Profit (\$'000)



Operating Cash Flow (\$'000)



EBITDA (\$'000)



FY25 Highlights



Strong financial performance

26.5% revenue growth, Gross profit up 38.3% with **EBITDA of \$1.7** and **EBITDA excluding SBP of \$3.1m**



Targeted debt reduction with 5 consecutive quarters of positive operating cash flow

Since year end the company has a **single debt facility** to be repaid following receipt of R&D tax refund



Momentum in North America continues with successful Montreal deployment in Q4

North America now accounts for **41% of revenue**, with **159% growth** year on year



Reduced opex while delivering multi regional customer projects

Operating **expenses reduced** \$1.3M (8.4%) over FY24



New AI technology rollout

Facilitating **rapid deployment** and scalable kerb enforcement

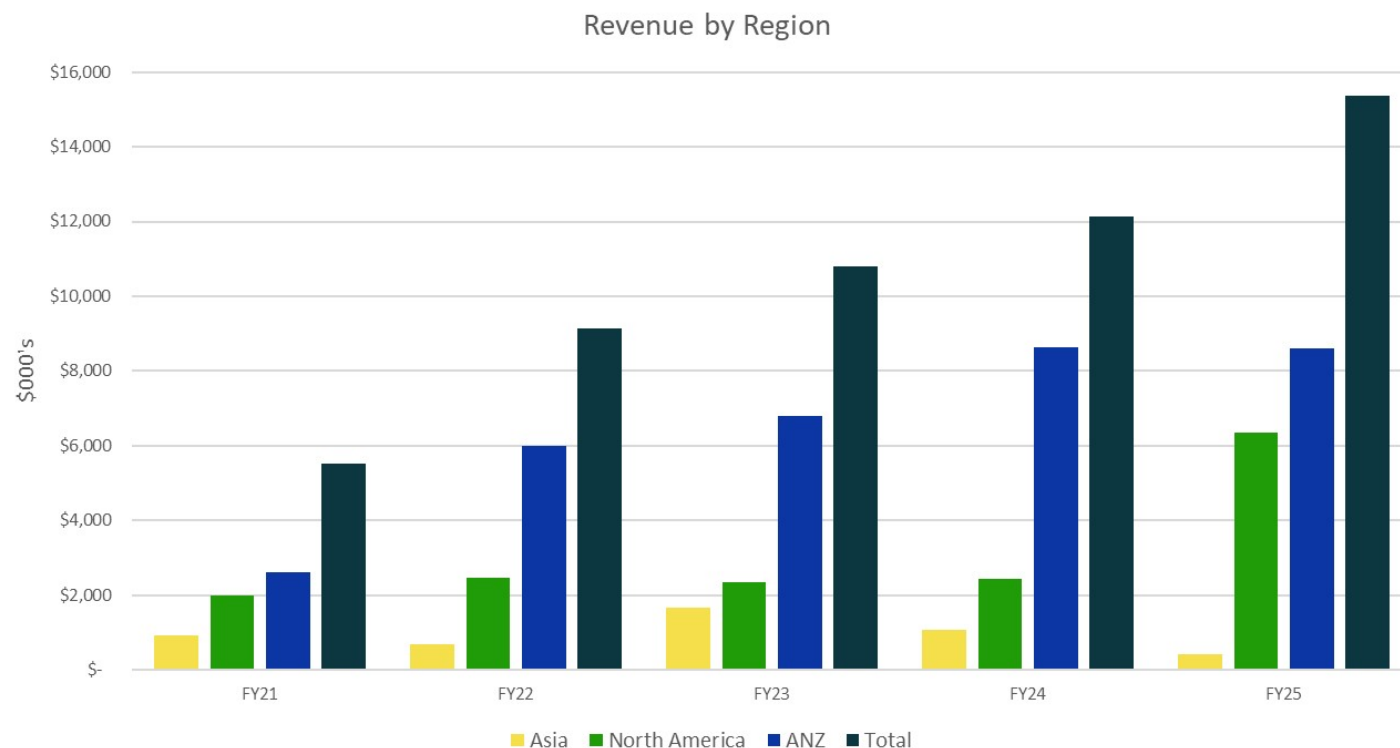
Income Statement



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%

- Strong revenue growth. Up 26.5% year on year
- Scale and efficient supply chain supporting growth in Gross Profit, reflecting SaaS based solutions company
- Slight reduction in Other Revenue mainly in reduced R&D grant as resources are deployed to customer outcomes
- Strong cost management and shifting to lower cost regions resulted in reduced OPEX
- EBITDA excluding SBP an outcome of revenue growth and prudent cost management

Regional revenue



- Effective North American strategy results in 159% revenue growth year on year to \$6.3m, representing over 40% of FY25 revenue
- Increasing North American customer base creating momentum within partner base
- ANZ remains core region to the group at 56%
- Following the exit of gaming, revenue in Asia has been supported by major projects in Singapore with expansion opportunities in the sales pipeline

Cash and Debt Management



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		Drawn		
\$000	Facility	FY24	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

- Net cash improved \$1.4m year on year driven by five consecutive quarters of positive operating cash flow
- Since year end all debt facilities have been repaid apart from Rocking Horse which is expected to be settled on receipt of the R&D tax refund
- CBA loan facility has been closed however the TP24 and Director loan facility remain available if required for working capital



The Company will undertake an investor road show early in Q2 FY2026

Please contact: Investors@sensen.ai for further information

SenSen Networks Ltd. (ASX:SNS)

THANK YOU

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