

Q3 FY20 Sales Activity Update

Redflex Holdings Limited (**ASX:RDF**) releases to the market its Q3 FY20 Sales Activity Update.

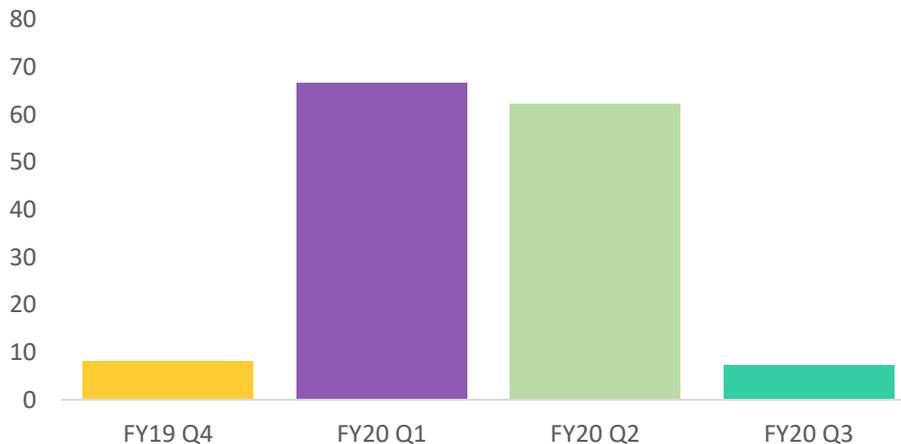
During Q3 FY20 Redflex generated new business orders totaling \$7.6m of Total Contract Value ("TCV"). The TCV is comprised of multi-year programs of \$6.1m and project orders of \$1.5m.

As outlined in our announcement on 30 March 2020, the COVID-19 pandemic had led to delays in the expected award of some contracts. Despite these delays, the Q3 FY20 result demonstrates continued momentum from the first half and has resulted in TCV for new business orders of \$150m in the current year to date.

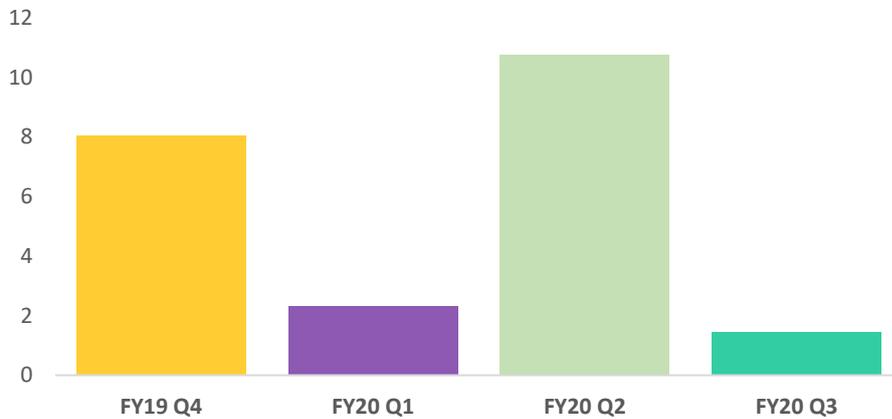
Pleasingly the Company is seeing an increasing adoption of the HALO platform solutions and associated support agreements. In addition, the Company is expanding its footprint in Ontario, Canada with two new cities joining the City of Toronto in implementing speed camera systems (see below).

New business growth continues to be weighted towards contracts that will deliver long term annual recurring revenue. Redflex has generated new business orders with a TCV of \$135m relating to multi-year programs which are expected to generate annual recurring revenue in excess of \$18m when fully implemented.

New Business - Annual Recurring Revenue (TCV - A\$m)



New Business - Projects (TCV - A\$m)



Q3 FY20 Highlights

New Business Annual Recurring Revenue contracts (TCV of \$6.1m) including:

- Cities of Durham and Ottawa, Ontario have signed contracts for speed camera programs similar to that established for the City of Toronto with a combined TCV of \$2.8m; and
- Expansion of the Highways England maintenance agreement to incorporate new installations awarded during H1 FY20 with a TCV of \$2.4m.

New Business Projects (TCV of \$1.5m) including:

- Supply order for \$0.9m from a Saudi Arabian customer to support equipment installed in that jurisdiction.

Update on COVID-19 impact

Since our announcement on 30 March 2020, the COVID-19 pandemic continues impacting some of our existing North American programs. New programs continue to be implemented in Canada and Los Angeles. Pleasingly, we are seeing encouraging signs that roadworks may recommence on Pennsylvania state highways in late April 2020 which is an essential step in enabling our program to resume operations.

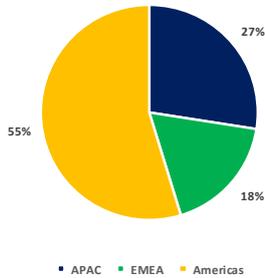
Strong sales pipeline

Group Chief Executive Officer, Mark Talbot said:

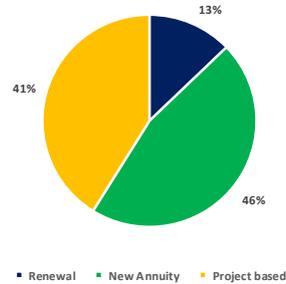
"The rolling 12-month sales pipeline remains strong with qualified opportunities in excess of \$300m. The Company continues to focus on growing the pipeline globally and converting qualified opportunities into new business contracts."



Sales Opportunity Pipeline - Total Contract Value by Region



Sales Opportunity Pipeline - Total Contract Value by Revenue Type



About Redflex

During the past 25 years, Redflex has established itself as a world leader in developing and implementing intelligent traffic management products and services which are sold and managed in Asia Pacific, North America, United Kingdom, Europe and Middle East regions. Redflex develops, manufactures and operates a wide range of platform-based solutions all utilising advanced sensor and image capture technologies enabling active management of state and local motorways.

The Redflex Group runs its own systems engineering operations, system integration technologies and innovation centre for research and development. With a continuous program of product development, Redflex has been helping to improve roadway safety, alleviate congestion and reduce the harmful impacts of vehicle emissions.

Redflex Holdings Limited was listed on the Australian Securities Exchange in January 1997.

This document is authorised by the officers listed below. For further information please contact:

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