

# ASX ANNOUNCEMENT

29 January 2021

Redflex Holdings Limited | ABN 96 069 306 216

Redflex

## Q2 FY21 Sales Activity Update

Redflex Holdings Limited (**ASX:RDF**) releases to the market its Q2 FY21 Sales Activity Update.

Redflex has received new business orders in Q2 FY21 of \$14.2m. This means Redflex has received new business orders of \$33.9m during FY21 to date. In addition, the Company had \$2.5m of contract renewals in the quarter (\$11.0m during FY21 to date).

As a result of new wins and renewals over the quarter:

- Calculated value ("**TCV**") of projected revenue from the contracted customer base is \$315m.
- New project sales of \$16.8m in FY'21 is the strongest result for a number of years.

(A\$m)	FY18	FY19	FY20	Q1 FY21	Q2 FY21	1H FY21
ARR Contracts	13.6	16.9	138.3	14.7	2.3	17.0
Projects	15.6	25.2	19.9	4.9	11.9	16.8
New TCV won	29.2	42.1	158.2	19.6	14.2	33.9
TCV	167.2	184.0	322.0	323.9	314.6	

New contracts won during the quarter include:

**\$11.9m** in New Business Projects:

- As advised to the ASX on 29 December 2020, the Company was awarded the supply of fixed digital road safety cameras for the Westgate Tunnel Project in Victoria, Australia. The contract value is approximately \$7.0m to be delivered by the estimated completion date of September 2022;
- Further equipment orders from Highways England in the United Kingdom for upgrades to our Red X product \$3.1m;
- Additional orders for the mobile speed program expansion in Belgium \$0.7m.

**\$2.3m** in ARR contracts:

- Expansion of our existing mobile speed enforcement contract with Transport for New South Wales for delivery of additional deployments through to June 2021 \$1.2m;
- Further expansion of the speed program in Ontario, Canada, with additional systems to be deployed in Ottawa \$1.1m.

Group Chief Executive Officer, Mark Talbot commented:

*"Our Q2 results were strong and our total contracted wins of \$33.9m in the year to date are well balanced between recurring revenue opportunities and project based orders. Our rolling 12-month qualified sales*

**Redflex Holdings Limited**

31 Market Street (P.O. Box 720), South Melbourne, Victoria, Australia 3205 t: +613 9093 3300

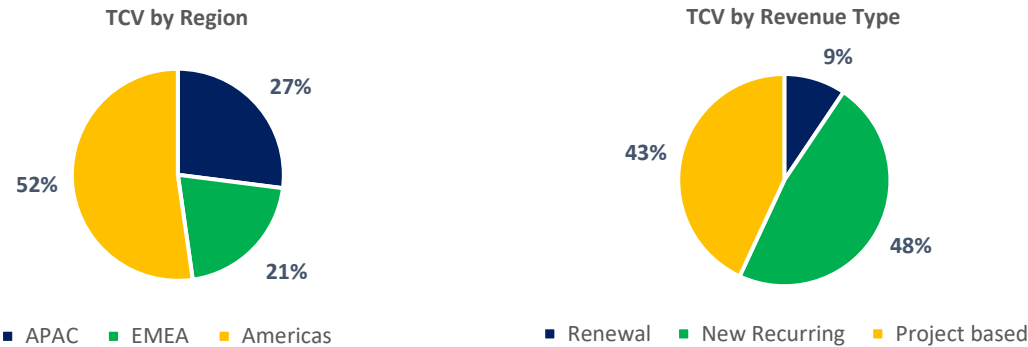
e: [redflexholdingslimited@redflex.com](mailto:redflexholdingslimited@redflex.com)

[www.redflex.com](http://www.redflex.com)



*pipeline remains in excess of \$300m and we are very confident of further pipeline conversion over coming quarters.”*

**Sales Opportunity Pipeline**



**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:

Mark J. Talbot  
Group Chief Executive Officer  
Redflex Holdings Limited  
mtalbot@redflex.com  
T +61 3 9093 3300

Neville Joyce  
SVP – Group Chief Financial Officer  
Redflex Holdings Limited  
neville.joyce@redflex.com  
T +61 3 9093 3300