

Q3 FY21 Sales Activity Update

Redflex Holdings Limited (**ASX:RDF**) releases to the market its Q3 FY21 Sales Activity Update.

Redflex has received new business orders in Q3 FY21 of \$14.9m. Redflex has received new business orders of \$48.7m during FY21 to date. In addition, the Company had \$4.0m of contract renewals in the quarter (\$15.0m 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 \$311m.
- Year to Date ("**YTD**") project sales bookings continue to be strong and supported by an active pipeline of opportunities.

(A\$m)	FY18	FY19	FY20	Q1 FY21	Q2 FY21	Q3 FY21	YTD FY21
ARR Contracts*	13.6	16.9	138.3	14.7	2.3	4.9	21.9
Projects	15.6	25.2	19.9	4.9	11.9	10.0	26.9
New TCV won	29.2	42.1	158.2	19.6	14.2	14.9	48.7
TCV	167.2	184.0	322.0	323.9	314.6	310.6	

*Annual Recurring Revenue ("ARR")

New contracts won during the quarter include:

\$10.0m in New Business Projects

- An order from Highways England in the United Kingdom of \$4.8m for the provision of additional digital enforcement camera systems and upgrades to be delivered by December 2022;
- Orders from the Department of Justice and Community Services in Victoria for equipment upgrades on Geelong Road and replacement of red light enforcement systems. The aggregate value of these orders is \$3.0m;
- Further expansion of the speed program in Belgium \$1.3m;
- Equipment upgrades in British Columbia, Canada \$0.7m.

\$4.9m in ARR contracts

- Increased maintenance support of \$2.6m for the Department of Justice and Community Services in Victoria based on the additional equipment orders;
- Continued expansion of the speed program in Ontario, Canada, with additional systems to be deployed in a number of municipalities \$1.4m.
- Increased maintenance support of \$0.9m for Highways England in the United Kingdom based on the additional equipment orders.



Sales Opportunity Pipeline



Group Chief Executive Officer, Mark Talbot commented: *"We continued to improve performance on pipeline conversion during Q3, pushing YTD TCV signings to \$48.8m. To date our signed TCV remains well balanced between recurring revenue services and project revenue. Our rolling 12-month qualified sales pipeline is balanced and geographically diverse. Most importantly we are very happy to see the return of robust procurement activity during FY21 in comparison to FY20."*

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.

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