



TRAFFIC
TECHNOLOGIES

Traffic Technologies Ltd

ASX:TTI

Investor Presentation – 16 November 2021

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“Traffic Technologies is Australia’s foremost provider of hardware and software solutions for Smart City, IoT and End-to-End Traffic Management Systems”



What We Do and Where



23
Countries

128
Cities

31,000
Intersections

600,000
Devices

6,500,000
Data Points

How We Operate



communicate

Through state of the art Intelligent Transport Systems



direct

Traffic through energy efficient, long lasting technology



guide

Motorists, cyclists and pedestrians through the use of static and electronic signage on roadways and public spaces



illuminate

Illuminate roadways and public spaces to peak of excellence with state of the art, energy efficient LED lighting technology



instruct

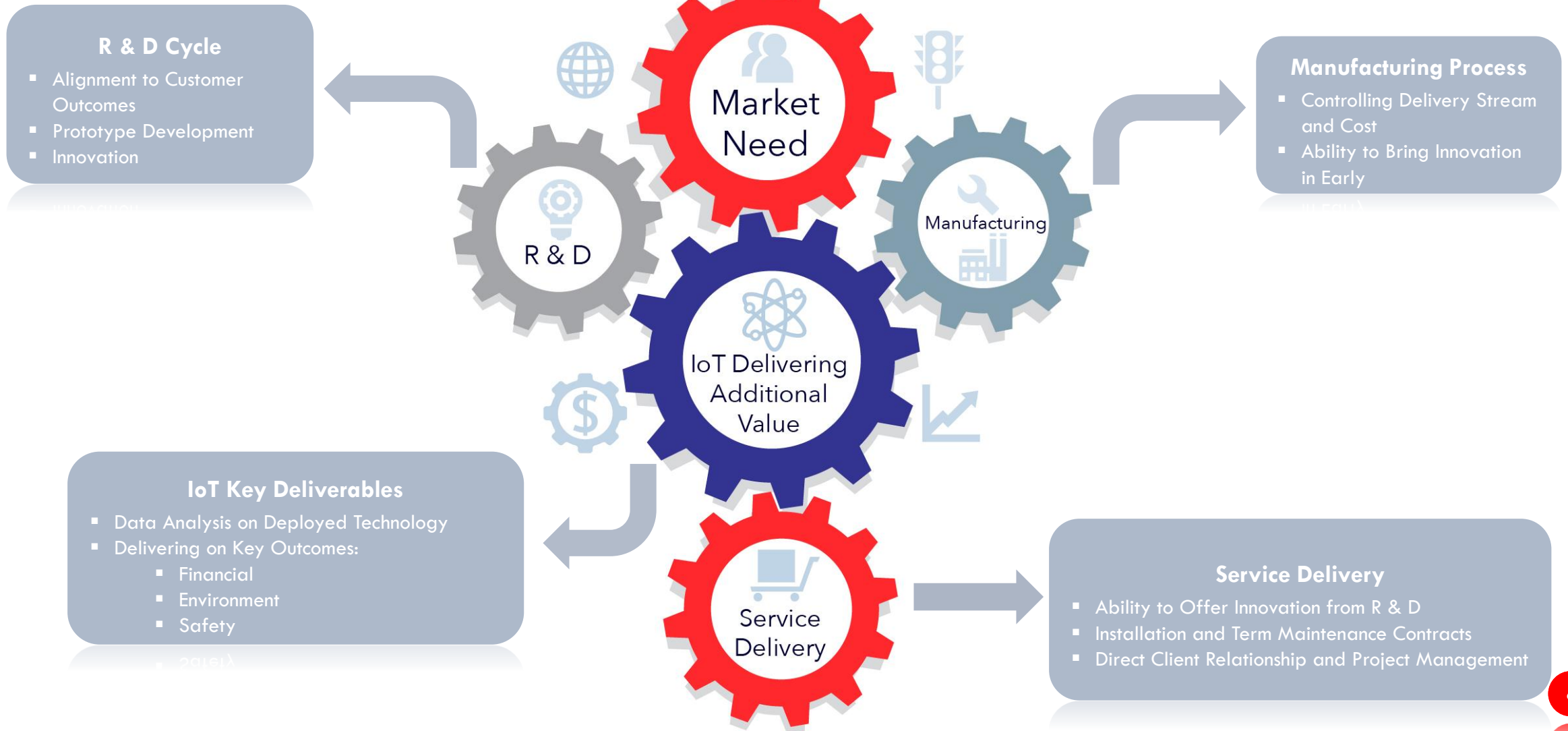
Traffic signals to change and efficiently coordinate the phase in the relationship to other nearby intersections, signals or pedestrian buttons



inform

Motorists, cyclists and the public of hazards ahead, to ensure continual, effective and efficient traffic flow and management of all roadways, pathways and public spaces

Operational Cycle



Our Clients and Network

TTI's products and services address the combined requirements of **road authorities, councils and power companies**



TTI Notable Clients



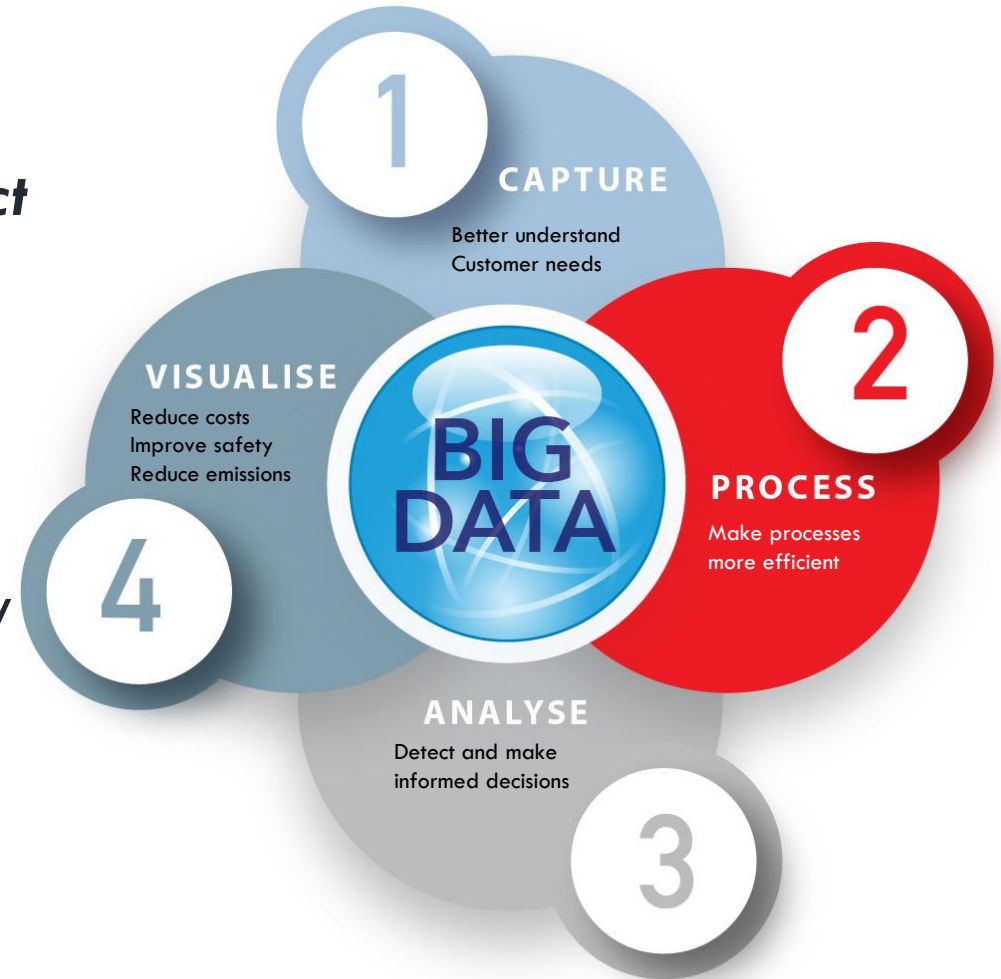
TTI Clients



Market Dynamics



- Need to reduce **environmental** and **financial impact** and increase **safety** caused by urbanisation
- The utilisation of big data / IoT technology
- Major infrastructure spending push by governments across the globe (including Australia's \$2.5 billion local roads and community infrastructure program)



Large and Growing Addressable Market

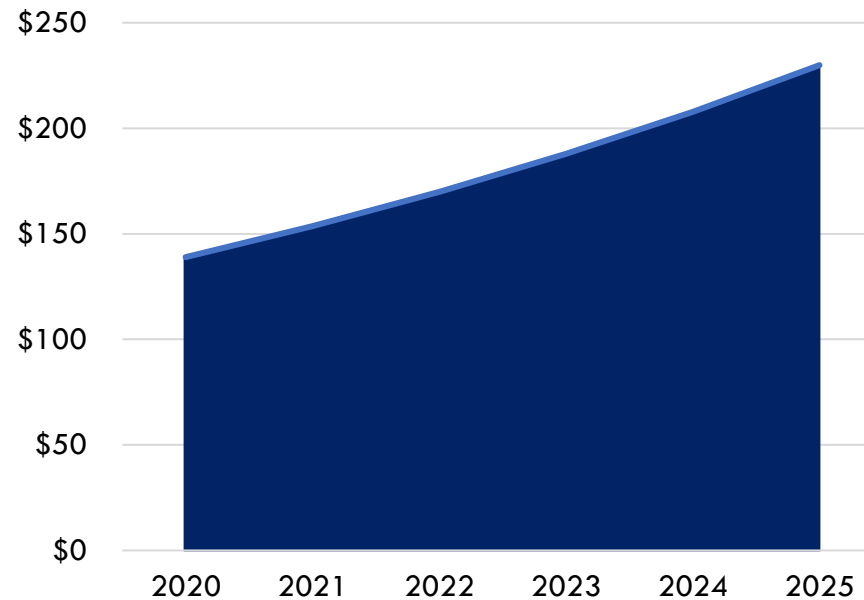
\$5.5 to \$12.6 trillion

Value IoT could enable global economic growth by 2030¹

10.6%

Projected CAGR for global big data market (2020 to 2025)²

Global big data market, \$bn



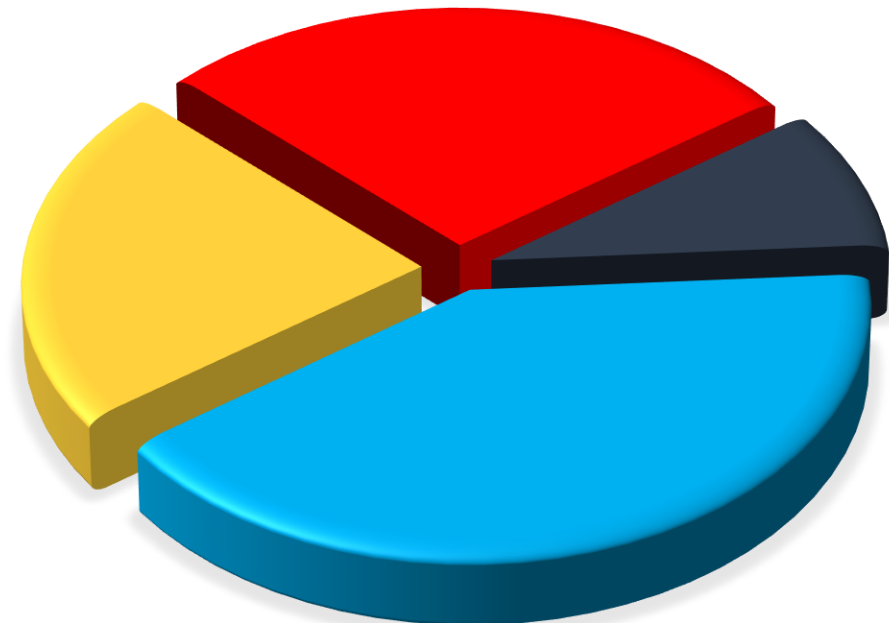
1. [McKinsey & Company: Internet of Things](#)
2. [Markets and Markets: Big Data Market](#)

- State, Local Government Asset Management, Power Companies – using IoT devices to manage existing assets and enable data driven solutions
- Connected communities – by implementation of smart infrastructure to enhance rural life
- Devices aligned to the safe delivery of infrastructure works and the general public
- TTI is ahead of the curve with 600,000 devices deployed.



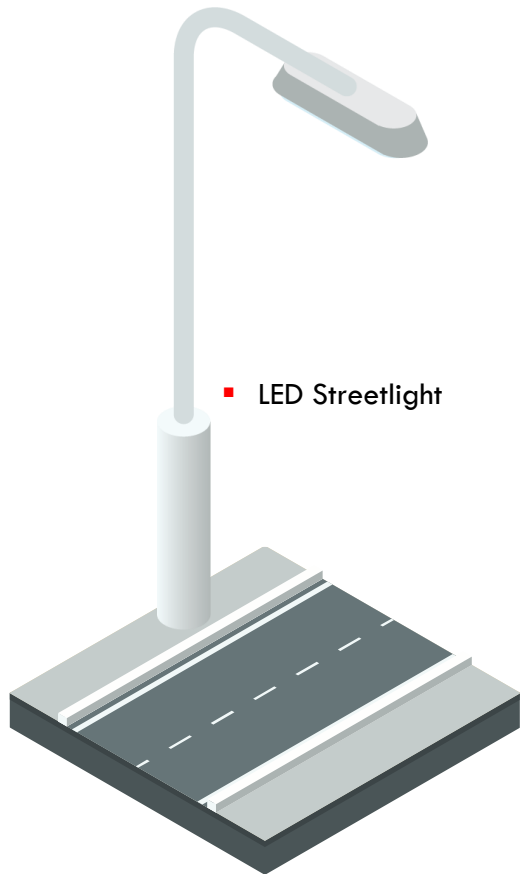
- Diversified Revenue Base:
 - Products;
 - Software Platforms and IoT applications;
 - Installation and Maintenance;
 - Customers; and
 - Export markets;
- Long term supply contracts with authorities in Victoria, New South Wales, South Australia and Queensland
- Continual development of smart city lighting approval
- Urban Traffic Controllers continue to be exported worldwide despite COVID-19

■ Signals & Controllers ■ Lighting, ITS & IoT
■ Installation & Maintenance ■ Signage & Safety Products



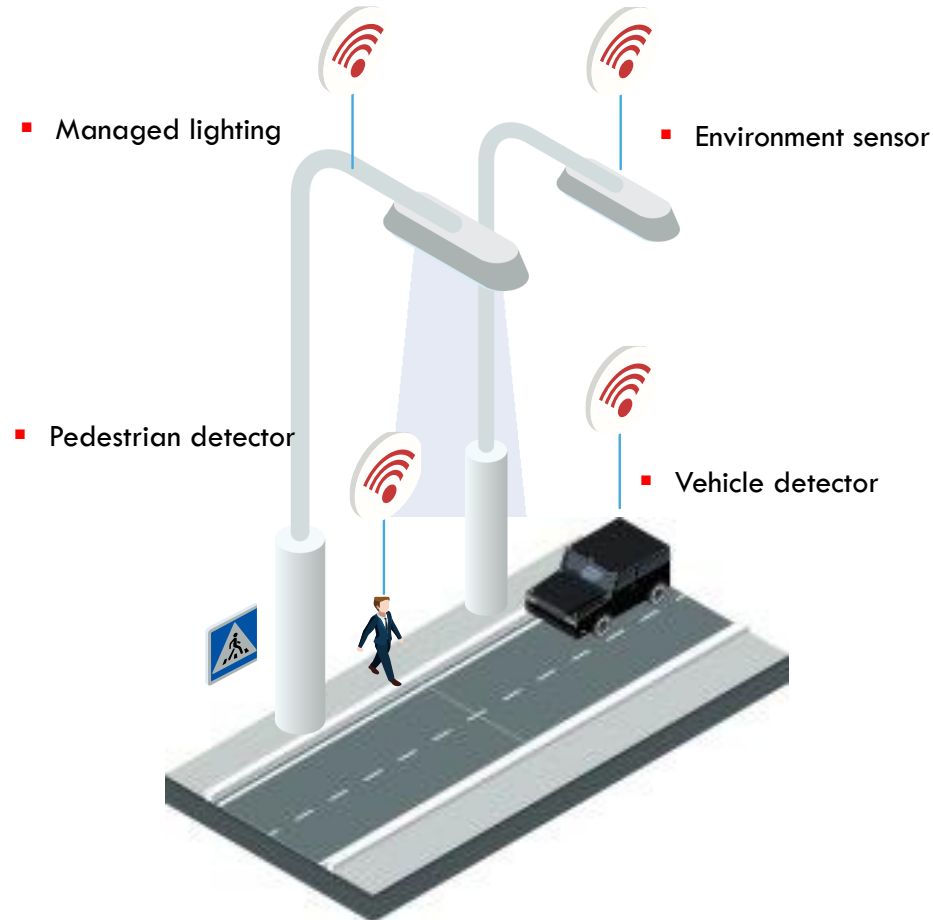
Modular Approach to Sales IoT Enabled

Hardware



Direct sales to the client

Hardware software and sensors



Enhanced services data stored in cloud

Hardware + sensors + software



How the Business is Evolving

- Launching a SaaS platform to underpin future revenue growth
- SaaS platforms can be sold on a licensing basis, creating new annuity revenue streams
- TTI's platform can integrate with third-party hardware and vice versa, increasing the company's total addressable market



Capabilities and Case Studies



RESEARCH



DATA



EXAMINATION



METHOD



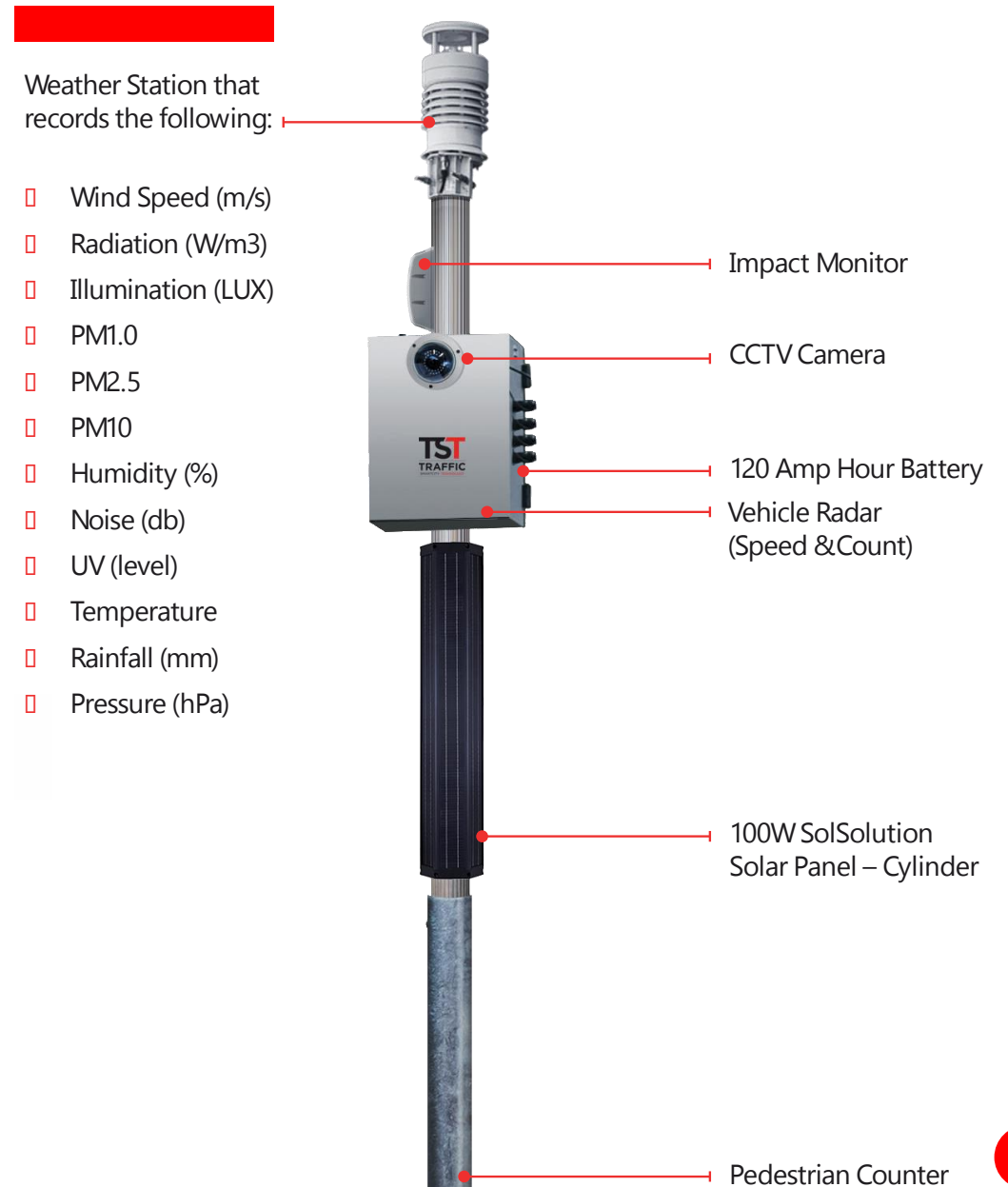
ANALYZING



RESULT

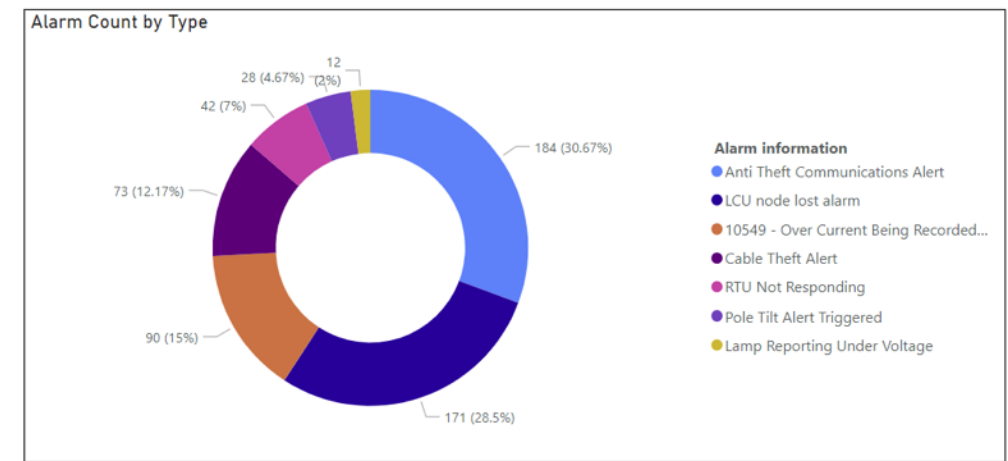
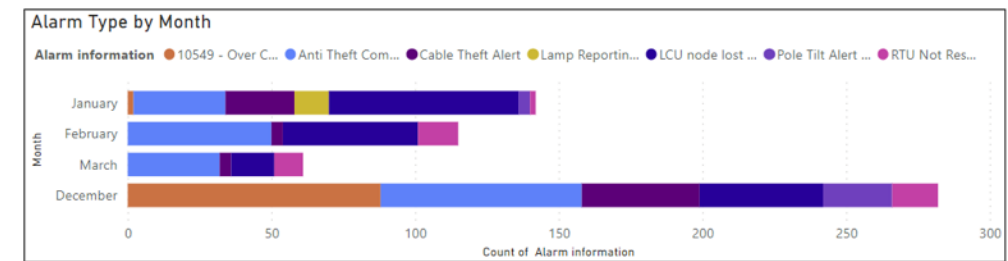
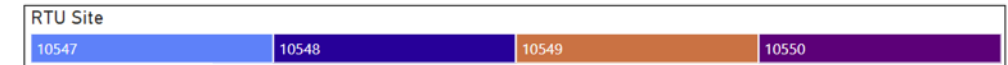
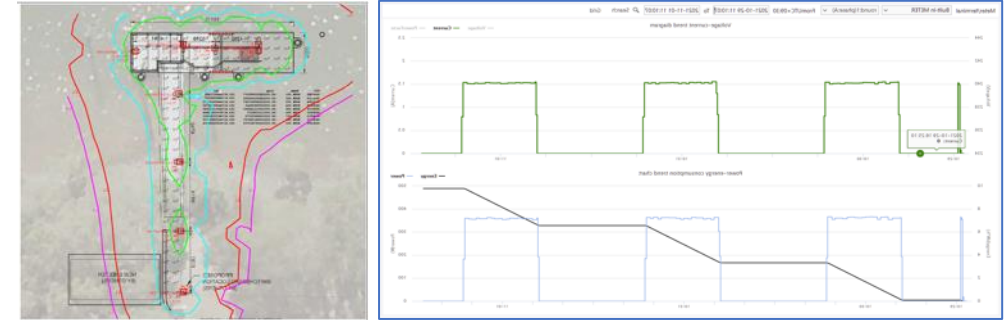
Case Study – City of Salisbury Data Driven Decision Making

- Using data to understand area use
- Safety initiative programs based on quantifiable data sets
- Efficient spend based on data drive decisions
- Recurring deployment of technology – integral to client’s budget and works planning
- Directly link to safety programs, especially pedestrian and vehicle interface



Energy Based Performance Management – DoT Victoria

- Understanding asset performance on energy use
- Applicable to all electrical based classes including solar
- Maintenance response – driven by factual data driven efficiency through operational expenditure
- Performance trends based on energy use
- Early warning for pending failure, changes in characteristics



Competitive Advantages

- Delivering services to all states in Australia, New Zealand and Overseas
- Products approved for use within New Zealand and in 537 Australian local councils
- Emerging UK and European Market for Smart City Platform
- Smart City Platform already returning recurring revenue
- Smart City Platform currently collecting data points associated with:
 - Vehicle Speed and Count
 - Environmental Conditions
 - Pedestrian Count and Movement
 - Energy Consumption
 - State, Local and Maintenance Organisations using Smart City Platform



Financial Performance

TTS SMART CITY
TRAFFIC
SMARTCITY TECHNOLOGY

Financials

- Significantly improved result in FY21
- 40% recurring revenue
- Strong start to FY22 with increased sales and order book supported by long term supply contracts.
- 1Q22 revenue \$13.5 million (up 8% vs PCP)

Capital Management

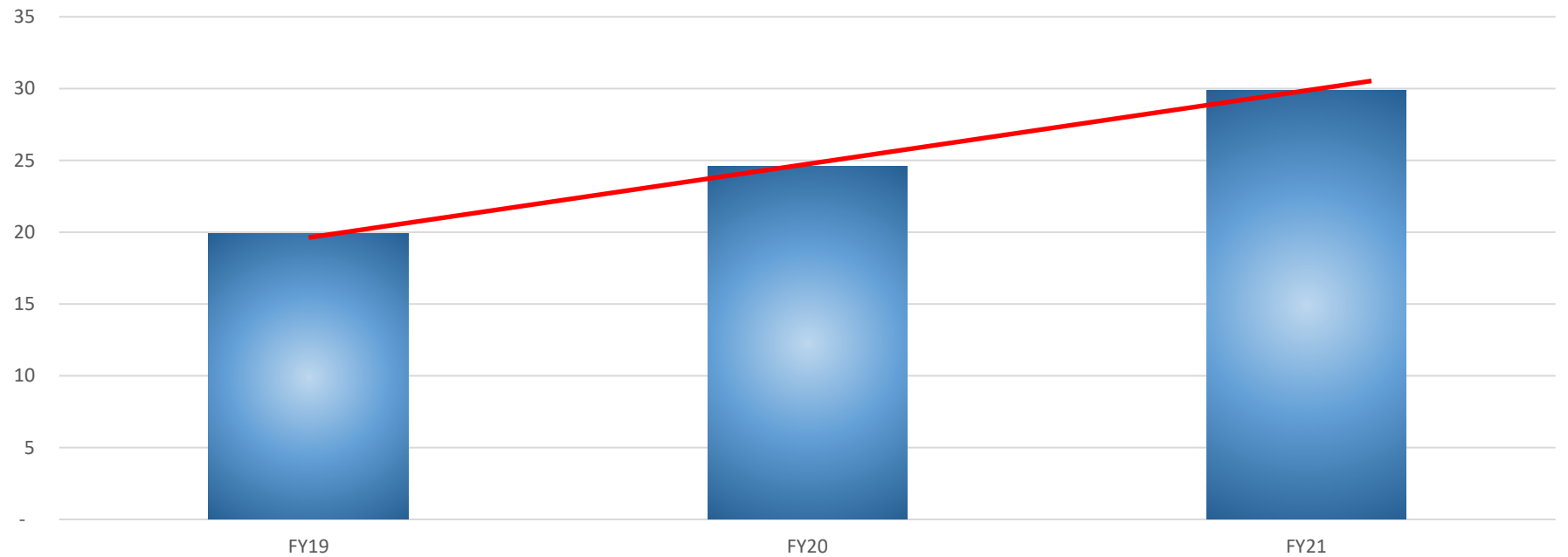
- Completed placement of \$2.17 million (announced through ASX on 3 November 2021)
- Rights Issue to raise \$10.13 million
- Reduce debt by up to \$10.5m and interest costs by up to \$1.7m

| (\$A'm) | FY21 | FY20 | Change |
|---------|------|--------|--------|
| Revenue | 52.3 | 44.5 | 18% |
| EBIT | 2.3 | (11.4) | 120% |
| NPAT | 0.2 | (13.8) | 101% |

Traffic Technologies Recurring Revenue



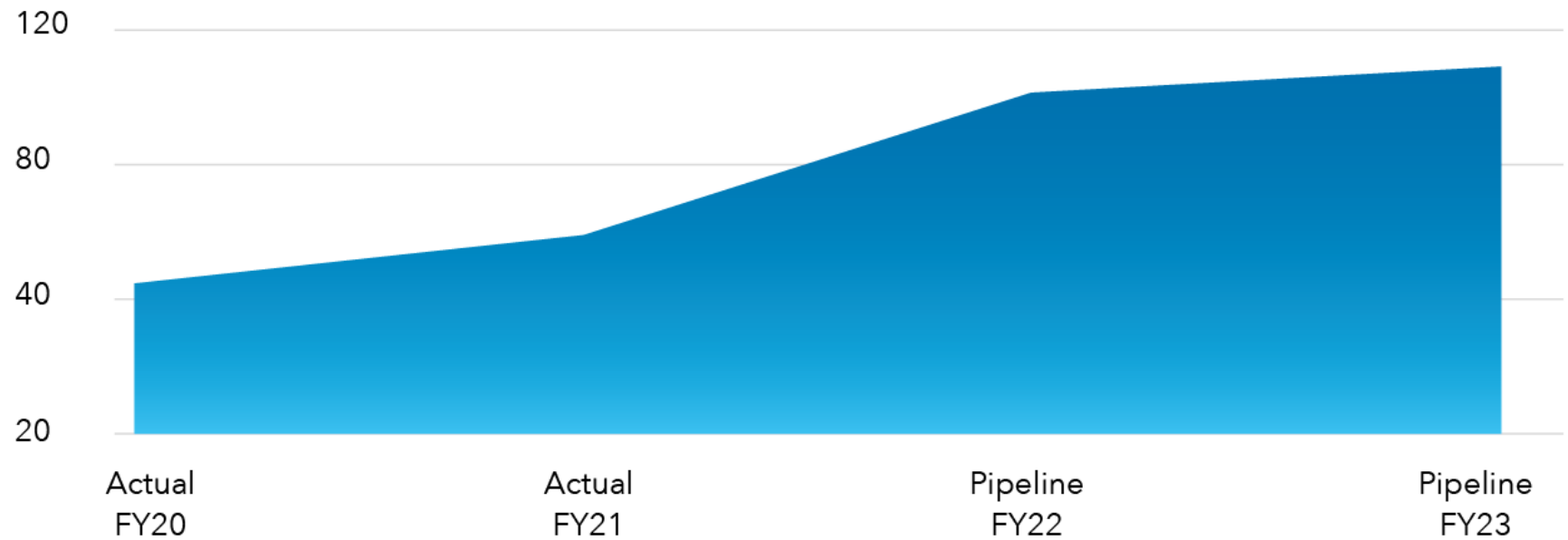
(\$m)



Traffic Technologies Pipeline



(\$m)



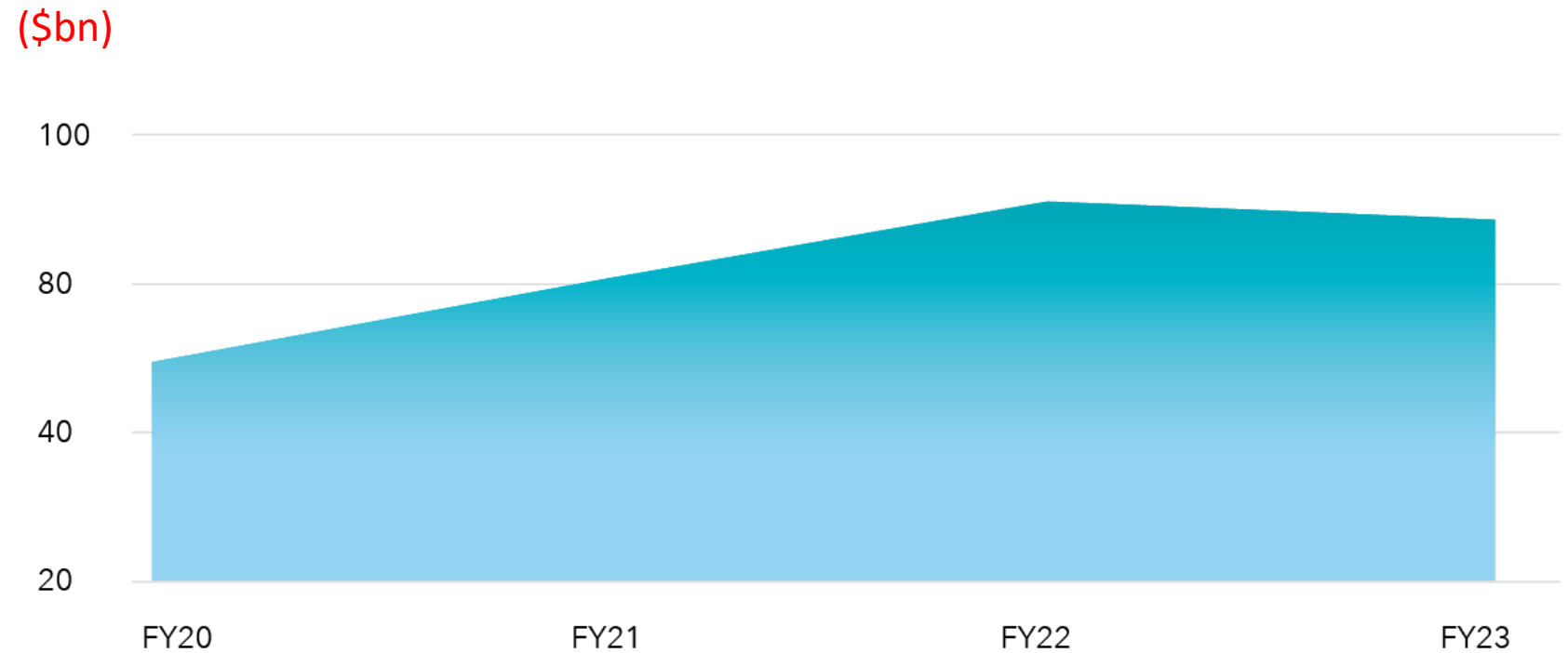
Infrastructure Pipeline

Harnessing
transformative
technology and
digitisation

Enabling the future —
smart cities and IoT

Delivering public safety

Solutions to reduce
environmental impact



Board



Con Liosatos

Managing Director

Con is a research and design specialist, qualified mechanical design and lighting engineer, and has a combined experience of 35 years in the construction, lighting and traffic industries.



Mark Hardgrave

Independent Non-Executive Chairman

Mark has a corporate advisory and investment management background. He has significant experience as director of ASX-listed companies and as CEO of Bennelong Group.



Peter Crafter

Company Secretary & Chief Financial Officer

Peter is a chartered accountant in Australia and the UK and qualified corporate treasurer with extensive experience in financial management, including several years with KPMG and Touche Ross in the UK.



Tim Fry

Independent Non-Executive Director

Tim is an experienced financial professional and currently the chairman of Delre National Food Group. He has held several senior financial leadership roles in the UK and Australia.

Summary and Investment Thesis



TTI expect earnings enhancements and cost savings from a variety of sources:

- Strong current FY22 order book
- Demographic and fiscal policy tailwinds
- A pipeline of bolt-on acquisition opportunities
- The consolidation of manufacturing
- Planned repayment of a costly legacy debt facility

Capital raise to de-leverage balance sheet and fund growth

Offer Details

| | |
|-------------------------|---|
| Issue Price | \$0.03 per share Representing a discount of approximately 9.09% to TTI's 30-day VWAP (calculated on 3 November 2021) |
| Raise Amount | Up to \$10.13 million |
| Use of Funds | Repay existing debt, working capital and accretive and strategic acquisitions |
| Closing Date | Acceptances and payment must be received before 5:00pm (AEDT) on Tuesday 30 November 2021 |
| Contact | Reach Markets are the advisers assisting with the Offer. Email: admin@reachmarkets.com.au Phone: 1 300 805 795 |
| For more details | https://traffictechnologies.investorportal.com.au/ |



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Thank you.

Traffic Technologies Ltd (ASX: TTI)