

## ASX Announcement

28 October 2022

### Quarterly Activity Report and Appendix 4C Quarter Ended 30 September 2022

**Traffic Technologies Ltd** (ASX: TTI) ('Traffic Technologies' or the 'Company') is pleased to provide its Quarterly Activity Report and Appendix 4C Cash Flow Statement for the quarter ended 30 September 2022.

#### Highlights

- Operating revenue up 21% to \$16.3m for the September quarter, representing a \$2.9m increase compared to the same quarter last year despite impact from global disruptions to supply chains.
- Strong order book, up 28% over the past 12 months, with continued growth in government expenditure on infrastructure.
- Increase in term contracts up 17% over the past 12 months, with visibility greater than 5 years.
- Approval of software for "World Cup 2022" with deployment of Stage 1: 150 intersections.
- Progressing lender discussions on refinancing debt, reducing overall finance costs, and increasing cash flow management flexibility.
- Continued investment in research and development. Smart City Technology gaining traction and projected to drive increasing recurring annuity revenue.

#### Trading Update

Operating revenue increased to \$16.3m for the quarter to 30 September 2022 (21% increase compared to the same quarter in 2021: \$13.4m). This was achieved despite ongoing timing delays caused by global disruptions to the supply chain for electronic components, hardware equipment and freight. Whilst the Company continues to manage this with our suppliers, revenue has substantially grown from initiatives taken to grow our strong pipeline of new customer contracts and annuity streams.

During the quarter the Company further entrenched itself as *the* leading provider into Australia's smart lighting generational upgrade program being undertaken across the country. TasNetworks extended the Company's contract for the supply of Smart City LED street light fittings throughout Tasmania, worth up to \$5 million. Ausgrid placed an additional order for over 10,000 next-generation street lights, worth approximately \$2.2 million.

Demand for the Company's products and services is accelerating with the increased infrastructure spend of government and municipal councils, due to our position as the largest, most established and proactively innovative traffic solutions provider in Australia. The Company currently has over \$30m in customer contracts and a strong order book which continues to grow.

The Company is strategically prepaying overseas suppliers to secure priority in componentry and logistic deliveries to ensure it can meet these and other major customer delivery requirements. In line with the macro environment, the Company has experienced cost increases across all supply chains caused by global shortages and the general inflationary environment. To date the Company has been able to pass on most of these increases to its customers.

The Company has recently received approval for its Smart City Bus Priority software for the 2022 World Cup in Qatar. The Smart City software creates a digital copy of a virtual representation of the road network enabling more efficient traffic management across multiple transport systems with the latest "Special Priority Engine." Following successful trials the software will now be deployed in Qatar to manage bus priorities in time for the 2022 World Cup across the first stage of 150 intersections.

The Company's Smart City Technology emerging market opportunity continues to gain traction across several States, with contracts related to our customers' large-scale infrastructure projects going live in the past months. For both new and current contracts, the Group is targeting increasing multi-year (+5 year) recurring annuity revenue from Software-as-a-Service annual subscription and service fees.

## **Cash**

September quarter (Q1) cash and deposits were \$2.5m, including pre-payments of \$1.4m in advance to overseas suppliers.

Net operating cash inflow was \$1.0m for the quarter (Q1). Receipts from customers for the quarter were \$17.8m. Cash flow continues to be impacted by the need to prepay overseas suppliers and delay in payments by customers.

Net investing cash outflow was \$0.6m for the quarter, including investment to expand and develop the Company's Smart City software and product portfolio.

Net financing cash outflow was \$0.4m for the quarter, including net repayment of borrowings.

## **Debt Refinancing**

The Company is currently in active negotiations with lenders to reorganise and refinance its debt facilities and expects to make further announcements in this regard in due course.

## **Listing Rule 4.7C.3**

In item 6.1 of the Appendix 4C Cash Flow Report for the quarter, payments to related parties were made of \$160,000 for fees to executive and non-executive directors.

This announcement was authorised for release to the market by the Board of Traffic Technologies Limited.

## **For further information, please contact:**

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## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Traffic Technologies Ltd

**ABN**

21 080 415 407

**Quarter ended ("current quarter")**

30 September 2022

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	17,757	17,757
1.2 Payments for		
(a) research and development	(14)	(14)
(b) product manufacturing and operating costs	(11,387)	(11,387)
(c) advertising and marketing	(15)	(15)
(d) leased assets	(8)	(8)
(e) staff costs	(4,139)	(4,139)
(f) administration and corporate costs	(782)	(782)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	-	-
1.5 Interest and other costs of finance paid	(394)	(394)
1.6 Income taxes paid	-	-
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material)	-	-
<b>1.9 Net cash from / (used in) operating activities</b>	<b>1,018</b>	<b>1,018</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	(23)	(23)
(c) property, plant and equipment	(10)	(10)
(d) investments	-	-
(e) intellectual property	(40)	(40)
(f) other non-current assets	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	13	13
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	(517)	(517)
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>(577)</b>	<b>(577)</b>
<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	200	200
3.6	Repayment of borrowings	(584)	(584)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(384)</b>	<b>(384)</b>
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	1,012	1,012
4.2	Net cash from / (used in) operating activities (item 1.9 above)	1,018	1,018
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(577)	(577)

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (3 months) \$A'000</b>
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(384)	(384)
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>1,069</b>	<b>1,069</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	744	685
5.2	Call deposits	325	327
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>1,069</b>	<b>1,012</b>

<b>6.</b>	<b>Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1	Aggregate amount of payments to related parties and their associates included in item 1	160
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	<b>Financing facilities</b> <i>Note: the term "facility" includes all forms of financing arrangements available to the entity. Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
7.1	Loan facilities	13,970	11,535
7.2	Credit standby arrangements	-	-
7.3	Other (please specify) –	-	-
	Bank guarantee – Westpac	265	227
	Bank guarantee – Mr. Liosatos	500	-
7.4	<b>Total financing facilities</b>	14,735	11,762
7.5	<b>Unused financing facilities available at quarter end</b>		2,973
7.6	<p>Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.</p> <p>Loan Facility - ADM Capital – term facility – 19% - 31/3/23 – secured (USD denominated) – AUD \$1.27m            Loan Facility - Timelio – debtor &amp; trade finance facility – base discount rate 9.7% - no fixed term expiry - secured – AUD \$9.0m            Loan Facility - First Samuel – note deed – 11% - 18/1/23 –secured - AUD \$3.5m            Loans provided by Directors – 10% + options – 28/2/25 unsecured – AUD \$200k            Westpac bank guarantee facility (cash backed) – AUD \$265k            Bank guarantee provided by Mr. Liosatos – AUD \$500k.</p>		

8.	<b>Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1	Net cash from / (used in) operating activities (item 1.9)	1,018
8.2	Cash and cash equivalents at quarter end (item 4.6)	1,069
8.3	Unused finance facilities available at quarter end (item 7.5)	2,973
8.4	Total available funding (item 8.2 + item 8.3)	5,060
8.5	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	N/A
	<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: N/A	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: N/A	

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer: N/A

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

## Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 28 October 2022.....

Authorised by: The Board.....  
(Name of body or officer authorising release – see note 4)

## Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.