19 October 2020

icetana secures further orders for United States prison customers through reseller Rasilient

Highlights:

- **icetana receives four new orders for its motion intelligence platform from reseller Rasilient for US state prison end-users valued at US$200,000 (circa A$282,000) in aggregate for 5 year licence terms.**

- **These orders are additional to those announced to the ASX on 22 September 2020.**

- **The orders represent a threefold expansion of icetana's US correctional facility customer base.**

- **The US prisons market is one of the largest in the world and icetana intends to leverage this success into additional US states**

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icetana Limited (ASX:ICE "icetana" or "the Company") is pleased to announce new purchase orders for US correctional services locations secured through hardware vendor Rasilient Systems, Inc. ("Rasilient") to supply icetana's video analytics solution to four prisons (additional to the two prisons announced on 22 September 2020).

The orders have a combined value of US$200,000 (AUD$282,000), inclusive of 5 years of support and maintenance. This deployment represents a subset of the total camera footprint of each prison being licensed with the potential to expand the licensed camera count over time. Furthermore, these sites represent less than 20% of the state prisons operated by this end-customer, offering additional scope for expansion subject to sales efforts. Both icetana and Rasilient are actively pursuing other correctional facility clients in the United States following on from this success.

Implementation will be undertaken remotely by icetana technicians leveraging Rasilient hardware supplied and installed on site by Rasilient.

CEO and Managing Director Matt Macfarlane said:

"The prisons market has always offered a particularly strong use-case for icetana's motion intelligence system. This expanded licensing relationship will attract our organisation's devoted attention given the enormous scope that the sector presents both in the US and beyond."

Material terms of commercial arrangements:

- The contractual arrangement disclosed in this announcement is between icetana and Rasilient, rather than the end-users.
- The icetana end-users mentioned in this announcement are subject to the End User Licence Agreement as published on the icetana website;
- The payment terms from Rasilient to icetana for these orders are on 30 day terms following payment by the end customer to Rasilient within 30 days of installation.
- The orders include a 5 year term of software support and maintenance. Ongoing support and maintenance after 5 years will be subject to a customer renewal. It is therefore possible that no material revenue over and above the initial order values materialises from Rasilient pursuant to this commercial arrangement going forward.

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Authorised for release by the Board of icetana Limited.

For further information contact:

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About icetana

icetana Limited is a global software company providing video analytics solutions designed to automatically identify anomalous actions in real-time for large scale surveillance networks. Our software integrates with customers' existing video management systems and IP cameras.

Using artificial intelligence and machine learning techniques, the icetana solution learns and filters out routine motion, showing only anomalous or unusual behaviour allowing operators to focus on events that matter and respond in real-time to both precursor activities and incidents. icetana has a broad range of use cases across a growing number of industry verticals. It has been implemented at over 40 sites on four continents, helping clients harness the rich data streams from their existing security networks and turning that data into improved situational awareness and deeper operational insights.