

11 November 2020

icetana secures order for Canadian power provider through reseller Delco

Highlights:

- **Canadian power utility places order for icetana motion intelligence software through reseller Delco valued at CAD\$90,000 covering software licences and 5 year support and maintenance.**
- **The order represents icetana's first power utility customer and expands the relationship with reseller Delco following strong results in Canada, including at Calgary-based Mount Royal University.**
- **The utilities vertical provides a new use case opportunity for icetana's motion intelligence platform with a focus on asset protection and occupational health and safety issues. The new relationship also highlights the capabilities of both Delco and icetana for similar deployments in North America**

icetana Limited (ASX:ICE "icetana" or "the Company") is pleased to announce its first purchase order for the power utilities market after a new 5 year client order was confirmed with value added reseller ("VAR") Delco Security ("Delco") to supply icetana's video analytics solution to a Canadian power utility.

The order has a total value of CAD\$90,000 (circa AUD\$95,000), inclusive of software licences and 5 years of pre-paid support and maintenance. This deployment represents a small subset of the total camera footprint of the power utility, with the potential to extend coverage over time.

Implementation will be undertaken remotely by icetana technicians leveraging Delco's technical services and hardware supplied and installed on site by Delco.

CEO and Managing Director Matt Macfarlane said:

"The use case for icetana's motion intelligence system for high value infrastructure assets and operating facilities was a key aspect in this purchase decision and we are pleased to have secured another end customer through our VAR Delco in Canada. This provides yet another opportunity for icetana to demonstrate the full capabilities of our icetana motion intelligence platform to a new market vertical where asset protection and occupational health and safety are critical risks we help to manage."

Material terms of commercial arrangements:

- The contractual arrangement disclosed in this announcement is between icetana and Delco, rather than the end user.
- 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 Delco to icetana for these orders are on 30 day terms following 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 Delco pursuant to this commercial arrangement going forward.

- ENDS -

Authorised for release by the Board of icetana Limited.

For further information contact:

icetana Limited Matt Macfarlane CEO and Managing Director +61 400 605 960 ceo@icetana.com	Shane Cranswick CFO and Company Secretary +61 401 671 897 shane@icetana.com.au
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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 35 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.