



# AGM – CEO update

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**Matthew Strack, CEO**

## Forward Looking Statements and Disclaimer

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## FY20 in review

### Improved Focus

Focussing on 3 strategic markets: Rail, Light Rail and Bus.

Significant improvement in EBITDA despite significant delays in the supply chain as a result of COVID-19 quarantine lock downs.

### Enhanced Capability

Strengthened senior leadership team with a new CEO, Quality Manager and Head of Supply Chain.

Appointment of new independent non-executive director, Chris Afentoulis who brings a strong financial background.

### Strengthened Financial Base

Completed equity capital raise for \$3m.

Reduced cost base.

Won a number of contracts including Alstom Sydney City and Southwest PACIS.

We strive to reduce operating risks for operators and enable them to unlock value from the data generated by their networks.

- keep commuters safe and secure, in line with legal/compliance requirements and community expectations
- provide commuters with information (and entertainment) relevant to their route
- extract value from the data generated from their transportation systems

A close-up photograph of a person's hand holding a tablet. The tablet screen displays a 3D CAD model of a mechanical assembly, showing various components and their assembly sequence. The interface includes a sidebar with a tree view of the model's structure and a top toolbar with various software icons. The 3D model is rendered in a perspective view, showing a complex assembly of parts.

The diagram illustrates the integration of various IoT devices and services on a train platform. A central image shows a train at a platform. Various IoT components are connected to it via colored lines (green, blue, yellow, red). These include sensors like temperature, humidity, air quality, and motion; cameras for security and monitoring; communication modules like GSM/GPRS, Wi-Fi, and ZigBee; and other devices like smart locks, energy meters, and environmental control systems. A legend on the right lists the services provided by these devices:

- infostruttura
- sicurezza
- conforto e servizio
- TAFIRACOM
- gestione intelligente
- emergenza
- servizio qualità

The screenshot displays the DTI (Digital Twin Interface) software. On the left is a vertical toolbar with icons for various functions. The main area is split into two panels. The left panel shows a 3D aerial view of a bridge under construction, with a red line indicating the bridge's axis and yellow arrows pointing to specific structural elements. The right panel shows a live video feed of the bridge's cable-stayed structure, with a yellow box highlighting a specific area. At the bottom is a timeline with a red line and a yellow box, and a set of navigation controls.

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## Growth Strategy

DTI aims to grow revenue in Australia through new and existing customers in our key verticals of Rail, Light Rail and Bus thereby expanding our market share.

International growth will be driven by further development of our existing system integrator relationships in Europe and the identification of a new system integrator for the North America market.

DTI will further engage mass transit operators by delivering meaningful, actionable insights from the data captured utilising advanced analytics via an “as a service” model.

DTI is creating an innovative, high performance team culture that attracts and retains top talent.

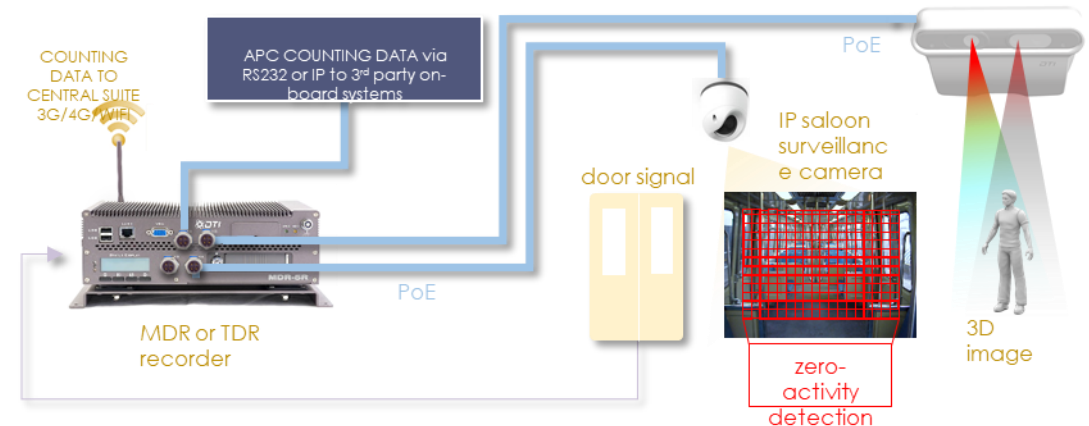
## Business Drivers

The COVID-19 pandemic has generated a significant focus on the safety of the public transport sector. Governments and operators are seeking new and innovative ways to ensure the public safety is maintained on the network.

DTI has the unique opportunity to leverage its existing installed base and analytics capabilities to provide a fast to market offering.

Focus on increasing recurring revenue via

- Support and maintenance contracts;
- Annual Software licensing; and
- Analytics delivering actionable insights.



## Summary and Outlook

DTI with its proprietary technology and domain expertise is well placed to benefit from the pending increased investment in surveillance and communications systems on the public transport networks.

FY 21- Stabilise, Streamline, Sustainably Scale – growing pipeline of new sales opportunities with high barriers to entry

- Continue focus on product reliability
- Upscaling of sales processes and capabilities
- Strengthen key system integrator relationships in Europe
- Identify system integrator in North America
- Maintain cost focus to drive profitability



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