



AGM – CEO update

November 23, 2021 | ASX: DTI

Matthew Strack, CEO

FY21 in review

Improved Focus

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

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

Maintained customer delivery schedules for major projects despite the supply chain challenges.

Operations

Developed new compact data recorder (CDR-6) targeted at the bus market.

Completed the development of Windows10 support and H.265 video compression on our mobile data recorder platforms.

Strengthened Financial Base

Revenue of \$18.57M, a 32% increase on FY20.

EBITDA of \$435k, versus -\$2.23M in FY20

Ongoing focus on cost reduction.

Won a number of contracts including the next phase of the San Francisco Light Rail expansion project.

Key Financial Metrics

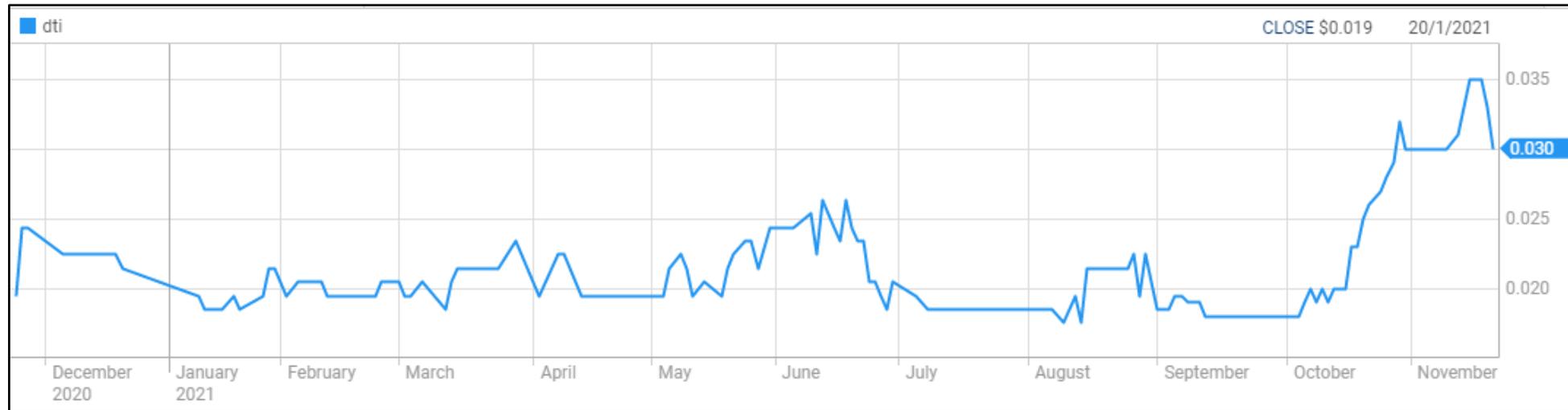
		FY21	FY20	FY19	FY18	FY17
Revenue	\$	18,572,598	14,085,266	19,176,894	19,103,076	15,867,660
EBITDA	\$	435,174	(2,230,530)	(8,179,879)	(10,127,646)	(3,024,987)
EBIT	\$	76,058	(2,697,174)	(9,535,657)	(13,125,393)	(4,827,070)
Net profit/(loss) after tax	\$	24,844	(2,731,270)	(9,440,710)	(11,384,311)	(5,847,874)
Share price at start of year	\$	0.02	0.03	0.06	0.17	0.39
Share price at end of year	\$	0.02	0.02	0.03	0.06	0.17
Dividends	cps	-	-	-	-	-
Basic (loss)/ earnings per share	cps	0.01	(0.91)	(4.42)	(8.72)	(5.32)
Return on Capital Employed	%	1.43	(51.52)	(179.45)	(58.62)	(30.07)

Balance Sheet

	FY21	FY20	FY19	FY18	FY17
Current Assets	9154136	13179065	13226010	20558797	23188550
Non-current assets	1,715,903	1,248,840	683,243	1,430,713	6,889,759
Total assets	10,870,039	14,427,905	13,909,253	21,989,510	30,078,309
Current liabilities	5,548,392	9,192,337	8,595,477	6,797,795	7,686,719
Non-current liabilities	111,247	140,085	36,760	109,777	1,551,945
Total liabilities	5,659,639	9,332,422	8,632,237	6,907,572	9,238,664
Net Assets	5,210,400	5,095,483	5,277,016	15,081,938	20,839,645
Equity	5,210,400	5,095,483	5,277,016	15,081,938	20,839,645

Company Snapshot

Share Price



Company Details

ASX code: DTI
 Closing share price: \$0.03
 (22/11/2021)
 Market cap: \$13.39M
 Issued shares: 446,618,570

Board members

Mr Greg Purdy – Chairman
 Mr Steve Gallagher
 Mr Andrew Lewis
 Mr Chris Afentoulis

Product Development – CDR-6

Released new compact digital recorder CDR-6 targeted to the bus market

Developed support for the latest video compression algorithm – H.265

Enhanced “live look-in” capability of system

CORE FEATURES:

- o 4 Camera PoE+ Ports
- o 2 x Gbit ports (optional M12)
- o Removable HDD up to 6TB
- o Low-heat Quad-core Intel CPU
- o Record and Live-stream up to 16 x IP video cameras
- o Records any combination of H.264, H.265 & MPEG streams
- o Ultra low maintenance with fan-less cooling
- o High-level encryption protects and authenticates each individual frame
- o Standard Cat 6 LTE modem / optional CAT 12 LTE modem for 5G connectivity
- o simple installation, auto-discovery from service laptop utility, all preconfigured settings are uploaded
- o Optimised for High-Definition IP Video recording including 6.4MP and 12.4MP 360o panoramic cameras
- o Integrated DTI applications for Infotainment, People Counting, Facial recognition
- o 3rd Party application hosting with high-level engineering support
- o Multi-channel audio recording lip-synchronised to video
- o **25-year design heritage**





Powerful, Ultra-compact

with built-in networking

4G* and 5G*
connectivity

Windows 10
embedded
operating
system

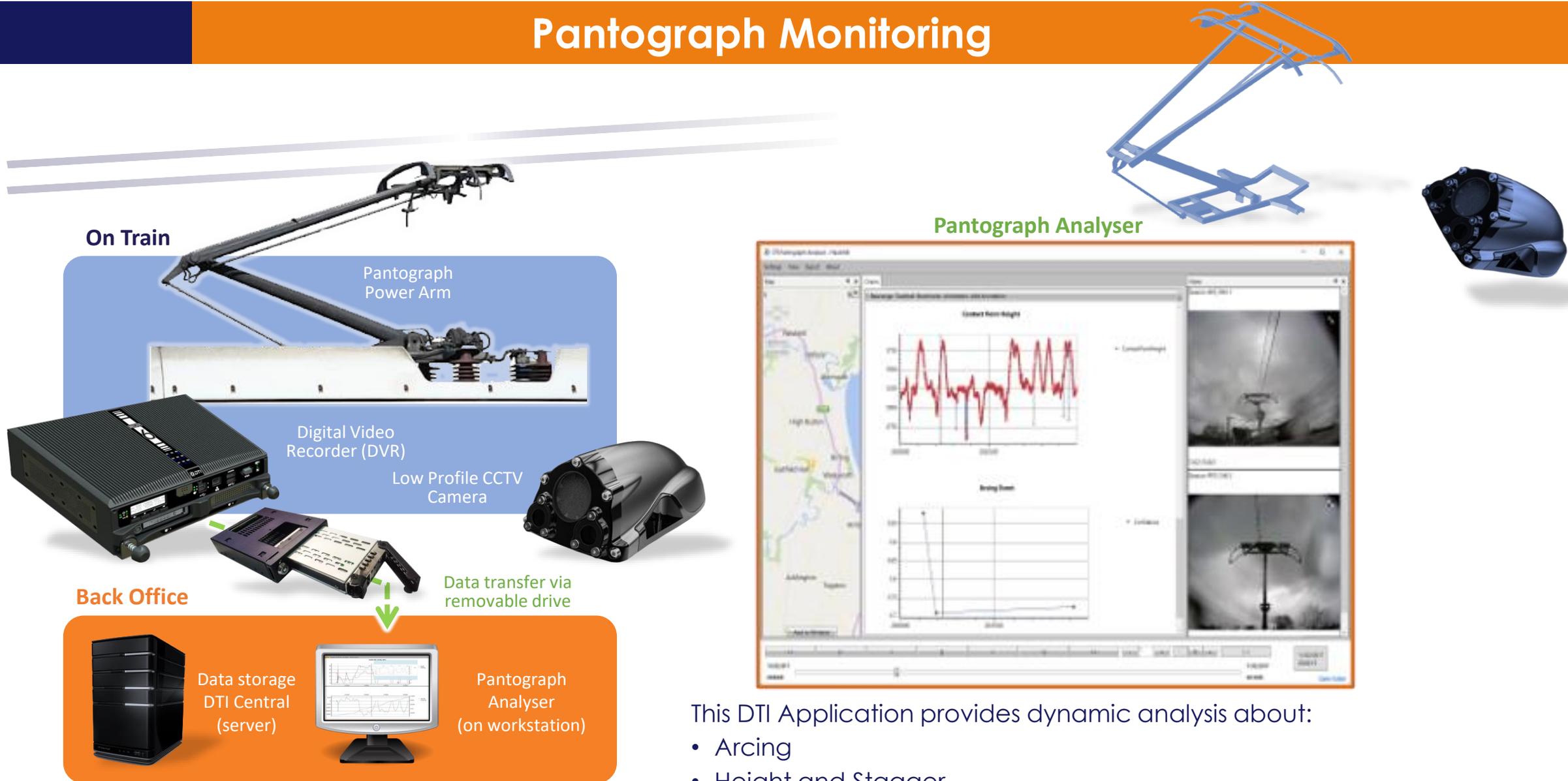
ONVIF
compatible



specification subject to change without notice

www.dti.com.au

Pantograph Monitoring



This DTI Application provides dynamic analysis about:

- Arcing
- Height and Stagger
- Event locations and mapping

Passenger Information development and test system

Built a simulation of a 6 car passenger train to facilitate development and testing of our passenger information and communication systems



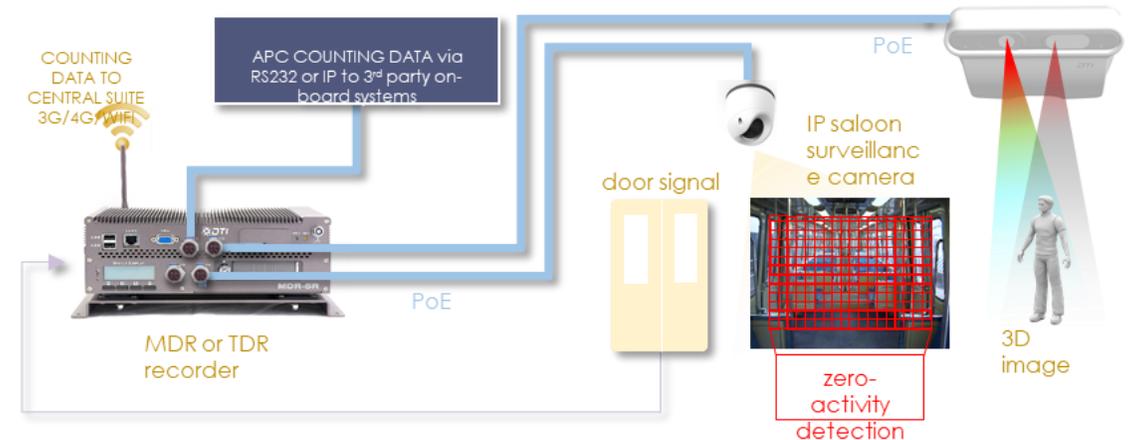
Business Drivers

- Relationship with OEMs
- Public safety
- Operator efficiency
- Government spending on public transport as a financial stimulus post COVID-19 lockdowns

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.



Growth Strategy

DTI aims to grow revenue and market share, in Australia through new and existing customers in the key verticals of rail, light rail and bus thereby.

International growth will be driven by enhancement of our existing system integrator relationships in Europe and the identification of a new system integrator for the North American 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.

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

- 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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