DTI

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AGM PRESENTATION

CEO Matthew Strack

29 November 2022

DTI

DTI Group Ltd (ASX: DTI) develops and provides world-leading surveillance, video analytics, and passenger information systems technology and services to the mobile transit industry worldwide.

Our customers include transit agencies, vehicle operators, vehicle manufacturers, and law enforcement agencies.

OVER **100** CUSTOMERS ACROSS THE GLOBE

OVER **20,000** VEHICLES WITH DTI CCTV

OVER **300,000** HOURS OF FOOTAGE CAPTURED DAILY

PROFITABLE ASX LISTED COMPANY GENERATING **$0.15M** EBIT

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FY22 Highlights

$0.15M EBIT
100%
y-o-y improvement in EBIT

$15.8M
REVENUE

$1.56M
OF CASH RESERVES

5.3%
Reduction of CORPORATE & OPERATIONAL OVERHEADS

$0
NET DEBT

$2M RAISED BEFORE COSTS
in successful rights issue.

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FY22 in review

Key Achievements from FY22

✓ Awarded contract with Siemens for the supply of on-board surveillance systems for 151 light rail vehicles for San Francisco Municipal Transport Authority. Further strengthening DTI's relationship, SFMTA will have more than 600 vehicles utilising DTI systems.

✓ Completion of the installation of passenger information and surveillance systems on 58 Comeng units as part of their life extension project.

✓ Completed the manufacturing and delivery of the first 100 trainsets of passenger information displays for Alstom Ubunye.

✓ Launched new compact digital recorder specifically designed for the Bus market ensuring DTI has a recorder to meet our customers requirements in each of our key markets; bus, light rail and rail.

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FY23 First Quarter

- Solid start to the financial year with Quarter 1 revenue growth of 13% from prior corresponding period.

- Exhibited at the Australasian Bus and Coach Expo showcasing our new compact digital video recorder and bus passenger information system. Generating multiple enquiries from bus manufacturers in support of their bids for the Transport for NSW Panel 4 tender.

- CEO and GM Sales visited key customers, integrators and our contract manufacturer in the US. Identified potential new partners to work with to expand our presence in the US.

- Commenced deliveries of the updated destination displays to Alstom Ubunye in South Africa.

- Completed delivery of the passenger information and surveillance system to Alstom India for the Sydney City and South West project.

- Successfully achieved IRIS rail quality management recertification. DTI is the only Australian headquartered surveillance and passenger information system business to hold this qualification.

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Growth Strategy

Four key pillars for growth

Upselling existing customers

Leveraging existing customer base by increasing passenger information system adoption and upselling digital surveillance services.

Existing markets include:
- **Australia**
- **USA**
- **United Kingdom**
- **France**
- **Spain**
- **South Africa**

Expand in new markets

Leverage strategic relationships with resellers and partners to expand into new territories such as India and new states in the US.

Growth through integrators

Expand strategic relationships with system integrators to bring DTI into bids which we would not have the capability to deliver on our own.

Analytics/managed services

Successfully complete trials of pantograph overhead line monitoring solution in Europe leading to both new project sales and ongoing recurring licensing.

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DTI Product Suite

Surveillance

DTI's state of the art surveillance system allows operators to capture all areas in and around your vehicles.

Additional functionality includes:
- **Event capture**
- **Passenger counting**
- **Live look in**
- **Automatic number plate recognition**

Passenger information

Keep your passengers engaged and informed with DTI's passenger information system.

Capabilities includes:
- **Driver Displays**
- **Passenger information displays**
- **Digital route maps**
- **Audio amplifiers**
- **Hearing aid loops**
- **Passenger emergency intercom**

Analytics solutions

DTI's industry leading analytics solutions ensures operators are maximising the benefits they derive from a DTI system.

Managed services

DTI has dedicated support teams to ensure the smooth running of your DTI systems.

Support services can be tailored to meet your specific business requirements

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Surveillance

On Vehicle
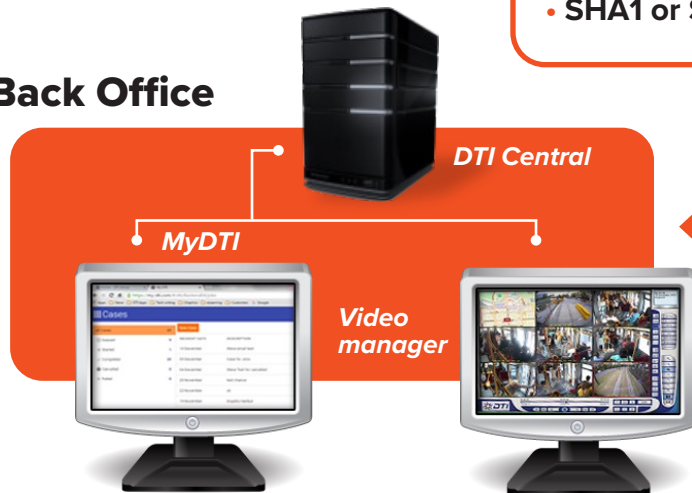

Digital Video Recorder (DVR)

Variety of Saloon, External, Panoramic and Pantograph Cameras

SHA AUTH OK

- Wi-Fi downloads
- Proprietory .DVS file type
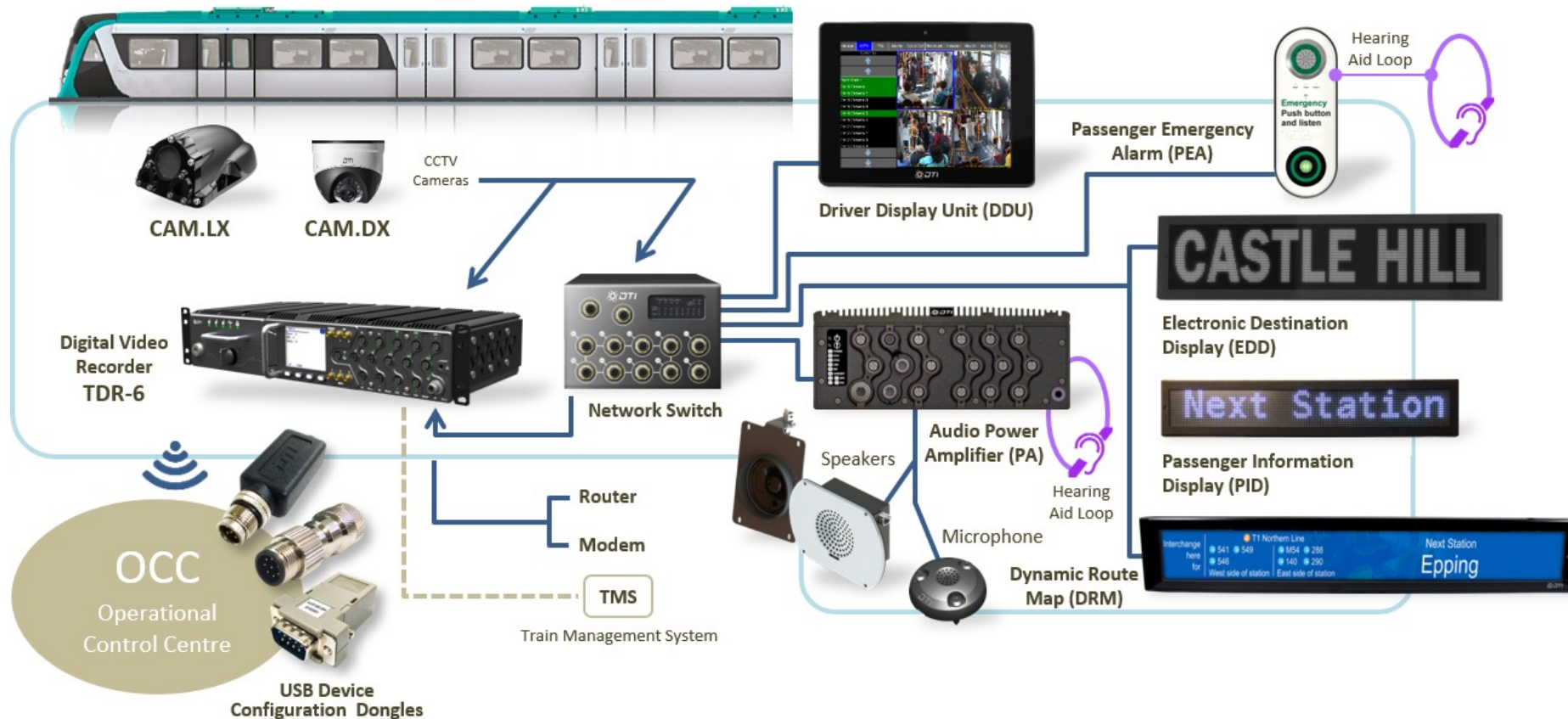- SHA1 or SHA2-512 video data security

Back Office

DTI Central

MyDTI

Video manager

Central Office Analysis and Evidence

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Passenger Information

Combining CCTV Security and Passenger Information functionality in a fully integrated system

Analytics Solutions

Passenger Counting

With the growing global need for accurate occupancy information DTI can accurately count passengers to assist operators in understanding occupancy rates or detect potential fare evasion when integrated with the onboard ticketing system.
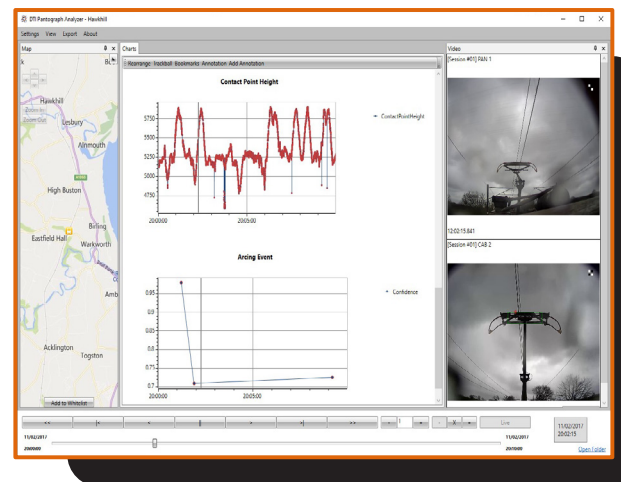
- ✓ **DTI systems can accurately count passengers with an accuracy greater than 98% with all data remotely accessible.**

- ✓ **Optional Artificial Intelligence is also used to provide additional features such as wheelchair, bicycle and baby stroller counting.**

- ✓ **Individual counting data is collected, the vehicle occupancy is then calculated on-board and sent to the central server for detailed analysis and passenger flow trending.**

- ✓ **DTI continually develop their analytics suite to optimise your return on investment**

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Pantograph Monitoring

On Train

Pantograph Power Arm

Digital Video Recorder (DVR)

Low Profile CCTV Camera

Data transfer via removable drive or wifi

Back Office

Data storage DTI Central (server)

Pantograph Analyser (on workstation)

Pantograph Analyzer

DTI have developed the Overhead Camera (OHCAM) Video analytics system for use on electric trains and trams that utilise overhead wire (OLE) infrastructure. The OHCAM system provides predictive failure analysis surrounding the following key operational issues:

- excessive arcing caused by pantograph carbon strip damage, overhead wire damage or poor contact
- pantograph anomalies – including sudden lateral movement
- height and stagger breaches – the software analyses video of a pantograph to measure and plot the height and stagger of the OLE infrastructure, from operational trains travelling at line speed.

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Analytics Solutions

Auto number plate recognition (ANPR) database module
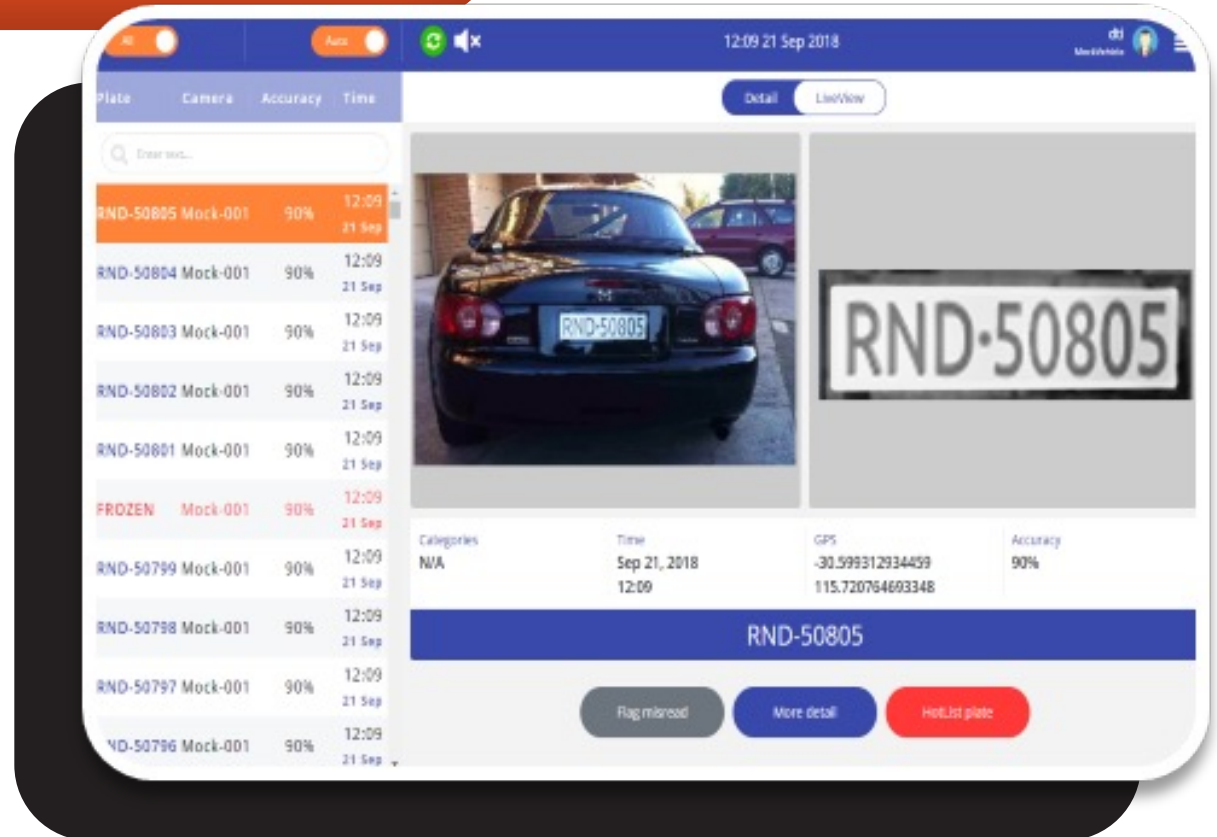
✓ **Forward facing cameras capture clear video and vehicle license plate data, using our ANPR module.**

✓ **Our system is used for one of the worlds largest cities for toll lane enforcement including automated reverse node searches for offenders misusing bus/tram-only lanes.**

✓ **Associated hi-resolution images, HD video and license plate details are matched by the system and stored for enforcement of penalties**

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Managed Service

Keeping your service running smoothly, always

- ✓ Dedicated onsite support – let DTI manage your system for you ensuring the highest level of system availability.

- ✓ On-call support staff and regional based technicians available to assist.

- ✓ Remote support – DTI's help desk is manned by highly qualified technical staff who are able to resolve many issues remotely

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FY23 Priorities

Execution under way

- ☑ **Expansion of pantograph trials in the UK and France.**

- ☑ **Development of DTI designed vertically focussed recorders – CDR-7; MDR-7; TDR-7.**

- ☑ **Onboarding of new contract manufacturer in Thailand, reducing dependency on China and Taiwan and ensuring certainty of supply.**

- ☑ **Grow bus vertical Australia via multiple body builders in support of TfNSW Bus Panel 4.**

- ☑ **Execution of international growth strategy by entering into agreements with new partners in the USA, India and South Africa.**

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Thank You

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