



The transit technology people.

DTI Group Ltd (ASX: DTI)

# H1 FY23 Results

27 February 2023  
CEO Matthew Strack







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

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

Over **100** customers across the globe

Over **300,000** hours of footage captured daily

Over **20,000** vehicles with DTI CCTV



# H1 **FY23** Highlights

**\$1.28M**

CASH RESERVES

**\$6.5M**

REVENUE

**△ 600**

NEW SYSTEMS  
DEPLOYED

**▽ 15%**

Reduction of  
TOTAL EXPENSES

**\$0**

NET DEBT

**3**

NEW PRODUCTS  
RELEASED



The transit technology people.





# **FY23** First half activities

- **Completed deliveries of 40 trainsets of updated destination displays to Alstom Ubunye in South Africa, bringing the total number of displays delivered for this project to 3,640.**
- **Completed final delivery of the passenger information and surveillance system to Alstom India for the Sydney City and South West project**
- **Successfully achieved recertification to the IRIS rail quality management standard**
- **Entered into a Memorandum of Understanding with an Indian partner for the provision of CCTV and passenger information systems into the Indian retrofit market.**
- **Exhibited at the Australasian Bus and Coach Expo showcasing our new compact digital video recorder and bus passenger information system**
- **CEO and GM Sales visited key customers, integrators and the U.S.A. contract manufacturer. Identified and in discussions with potential partners to expand our presence in the U.S.A.**



The transit technology people.

# H1 FY23 Financial Update



# H1 FY23 performance

Group Income Statement (\$m AUD)

	HY FY23	HY FY22
<b>Revenue</b>	<b>6.5</b>	<b>9.9</b>
<b>Cost of sales</b>	<b>-4.8</b>	<b>-6.7</b>
<b>Onerous contract allowance</b>	<b>0.0</b>	<b>-0.2</b>
Gross margin	1.8	3.0
<b>Operational overheads</b>	<b>-1.3</b>	<b>-1.5</b>
<b>Corporate overheads</b>	<b>-1.2</b>	<b>-1.2</b>
<b>Impairment Costs</b>	<b>0.0</b>	<b>0.0</b>
<b>Other income</b>	<b>0.1</b>	<b>0.0</b>
<b>Other expenses</b>	<b>0.0</b>	<b>-0.3</b>
<b>Exchange differences</b>	<b>-0.1</b>	<b>0.0</b>
<b>EBITDA</b>	<b>-0.8</b>	<b>0.0</b>
<b>Depreciation/amortisation</b>	<b>-0.2</b>	<b>-0.1</b>
<b>EBIT</b>	<b>-1.0</b>	<b>-0.1</b>
<b>Net interest</b>	<b>0.0</b>	<b>0.0</b>
<b>Net loss before tax</b>	<b>-0.9</b>	<b>-0.1</b>
<b>Tax expense</b>	<b>0.0</b>	<b>0.0</b>
<b>Net loss after tax</b>	<b>-0.9</b>	<b>-0.1</b>
<b>Gross margin %</b>	<b>27.1%</b>	<b>30.7%</b>
<b>Overheads/revenue</b>	<b>-39.2%</b>	<b>-27.5%</b>
<b>EBITDA margin %</b>	<b>-12.8%</b>	<b>0.3%</b>

- 11% reduction in operating expenses
- Flat corporate expenses despite a high inflation environment
- Avoidance of onerous contract allowances



# Expense analysis

	HY FY23	HY FY22
Operational overheads	-1.3	-1.5
Corporate overheads	-1.2	-1.2
Onerous contract allowance	0.0	-0.2
Other expenses (Excluding FX)	0.0	-0.1
<b>Total</b>	<b>-2.6</b>	<b>-3.0</b>

- 15% reduction in total expenses
- Avoidance of onerous contract allowances and other expenses
- Reduction of operational overheads, primarily through improved staff productivity
- Constrained corporate overheads in a high inflation environment



# 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**

### Expand in new markets

**Develop strategic relationships with partners to expand into new territories such as India and additional states in the U.S.A.**

### Growth through integrators

**Develop 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**



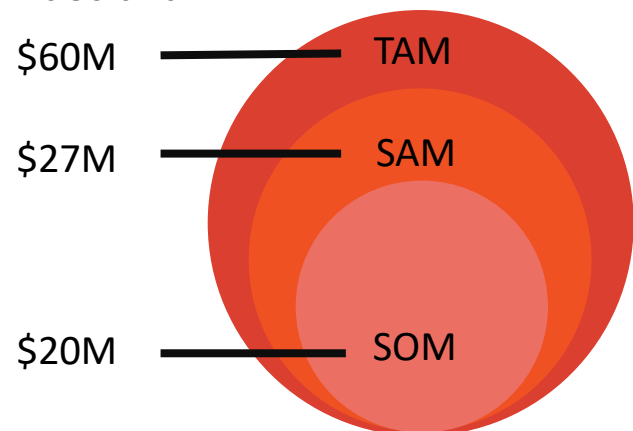
The transit technology people.



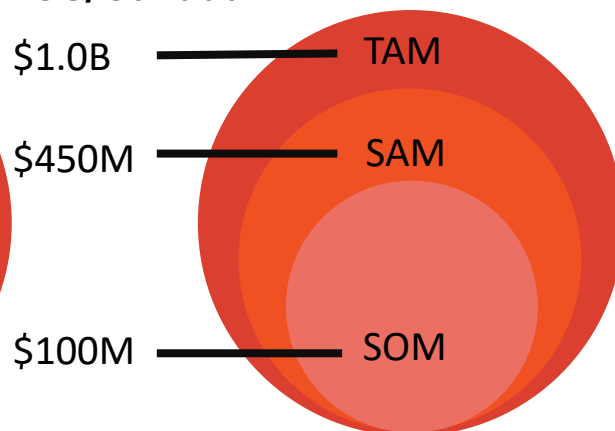
# Total addressable market

The Global Mobile Video Surveillance market is forecast to increase from **USD\$2.6B** in FY22 to **USD\$5.3B** in FY31.

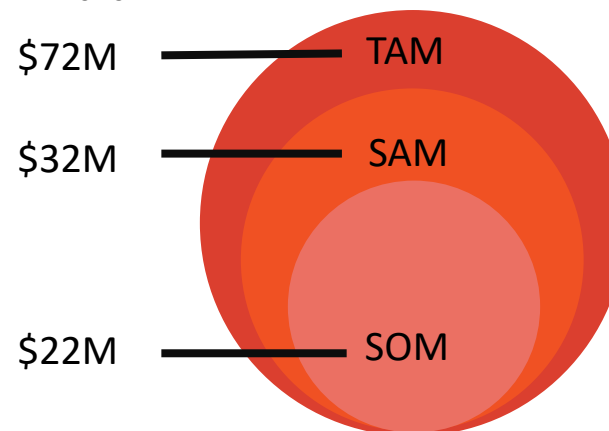
## Australia



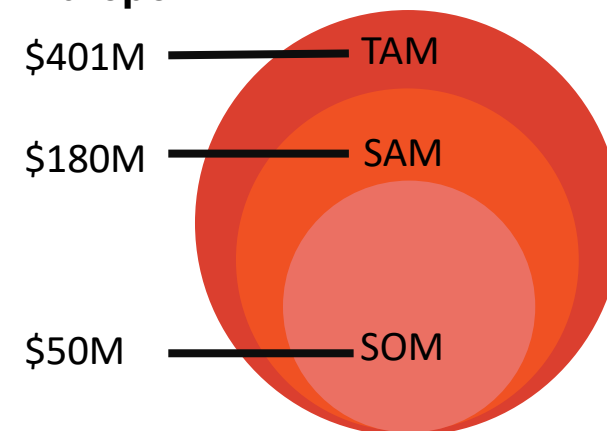
## US/Canada



## India



## Europe



Source: Global & Regional Mobile Video Surveillance Market Report 2022



The transit technology people.

# FY23 priorities

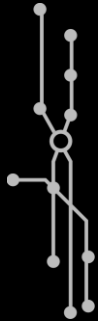
## Execution under way

- ✓ 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 the Australian bus segment through multiple body builders in support of TfNSW Bus Panel 4
- ✓ Execution of international growth strategy by entering into agreements with new partners in the U.S.A., India and South Africa



The transit technology people.





**Matthew Strack** *CEO*  
matthew.strack@dti.com.au

**David Hood** *CFO*  
david.hood@dti.com.au



dti.com.au



# DTI product suite



## Surveillance

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

**Features can include:**

- **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.**

## Analytics solutions

**DTI's industry leading analytics solutions provide actionable insights for operators so they can optimise their assets.**

## 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.**



The transit technology people.

# Surveillance



On Vehicle



Digital Video Recorder (DVR)



Variety of Saloon,  
External, Panoramic and  
Pantograph Cameras

Back Office



DTI Central



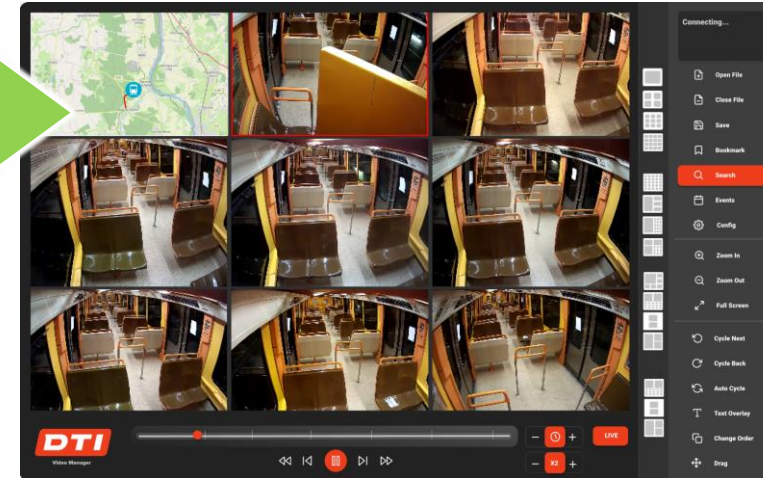
MyDTI

Video  
Manager



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

(SHA AUTH OK)



Central Office analysis and evidence

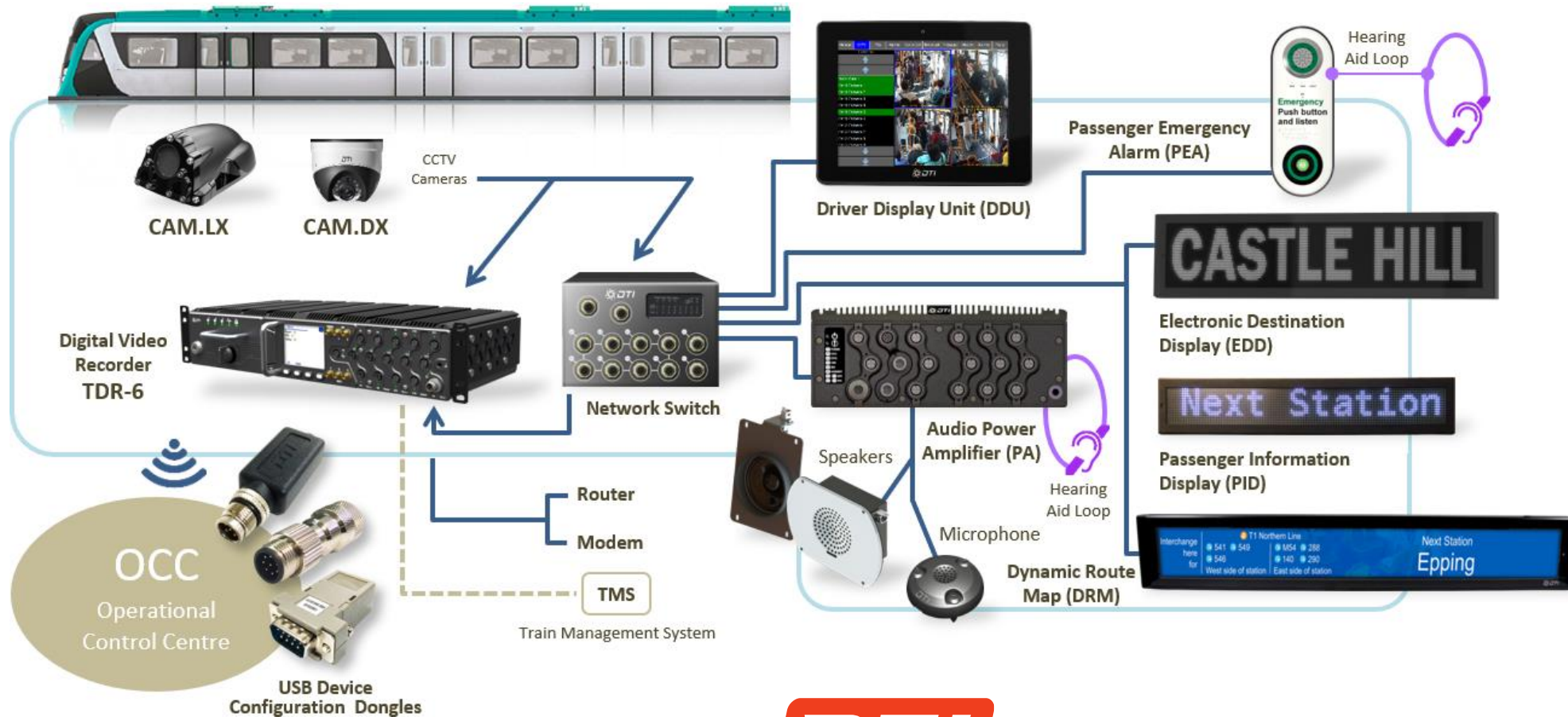


The transit technology people.



# Passenger information

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



The transit technology people.



# Analytics Solutions

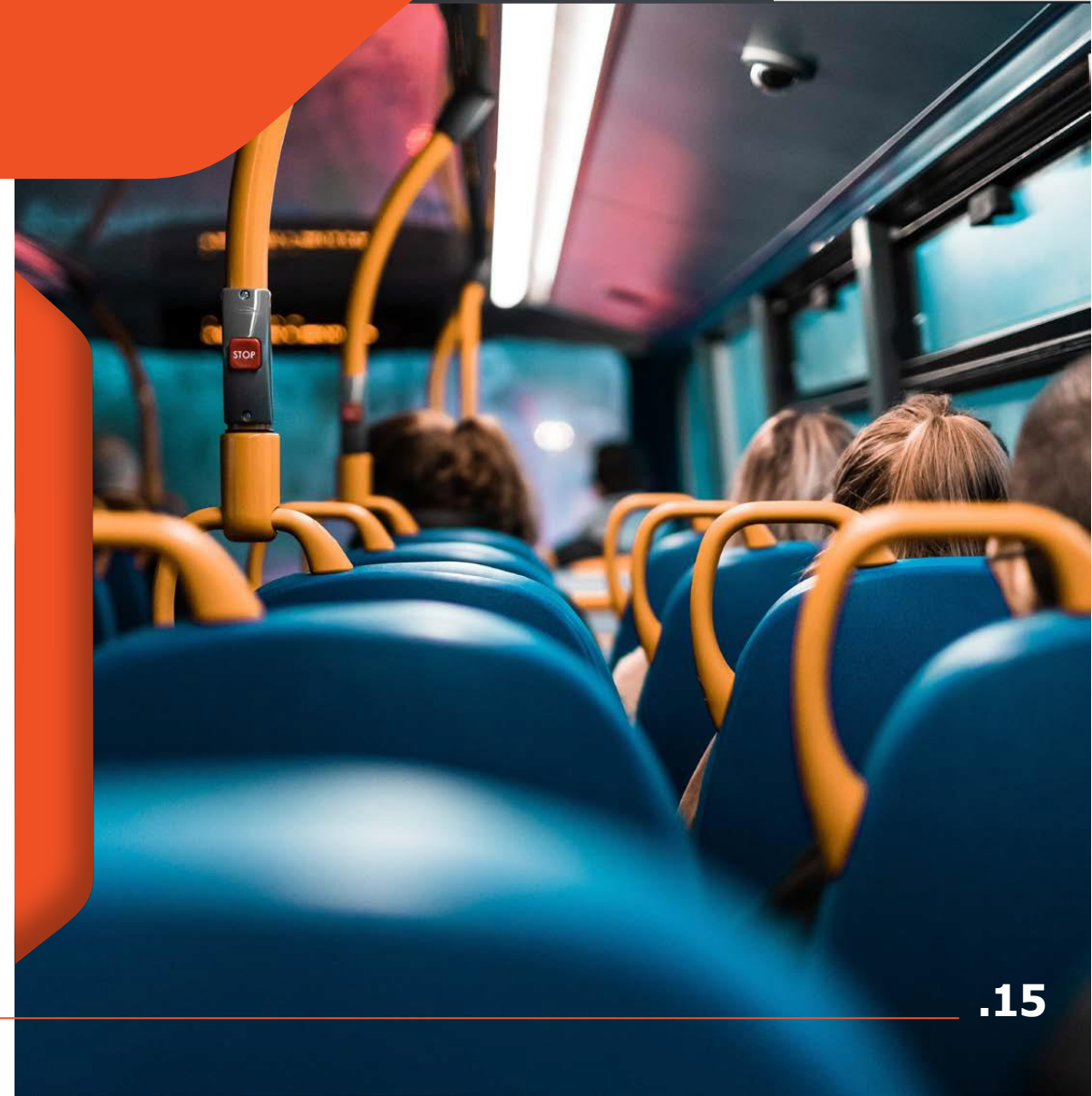


## Passenger Counting

**DTI systems can 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 the analytics suite to optimise your return on investment**



The transit technology  
people.

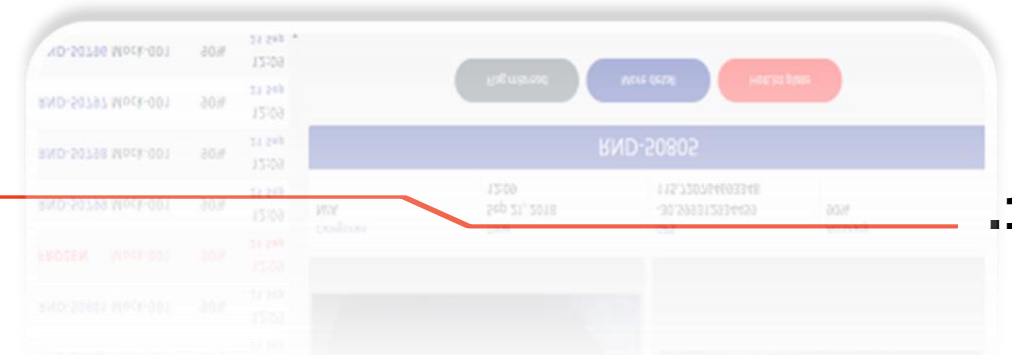
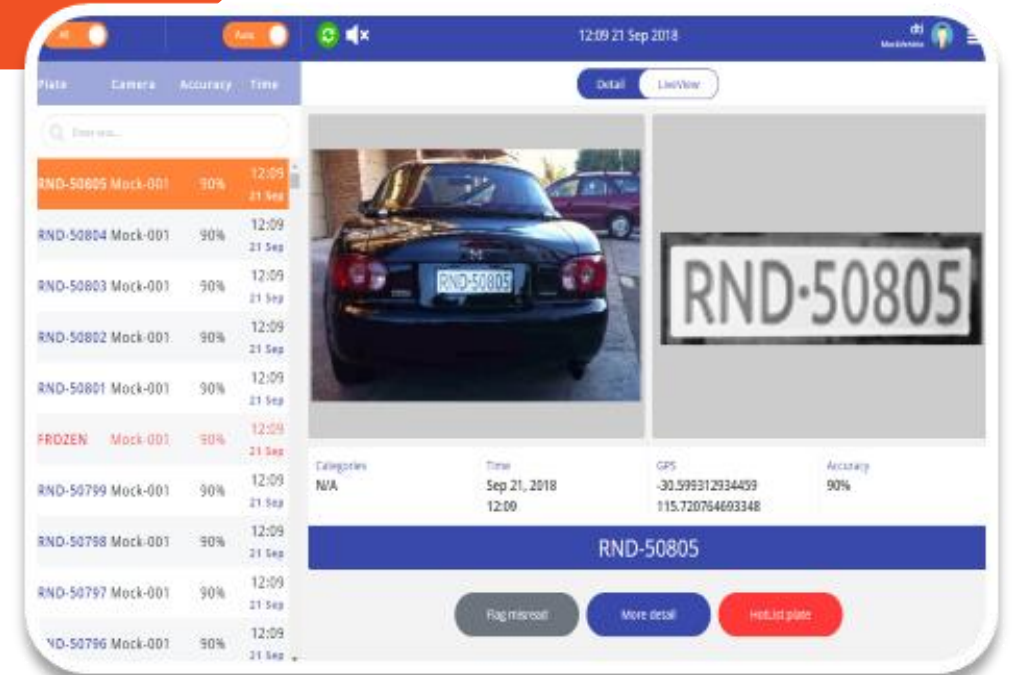
# Analytics Solutions

# 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.**



# Pantograph monitoring



## On Train



Pantograph  
Power Arm



Digital Video  
Recorder (DVR)

Low Profile  
CCTV Camera



## Back Office



Data transfer via  
removable drive or wifi

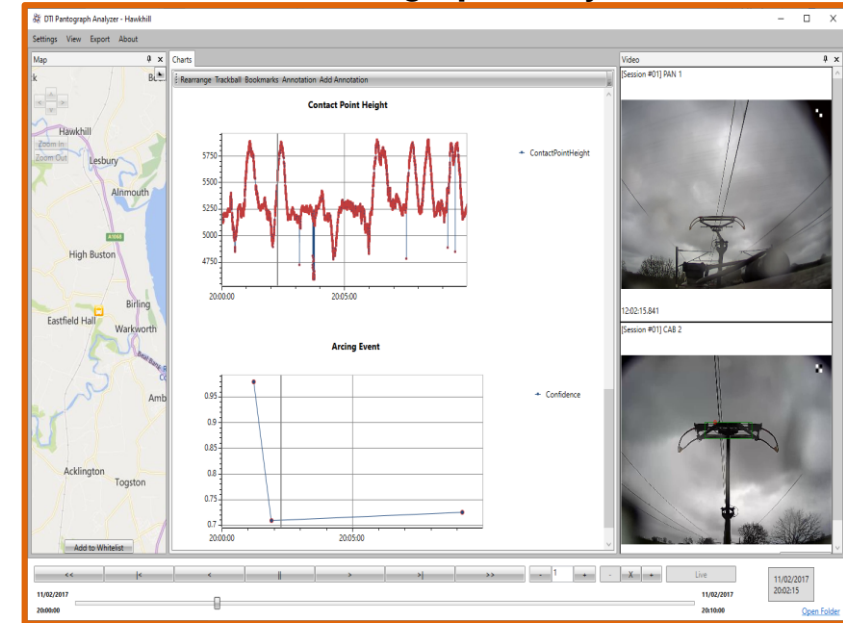


Data storage  
DTI Central  
(server)



Pantograph  
Analyser  
(on workstation)

## Pantograph Analyser



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

- excessive arcing from 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.



The transit technology people.

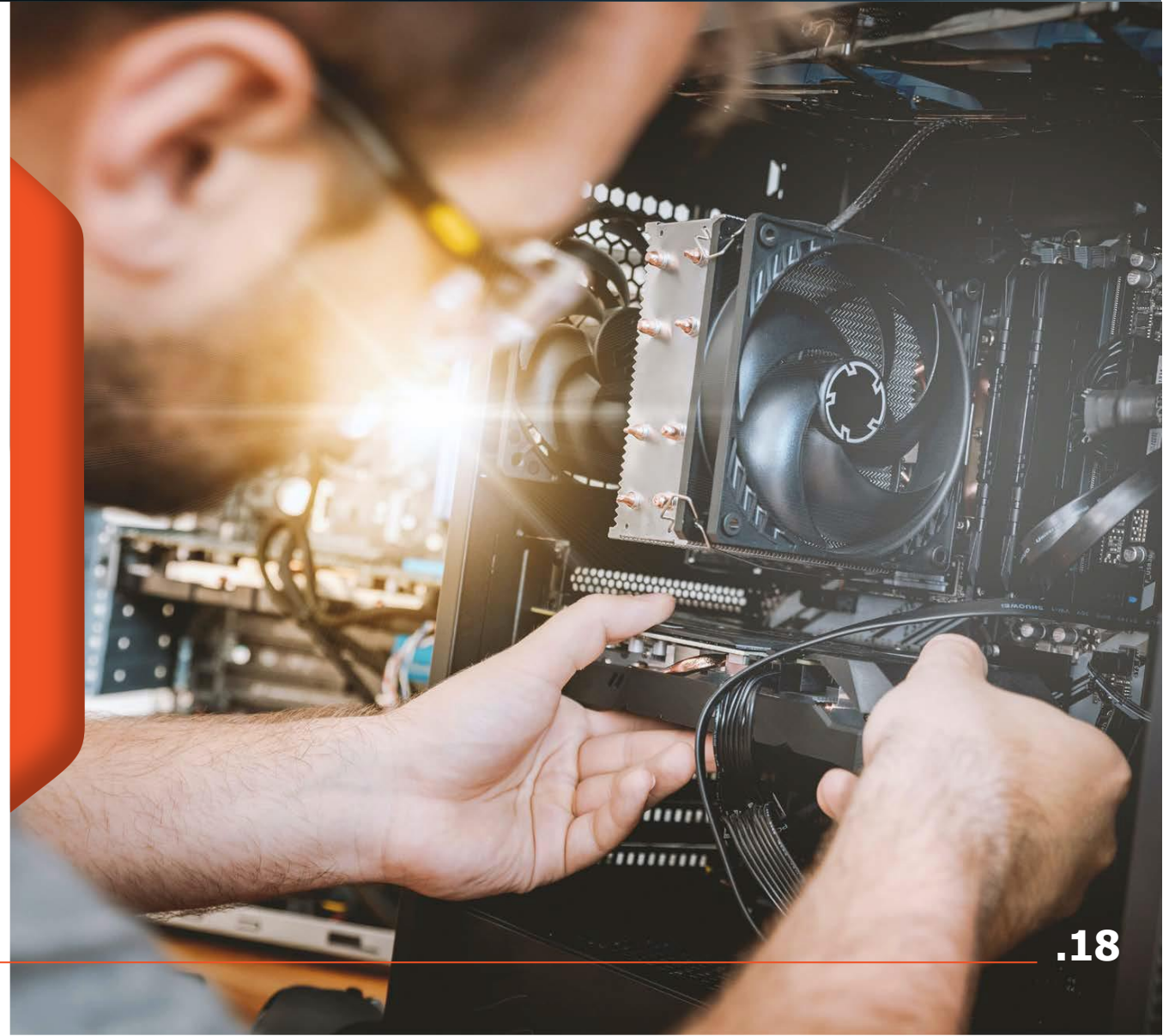


# Managed services



## 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**





# Disclaimer

**The release, publication or distribution of this presentation in certain jurisdictions may be restricted by law and therefore persons in such jurisdictions into which this presentation is released, published or distributed should inform themselves about and observe such restrictions.**

**This presentation does not constitute, or form part of, an offer to sell or the solicitation of an offer to subscribe for or buy any securities, nor the solicitation of any vote or approval in any jurisdiction, nor shall there be any sale, issue or transfer of the securities referred to in this presentation in any jurisdiction in contravention of applicable law.**

**Persons needing advice should consult their stockbroker, bank manager, solicitor, accountant or another independent financial advisor. Certain statements made in this presentation are forward-looking statements. These forward-looking statements are not historical facts but rather are based on DTI Group Ltd current expectations, estimates and projections about the industry in which DTI Group Ltd operates, and its beliefs and assumptions. Words such as “anticipates”, “expects”, “intends”, “plans”, “believes”, “seeks”, “estimates”, and similar expressions are intended to identify forward-looking statements.**

**These statements are not guarantees of future performance and are subject to known and unknown risks, uncertainties and other factors, some of which are beyond the control of DTI Group Ltd, are difficult to predict and could cause the actual results to differ materially from those expressed or forecasted in the forward-looking statements. DTI Group Ltd cautions shareholders or prospective shareholders not to place undue reliance in these forward-looking statements, which reflect the view of DTI Group Ltd only as of the date of this presentation.**

**The forward-looking statements made in this presentation relate only to events as of the date on which the statements are made. DTI Group Ltd will not undertake any obligation to release publicly any revisions or updates to these forward-looking statements to reflect events, circumstances or unanticipated events occurring after the date of this presentation except as required by law or by any appropriate regulatory authority.**



The transit technology people.