



ASX Announcement | 31 January 2024

DTI Group Limited (ASX:DTI)

Quarterly Business Activity Report & Appendix 4C

DTI reports first sale of new Senti-ai system into trucks vertical

Highlights

- First multiple unit sale and delivery of DTI's new Senti-ai truck-based waste recovery system.
- Subsequent additional orders for the Senti-ai system will generate revenues for DTI in the first half of calendar year 2024.
- DTI's cash equivalent balance at the end of the December 2023 quarter was \$0.877M.

DTI Group Limited (ASX:DTI) ("DTI" or "the Company") is pleased to provide its Appendix 4C for the quarter ended 31 December 2023 (Q2 FY24) along with the following operational update.

First deliveries of DTI's new Senti-ai truck-based solution

DTI successfully entered the truck vertical in its Q2 FY24, with the period seeing the first commercial sale and installation of the Company's new Senti-ai truck-based waste recovery telematics and CCTV system. This innovative solution delivers to the customer operational benefits including productivity and safety through the provision of high-quality digital camera footage and a host of critical telematics, including vehicle position and driving history, vehicle status, and other customer specific requirements. Clients acquiring the Senti-ai on-vehicle systems also have access to a complementary cloud-based application that delivers enhanced overall fleet management and analysis.

Additional follow up orders were recently received for Senti-ai

More recently, DTI has received another order for the purchase and installation of additional units of its Senti-ai truck-based waste recovery telematics and CCTV system. Proceeds from this sale will be reflected in DTI's revenue base in its Q3 FY24 reporting period.

Key highlights in DTI's Q2 FY24 financials included:

- A cash equivalent balance of \$0.877M at the end of the Q2 FY24 reporting period.
- Delivery of effective cost control initiatives that conserved cash balances
- Continued investment in future growth, with an additional \$0.132M invested into intellectual property.

In accordance with Listing Rule 4.7C.1, during the quarter, \$1.09m was expended on product and manufacturing costs, \$0.89m on staff costs and \$0.29m on administration and corporate costs.

In accordance with Listing Rule 4.7C.3, payments made to related parties and their associates are included in the Appendix 4C section 6.1 and these payments of \$52k are for director and company secretarial fees.



DTI Chief Executive Officer Matt Strack said:

“The December 2023 quarter saw DTI tick off another box in its stated growth strategy, with the Company achieving its first unit sales in the waste recovery truck vertical. Thanks to sustained hard work by the entire DTI team, we reported an initial sale and installation of multiple units of our new Senti-ai truck-based waste recovery system. The good news does not stop there, with additional Senti-ai truck system sales recently entering our books, which will bolster our Q3 FY24 revenues. These orders are a clear demonstration that our new truck surveillance and telematic product is now getting the attention of target companies across Australia’s truck transportation sector.”

For further information, please contact:

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About DTI Group Limited (ASX:DTI)

DTI Group Limited (ASX:DTI) is a developer and marketer of a range of world-leading surveillance, video analytics, telematics and passenger information systems technology and services. The Company’s growing client base includes transit agencies, vehicle operators, vehicle manufacturers and law enforcement agencies, based both in Australia and overseas.

DTI Group’s diverse suite of products and services has expanded over time, with new offerings regularly launched that are designed to meet identified client demands in target market segments. Its current range of product and services comprise four broad categories:

- A state-of-the-art surveillance system that enables operators to capture all areas in and around vehicles
- A passenger information system that keeps clients’ passengers engaged and informed
- Industry leading telematics and analytics solutions that provide actionable insights for client operators
- Support services, encompassing a team of on-call skilled DTI Group staff that help maximize the value clients derive from their DTI systems.

To learn more, please visit: www.dti.com.au/



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This ASX announcement has been authorised by the Board of DTI Group Limited (ASX:DTI)



Appendix 4C

+Rule 4.7B

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity		
DTI Group Limited		
ABN	Quarter ended ("current quarter")	
15 069 791 091	31/12/2023	
Consolidated statement of cash flows	Current quarter \$A'000	Year to date (6 months) \$A'000
1.0 Cash flows from operating activities		
1.1 Receipts from customers	2,578	5,219
Receipt of Government Grant revenue*	0	0
1.2 Payments for		
(a) research and development	0	0
(b) product manufacturing and operating costs	-1,094	-2,245
(c) advertising and marketing	-44	-71
(d) leased assets	-22	-44
(e) staff costs	-891	-1,788
(f) administration and corporate costs	-294	-634
1.3 Dividends received (see note 3)	0	0
1.4 Interest received	19	22
1.5 Interest and other costs of finance paid	-11	-23
1.6 Income taxes paid	0	0
1.7 Government grants and tax incentives	0	0
1.8 Other	0	0
1.9 Net cash from / (used in) operating activities	242	437
2.0 Cash flows from investing activities	Current quarter \$A '000	Year to date (6 months) \$A'000
2.1 Payments to acquire:		
(a) entities		
(b) businesses		
(c) property, plant and equipment	-28	-32
(d) investments		
(e) intellectual property	-132	-448
(f) other non-current assets		
2.2 Proceeds from disposal of:		
(a) entities		
(b) businesses		
(c) property, plant and equipment		
(d) investments		
(e) intellectual property		
(f) other non-current assets		
2.3 Cash flows from loans to other entities		
2.4 Dividends received (see note 3)		
2.5 Other (provide details if material)		
2.6 Net cash from / (used in) investing activities	-160	-479

3.0 Cash flows from financing activities		Current quarter \$A '000	Year to date (6 months) \$A'000
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	474	924
3.6	Repayment of borrowings	-553	-1,098
3.7	Transaction costs related to loans and borrowings		
3.8	Dividends paid		
3.9	Other (provide details if material)		
3.10	Net cash from / (used in) financing activities	-79	-174
4.0 Net increase / (decrease) in cash and cash equivalents for the period		Current quarter \$A '000	Year to date (6 months) \$A'000
4.1	Cash and cash equivalents at beginning of quarter/year to date	881	1,113
4.2	Net cash from / (used in) operating activities (item 1.9 above)	242	437
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-160	-479
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-79	-174
4.5	Effect of movement in exchange rates on cash held	-7	-20
4.6	Cash and cash equivalents at end of quarter	877	877
5.0 Reconciliation of cash and cash equivalents		Current quarter	Previous quarter
at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts		\$A'000	\$A'000
5.1	Bank balances	877	881
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	877	881
6.0 Payments to related entities of the entity and their associates		Current quarter \$A'000	
6.1	Aggregate amount of payments to related parties and their associates included in item 1 - Director/Secretary payments		-52
6.2	Aggregate amount of payments to related parties and their associates included in item 2		0

7.0	Financing facilities available	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities		
7.2	Credit standby arrangements		
7.3	Other - Credit card facility	290	151
7.4	Total financing facilities	290	151
7.5	Unused financing facilities available at quarter end		139
7.6	Credit card - unsecured		
8.0	Estimated cash available for future operating activities		\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)		242
8.2	Cash and cash equivalents at quarter end (item 4.6)		877
8.3	Unused finance facilities available at quarter end (item 7.5)		139
8.4	Total available funding (Item 8.2 + Item 8.3)		1,016
8.5	Estimated quarters of funding available (Item 8.4 divided by Item 8.1)		N/A
8.6	If Item 8.5 is less than 2 quarters, please provide answers to the following questions:		
1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?		
	Answer: Not applicable		
2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?		
	Answer: Not applicable		
3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?		
	Answer: Not applicable		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date:

31 Jan 2024

Authorised by:

by the Board of Directors

(Name of body or officer authorising release - see note 4)

Notes

- 1 The quarterly report and the accompanying activity report provides a basis for informing the market how the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
- 2 If this quarterly report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
- 3 Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
- 4 If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board. If it has been authorised for release to the market by a committee of your board of directors, you can insert her: "By the [name of board committee - eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
- 5 If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Councils Corporate governance Principles and Recommendations, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.