

ASX Announcement

ASX: SMN

1 November 2024

FY25 Financial Guidance & Outlook Update

November 2024 FY25 Financial Guidance & Outlook Update

Highlights

- SMS FY25 Group Revenue forecast to be A\$30.0 million - A\$34.0 million (+14% vs pcg)
- SMS FY25 Group Adjusted EBITDA forecast to be A\$7.6 million - A\$9.1 million (+312.5% vs pcg)
- FAA Certification of ABP Application expected Q3 FY25

Structural Monitoring Systems Plc ("**SMS**" or "**the Company**") (ASX: SMN) is pleased to provide the following FY25 Financial Guidance and Outlook update:

FY25 Group Financial Forecast

Based on our performance year-to-date, current market conditions and recent commercial developments, we are pleased to provide the following full-year FY25 guidance:

- FY25 Group Revenue: A\$30.0 million - \$34.0 million: representing an increase of approximately 14% at the midpoint compared to our FY24 revenue.
- FY25 Group Adjusted EBITDA: A\$7.6 million – A\$9.1 million: representing an increase of approximately 312.5% at the midpoint compared to our FY24 Group EBITDA.

FY25 Outlook:

Avionics & Contract Manufacturing

- **CAL FIRE order for Forest Radios confirmed (expected Q3 FY25)**
 - Potentially 150 units with a contract value of over \$2m USD
- **US Forest Service final certification Forest Radio (expected Q3 FY25)**
 - opens access to US contract aerial fire fleets (approx. 800 aircraft)

AEM CVM™

- **FAA Certification of ABP application (expected Q3 FY25)**
 - triggers Delta contractual payment (current value USD\$2m)
 - conclusion of commercial negotiations with United (146 aircraft)
 - commencement negotiations with Southwest (255 a/c), American (75 a/c), and balance of target fleets (240 a/c)
- **Formal commitments to SMS/Boeing/Delta plan for next applications (Q3 FY25)**
 - including first military application
 - leading to generic certification

(Adjusted EBITDA excludes share-based payments expenses. All financials are in AUD unless otherwise stated. Financial guidance assumes average exchange rate for the year: A\$1=C\$0.9259)

This ASX release has been approved for release by Executive Chairman Ross Love on behalf of the Board of Directors.

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Shareholder Enquiries

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