



ASX Announcement | 19 November 2024

DTI Group Limited (ASX:DTI)

AGM Chairman's Address and CEO Presentation

DTI Group Limited (ASX:DTI) ("DTI" or the "Company") is pleased to present a copy of the Chairman's Address and CEO Presentation to be made at today's Annual General Meeting of the Company commencing at 1:30pm AEDT.

-ENDS-

This announcement has been authorised for release by the Company Secretary.

For further information, please contact:

DTI Group Limited (ASX:DTI)
Mr. Matt Strack
Chief Executive Officer
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2024

Annual General Meeting



Chairman's address

Good afternoon, fellow shareholders, board members, and team members.

It's a pleasure to welcome you all to this Annual General Meeting. As we gather today, I want to express my appreciation for your ongoing support and trust in DTI's vision and strategies. Your confidence in our company is the foundation that enables us to innovate, expand, and drive forward in a competitive landscape.

Financial Performance & Outlook

The past financial year presented us with some challenges, including a period of declining revenue driven by market fluctuations and delays in several key projects. However, we chose to view these challenges as an opportunity to pause, reflect, and recalibrate for the future.

Key among these investments are our MDR-7 and Senti-ai solutions—products designed to address the specific and evolving needs of our clients. Early feedback and initial traction have been encouraging, and we are confident these products will be significant drivers of revenue growth in the year ahead.

Expansion into New Markets

One of our major milestones this year was our successful expansion into the waste recovery sector. The launch of our Senti-ai telematics and CCTV system showcases our capability among truck operators, where it is helping to enhance both safety and operational efficiency. We're excited by the potential of this product, and we are committed to continuing to tailor our technology to meet the unique needs of the various sectors we serve.

Global Rail Projects and Local Achievements

In the rail sector, DTI's reputation continues to grow. We are actively pursuing new opportunities in international markets, including Germany, the United States, India, and Malaysia, where our expertise in passenger information and surveillance systems is well-aligned with the demands of the industry. At home in Australia, we are proud to contribute to the Sydney City and Southwest rail line project, where our solutions are enhancing the passenger experience and improving safety, reinforcing our commitment to customer-centric innovation.

Strengthening Safety in Bus Operations

In Q3 2024, we achieved a significant milestone with our inclusion in the Transport for NSW Bus Procurement Panel 4. This means operators across New South Wales can now choose DTI's digital CCTV solutions for their new buses. This is a tremendous endorsement of the quality and reliability of our offerings. Additionally, the growing interest in our LiveView system—which provides real-time access to on-vehicle footage—underscores our commitment to improving safety and incident management for our customers. Early trials with bus operators have been extremely positive, further validating our mission to empower customers with innovative tools that enhance operational responsiveness.

Securing Strategic Contracts

We were also pleased to secure a strategic contract with Adelaide Metro Operations, a major win that highlights the strength of our industry relationships. The AUD\$4 million contract to upgrade the public address, CCTV, and information systems on Adelaide's trams is a key project, and we look forward to delivering it to the highest standards. This achievement underscores both our technical expertise and the trust our clients place in us to deliver mission-critical solutions.

Financial Challenges and Positive Indicators

While revenue in FY24 fell short of our initial projections—primarily due to project delays and completions—we remain optimistic about the future. Our recent appointment to the NSW Government's Panel 4, along with the continued development of innovative solutions like My Safe Ride for school buses, positions us for stronger market share and revenue growth over time.

In international markets, particularly the UK and Europe, we have seen a slower-than-expected recovery post-pandemic. However, recent orders are already exceeding last year's figures, indicating a strong rebound. Furthermore, the Senti-ai solution has delivered over AUD\$0.5 million in revenue from the on-road vehicle market, pointing to a new and exciting growth area for DTI.

Our People: The Core of Our Success

While our technology and products receive well-deserved recognition, it's our people who are the true force behind DTI's success. Our dedicated team of skilled professionals embodies our values of excellence, teamwork, and continuous improvement. We are committed to their growth and development,

ensuring they have the tools and support to deliver exceptional results for our customers.

Closing Remarks

In conclusion, DTI is well-positioned for growth and success in the years ahead. Our achievements to date are the result of the hard work and dedication of our team, the trust of our customers, and our unwavering commitment to advancing safety, operational efficiency, and passenger experience.

I would like to extend my deepest gratitude to all of you—our shareholders—for your continued support and belief in our vision. With our recent product launches and the growing market interest in our solutions, we are excited about the future and the opportunities it holds. Together, we look forward to a year of continued progress, innovation, and shared success.

Greg Purdy

Non-Executive Chairman



The Transport Technology Experts

**AGM Presentation
CEO Matthew Strack
19 November 2024**

DTI Group is a transport technology platform provider



DTI Group Ltd (ASX: DTI) supports the global transport industry through the engineering, development, delivery and support of world leading telematics, surveillance, video analytics and passenger information systems technology and services

Our customers include transit agencies, vehicle operators, vehicle manufacturers, emergency services providers 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

FY24 in review

- ✔ Launch of the MDR-7, DTI's versatile mobile data server that is the heart of our onboard systems serving all addressable markets and represents a breakthrough in real-time data capture.
- ✔ Received first contract for DTI's new waste management telematics, surveillance and driver assistance solution – Senti.ai
- ✔ Integration of Liveview into DTI back office management portal allowing operators real time viewing of multiple cameras on vehicles
- ✔ DTI's surveillance and passenger information systems are now available to be selected by NSW bus operators when purchasing new buses through Procurement Panel 4, the first time DTI has been on this panel
- ✔ Completed delivery of all equipment for the new driverless Sydney Metro trains which entered revenue service in Q1 FY25



FY25 first quarter

- ✔ **Solid start to the financial year with Quarter 1 revenue growth a significant improvement in EBIT compared to the corresponding FY24 period**
- ✔ **Contract award: awarded \$4.1M contract to upgrade the CCTV and passenger information systems on all Adelaide Metro Operations (Torrens Connect) trams**
- ✔ **Received LOI to provide the crash recording system on the first high speed trains to operate in USA**
- ✔ **Exhibited at the Australasian Bus and Coach Expo and the Victorian Department of Transport's Zero Emission Bus Drive Day showcasing DTI's latest hardware and software developments. Generating multiple enquiries from bus operators**
- ✔ **CEO attended Innotrans and met with key European train manufacturers resulting in DTI being invited to bid on new opportunities**
- ✔ **Successfully achieved full recertification to the IRIS rail quality management standard**



Profit & Loss

	FY24 (M\$ AUD)	FY23 (M\$ AUD)
Revenue	7.7	13.3
Cost of sales	-4.7	-8.8
Operational overheads	-2.5	-2.5
Gross margin	0.4	1.9
Impairment costs	-0.1	-0.1
Other income	0	0
Other expenses	0	0
Exchange differences	0	0.1
Corporate overheads	-2.1	-2.4
EBITDA	-1.8	-0.5
Depreciation/amortisation	-0.5	-0.4
EBIT	-2.3	-0.8
Net interest	-0.2	-0.1
Net loss before tax	-2.5	-0.9
Tax expense	0	0
Net loss after tax	-2.5	-0.9
Gross margin %	5%	14.3%
Overheads/revenue	-59.7%	-37.4%
EBITDA margin %	-23.4%	-3.6%



DTI Group operations



Providing surveillance

- Through multiple types of installed cameras
- Covering all areas in and around vehicles
- Images are captured by the on board digital video server
- On board and offline analysis

Informing passengers

- Passengers are engaged & informed
- Electronic destination & passenger information displays
- Passenger emergency alarms

Generating analytics

- Provide actionable insights into fleet operators
- Accurate passenger counting
- Licence plate data capture
- Tollway enforcements

Supporting with managed services

- DTI staff support customers to achieve their business objectives
- Dedicated on-site support options
- Remote support options

Technology meeting the needs of clients and their customers



Providing surveillance

Companies need:

- To meet 'duty of care' requirements for staff and passengers
- To monitor for a range of events, criminal activities and equipment failure



Informing passengers

Passengers need:

- To understand delays and their impacts
- Guidance on when their stop will be reached
- Reliable contact points in times of emergency



Generating analytics

Companies need:

- To accurately measure and track patronage levels over each day
- Timetables that efficiently meet peaks and troughs
- Successful rolling stock investment strategies



Supporting with managed services

Companies need:

- Cost effective monitoring and telematics solutions
- To maximise the reliability of their monitoring and telematics systems

DTI Group growth strategy



Upselling existing customers

Leveraging existing customer base by increasing passenger information system adoption and upgrading to 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.

Enter into new verticals with initial focus on resource recovery trucks



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

FY25 priorities

- **Further penetration of the domestic bus segment: Grow the Australian bus segment through multiple body builders in support of TfNSW Bus Panel 4 and tenders being released by operators**
- **Expansion into adjacent verticals: Further penetrate the Australian truck market via our telematics and CCTV solution – Senti-ai**
- **Expanded pantograph trials: Trials of DTI's pantograph product will become more widespread in the UK, Germany and France**
- **Implementation of overseas growth strategy: Execution of international growth strategy by entering into agreements with new partners in the U.S.A., India and Asia**
- **Deliver on existing contracts: Ensure current projects such as Torrens Connect Adelaide Trams CCTV and passenger information system are delivered to plan.**





Appendix

A state-of-the-art surveillance system

- DTI's state of the art surveillance system enables operators to capture all areas in and around vehicles.
- Features can include:
 - Automatic event capture such as harsh braking or duress alarm activation
 - Passenger counting
 - Live look in
 - Automatic number plate recognition

Variety of Saloon, External, Panoramic and Pantograph Cameras



On Vehicle

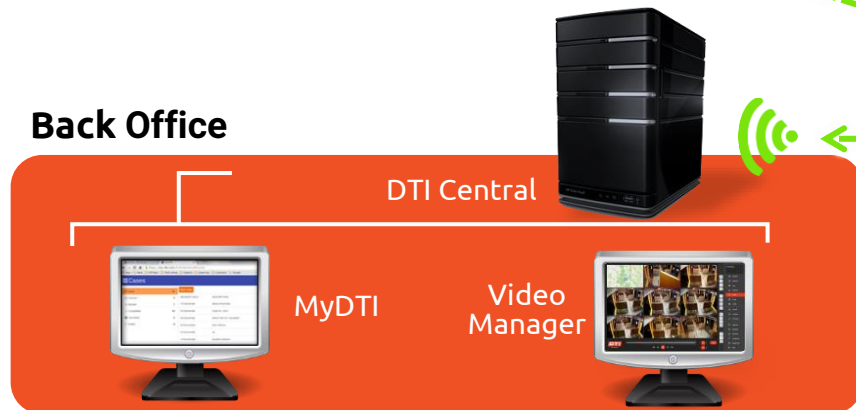


Digital Video Server (DVR)

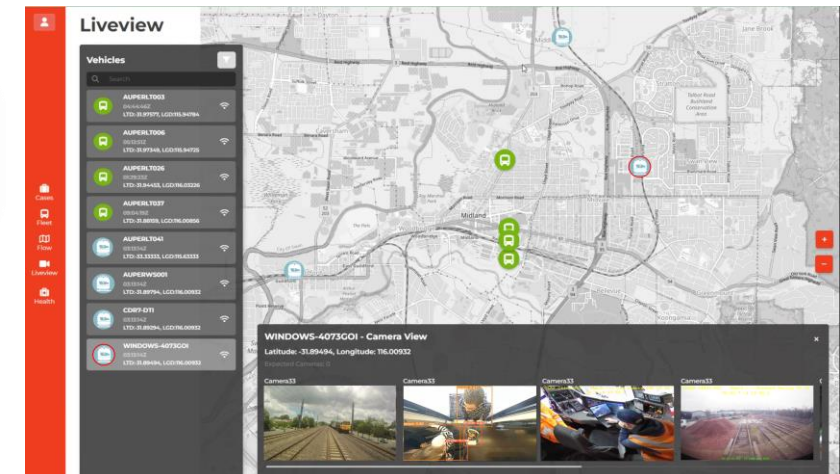
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- 4G or Wi-Fi downloads
- Proprietary .DVS file type
- SHA2-512 video data security

Back Office

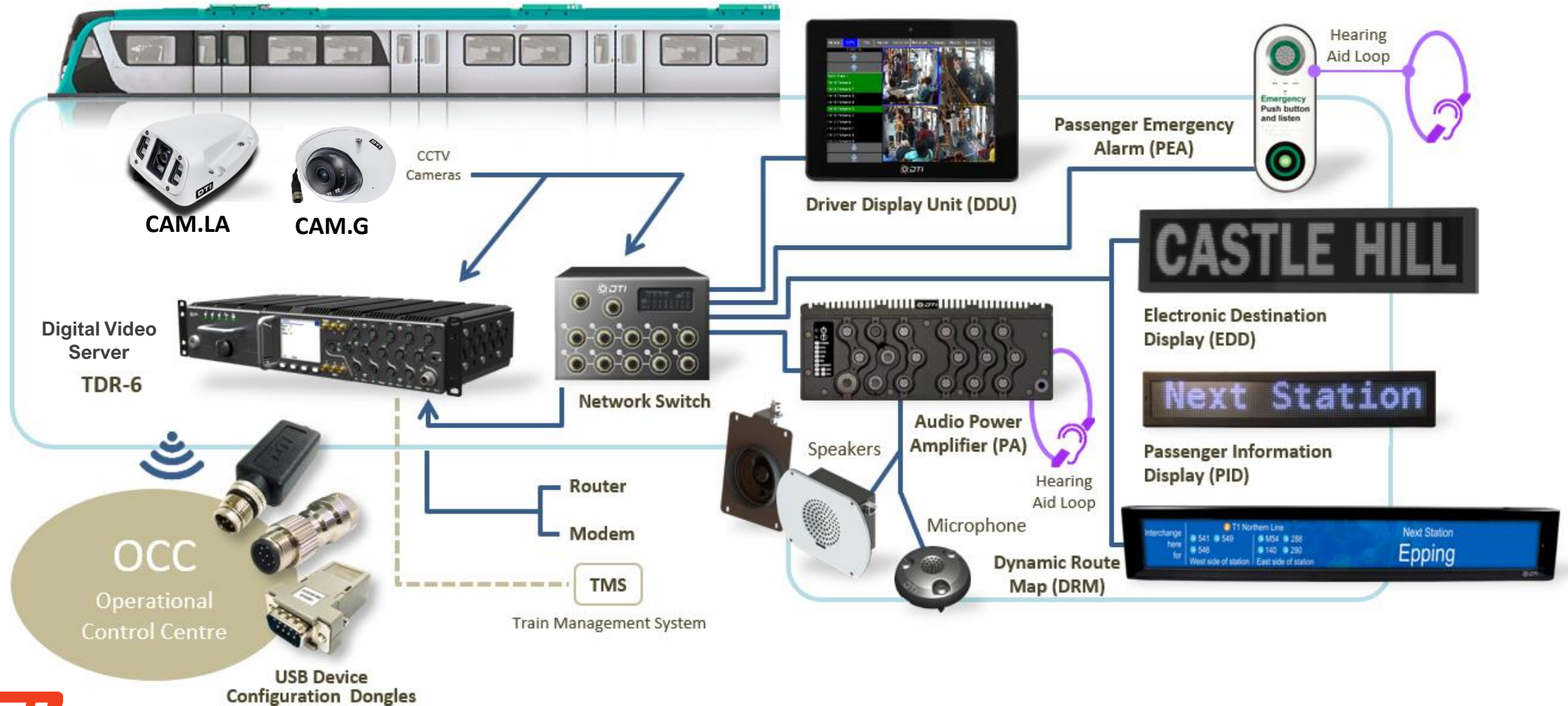


Central Office analysis and evidence



A passenger information system

DTI keeps passengers safe, engaged and informed



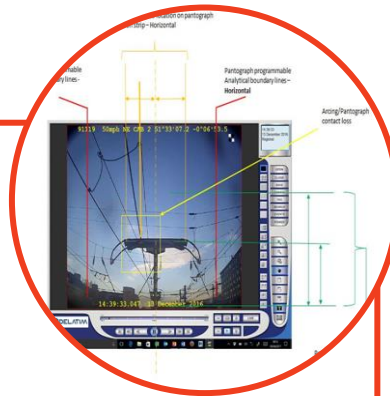
Pantograph video analytics

DTI have developed the OHCAM video analytics system for use on electric trains and trams which utilise overhead wire infrastructure. DTI's patented technology saves countless hours of manual inspection time by automating the inspection process using video analysis.

The software uses deep learning artificial intelligence technology (developed in-house by DTI) to detect and measure the position of the overhead line on the pantograph, in real-time.

This technology has the potential to save the operators millions of dollars in repair costs and avoidance of performance penalties.

Height and stagger breaches



The solution provides programmable limits and working tolerances, delivering accurate alarm event data for processing at the central server.

Automated arcing detection

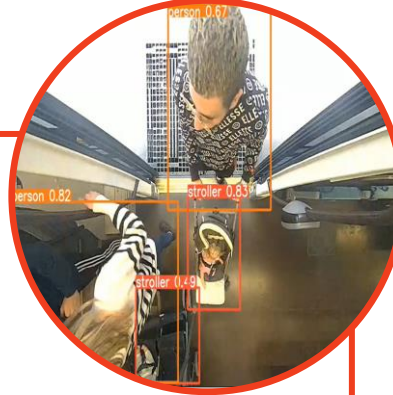


Real time detection of excessive arcing is a part of the OHCAM software modules. The system detects unusual arcing and sparking events which assists with condition monitoring of the pantograph carbon and overhead line geometry.

Industry leading analytics solutions

DTI clients obtain actionable insights into their operations

Passenger Counting

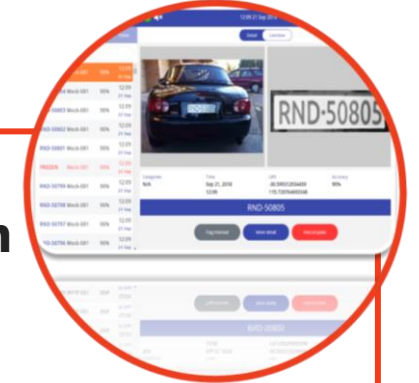


DTI systems can count passengers with an accuracy greater than 98% and all data is remotely accessible.

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 calculated on-board and sent to the central server for detailed analysis and passenger flow trending.

Auto number plate recognition (ANPR) database module



Forward facing cameras capture clear video and vehicle license plate data, using our ANPR module.

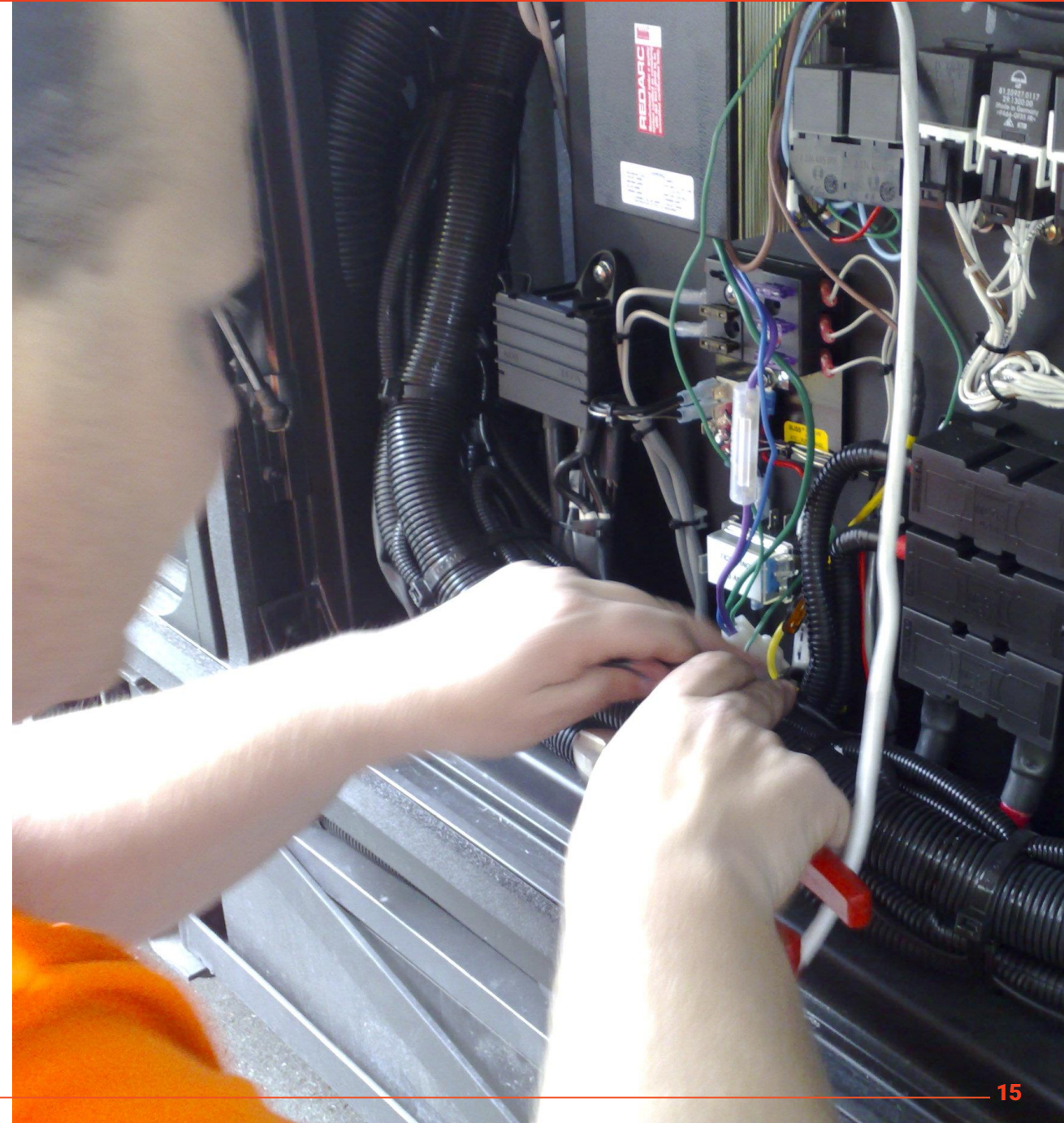
Our system is used for one of the world's largest cities for toll lane enforcement including automated reverse node searches for offenders misusing bus/tram-only lanes.

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

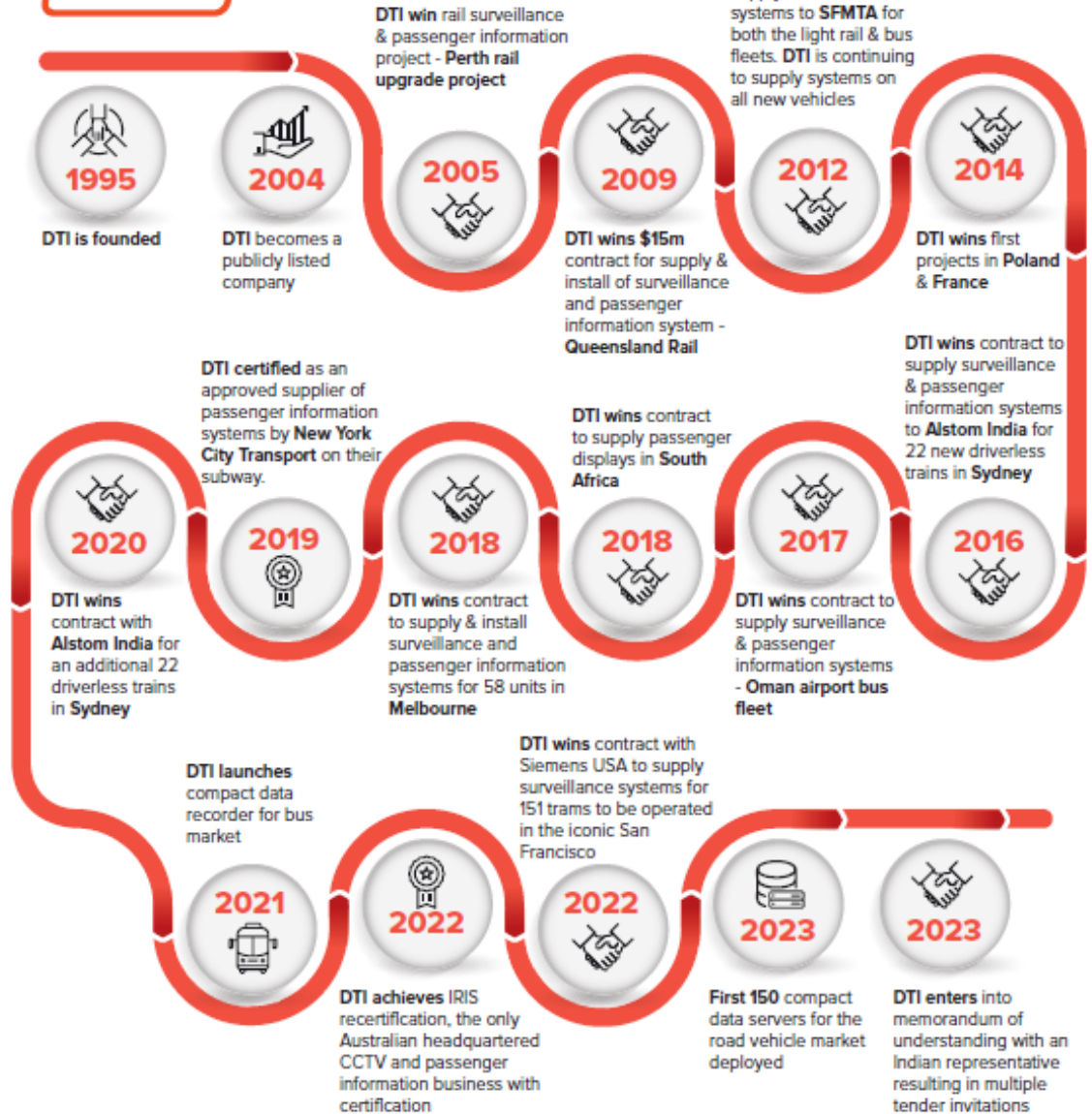
Support/managed services

DTI skilled staff maximize the value clients derive from their DTI systems, keeping their service running smoothly.

- **Dedicated onsite support –DTI manage client systems to ensure 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**



Key milestones achieved over time





The Transport Technology Experts.

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The Transit Technology People.



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