

## **DTI reports FY16 Results**

**29 August 2016** – DTI Group Ltd (ASX: DTI) (**DTI**) today reported a 2016 full-year audited result of \$3.6 million EBITDA on sales revenue of \$16.2 million. The EBITDA result compares to \$1.5 million achieved in 2015, a 140% increase, while sales revenue grew by 10%.

The growth in EBITDA was attributed to increased R&D grant income arising from a significantly increased investment in R&D expenditure compared to the prior periods.

The positive impact of the increased R&D and marketing initiatives during the year produced:

- a record number of projects won during the period
- commencing contracted and recurring revenue for FY17 of \$15 million compared to \$10.8 million at the commencement of FY16; a 39% increase
- prospective projects valued at \$400 million identified and being pursued, compared to \$200 million in the prior period; a 100% increase.

Significant projects were won in major cities around the world including Sydney, Dallas and Cape Town, and more recently in Dublin and London, covering the rail, light rail, bus and police vehicle sectors.

The R&D program included an upgrade of DTI's MDR6 (mobile digital recorder) and the development of a new passenger communications system (PCS) which is a strategic expansion of DTI's suite of product offerings. Orders have been received for both the MDR6 and PCS demonstrating DTI's technical strengths and acceptance by customers of DTI's innovative solutions.

DTI's Managing Director, Richard Johnson, commented: "DTI's financial performance over the last 12 months reflects a commitment to the public transit industry and intelligent transportation systems. DTI's investment in upfront R&D, business development and marketing has positioned DTI for strong growth in the coming years."

"The R&D expenditure was aimed to provide next generation products which the business development and marketing team can offer to existing and new customers. It is particularly pleasing to be rewarded with a large order for our new passenger communication solution, which is currently under development, and new projects which include DTI's MDR6 mobile digital recorder," he said.

Commenting on the future outlook, Mr Johnson said: "The increased opportunities which arise from DTI's prospects list and ongoing commitment to business development and marketing should provide the continuation of the current momentum to drive the future performance of the Company and see double-digit sales growth".

## **About DTI Group**

DTI is a global leader of integrated surveillance, passenger communications and fleet management solutions for the public transit industry and other related markets. Specialised software and hardware systems are developed in-house and marketed worldwide directly and in conjunction with a network of integrators and business partners. Customers include transit agencies, transit vehicle manufacturers, law enforcement authorities and high-value freight operators. DTI has the ability to modify both hardware and software systems in order to comply with customer specifications.

### **Enquiries**

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