

ASX ANNOUNCEMENT

20 July 2020

Redflex Holdings Limited | ABN 96 069 306 216

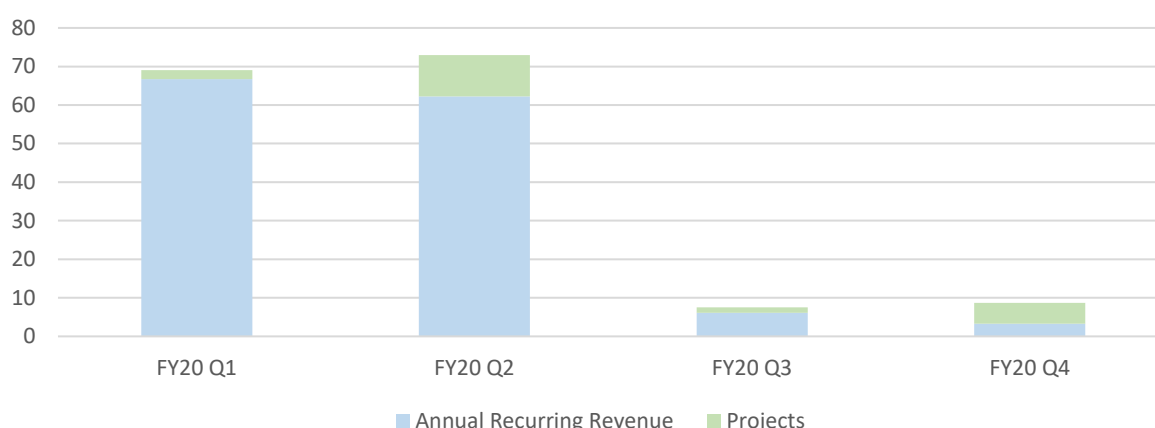
Redflex

Q4 and FY20 Sales Activity Update

Redflex Holdings Limited (**ASX:RDF**) releases to the market its Q4 FY20 and full year Sales Activity Update.

During Q4 FY20 Redflex generated new business orders totaling \$8.7m of Total Contract Value ("TCV"), which represented growth of 15% on the previous quarter.

New Business Quarterly (TCV - A\$m)



New Business Projects (TCV of \$5.4m) including:

- Additional equipment sales to supporting expansion of the program in Belgium \$2.3m; and
- New point to point speed systems for installation on motorways in Queensland \$1.6m;

New Business Annual Recurring Revenue contracts (TCV of \$3.3m) including:

- Additional municipalities in Ontario, Canada adopting speed camera programs similar to that established for the City of Toronto; and
- Expansion of maintenance services with a number of Asia Pacific based customers;

The activity in Q4 continues to build on the momentum generated throughout FY20. For the year ending 30 June 2020, Redflex has generated new business orders of \$158m, an increase of more than 250% on the prior year. New business growth has been weighted towards multi year programs with more than \$138m of TCV contracted in the current year. These programs are expected to generate annual recurring revenue in excess of \$18m when fully implemented in FY21.

Redflex Holdings Limited

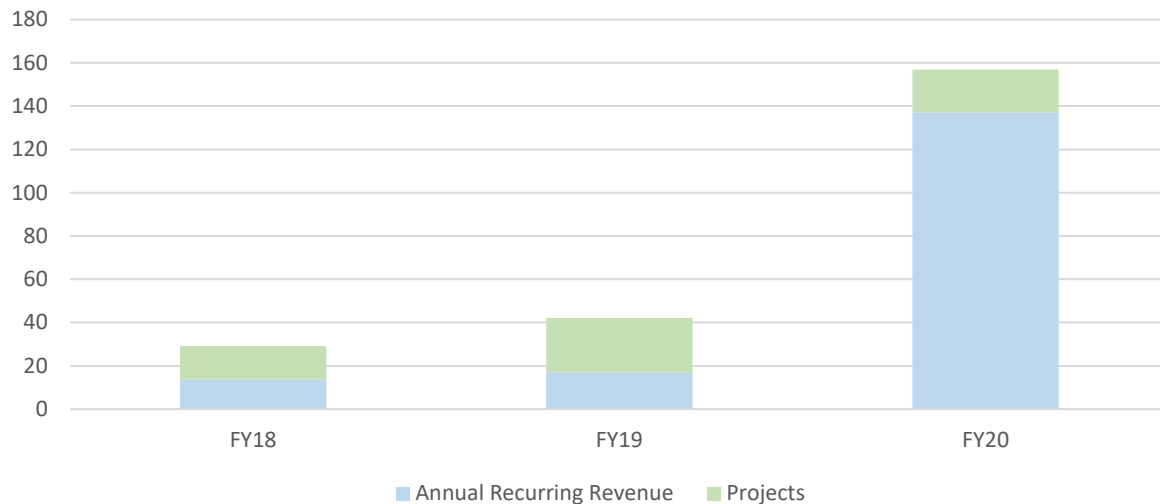
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New Business Yearly (TCV - A\$m)



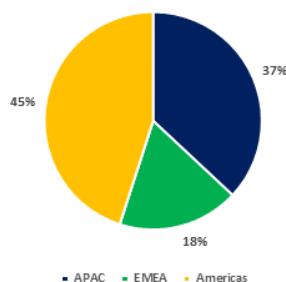
COVID-19 impact and outlook:

Further to the previous announcements regarding the impact of the COVID-19 pandemic there are encouraging signs that traffic volumes have grown as mobility restrictions have eased in our key markets. Roadworks have recommenced on Pennsylvania state highways which has enabled our program to resume operations. New large program awards continue to be implemented in Los Angeles and expanded in Ontario.

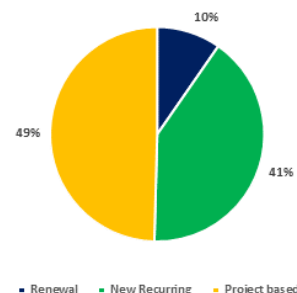
Group Chief Executive Officer, Mark Talbot commented: "COVID-19 resulted in delays in some procurement processes during Q4, particularly during the period of peak lockdown through April and early May. As mobility restrictions have eased, many procurement processes have recommenced. Our pipeline conversion in Q4 was solid, particularly for new project orders. The rolling twelve month pipeline remains in excess of \$300m and we are well placed to continue to drive opportunity conversion in FY21."

The rolling 12-month sales pipeline remains strong with qualified opportunities in excess of \$300m.

Sales Opportunity Pipeline - Total Contract Value by Region



Sales Opportunity Pipeline - Total Contract Value by Revenue Type





About Redflex

During the past 25 years, Redflex has established itself as a world leader in developing and implementing intelligent traffic management products and services which are sold and managed in Asia Pacific, North America, United Kingdom, Europe and Middle East regions. Redflex develops, manufactures and operates a wide range of platform-based solutions all utilising advanced sensor and image capture technologies enabling active management of state and local motorways.

The Redflex Group runs its own systems engineering operations, system integration technologies and innovation centre for research and development. With a continuous program of product development, Redflex has been helping to improve roadway safety, alleviate congestion and reduce the harmful impacts of vehicle emissions.

Redflex Holdings Limited was listed on the Australian Securities Exchange in January 1997.

This document is authorised by the officers listed below. For further information please contact:

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