



ASX Announcement | 24 October 2023

DTI Group Limited (ASX:DTI)

Release of Investor Presentation

DTI Group Limited (ASX:DTI) ("DTI" or "the Company") is pleased to release the following investor presentation to the market.

It updates investors on the recent and pending delivery of multiple growth initiatives, including:

- Initial orders for DTI's new truck vertical product
- Progress in current trials of DTI's pantograph product
- Success in growing DTI's recurring revenue base
- DTI's efforts to rapidly grow its Australian and offshore client bases
- Enhanced partnership arrangements.

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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, 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 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/

For more information



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Visit our investor website: <http://www.dti.com.au>

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



The Transit Technology People

DTI Group Limited (ASX:DTI)
Investor Presentation | October 2023

DTI Group is a transit technology platform provider



Technology solution

World-leading surveillance, telematics, video analytics, and passenger information systems technology and services to the global mobile transit and transportation industries

Customer Base

Transit agencies, vehicle operators, vehicle manufacturers, and emergency services and law enforcement agencies

Products & Services

On-board recording equipment, passenger information equipment, fleet management systems, telematics, backend mass storage and retrieval facilities and end-to-end managed services

Marketing

Direct customer engagement and with a network of integrators and business partners

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

DTI Group's momentum is building

Deployment base continues to expand

- More than 850 new vehicles were installed with DTI systems utilizing more than 4,100 cameras and 1,300 displays

Successful upselling to existing clients

- More than \$1M of FY23 revenues sourced from existing customers upgrading from analogue to digital systems
- Trials of complementary safety systems underway

Key FY23 achievements

- Contracts delivered in South Africa and India
- MoU signed with new integrator in India
- Penetration of bus segment
- Successful US visit

New releases increase product range

- MDR-7 – versatile mobile data server design completed
- New safety systems developed; driver fatigue monitoring and blind spot awareness



A photograph of a San Francisco Muni train traveling down a city street at sunset. The train is white with a red stripe and has "JUDAH OCEAN BEACH" written on its front. The sun is low on the horizon, creating a warm orange glow. In the background, there are buildings and a body of water. A semi-transparent white banner is overlaid across the middle of the image, containing the text "Corporate overview & leadership team".

Corporate overview & leadership team

Corporate overview

DTI Group overview | 16 October 2023

GICS:	Info Technology – Technology Hardware & Equipment
ASX code:	DTI
ASX Listing Date:	9 December 2014
Market cap:	\$10.76m
Shares on Issue:	448.6m
Share price:	\$0.024
52-week high:	\$0.024
52-week low;	\$0.010
Average volume:	211,688
Free float	37.4%
Cash on Hand (June quarter 2023)	\$1.1m



DTI Group share price data | 16 October 2023

Leadership Team



Greg Purdy

Independent Non-Executive
Chairman

Greg Purdy was appointed to the Board on 16 October 2018 and the role of Non-Executive Chairman of DTI on 20 November 2018. Mr Purdy is a member of the Australian Institute of Company Directors. Mr Purdy is an experienced corporate executive with a strong background in technology and communications companies and execution of major technology projects. Mr Purdy is a former senior executive with Hewlett Packard, Telstra and the Tenix Group.



Matthew Strack

Chief Executive Officer

Matthew was appointed Chief Executive Officer of DTI in January 2020. He has held senior management and executive positions, both in Australia and overseas, over a working career spanning more than 20 years. During this time, Matthew has built a reputation as a quality leader with a deep knowledge of how IT systems operate and deliver business efficiency enhancements. He previously held senior positions at Swift Media and BHP.



David Hood

Chief Financial Officer

David was appointed Chief Financial Officer of DTI in April 2021. Over a working career encompassing more than 20 years, David has held senior finance and management positions at a number of major companies, including Volvo Group and Orica. David holds a Bachelor of Commerce and an MBA, he is also a CPA and a member of the Australian Institute of Company Directors.

Leadership Team



Andrew Lewis

Independent Non-Executive
Director

Andrew Lewis was appointed to the Board on 16 October 2018. Mr Lewis holds a Bachelor of Economics from Monash University and has a background in real estate, hospitality and project management and currently holds a senior management position with Morris Group, a privately held business operating across tourism, hospitality, renewable energy, finance, technology and aviation.



Steve Gallagher

Independent Non-Executive
Director

Steve Gallagher was appointed to the Board on 16 October 2018 and is a member of the Australian Institute of Company Directors and holds a Bachelor of Engineering (Honours) from the University of Melbourne and Bachelor of Commerce from Monash University. Mr Gallagher has experience in industrial automation, building technology, power systems and payment solutions and has held senior executive positions with a range of engineering technology companies including Vix Technology, ERG Ltd and Siemens AG. More recently Steve was a director of Hong Kong listed CCRTT, a Chinese government-controlled corporation specialising in the development of urban rail transit systems and technology applications for intelligent rail transport.



Chris Afentoulis

Independent Non-Executive
Director

Chris Afentoulis was appointed to the Board on 19 November 2019. Mr Afentoulis is a qualified Chartered Accountant and a graduate of the Australian Institute of Company Directors. With more than 15 years' experience in professional services and senior executive positions including finance, management and corporate strategy with a range of IT service and Technology companies.



Paul Gillespie

Independent Non-Executive
Director

Paul Gillespie was appointed the Board in November 2022 and has over 20 years of experience in the Smart Parking and Transportation marketplace where he has held several leadership positions. Mr Gillespie is currently the Managing Director and CEO of ASX listed, Smart Parking, (ASX:SPZ), a position he has held since January 2013. Before joining Smart Parking, Paul was a leading figure in the UK parking industry, having held senior positions at Xerox Parking Services where he was successful in leading two business units providing hardware and software solutions to a variety of public and private organisations.

A modern red and black tram is shown on a city street, moving along tracks. The tram has large windows and a sleek design. In the background, there are tall buildings, including one with a large green and blue abstract mural. A semi-transparent white banner is overlaid across the middle of the image, containing the text "DTI Group transit technology solutions".

DTI Group transit technology solutions

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 breaking or duress alarm activation
 - Passenger counting
 - Live look in
 - Automatic number plate recognition

On Vehicle



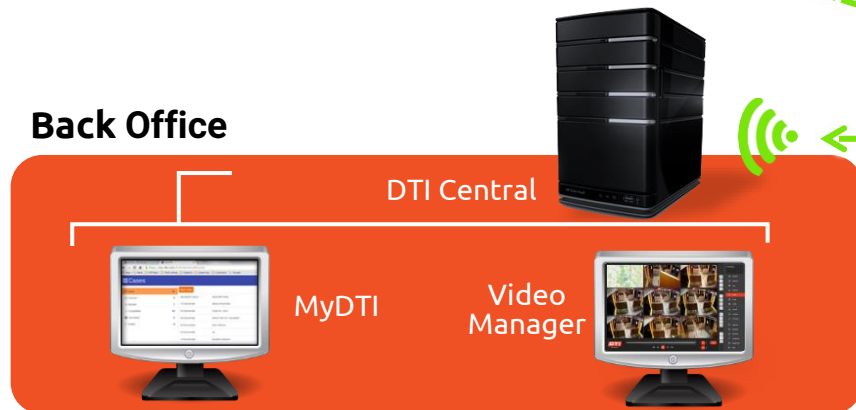
Digital Video Server (DVR)



Variety of Saloon,
External, Panoramic and
Pantograph Cameras

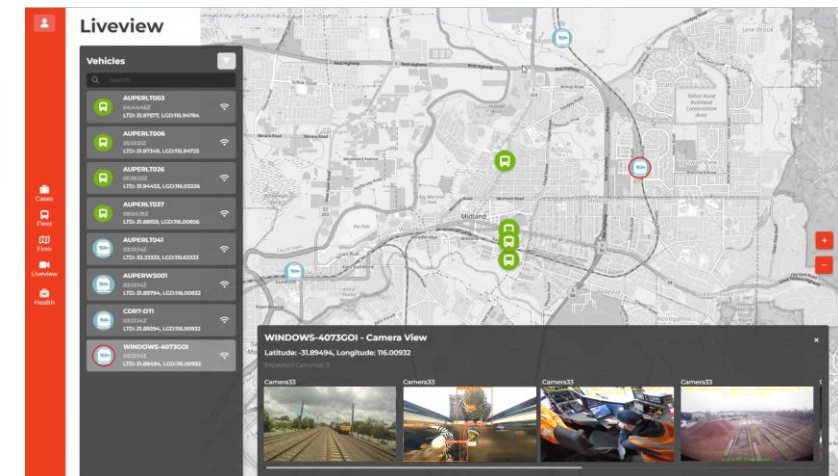
Central Office analysis and evidence

Back Office



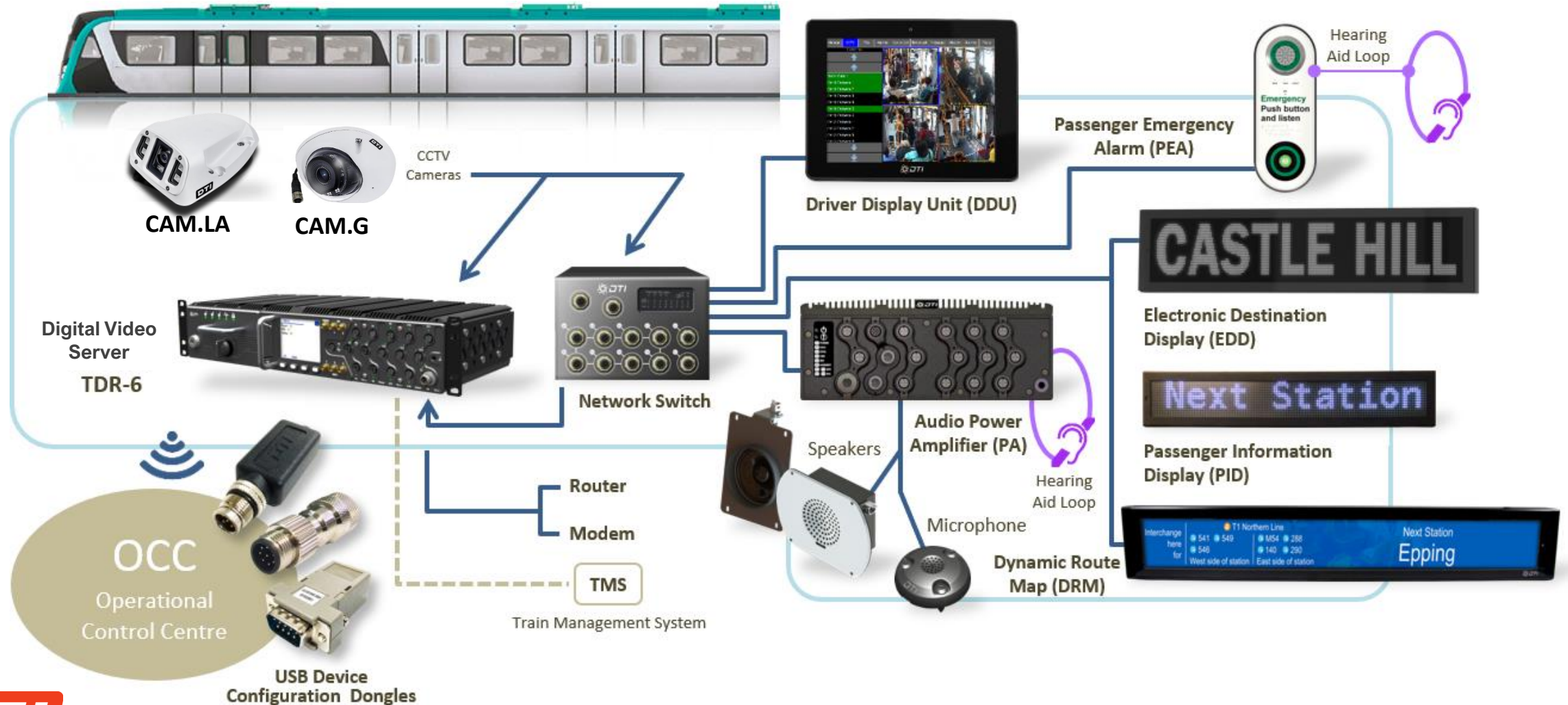
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- 4G or Wi-Fi downloads
- Proprietary .DVS file type
- SHA2-512 video data security



A passenger information system

DTI keeps passengers safe, engaged and informed



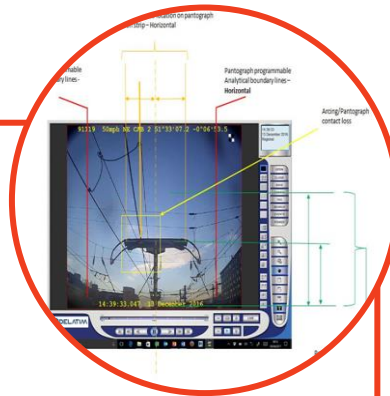
Pantograph video analytics

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

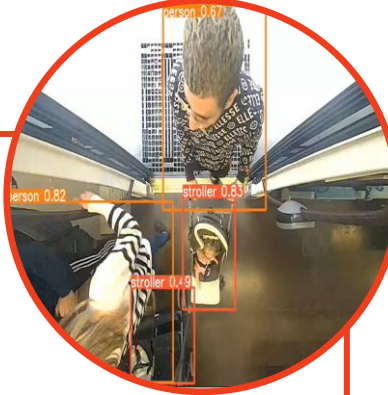


Real time detection of excessive arcing is a part of the OHCAM software modules. The system detects unusual arcing and sparking events which assists with condition monitoring of the pantograph carbon and overhead line geometry.

Industry leading analytics solutions

DTI clients obtain actionable insights into their operations

Passenger Counting

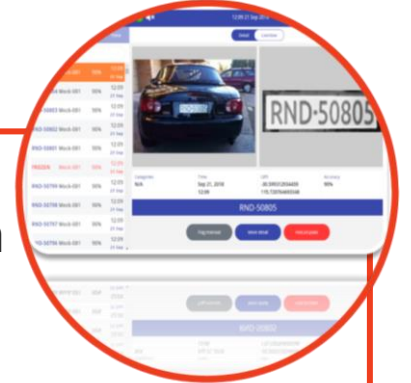


DTI systems can count passengers with an accuracy greater than 98% and all data is remotely accessible.

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.

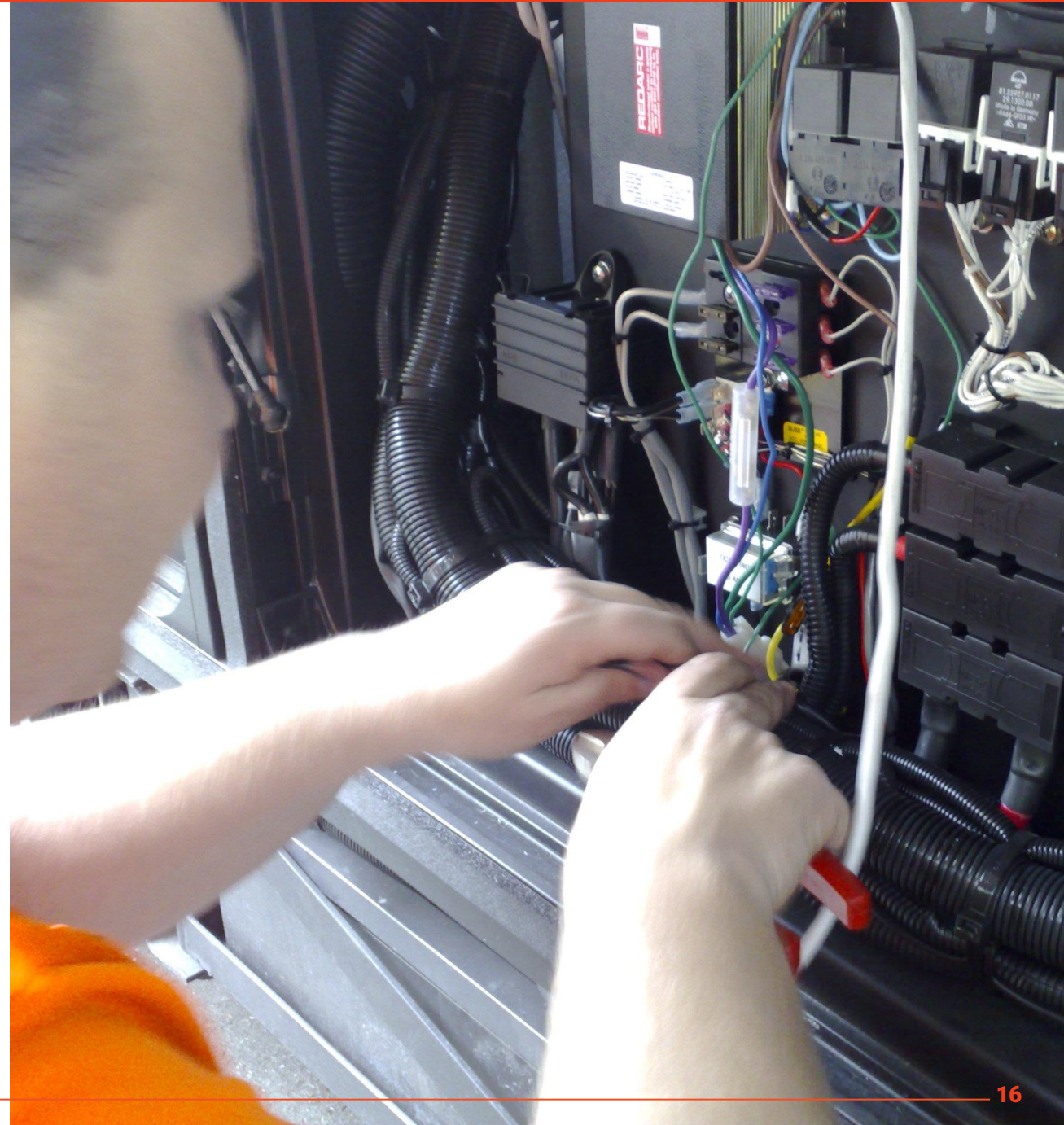
Our system is used for one of the world's largest cities for toll lane enforcement including automated reverse node searches for offenders misusing bus/tram-only lanes.

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

Support/managed services

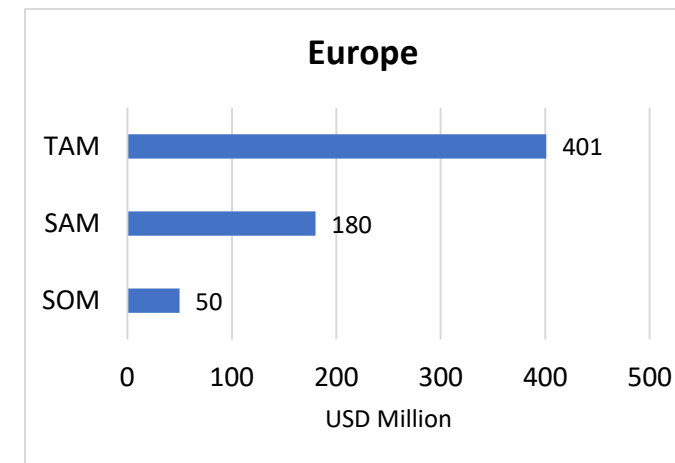
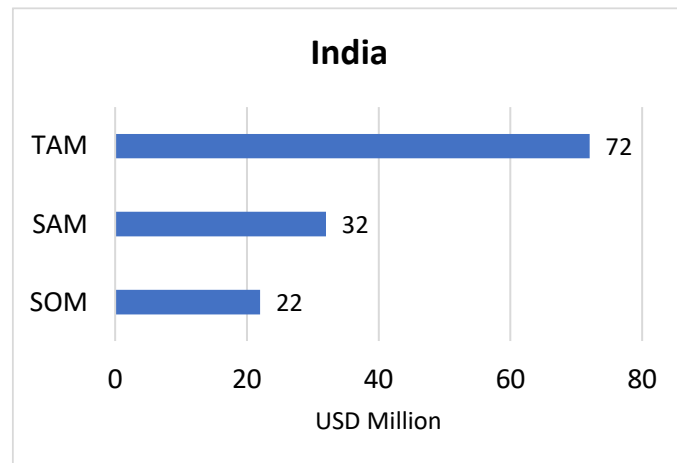
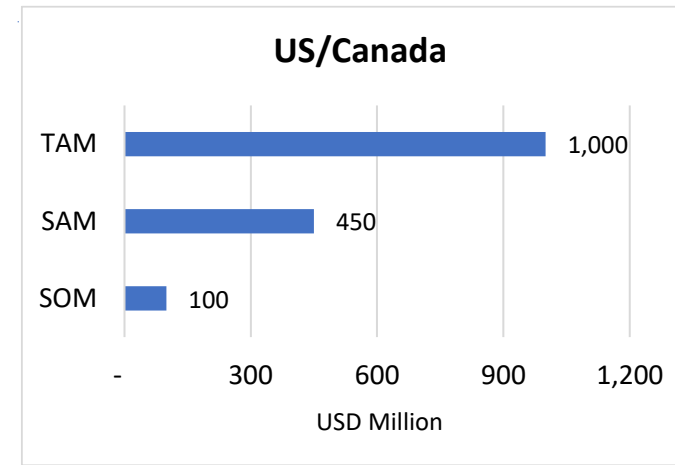
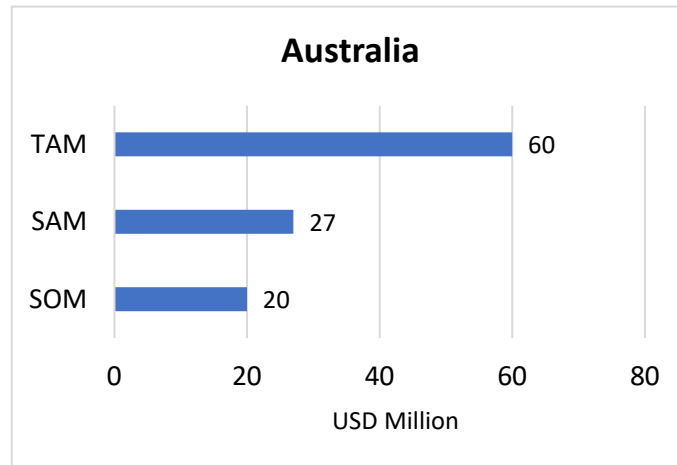
DTI skilled staff maximize the value clients derive from their DTI systems, keeping their service running smoothly.

- **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**



A large obtainable addressable video surveillance market

- The Global Mobile Video Surveillance market is forecast to increase from USD\$2.6B in FY22 to USD\$5.3B in FY31 ¹
- Within this aggregate market, there are substantial serviceable addressable markets for DTI to penetrate ²



1, Projections and addressable markets data sourced from 'Global & Regional Mobile Video Surveillance Market Report 2022'

2. TAM – Total Addressable Market; SAM - Serviceable Addressable Market; SOM - Serviceable Obtainable Market

A white double-decker bus is parked on a city street. The bus is positioned in the center-right of the frame, facing left. It has a white upper deck and a white lower deck with large windows. The front of the bus features a large windshield and several headlights. To the left of the bus is a modern building with a glass facade. The text "Growth strategy and investment thesis" is overlaid on the image in a bold, black font, centered horizontally and partially obscured by a semi-transparent white bar.

Growth strategy and investment thesis

FY23 achievements

- **Destination displays contract for Alstom Ubunye delivered:** Completed deliveries of 40 additional trainsets of updated destination displays to Alstom Ubunye in South Africa, bringing the total number of displays delivered for this project to 3,640
- **Alstom India contract completed:** Completed final delivery of the passenger information and surveillance system to Alstom India for the Sydney City and South West project
- **Recertification goals met:** Successfully achieved recertification to the IRIS rail quality management standard – DTI is the only Australian headquartered supplier of CCTV and passenger information systems with this certification
- **MoU for passenger info systems contract with Indian client:** Entered into a Memorandum of Understanding with an Indian partner for the provision of CCTV and passenger information systems into the Indian rail market
- **New product offerings showcased:** Exhibited at the Australasian Bus and Coach Expo showcasing our new compact data server and bus passenger information system
- **Successful U.S.A. visit by key DTI leadership team members:** DTI's CEO and GM Sales met key customers, integrators and DTI's U.S.A. based contract manufacturer. Discussions progressing with potential partners to expand our presence in the U.S.A.



FY24 priorities

- **Expanded pantograph trials:** Trials of DTI's pantograph product will become more widespread in the UK, Germany and France
- **Development of new proprietary recorder:** Development of DTI-designed mid-range data server – MDR-7
- **A new Thailand-based manufacturer:** Onboarding of new contract manufacturer in Thailand, reducing dependency on China and Taiwan and ensuring certainty of supply
- **Further penetration of the domestic bus segment:** Grow the Australian bus segment through multiple body builders in support of TfNSW Bus Panel 4
- **Implementation of new overseas growth strategy:** Execution of international growth strategy by entering into agreements with new partners in the U.S.A., India and South Africa
- **Expansion into adjacent verticals:** Entry into the Australian truck market via telematics and CCTV solution – first contract has already been received and our system is currently being installed on the vehicles



DTI is delivering on its status as a growth stock

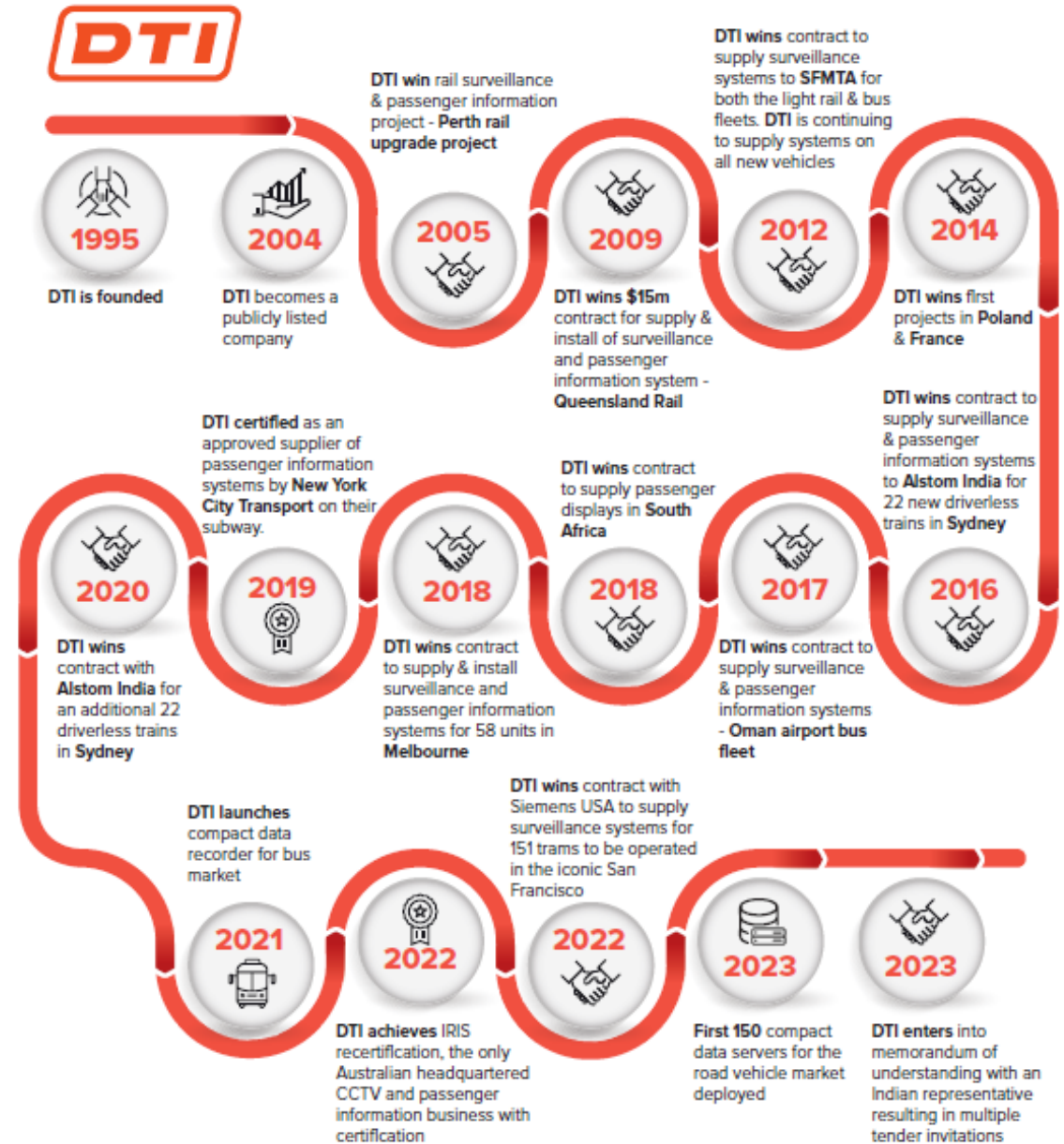
- **Product uniqueness: A unique product and services offering already in place, which enjoys high barriers to entry**
- **A growing global market: As governments across the globe scale up their transit systems in a rush to service their growing populations and reduce their greenhouse gas emissions, DTI is leveraging off a steadily increasing global addressable market**
- **Targeting local and offshore markets: Implementing a global growth strategy. Agreement in place with new partner in India; this partnership has been invited to submit tender proposals for 4 projects with a total contract value of AUD\$15M.**
- **Meeting 'duty of care' requirements: The pressure on clients to meet key 'stay in business' requirements (including duty of care and efficiency enhancements) is intensifying**
- **A continually evolving product offering: New product launches are taking DTI into adjacent markets within transportation sector – first purchase order received for telematics and CCTV system for resource recovery trucks**



Appendix



Key milestones achieved over time



Profit & Loss


	FY23 (M\$ AUD)	FY22 (M\$ AUD)
Revenue	13.3	15.9
Cost of sales	-8.8	-10.4
Operational overheads	-2.5	-2.5
Gross margin	-1.9	3.0
Impairment Costs	-0.1	0.1
Other income	0.0	0.0
Other expenses	0.0	-0.1
Exchange differences	0.1	-0.2
Corporate overheads	-2.4	-2.3
EBITDA	-0.5	0.4
Depreciation/amortisation	-0.4	-0.3
EBIT	-0.8	0.2
Net interest	-0.1	-0.1
Net loss before tax	-0.9	0.1
Tax expense	0.0	0.0
Net loss after tax	-0.9	0.1
Gross margin %	14.3%	18.8%
Overheads/ revenue	-37.4%	-30.7%
EBITDA margin %	-3.6%	2.7%



Expense analysis

	FY23 (M\$ AUD)	FY22 (M\$ AUD)
Operational overheads	-2.5	-2.5
Corporate overheads	-2.4	-2.3
Other expenses (Excluding FX)	0.0	-0.1
Total	-5.0	-5.0

Onerous contract allowance	0.0	-0.5
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- **Flat overhead expenses despite a high inflationary environment**
 - **Avoidance of onerous contracts**



The Transit Technology People.

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Investor Presentation
June 2023**

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The Transit Technology People.



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