

ASX RELEASE

22 May 2025

Wilsons Rapid Insights Conference Presentation

Acusensus Limited (ASX:ACE), a technology company designing and developing artificial intelligence enabled road safety solutions, is pleased to attach a copy of a presentation that will be provided at the Wilsons Rapid Insights Conference today.

END

Enquiries

Anita Chow
Chief Financial Officer, Acusensus Limited
+61 408 261 554
Email: investor-relations@acusensus.com

Simon Hinsley
Investor and Media Relations
+61 401 809 653
Email: simon@nwrcommunications.com.au

This announcement is authorised by the Managing Director of Acusensus Limited.

About Acusensus

Acusensus is a technology company that was founded in 2018 with a mission to design and develop artificial intelligence enabled road safety solutions. Collaborating with governments and commercial stakeholders to tackle distracted driving globally is Acusensus' first priority.

Acusensus has pioneered intelligent solutions that provide anywhere, anytime digital evidence that can be used in conjunction with law enforcement to drive behavioural change and improve road safety. Acusensus technology is used to detect and provide prosecutable evidence of distracted driving (mobile phone use), seatbelt compliance, speeding, railway crossing compliance and the monitoring of vehicles of interest.

Acusensus listed on the Australian Securities Exchange in January 2023. Acusensus is headquartered in Melbourne, Australia, with offices also in Sydney, Brisbane, Perth, Auckland (New Zealand), London (United Kingdom) and Las Vegas (United States).



acusensus
intelligent eyes



Wilson's 15th Annual Rapid
Insights Conference
Presentation
22 May 2025

DISCLAIMER

This presentation has been prepared by and is being issued by Acusensus Limited (ASX:ACE) (**Company** or **Acusensus**) for information purposes only. Each recipient of this presentation is deemed to have agreed to accept the qualifications, limitations and disclaimers set out below.

The information in this presentation is provided in summary form and does not purport to contain all of the information necessary for investment decisions. The information in this presentation should be read together with the Company's financial results released on the ASX announcement platform on or around the date of this presentation together with other announcements and information about the Company released on its ASX announcement platform and on its website at <https://www.acusensus.com/>. The information in this presentation does not constitute investment or financial product advice (nor taxation or legal advice) or a recommendation to acquire securities in Acusensus and is not intended to be used as the basis for making any investment decision. This presentation does not take into account your individual investment objectives, financial situation or particular needs. Before making investment decisions in connection with any acquisition of securities, investors or potential investors should consider their own investment objectives, financial situation and particular needs and obtain their own professional advice.

The information contained in this presentation has been prepared in good faith by Acusensus, however no representation or warranty expressed or implied is made by Acusensus, its related bodies corporate, its directors, officers, employees, advisers and agents (**Parties**) as to the accuracy, correctness, completeness or adequacy of any statements, estimates, opinions or other information contained in this presentation including any forecasts or prospective financial information. Nothing contained in this presentation, nor any information made available to you is, or shall be relied upon as, a promise, representation, warranty or guarantee, whether as to the past, present or the future. To the maximum extent permitted by law, none of the Parties takes any responsibility for any loss or damage suffered as a result of any inadequacy, incompleteness or inaccuracy in any such statement or information including, without limitation, any financial information, any estimates or projections and any other financial information.

To the maximum extent permitted by law, the Parties disclaim any liability to any person for any direct, indirect or consequential loss or damage which may be suffered by any person through the use or reliance on anything contained in or omitted from this presentation.

Forward looking statements

This presentation contains certain forward-looking statements. Words such as "continue", "expect", "forecast", "potential", "estimated", "projected", "likely", "anticipate", "should", "could", "may", "predict", "plan", "will", "believe", "target", "intend" and other similar expressions are intended to identify such statements. Indications of, and guidance on, future earnings and financial position and performance are also forward-looking statements. Forward-looking statements are based on Acusensus' current views and assumptions and are subject to known and unknown risks, uncertainties and other factors, many of which are outside the control of Acusensus. These risks and uncertainties could cause Acusensus' actual results, performance or achievements to differ materially from those expressed or implied in this presentation. Such forward-looking statements speak only as of the date of this presentation and should not be relied on as an indication, representation or guarantee of future performance. Accordingly, the Parties do not give any assurance, representation, warranty or guarantee that the occurrence of the events expressed or implied in any forward-looking statement referred to in the presentation will actually occur or be achieved as contemplated. Nor do the Parties take any responsibility or duty to update, revise or maintain any forward-looking statement to reflect any change in Acusensus' financial condition, status or affairs or any change in the expectations, assumptions, events, conditions or circumstances on which any such statement is based after the date of this presentation, except as required by law. Past performance information provided in this presentation may not be a reliable indication of future performance.

Financial data

All dollar values are in Australian dollars (\$AUD) unless noted otherwise.

Non-IFRS financial information

Acusensus uses certain measures to manage and report on its business that are not recognised under Australian Accounting Standards or IFRS. These measures are collectively referred to in this document as 'non-IFRS financial measures'. Management uses these non-IFRS financial measures to evaluate the performance and profitability of the overall business. The principal non-IFRS financial measure that is referred to in this document is EBITDA. EBITDA is earnings before interest, tax, depreciation and amortisation. Management uses EBITDA to evaluate the operating performance of the business, the non-cash impact of depreciation and amortisation and interest and tax charges. Although Acusensus believes that these measures provide useful information about the financial performance of Acusensus, they should be considered as supplements to the income statement measures that have been presented in accordance with the Australia Accounting Standards and IFRS and not as a replacement for them. Non-IFRS financial measures have not been subject to audit or review.

AGENDA

Introduction to Acusensus

Update on Business Operations

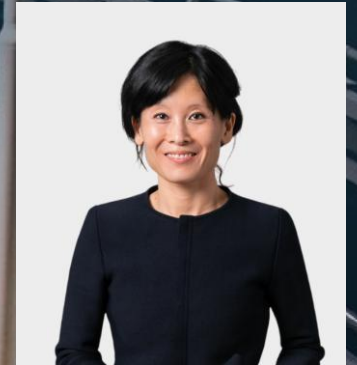
Financial Performance

Outlook

Q&A



Alexander Jannink
Managing Director



Anita Chow
Chief Financial Officer

INTRODUCTION TO ACUSENSUS

ENFORCEMENT OF THE FATAL FIVE DRIVER BEHAVIOURS

For over 40 years, of the fatal five road safety issues, only speed was being addressed by technological enforcement. Acusensus is revolutionising road safety with solutions for three critical behaviours and development to address all five.



Speeding

Acusensus supplies speed enforcement technology and services in NZ, USA and half of the Australian states.

Speed enforcement can be supplied standalone or in conjunction with phone and seatbelt enforcement.



Distracted
(using a mobile phone whilst driving)

Acusensus supplies the majority of Australian states and territories with distracted driving enforcement camera enforcement technology and associated services.

Acusensus was first in world to supply this technology.



Not wearing a Seatbelt

Acusensus supplies seatbelt enforcement camera technology to half of the Australian states.

Acusensus was first in world to supply this technology.



Impaired Driving

Acusensus is developing technology to identify whether drivers are under the influence of drugs and alcohol, to provide real-time notification to police officers of suspected offenders. Acusensus deployed a world first pilot of this technology in the UK.



Fatigue Driving

Acusensus heavy vehicle detection technology and licence plate recognition technology could be used to assist in the prevention of fatigue driving.

Despite significant progress, road transportation continues to kill people on a scale that is comparable to cancers, cardiovascular disease and respiratory diseases

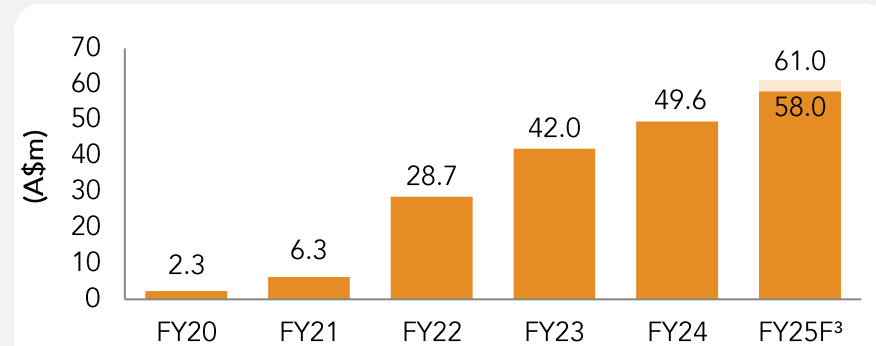
Up to 94% of US fatalities involve the fatal five – i.e. involve preventable and typically illegal behaviour

ACUSENSUS OVERVIEW

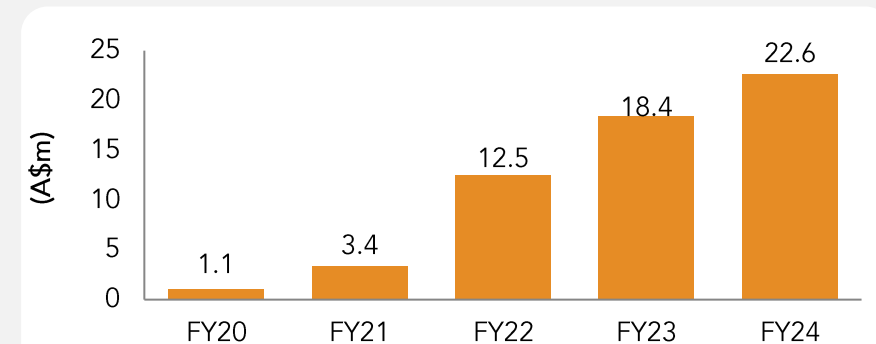
We deploy multi-function enforcement technology solutions to simultaneously deter and prevent the causes of multiple road safety issues. We design, develop, manufacture and operate these solutions for a global client base.

- Founder-led technology company incorporated in 2018 with offices in Australia, United States, United Kingdom and New Zealand.
- Listed on the Australian Securities Exchange in January 2023.
- Empowers authorities globally to tackle road safety issues with artificial intelligence enabled traffic enforcement solutions. These solutions are supplied via outsourced programs, with solutions deployed in a transportable platform (i.e. via cars or trailers) or fixed infrastructure (i.e. on a gantry or pole).
- Pioneer in advanced traffic enforcement, having supplied the world first programs for both mobile phone use and seatbelt enforcement. Expanded capabilities into speed (point and average), licence plate recognition and railway crossing monitoring.
- Acusensus remains in a high growth phase, as it opens markets in the USA and UK, while developing new world leading solutions such as its worker safety technology and its impaired driver detection technology.
- Customer base of long-term reliable government clients, with an extensive pipeline of at least \$200m of work contracted for the years to come (including the yet-to-be finalised NZ\$92m agreement with the New Zealand Government)¹.
- Positive cash flow from operations. EBITDA (pre share-based payments) forecast of \$4.3m - \$5.5m for FY25
- No debt and ample cash reserves of \$24.6m².

Revenue Profile



Gross Profit Profile



¹ Contract for establishment and preparatory work signed with estimated contract value of NZ\$5.2m (excluding GST). The statement of work for full service delivery, which will govern the operational elements of the program and forms the majority of the estimated contract value, is subject to final negotiation and agreement. Refer to slide 11 for further information

² Includes cash in term deposits as at 31 March 2025

³ Range corresponds with guidance range

ACUSENSUS, A BRIEF HISTORY

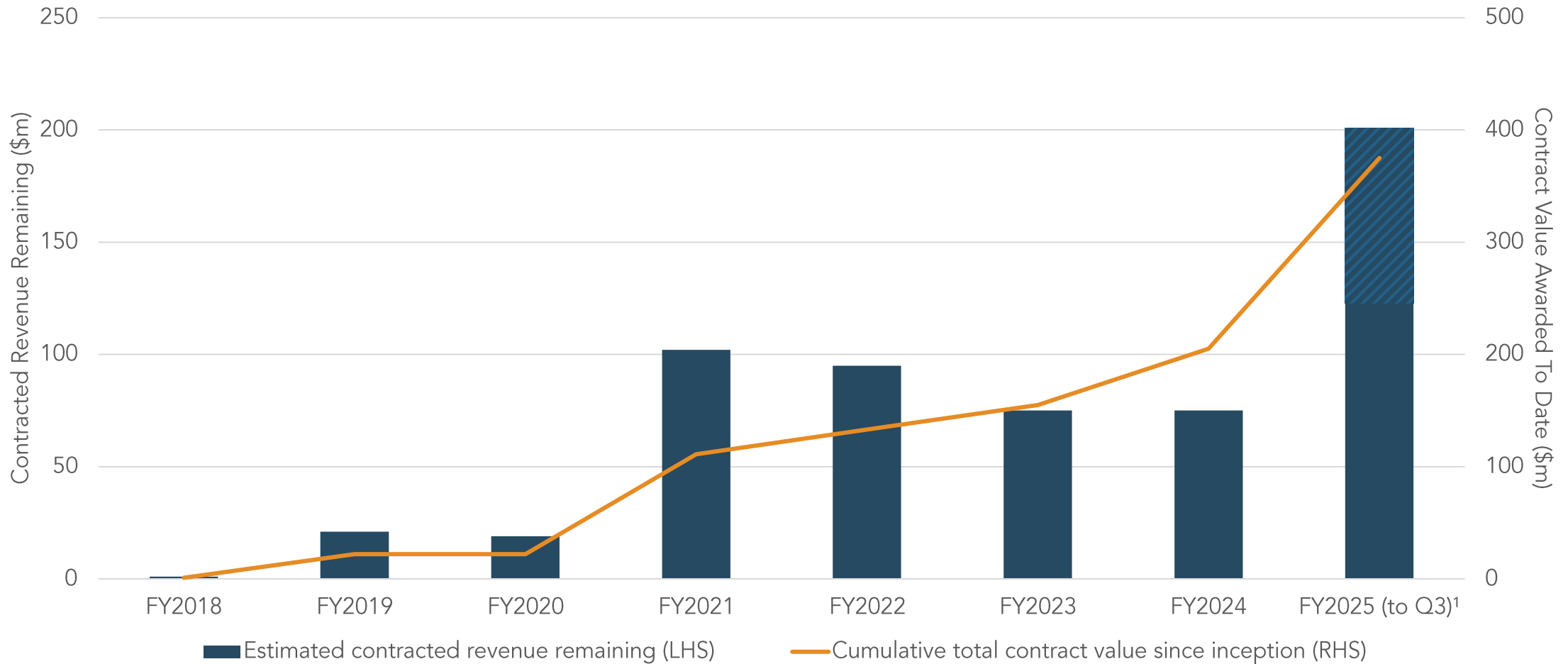
Established Australian business with strong international traction

	2018	2019	2020	2021	2022	2023	2024	2025
	NSW pilot contract for Mobile Phone Detection awarded	NSW world first enforcement program for Mobile Phone Detection commences	Multiple Mobile Phone Detection pilot programs in Australia	NSW Speed Detection Camera Program commences QLD Mobile Phone Detection and Seatbelt program commences	WA pilot for Mobile Phone, Seatbelt, Speed and Point-to-Point Speed Detection	ACT program for Mobile Phone Detection commences QLD Speed Detection program contract awarded	Mobile phone Detection contract in South Australia NSW Mobile Phone Detection Program includes Seatbelt detection	Western Australia Multi-function enforcement contract commences New NSW Mobile Phone and Seatbelt contract signed following expiry of initial contract
		USA demonstration of Acusensus Real-Time enforcement with multiple potential clients				North Carolina Commercial Motor Vehicle (CMV) Phone and Seatbelt enforcement contract awarded	Contracts with Arkansas Department of Transportation (speed) and Georgia State Police (phone and seatbelt)	First USA passenger vehicle Mobile Phone and Seatbelt contract in Minnesota
				UK pilots for Mobile Phone and Seatbelt detection		Acusensus awarded Prince Michael International Road Safety Award	First UK long term contract, with Devon & Cornwall Police	
					New Zealand pilot for Mobile Phone and Seatbelt Detection		Contract awarded in New Zealand for Mobile Speed Camera Enforcement ¹	Commencement of Mobile Speed Camera Enforcement Operations

¹ Additional details on New Zealand contract provided on slide 11

SIZEABLE GROWTH IN CONTRACTED WORK

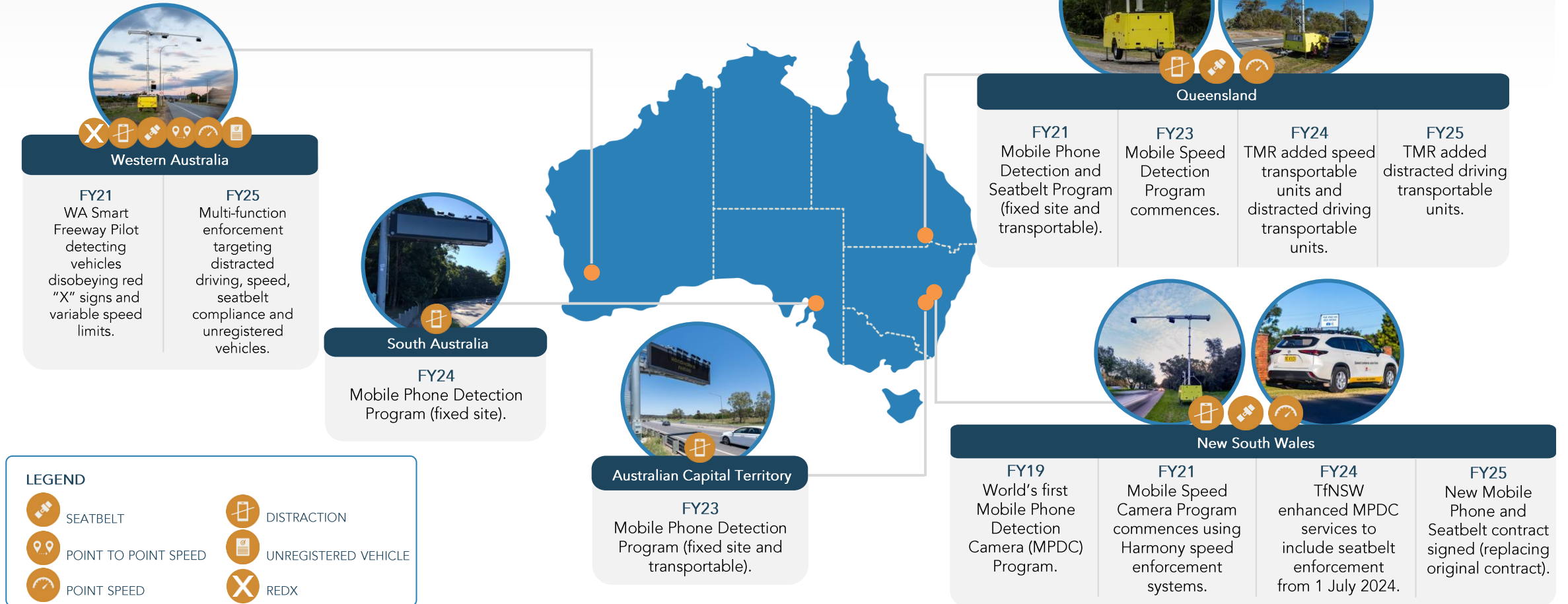
FY25 YTD has delivered an impressive acceleration of growth in total contract value, resulting in significant near-term growth opportunity, as demonstrated by contracted value remaining to be delivered



UPDATE ON BUSINESS OPERATIONS

AUSTRALIAN BUSINESS GROWTH

Renewal for another 5+1+1 years of the original NSW mobile phone (and seatbelt) enforcement camera contract.
 Recent deployment of world first multifunction enforcement with Western Australia.
 Contract expansion in Queensland mobile phone and seatbelt enforcement.
 Renewal for another year of New South Wales mobile speed enforcement.



ESTABLISHMENT OF NEW ZEALAND OPERATIONS

Acusensus is mobilising the next iteration of the nationwide mobile speed enforcement program in New Zealand¹

- As announced on 4 December 2024, Acusensus was selected as the successful supplier by NZ Transport Authority, Waka Kotahi (NZTA) following a competitive tender for a new mobile speed enforcement contract that will apply nationwide in New Zealand.
- Master Services Agreement signed, along with Establishment Statement of Work for the mobilisation of the contract, which has an estimated contract value of NZ\$5.2 million (**Mobilisation Payment**)². Acusensus and NZTA are negotiating a Service Delivery Statement of Work, which will govern the operations post mobilization, subject to the final terms being agreed and completed.
- Five-year contract with two optional extension periods of up to two years each with an estimated contract value of up to NZ\$92 million over the first five years from December 2024 (including Mobilisation Payment)^{1,2}.
- Operations commenced in May 2025, with a ramp-up period that will lead to an estimated fleet of 44 enforcement cameras.
- Full operational capacity expected in FY26 from a mix of vehicles and trailer-based enforcement solutions.
- The speed enforcement program will increase enforcement capabilities to deter dangerous speeding across the road network and is expected to reduce crashes and casualties.



1. NZ Speed Service Delivery Statement of Work, which governs the operational elements of the program and forms the majority of the estimated contract value, is subject to final negotiation and agreement.
2. Mobilisation revenue will be recognised over the contract life from the commencement of first deployment.

GROWING USA AND UK OPERATIONS

FY25 saw UK secure its first enforcing client whilst the USA is expected to double revenue in FY25 with projects across six states for real-time enforcement

United States

- Acusensus opening the market for advanced multi-function enforcement through customised solutions that meet local market needs and regulatory frameworks.
- Initial focus on real-time multi-function enforcement (distracted driving and seatbelt or speed) and driver behaviour data collection services.
- Local presence with dedicated staff and facilities to serve clients and enhance operational capabilities. Nevada headquarters opened in February 2023.
- Proven track record of clients accessing state and federal funds for the use. Five state-level projects for real-time enforcement (North Carolina, Georgia, Arkansas, Nebraska, Colorado).
- First community level police program with **South Lake Minnesota** for passenger vehicle real time distracted driving and seatbelt enforcement.
- Data collection projects in multiple states with university or government partners.



United Kingdom

- FY24 marked the first year of revenue in the UK, with a focus on supplying transportable distracted driving and seatbelt enforcement services.
- 19 UK police regions (out of 43) have trialled Acusensus' technology.
- **Devon & Cornwall Police** activated the first ongoing operational enforcement program in the UK, committing to a 12-month project, utilising up to 3 'Heads-Up' trailers across the counties to enforce phone and seatbelt use.
- Growing in-country operations team, supported by experienced delivery partners.



ROAD WORKER SAFETY (RWS) NEW PRODUCT LINE

RWS will service the \$1.3t p.a. road construction sector¹ with a safety and data platform that aims to protect road workers by combining wearable technology, real-time hazard detection and cloud-based monitoring. Delivered through a scalable subscription model, RWS aims to assist compliance with workplace safety regulations by providing proactive safety alerts and monitoring tools that aim to assist in the protection of workers.



SETTING A NEW STANDARD

- Wearable devices continuously monitor key safety indicators, detecting potential hazards and issuing real-time alerts designed to assist in the protection of workers in high-risk environments
- The system leverages cloud-based reporting and proactive safety measures to enhance on-site protection and management



FIELD PROVEN

- Active across multiple state programs with Tier 1 industry leader
- Active deployments with traffic management company
- Valuable insights have led to a refined design



ONGOING COMMITMENT

- Over \$400k in secured multi-year contracts, with ongoing discussions for further enterprise expansion in FY26
- Pilot customers have signed on from construction, roadside assistance and traffic management sectors



RWS SCALING TOWARDS COMMERCIAL LAUNCH

Demand for real applications across different use cases continues towards commercial launch




SCALING FOR RELEASE

- Final testing underway for the latest design of wearable device, focusing on proximity alerts and enhanced safety alert capabilities
- Manufacturing partnerships established
- Scaling our teams – appointment of division head, additional engineers, operational staff
- Launching in 2025 with planned capacity to support adoption across industry partners



ROAD CONSTRUCTION

- Pilots live with major road constructor,  Fulton Hogan
- Continued progression of testing new solution capabilities, including testing at offroad construction works



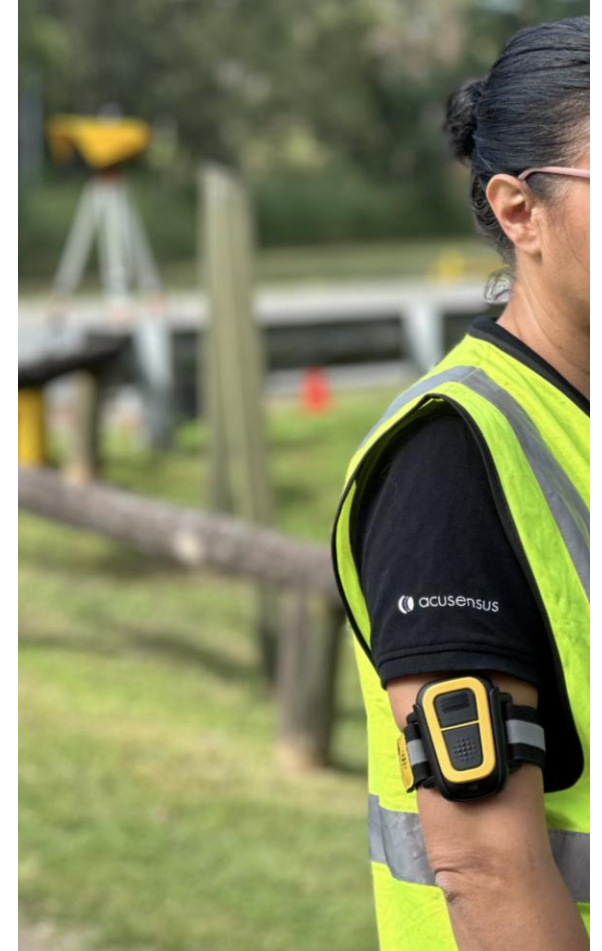
ROADSIDE ASSIST

- Recently signed pilot agreement with a roadside assistance company
- Pilot activity to commence in mid 2025, involving the installation of RWS to several roadside assist vehicles



TRAFFIC MANAGEMENT

- Executed pilot with an innovative traffic management company
- Extensive engagement with traffic management association of Australia

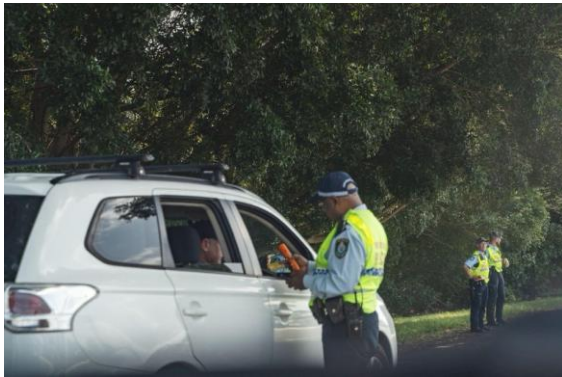


LEVERAGING BROAD INTELLECTUAL PROPERTY PORTFOLIO

Acusensus core technology is being leveraged in a number of ways to solve adjacent client problems

Impaired Driving

- Research and development to enhance policing and deterrence of people driving under the influence of drugs and alcohol.
- Intent to utilise with Heads-Up real time style technology, with first real world trial having occurred in FY25.



Behaviour Awareness Monitoring (BAM)

- Pilot program in conjunction with Queensland Department of Transport and Main Roads.
- Low-power, pole-mountable system that detect dangerous driving behaviours, sending messages for display on a Variable Message Sign.



Tailgating

- Detecting the gap between vehicles and providing innovative prosecutable evidence of that behaviour for the detection, enforcement and prevention of vehicles tailgating.
- Applications identified in BAM and real-time enforcement.



Railway Crossing

- Monitoring railway crossings to detect the compliance of vehicles obeying stop signs and crossing signals, to provide data and insights into road-rail conflicts.
- Pilot of railway level crossing safety cameras at multiple locations throughout Queensland.

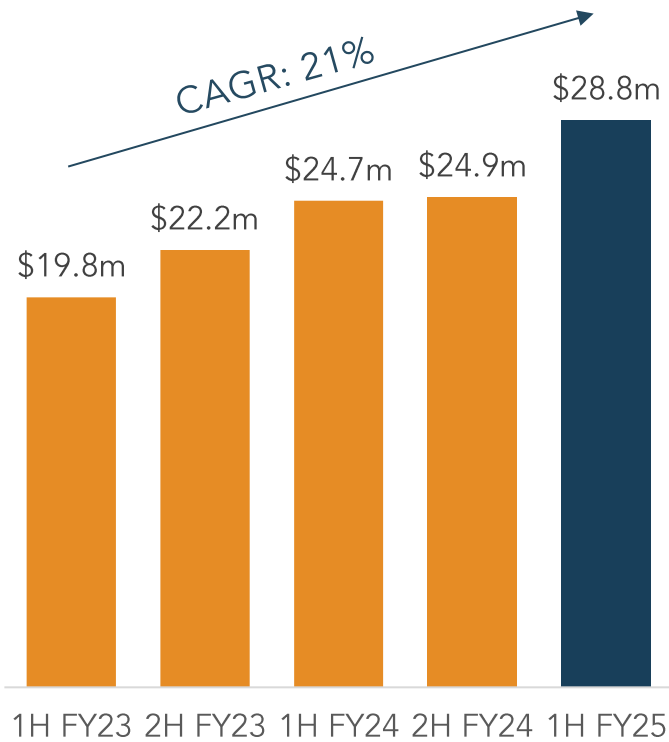


FINANCIAL PERFORMANCE

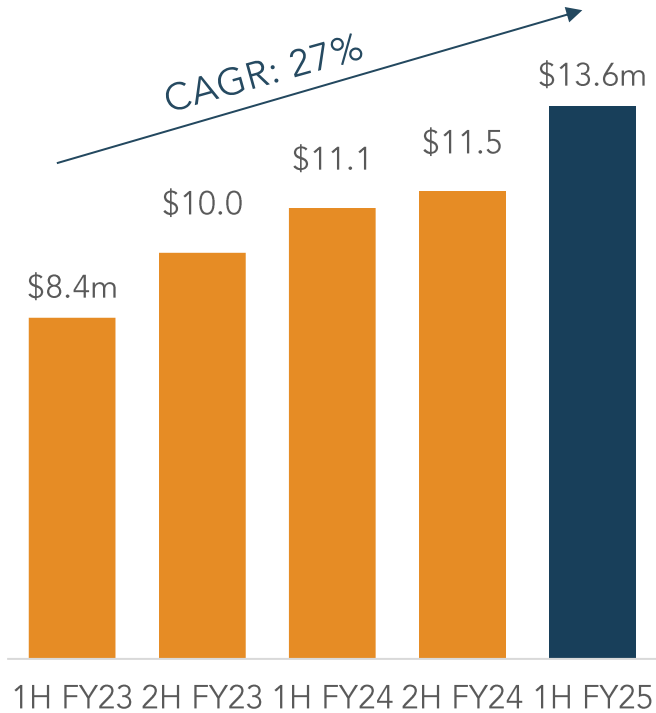
1H FY25 FINANCIAL OVERVIEW

Track record of consistent top line growth with gross margin expansion driven by product mix

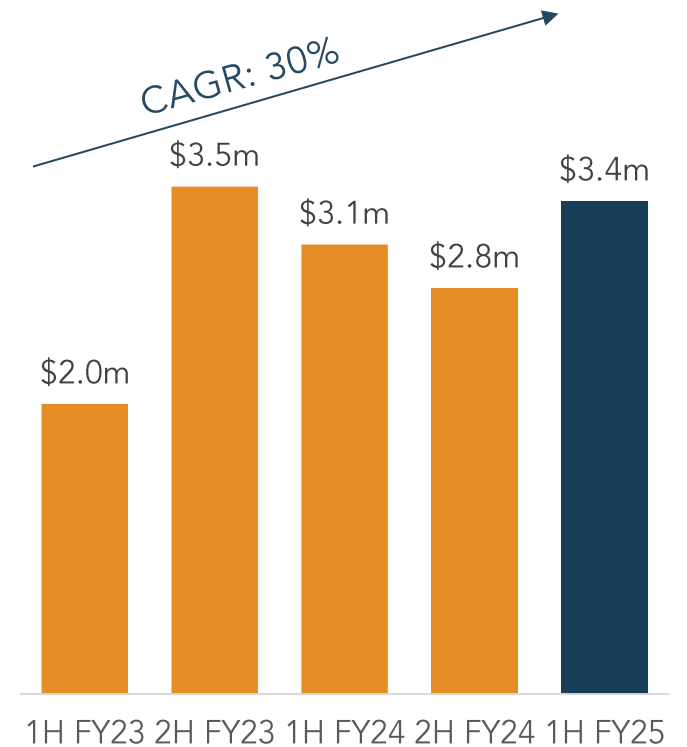
Revenue



Gross profit



EBITDA (pre SBP)



1H FY25 BALANCE SHEET

Strong balance sheet to support future growth opportunities and investments in new solutions

Balance Sheet (\$m) ¹	30-Jun-24	31 Dec-24
Cash (inc term deposits)	19.3	30.3
Trade and other receivables	11.2	11.2
Inventories	1.3	1.8
Property, plant and equipment	10.6	13.7
Intangibles	2.5	3.0
Contract asset	1.1	1.4
Other assets	2.7	3.3
Total assets	48.7	64.8
Trade and other payables	5.4	7.7
Contract liabilities	1.8	2.8
Tax payable	1.2	1.6
Provisions	2.2	2.2
Other liabilities	2.2	2.7
Total liabilities	12.8	16.9
Net assets	35.9	47.9

- Well capitalised with cash balance of \$30.3 million (including term deposits)
- Working capital reduced mainly as a result of increased trade and other payables (half year end timing related), in part offset by higher inventories
- Property, plant and equipment increased mainly due to new trailer builds to support new contracts which have or will soon commence
- Increase in intangibles is the result of continued R&D investment
- Tax payable of \$1.2m paid to ATO in February 2025

1H FY25 PROFIT & LOSS

Strong continued top-line and gross profit growth driven by new and existing customers, with additional investment in operating expenses to support business growth and scale

Profit & Loss (\$m) ¹		Variance	
(\$m)	1H FY24	1H FY25	\$ %
Revenue	24.7	28.8	4.1 16%
Cost of services	(13.6)	(15.2)	(1.6) 12%
Gross profit	11.1	13.6	2.5 22%
Other income	0.4	0.1	(0.3) (79%)
Operating expenses	(8.4)	(10.3)	(1.9) 22%
EBITDA (pre SBP ² expense)	3.1	3.4	0.3 8%
Share based payments expense	(0.7)	(1.0)	(0.3) 41%
EBITDA	2.5	2.4	0.0 (1%)
D&A	(3.0)	(3.2)	(0.2) 6%
EBIT	(0.5)	(0.7)	(0.2) 42%
Net interest income/(expense)	0.4	0.4	0.0 12%
Tax expense	(0.1)	(0.2)	(0.1) 93%
Net profit/(loss) after tax	(0.2)	(0.5)	(0.3) 112%
Gross margin	45.0%	47.3%	230bps
EBITDA (pre SBP expense) margin	12.7%	11.8%	(90bps)
EBITDA margin	10.0%	8.5%	(150bps)

- Revenue increased 16% due to new contracts (SA mobile phone contract), contract expansion (addition of seatbelt to NSW mobile phone, additional units for QLD speed and mobile phone & seatbelt programs), international growth and inflation based increases
- Gross margins expanded from 45.0% to 47.3% due to increasing contribution of distracted driving to group revenues and improved margins for the USA business
- Operating expenses increased 22%, driven by investment in sales and marketing, expansion into the UK and USA and development in new products
- Higher share-based payments expense due to increased headcount and change in equity instrument used for long-term incentives

OUTLOOK

KEY INVESTMENT THEMES

Acusensus secures long-term government contracts through the deployment of high-quality solutions and service



Quality Australian business delivering advanced road safety enforcement technology

- Strong revenue growth with majority of Australia's states and territories using Acusensus solutions to address distracted driving
- Further opportunities to deploy additional enforcement technologies across Australia
- Strong history of expansion and extension of existing contracts



Well developed international growth strategy with strong chances of long-term success

- Offshore revenue increase of 46% in 1H FY25
- Increase in number of enforcing clients in USA and UK, with a strong penetration of states/counties who have trialled or deployed Heads-Up (42% of US states and 44% of UK territorial police forces)
- NZ mobile speed camera contract to deliver strong offshore revenue contribution from FY26¹



Focused high quality R&D to deliver long-term sustainable growth

- Extensive use of AI in solutions
- Disciplined and talented onshore development teams
- Identification of key market niches that can utilise core capability and IP
- Important focus on solving the fatal five
- Gaining traction with road worker safety technology



Relentless focus on improvement from disciplined management team

- Australian operations certification to ISO standards across 9001, 14001, 27001, 45001
- Positive cash flow from operations. Strong cash position (including term deposits) of \$24.6m at 31 March 25 with no external debt
- New executive level talent in the business

1. NZ Speed Service Delivery Statement of Work, which governs the operational elements of the program and forms the majority of the estimated contract value, is subject to final negotiation and agreement.

FY25 OUTLOOK

Continued top-line growth in revenue and gross profit expected. Increased investment in growth initiatives to enhance the prospects for strong growth in the years to come



Revenue

- 1H FY25 revenues were significantly up on 2H FY24 due to new contracts and contract expansions going live at the start of FY25.
- Growth has continued in 2H FY25 due to new contracts and contract expansions.



Expenditure

- Acusensus has experienced manufacturing, mobilisation and transition-in (project management) activity through 2H FY25, associated with new contract wins that will mostly generate revenue from FY26.
- The research and development team is being expanded to be commensurate with the increased size of the business.
- Several new premises have been leased in 2H FY25 across Australia and New Zealand to service new contracts and to meet the needs of a growing business.
- Expansion in international business development activities continues.



Outlook

- Acusensus expects FY25 revenue of between \$58.0m and \$61.0m and EBITDA (pre SBP) to be between \$4.3m and \$5.5m.
- Supported by a strong balance sheet and underpinned by impressive TCV growth, FY26 is expected to see substantial top line growth.
- The Company remains focused on long term growth through launching the road worker safety solution and in ensuring further penetration of international markets.

Enquiries

Anita Chow
Chief Financial Officer, Acusensus Limited
+61 408 261 554
Email: investor-relations@acusensus.com

Simon Hinsley
Investor and Media Relations
+61 401 809 653
Email: simon@nwrcommunications.com.au



acusensus
intelligent eyes