

ASX RELEASE

26 August 2025

Acusensus FY25 Results Release¹

Highlights:

- Revenue increased 20% to \$59.4 million (FY24: \$49.6 million)
- Gross profit increased 18% to \$26.6 million, with a gross profit margin of 44.8% (FY24: \$22.6 million and 45.5% margin)
- Adjusted EBITDA² declined 12% to \$5.7 million (FY24: \$6.4 million)
- Positive cash flow from operating activities increased 131% to \$8.3 million (FY24: \$3.6 million)
- Strong balance sheet with cash (including term deposits) of \$21.5 million as at 30 June 2025³
- Expecting FY26 revenue to be in the range of \$79.0m - \$84.0m
- Investor webinar to be held at 11.00am AEDT today - [Click here to register](#)

Acusensus Limited (ASX:ACE) (**Acusensus** or the **Company**), a technology company designing and developing artificial intelligence enabled road safety solutions, is pleased to release its results for the financial year ended 30 June 2025 (**FY25**).

Acusensus Co-Founder and Managing Director, Alexander Jannink, said:

"I am immensely proud to report on a period of substantial operational progress and strategic execution in FY25. This past year has solidified our position as a global leader in AI-enabled road safety, delivering tangible results both financially and in our core mission to save lives. Our achievements have laid a strong foundation for continued success in FY26 and beyond.

"We secured a record 84% increase in Total Contract Value since inception, adding \$172 million year-on-year. This growth was driven by significant domestic and international new contract wins and expansions with existing customers. This includes the successful renewal of our very first contract with NSW for mobile phone and seatbelt, which speaks to the value and trust we've built with our government partners.

"A key highlight this year was the successful deployment of our innovative multi-function enforcement technology in Western Australia. This was first-of-its-kind globally to simultaneously detect multiple road safety violations including mobile phone usage, seatbelt non-compliance, spot speed, average speed and unregistered vehicles. Our global

¹ This document has been prepared by the Company and should be read in conjunction with FY25 Investor Presentation and Full-Year Financial Report for FY25.

² EBITDA adjusted to exclude litigation costs and SBP (share-based payments) expenses.

³ Term deposits include \$11.7m in FY25 (\$13.5m in FY24) of cash held in term deposits for bank guarantees and investment for a period of greater than 3 months which is classified as other current assets in the financial statements.

expansion saw significant progress, with the mobilisation of our New Zealand mobile speed contract progressing well and expected to get to full deployment capacity by the end of 1H FY26. Our presence in the USA grew from a single enforcement jurisdiction to six, demonstrating strong momentum and market demand.

"We continued our relentless focus on research and development activities, including further advances in our road worker safety technology. A major milestone was the signing of a long-term commercial contract with Fulton Hogan, enabling us to deploy our solutions across selected Australian worksites. We also secured several new pilot customers for this technology across a range of industry sectors.

"I extend my sincere gratitude to our dedicated employees for their unwavering commitment and hard work, which are the cornerstones of our success. To our valued customers, thank you for your continued partnership in our shared mission to enhance road safety. And to our shareholders, thank you for your continued trust and support. We look forward to an even more impactful FY26 as we continue to lead the charge in creating safer roads worldwide."

Financial Summary

The financial results summary is provided below:

(\$m)	FY24	FY25	Variance	
			\$	%
Revenue	49.6	59.4	9.7	20%
Gross profit	22.6	26.6	4.0	18%
<i>Gross profit margin</i>	45.5%	44.8%	(74bps)	
Adjusted EBITDA	6.4	5.7	(0.7)	(12%)
<i>Adjusted EBITDA margin</i>	13.0%	9.6%	(338bps)	
NPAT	(1.5)	(2.6)	(1.1)	72%
Cash (including term deposits) ⁴	19.3	21.5	2.2	11%

Acusensus delivered strong financial results for FY25, maintaining its strong top-line growth trajectory since it was founded in 2018. FY25 revenue increased \$9.7 million or 20% to \$59.4 million compared to the prior comparable period.

Revenue growth in FY25 was driven by new contracts in Australia and internationally, along with increased scope from existing customers and some inflation increases. Key new contracts included South Australia distracted driving (full year impact), multi-function enforcement in Western Australia, New Zealand mobile speed program and real-time enforcement programs in the US. Expansions to existing agreements included increased units for the Queensland mobile phone and seatbelt contract and the Queensland speed contract, as well as turning on the seatbelt module for the NSW mobile phone contract.

The Company reported gross profit of \$26.6 million, an 18% increase on FY24, driven by revenue growth. There was a slight decline in gross profit margin of 74 basis points (bps) to

⁴ Term deposits include \$11.7m in FY25 (\$13.5m in FY24) of cash held in term deposits for bank guarantees and investment for a period of greater than 3 months which is classified as other current assets in the financial statements.

44.8% due to higher operating costs associated with some of our programs, mainly in the second half.

Adjusted EBITDA (which excludes share-based payment expense and litigation costs) decreased 12%, driven by higher operating expenses. Operating expenses increased 26%, driven by investments in headcount and processes to support future growth, as well as expansion into the UK and US. EBITDA declined 32% due to higher litigation costs and share-based payments (SBP) expense with the new SBP structure introduced in FY24 entering its second year.

Acusensus generated \$8.3 million of operating cashflow, compared with \$3.6 million in the previous year. This improvement was primarily driven by working capital movements. Change in working capital was favourable to cash flow as a result of increase in contract liabilities due to cash received from mobilising new contracts.

Cash flows from operations and cash on the balance sheet were used to fund lease payments, continued investment in product development (including a new trailer design) and manufacturing of transportable and motor vehicle camera equipment to support new and future contracts, as well as contract expansion. The Company undertook a capital raise in December 2024 and raised \$11.3 million net of transaction costs.

The business ended the year with a strong cash balance (including term deposits) of \$21.5 million (compared with \$19.3 million at 30 June 2024).

Operational Summary

In the past year, a focused strategy of expanding the Company's reach both domestically and internationally, combined with a culture of continuous innovation, has delivered exceptional outcomes.

Australia, the Company's foundational market, saw significant growth and new milestones:

- **Western Australia multi-function contract:** Secured a new three-year contract with the WA Road Safety Commission for multi-function Heads-Up solution. This marked a pioneering deployment of technology that can simultaneously detect mobile phone usage, seatbelt non-compliance, point speed, average speed and unregistered vehicles. This is valued at an estimated \$9.4 million (excluding GST) prior to variable elements over a three-year initial term.
- **Queensland Expansion:** The Queensland Department of Transport and Main Roads is expanding its existing mobile phone and seatbelt contract, progressively adding transportable units between February 2025 and July 2027. This represents an incremental value of approximately \$27.4 million (excluding GST) over the five-year term starting from the go-live date of each new unit.
- **NSW mobile phone and seatbelt detection:** A significant highlight was being awarded a new five-year framework contract by Transport for NSW for the mobile phone and seatbelt detection program. This replaces the initial 2019 contract and includes initial project orders valued at \$8.94 million (excluding GST) per annum, demonstrating the continued trust and proven impact of Acusensus technology in its foundational market.
- **ACT seatbelt detection:** The ACT Government has agreed that it will expand the existing mobile phone program to include seatbelt enforcement from 3 November 2025.

Internationally, Acusensus footprint has expanded significantly, with a number of new partnerships in key markets:

- **New Zealand, a new international market:** Acusensus was selected as the successful supplier for a nationwide mobile speed camera enforcement program by New Zealand Transport Agency Waka Kotahi. This has an estimated value of up to NZ\$92 million (excluding GST) over the initial five-year term. Mobilisation is well underway, with speed enforcement testing starting in May 2025 and expected to gradually ramp-up to full capacity by end of 1H FY26.
- **Growing USA Presence:** Considerable momentum was gained in the USA with new programs secured for real-time distracted driving and seatbelt enforcement of commercial vehicles in Nebraska and Colorado and of passenger vehicles in South Lake, Minnesota, alongside a new data collection project in Texas. These were in addition to the new long-term programs in Georgia and Arkansas, which went live at the start of FY25. Acusensus has increased the number of US jurisdictions utilising its technology for enforcement from one at the end of FY24 to six at the end of FY25.
- **Moving UK from pilot to longer term contract:** After having 15 police forces trial the product in prior years, it was pleasing to secure Devon & Cornwall Police as the first long term contract in the UK.

There has also been a continued focus on innovation.

- **Roadworker Safety:** A pivotal milestone was the signing the first long-term commercial contract with Fulton Hogan for the deployment of pioneering road worker safety technology across selected Australian worksites. This agreement, valued at approximately \$0.4 million (excluding GST) over three years, represents a key step toward broader deployment of a product designed to protect workers through real-time monitoring, alerting and tracking.
- **Impaired Driving:** It was pleasing to see the first real world testing of an impaired driving detection solution in the UK with Devon & Cornwall Police, testing the integration of drugs and alcohol detection capabilities into the Heads-Up system to identify potentially impaired drivers.
- **Railway Crossing:** The Company also piloted railway level crossing safety cameras in Queensland and commenced a short term project in Victoria, addressing another critical area of road safety.

Acusensus' relentless focus on innovation and expanding its capabilities is evident in the growth of total contracted value, which now stands at an impressive \$376 million since the Company was founded in 2018, 84% higher compared to a year ago.

Outlook

Acusensus' growth strategy is to focus on global market opportunities and to continually enhance its product offering to cater to evolving customer needs, and in the process, solidify its position as a leader in AI-enabled road safety enforcement services.

The significant contract wins and program expansions achieved in FY25 set a strong foundation for future growth. Acusensus anticipates significant revenue growth in FY26, including a step change in its international revenue contribution once the New Zealand Speed contract is fully mobilised. The Company is committed to further investment in business development, the creation of new products, and enhancing its operational capabilities to meet the evolving needs of its customers globally.

The Company is expecting FY26 revenue to be in the range of \$79.0 million to \$84.0 million.

Results Webinar

The Company will host a webinar with Managing Director, Alexander Jannink, and Chief Financial Officer, Anita Chow, on Tuesday, 26 August 2025 at 11.00am (AEST).

Investors and interested parties can register for the webinar via the following link:

https://us02web.zoom.us/webinar/register/WN_SMsv0jQkR8yQ_ai3mrPD7A#/registration

Questions can be pre-submitted to simon@nwrcommunications.com.au or asked via the Q&A function during the webinar.

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This announcement is authorised by the Board of Acusensus Limited.

About Acusensus

Acusensus is a technology company 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.

Leveraging the same AI and sensing expertise that powers the enforcement systems, Acusensus is also developing technology to safeguard people working in live traffic environments. Acusensus road worker safety product links roadside sensors, connected wearables, and real-time analytics to give work crews early warning of fast-moving vehicles, providing the vital seconds needed to step clear and turn near misses into non-events.

Acusensus listed on the Australian Securities Exchange in January 2023. Acusensus has offices in Australia (Melbourne, Sydney, Brisbane, Perth), New Zealand (Auckland, Christchurch, Wellington, Hamilton), United Kingdom (London) and United States (Las Vegas).