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# Half Year FY26 Results Presentation

26 February 2026



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# Agenda

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Half Year FY26 Highlights

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Update on Business Operations

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Financial Performance

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Outlook

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Q&A

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Alexander Jannink  
Managing Director



Anita Chow  
Chief Financial Officer

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# FY26 Half Year Highlights



# Increasingly Changing Behaviours and Saving Lives

Significant increase in the reach of Acusensus solutions, with demonstrated behaviour changes and outcomes



**46%** increase in the number of deployed assets<sup>1</sup>

Substantial expansion of assets deployed on road networks deterring dangerous driver behaviours



**0** fatalities in enforced section of Minnesota's Highway 7<sup>2</sup>

The South Lake Minnetonka Police Department used Acusensus technology to assist with 1,500 vehicle stops for distracted driving and seatbelt violations in 2025. Fatalities reduced from 5 in 2024 to 0 in 2025 in the section monitored.



**40%** reduction in Qld unrestrained fatalities<sup>3</sup>

Unrestrained occupant fatalities in Queensland are down a remarkable 40% since the launch of the world's first seatbelt enforcement program. 2024 saw 17 fewer unrestrained fatalities compared to 2023.

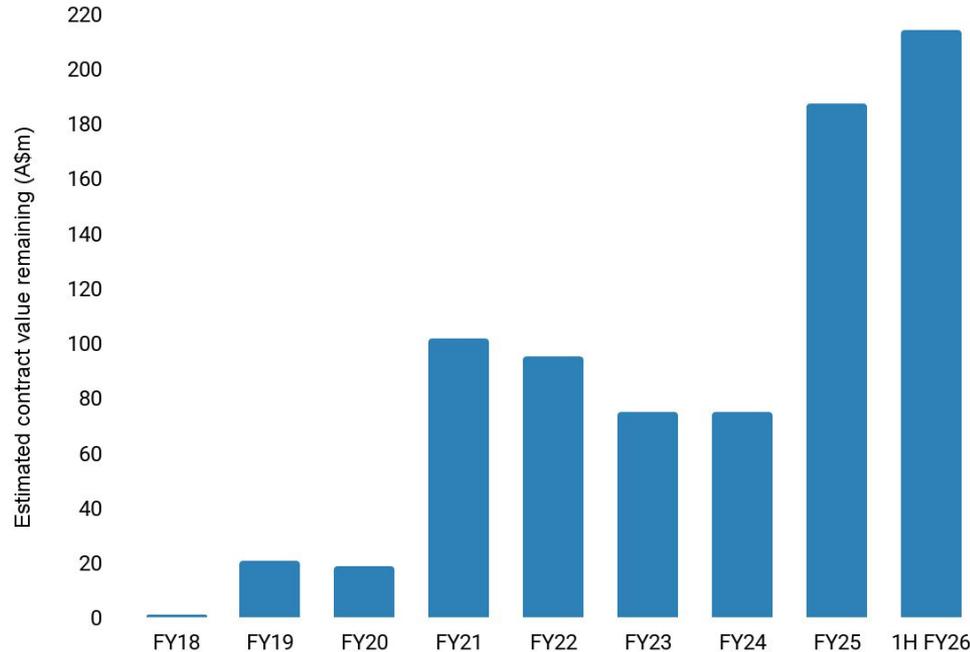


**10,456** high-risk vehicle approaches alerted to workers<sup>4</sup>

Across live roadwork deployments since Oct 2025, Forsite delivered a median 6.8 seconds of advance warning before breach, providing essential reaction time in elevated-risk vehicle approaches.

# New Contract Wins

Continued new contract wins and expansions, leading to a record \$212m of contract revenue remaining<sup>1</sup>



## 1H FY26 Key Contract Wins



*October 2025*

Connecticut work zone speed program. Five year contract with value of ~US\$22.6m



*October 2025*

Expansion of existing speed contract to nearly double the number of trailers with incremental contract value of ~\$16.6m



*September 2025*

New five-year fixed site multi-function contract valued at ~\$8.7m  
*(Note further expansions in WA signed in 2H FY26)*



*October 2025*

Exercised one-year extension for mobile phone program starting November 2025

# Growth, Innovation and Efficiency

Record first half top line growth, new product launches, improving efficiency

## Growing Strongly

**40%** increase in group revenue<sup>1</sup>

Significant revenue increases driven by the mobilisations of the NZ\$92m New Zealand mobile speed contract, the Western Australia distracted driving contracts, the expanded Queensland distracted driving contract and the Kentucky work zone speed deployments

## Increasingly Global

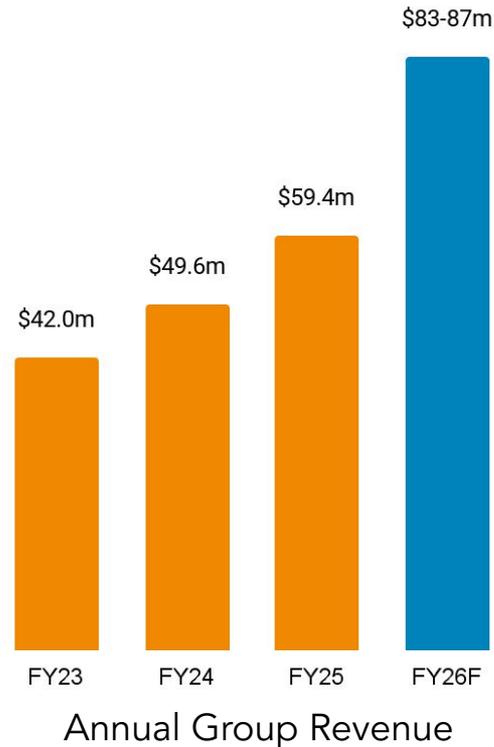
**22%** of revenue earned internationally, up 338%<sup>1</sup>

Significant international expansion with the \$US22.6m five year Connecticut work zone speed program, the completed mobilisation of New Zealand, and the new contribution of programs in Kentucky and Minnesota adding to revenue from existing international customers

## Innovating

**\$3.9m** invested in innovation activities

Innovation continued at pace, including the commercial release of the Forsite worker safety division, the deployment of new vehicle detection technology, release of a new trailer platform, development of bi-directional enforcement and continuously improving phone and seatbelt detection AI



# Financial Highlights

Stellar revenue growth, improving underlying profitability, strong balance sheet, resolution of litigation risk

Revenue of  
**\$40.3m**  
Up 40%<sup>1</sup>

Acusensus mobilised a significant volume of work in the half, increasing revenue by a record \$11.5m<sup>1</sup>.

Gross Profit of  
**\$16.4m**  
40.7% Gross Margin

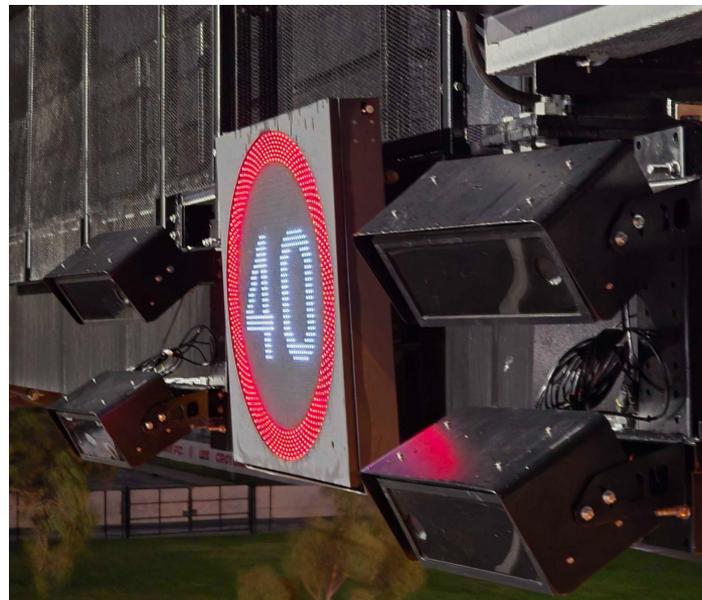
Supporting existing and anticipated pipeline growth, the company completed a \$30m capital raise and secured a debt facility with Citibank to provide up to \$25m of financing options<sup>4</sup>.

Adjusted EBITDA<sup>2</sup> of  
**\$3.9m**  
Up 9%<sup>1</sup>

In February 2026, the Company settled litigation brought against it by Redflex Traffic Systems on a without admission basis for \$6m in cash and ~6m shares in Acusensus. As part of the confidential settlement, Acusensus also provided a licence to Redflex so that Redflex and its affiliates have Acusensus' permission to engage in conduct that would otherwise infringe its relevant patents until those patents have expired or been invalidated<sup>5</sup>.

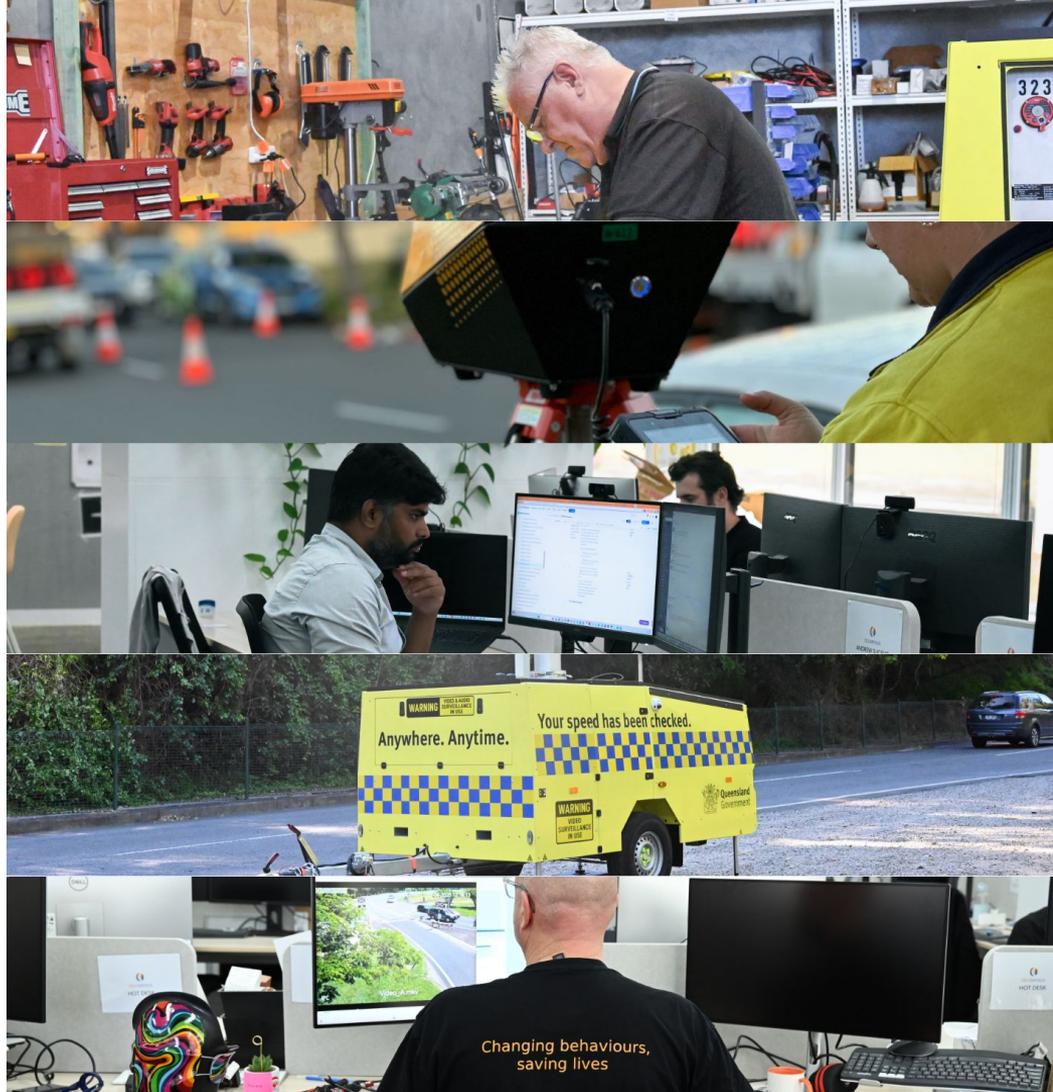
Cash Position<sup>3</sup>  
**\$41.0m**  
Up 35%<sup>1</sup>

These actions provide clear air and financial capacity for the company to continue pursuing its wide reaching growth plans.



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# Business Operations Update



# Australia Enforcement - Market Progression

Deepening market penetration in Australia, underpinned by a track record in customer acquisition and account expansion



(1) Any values quoted exclude GST and prior to option extension periods, unless specifically noted

(2) A tender process is currently underway in the ACT, which includes mobile phone detection and seatbelt detection services in its scope. Acusensus is awaiting updates as this process progresses

(3) NSW MSC contract ends 30 June 2026. The tender for renewal or replacement has now been released by Transport for NSW and they have indicated that the tender process is expected to run through to 30 June 2026

# Australian Enforcement Segment Performance

The Australian business continued to deliver consistent top-line momentum, with adjusted EBITDA growth of 13%

- Acusensus supplies the majority of states and territories with a mix of speed, distracted driving, seatbelt enforcement and multi-function enforcement services.
- Revenue growth was predominantly driven by the new multi-function trailer contract mobilised in WA during 2H FY25 and the expansion of the QLD distracted driving contract.
- 80% of Australian customers varied, expanded or extended their contracts this FY, including:
  - additional multi-function trailers contracted for Western Australia (signed in February 2026), as well as the new \$8.7m fixed site contract with Western Australia (subsequently expanded to \$19.9m with the addition of new sites, announced today)
  - a \$16.6m doubling of speed trailers in Queensland
  - the activation of seatbelt enforcement in the ACT from November 2025
  - the activation of bi-directional enforcement of mobile phone trailers in NSW
  - WA and ACT both exercised 1 year extension options

Revenue

**\$31.1m** +17%

\$26.7m (1H FY25)

Adjusted EBITDA<sup>1</sup>

**\$11.0m** +13%

\$9.8m (1H FY25)



# International Enforcement - USA Market Progression

A major 5 year contract in Connecticut for automated work zone speed joins the expanding number of states deploying Acusensus Real-Time enforcement technology for phone, seatbelt and speed enforcement



# International Enforcement Segment Performance

International segment has transitioned to positive EBITDA and now accounts for 22% of group revenue

## New Zealand

- Five year mobile speed contract value estimated at NZ\$92m with two optional extension periods of up to two years each.
- Contract fully mobilised at the end of 1H FY26 - deployments being undertaken across all sixteen regions with a complete fleet of vehicles and trailers. This was a key driver of revenue growth and profitability.

## United States

- Kentucky commenced a 5 trailer 4 month pilot for work zone speed real-time services, which has subsequently been extended. This program closely follows the existing program with Arkansas.
- On 7 October 2025, Acusensus was awarded a contract to supply the Automated Work Zone Speed Control program for the State of Connecticut, USA. Total contract value expected to be US\$22.6 million and will run for a period of 5 years. Initial units went live at the start of November 2025, with the remainder to go live by April 2026.
- Led by new General Manager Kevin Tenbrunsel, we are expanding the sales team to pursue and develop a growing pipeline of potential opportunities.

## United Kingdom

- Accepted onto Crown Commercial Service (CCS) RM6347 Transport Technology framework, making Acusensus UK Limited an approved supplier to contract directly with government.
- Secured a short pilot for Transport for West Midlands for our Heads-Up solution.
- The existing Devon & Cornwall program was extended in February 2026 for another year.

Revenue

**\$9.0m** +338%  
\$2.0m (1H FY25)

Adjusted EBITDA<sup>1</sup>

**\$0.9m** +1.3m  
\$(0.5)m (1H FY25)



# Forsite Segment Performance

Commercially validated recurring revenue model through the increase in deployed units since product launch in late 2025

Commercially released, in market for 2 months of 1H FY26

4 recurring revenue customers signed<sup>2</sup>

Investing to service large, global, addressable markets

Multi-year customers - Since the commercial launch at AfPA<sup>3</sup>, 26 Oct 25, Acusensus has developed multi-year contracts and structured pilots with Tier-1 road construction, traffic management and roadside assistance operators.

Commercially viable - Validation of a recurring revenue model featuring a hybrid of hardware + SaaS.

Expanding usage - Growing adoption from initial pilot sites to further deployments with enterprise customers across a range of road environments.

Positively regarded - In field utilisation by workers has been improving day-to-day and now has strong in-field adoption by most deployed crews.

Learning through scale - Our team is rapidly refining the support and service model as Forsite is deployed across sites throughout Australia.

Investing for growth - The business is intentionally in an investment phase, focused on platform maturity, operational scalability, internationalisation and data-driven product refinement.

Substantial addressable market - Global connected work zone and road safety systems markets estimated in the multi-billion dollar range with sustained growth, including the \$200bn+ Australian infrastructure pipeline with sustained roadside workforce exposure and US\$1.2tn US infrastructure program including major highway upgrades.

Revenue

**\$0.2m**

\$0.0m (1H FY25)

Adjusted EBITDA<sup>1</sup>

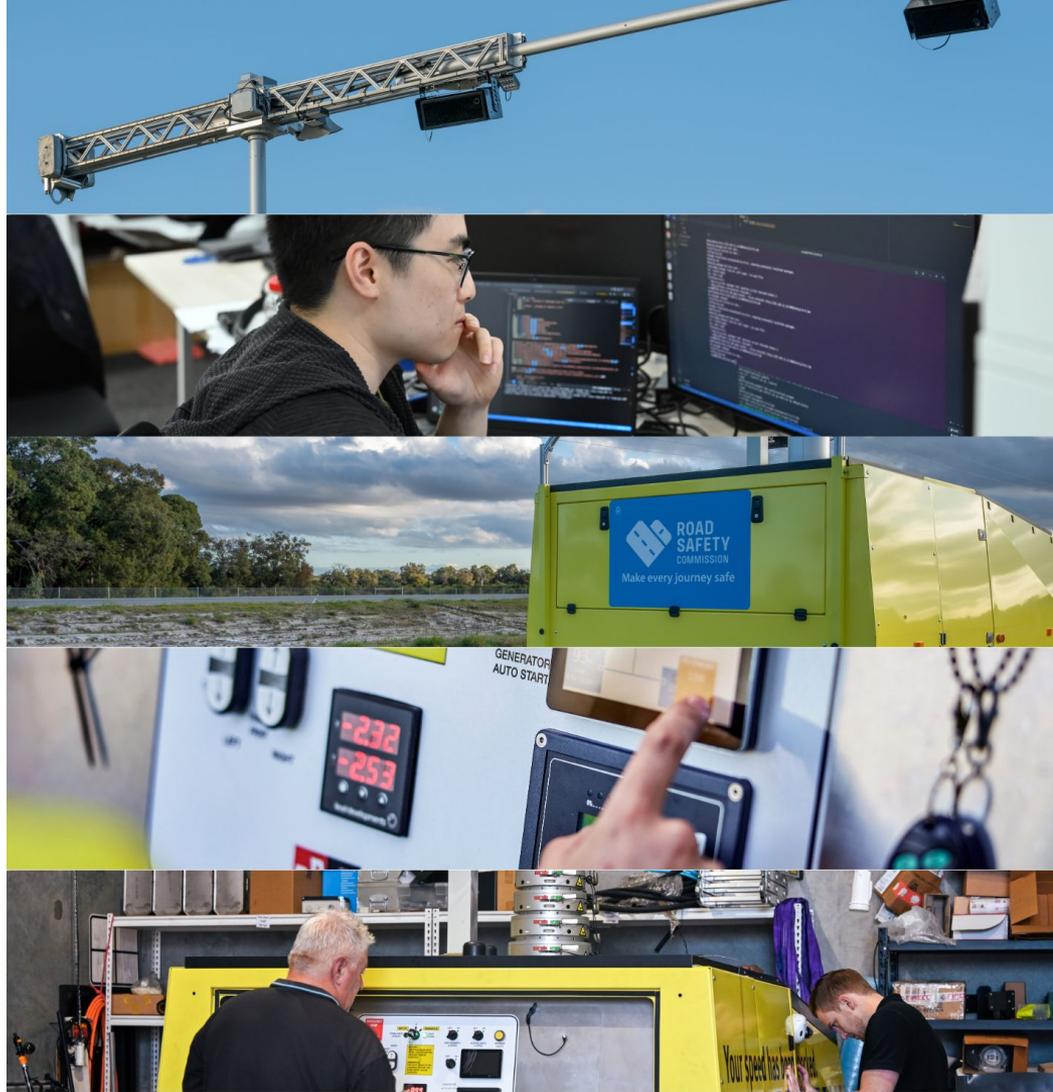
**\$(1.1)m**

\$(0.3)m (1H FY25)



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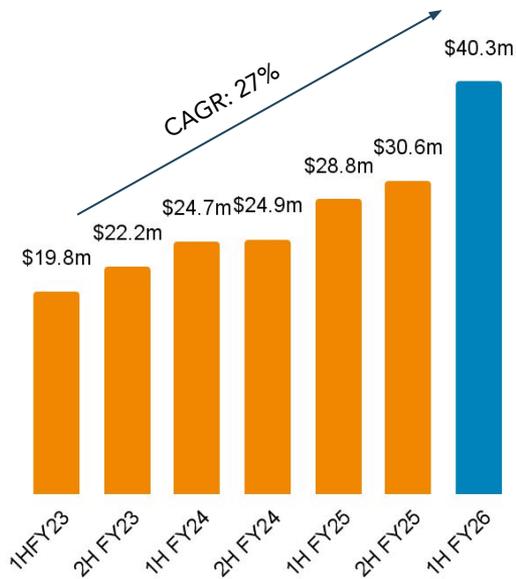
# Financial Performance



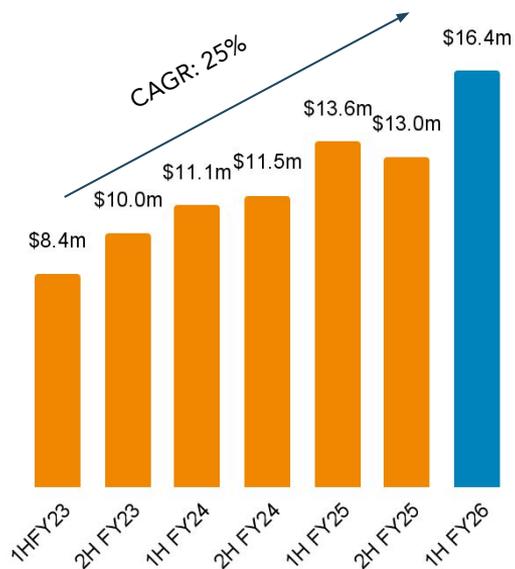
# Financial Overview

Proven historical growth delivering record momentum and accelerated scale in 1H FY26

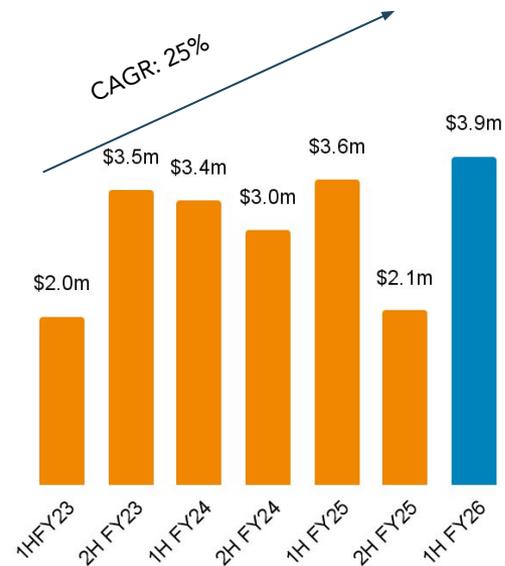
## Revenue



## Gross Profit



## Adjusted EBITDA<sup>1</sup>



# Profit & Loss

Revenue growth from contract wins and expansions, with continued reinvestment to support future growth opportunities

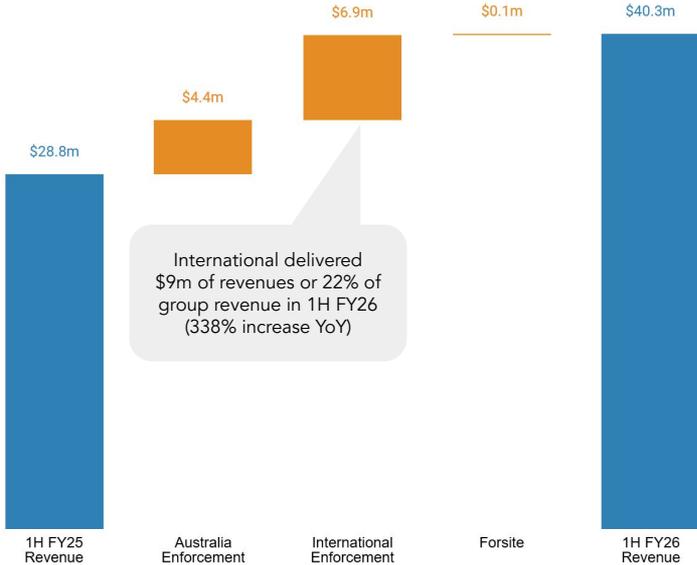
(\$m)	1H FY25	1H FY26	Variance	
			\$	%
Revenue	28.8	40.3	11.5	40%
Cost of services	(15.2)	(23.9)	(8.7)	57%
Gross profit	13.6	16.4	2.8	21%
Operating expenses	(10.1)	(12.6)	(2.6)	25%
Other income	0.1	0.2	0.1	79%
Adjusted EBITDA <sup>1</sup>	3.6	3.9	0.3	9%
One-off costs	(0.2)	(18.0)	(17.7)	7450%
Share based payments expense	(1.0)	(1.2)	(0.2)	21%
EBITDA	2.4	(15.2)	(17.6)	(723%)
D&A	(3.2)	(5.4)	(2.3)	71%
EBIT	(0.7)	(20.6)	(19.9)	2685%
Net interest income/(expense)	0.4	(0.0)	(0.5)	(106%)
Tax expense	(0.2)	(0.2)	0.0	(15%)
Net profit/(loss) after tax	(0.5)	(20.8)	(20.3)	n/m
Gross margin	47.3%	40.7%	(660bps)	
Adjusted EBITDA margin	12.6%	9.8%	(280bps)	

- Revenue growth of 40% in 1H FY26, driven by new contracts in Australia and internationally, increased scope from existing customers and inflation changes.
- Key revenue contributors include WA multi-function contracts, NZ mobile speed program and real-time enforcement programs in the US. Expansions included increased units for Queensland mobile phone and seatbelt contract.
- Gross profit increased 21% to \$16.4 million driven by revenue growth. Gross margin declined 660 basis points (bps) to 40.7% driven by contract mix and pricing change due to the bundling of products for a customer
- Adjusted EBITDA increased 9% as revenue gains were invested in additional headcount and contractors to support future growth.
- NPAT declined to a loss of \$20.8m mainly driven by higher one-off costs associated with litigation settlement provision and legal costs<sup>2</sup>

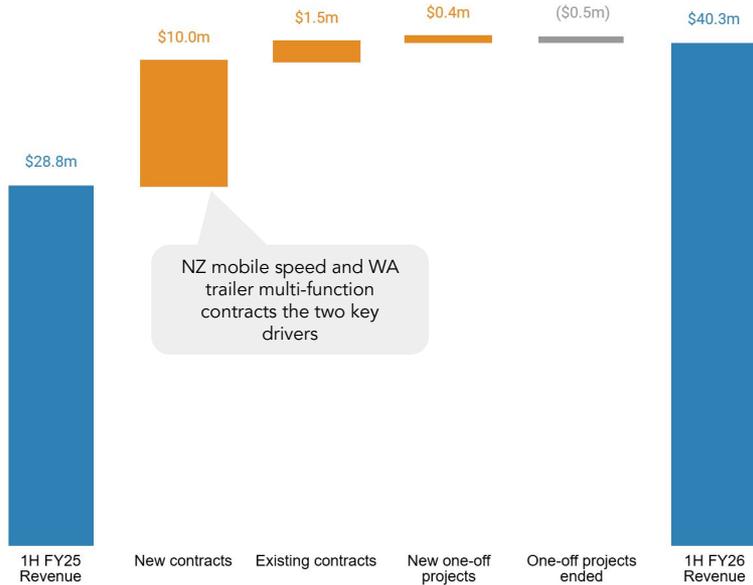
# Revenue bridge

Revenue growth mainly from new contracts, joined by improvement in existing contracts in Australia and internationally

Revenue growth by segment



Revenue growth by customer classification



# Segment Financial Performance

Strong performance from established enforcement segments, international profitability, prudently investing for the future

Enforcement segment  
revenue up  
**\$11.4m**

Enforcement segment  
Adj EBITDA up  
**\$2.6m**

Decrease in shared  
cost contribution by  
**170bps**

Forsite  
expenditure<sup>3</sup> of  
**\$1.1m**

(\$m)	1H FY25					1H FY26				
	Australia Enforcement	International Enforcement	Forsite	Shared <sup>2</sup>	Group	Australia Enforcement	International Enforcement	Forsite	Shared <sup>2</sup>	Group
Revenue	26.7	2.0	0.0		28.8	31.1	9.0	0.2		40.3
COS	(13.8)	(1.3)	(0.1)		(15.2)	(17.4)	(6.3)	(0.2)		(23.9)
Gross Profit	12.9	0.8	(0.1)		13.6	13.8	2.7	(0.0)		16.4
Margin	48.4%	37.2%	-200.0%		47.3%	44.2%	29.9%	-17.6%		40.7%
Adjusted EBITDA <sup>1</sup>	9.8	(0.5)	(0.3)	(5.4)	3.6	11.0	0.9	(1.1)	(6.8)	3.9
Margin	36.5%	-23.1%	-602.3%	n/m	12.6%	35.3%	9.6%	-571.3%	n/m	9.8%

# Balance Sheet

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

(\$m)	31-Dec-24	30-Jun-25	31-Dec-25
Cash and cash equivalents (inc term deposits) <sup>1</sup>	30.3	21.5	41.0
Trade and other receivables	11.2	12.8	12.3
Inventories	1.8	1.7	1.9
Property, plant and equipment	13.7	20.1	25.4
Intangibles	3.0	3.2	3.1
Contract assets	1.4	4.7	6.9
Tax receivable	0.0	0.5	0.3
Right-of-use assets	2.5	7.9	7.3
Other assets <sup>2</sup>	0.7	1.2	1.2
<b>Total assets</b>	<b>64.8</b>	<b>73.5</b>	<b>99.3</b>
Trade and other payables	7.7	8.2	8.4
Contract liabilities	2.8	7.8	8.2
Tax payable	1.6	0.0	0.0
Provisions <sup>3</sup>	2.2	2.8	19.2
Lease liabilities	2.7	7.9	7.4
<b>Total liabilities</b>	<b>16.9</b>	<b>26.7</b>	<b>43.2</b>
<b>Net assets</b>	<b>47.9</b>	<b>46.8</b>	<b>56.1</b>

- The Company is well capitalised with \$41.0 million cash balance (including term deposits<sup>1</sup>), bolstered by successful \$30m equity raise during December 2025.
- Trade receivables finished the half year lower than anticipated due to an early payment from a major customer.
- Property, plant and equipment increased \$5.3 million (net of depreciation), reflecting investment in trailers and cameras to support new and future contracts.
- Contract assets increased by \$2.2 million. This mainly represented mobilisation costs for New Zealand and Connecticut speed contracts. Contract liabilities only increased \$0.4m due to timing of mobilisation income.
- Provision increase takes into consideration \$16.0m litigation settlement being reached with Redflex Traffic Systems Pty Ltd on 6 February 2026.<sup>3</sup>
- Established debt facility with Citi N.A on 12 December 2025.

(1) Includes \$1.2m on Dec-25 (\$11.7m on Jun-25 and \$1.7m on Dec-24) 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 statutory financial statements

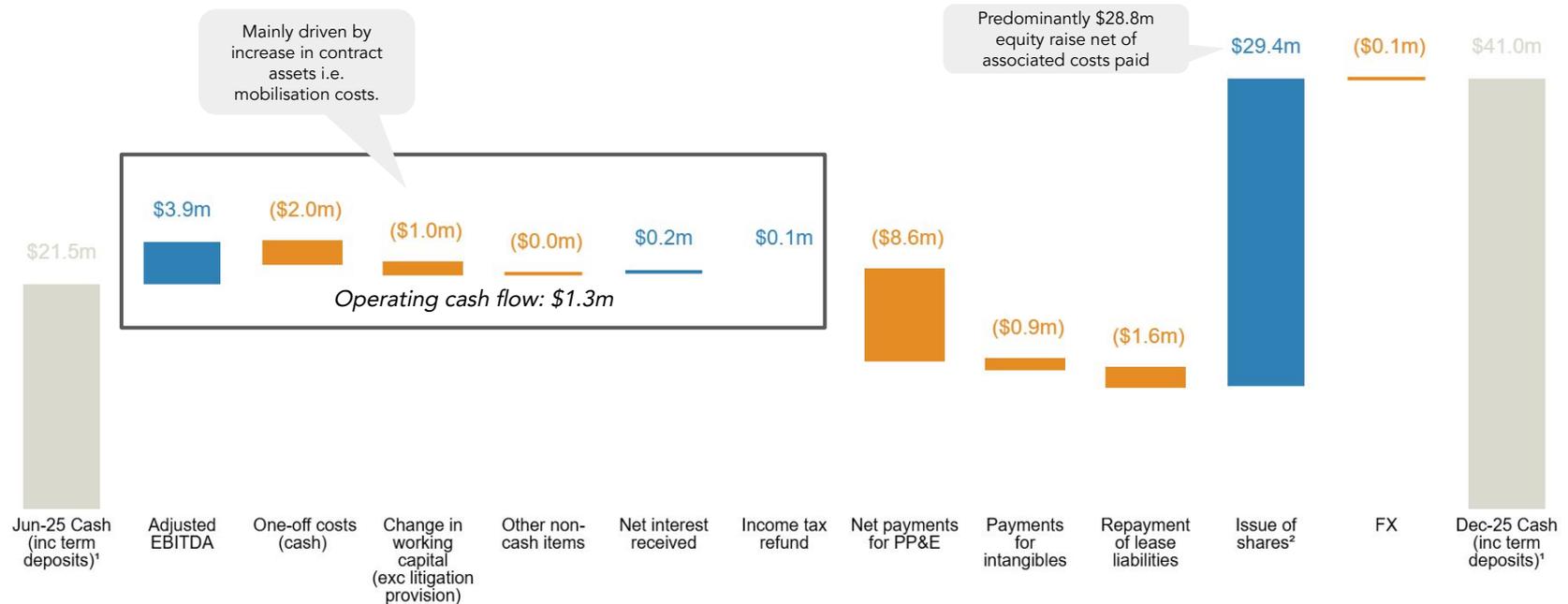
(2) Other assets include net deferred tax assets and other assets

(3) Due to the litigation settlement being reached with Redflex Traffic Systems Pty Ltd prior to the Board's authorisation of the half-year financial statements, the Company has adjusted the half-year financial statements to reflect a settlement expense and corresponding provision of \$16.0m within 1H FY26, in accordance with the Accounting Standard AASB 110 Events after the Reporting Period

(4) Citibank N.A. facility provides access to: (i) A\$5m revolving credit facility with term of 3 years; (ii) A\$10m accordion facility available upon request and satisfaction of certain conditions; and (iii) on demand letter of credit and bank guarantee facility for up to A\$10 million

# Cashflow Bridge

Positive operating cash flow of \$1.3m and existing cash reserves were deployed into fixed assets and intangibles to drive future growth. A successful capital raise further strengthened the Company's liquidity position



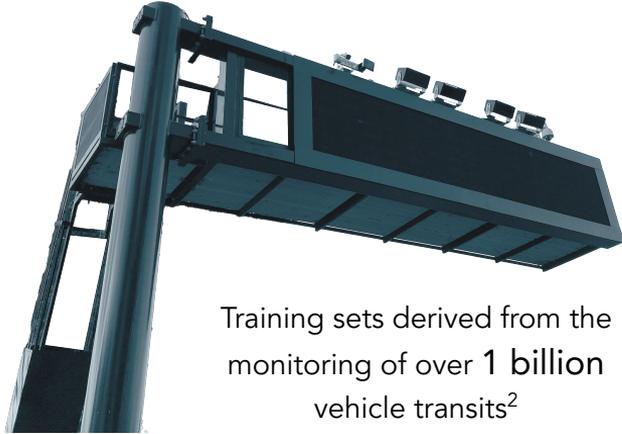
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# Outlook

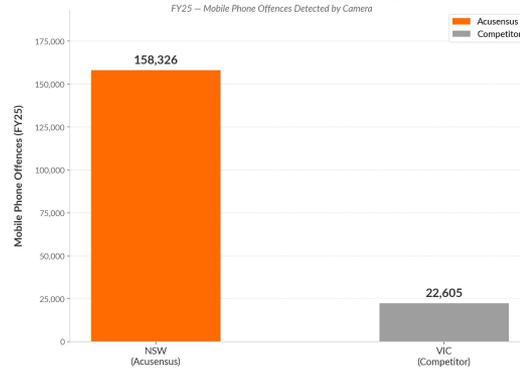


# The Acusensus Edge

Acusensus has a rapidly expanding multi-national client base, long-term secure government contracts and significant advantages in the data, hardware, software, reputation and relationships required to deliver advanced enforcement at scale



### Mobile Phone Detection Comparison FY25<sup>1</sup>



# FY26 Outlook & Strategic Plan

Secured contracts to deliver strong top-line growth while continuing to pursue high value expansion opportunities

- FY26 revenue forecast of \$83.0m - \$87.0m reaffirmed
- Adjusted EBITDA forecast of between \$7.2m - \$8.2m
- Acusensus will continue to deliver on its strategy to:
  - Open and develop key international markets such as the USA through business development growth
  - Invest in the development and expansion of the Forsite business
  - Pursue innovative enforcement technology research and development to open new markets and opportunities
  - Pursue further growth in Australasia by securing new contracts and expanding existing contracts
- FY27 is expected to see further business growth from the full year run-rate of contracts mobilised during FY26 (provided existing contracts are retained)



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