beonic

ASX: BEO | 31 July 2026



# Record EBITDA of $3.9m, up 50% YoY, on 78.4% gross margins as Annual Recurring Revenue base expands

## Q4 FY26 Highlights

### Moroccan Airports Project Progressing well:

- The Moroccan Airports deployment has been completed in five of seven airports, and deployment already commencing across the remaining two as of the end of the quarter. Full delivery is expected during H1 FY27, after which the contract will progress to its full operating revenue contribution, equating to ~$2.0m AUD in ARR (of which ~$1.6m in ARR has been recognized as of 30 June 2026)[1]. Full delivery of all seven airports, represents incremental billings of ~$6.8m[2] (of which ~$5.4m has been billed as of 30 June 2026).

### Key Financial Metrics:

- **Total Revenue:** Total Revenue for the quarter was $5.5m (-5.5% VS PCP[3]) and total FY26 Revenue was $23.2m (+5.5% vs PCP).
- **Gross Margin Expansion:** YTD Gross Margins demonstrated continued improvement to 78.4%[4], compared to 77.3% in FY25. This sustained improvement underscores our focus on high-quality revenue and operational efficiency.
- **Operating Profitability (EBITDA):** The Company achieved margin expansion, with EBITDA reaching $3.9m[5] (16.8% margin), a substantial increase from $2.6m (11.9% margin) in FY25. This reflects the operating leverage in the business model and disciplined cost management.

### Recurring Revenue and ARR:

- Quarterly Recurring Revenue was $4.2m (-2.4% vs PCP) with ARR[6] at $17.3m (+1.0% vs PCP), performance that was significantly impacted by the strengthening AUD against the USD, GBP, EUR, and NZD. Since June 2025 the USD, GBP, EUR and NZD have depreciated against the AUD by ~7%, ~10%, ~8% and ~12%, respectively. On a constant currency basis (at PCP rates), exiting FY26 ARR was $17.9m.

### Contract Wins:

- During Q4 FY26, Beonic secured $3.2m in contract wins and expansions, including: GPT (APAC), The Hajj (EMEA), Home Consortium (APAC), Dandenong Square (APAC), City of Melbourne (APAC), Etisalat (EMEA), Omaha Zoo (USA), Barwon Investment Properties (APAC), Rivian (USA), Best & Less (APAC), New Balance (APAC), TK Maxx (APAC), Exact Technologies (APAC). Additionally, Beonic secured wins, upsells and expansions at the following airports: Charlotte Douglas International Airport (USA), Seattle–Tacoma International Airport (USA), Bradley International Airport (USA), Austin-Bergstrom International Airport (USA), and Richmond International Airport (USA).

### Key Renewals:

- During Q4 FY26, Beonic secured $3.5m in notable renewals including: ISPT (APAC), QIC (APAC), Land Securities (EMEA), Waverly Council (APAC), Barwon Investment Partners (APAC), Redefine (EMEA), Victoria & Alfred Waterfront (EMEA), TK Maxx (APAC), Beacon Lighting (APAC), The Good Guys (APAC), and Verizon (USA). Additionally, Beonic secured the following airport renewals: Charlotte Douglas International Airport (USA), Narita International Airport (APAC), Phoenix Sky Harbor International Airport (USA), Baltimore/Washington International Airport (USA), Nashville International Airport (USA), Richmond International Airport (USA), Wellington Airport (APAC), and Tulsa International Airport (USA).

[1] Revenue and ARR figures are unaudited for FY26.
[2] Depending on foreign currency rates at the time of billing.
[3] Previous Comparable Period (PCP) is Q4 FY25 for the quarter and FY25 for the fiscal year.
[4] Gross Margin % is unaudited for FY26.
[5] EBITDA and EBITDA Margin % are unaudited for FY26.
[6] Annual Recurring Revenue (ARR) based on monthly contracted recurring revenue as at 30 June 2026, multiplied by twelve months.



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## Capital Raise:

- As announced on 28 May 2026 in its Entitlement Issue Prospectus, the Company made an Offer of a pro-rata renounceable entitlement issue of 5 Shares for every 9 Shares held at an issue price of $0.08 per Share, to raise up to $3,013,559. On 23 June 2026, Beonic announced that $1.6m had been taken up via entitlements from existing investors and shortfall applications and on 26 of June 2026, Beonic announced the remaining shortfall had been fully subscribed.

## FY27 Business Priorities

- FY27 priorities focus on sustainable growth and market expansion: Grow top line revenue through conversion of our $38m qualified pipeline and identification of new pipeline opportunities.
- Strengthen Beonic's position as a global leader in Airport and retail IoT solutions, including in particular at the Denver Int'l Airport and across Morocco's airports.
- Continue building on our solutions such as Beonic Vision, which utilises existing camera networks to process video streams to generate flow analytics and non-visitor detections without compromising on visitor privacy. Vision offers powerful analytics and cost scalability, enabling larger venues like airports and malls to capture end-to-end visitor journeys and address critical blind spots. Vision builds on Beonic's 15 years' experience in computer vision solutions and has started deploying to customers in retail and airports.
- Ongoing financial stability through disciplined cost management and operational efficiency.
- Enhance product adoption by driving customer success initiatives and continued R&D investment to ensure a strong competitive advantage.
- Deliver key projects and minimise churn through a focus on customer satisfaction, agility and operational excellence.
- Maintain lean cost structure while scaling revenue operations.

## Commenting on the June 2026 Quarter, Beonic CEO, Billy Tucker said:

*"FY26 was a year of disciplined execution and a marked improvement in the quality of our earnings. We grew total revenue to $23.2 million and, importantly, expanded EBITDA to $3.9 million at a 16.8% margin, up from $2.6 million and an 11.9% margin in FY25, year on year gross margins improved from 77.3% to 78.4%. This demonstrates the operating leverage in our model as we scale recurring revenue against a largely fixed cost base.*

*We exited FY26 with ARR of $17.3 million, up 1% on the prior year despite a significant currency headwind from the strengthening AUD; on a constant-currency basis, exit ARR was $17.9 million. Our Moroccan Airports project is now live across five of seven airports, with the remaining two underway and full delivery expected in Q1 FY27, a key driver of our medium-term recurring revenue growth as we roll out Beonic Vision.*

*During the year we also strengthened our balance sheet, retiring the USD $3.1 million legacy debt facility and completing a $3.0 million renounceable entitlement issue that was fully subscribed. We remained cash flow positive from operations for the year, generating $0.6 million in operating cash inflow versus an $0.8 million outflow in FY25.*

*Thank you for your continued support as we build a sustainable, profitable future for Beonic."*



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## Key contract wins during the quarter

Beonic secured $3.2m in new contract wins and expansions and $3.5m in key renewals, with strong momentum across its aviation, retail and infrastructure segments, including:

**Contract wins ($3.2m)**

- **United States:** Continued expansion across the US aviation and enterprise sectors:
  - **Bradley International Airport (Connecticut Airport Authority):** Secured a new queue management deployment across two security checkpoints — the quarter's largest US win.
  - **Charlotte Douglas International Airport:** Expanded LiDAR sensor coverage.
  - **Seattle–Tacoma International Airport:** Awarded a LiDAR proof-of-concept along the walkway connecting the light-rail station and the terminal.
  - **Austin-Bergstrom International Airport**: Further expansion under the West Infill project.
  - **Richmond International Airport:** Additional LiDAR installation and replacement.
  - **Rivian:** Rolled out people-counting analytics across a national portfolio of flagship stores and hubs.
  - **Omaha Zoo:** New vehicle analytics deployment.
- **Asia-Pacific (APAC):** The region delivered the highest volume of activity, led by property and retail:
  - **GPT (Sunshine Plaza): Major managed WiFi and people-counting expansion — the largest single win of the quarter.**
  - **Dandenong Square: New managed WiFi and people-counting contract.**
  - Further expansions and upsells across a blue-chip retail and property portfolio including: **Home Consortium, City of Melbourne, Barwon Investment Partners, Best & Less, New Balance, TK Maxx** and **Exact Technologies.**
- **Europe, Middle East, and Africa (EMEA):**
  - **The Hajj:** New deployment supporting the 2026 pilgrimage.
  - **Etisalat (e&):** Guest WiFi and IO Insight across Etihad Rail and mall sites.

**Key renewals ($3.5m)**

- **United States:** High retention across the aviation base:
  - **Charlotte Douglas International Airport:** Secured a combined 2026–2029 platform renewal, the quarter's largest US renewal.
  - Continued airport platform renewals with **Phoenix Sky Harbor International Airport, Baltimore/Washington International Airport, Nashville International Airport, Richmond International Airport** and **Tulsa International Airport.**
  - **Verizon:** Renewed its LA lab facilities.
- **Asia-Pacific (APAC):** Maintained strong retention across property, retail and aviation:
  - Multi-year renewals with **ISPT** and **QIC**.
  - **Narita International Airport:** Renewed managed services and support.
  - Continued renewals with **Waverley Council, Barwon Investment Partners, TK Maxx, Beacon Lighting, The Good Guys** and **Wellington Airport.**
- **Europe, Middle East, and Africa (EMEA): Retained key accounts across the region:**
  - Renewed with **Land Securities, Redefine and Victoria & Alfred Waterfront.**



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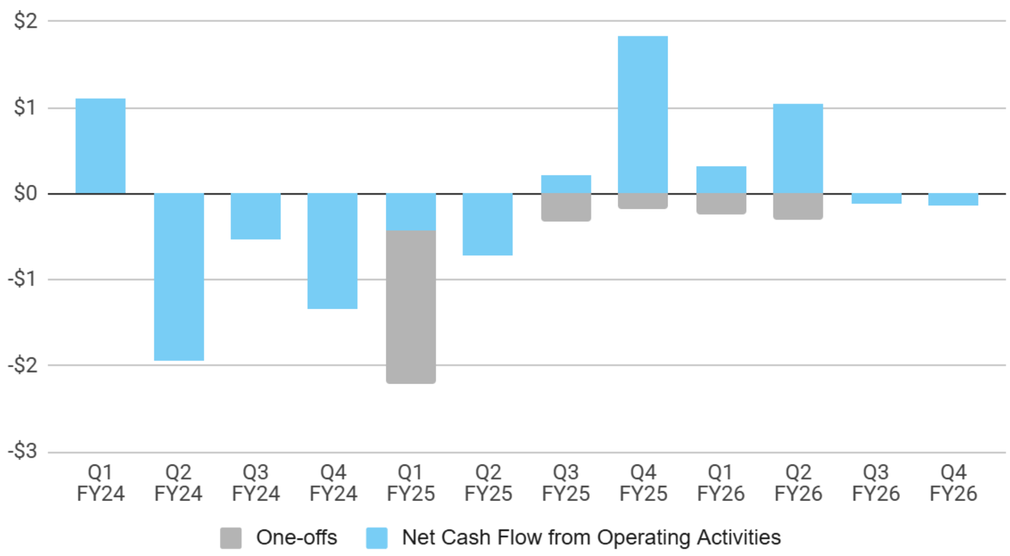
ASX: BEO | 31 July 2026



## Net Cash Flow

Cash Flow: The Company reported operating cash outflow of $146k for Q4. Additionally, when including cash outflow from investing activities of $866k, combined total cash outflow was $1.0m for Q4.

In accordance with AASB 138, R&D costs are recognized under investing activities (Section 2.1(e) of the Appendix 4C), and represent our continued investment in product development; therefore, our cash outflow from operating activities was $146k for Q4 FY26 (Section 1.9 of the Appendix 4C). For FY26, Beonic has had cash inflow from operating activities of $558k (Section 1.9 of the Appendix 4C) vs FY25 cash outflows of $817k, a year over year improvement of $1.4m.




During FY26, the Company retired its 24-month USD debt facility ($3.1m USD / ~$4.7m AUD).

During the third quarter, the Company put in place a short-term loan facility provided by two Directors and one Executive to provide a prudent capital buffer to manage working capital in the amount of ~AUD $1,025,000, the loan facility carries an annual interest rate of 15%, this facility was scheduled to mature 29 June 2026. During the fourth quarter, the Company expanded this short-term facility with one director by AUD $400,000 and borrowed an additional $1,000,000 from an investor, this additional AUD $1,400,000 also carries an annual interest rate of 15%. As of 30 June 2026, the company had repaid the $1,000,000 (an all accrued interest) from the investor and had extended the remaining loan facilities maturity dates to 31 December 2026 (per Section 6.4.3 per the Entitlement Issue Prospectus released on 28 May 2026). The Company may elect to repay these ~AUD $1.4m in loans earlier than the stated maturity date of 31 December 2026, as per Section 7.6 of the Appendix 4C.

## Corporate

**Director Fees:** As noted in Section 6 of the Appendix 4C, the Directors' fees stated were made to the Directors of the entity during the quarter, consisting of salaries and fees for Executive and Non-Executive Directors, respectively. No other payments were made to any related parties or their associates of the entity.



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ASX: BEO | 31 July 2026

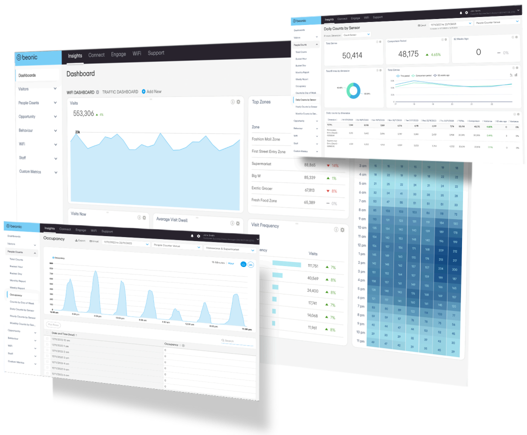


### Forward-Looking Statements

This announcement contains forward-looking statements, which address a variety of subjects including, development plans and potential acquisitions. Statements that are not historical facts, including statements about the Company's beliefs, plans and expectations, are forward-looking statements. Such statements are based on our current expectations and information currently available to management and are subject to a number of factors and uncertainties, which could cause actual results to differ materially from those described in the forward-looking statements. The Company's management believes that these forward-looking statements are reasonable as and when made. However, you should not place undue reliance on any such forward-looking statements because such statements speak only as of the date when made. The Company does not undertake any obligation to publicly update or revise any forward-looking statements, whether as a result of new information, future events or otherwise, except as required by law or the ASX Listing Rules. In addition, forward-looking statements are subject to certain risks and uncertainties that could cause actual results, events, and developments to differ materially from our historical experience and our present expectations.

## About Beonic

Beonic is an AI-powered SaaS platform for intelligent places. We unify data from WiFi, people-counters, LiDAR, CCTV and other IoT devices on a proprietary platform, augmented by data and marketing services, to deliver operational insight to airports, retail, stadiums, smart cities and large public venues globally.



This announcement has been approved by Beonic Limited's Board.

Learn more at www.beonic.com or follow Beonic updates at https://au.linkedin.com/company/beonic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ASX: BEO | 31 July 2026



# Appendix 4C

## Quarterly cash flow report for entities

## subject to Listing Rule 4.7B

| Name of entity |
|---|
| BEONIC LIMITED |

| ABN | Quarter ended ("current quarter") |
|---|---|
| 20 009 264 699 | 30 JUNE 2026 |

| | **Consolidated statement of cash flows** | | | Current quarter $A'000 | Year to date (12 months) $A'000 |
|---|---|---|---|---|---|
| 1. | Cash flows from operating activities | | | | |
| 1.1 | Receipts from customers | | | 5,199 | 20,065 |
| 1.2 | Payments for | | | | |
| | | (a) | research and development | (33) | (377) |
| | | (b) | product manufacturing and operating costs | (2,425) | (7,327) |
| | | (c) | advertising and marketing | (172) | (568) |
| | | (d) | leased assets | - | - |
| | | (e) | staff costs | (2,008) | (8,688) |
| | | (f) | administration and corporate costs | (550) | (1,815) |
| 1.3 | Dividends received (see note 3) | | | - | - |
| 1.4 | Interest received | | | 4 | 10 |
| 1.5 | Interest and other costs of finance paid | | | (161) | (749) |
| 1.6 | Income taxes paid | | | - | - |
| 1.7 | Government grants and tax incentives | | | - | 7 |
| 1.8 | Other (provide details if material) | | | - | - |
| **1.9** | **Net cash from / (used in) operating activities** | | | **(146)** | **558** |
| **2.** | **Cash flows from investing activities** | | | | |
| 2.1 | Payments to acquire or for: | | | | |
| | | | | - | - |



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| | | | |
|---|---|---|---|
| | (a) entities | | |
| | (b) businesses | - | - |
| | (c) property, plant and equipment | - | - |
| | (d) investments | - | - |
| | (e) intellectual property | (814) | (2,927) |
| | (f) other non-current assets | (52) | (52) |
| 2.2 | Proceeds from disposal of: | | |
| | (a) entities | - | - |
| | (b) businesses | - | - |
| | (c) property, plant and equipment | - | - |
| | (d) investments | - | - |
| | (e) intellectual property | - | - |
| | (f) other non-current assets | - | - |
| 2.3 | Cash flows from loans to other entities | - | - |
| 2.4 | Dividends received (see note 3) | - | - |
| 2.5 | Other (provide details if material) | - | - |
| **2.6** | **Net cash from / (used in) investing activities** | **(866)** | **(2,979)** |
| **3.** | **Cash flows from financing activities** | | |
| 3.1 | Proceeds from issues of equity securities (excluding convertible debt securities) | 2,288 | 6,558 |
| 3.2 | Proceeds from issue of convertible debt securities | - | - |
| 3.3 | Proceeds from exercise of options | - | - |
| 3.4 | Transaction costs related to issues of equity securities or convertible debt securities | - | - |
| 3.5 | Proceeds from borrowings | 1,400 | 2,212 |
| 3.6 | Repayment of borrowings | (1,000) | (5,859) |
| 3.7 | Transaction costs related to loans and borrowings | - | - |
| 3.8 | Dividends paid | - | - |
| 3.9 | Other (provide details if material) | - | - |
| **3.10** | **Net cash from / (used in) financing activities** | **2,688** | **2,911** |

| | | | |
|---|---|---|---|
| 4. | Net increase / (decrease) in cash and cash equivalents for the period | | |
| 4.1 | Cash and cash equivalents at beginning of period | 988 | 2,236 |
| 4.2 | Net cash from / (used in) operating activities (item 1.9 above) | (146) | 558 |
| 4.3 | Net cash from / (used in) investing activities (item 2.6 above) | (866) | (2,979) |
| 4.4 | Net cash from / (used in) financing activities (item 3.10 above) | 2,688 | 2,911 |
| 4.5 | Effect of movement in exchange rates on cash held | 7 | (55) |
| **4.6** | **Cash and cash equivalents at end of period** | **2,671** | **2,671** |

| 5. | **Reconciliation of cash and cash equivalents** at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts | Current quarter $A'000 | Previous quarter $A'000 |
|---|---|---|---|
| 5.1 | Bank balances | 2,671 | 988 |
| 5.2 | Call deposits | - | - |
| 5.3 | Bank overdrafts | - | - |
| 5.4 | Other (provide details) | - | - |
| **5.5** | **Cash and cash equivalents at end of quarter (should equal item 4.6 above)** | **2,671** | **988** |

| 6. | **Payments to related parties of the entity and their associates** | Current quarter $A'000 |
|---|---|---|
| 6.1 | Aggregate amount of payments to related parties and their associates included in item 1 | 163 |
| 6.2 | Aggregate amount of payments to related parties and their associates included in item 2 | - |

*Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.*

| | | | |
|---|---|---|---|
| 7. | **Financing facilities**<br>*Note: the term "facility' includes all forms of financing arrangements available to the entity.*<br>*Add notes as necessary for an understanding of the sources of finance available to the entity.* | Total facility amount at quarter end $A'000 | Amount drawn at quarter end $A'000 |
| 7.1 | Loan facilities | 5,695 | 5,695 |
| 7.2 | Credit standby arrangements | - | - |
| 7.3 | Other (please specify) | - | - |
| 7.4 | **Total financing facilities** | **5,695** | **5,695** |

| | | |
|---|---|---|
| 7.5 | **Unused financing facilities available at quarter end** | - |

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

7.1 As announced on 12 and 21 August 2025, the Company has entered into subscription agreements (Note Agreements) for the issue of unsecured notes to raise a total of AUD $4,270,000. The Convertible Notes shall be converted or redeemed by the Company on the date that is 24 months following the Subscription Date (or such later date as agreed between the Parties). Under AASB 132, the convertible notes are treated as compound financial instruments, with $0.3m of the $4.27m reallocated to equity within the share options reserve as at 31 March 2026.

During the third quarter, the Company put in place a short-term loan facility provided by two Directors and one Executive to provide a prudent capital buffer to manage working capital in the amount of ~AUD $1,025,000, the loan facility carries an annual interest rate of 15%, this facility was scheduled to mature 29 June 2026. During the fourth quarter, the Company expanded this short-term facility with one director by AUD $400,000 and borrowed an additional $1,000,000 from an investor, this additional AUD $1,400,000 also carries an annual interest rate of 15%. As of 30 June 2026, the company had repaid the $1,000,000 (an all accrued interest) from the investor and had extended the remaining loan facilities maturity dates to 31 December 2026 (per Section 6.4.3 per the Entitlement Issue Prospectus released on 28 May 2026). The Company may elect to repay these ~AUD $1.4m in loans earlier than the stated maturity date of 31 December 2026.

| 8. | **Estimated cash available for future operating activities** | $A'000 |
|---|---|---|
| 8.1 | Net cash from / (used in) operating activities (item 1.9) | (146) |
| 8.2 | Cash and cash equivalents at quarter end (item 4.6) | 2,671 |
| 8.3 | Unused finance facilities available at quarter end (item 7.5) | - |
| 8.4 | Total available funding (item 8.2 + item 8.3) | 2,671 |
| 8.5 | **Estimated quarters of funding available (item 8.4 divided by item 8.1)** | 18.3 |

*Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

8.6 If item 8.5 is less than 2 quarters, please provide answers to the following questions:

8.6.1 Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

8.6.2 Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

8.6.3 Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*



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**Compliance statement**

1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.

2 This statement gives a true and fair view of the matters disclosed.

Date: 31 July 2026

Authorised by: The Board of Beonic Limited

**Notes**

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [*name of board committee – eg Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.



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