ASX RELEASE

25 August 2026

Acusensus FY26 Results Release[1]

Highlights:

- Revenue increased 45% to $86.2 million (FY26 Guidance $83.0-$87.0 million).
- Adjusted EBITDA[2] increased 49% to $8.5 million (FY26 Guidance $7.2-$8.2 million).
- Approximately $118 million of new contract value secured during FY26 with a record ~$220 million of contracted revenue remaining to be delivered.[3]
- Strong balance sheet with cash (including term deposits)[4] of $26.2 million as at 30 June 2026.
- FY27 Revenue is expected to be in the range of $100-$106 million (16%-23% yoy growth) with $97 million already contracted.[5]
- Investor webinar to be held at 11.00am AEST 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 2026 (**FY26**).

Acusensus Founder and Managing Director, Alexander Jannink, said:

"FY26 was a year of record growth and delivering on our promises. Revenue rose 45% to $86.2 million and Adjusted EBITDA grew 49% to $8.5 million, finishing 4% above the top end of our guidance range. While we invested heavily in growth initiatives throughout the year, our disciplined delivery saw operating leverage still come through, with operating expenses as a share of revenue reducing by 8%.

"This year we proved our offshore ambitions with the significant mobilisations of the statewide automated work zone speed program in Connecticut, USA and the nationwide speed enforcement program in New Zealand. International revenue grew 443% and contributed 27% of group revenue, up from 7% a year ago. With our strengthened international business development team and the depth of our sales pipeline we are well placed for offshore revenue to grow further as we head into FY27.

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[1] This document has been prepared by the Company and should be read in conjunction with FY26 Results Presentation and Full-Year Financial Report for FY26. All dollar values are in Australian dollars ($AUD) unless noted otherwise.
[2] Adjusted EBITDA equals EBITDA excluding one-off costs and share based payments expense.
[3] Based on contracts signed and revenue realised up until 30 June 2026. Excludes value of option periods yet to be exercised.
[4] Term deposits include cash held in term deposits for bank guarantees and investment for a period of greater than 3 months which is classified as other current and non-current assets in the financial statements.
[5] Guidance assumes that TfNSW exercises the second 6 month option of the Mobile Speed Camera contract with contract running to 30 June 2027 and that all contracted programs ramp-up as expected and/or operate at their expected volumes.

ACUSENSUS LIMITED
Level 1, 31 Queen Street
Melbourne VIC 3000
Phone: 1300 214 697
info@acusensus.com
acusensus.com

"Our home market continues to grow strongly. We extended our market leadership in Australia through the rollout and expansion of programs in Western Australia, Queensland and the ACT. Our 'delight the customer' ethos has stood us in good stead when it comes to winning work at home, and I look forward to demonstrating this further if we are successful in securing the large opportunities currently under evaluation.

"We are an innovation driven company and have kept investing in technology. During the year we brought bi-directional enforcement to market, introduced our fixed red-light and intersection enforcement capability, deployed new trailer platforms, and launched Forsite, our road-worker safety division. Forsite has already secured foundational clients and we have accelerated our plans to introduce this offshore. Protecting people who work in live traffic is a natural extension of our purpose and we have seen significant market interest in this pioneering technology.

"We are well placed to continue our growth ambitions to be a significantly larger and more global company. We enter FY27 with $26.2 million in cash, an undrawn debt facility, and an extensive tender pipeline across both Australia and our international markets. With a record high ~$220 million of contracted revenue still to be delivered, we have good visibility over continued growth in the years ahead. Thank you to our people for their dedication, to our customers for their trust, and to our shareholders for backing what we are building. Together we are making roads safer and saving lives."

Operational Summary

Acusensus' global operations delivered significant achievements across domestic and international portfolios this year:

- United States Milestone: secured the first major, long-term automated enforcement contract in the United States, with the Connecticut Department of Transportation (CTDOT). Valued at an expected US$22.6 million over a five-year term, this automated work zone speed program represents a step-change for the US business. The program went live on 1 June 2026.
- New Zealand Nationwide Mobilisation: the team completed the nationwide mobilisation of the New Zealand mobile speed camera program for NZ Transport Agency Waka Kotahi (NZTA), with 44 trailer and vehicle assets now operating across 16 regions. The clearest measure of success is on the road, where a steady decline in individual speeding incidents captured since the program began points to a genuine behavioural shift.
- Expanding the Australian Market: in Australia, Acusensus extended its market leadership and deepened partnerships with key state government authorities. In Western Australia, the Company expanded its relationship with the WA Road Safety Commission, securing a five-year multi-function fixed-site contract valued at $19.9 million and executed a variation to double the transportable multi-function trailer fleet in the state. In Queensland, Acusensus continued to grow the transportable enforcement camera footprint, progressively delivering additional trailer units to support the Department of Transport and Main Roads' speed and mobile phone & seatbelt compliance programs. The ACT Government exercised its option to extend the mobile phone detection program, coinciding with activation of the seatbelt enforcement module. This expansion reinforces the value of Acusensus' all-in-one capability to address multiple dangerous driving behaviours from a single asset.

Pioneering Technology and Core Innovation

Acusensus' leadership in road safety technology is sustained by a continuous commitment to research and development, translating its proprietary technology into commercially proven field applications. In addition to continuous improvement across the suite of existing solutions, the Company released two new capabilities this year:

- Red-Light Enforcement Solutions: successfully installed a low-capex fixed red-light and speed enforcement test site in New South Wales. Operating from a single pole without requiring invasive road loops or traffic signal integration, this unique architecture significantly lowers installation costs and positions Acusensus well for future tenders.
- Bi-Directional Enforcement Capabilities: expanded technology to include bi-directional enforcement functionality across the spectrum of multi-function enforcement. Currently being deployed across transportable platforms for the NSW mobile phone & seatbelt contract, this innovation enables a single trailer to simultaneously detect phone and seatbelt offences in both directions of travel, maximising operational reach and deterrence effect.

Launching the Next Generation of Predictive Safety

Beyond traffic enforcement services, a major milestone for the Company was the introduction of the Forsite business segment. Formally launched at the end of October 2025, the Forsite brand emphasises predictive safety by integrating roadside sensors, worker wearables, and cloud analytics into a highly scalable recurring-revenue subscription model.

Demonstrating rapid early market maturity, the division has undertaken a number of successful pilots and secured long-term commercial contracts with foundational enterprise clients, including tier-1 constructors like Fulton Hogan. To accelerate this momentum, the Company established the first dedicated international business development capability with a UK-based appointment in May 2026 to support early market entry across the United Kingdom and Western Europe.

Financial Summary

The financial results summary is provided below:

			Variance	
($m)	FY25	FY26	$	%
Revenue	59.4	86.2	26.8	45%
Gross profit	26.6	36.2	9.6	36%
Gross profit margin	*44.8%*	*42.0%*	*(280bps)*	
Adjusted EBITDA[1]	5.7	8.5	2.8	49%
Adjusted EBITDA margin	*9.6%*	*9.9%*	*30bps*	

Net profit/(loss) after tax	(2.6)	(24.3)	(21.7)	826%
Cash (including term deposits)[2]	21.5	26.2	4.7	22%

(1) EBITDA adjusted to exclude one-off costs related to litigation settlement (FY26 $16.0m and FY25 nil), litigation legal fees (FY26 $2.7m and FY25 $0.8m), redundancy (FY26 $0.3m and FY25 nil) and SBP (share based payments) expense.
(2) Includes cash held in term deposits for bank guarantees and investment for a period of greater than 3 months which is classified as other current and non-current assets in the statutory financial statements.

Acusensus delivered strong financial results in FY26 with a significant step-up in performance. FY26 revenue increased $26.8 million or 45% to $86.2 million compared to the prior comparable period.

Revenue growth in FY26 was mainly driven by new contracts: New Zealand mobile speed, Connecticut work zone speed and Western Australia multi-function trailer and fixed site programs. The business also saw expansions from existing contracts, namely Queensland distracted driving and speed as well as seatbelt enforcement for ACT. Inflation increases from existing customers also played a role to a smaller extent. There has been a significant increase in international revenues with the business segment growing 443% and now contributing 27% to group revenues compared with 7% a year ago.

The Company reported gross profit of $36.2 million, a 36% increase on FY25. Gross margins moderated 280 basis points to 42.0% mainly due the faster growth of the international business, which improved its margins during the year but continues to operate below group average given the greater share of its revenue derived from speed enforcement.

Adjusted EBITDA (which excludes share based payment expense and one-off costs) increased 49% to $8.5 million driven by revenue growth partially offset by continued investments to support future business growth. The business saw operating leverage with operating expenses reducing from 36% to 33% of revenue.

NPAT declined to a loss of $24.3 million mainly driven by higher one-off costs associated with $16.0 million litigation settlement, $2.7 million litigation legal fees and $0.3 million redundancy costs. Depreciation and amortisation was also higher due to increased capital expenditure and lease expense.

Acusensus generated $3.0 million of operating cashflow (excluding litigation settlement) compared with $8.3 million in the previous year. Operating cashflow (excluding litigation settlement) was lower due to negative working capital movement driven by increased inventory balance and higher contract assets to mobilise programs.

Cash flows from operations and cash on the balance sheet were used to fund lease payments, continued product development and manufacturing of equipment for both new contracts and existing contract expansions.

The business undertook a $30.0 million capital raise in December 2025 and ended the year with a healthy cash balance (including term deposits) of $26.2 million. The $5.0 million revolving credit facility with Citibank N.A. remains undrawn and has an accordion feature allowing an increase of a further $10.0 million, subject to meeting certain conditions.

Outlook

Acusensus' growth strategy is to pursue global market opportunities and continually enhance its product offering to meet evolving customer needs, thereby solidifying its position as a leader in AI-enabled road safety solutions.

The significant contract wins and program expansions secured to date provide a strong foundation for future growth. Acusensus anticipates continued revenue growth in FY27 across both its USA and Australian operations, and already has $97 million of revenue contracted[6]. The Company remains committed to ongoing investment in business development, new product development, and operational capability to meet the evolving needs of its customers globally.

The Company expects FY27 Revenue to be in the range of $100-$106 million (16%-23% yoy growth)[7].

Results Webinar

The Company will host a webinar with Managing Director, Alexander Jannink, and Chief Financial Officer, Anita Chow, on Tuesday, 25 August 2026 at 11.00am (AEST).

Investors and interested parties can register for the webinar via the following link: https://us02web.zoom.us/webinar/register/WN_MIBTNSnITFKqE_fEITNmug.

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

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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 Board of Acusensus Limited.

[6] Assumes that TfNSW exercises the second 6 month option of the Mobile Speed Camera contract with contract running to 30 June 2027 and that all contracted programs ramp-up as expected and/or operate at their expected volumes
[7] Guidance assumes NSW MSC is extended for another 6 months following the initial 6 months extension.

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.

Leveraging AI and sensing expertise, Acusensus also provides technology that protects workers in live traffic environments. The Forsite by Acusensus road worker safety system integrates roadside sensors, connected wearables and real time analytics to give crews early warning of approaching vehicle risks, delivering the vital seconds needed to avoid harm while generating data that helps make worksites safer over time.

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), Christchurch (New Zealand), London (United Kingdom), Las Vegas Nevada (United States), and Hartford Connecticut (United States).