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Full Year FY26 Results Presentation

25 August 2026

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Agenda

Full Year FY26 Highlights

Update on Business Operations

Financial Performance

Outlook

Q&A



Alexander Jannink
Managing Director



Anita Chow
Chief Financial Officer

FY26 Full Year Highlights



Changing More Behaviours, Saving More Lives

\$27m Revenue Growth. 27% International. FY27 set to surpass \$100m of revenue¹.

A RECORD 2026

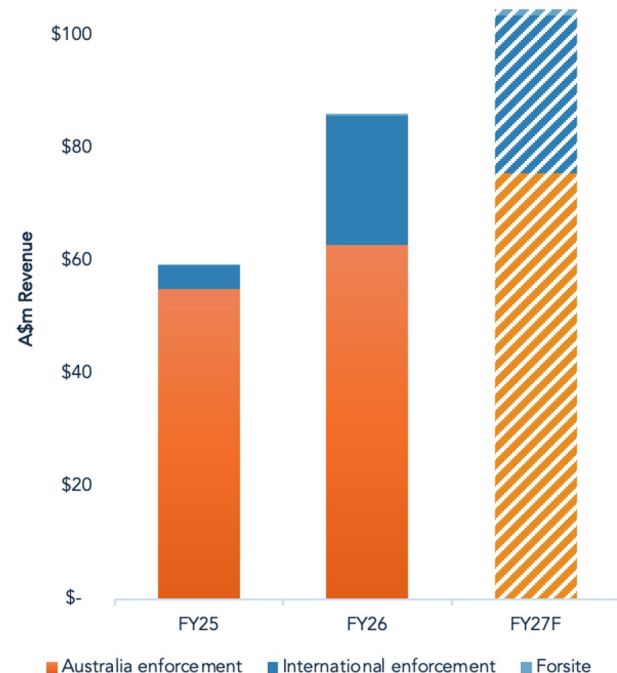
- ✓ Record revenue growth of \$27m to \$86m
- ✓ Adjusted EBITDA² above top-end of guidance
- ✓ 8x increase in international gross profit
- ✓ Well funded, with \$26m of cash³ and an undrawn debt facility

SETTING UP 2027

- ✓ \$97m revenue already contracted for FY27¹
- ✓ Strengthened international sales team in place, with a deep sales pipeline
- ✓ Forsite launched, gaining customers, and to be deployed internationally
- ✓ New solutions such as intersection enforcement released, and awaiting tender outcomes

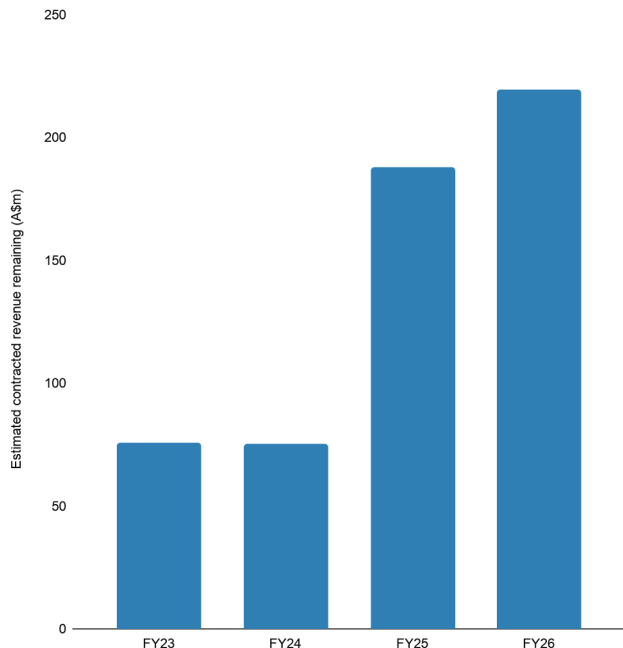
SECURING THE YEARS AHEAD

- ✓ Long-term ARR contracts with record contract value remaining
- ✓ Focused R&D team to drive further future value creation through new innovations
- ✓ Well placed to surpass \$100m p.a. in each of Australia and International in the medium term



Contract Wins, Expansions and Extensions

~\$118m of new contract value secured during FY26, with ~\$220m of contracted revenue remaining to be delivered¹



AWARDS

- ★ Connecticut automated work zone speed program
- ★ Kentucky real-time work zone speed program²
- ★ WA multi-function fixed site program

UPGRADES

- ★ ACT mobile phone detection program upgraded to include seatbelt enforcement
- ★ NSW mobile phone and seatbelt program upgrade to use bi-directional enforcement trailers

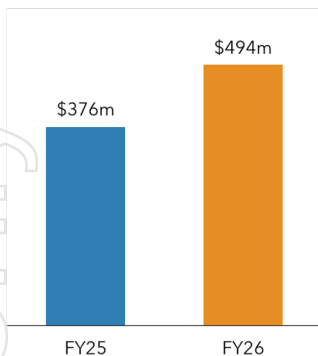
EXPANSIONS

- ★ WA multi-function fixed site contract expansion
- ★ WA multi-function trailer contract expansion
- ★ Queensland speed trailer contract expansion

EXTENSIONS

- ★ ACT detection program extended for a year
- ★ NSW speed program varied to provide 2 x 6-month options
- ★ First orders of the Queensland mobile phone & seatbelt program extended to Nov 2027²

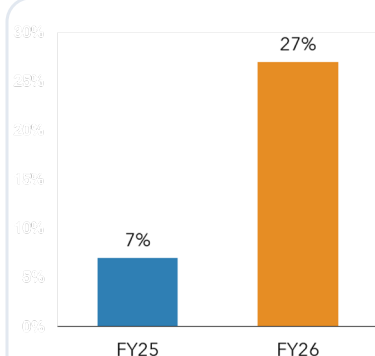
FY26 Operational Highlights



\$494m

Total Contract Value¹

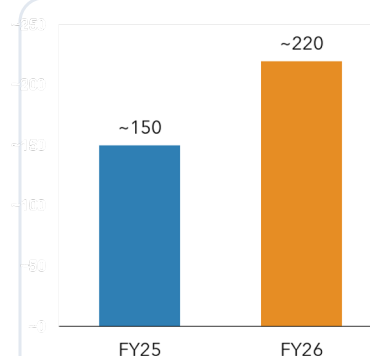
\$118m or 31% increase compared to FY25



27%

International Revenue

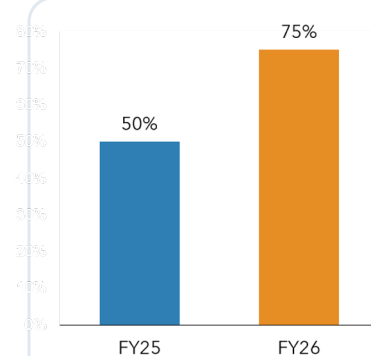
20 jurisdictions across 4 countries²



~220

Units Enforcing³

Up 47% compared to PCP⁴

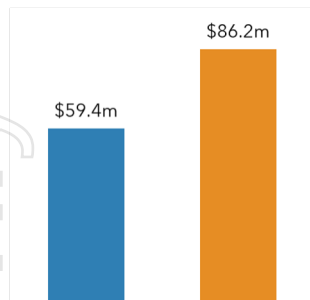


75%

Australia contract growth⁵

No long term customer loss; several expansions signed

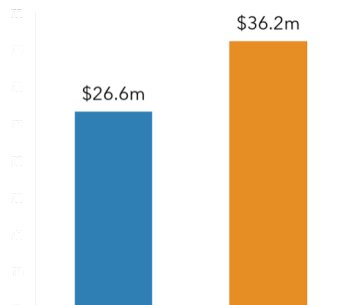
FY26 Financial Highlights



\$86.2m

Revenue

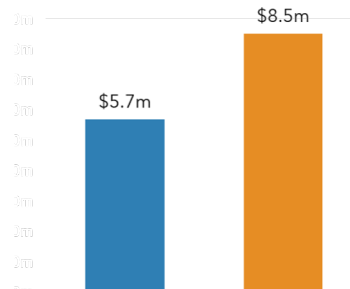
Up 45% compared to PCP³



\$36.2m

Gross Profit

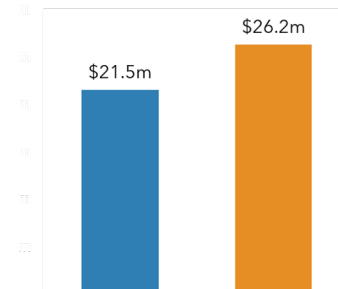
Margin of 42.0%



\$8.5m

Adjusted EBITDA¹

Up 49% compared to PCP³



\$26.2m

Cash Position²

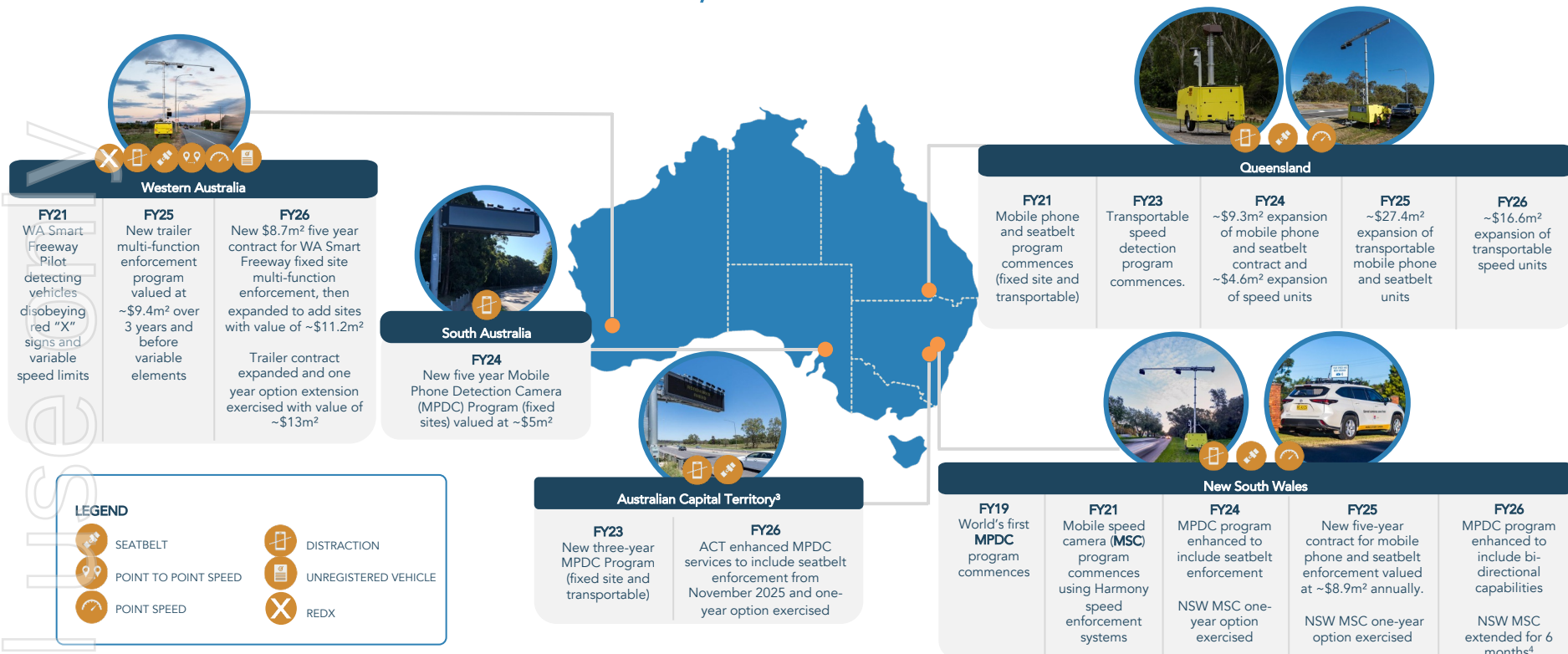
As at 30 June 2026

Business Operations Update



Australia Enforcement - Market Progression

The world's most advanced traffic enforcement market, and Acusensus is the market leader¹



(1) Australia has adopted road safety regulation and enforcement ahead of many other jurisdictions - including the world's first automated mobile phone detection enforcement (NSW, 2019) and the first automated seatbelt compliance enforcement (Queensland, 2021). Acusensus has secured the majority of openly tendered traffic enforcement contracts for applicable products and/or services in Australia over the past five years.

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

(3) 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.

(4) NSW MSC contract ends 31 December 2026 with an option for customer to extend for another 6 months.

Australia Enforcement - Segment Performance

The Australian business continued to deliver consistent top-line momentum, with adjusted EBITDA growth of 9%

Acusensus supplies the majority of states and territories with a mix of speed, distracted driving, seatbelt enforcement and multi-function enforcement services.

- 100% retention of contracts and customers through the year
- 75% of Australian contracts expanded this financial year
 - new \$8.7m five-year contract with WA Road Safety Commission to supply multi-function fixed site enforcement camera program. This was subsequently expanded to \$19.9m with additional sites.
 - expansion of multi-function trailer contract for Western Australia with incremental estimated value of \$13m.
 - \$16.6m contract variation to double number of speed trailers in Queensland with term of five years from first deployment.
 - activation of seatbelt enforcement to the ACT mobile phone contract from November 2025.
 - activation of trailer bi-directional enforcement to the mobile phone and seatbelt contract in NSW.
 - TfNSW varied the mobile speed camera program to extend it for 6 months from 1 July 2026 with a further option for the customer to extend for another 6 months.
 - WA and ACT both exercised 1-year extension options.
- Continued activity at the start of FY27 with Queensland exercising the first of two twelve-month extension options for the first tranche of mobile phone and seatbelt detection enforcement services deployed during 2021. \$4.3m estimated value.

Revenue

\$62.8m

+14%

\$55.0m (FY25)

Adjusted EBITDA¹

\$21.6m +9%

\$19.7m (FY25)

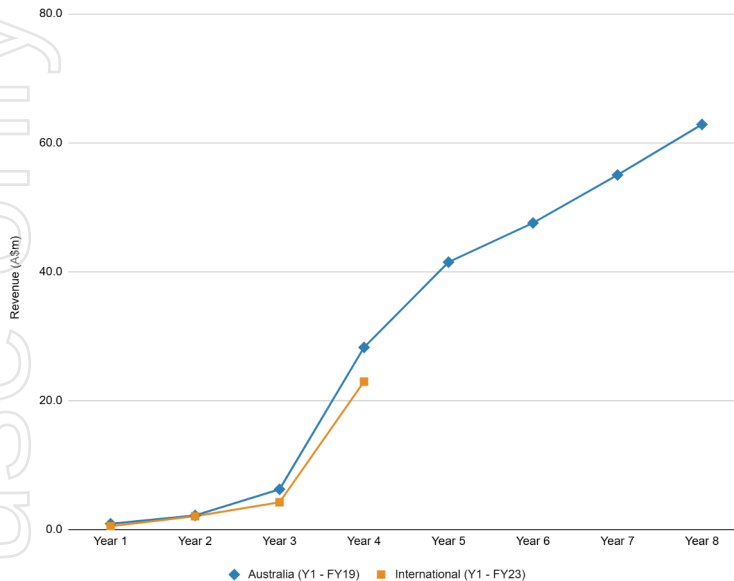


International Enforcement Market Opportunity

Multi-stage market expansion representing significant long-term scalable total addressable market opportunity

International revenue growth profile has closely followed the Australian growth profile history¹

In the USA, Acusensus is actively progressing four market segments with a combined TAM of ~US\$1.5b p.a.²



Commercial Motor Vehicle Enforcement

- Real-time enforcement of mobile phone, seatbelt and other violations.
- First to market with a number of active programs with State Police customers.
- Customer base has grown to 4 states (NC, GA, NE, CO), with several more considering programs through federal funding programs.

State Level Work Zone Enforcement

- Acusensus supplies the 2 states utilising real-time speed enforcement (AR, KY), and AR expanded its program to include seatbelt and mobile phone in early 2026.
- Acusensus secured a 5-year contract with CT for automated speed enforcement.
- More states are considering DOT funded work zone enforcement, with Acusensus in a process and expecting more processes in the months and years to come.

Community Level Enforcement

- Counties and cities represent the largest existing market for automated enforcement, typically through intersection red-light and speed, enabled across many states.
- Acusensus has several automated enforcement tender submissions under evaluation.
- Acusensus also supplies real-time phone and seatbelt enforcement to communities.

Automated Distracted Driving Enforcement

- Acusensus expects states to begin to legislate to permit automated enforcement of mobile phone use laws by communities. Acusensus supports lobbying and data collection efforts to help enable this market, with several research customers.
- Automated distracted driving enforcement could present a large future opportunity.

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 technology for phone, seatbelt and speed enforcement (real-time and automated)



International Enforcement - Segment Performance

International segment has transitioned to positive Adjusted EBITDA and now accounts for 27% of group revenue

New Zealand

- NZ\$92m five-year mobile speed contract awarded in December 2024.
- Contract fully mobilised at end of 1H FY26 - deployments being undertaken across sixteen regions with a fleet of vehicles and trailers. Observed two-fold reduction in offence rates since the program's inception.

United States

- 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\$22.6m and will run for a period of 5 years. The program went live on 1 June 2026.
- Arkansas, the first real-time workzone speed program which commenced in FY25, converted program to multifunction and recently renewed contract for one year with two one-year renewal periods.
- 2-year contract with three one-year options signed with Kentucky Transportation Cabinet in August 2026 for statewide real-time speed enforcement at work zones. Estimated annual value of US\$2.1m and total contract value could increase to US\$20m if customer exercises options to extend term and fleet size.
- Continued investment in sales function to pursue and further develop a growing pipeline of potential opportunities.

United Kingdom

- Existing Devon & Cornwall program was extended in February 2026 for another year.
- TfWM and Transport Scotland carried out detailed behavioural study surveys. Sussex Police carried out evaluation projects which will form a part of a national review.

Revenue

\$22.9m

+443%

\$4.2m (FY25)

Adjusted EBITDA¹

\$3.0m

+\$4.6m

\$(1.6)m (FY25)



Innovation

New solutions, enhancements and innovations released to continue to build competitive advantage

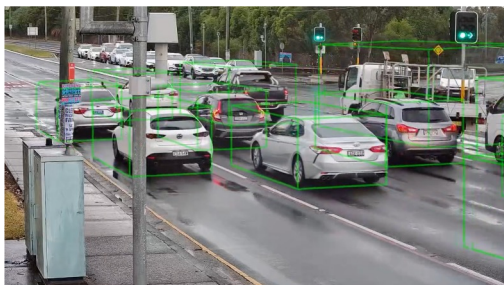
Bi-Directional Phone & Seatbelt

- Upgraded trailer platform alongside software upgrades enables a single trailer to simultaneously detect phone & seatbelt offenses in both directions of travel, maximising deterrence, operational reach and network efficiency.
- Currently being deployed across our transportable platforms for the NSW mobile phone and seatbelt contract.



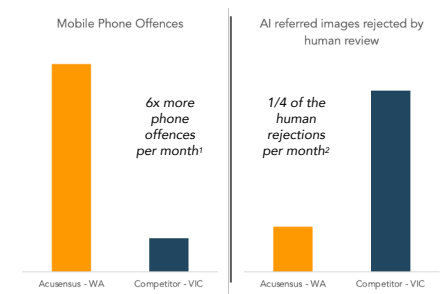
Intersection Enforcement

- Successfully installed our first low-capex fixed red-light and speed enforcement test site in New South Wales.
- Operates from a single pole without requiring invasive road loops or traffic signal integration, lowering installation costs while maintaining high performance detection and imaging.



AI Enhancement

- New model architecture maximises detection rates while minimising human review and protecting privacy.
- AI continuously re-trained across ACE's large live network.
- Recent independent reporting highlights the strong performance of Acusensus systems to minimise false positives and maximise offence detection and capture.



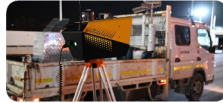
Forsite - Product Overview

Forsite protects road workers with advanced sensor detection, worker wearables and a cloud analytics platform.

1

Detect approaching risk

Portable or vehicle-mounted sensing identifies approaching vehicle risk.



2

Alert exposed workers

Connected wearables provide earlier warning and more time to act.



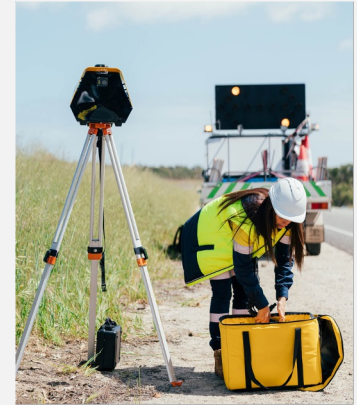
3

Learn from every deployment

Cloud reporting captures usage, alerts and deployment performance.



- LGC Traffic Management, a leading WA traffic management provider, entered into long term contract to roll out Forsite Connected Safety across its job sites
- The technology is designed to identify and warn workers of approaching vehicle threats before they reach active work zones, reducing risk in some of the state's most high-risk operating environments.



"Safety is our number one priority. We are always looking at ways to improve the safety of our people on site, and Forsite ticks all the boxes. It allows us to proactively manage risks in real-time to create safer environments for our Traffic Control teams and the local community"

— Will Daly, General Manager LGC Traffic Management

Forsite - Segment Performance

Strong commercial momentum with continued investment in business scaling

7 customers,
deployed across
all states in
Australia during
FY26

Long term
contracts with
\$0.8m contract
value remaining

Expanding into
UK/Europe

Multi-year customers - Since the commercial launch at AfPA² in October 2025, Acusensus has developed structured pilots and multi-year contracts with a number of Tier-1 road construction, traffic management and roadside assistance operators.

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

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

Favourable pipeline with expanding usage - Product generating strong interest from various parties with growing adoption from initial pilot sites to further deployments.

UK and Western Europe expansion - 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.

Substantial addressable market - Global connected work zone and road safety systems markets form a part of the US\$20bn workplace safety sector³ and the US\$55bn traffic management sector⁴.

Revenue

\$0.4m

+213%

\$0.1m (FY25)

Adjusted EBITDA¹

(\$2.3)m

(\$1.3)m

\$(0.9)m (FY25)



(1) Adjusted EBITDA presented is for segment reporting purposes and excludes shared costs. Numbers are prior to one-off costs and SBP (share based payments) expense

(2) AfPA refers to the Australian Flexible Pavement Association's 2025 conference 28-30 October 2025

(3) <https://www.marketsandmarkets.com/PressReleases/workplace-safety.asp>

(4) <https://www.marketsandmarkets.com/Market-Reports/traffic-management-market-1036.html>

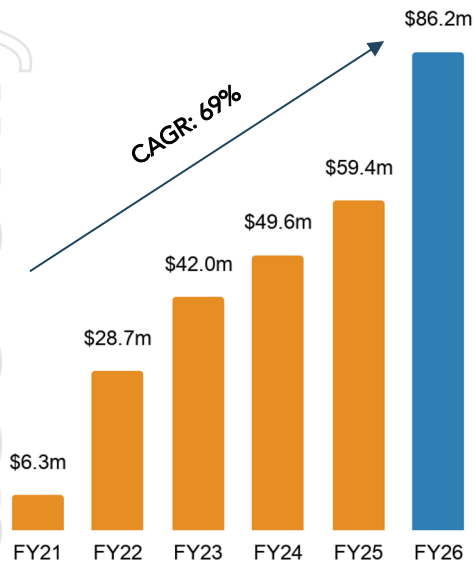
Financial Performance



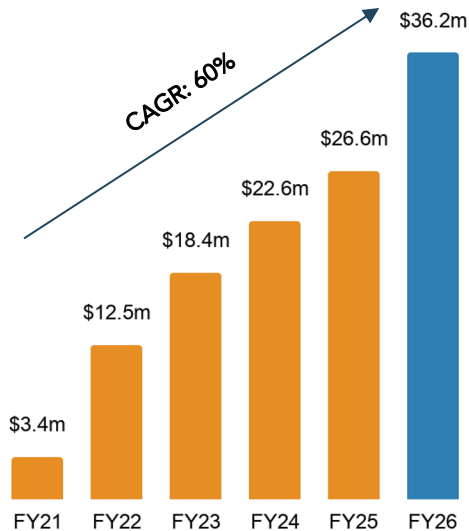
Financial Overview

Record momentum with accelerated scale and improved profitability in FY26

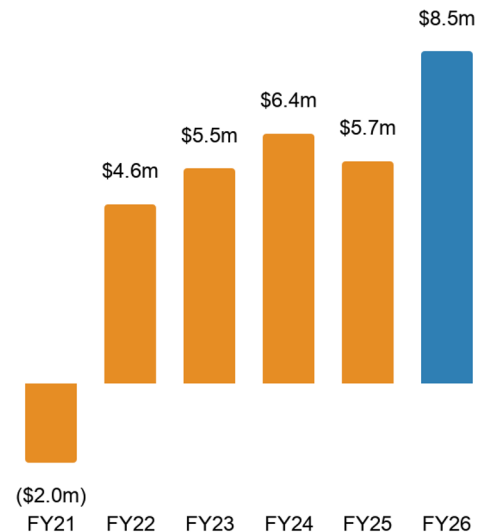
Revenue



Gross Profit



Adjusted EBITDA¹



Profit & Loss

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

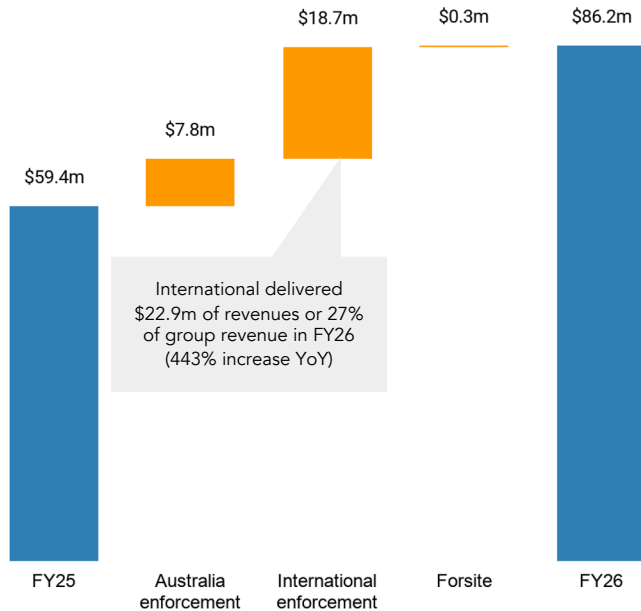
			Variance	
(\$m)	FY25	FY26	\$	%
Revenue	59.4	86.2	26.8	45%
Cost of services	(32.8)	(50.0)	(17.2)	53%
Gross profit	26.6	36.2	9.6	36%
Operating expenses	(21.1)	(28.0)	(7.0)	33%
Other income	0.2	0.4	0.2	93%
Adjusted EBITDA ¹	5.7	8.5	2.8	49%
One-off costs	(0.8)	(19.0)	(18.3)	n.m.f.
Share based payments expense	(1.9)	(2.1)	(0.2)	8%
EBITDA	3.0	(12.6)	(15.6)	(515%)
D&A	(7.2)	(11.7)	(4.4)	61%
EBIT	(4.2)	(24.2)	(20.0)	475%
Net interest income/(expense)	0.9	0.1	(0.8)	(86%)
Tax expense	0.7	(0.2)	(0.9)	(126%)
Net profit/(loss) after tax	(2.6)	(24.3)	(21.7)	826%
Gross margin	44.8%	42.0%	(280bps)	
Opex as % Revenue	35.5%	32.5%	(297bps)	
Adjusted EBITDA margin	9.6%	9.9%	30bps	

- Revenue growth of 45% in FY26, driven by new contracts in Australia and internationally, increased scope from existing customers and inflation changes.
- Key revenue contributors were the NZ mobile speed, Connecticut work zone speed and WA multi-function contracts, with further growth from expanded Queensland mobile phone and speed contracts and seatbelt enforcement for the ACT
- Gross profit increased 36% to \$36.2m driven by revenue growth. Gross margin declined 280 basis points (bps) to 42.0% driven by higher growth in international business which has improving but lower margins due to a greater share of revenue coming from speed enforcement.
- Adjusted EBITDA increased 49% driven by revenue growth, partly offset by investment to support future growth. Operating leverage came through, with operating expenses reducing from 36% to 33% of revenue.
- NPAT declined to a loss of \$24.3m mainly driven by higher one-off costs associated with litigation.

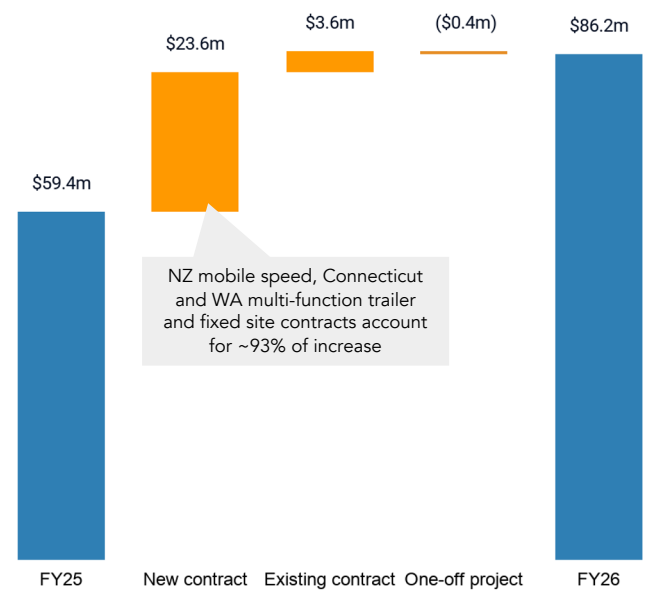
Revenue Bridge

Revenue growth from new contracts in Australia and International combined with expansions from existing customers

Revenue growth by segment

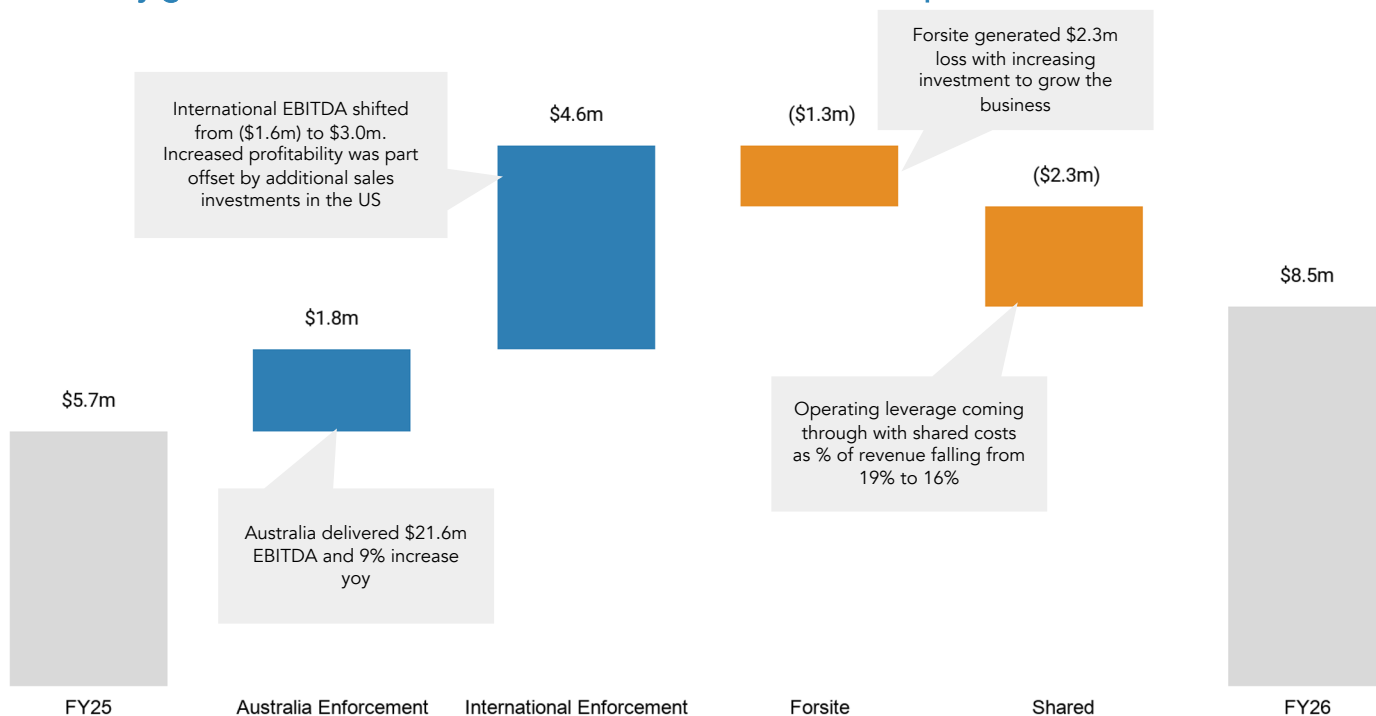


Revenue growth by customer classification



Adjusted EBITDA Bridge

49% increase driven by growth in International enforcement and continued expansion in Australia



Segment Financial Performance

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

Enforcement segment
revenue up
\$26.6m

Enforcement segment
Adj EBITDA up
\$6.4m

Decrease in shared
cost contribution by
340bps

	FY25					FY26				
(\$m)	Australia Enforcement	International Enforcement	Forsite	Shared ²	Group	Australia Enforcement	International Enforcement	Forsite	Shared ²	Group
Revenue	55.0	4.2	0.1		59.4	62.8	22.9	0.4		86.2
COS	(29.3)	(3.3)	(0.2)		(32.8)	(34.2)	(15.4)	(0.5)		(50.0)
Gross Profit	25.7	0.9	(0.1)		26.6	28.6	7.6	(0.1)		36.2
Margin	46.7%	22.2%	-40.2%		44.8%	45.6%	33.1%	-18.8%		42.0%
Adjusted EBITDA ¹	19.7	(1.6)	(0.9)	(11.5)	5.7	21.6	3.0	(2.3)	(13.8)	8.5
Margin	35.9%	-38.4%	n.m.f.		9.6%	34.4%	12.9%	n.m.f.		9.9%

Balance Sheet

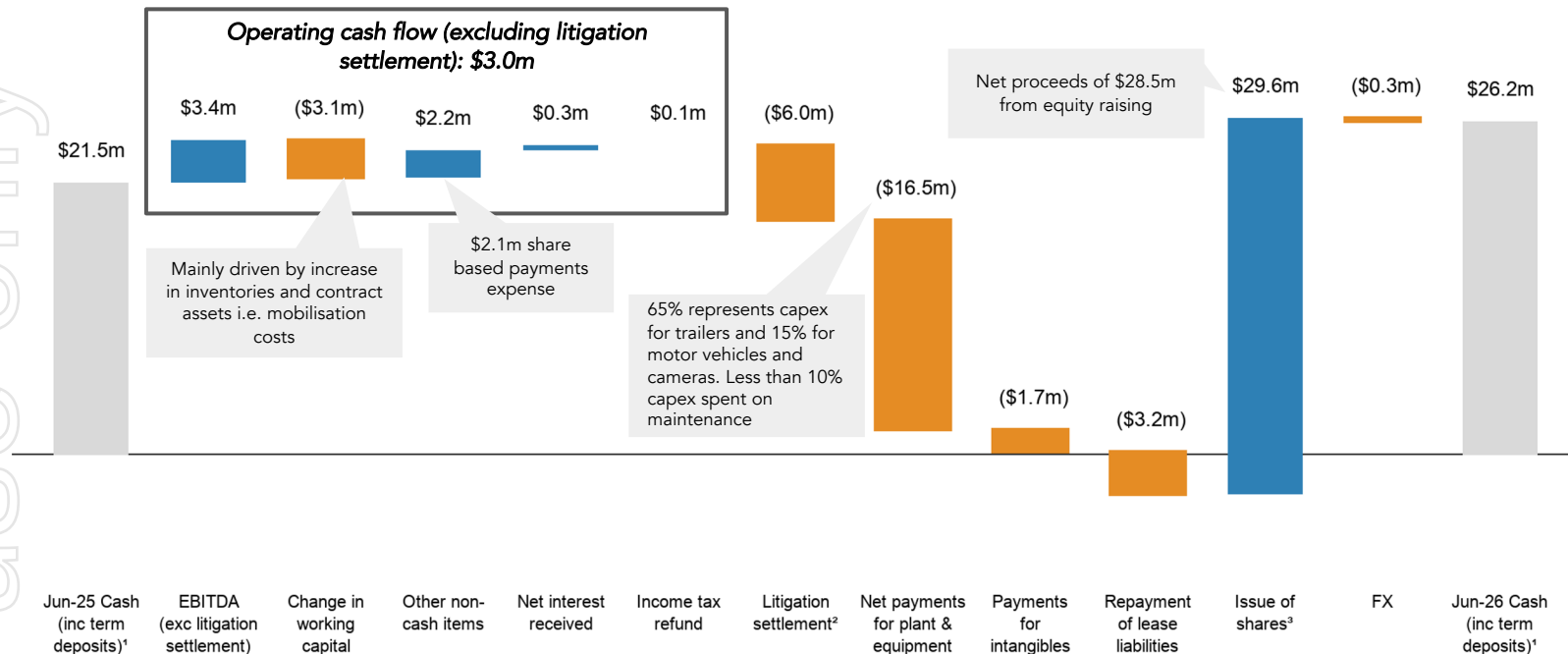
Strong balance sheet to support future growth opportunities and investments in new solutions

(\$m)	30-Jun-25	30-Jun-26
Cash and cash equivalents (inc term deposits) ¹	21.5	26.2
Trade and other receivables	12.8	18.2
Inventories	1.7	2.7
Plant and equipment	20.1	28.9
Intangibles	3.2	3.0
Contract assets	4.7	7.5
Tax receivable	0.5	0.4
Right-of-use assets	7.9	7.4
Other assets ²	1.2	1.2
Total assets	73.5	95.6
Trade and other payables	8.2	13.2
Contract liabilities	7.8	7.4
Provisions	2.8	3.7
Lease liabilities	7.9	7.6
Income tax payable	0.0	0.1
Total liabilities	26.7	32.0
Net assets	46.8	63.6

- The Company is well capitalised at 30 June 2026 with \$26.2m cash balance (including term deposits¹).
- Property, plant and equipment increased \$8.8m (net of depreciation), reflecting investment in trailers and cameras to support new, expanded and future contracts.
- Contract assets increased by \$2.8m, primarily reflecting mobilisation costs for Connecticut, New Zealand and Western Australia contracts. Contract liabilities decreased by \$0.4m due to lower mobilisation payments received for programs.
- Trade and other receivables increased \$5.4m whilst trade and other payables increased by \$5.0m, largely reflecting growth in the business and the timing of customer billings and supplier payments.
- The \$5.0m revolving credit facility with Citibank N.A. remains undrawn and has an accordion feature allowing an increase of a further \$10.0m, subject to meeting certain conditions.

Cash Flow Bridge

Cash from balance sheet and funding from equity raise were invested into fixed assets and intangibles for future growth



Outlook



FY27 Outlook

\$97m¹ of revenue already contracted for FY27 with strong focus on securing additional contracts throughout the year

REVENUE TO GROW ~20%

- ✓ Strong growth across both the USA and Australia through new, expanded and extended contracts.
- ✓ FY27 revenue expected to be between \$100m and \$106m¹ (16% to 23% growth).

ADJUSTED EBITDA TO INCREASE

- ✓ Improvement in profitability to be driven by revenue growth and supported by continued focus on operating leverage.

FUELLING THE GROWTH ENGINES

- ✓ USA to see continued investment to support pipeline and future growth.
- ✓ Ongoing development and expansion of the Forsite business.
- ✓ Continued pursuit of innovative enforcement technology R&D to open new markets and to further strengthen Acusensus' competitive advantages.



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