



**Global leader in smart security  
and sensing technologies**

# **COFFEE MICROCAPS**

**23 JUNE 2022**

**PRESENTER**  
Rob Broomfield, CEO

# GLOBAL LEADER IN RISK MANAGEMENT TECHNOLOGY

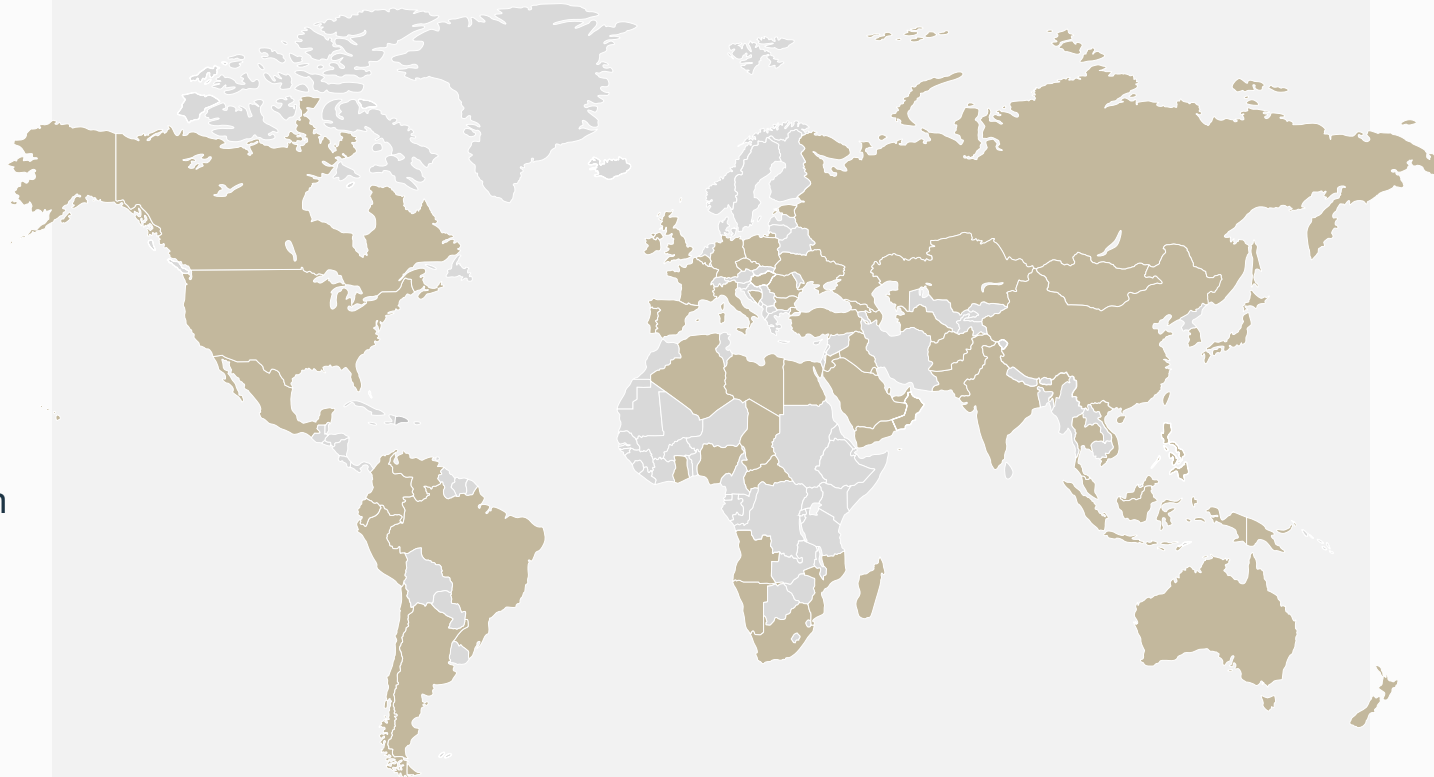
Protecting high value assets and critical infrastructure in 70 countries



FUTURE FIBRE  
TECHNOLOGIES

## Fibre optic intrusion detection systems

- Perimeter intrusions
- Pipeline intrusion
- Condition monitoring
- Data network protection
  
- 2,500+ systems deployed
  
- Products & services model



## High security access control technology

- Access control readers
- High security locking
- Custom encryption
- Biometric solutions
  
- 3,500+ sites
  
- Off-the-shelf & custom products

FINANCIAL INSTITUTIONS | MILITARY & GOVERNMENT | MINING | ENERGY | TRANSPORT | INDUSTRIAL & COMMERCIAL

# HIGH-QUALITY CUSTOMER BASE

## SYSTEM INTEGRATORS / DISTRIBUTORS



## END USERS



## DISTRIBUTORS

dormakaba

ASSA ABLOY

MAASLAND

SAT

SEADAN

CSM Consolidated SECURITY MERCHANTS

iec

## END USERS

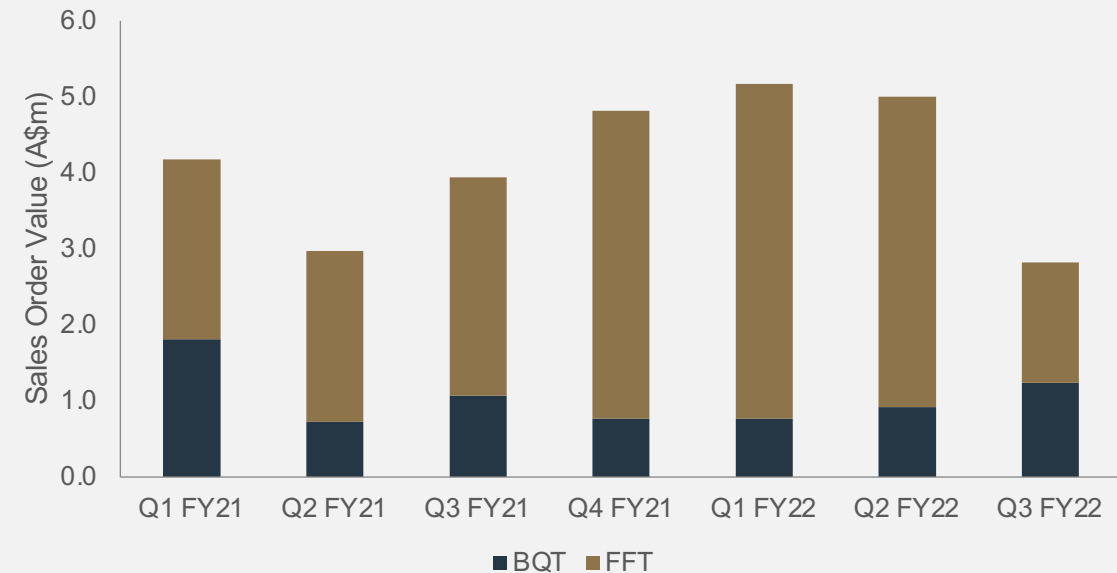


# FINANCIAL AND OPERATIONAL HIGHLIGHTS

Sales orders showing strong momentum for FFT; uplift in BQT post lockdowns

- Total Q3 FY22 sales order intake of \$2.8m, taking YTD sales orders to **\$13m, 17% up on pcp** (excluding IMod contract)
- Global supply chain constraints **effectively managed** to ensure timely sales order fulfilment
- Q3 sales order slowdown related to seasonality in the US and timing delays; **Sales order backlog** of \$5.0m with \$2.6m expected to be fulfilled in Q4 FY22
- **Strong momentum in FFT** with significant uplift in US reflecting recent investment in business development capability; Fibre optic intrusion detection system contract signed at **major North American energy facility**
- Expected **continued uplift in BQT** sales following easing of ANZ lockdowns and dormakaba Global Framework Agreement

Sales Orders Received (A\$m)



# STRONG TRACK RECORD WITH UNIQUE GLOBAL OPPORTUNITY



## TRACK RECORD OF GROWTH AND RESULTS

- High margins and ongoing cost discipline
- Strong cash generation and surplus cash for investment and return to investors
- Innovative technology developed over multiple years to support blue chip customer base



## STRONG COMPETITIVE ADVANTAGES

- Defensible competitive position and investments in innovation including AI and deep learning
- Experienced leadership team
- Customer-centric focus with customised, flexible, and scalable solutions



## HIGHLY SCALABLE MODEL

- Blue chip customer base and long-term recurring revenue potential
- Expanding applications beyond security into condition monitoring
- Efficient, scalable go-to-market strategies which include key distributor partners



## GLOBAL OPPORTUNITY

- Well-placed to become a global leader in smart digitisation for security and asset protection
- Global footprint with thousands of products installed in more than 70 countries
- Global agreement with dormakaba and strong relationship with ASSA ABLOY

# GROWTH INITIATIVES

To be a global leader in actionable, intelligent data streams that protect and optimise critical assets

## LEVERAGE PARTNERSHIPS

- Leverage new **global partnership** with **dormakaba** to distribute BQT products
- Grow on the early success of **FFT partnerships in the US** to the global power cable sensing market
- Leverage **Aura AI technology** for both security and new applications
- Leverage **technology partnerships** for innovative high-performance solutions

## GROW RECURRING REVENUE

- Convert **Aura IQ** conveyor health monitoring POVs into sales (\$50M+ opportunity)
- Land and expand strategy with existing install base of 2,500 customers for **support and maintenance contracts**
- Increase the value of **maintenance solutions** with remote monitoring, AI detection improvements, and cyber assurance testing

## LEVERAGE SCALABLE MODEL

- Expand the **LatAm licence agreement** for low cost and high margin contracts across LatAm and India
- Leverage existing install base for **upgrades and extensions**
- **Operating leverage** from cost discipline and economy of scale

# AURA IQ: DEVELOPMENT ROADMAP

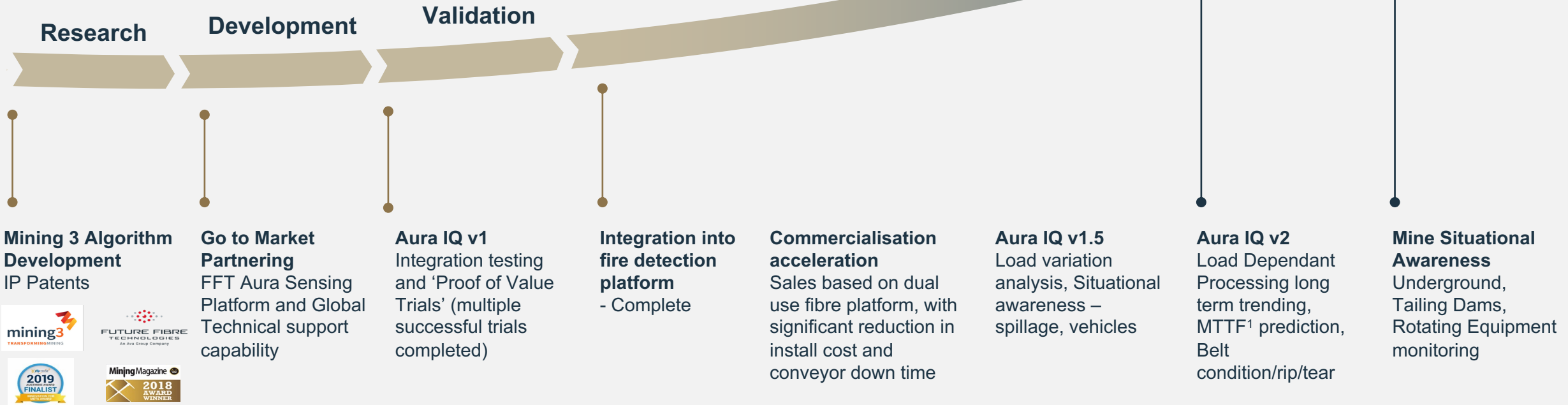
*Aura IQ successfully integrated with fire detection solution. Purchasing approvals within a global mining company are progressing and anticipated to be completed imminently*

Today

Customer Driven Enhancements

New Applications

Extensions

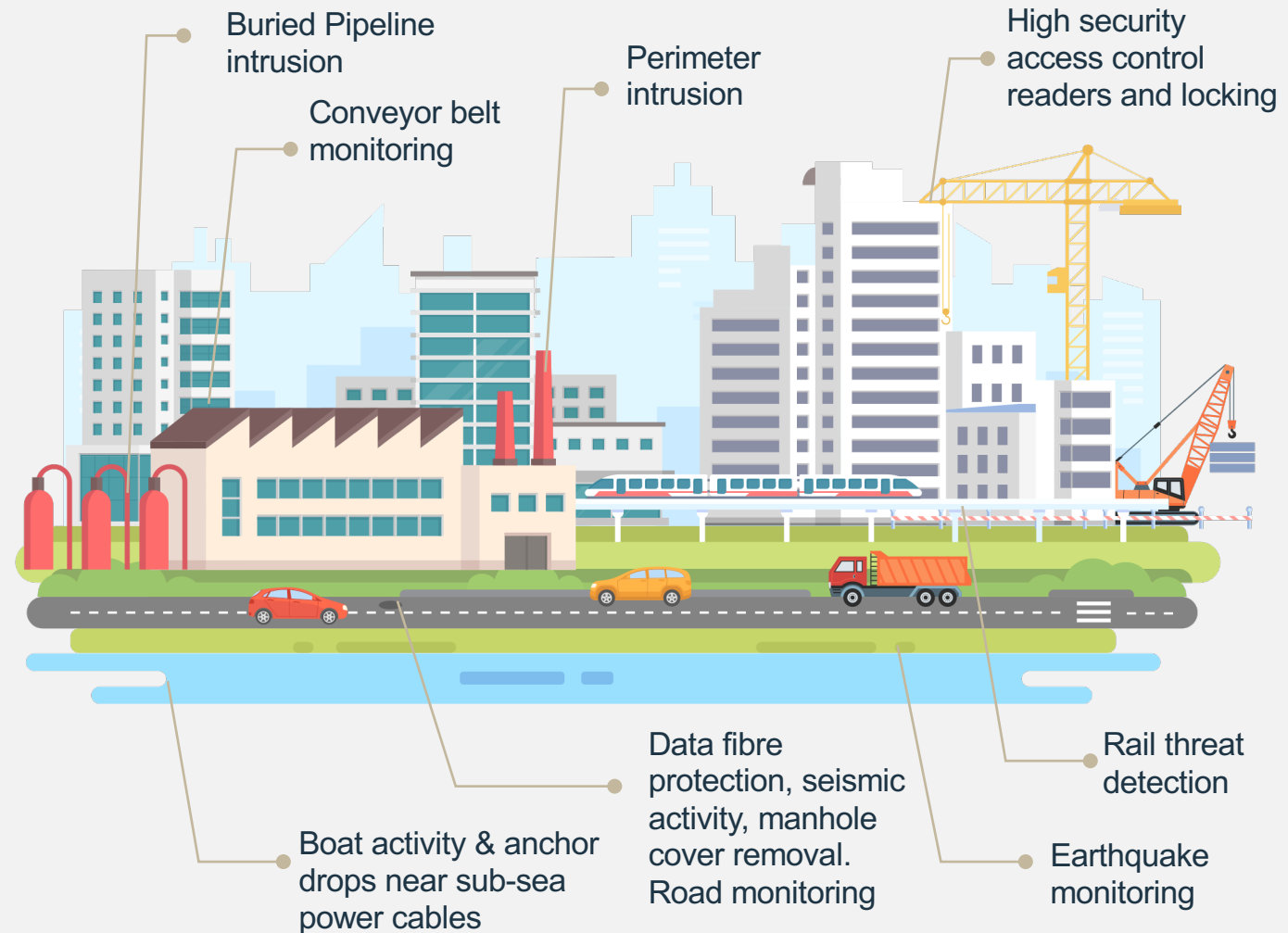


1. Mean Time Between Failures



# AURA AI: SMART CITIES OF THE FUTURE

- High reliability and cyber assured solutions for critical infrastructure
- Well-positioned to help cities monitor threats to multiple types of infrastructure
- Monitoring the **first European submarine power cable** for an offshore wind farm, building on the success in two submarine cable projects in North America
- Opportunities to develop **new applications** that detect, classify and report 'real' threats in real-time as well as introduce predictive capabilities (Deep Learning)



- ▶ Strong uplift in orders with particular growth in the US and in the energy sector, reflective of the additional investment in sales capability.
- ▶ Extend **dormakaba global framework agreement** particularly in the US and Europe to additional BQT locking solutions
- ▶ Build on Aura IQ technical success in POV trials and fire solution integration to improve installation efficiency

- ▶ Grow **long term contracts** and **recurring revenue** from technology licensing agreements and multi-year support contracts
- ▶ Expand **solutions capability** with **AI** and combine with **partner programs** to enter and expand in new and growing markets: power cable, transport & Smart Cities

# QUESTIONS

**Investor Enquiries:**

**[aabeyratne@citadelmagnus.com](mailto:aabeyratne@citadelmagnus.com)**

**+61 438 380 057**

# FORWARD LOOKING STATEMENTS

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