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# Full Year FY25 Results Presentation



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All dollar values are in Australian dollars (\$AUD) unless noted otherwise.

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# Agenda

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Acusensus Introduction

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Full Year FY25 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

# Acusensus Investment Proposition

Acusensus has stable government clients, strong growth prospects and high profitability in markets with scale



Provider of Essential Government Service, Acyclical



Reliable Government Counterparties



Long Term, Recurring Revenue Contracts



Global by Nature



Strong and Growing Position in Australia



Consistent Growth, 100% retention<sup>1</sup>



First to market innovator of new technologies



\$19.5m p.a. Adjusted EBITDA<sup>2</sup> from Australia Segment



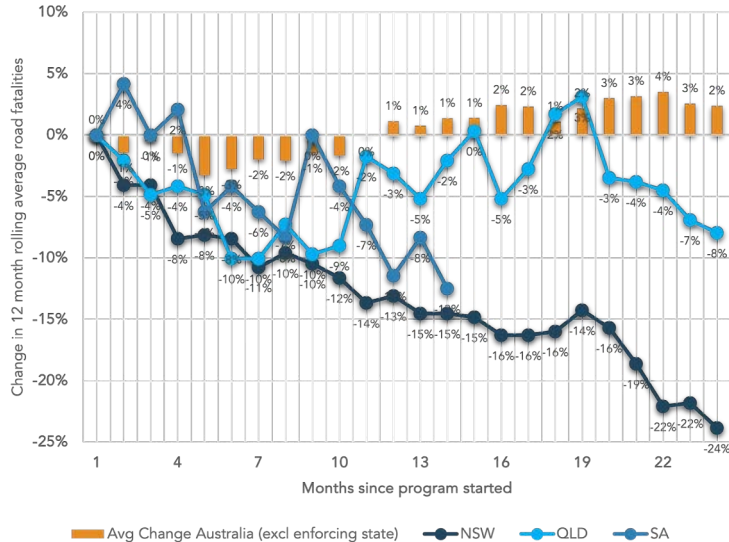
Operating cash flow positive (FY25 \$8.3m)

1. 100% retention of long term contracts signed to date
2. Adjusted EBITDA equals EBITDA pre litigation costs and share based payments expense and excludes shared opex costs (research & development and corporate services i.e. executive, legal, finance and HR)

# Changing Behaviours, Saving Lives

Acusensus innovates technology to supply enforcement services to change driver behaviours to reduce road trauma

Change in road fatalities since enactment of mobile phone enforcement camera program by state



Acusensus is a road safety pioneer:

- we introduced world first enforcement camera solutions to counter multiple of the fatal five driver behaviours which together cause the majority of road casualties;
- supply enforcement camera services predominantly to government clients in Australia, NZ, the USA and the UK using proprietary and pioneering technology;
- delivers programs that have repeatedly correlated with road fatality reductions and significant driver behaviour change;
- expanding its global impact through geographic growth and through investments in strong in-house R&D capabilities, working toward a goal of providing multifunction enforcement camera solutions that can address all of the Fatal Five.



DISTRACTED



SEATBELTS



SPEEDING



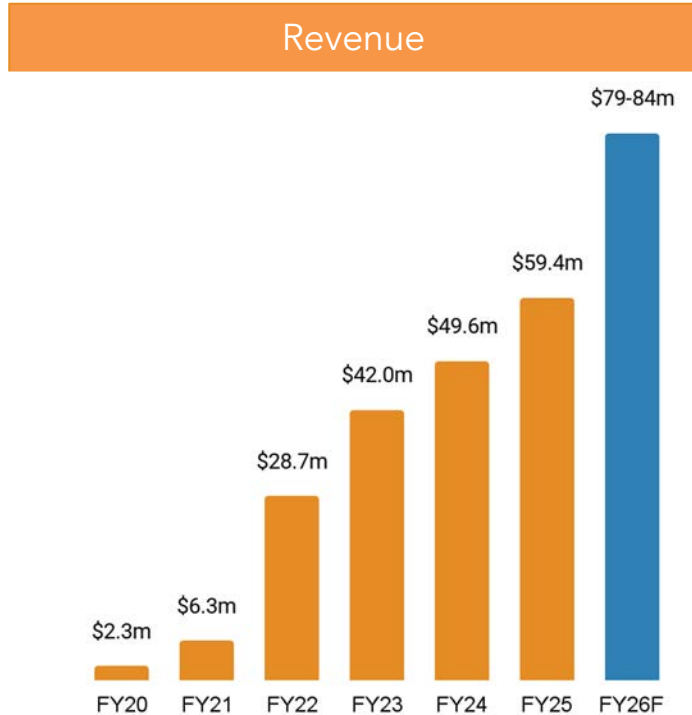
IMPAIRED



FATIGUE

# FY25 successes provide strong momentum into FY26

Commanding position in ANZ, strong expansion in the USA, a growing pipeline of new products and technologies



Acusensus has won every new enforcement services contract in Australia and New Zealand for which it has tendered since 2022. FY25 saw:

- significant contract mobilisations (New Zealand, Western Australia);
- the execution of significant contract expansions (Queensland, ACT);
- the re-selection of Acusensus to provide mobile phone and seatbelt enforcement services in NSW for another 5 years;
- accelerated investment in research & development yielding new product line opportunities in areas including worker safety, next generation imaging, next generation AI, transportable average speed enforcement, railway crossing enforcement, red light enforcement;
- increased penetration into the USA, now supplying 12% of USA states with ongoing real-time enforcement contracts for distracted driving and seatbelt or speed, with market development ongoing in other states

This strong momentum across numerous activity areas is expected to yield strong top line growth of ~33-41% in FY26.

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# FY25 Full Year Highlights



# Key Observations

## FY25 marked a significant year of progress in advancing the organisation's mission

### Contracts Won

Significant increase in Total Contract Value with several new material contracts awarded

- Western Australia multi-function trailer-based enforcement contract with estimated value prior to any variable elements of \$9.4 million (excl. GST) over the initial three-year term
- Nationwide New Zealand mobile speed camera enforcement program with an estimated contract value of up to NZ\$92 million (excl. GST) over the initial five-year term (commencing in December 2024)
- Award of a new five-year framework contract by Transport for NSW for the mobile phone and seatbelt detection with annual contract value of \$8.94 million (exc. GST), following expiry of the previous contract.

### Contracts Expanded

Growth supplemented by expansion and extension of existing major contracts

- NSW mobile speed camera contract was extended for an additional year of services until 30 June 2026
- Queensland mobile phone and seatbelt contract was expanded to double the reach of transportable mobile phone and seatbelt enforcement units across the state at an estimated value of \$27.4m (excl. GST)
- ACT to add seatbelt to their mobile phone contract commencing 3 November 2025

### International Business Doubled

International growth in key target markets (North America, UK, NZ) gaining momentum

- \$4.2m of international revenues, contributing 7% to group revenues, up 104% vs FY24
- Six long-term contracts for real time enforcement in the USA (state-level and community-level) and first long-term contract for distracted driving and seatbelt enforcement in the UK
- New Zealand market established with the award of New Zealand speed camera contract. Deployments started in May, expecting to get to full capacity by end of 1H FY26

### New Products Deployed

Product innovation and enhancement opening new opportunities for future growth

- Long-term contract signed for the rollout of worker safety technology at selected Fulton Hogan sites. Additional pilots commenced with roadside assistance and traffic management organisations
- Pilot of railway level crossing safety cameras at multiple locations throughout Queensland and Victoria
- First real-world deployment of impaired driving enforcement prototype with Devon & Cornwall Police

# FY25 Highlights

Strong revenue and gross profit momentum supported by a strong balance sheet



Total Contract Value<sup>1</sup> of  
**\$376m**  
\$172m or 84% increase  
compared to FY24



Revenue of  
**\$59.4m**  
Up 20% compared to  
PCP<sup>2</sup>



Gross Profit of  
**\$26.6m**  
Margin of 44.8%



Adjusted EBITDA<sup>3</sup> of  
**\$5.7m**  
Down 12% compared to  
PCP<sup>2</sup>



Operating cash flow of  
**\$8.3m**  
Up \$4.7m compared to PCP



Strong Cash Position<sup>4</sup>  
**\$21.5m**  
As at 30 June 2025



Annual Recurring Revenues  
**96%**  
Predominantly Government  
Customers



Units Enforcing<sup>5</sup>  
**~150**  
Up 24% compared to PCP

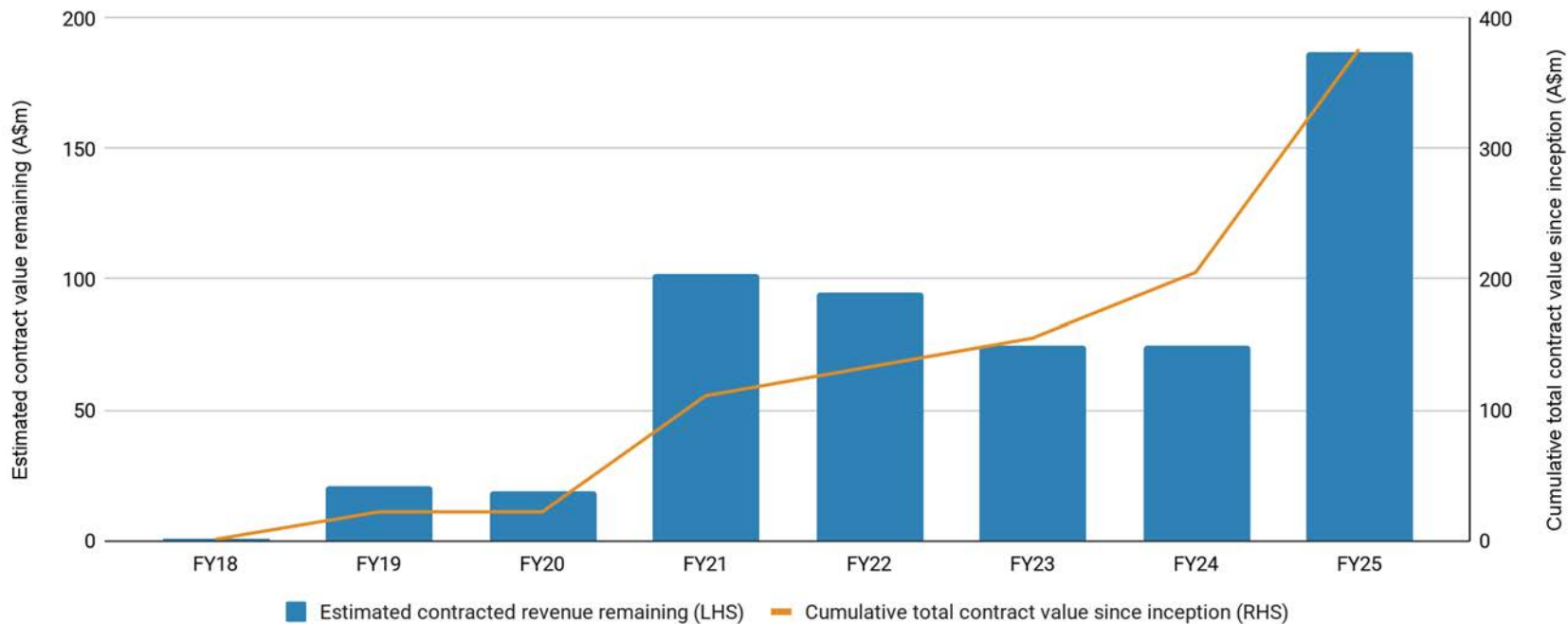


New and expanded programs<sup>6</sup>  
**10**  
Adding \$26.7m incremental  
recurring annual revenue

1. Total Contract Value represents the known value of signed contracts since inception of the Company.
2. PCP represents prior comparable period.
3. Adjusted EBITDA equals EBITDA pre litigation costs and share based payments expense
4. Includes \$11.7m 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 financial statements  
As at 30 June 2025
5. 8 new programs, 2 expansions. New programs represent short term projects and longer term contracts that has a term of at least one year and considers recurring annual revenue at full run rate.
- 6.

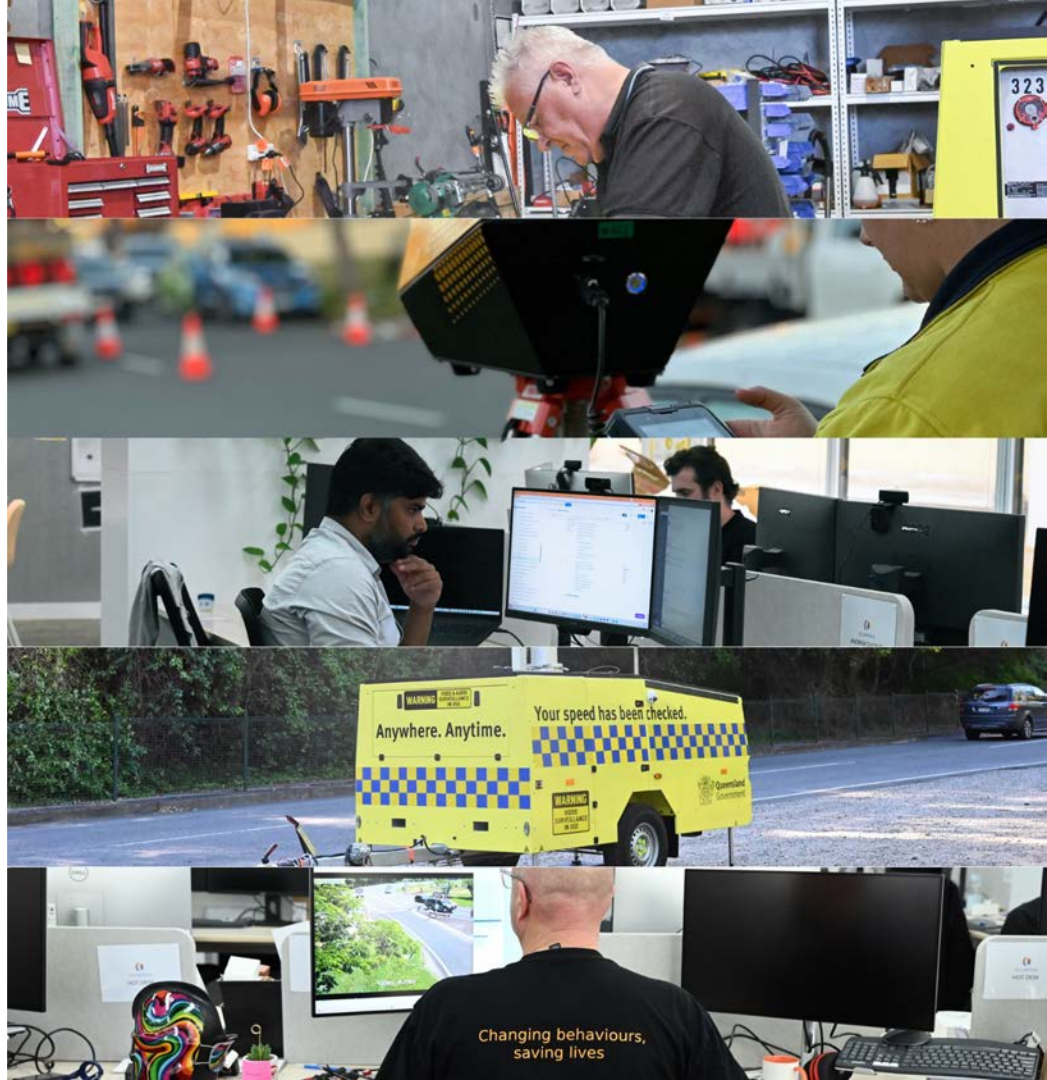
# Significant Growth in Contracted Work

FY25 has delivered an impressive acceleration of growth in total contract value since Company inception, resulting in significant near-term growth opportunity, as demonstrated by contract value remaining to be delivered



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# Update on Business Operations



# Australian Long Term Contract Growth

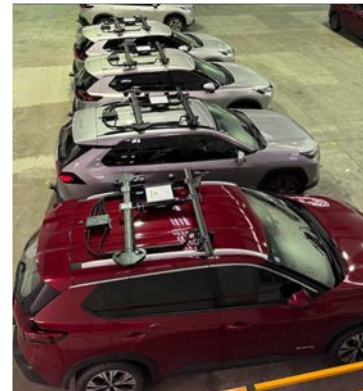
New multi-function enforcement in WA, expansion in QLD, resecuring NSW phone & seatbelt enforcement



# International - Kia Ora New Zealand

Supplying nationwide mobile speed camera services with full operational capacity expected by end of first half FY26

- Acusensus was awarded a five-year contract with two optional extension periods of up to two years each with an estimated contract value of up to NZ\$92 million (excl. GST) over the first five years (commencing in December 2024).
- The speed enforcement program will increase enforcement capabilities with the aim to deter dangerous speeding across the road network and is expected to reduce crashes and casualties.
- Two Network Operation Centres have been established in Auckland and Christchurch to serve as central hubs to monitor and manage networked systems. 11 depots have been rented across New Zealand for storage of vehicles and trailers when not in use.
- Initial vehicle based test deployments commenced in May 2025. Trailer-based enforcement will be introduced gradually from October 2025. Full deployment capacity across all 16 regions is expected by end of 1H FY26.
- Once fully deployed, there will be a fleet of 44 enforcement cameras (including spares), of which, 33 have been manufactured and commissioned as of the end of July.
- Over 50 employees were hired as of the end of July, representing ~70% of targeted workforce numbers.

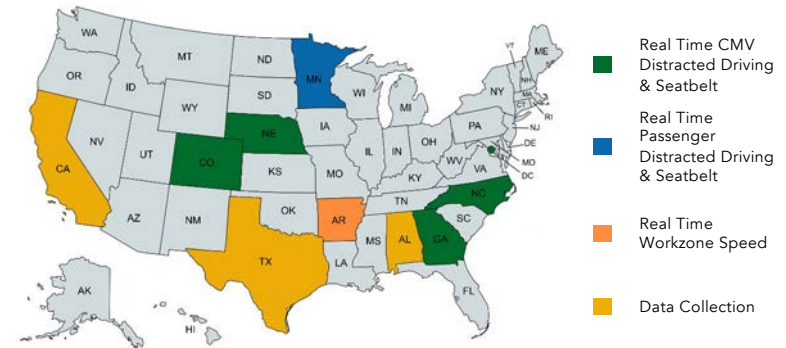


# International - United States

## Enhancing roadside policing to address critical issues like distracted driving, speeding and seatbelt compliance

- Local presence with dedicated staff and facilities to serve clients and enhance operational capabilities. Nevada headquarters opened in February 2023.
- Initial focus on real-time multi-function enforcement (distracted driving and seatbelt or speed) and driver behaviour data collection services.
- Proven track record of clients accessing state and federal funds for the use. Five state-level projects for real-time enforcement (North Carolina, Georgia, Arkansas, Nebraska, Colorado).
- First community-level police program with South Lake Minnesota for passenger vehicle real-time distracted driving and seatbelt enforcement.
- Data collection projects in multiple states with university or government partners.
- Examining opportunities for growth in automated enforcement services such as speed enforcement, and actively investing in lobbying efforts to help drive regulatory change to enable automated mobile phone enforcement
- Expanding sales team to pursue growing pipeline of potential opportunities.

### States with active customers in FY25



1. Texas (TX) project is combination of data collection and Real Time CMV distracted driving and seatbelt enforcement.



# Roadworker Safety - Connected & Protected

## Closing the Critical Safety Gap with Predictive Hazard Detection + Wearable Alerts



### CUSTOMER PROBLEM

- Road worker fatalities and near-misses from vehicle incursions
- Reliance on cones and barriers that provide no advance warning
- Limited visibility into on-site risks and compliance data
- Rising regulatory and community pressure for improved roadside safety



### TRADITIONAL APPROACH

- Barriers and cones are struck before crews know a vehicle is breaching
- Spotters or flashing lights offer little reaction time
- Workers depend on self-awareness in chaotic traffic environments
- Compliance reporting is manual, inconsistent and after-the-fact



### RWS PLATFORM



Advanced sensors detect dangerous vehicle behaviour at distances over 200m away



Wearable devices deliver instant vibration, sound and light alerts to each worker



Real-time monitoring creates a 'safety shield' around work crews



Cloud analytics capture every event and provides risk insights and compliance data



Delivered as a scalable subscription model, enabling recurring revenue and rapid deployment

“A vehicle came in well above the speed limit. The wearables gave us a strong early alert, enough time to step clear. It performed exactly as advertised.”



# RWS - From Pilot to Commercial Release

Proven across multiple core sectors, stress tested, ready to launch and scale

Comprehensive pilot program with leading partners



**Tier 1 Road  
Construction**



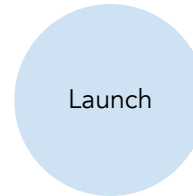
**Traffic  
Management**



**Roadside  
Assistance**

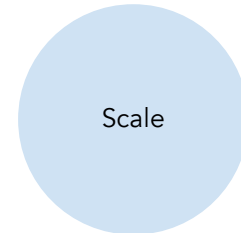
The RWS platform has been deployed and validated across Australia's most challenging roadside and worksite conditions. More than 5,000 worker hours have been protected in live deployments across 5 states and multiple contractors:

- Road maintenance, civil, resurfacing and spray seal operations
- Traffic management and asphaltting projects, including night shifts
- High-speed arterial roads and shoulder-only closures
- Machinery exclusion zones and regional/rural environments



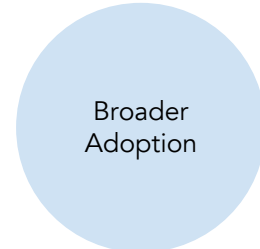
Commercial launch in October 2025 Targeting high-risk roadside critical response groups.

2025



Broader rollout leveraging additional product features to strengthen opportunities with Tier 1&2 contractors, with diverse roadside operations from maintenance and resurfacing to major freeway projects.

2026



Pathway to global adoption with a focus on NZ, UK, North America safety initiatives

2027+

# Intellectual Property Portfolio

Acusensus core technology is being leveraged in a number of ways to solve adjacent client problems

## Impaired Driving

- Research and development to enhance policing and deterrence of people driving under the influence of drugs and alcohol.
- Intent to utilise with Heads-Up real-time style technology, with first real world trial having occurred in FY25.



## Behaviour Awareness Monitoring (BAM)

- Pilot program in conjunction with Queensland Department of Transport and Main Roads.
- Low-power, pole-mountable system that detect dangerous driving behaviours, sending messages for display on a Variable Message Sign.



## Tailgating

- Detecting the gap between vehicles and providing innovative prosecutable evidence of that behaviour for the detection, enforcement and prevention of vehicles tailgating.
- Applications identified in BAM and real-time enforcement.



## Railway Crossing

- Monitoring railway crossings to detect the compliance of vehicles obeying stop signs and crossing signals, to provide data and insights into road-rail conflicts.
- Pilot of railway level crossing safety cameras at multiple locations throughout Queensland and Victoria.



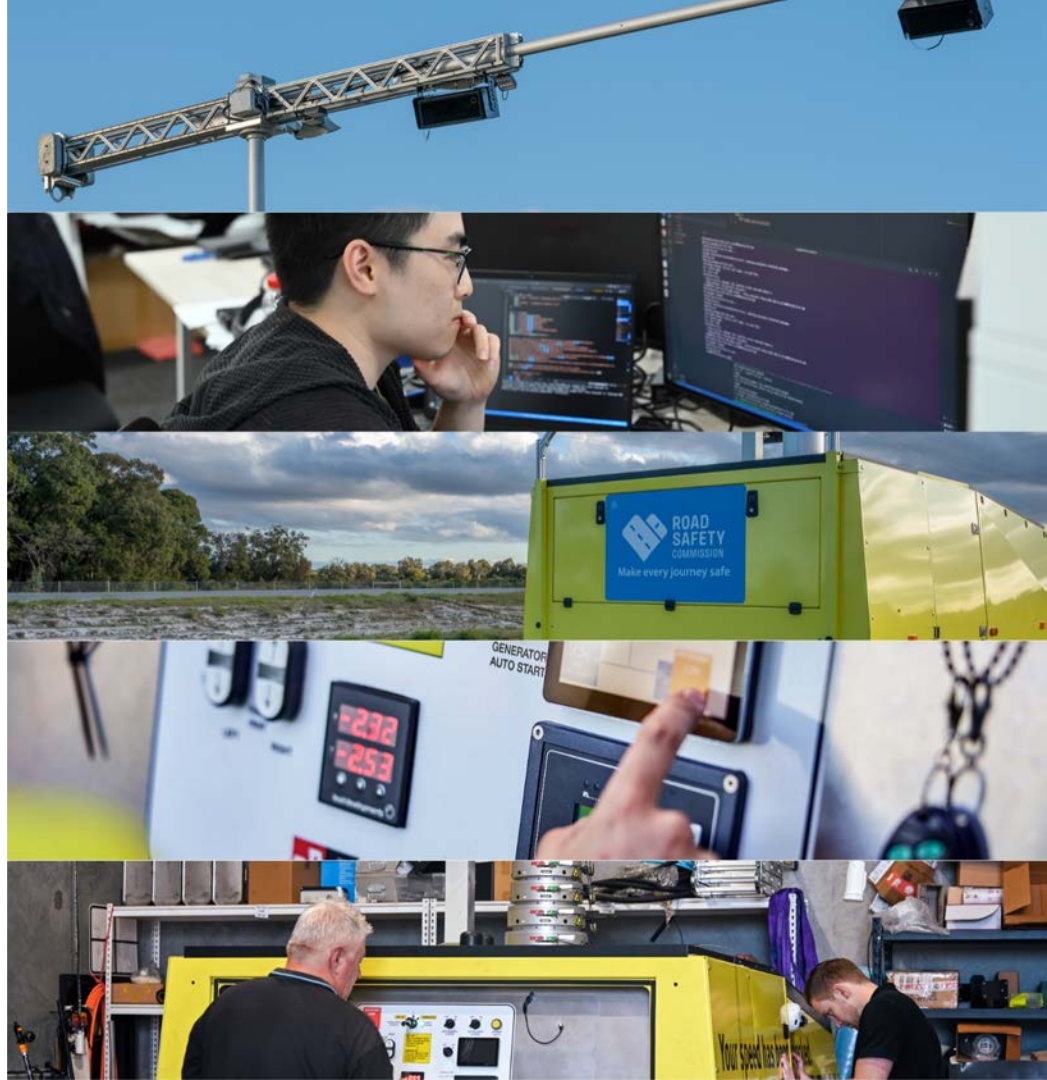
## Red Light and Speed

- Compact, all-in-one unit designed to reduce installation time and ongoing maintenance costs.
- Monitors multiple lanes and traffic signals using 3DHD radar and AI technology.



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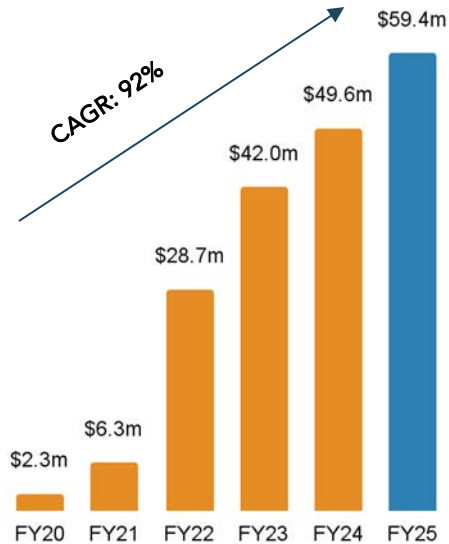
# Financial Performance



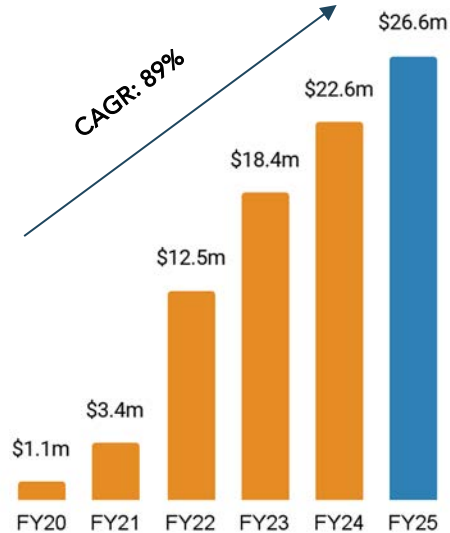
# Financial Overview

Track record of delivering consistent top-line growth

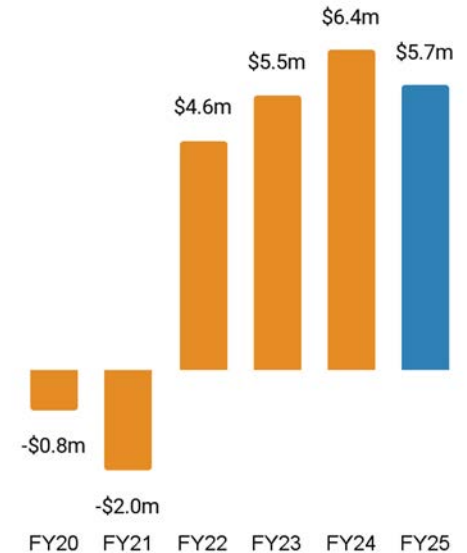
## Revenue



## Gross Profit



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



1. Adjusted EBITDA excludes litigation costs and SBP (share based payments) expense

# Profit & Loss

Strong top-line and gross profit growth, additional operating expense investment to drive business growth and scale

			Variance	
(\$m)	FY24	FY25	\$	%
<b>Revenue</b>	49.6	59.4	9.7	20%
Cost of services	(27.0)	(32.8)	(5.7)	21%
<b>Gross profit</b>	<b>22.6</b>	<b>26.6</b>	<b>4.0</b>	<b>18%</b>
Operating expenses	(16.7)	(21.1)	(4.3)	26%
Other income	0.6	0.2	(0.4)	(66%)
<b>Adjusted EBITDA<sup>1</sup></b>	<b>6.4</b>	<b>5.7</b>	<b>(0.7)</b>	<b>(12%)</b>
Litigation costs	(0.5)	(0.8)	(0.2)	38%
Share based payments expense	(1.4)	(1.9)	(0.5)	35%
<b>EBITDA</b>	<b>4.5</b>	<b>3.0</b>	<b>(1.4)</b>	<b>(32%)</b>
D&A	(6.3)	(7.2)	(0.9)	15%
<b>EBIT</b>	<b>(1.8)</b>	<b>(4.2)</b>	<b>(2.4)</b>	<b>130%</b>
Net interest income/(expense)	0.8	0.9	0.1	7%
Tax expense	(0.5)	0.7	1.2	(235%)
<b>Net profit/(loss) after tax</b>	<b>(1.5)</b>	<b>(2.6)</b>	<b>(1.1)</b>	<b>72%</b>
<i>Gross margin</i>	<i>45.5%</i>	<i>44.8%</i>	<i>(74bps)</i>	
<i>Adjusted EBITDA margin</i>	<i>13.0%</i>	<i>9.6%</i>	<i>(338bps)</i>	
<i>EBITDA margin</i>	<i>9.0%</i>	<i>5.1%</i>	<i>(392bps)</i>	

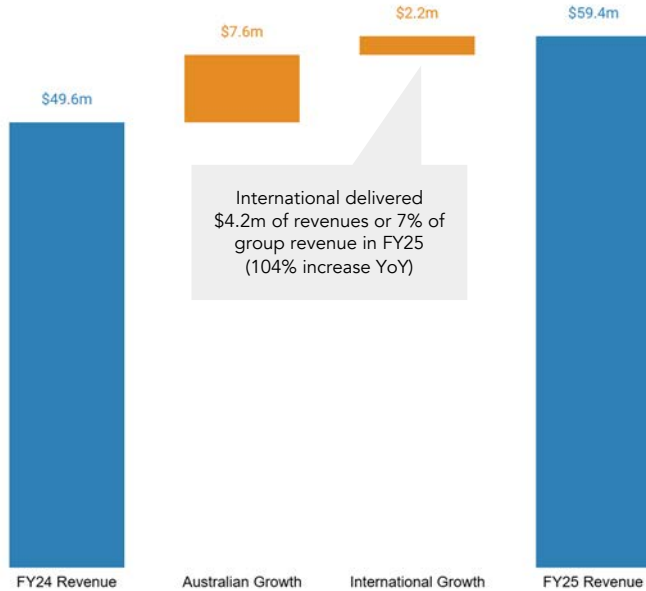
1. EBITDA adjusted to exclude litigation costs and SBP (share based payments) expense

- Revenue growth in FY25 from new contracts in Australia and internationally, along with increased scope from existing customers and inflation increases.
- Key new contracts include SA DD (full year impact) multi-function enforcement in WA, NZ mobile speed program and real-time enforcement programs in the US. Expansions included increased units in Queensland and turning on seatbelt module for the former NSW mobile phone contract.
- Gross profit increased 18% to \$26.6 million driven by revenue growth. There was a slight decline in gross profit margin of 74 basis points (bps) to 44.8%.
- Adjusted EBITDA decreased 12% due to higher operating expenses. Operating expenses increased 26%, with additional investment in headcount and processes to support future growth and further expansion into the UK and US.

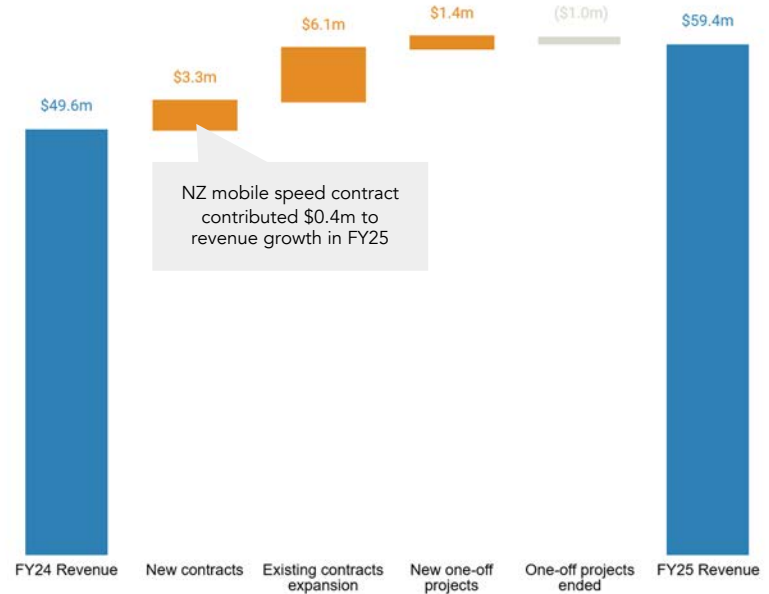
# Revenue bridge

Revenue growth from new contracts and changes to existing contracts in Australia and internationally

## Revenue growth by geography



## Revenue growth by customer classification



# Business Unit Financial Performance

Profitable Australian business supporting growth internationally and in new product development

	Australia	International	RWS	Shared <sup>2</sup>	Group
<b>Revenue</b>	55.0	4.2	0.1		59.4
COS	(29.3)	(3.3)	(0.2)		(32.8)
<b>Gross Profit</b>	25.7	0.9	0.0		26.6
<i>Margin</i>	46.7%	22.1%	-39.6%		44.8%
Opex	(6.2)	(2.2)	(1.1)	(11.6)	(21.1)
Other income	0.0	0.0	0.2	0.0	0.2
<b>Adjusted EBITDA<sup>1</sup></b>	19.5	(1.3)	(0.9)	(11.6)	5.7
<i>Margin</i>	35.5%	-30.6%	-763.5%		9.6%

- Strong performing Australian business with customer contracts in majority of state and territories
- International business includes USA, UK and New Zealand
- Shared includes R&D costs and corporate services i.e. Executive, Legal, Finance and HR functions

1. EBITDA adjusted to exclude litigation costs and SBP (share based payments) expense

2. Shared opex costs represents costs in research & development (excluding RWS) and corporate services i.e. executive, legal, finance and HR

# Balance Sheet

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

(\$m)	30-Jun-24	30-Jun-25
Cash and cash equivalents (inc term deposits) <sup>1</sup>	19.3	21.5
Trade and other receivables	11.2	12.8
Inventories	1.3	1.7
Property, plant and equipment	10.6	20.1
Intangibles	2.5	3.2
Contract assets	1.1	4.7
Tax receivable	0.0	0.5
Right-of-use assets	2.1	7.9
Other assets <sup>2</sup>	0.6	1.2
<b>Total assets</b>	<b>48.7</b>	<b>73.5</b>
Trade and other payables	5.4	8.2
Contract liabilities	1.8	7.8
Tax payable	1.2	0.0
Provisions	2.2	2.8
Lease liabilities	2.2	7.9
<b>Total liabilities</b>	<b>12.8</b>	<b>26.7</b>
<b>Net assets</b>	<b>35.9</b>	<b>46.8</b>

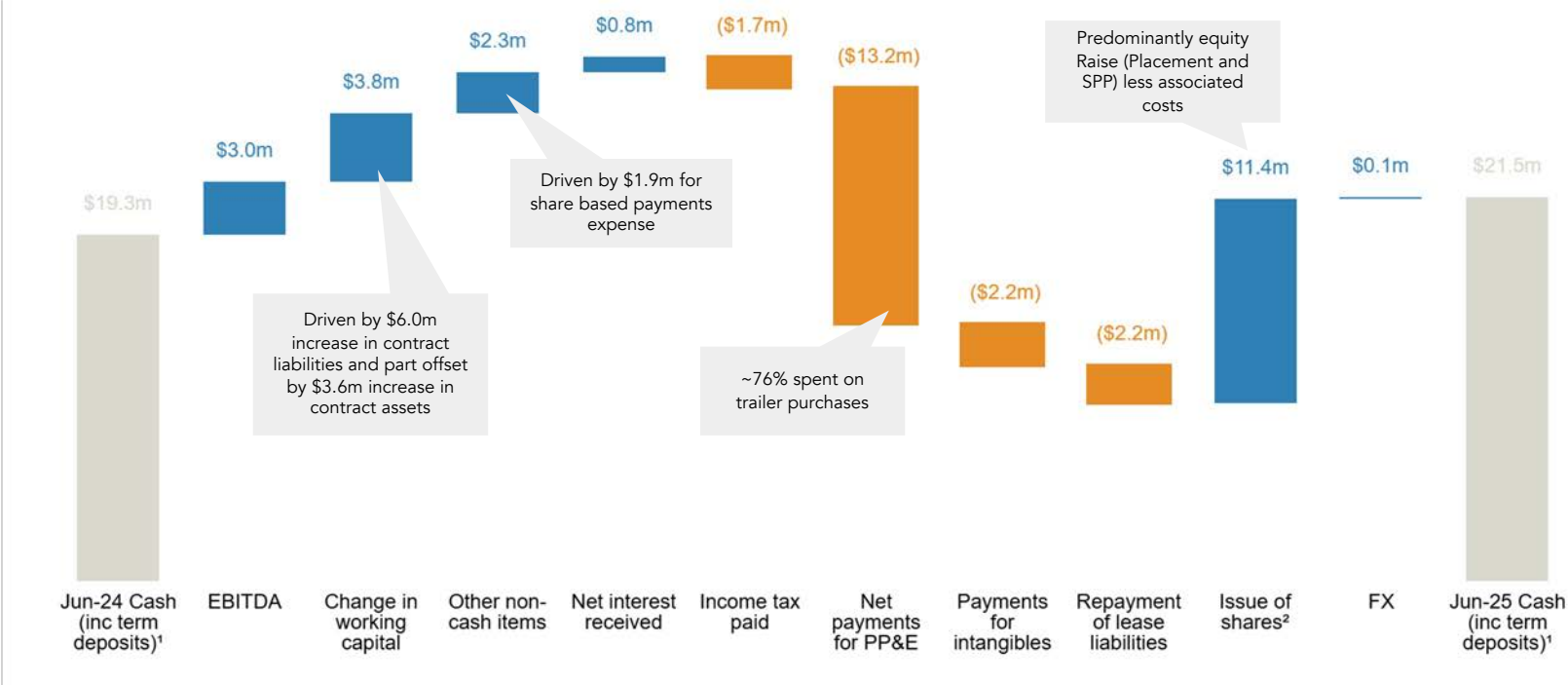
- The Company is well capitalised with a cash balance of \$21.5 million (including \$11.7 million of term deposits greater than 3 months<sup>1</sup>).
- Increase in property, plant and equipment of \$9.5 million due to investment to support new and future contracts as well as contract expansion net of depreciation.
- Contract assets and contract liabilities increased by \$3.6 million and \$6.0 million respectively. This mainly represents payments made and received to mobilise Western Australia multi-function and New Zealand mobile speed contracts.
- The increase in right-of-use assets and lease liabilities are mainly pertaining to new leases for properties and vehicles leased for Western Australia and New Zealand.
- The Company carries no bank debt at present, however is in discussions with several banks regarding financing facilities to assist in funding for purposes such as future potential contract wins.

1. Term deposits include \$11.7m in FY25 (\$13.5m in FY24) 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

# Cashflow Bridge

Positive operating activities cash flow of \$8.3m used to invest in fixed assets and intangibles for future growth



1. Term deposits include \$11.7m in FY25 (\$13.5m in FY24) 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 financial statements  
 2. Net of transaction costs relating to issuance of shares and includes proceeds from exercise of share options

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# Outlook



# Key Investment Themes

## Acusensus secures long-term government contracts through the deployment of high-quality solutions and service

Quality Australian business delivering advanced road safety enforcement technology



- Strong revenue growth with majority of Australia's states and territories using Acusensus solutions to address distracted driving
- Further opportunities to deploy additional enforcement technologies across Australia
- Strong history of expansion and extension of existing contracts
- Highly profitable with segment adjusted EBITDA of \$19.5m<sup>1</sup>

Well developed international growth strategy with strong chances of long-term success



- Offshore revenue increase of 104% in FY25
- Increase in number of enforcing clients in USA and UK, with a strong penetration of states/counties who have trialed or deployed Heads-Up (42% of USA states and 44% of UK territorial police forces)
- NZ mobile speed camera contract to deliver strong offshore revenue contribution from FY26

Focused high quality R&D to deliver long-term sustainable growth



- Extensive use of AI in solutions
- Disciplined and talented onshore development teams
- Identification of key market niches that can utilise core capability and IP
- Important focus on solving the fatal five
- Gaining traction with road worker safety technology

Relentless focus on improvement from disciplined management team



- International and Australian operations certified to specific ISO standards
- Positive cash flow from operations. Strong cash position (including term deposits) of \$21.5m at 30 June 2025 with no external debt.

<sup>1</sup> Segment adjusted EBITDA is the Australian operating business EBITDA excluding Roadworker Safety, litigation costs, share based payments expense, and excludes costs for research & development and corporate services i.e. executive, legal, finance and HR

# FY26 Outlook & Strategic Plan

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

- Expecting FY26 revenue in the range of \$79.0m - \$84.0m, a growth of 33% - 41% over FY25
- Step change in international revenues as New Zealand fully mobilises by end of the calendar year
- Expansion of sales efforts in the USA is expected to yield new customers across both advanced mobile phone enforcement and speed enforcement
- Commercial launch of the road worker safety solution, with continued investment in developing and expanding that new business line
- Continued development and improvement of core enforcement technology, with expansions of existing contracts possible in the Australian market
- Further international sales effort in key markets such as the UK
- The Company strategy is focused on maximising long term growth and long term value, with further investment in business development, the creation of new products and enhancing its operational capabilities to meet the evolving needs of its customers globally



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## Enquiries

Anita Chow  
Chief Financial Officer, Acusensus Limited  
+61 408 261 554  
Email: [investor-relations@acusensus.com](mailto:investor-relations@acusensus.com)

Simon Hinsley  
Investor and Media Relations  
+61 401 809 653  
Email: [simon@nwrcommunications.com.au](mailto:simon@nwrcommunications.com.au)

