



H12024 Results

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H1 2024 Company Highlights

GROUND-BREAKING US\$82M CABIN MONITORING PROGRAM STARTS PRODUCTION

LARGEST DMS/OMS PROGRAM TO DATE FOR SEEING MACHINES STARTED PRODUCTION ON SCHEDULE WITH LARGE GERMAN OEM

1,500,000+

CARS ON ROAD
ACROSS 6
PROGRAMS

US\$366M

AWARDED
AUTOMOTIVE
PROGRAM VALUE

56,896

GUARDIAN
CONNECTIONS

Regulatory – behaviour - outlook

- Majority of passenger vehicle production royalties driven by optional Level 2/3 hands free driving systems, to date.
- European GSR in force from July 2024 for Drowsiness, where direct (camera-based) or indirect (steering-wheel based) applies to all new CARS, VANS, TRUCKS & BUSES sold in Europe.
- GSR extends to Distraction in 2026 and requires direct (camera based) DMS on all new vehicles sold in Europe.
- Euro NCAP 5-star safety ratings have been achieved through various OEM strategies, including with ADAS and indirect DMS
- GSR brings predictable growth for FY2025 and beyond where, from July 2026, OEMs will have to comply in Europe
- USA momentum ongoing, NHTSA progressing to include distraction, impairment (alcohol) and now drowsiness



Regulatory / industry drivers

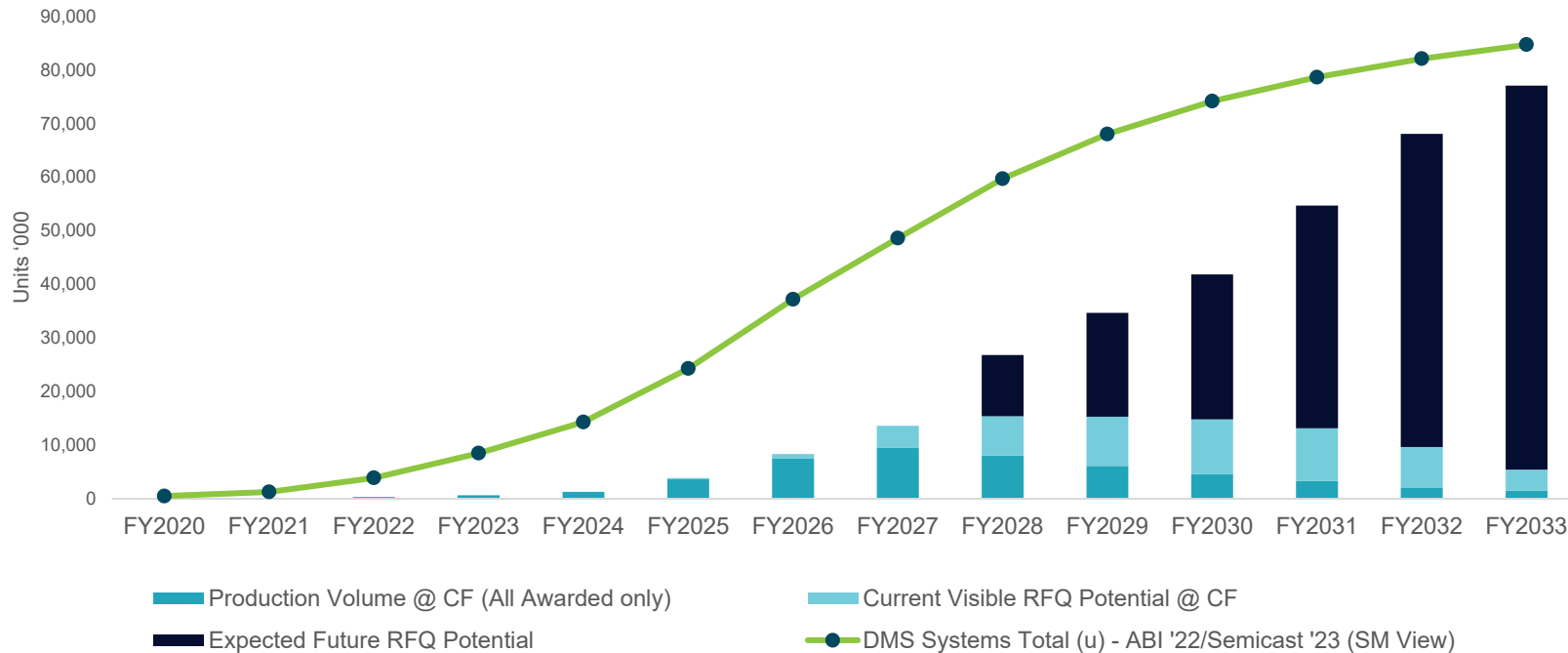
Logos for the European Commission and EURO NCAP.

NHTSA logo.

Mercedes Drive Pilot logo.

Ford Blue Cruise logo.

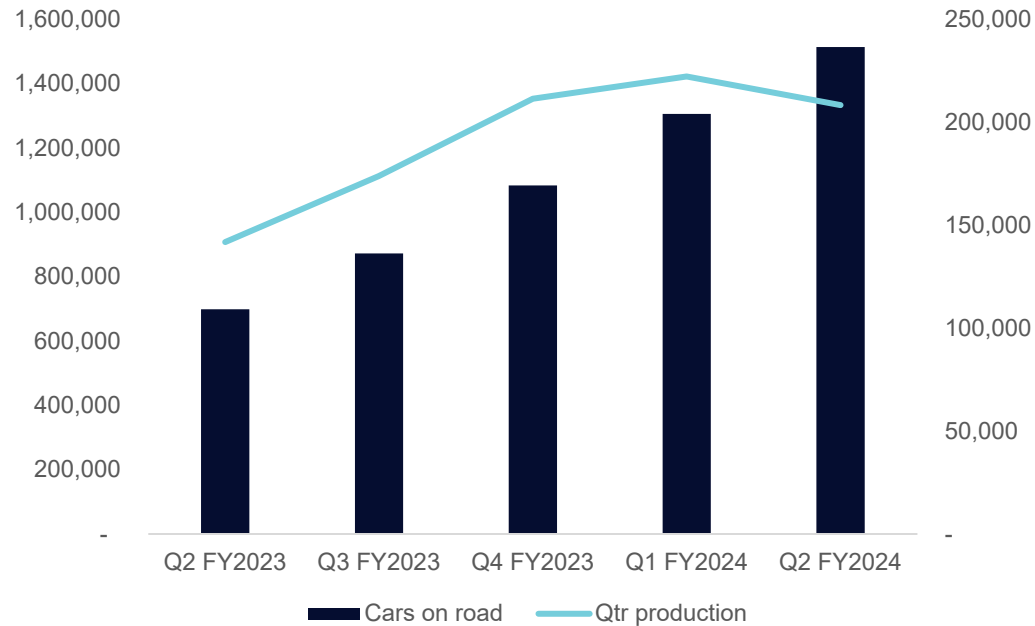
Market Dynamics – DMS / OMS



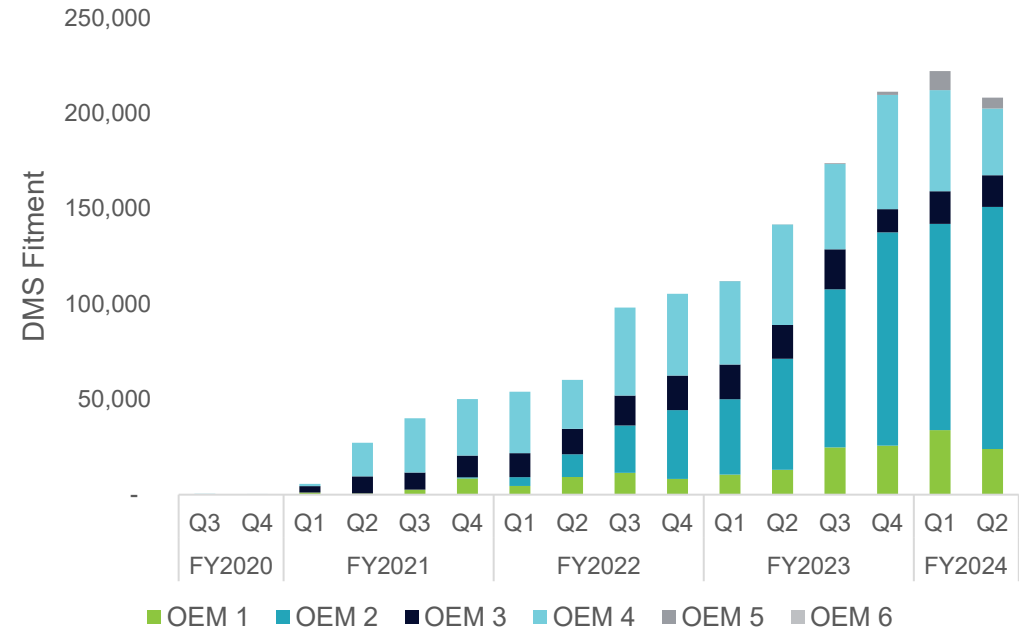
- 100%+ CAGR in production volumes for awarded programs to FY26
- Euro NCAP and EU GSR key factors now for increased direct DMS fitment
- Pipeline of opportunity remains significant
- Market share expectations remain at ~40% by 2028

H1 FY2024 KPIs

Automotive - Cars on Road

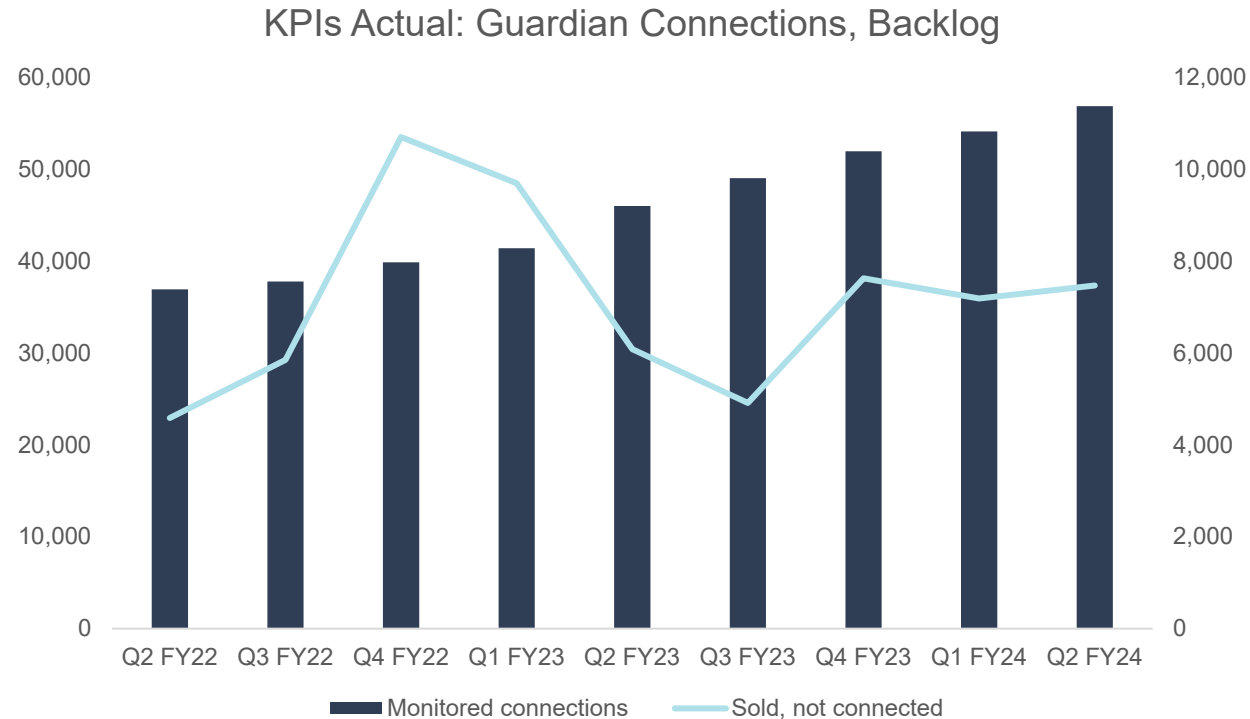


Six Programs at Start of Production



- 116% growth in cars on road over 12 months across 6 OEM programs
- Production royalties now make up largest proportion of Automotive revenue and will continue to grow to be majority of Automotive revenue by H1 FY25

Guardian drives ARR growth



- 30% CAGR for Guardian Connections over the last 3 years
- Annualised Recurring Revenue increase of 9% from 30 June 2023 to US\$14.6m
- Low churn results in growing accumulation of connections and high margin recurring revenue stream

Review of H1 2024 Performance

Balance Sheet

CASH POSITION
AT 31 DECEMBER 2023

US\$22.2M

WORKING CAPITAL
UNWIND H1 FY24

US\$12.1M

UNWIND
EXPECTED H2 FY24

US\$5-6M

FREE CASH OUTFLOW
H1 FY24*

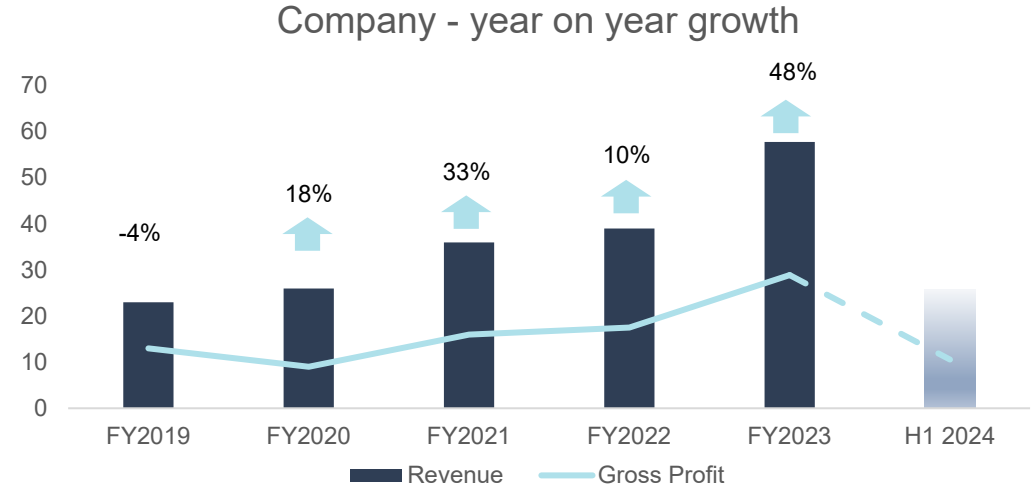
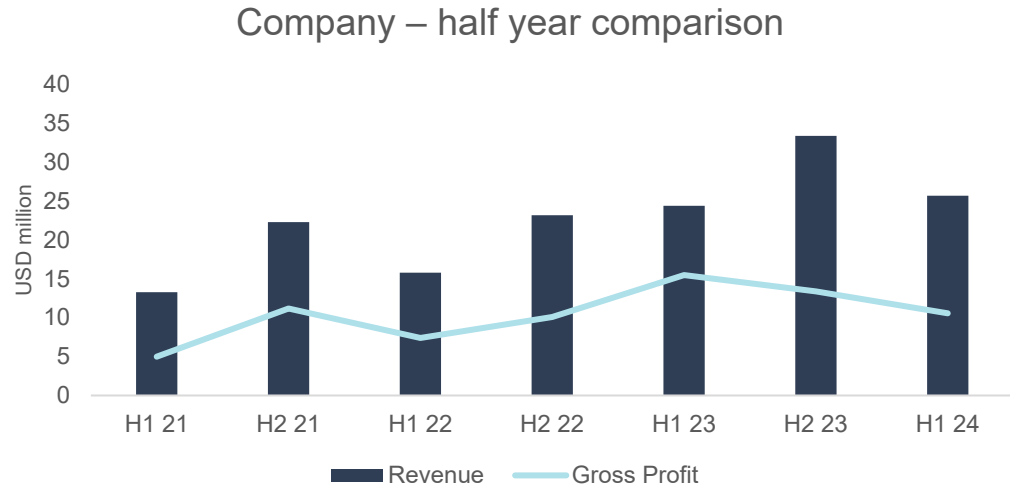
(US\$13.7M)

MONTHLY CASH BURN
H1 FY24*

(~US\$4.0M)

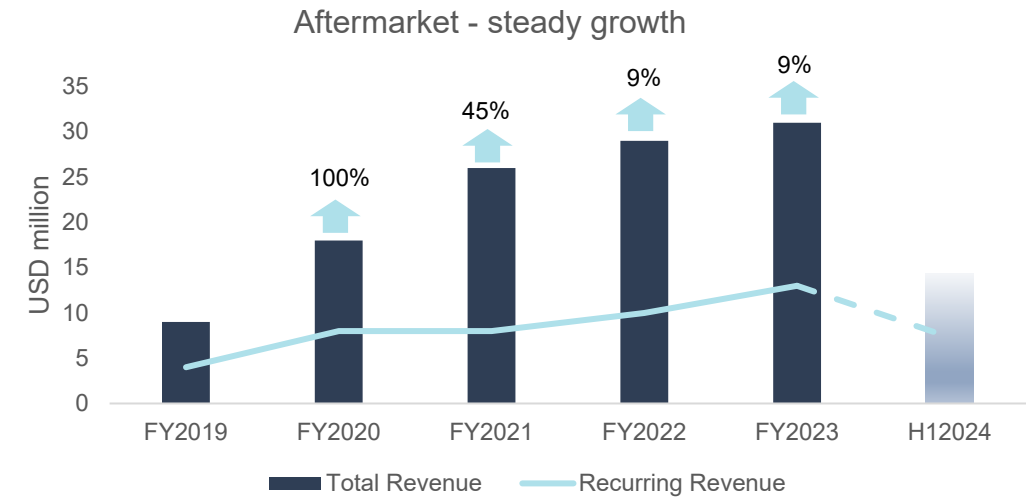
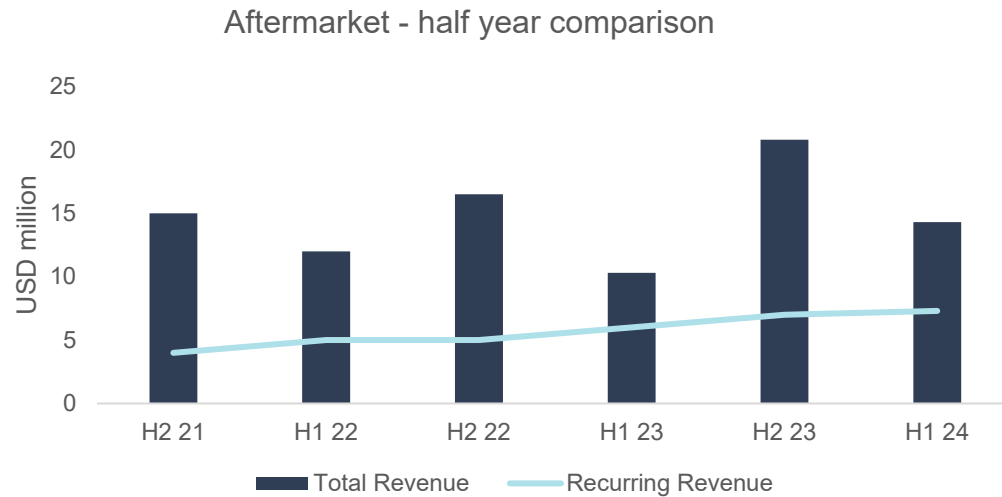
* Working capital build up in H2 FY23 of US\$16.6m largely related to the timing of Aftermarket Hardware inventory delivery schedules and sales.
Monthly cash burn H1 FY24 adjusted for working capital unwind. Working capital will continue to unwind in H2 FY24.

Financial Performance H1 FY2024



- Underlying revenue growth for H1 2024 of 28% for the same period last year (H1 2023)
- Gross profit reduced due to sales mix changes and reduced services margin compared to comparative period

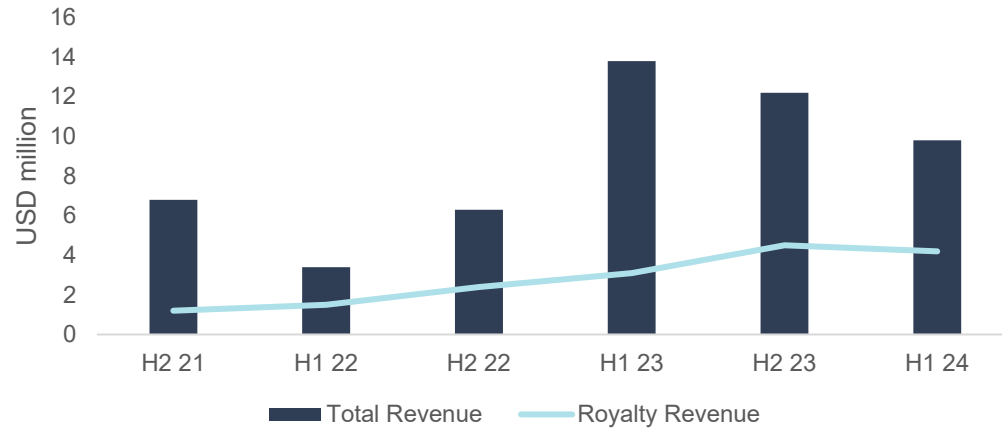
Aftermarket Revenue



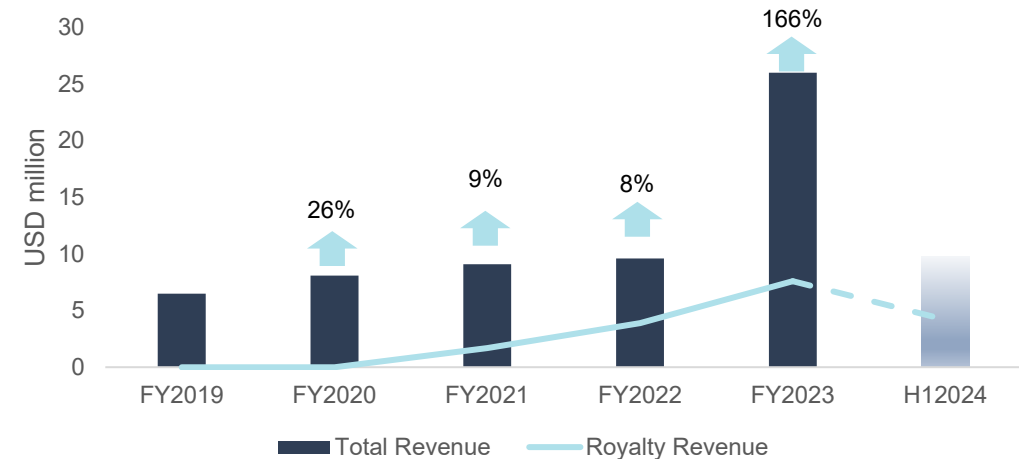
- Aftermarket revenue increased by 38% year on year to US\$14.3m with over 6,000 units of Guardian sold
- Annualised Recurring Revenue increase of 9% from 30 June 2023 to US\$14.5m
- Connected units increased 9% from 30 June 2023 to 56,896 units
- Aftermarket sales include upgrade units (no increase in connected units) due to phase out of 3G networks across Australia and New Zealand

Automotive Revenue

Automotive - half year comparison



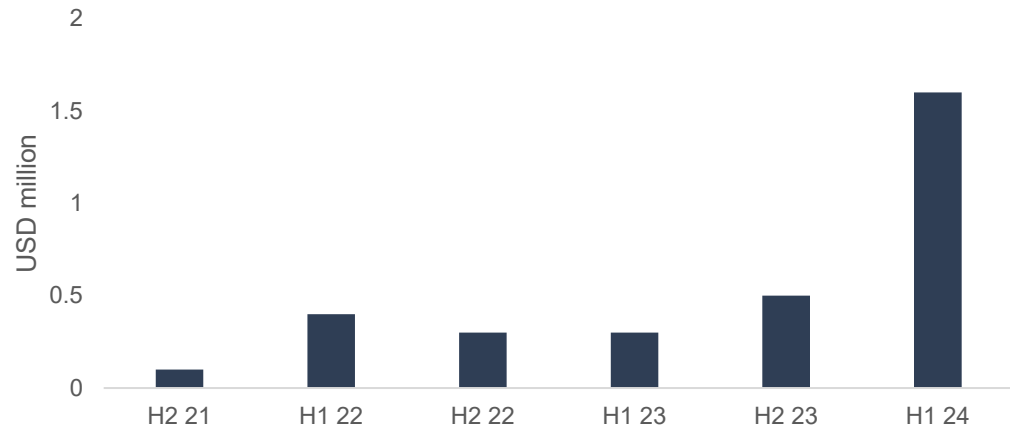
Automotive - regulation underpins growth



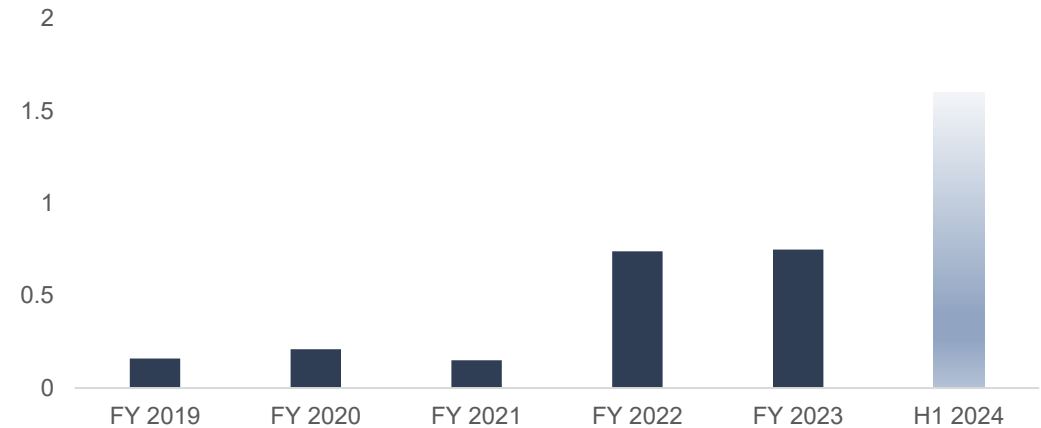
- Royalty revenue increased 35% on the comparative period to US\$4.2m
- Seeing Machines' largest program to date (German OEM, US\$82m) started production in Q3 FY2024
- Euro NCAP and EU's GSR will drive increased high-margin royalty revenue as July 2024 deadline approaches

Aviation Revenue

Aviation - half year comparison

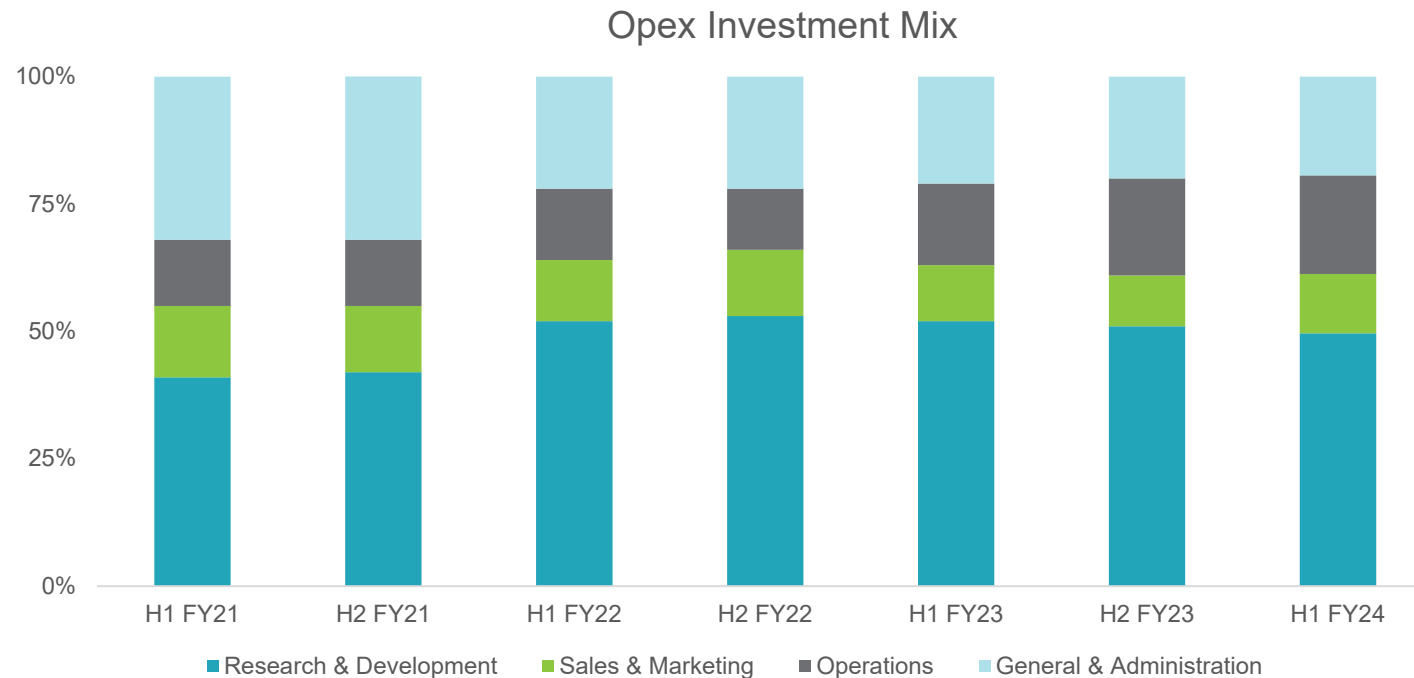


Aviation - demonstrated growth



- Record revenue for Aviation as development work commences for Collins contract with NRE and license fee revenue
- OEM economic model with lower volumes and higher ASP

Opex Investment



- Additional investment in research and development to resource Automotive and Guardian projects
- Flexible and lower cost development resources engaged to manage fluctuations in requirements
- Reduction in external resources commenced in Q2 FY24 and will continue through H2 FY24
- Investment in operations costs to create scalable infrastructure for development and monitoring activities
- Cost management activities in place for all functions

Research and development expenses include amounts capitalised

FY2024 Outlook

- Doubling of Automotive annual production units
- 25% increase in connected Guardian units
- Guardian Gen 3 launched, initial focus to support GSR compliance in Europe and Aftermarket across Europe/USA
- Aviation to contribute ~5% of FY24 revenue based on launch of Gen 1 of joint solution
- Reduction in monthly cash burn
- Cash flow break-even run rate expected during FY2025

Pre-submitted Q&A - themes

Financial Strength

- Cost management a key focus
- Cash position and runway
- Funded to cash flow break-even
- Cash flow break-even point in FY2025
- Share price remains a challenge
- AIM exchange for the near term, other options always considered
- Incentives and goals

Aftermarket, Guardian

- After Manufacture vs Enterprise (Aftermarket) sales process and customer profile (including uptake of services)
- Guardian Generation 3 – ramp up schedule and initial market focus
- Camera-based DMS required in 2026, impact on OEM / Operator decisions
- Competitive landscape

Aviation

- Progress with Collins Aerospace and the joint development of Aftermarket solution
- Simulator and training opportunity

APPENDIX

H1 2024 Results Summary

US\$000's	H1 2022	H2 2022	H1 2023	H2 2023	H1 2024
Revenue	15,814	23,185	24,383	33,405	25,734
Cost of goods	(8,416)	(13,076)	(8,901)	(19,971)	(15,161)
Gross profit	7,398	10,109	15,482	13,434	10,573
Operating costs	(17,125)	(17,751)	(19,264)	(20,740)	(24,660)
FX gains/losses & other income	88	1,004	1,861	(641)	(67)
EBITDA	(9,639)	(6,638)	(1,921)	(7,947)	(14,154)
Depreciation & amortisation	(307)	(1,740)	(1,944)	(2,029)	(3,135)
EBIT	(9,946)	(8,378)	(3,865)	(9,967)	(17,289)
Net interest	(15)	(31)	(507)	(1,372)	(2,396)
Withholding tax credits lost	(85)	(89)	(124)	(321)	(99)
Loss before tax	(10,046)	(8,498)	(4,496)	(11,669)	(19,784)
Tax benefit/(expense)	(82)	(58)	(123)	104	(18)
Loss after tax	(10,128)	(8,440)	(4,619)	(11,565)	(19,802)

Half Year Revenue by Business Unit

US\$000's	H1 2022	H2 2022	H1 2023	H2 2023	H1 2024
Aftermarket	11,982	16,499	10,346	20,735	14,321
Automotive	3,384	6,387	13,764	12,197	9,804
Aviation	448	206	272	473	1,609
Total Income	15,814	23,185	24,383	33,405	25,734

- Aftermarket and Aviation experiencing expected revenue growth.
- Automotive revenue impacted by sales mix changes.

Thank you