

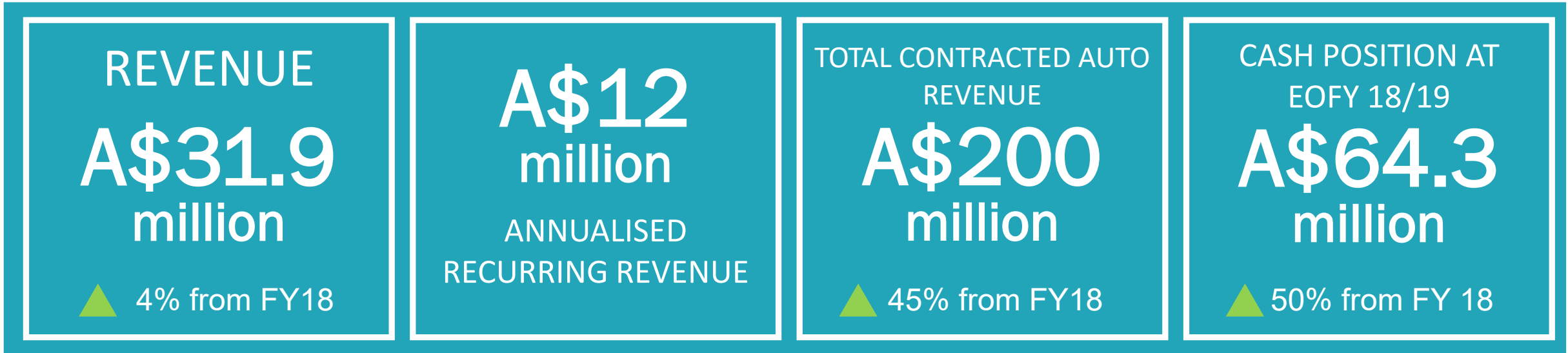


# FY 2019 Results Roadshow

Paul McGlone, CEO



# FINANCIAL HIGHLIGHTS



Growth in sales revenue, significant growth in ARR underpinned by substantial contracted revenue for existing automotive programs.

# OPERATIONAL HIGHLIGHTS



## AUTOMOTIVE

- **Two** new OEMs
  - Chinese OEM
  - Additional US OEM
- Expanded Automotive programs with existing OEM customers
  - North American OEM Gen 2
  - 2 x European OEM program expansions
- Working with a growing ecosystem of Tier 1s to deliver DMS technology to OEMs



## AVIATION

- **Crew Training System** launched to Aviation industry
- Royal Australian Airforce to install CTS into Full Mission Simulators
- L3 Harris to deliver Full Flight Simulator, with CTS, for major Australian Airline



## FLEET

- **4.9 million** distraction events
- **115,000** fatigue interventions this year
- **16,000** connected Guardian units
- Fields of Use expanded for Fleet following negotiation of extended Caterpillar Agreement

**2.9 BILLION KILOMETRES**  
naturalistic driving data collected



## INSURANCE

- Australia's leading truck insurer, **NTI partnership** to provide insurance policy benefits to Guardian customers
- Endorsement of Guardian technology to remove barriers for small to medium fleets
- In discussions to mirror in other jurisdictions

## STRATEGY SHIFT

- Strategic focus to **leverage Company's IP asset** to accelerate mass-market opportunities across existing transport sectors. Discussions continue with current customers.
- Improved **management controls** to improve productivity and reduce costs across the business.

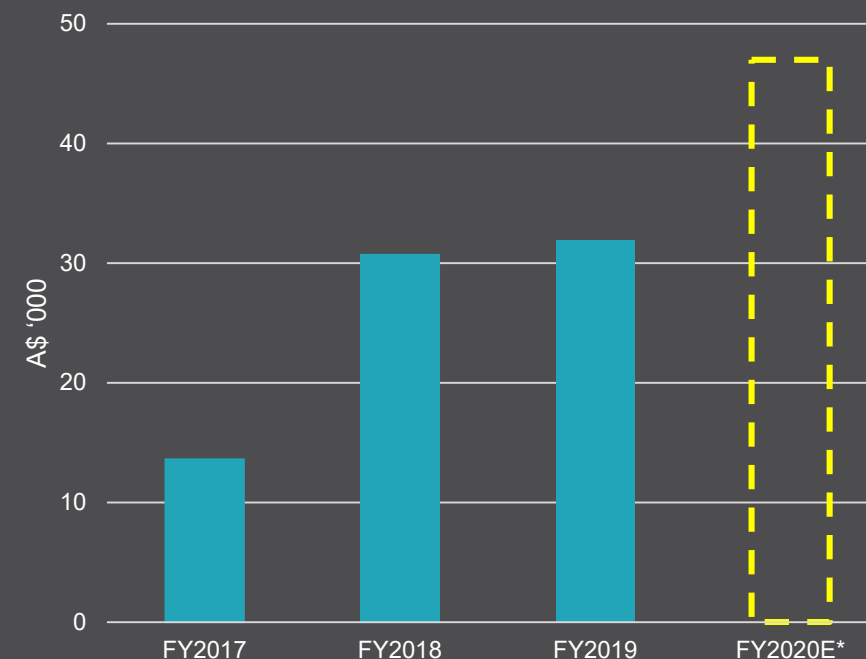
# TRADING UPDATE\*

## SALES REVENUE BY DIVISION

DIVISION	SALES REVENUE		
	FY2019 A\$'000	FY2018 A\$'000	Variance %
Automotive	9,416	8,084	16
Off-road	7,067	3,725	90
Fleet	13,714	17,218	(20)
Aviation	304	189	61
Scientific Advances	1,387	1,500	(8)
<b>SALES REVENUE</b>	<b>31,888</b>	<b>30,716</b>	<b>4</b>

- Overall increase of 4%
- Annualised Recurring Revenue of A\$12m at 30 June 2019
- Fleet revenue increased by over 200% from H1 (A\$4.2m) to H2 (A\$9.5m)

## YEAR ON YEAR SALES REVENUE



\*Expected figures in the range A\$45m to A\$50m

# SUMMARISED PROFIT & LOSS

	FY2019	FY2018
	A\$000	A\$000
Other income	263	243
Gain on foreign exchange	178	2,478
Finance income	778	456
Write off investment	39	(140)
<b>Expenses</b>		
Research & Development	(35,895)	(20,221)
Customer support and marketing	(9,007)	(9,851)
Occupancy and facilities	(2,965)	(6,438)
Corporate	(13,605)	(10,025)
Finance costs	(265)	(109)
Other	(4)	(4)
Loss before tax	(41,749)	(35,985)

# REAL-WORLD EXPERIENCE



## After market mining solution

- In field since 2008
- Licensed to Caterpillar Inc. in 2012 globally
- > 5,000 mining vehicles



## After market fleet solution

- In field since 2013
- >16,000 vehicles
- Across 24 countries



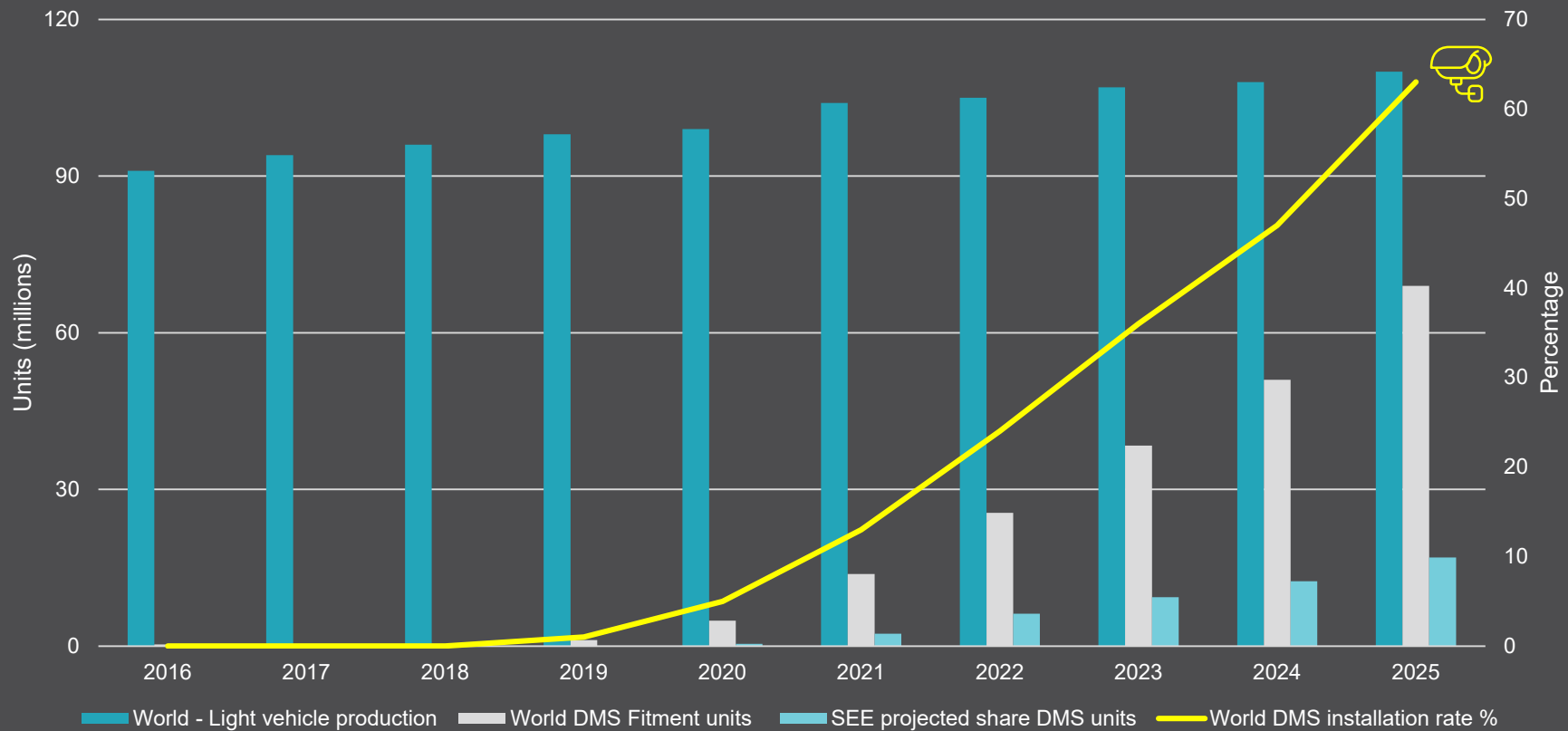
## First OEM program award 2014

- Automotive grade, production debut 2018
- 9 OEM Program awards
- Europe, North America, China



# DMS MARKET GROWTH

DMS market growth drives total addressable market for Seeing Machines



Source: Semicast Research (2019 edition)

Note: Company projected market share did not come from Semicast Research



# REGULATION

Industry wide adoption being driven by strong regulatory tailwinds

- Euro NCAP: “Roadmap 2025 – in pursuit of vision zero”
- European Commission: “Europe on the Move”
- National Transportation Safety Board in US investigates automated vehicle accidents
- Point to incentives for safety rating (5-star) ~ camera based DMS technology
- Multiple strategic workshops with major global OEMs to determine NCAP product strategy
- Growing insurance industry advocacy for driver monitoring





# FLEET



- 
- Business reset complete, new management in place
  - 16,000 installations as at 30 June 2019, monthly installation rates accelerating
  - NTI – Australian truck insurer with 40% market share – endorsed Guardian with launch of NTI-Seeing Machines proposal, currently generating significant new business opportunities
  - Insurance opportunities from other jurisdictions in play
  - Monitoring centre efficiencies continue to improve the profitability of Software as a Service (SaaS) model
  - Caterpillar Agreement extended for further 5 years, with reduced Fields of Use, opening up opportunities for Seeing Machines Fleet sales into more industries

# AVIATION



- 
- Crew Training System (CTS) launched to Aviation industry to increase training efficiencies for pilots across civil and defence aviation
  - Training efficiencies highly sought after across industry with Aviation air traffic, air fleet and requirement for pilots set to explode between
  - Royal Australian Air Force (RAAF) installing 2 x Mission Simulators with CTS
  - L3 Harris (simulator manufacturer) finalising installation of CTS for major Australian airline
  - Significant collaborations with Aviation giants globally, including Emirates, Fedex Express, L3 Harris, RAAF continue to build momentum

