

# 2019 Annual General Meeting Results

28 NOVEMBER 2019

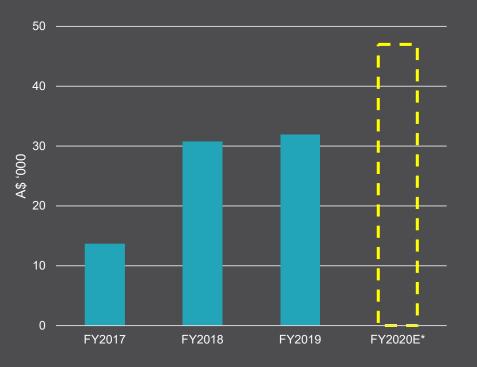
### SALES REVENUE

#### 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)
SALES REVENUE	31,888	30,716	4

- 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)

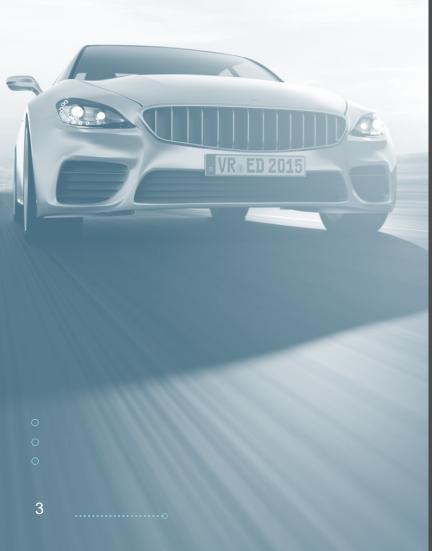
#### YEAR ON YEAR SALES REVENUE



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



### AUTOMOTIVE





- Six OEM tie-ups globally, nine ongoing program awards
- Approx. A\$200 million booked revenue to be recognised in 2019-2026 timeframe
- Strong pipeline of opportunities with additional OEMs across a range of vehicle classes
- Significant momentum continues with Euro NCAP and the European Commission – set to mandate driver monitoring technology from 2022 and 2024
- US National Transportation Safety Board recommends driver monitoring for self-driving test vehicles







- > 16,000 Guardian connections globally
- Regulatory driven demand set to increase demand globally
- Expanding channel with more than ten distributors and agents, now expanding to Europe
- Insurance industry endorsement set to increase demand and remove cost barriers
- Manufacturing costs of Guardian hardware reduced by over 20% to increase profits as mass production begins to meet ongoing global demand



## 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 increase significantly
- 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



#### SEEING MACHINES

### SUMMARY



Automotive established with close to 30% market share



Regulation driving demand already evident in Automotive and emerging in Fleet



FOVIO Chip complements software play, key to future development of Aviation and Fleet products



Cash conversion, profitable Annual Recurring Revenue, margin expansion



Focus on licensing - multiple use cases, high value ASP, long term recurring revenue opportunity



Strategy shift to leverage Intellectual Property asset across transport sectors to expedite mass-market deployment in strategic markets.

### Validated, scalable, world-leading human monitoring technology



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### Statement from the Chair

Ladies and Gentlemen,

I am Kate Hill and this is my first AGM as Chair of Seeing Machines and I am delighted to be here. I would like to introduce my fellow Directors, including Paul McGlone, our CEO and also welcome Susan Dalliston, our Company Secretary and Anthony Ewan from Ernst & Young, our auditors.

2019 has been another eventful year for Seeing Machines as the team continues to work hard to enhance safety across multiple transport sectors. I'd like to highlight a few key achievements throughout the year.

In Automotive, Seeing Machines announced its sixth OEM tie-up as well as three additional programs with existing OEM customers, taking the Company to nine ongoing programs across six manufacturers with a projected A\$200m in revenue to be received over the coming five to six years as these cars come off the production line.

On top of this success, we have seen significant momentum in Europe and the US, as Euro NCAP, The European Parliament and the National Transportation Safety Board in the US move to mandate a range of technologies to enhance safety, one of which is Driver Monitoring Technology. Seeing Machines is well placed to leverage that momentum and meet what we know will be accelerated and expanded demand for our technology.

Turning to Fleet, this business has been stabilised with good results in the second half of 2019, and I'm very pleased to report that we are in great shape to continue to meet the growing demand for our Guardian safety technology, our after-market solution transport and logistics industry. Our sales strategy is set, with a growing network of distribution partners in more jurisdictions, helping to expand the Guardian footprint and accelerate connections bringing recurring revenue in faster. Seeing Machines is working with insurance companies, who are beginning to endorse Guardian as a safety technology by providing insurance policy benefits to mutual customers and the Company has secured its first significant deal for the Guardian Backup driver Monitoring System to be installed in the fleet of one of the world's largest self-driving car companies.

More recently we announced cost-reduction of hardware in Guardian, which will see profits increase as we roll out mass production to meet ongoing demand for Guardian globally.

Aviation saw its first commercial collaborations with its Crew Training System being installed in two mission simulators for the Royal Australian Air Force and in a full flight simulator for a major Australian airline, in collaboration with L3 Harris. This part of the business continues to collaborate with some of the world's largest brands to understand the benefits of, and deploy eye-tracking technology across the aviation industry, including Emirates, Fedex Express and Alaska Airlines.

Paul McGlone, as CEO, has reset the Seeing Machines short- and long-term strategy and the Company is now looking at ways to bring forward mass-market opportunities across its transport sectors through IP licensing opportunities.

Under the leadership of a new CEO and Chair, management team roles have been redefined and new executives and Board members appointed, strong recruits bringing additional fortitude and experience to the team. I speak for the entire Board as I say we are in a strong position to grow the Company to reach its full potential across its transport sectors, improve safety with technology and ultimately return value to our shareholders.



### **PROXY RESULTS**

RESOLUTION	VOTE TYPE	VOTED	% OF VOTES
Election of Kate Hill	For	1,224,548,876	96.00
	Against	50,865,924	3.98
	Abstain	31,831	N/A
Re-election of Dr Rudolph (Rudy) Burger	For	1,274,770,461	99.95
	Against	644,339	0.05
	Abstain	31,831	N/A
Termination Benefits – Paul McGlone	For	880,107,892	69.00
	Against	394,914,773	30.96
	Abstain	423,966	0.03





# **THANK YOU**

