

Seeing Machines Limited (“Seeing Machines” or the “Company”)

8 August 2024

Q4 FY2024 Quarterly KPIs

Over 2.2 million cars on the road with Seeing Machines’ technology with quarterly production of 381,215 units, representing quarter on quarter growth of 22% across 7 Automotive production programs

Seeing Machines Limited (AIM: SEE, “**Seeing Machines**” or the “**Company**”), the advanced computer vision technology company that designs AI-powered operator monitoring systems to improve transport safety, publishes its quarterly Key Performance Indicators (“KPIs”) for the quarter ended 30 June 2024.

Q4 FY2024 KPI highlights:

- Cars on the road with Seeing Machines’ technology increased to 2,211,422 units, representing an increase of 104% from 12 months ago (Q4 FY2023: 1,086,176)
- Quarterly production of 381,215 units, up 22% from the previous quarter
- Monitored Guardian connections increased by 19% during the last 12 months to 62,010 units (Q4 FY2023: 51,975)

Automotive Production Volumes (production of new vehicles using Seeing Machines’ DMS technology):

	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024
Production FY2023 - 24	211,325	222,138	208,231	313,662	381,215
% Growth Qtr on Qtr	22%	5%	-6%	51%	22%
	Q4 FY2022	Q1 FY2023	Q2 FY2023	Q3 FY2023	Q4 FY2023
Production FY2022-23	105,390	112,077	141,747	173,802	211,325
% Growth Comparative	101%	98%	47%	80%	80%

Aftermarket (Guardian) (installed technology for commercial transport fleets and logistics organisations):

	Q4 FY2023	Q1 FY2024	Q2 FY2024	Q3 FY2024	Q4 FY2024
Monitored connections	51,975	54,140	56,896	59,706	62,010
% Growth Qtr on Qtr	6%	4%	5%	5%	4%
Units sold, yet to be connected	7,630	7,189	7,470	6,320	16,127

Seeing Machines **Automotive** production volumes in FY2024 were 1,125,246, a strong year-on-year increase of 76%. The Group’s technology is now installed in over 2.2 million vehicles.



In **Aftermarket**, monitored Guardian connections have increased by 19% over the last 12 months. Monitored connections at the end of June 2024 of 62,010 exclude Guardian units sold to customers for upgrades. Upgrade sales represented 991 units during Q4 FY2024. Units sold, yet to be connected, reflects the higher proportion of sales in May and June, consistent with previous years.

Following the new Agreement with Caterpillar, announced on 26 June 2024, and the up-front license payment of US\$16.5 million relating to Guardian technology, monitored Guardian connections presented from Q1 FY2025 will exclude Guardian units monitored by Caterpillar. Seeing Machines will define a revised metric at the next update, taking this change into account.

Paul McGlone, CEO of Seeing Machines, said: *“We have maintained growth of over 100% in the number of cars on road featuring our technology from 12 months ago, despite the quarter-on-quarter volatility experienced during the year. Regulations are now in place so we are confident that these figures will continue to grow for existing Automotive programs and as new programs start production.*

“Similarly in Aftermarket, the new regulation in Europe will require more commercial vehicle OEMs seek After Manufacture fitment for our Guardian technology, underpinned by successful homologation (regulatory approval) with our Northern Ireland customer, Wrightbus, as announced on 30 July 2024. With Guardian Generation 2 stock sold we are now focused on Guardian Generation 3, initially with European commercial vehicle OEMs, then all customer across existing markets in Europe, The Americas and Asia Pacific.”

The Company expects to issue its FY2024 Trading Update in August.

Enquiries:

Seeing Machines Limited **+61 2 6103 4700**
Paul McGlone – CEO
Sophie Nicoll – Corporate Communications

Stifel Nicolaus Europe Limited (Nominated Adviser and Broker) **+44 20 7710 7600**
Alex Price
Fred Walsh
Ben Good

Dentons Global Advisors (Media Enquiries) **+44 20 7664 5095**
James Styles
Jonathon Brill
seeingmachines@dentonsglobaladvisors.com

About Seeing Machines (AIM: SEE), a global company founded in 2000 and headquartered in Australia, is an industry leader in vision-based monitoring technology that enable machines to see, understand and assist people. Seeing Machines is revolutionizing global transport safety. Its technology portfolio of AI algorithms, embedded processing and optics, power products that need to deliver reliable real-time understanding of vehicle operators. The technology spans the critical measurement of where a driver is looking, through to classification of their cognitive state as it applies to accident risk. Reliable “driver state” measurement is the end-goal of Driver Monitoring Systems



(DMS) technology. Seeing Machines develops DMS technology to drive safety for Automotive, Commercial Fleet, Off-road and Aviation. The company has offices in Australia, USA, Europe and Asia, and supplies technology solutions and services to industry leaders in each market vertical.
www.seeingmachines.com