Record number of project wins to deliver revenue growth in FY17

Increased R&D & marketing drives prospects and growth
<table>
<thead>
<tr>
<th>FY2016 Financial Metrics</th>
<th></th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Sales</strong> $16.2m up $1.5m, <strong>10%</strong> increase</td>
<td><strong>Recurring revenue</strong> <em>55%</em> of sales, up from 38% at HY</td>
</tr>
<tr>
<td><strong>FY17 contracted &amp; recurring revenue</strong> $15.0m, up <strong>39%</strong> from $10.8m for FY16</td>
<td><strong>EBITDA</strong> $3.6m up <strong>140%</strong> from $1.5m</td>
</tr>
<tr>
<td><strong>R&amp;D</strong> $5.9m, up <strong>56%</strong> from $3.8m</td>
<td><strong>Marketing and business development expenses</strong> up <strong>11%</strong></td>
</tr>
<tr>
<td><strong>Positive operating cash flow</strong> $193k</td>
<td><strong>Prospects</strong> $400m, up <strong>100%</strong> from $200m</td>
</tr>
</tbody>
</table>

* Recurring revenue includes maintenance agreements & ongoing monthly sales to vehicle manufacturers and transit authorities
Key Drivers

- Increased investment in R&D and marketing intended to deliver double-digit revenue growth for DTI

- R&D and marketing investment up by over 47% on previous year

- Focus on rail sector and broader product offering across all sectors of Intelligent Transport Solutions

- Strategic expansion into rail passenger communications systems

- Result of R&D and marketing initiative is prospects up 100% in 12 months to $400 million

- Growing global demand for surveillance systems across all forms of public transport

- Five wins out of five in the UK demonstrates DTI’s technology strengths and market acceptance
First contract awarded by Alstom for the Sydney Northwest Rail Link

- $5.3 million value – 82% PCS, 18% surveillance

Investment in specialist equipment for software & hardware testing

- Significant savings in time and development costs

High-calibre development team

- 20 engineers build the PCS solution
Strong start to FY17 with contracted and expected revenue at $15.0 million, up 39% from $10.8 million for FY16

Awarded $5.3 million Alstom contract
- 22 new trains for the Sydney Northwest Rail Link

Awarded $3.4 million Dallas contract
- 48 light rail vehicles for Dallas Area Rapid Transit
- Options for an additional 115 light rail vehicles valued at $8.2 million

Awarded $1.5 million London Underground contract
- 106 trains for the Northern Line

Awarded $220,000 Cape Town Police contract for 27 police vehicles
- Options for 300 plus a further 600 police cars

Record number of new contracts secured
- Sydney, Dallas, London underground, Philadelphia, Cape Town Police, Dallas, Irish Rail, MerseyRail, Wright Bus
# Financial Performance Highlights

<table>
<thead>
<tr>
<th></th>
<th>FY2015</th>
<th>FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td>Sales</td>
<td>14.71</td>
<td>16.22</td>
</tr>
<tr>
<td>Other income</td>
<td>1.34</td>
<td>3.58</td>
</tr>
<tr>
<td>Cost of goods sold</td>
<td>(7.00)</td>
<td>(7.46)</td>
</tr>
<tr>
<td>Employee benefits expense</td>
<td>(4.82)</td>
<td>(4.66)</td>
</tr>
<tr>
<td>Depreciation &amp; amortisation</td>
<td>(0.88)</td>
<td>(1.06)</td>
</tr>
<tr>
<td>Admin expenses</td>
<td>(0.99)</td>
<td>(1.73)</td>
</tr>
<tr>
<td>Marketing expenses</td>
<td>(1.03)</td>
<td>(1.14)</td>
</tr>
<tr>
<td>Other expenses</td>
<td>(0.63)</td>
<td>(1.04)</td>
</tr>
<tr>
<td>Profit before tax</td>
<td>0.69</td>
<td>2.72</td>
</tr>
<tr>
<td>Tax expense</td>
<td>0.58</td>
<td>2.68</td>
</tr>
<tr>
<td>Profit after tax</td>
<td>0.11</td>
<td>0.03</td>
</tr>
<tr>
<td>EBITDA</td>
<td>1.53</td>
<td>3.64</td>
</tr>
</tbody>
</table>

- Growth in Americas sales.
- Increased R&D grant income due to increased R&D expenditure.
- 1.6% improvement in gross margin.
- Sales increase with minimal increase in employee expense.
- Increased amortisation of certain R&D projects now in revenue generating stage.
- Full year as a listed company. Higher professional fees due to increased, tenders, contracts and R&D claims.
- Increased marketing efforts. Significant increase to identified prospects and tenders.
- Increased international travel to broaden market coverage. Gearing up for planned business expansion.
- 2.93 times increase in profit before tax.
- Tax effect of R&D incentives.
- $2.1 million increase in EBITDA.
Balance Sheet

<table>
<thead>
<tr>
<th>$m</th>
<th>FY2015</th>
<th>FY2016</th>
</tr>
</thead>
<tbody>
<tr>
<td><strong>Current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Cash and cash equivalents</td>
<td>3.84</td>
<td>0.63</td>
</tr>
<tr>
<td>Other financial assets</td>
<td>0.40</td>
<td>0.00</td>
</tr>
<tr>
<td>Trade and other receivables</td>
<td>6.31</td>
<td>8.66</td>
</tr>
<tr>
<td>Inventories</td>
<td>4.61</td>
<td>5.84</td>
</tr>
<tr>
<td>Other current assets</td>
<td>0.13</td>
<td>0.13</td>
</tr>
<tr>
<td><strong>Total current assets</strong></td>
<td>15.29</td>
<td>15.27</td>
</tr>
<tr>
<td><strong>Non-current Assets</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Plant and equipment</td>
<td>0.57</td>
<td>1.09</td>
</tr>
<tr>
<td>Intangible assets</td>
<td>2.52</td>
<td>4.37</td>
</tr>
<tr>
<td>Other receivables</td>
<td>0.53</td>
<td>0.39</td>
</tr>
<tr>
<td><strong>Total non-current assets</strong></td>
<td>3.62</td>
<td>5.85</td>
</tr>
<tr>
<td><strong>Total assets</strong></td>
<td>18.91</td>
<td>21.12</td>
</tr>
<tr>
<td><strong>Current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Trade and other payables</td>
<td>3.72</td>
<td>4.02</td>
</tr>
<tr>
<td>Borrowings</td>
<td>0.02</td>
<td>0.19</td>
</tr>
<tr>
<td>Provisions</td>
<td>0.51</td>
<td>0.86</td>
</tr>
<tr>
<td><strong>Total current liabilities</strong></td>
<td>3.74</td>
<td>5.06</td>
</tr>
<tr>
<td><strong>Non-current Liabilities</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Borrowings</td>
<td>0.05</td>
<td>0.31</td>
</tr>
<tr>
<td>Provisions</td>
<td>0.07</td>
<td>0.03</td>
</tr>
<tr>
<td>Deferred tax liabilities</td>
<td>0.38</td>
<td>1.02</td>
</tr>
<tr>
<td><strong>Total non-current liabilities</strong></td>
<td>0.50</td>
<td>1.36</td>
</tr>
<tr>
<td><strong>Total liabilities</strong></td>
<td>4.24</td>
<td>6.42</td>
</tr>
<tr>
<td><strong>NET ASSETS</strong></td>
<td>14.68</td>
<td>14.69</td>
</tr>
<tr>
<td><strong>Equity</strong></td>
<td></td>
<td></td>
</tr>
<tr>
<td>Contributed equity</td>
<td>13.72</td>
<td>13.72</td>
</tr>
<tr>
<td>Reserves</td>
<td>(0.08)</td>
<td>(0.09)</td>
</tr>
<tr>
<td>Accumulated profits</td>
<td>1.03</td>
<td>1.06</td>
</tr>
<tr>
<td><strong>Total equity</strong></td>
<td>14.68</td>
<td>14.69</td>
</tr>
</tbody>
</table>
Positive operating cash flow
- $0.19 million, tax payment of $0.22 million

Purchased $0.85 million plant and equipment
- Including specialist equipment for software and hardware testing

Capitalised $3.4 million expenditure on R&D
- Enhance existing intellectual property and the commencement of the new rail PCS

Bank Facilities strengthened
- Increased overdraft facility
- Asset purchase facility
- Increased guarantees & bonding facility
Identified Prospects – $400 million

**Region**

- Australasia: 57% ($227m)
- EMEA: 30% ($121m)
- Americas: 13% ($52m)

**Sector**

- Rail: 76% ($303m)
- Bus: 21% ($85m)
- Other: 3% ($12m)

**Note:**
Factors influencing decisions on prospects proceeding and timing of delivery are unknown and outside the control of DTI. However, DTI is well positioned with a number of these prospects.
Building a strong base for future growth

Year-on-year Prospect Growth

<table>
<thead>
<tr>
<th>Year</th>
<th>Total</th>
<th>Rail</th>
<th>Bus</th>
<th>Other</th>
<th>Growth</th>
</tr>
</thead>
<tbody>
<tr>
<td>30.6.15</td>
<td></td>
<td>150</td>
<td>50</td>
<td>0</td>
<td>48%</td>
</tr>
<tr>
<td>30.6.16</td>
<td></td>
<td>300</td>
<td>120</td>
<td>80</td>
<td>126%</td>
</tr>
</tbody>
</table>

$m
Record Number of key project wins in FY2016

- **Cape Town**
  - 27 Police cars with surveillance and ANPR
  - Options for further 900

- **Dallas**
  - 48 trains with surveillance
  - Options for further 115

- **Brisbane**
  - 137 buses with surveillance

- **Mersey Rail**
  - 8 trains with automatic passenger counting

- **Irish Rail**
  - 168 rail cars with surveillance

- **Wright Bus**
  - 80 buses with surveillance

- **Alstom London Underground**
  - 106 trains with surveillance

- **Utrecht**
  - Trams with surveillance

- **Irish Rail**
  - 168 rail cars with surveillance

- **Philadelphia**
  - 231 trains with surveillance

- **France Framework Agreement**
  - 172 potential operators with surveillance

- **Cape Town**
  - 27 Police cars with surveillance and ANPR
  - Options for further 900

- **Marseille**
  - 36 trains with surveillance and PCS

- **Alstom Sydney**
  - 22 trains with surveillance & PCS

- **Brisbane**
  - 137 buses with surveillance
Sales of $6.46 million, up 66% from $3.89 million in prior period

Contract awarded for Dallas Area Rapid Transit
- 48 light rail vehicles worth $3.4m. Options worth $8.2m
- 531 firms requested tenders, 4 submitted, only DTI compliant

DTI’s surveillance solution specified in a bus procurement tender issued by SEPTA (South Eastern Pennsylvania Transport Authority) in Philadelphia
- Procurement tender involves manufacture of 525 new buses over a five-year period. Now commenced
- Similar deal to the surveillance solution which DTI won in July 2014 for 454 new buses over a five-year period for San Francisco MTA. Now commenced

DTI’s surveillance solution, specified for SEPTA’s next procurement of 44 Silverliner rail cars

Appointed an additional business development and marketing consultant for large rail projects
Sales of $8.34 million, up from $7.88 million in prior period
Maintained strong market position with sales to wide range of customers
Signed a key $5.3 million contract with Alstom for 22 driverless trains for Sydney to provide:
- an advanced digital video surveillance system with 24 internal and 2 forward-facing high-definition IP rail rated cameras
- an IP-based audio communications system comprising public address with hearing aid loops, plus an automated voice announcement system and passenger emergency intercom
- external LED driven destination indication signs, 48" wide-screen LCD route displays, and internal passenger information displays
- a driver display screen which provides status information which also provides low latency live views from all cameras in the train plus a second 6 car coupled train
- deliveries to commence first half FY2017 for a two-year period

Bus and rail contracts in Perth, Brisbane, Sydney, Melbourne and Adelaide
Sales of $1.42 million, down from $2.93 million due to delay in contract awards

United Kingdom, Merseyrail. Advanced automatic passenger counting on trains in the Liverpool area

United Kingdom, London Underground. 106 trains to be fitted with surveillance on the Northern Line with Alstom

France, AGIP
- DTI’s French partner awarded a five-year agreement to supply surveillance systems for AGIR – an association of 172 independent transport providers in France. First order received from City of Niort
- Order from Marseilles Metro for 36 passenger communication systems to outfit all of the Marseille Metro trains which follows order in 2014 for surveillance systems

Holland, Stadler. Trial order from VisiOn ISP to supply surveillance systems

Ireland, Irish Rail. 168 rail cars to be fitted with surveillance

Northern Ireland, Wright Bus. 80 new buses for Dublin

South Africa, Cape Town Police. 27 Police cars with surveillance and ANPR and options for 900 cars
Key Strengths

- Strong market position and capability
- Exposure to attractive high-growth mobile security market and passenger communications systems
- Growing recurring revenue stream
- Scalable business model
- Strong customer relationships
- Strong business partners
- Global terrorism driving increasing customer demand
- Cash at bank, minimal debt and undrawn facilities
Outlook

- **New recurring revenue projects building on existing recurring revenue**
  - Siemens (up to 13 years with options)
  - NewFlyer for San Francisco MTA (5 years)
  - Specified in tender for SEPTA Buses (5 years)

- **Successful rail strategy now poised to deliver returns**
  - Rail lead times long but high value projects
  - High value Passenger Communication System added to DTI product range

- **Outlook for DTI in core markets remains strong**
  - Prospects valued at $400 million
  - Significant opportunities across rail, bus and law enforcement vehicles

- **Continued investment in R&D**
  - Maintain market leading suite of technology offerings

- **Currently undertaking 11 trials in various cities worldwide**
  - Including United States, Sweden, France, Australia and Poland which are expected to lead to adoption of DTI solutions
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