



ASX Announcement | 25 November 2025

**DTI Group Limited (ASX:DTI)**

**AGM Chairman's Address and CEO Presentation**

**DTI Group Limited (ASX:DTI)** ("DTI" or the "Company") is pleased to present a copy of the Chairman's Address and CEO Presentation to be made at today's Annual General Meeting of the Company commencing at 1:30pm AEDT.

**-ENDS-**

This announcement has been authorised for release by the Company Secretary.

**For further information, please contact:**

**DTI Group Limited (ASX:DTI)**  
**Mr. Matt Strack**  
Chief Executive Officer  
+61 447 007 505



2025

Annual General Meeting



# Chairman's address

Good afternoon shareholders, fellow directors, and members of the DTI team.

Thank you for joining us today and for your continued support of DTI Group. It is my privilege to present the Chairman's Address for the 2025 financial year—a year marked by renewed momentum in our sales pipeline and strengthening engagement with customers in each of our key markets.

## **A Year of Strengthening and Repositioning**

FY25 has been an important year for DTI. While the business continues to operate within a complex and competitive global environment, we have made meaningful strides in strengthening our foundations and further positioning our business for sustainable growth.

The Board would like to acknowledge and thank our shareholders for the strong participation in our fully underwritten \$2.69 million entitlement offer. Your support reflects confidence in the company's direction and long-term potential. The funds raised have strengthened our balance sheet, enabling us to continue executing on our growth strategy and supporting key project commitments.

## **Delivering on Major Projects**

A standout achievement this year was the award and commencement of the \$4 million contract with Adelaide Metro Operations Pty Ltd to upgrade the CCTV and passenger information systems on the Citadis and Flexity tram fleets.

We made excellent progress, including multiple hardware deliveries and the successful first-of-type installation on a Flexity tram. This multi-year project, continuing through to February 2027, highlights not only our technical capability but also our ability to deliver successfully on complex retrofit programs for major operators—a core DTI strength.

## **Expanding Global Partnerships and International Reach**

FY25 also marked a significant advance in our international strategy. The signing of a global Master Framework Agreement with Siemens Mobility GmbH positions DTI to participate in Siemens-led projects around the world

under standardised purchasing conditions. This agreement is a powerful endorsement of our technology, reliability, and delivery capabilities.

Under this framework, we have already secured our first project: providing event recording systems for high-speed trains in the United States. We also continued to expand our global footprint through strong engagement with major partners such as Alstom, Gibela, CAF, and Medellín Metro—reflecting the confidence that world-leading rail manufacturers and operators place in DTI's systems.

The June quarter alone saw over \$2 million in new orders across multiple markets, reinforcing the traction our solutions are gaining internationally.

### **Innovation That Enhances Customer Outcomes**

Innovation remains central to DTI's value proposition. Throughout FY25, we continued to develop DTI Central, our flagship back-office platform, introducing new capabilities including a video wall for live camera feeds and enhanced automated reporting. These features provide operators with critical real-time insight and improved incident response capability—requirements increasingly essential for modern transit operations.

These enhancements underscore our long-standing commitment to safety, operational efficiency, and actionable data insights, reflecting our focus on delivering solutions that improve customer outcomes today while building platforms for future growth.

### **Our People**

None of these achievements would be possible without the dedication, skill, and professionalism of our people. Across engineering, operations, business development, and support teams, our employees continue to demonstrate a deep commitment to excellence and customer service. Their contribution is central to DTI's reputation and continued success.

On behalf of the Board, I extend our sincere gratitude for their ongoing efforts.

## Positioned for Sustainable Growth

In summary, FY25 has been a year of strategic progress and positive momentum. We have:

- Strengthened our balance sheet through a successful capital raising;
- Delivered key milestones on a flagship Australian infrastructure project;
- Secured a global framework agreement with Siemens Mobility, along with associated new project wins;
- Achieved strong order activity across Australia, Europe, North America, and Asia; and
- Advanced our software and technology platform to support long-term customer value.

Combined with a robust and growing pipeline of opportunities, these achievements place DTI in a strong position to drive sustainable growth into FY26 and beyond.

On behalf of the Board, I thank our shareholders for your ongoing support and confidence. We look forward to continuing our work to deliver value for you, our customers, and our partners.

**Greg Purdy**

***Non-Executive Chairman***



**The Transport Technology Experts**

**AGM Presentation  
CEO Matthew Strack  
25 November 2025**

# DTI Group is a transport technology platform provider



***DTI Group Ltd (ASX: DTI) supports the global transport industry through the engineering, development, delivery and support of world leading telematics, surveillance, video analytics and passenger information systems technology and services***

**Our customers include transit agencies, vehicle operators, vehicle manufacturers, emergency services providers and law enforcement agencies.**



 **OVER 100** CUSTOMERS ACROSS THE GLOBE

 **OVER 20,000** VEHICLES WITH DTI CCTV

 **OVER 300,000** HOURS OF FOOTAGE CAPTURED DAILY

## FY25 in review

- ✔ Awarded contract in excess of \$4.1M to replace the CCTV and passenger information systems on all trams in Adelaide. Completed the first two hardware deliveries and the First of Type installation on the Flexity class tram.
- ✔ Entered into master framework agreement with Siemens Mobility GmbH and awarded first contract under this agreement to provide the event recording system on new high-speed trains in the US.
- ✔ Continued investment in our flagship software, my-dti, with the development of new features such as a video wall and automated scheduled reports.
- ✔ Completed fully underwritten entitlement offer raising \$2.69m before costs to support our growth initiatives.



## FY26 first quarter

- ✓ Recommended direct operations in the UK and awarded first contract
- ✓ Contract award: awarded \$2.1M contract to replace the event recorders on all Rio Tinto driverless locomotives in the Pilbara region of Western Australia
- ✓ Signed master framework agreement with CAF and entered into first two contracts for CCTV systems on new trains in the UK and Columbia.
- ✓ Received contract variation to install people counting system on all new Volgren built buses for the Western Australian Public Transport Authority.
- ✓ Successfully achieved recertification to the IRIS rail quality management standard



## Profit & Loss

	FY25 (M\$ AUD)	FY24 (M\$ AUD)
Revenue	8.6	7.7
Cost of sales	-5.1	-4.7
Operational overheads	-2.0	-2.5
Gross margin	1.5	0.4
Impairment costs	-0.1	-0.1
Other income	0	0
Other expenses	0	0
Exchange differences	0	0
Corporate overheads	-2.0	-2.1
<b>EBITDA</b>	<b>-0.7</b>	<b>-1.8</b>
Depreciation/amortisation	-0.6	-0.5
<b>EBIT</b>	<b>-1.3</b>	<b>-2.3</b>
Net interest	-0.4	-0.2
Net loss before tax	-1.7	-2.5
Tax expense	0	0
<b>Net loss after tax</b>	<b>-2.5</b>	<b>-2.5</b>
Gross margin %	17%	5%
Overheads/revenue	-46.5%	-59.7%
EBITDA margin %	-8.1%	-23.4%



## FY26 priorities

- **Expansion into adjacent verticals: Further penetrate the Australian truck market via our telematics and CCTV solution – Senti-ai.**
- **Expanded pantograph trials: Trial commencing of DTI's pantograph product with operators in the UK and France.**
- **Implementation of overseas growth strategy: Execution of international growth strategy by DTI EMEA targeting the UK and western European markets, re-engagement of US market and set up of a new contract manufacturer in the US.**
- **Deliver on existing contracts: Ensure current projects such as Torrens Connect Adelaide Trams CCTV and passenger information system and the Rio Tinto ruggedized NVR project are delivered to plan.**
- **Expansion in the Australian market: Grow the Australian bus segment through expansion of offerings to existing customers.**





# Appendix

# DTI Group operations



## Providing surveillance

- Through multiple types of installed cameras
- Covering all areas in and around vehicles
- Images are captured by the on board digital video server
- On board and offline analysis

## Informing passengers

- Passengers are engaged & informed
- Electronic destination & passenger information displays
- Passenger emergency alarms

## Generating analytics

- Provide actionable insights into fleet operators
- Accurate passenger counting
- Licence plate data capture
- Tollway enforcements

## Supporting with managed services

- DTI staff support customers to achieve their business objectives
- Dedicated on-site support options
- Remote support options

# Technology meeting the needs of clients and their customers



## Providing surveillance

### Companies need:

- To meet 'duty of care' requirements for staff and passengers
- To monitor for a range of events, criminal activities and equipment failure



## Informing passengers

### Passengers need:

- To understand delays and their impacts
- Guidance on when their stop will be reached
- Reliable contact points in times of emergency



## Generating analytics

### Companies need:

- To accurately measure and track patronage levels over each day
- Timetables that efficiently meet peaks and troughs
- Successful rolling stock investment strategies



## Supporting with managed services

### Companies need:

- Cost effective monitoring and telematics solutions
- To maximise the reliability of their monitoring and telematics systems

# DTI Group growth strategy



## Upselling existing customers

**Leveraging existing customer base by increasing passenger information system adoption and upgrading to digital surveillance services**



## Expand in new markets

**Develop strategic relationships with partners to expand into new territories such as India and additional states in the U.S.A.**

**Enter into new verticals with initial focus on resource recovery trucks**



## Growth through integrators

**Develop strategic relationships with system integrators to bring DTI into bids which we would not have the capability to deliver on our own**



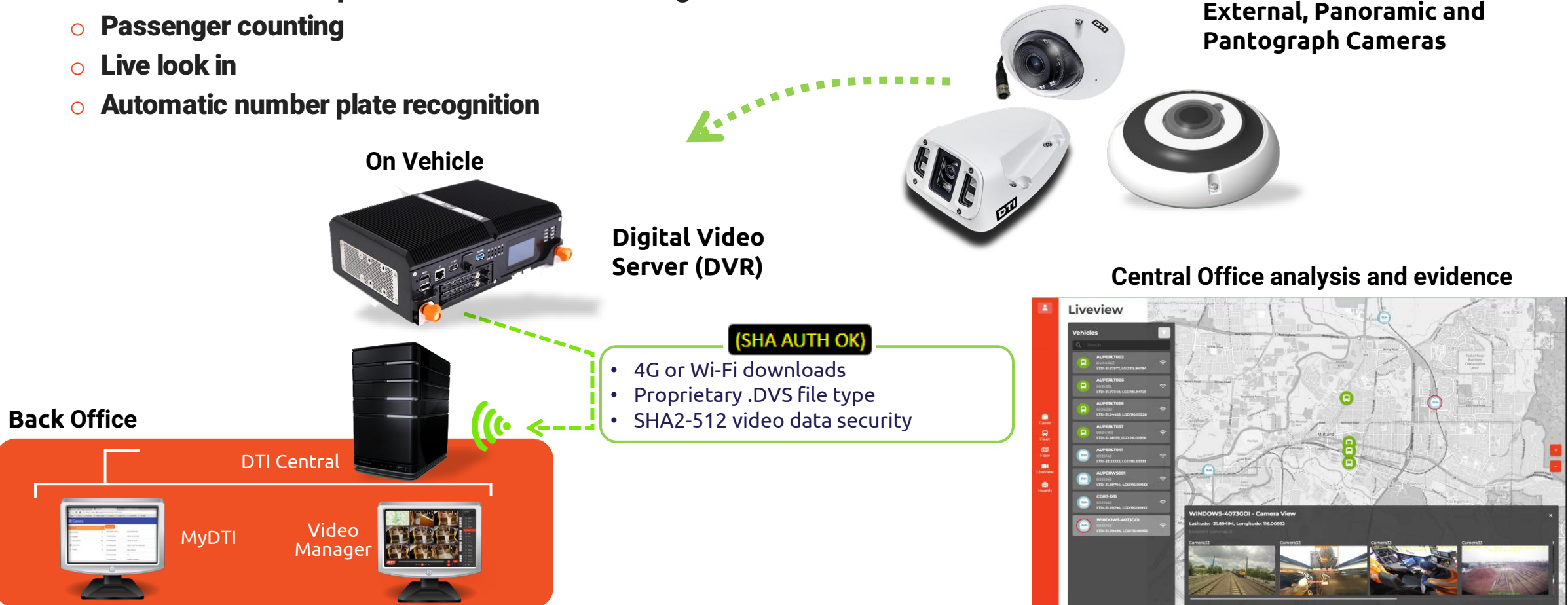
## Analytics/Managed Services

**Successfully complete trials of pantograph overhead line monitoring solution in Europe leading to both new project sales and ongoing recurring licensing**

# A state-of-the-art surveillance system

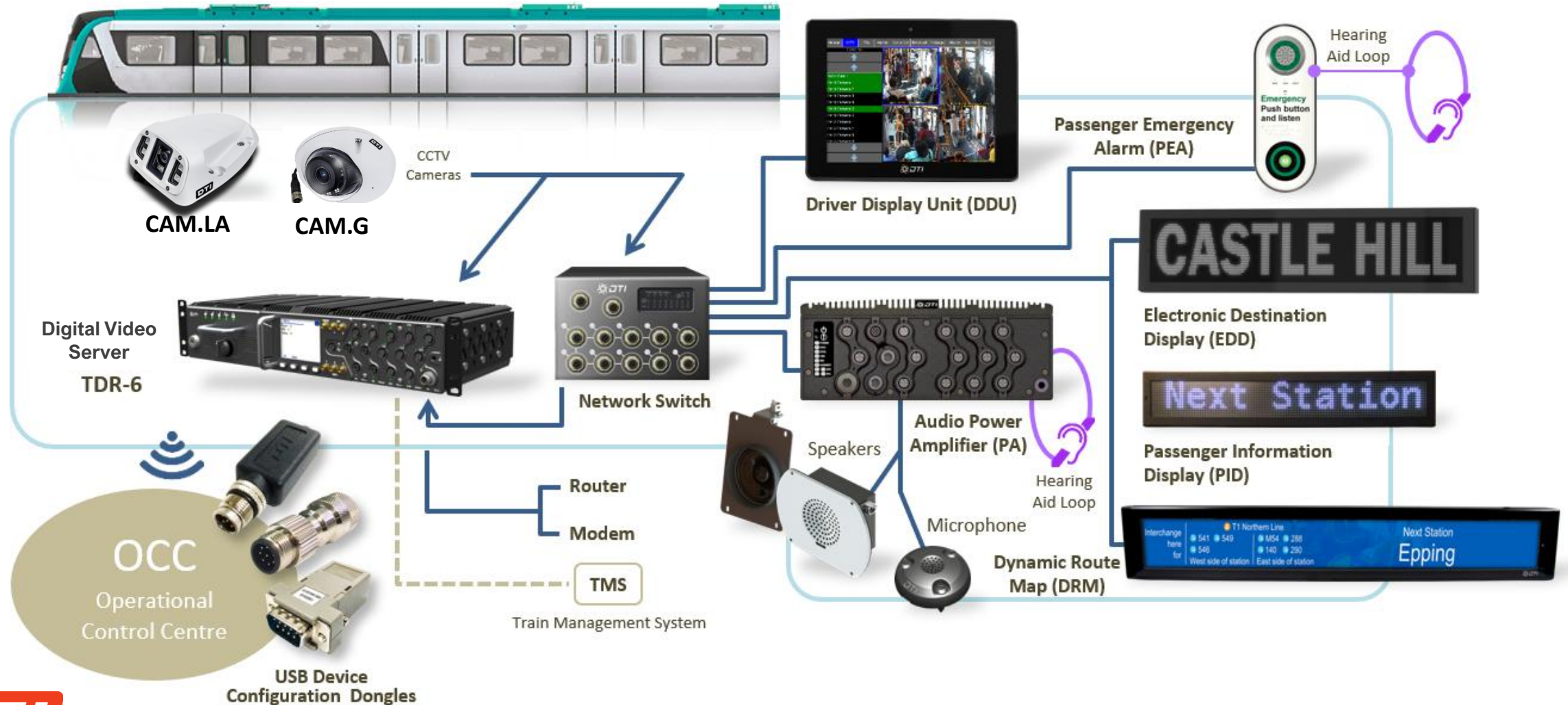
- DTI's state of the art surveillance system enables operators to capture all areas in and around vehicles.
- Features can include:
  - Automatic event capture such as harsh breaking or duress alarm activation
  - Passenger counting
  - Live look in
  - Automatic number plate recognition

Variety of Saloon, External, Panoramic and Pantograph Cameras



# A passenger information system

DTI keeps passengers safe, engaged and informed



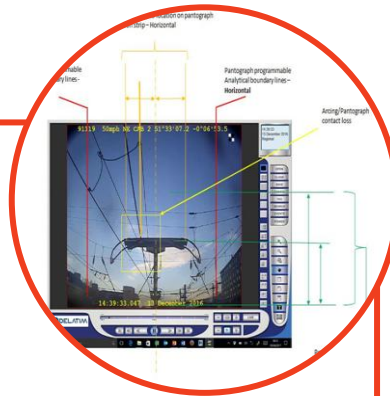
# Pantograph video analytics

**DTI have developed the OHCAM video analytics system for use on electric trains and trams which utilise overhead wire infrastructure. DTI's patented technology saves countless hours of manual inspection time by automating the inspection process using video analysis.**

**The software uses deep learning artificial intelligence technology (developed in-house by DTI) to detect and measure the position of the overhead line on the pantograph, in real-time.**

**This technology has the potential to save the operators millions of dollars in repair costs and avoidance of performance penalties.**

## Height and stagger breaches



**The solution provides programmable limits and working tolerances, delivering accurate alarm event data for processing at the central server.**

## Automated arcing detection

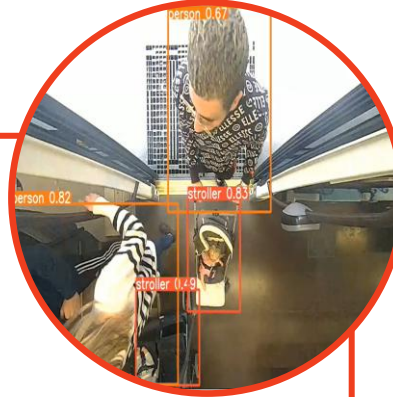


**Real time detection of excessive arcing is a part of the OHCAM software modules. The system detects unusual arcing and sparking events which assists with condition monitoring of the pantograph carbon and overhead line geometry.**

# Industry leading analytics solutions

**DTI clients obtain actionable insights into their operations**

## Passenger Counting

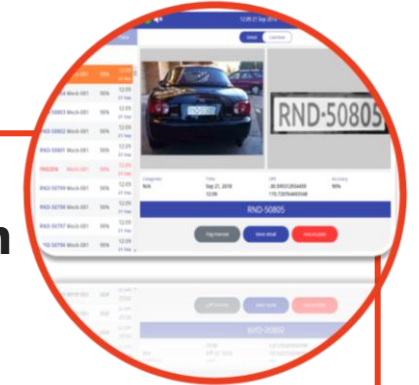


**DTI systems can count passengers with an accuracy greater than 98% and all data is remotely accessible.**

**Optional Artificial Intelligence is also used to provide additional features such as wheelchair, bicycle and baby stroller counting.**

**Individual counting data is collected, the vehicle occupancy calculated on-board and sent to the central server for detailed analysis and passenger flow trending.**

## Auto number plate recognition (ANPR) database module



**Forward facing cameras capture clear video and vehicle license plate data, using our ANPR module.**

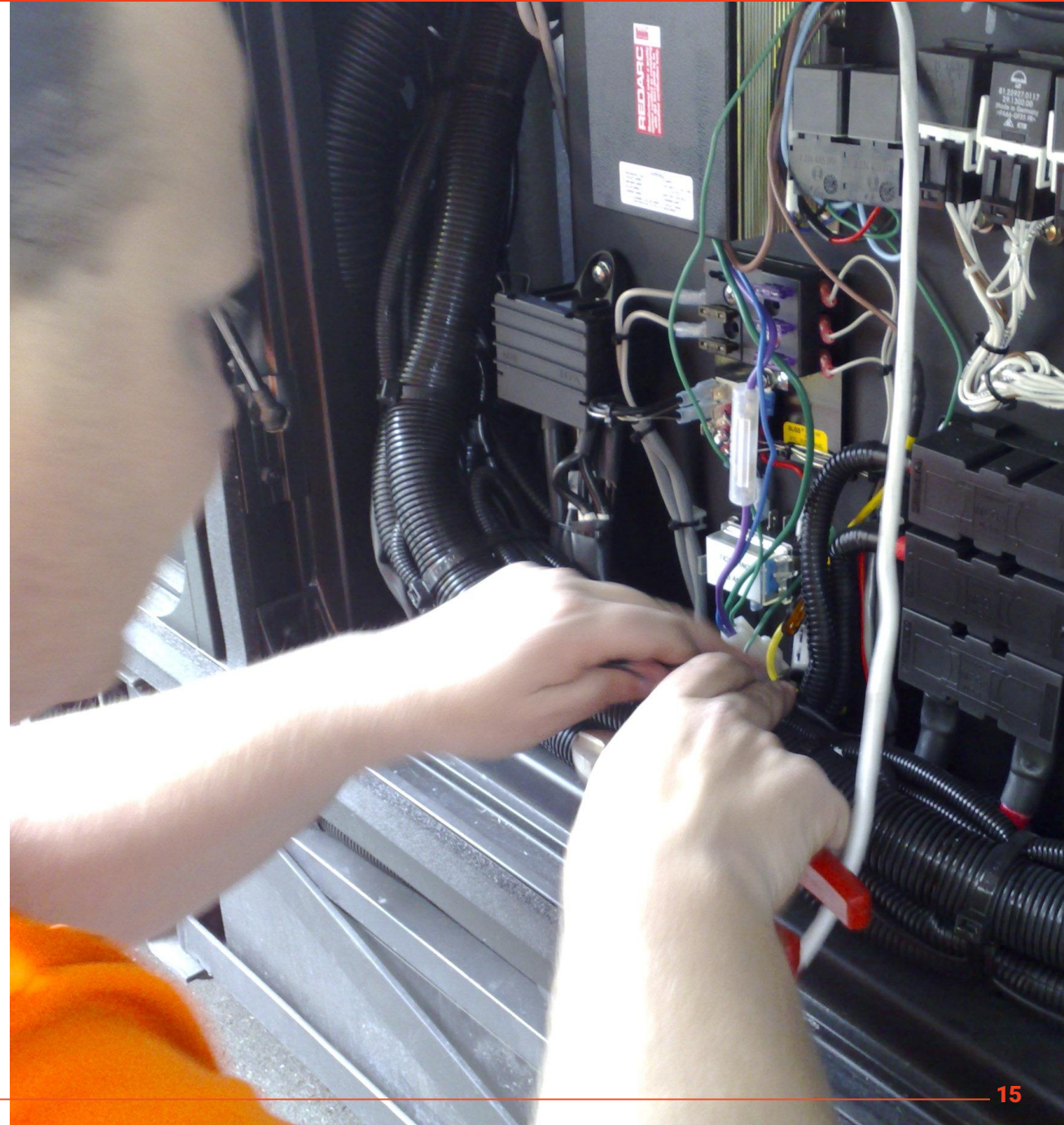
**Our system is used for one of the world's largest cities for toll lane enforcement including automated reverse node searches for offenders misusing bus/tram-only lanes.**

**Associated hi-resolution images, HD video and license plate details are matched by the system and stored for enforcement of penalties.**

## Support/managed services

**DTI skilled staff maximize the value clients derive from their DTI systems, keeping their service running smoothly.**

- **Dedicated onsite support –DTI manage client systems to ensure the highest level of system availability**
- **On-call support staff and regional based technicians available to assist**
- **Remote support – DTI’s help desk is manned by highly qualified technical staff who are able to resolve many issues remotely**





**The Transport Technology Experts.**

**For further information, please contact:**

**DTI Group Limited  
Mr. Matt Strack  
Chief Executive Officer  
matthew.strack@dti.com.au**

**Mr. Harry Miller  
Company Secretary  
cosec@dti.com.au**



**The Transit Technology People.**



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