ASX Release
FY26 Results

sensen.ai
the Live Awareness platform

27 August 2026

Recurring Revenue and EBITDA Growth

Melbourne, Australia – SenSen Networks Limited (ASX: SNS) ("SenSen" or "the Company") today released its full year results for the financial year ended 30 June 2026.

Highlights

- **Revenue of $15.4 million**, slightly ahead of the prior corresponding period (PCP).
- **Annualised Recurring Revenue (ARR) of $11.7 million** at 30 June 2026**, up 16.7%** compared to PCP. ARR is comprised of **usage revenue, up 67.9%** and **recurring revenue growth of 10.5%** compared to PCP.
- ARR growth reflects a transition to more recurring maintenance and usage revenue and less lumpy, upfront project revenue - a steadier, more predictable, higher-quality revenue base.
- **Gross profit of $12.5 million** (up 3.0% compared to PCP) with gross margin increasing to **81.3%**.
- **EBITDA of $2.0 million, up 23.6%** compared to PCP.
- **Net profit before tax of $1.0 million, up 95.0%** compared to PCP.
- **Record customer cash receipts of $16.0 million, up 10.1%** on PCP.
- **Strong retention metrics** with Net Revenue Retention of 111% and Gross Revenue Retention of 94%.

Key Financial Metrics

Income Statement $000	FY26	FY25	Movement $	Movement %
Revenue				
Upfront hardware and implementation services	4,778	5,757	(979)	(17.0%)
Recurring licence, maintenance and usage	10,615	9,602	1,013	10.5%
Total revenue	**15,393**	**15,359**	**34**	**0.2%**
Cost of sales	(2,886)	(3,216)	330	10.3%
Gross profit	**12,507**	**12,143**	**364**	**3.0%**
Gross profit %	*81.3%*	*79.1%*		*2.2%*
Other income	3,012	2,017	995	49.3%
Operating expenses	(13,516)	(12,540)	(976)	(7.8%)
EBITDA	**2,003**	**1,620**	**383**	**23.6%**
Depreciation and amortisation	(540)	(724)	184	25.4%
EBIT	**1,463**	**896**	**567**	**63.3%**
Net finance costs	(459)	(381)	(78)	20.5%
Net profit before tax	**1,004**	**515**	**489**	**95.0%**

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Management Commentary

SenSen strengthened its underlying business in FY26. Annualised recurring revenue grew to $11.7 million, up 17% on the prior year, cash receipts reached a record $16.0 million and customer churn was just 5.6%.

Revenue for FY26 finished slightly ahead of the prior year due to a few projects being delayed by disruptions to global supply chains and EBITDA of $2.0 million was 23.6% up on last year. Gross margin improved due to the lower proportion of upfront revenue compared to PCP.

The Group continued to improve its profitability with significant EBITDA, EBIT and NPAT growth achieved in FY26.

Global supply-chain disruptions, particularly around the NVIDIA-based hardware used in many of our deployments, combined with more cautious customer spending, delayed several projects in Singapore and Australia moving some upfront revenue that we had expected in FY26 into FY27. Our North American operations were largely unaffected and the region continued to be an important growth engine for SenSen, largely through our channel partners.

During the year we secured five new city contracts — Pittsburgh Parking Authority, Toronto Exhibition Place, Birmingham, Kitchener and Mississauga — taking our Smart City customer base in the region to 27. Four of these new deployments are already live, with Birmingham expected to follow shortly.

We achieved multi-year renewals with Las Vegas, Cairns, Ipswich and Newcastle and our fuel-retail business in Australia continued to grow, with Ampol and other brands adding sites during the year.

FY26 also saw us enter new markets. We completed our first Smart City deployment in India, supporting Pune Rural Police during a major international event, and we are now building a pipeline from that initial deployment. Closer to home, we commenced our first local-government trials in metropolitan Melbourne with Darebin and Port Phillip, together with another trial in Western Australia. More recently, we confirmed a new project with EPA Victoria to trial intelligent vehicle-noise enforcement technology.

We enter FY27 with a larger recurring-revenue base, contracts already secured and moving into delivery, new products entering the market, and growing opportunities across North America, Australia and Asia.

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Managing Director and CEO Dr Subhash Challa said:

"FY26 was a year of disciplined execution. We shifted the quality of our revenue base, and the results show it: usage revenue growth of 67.9% underpinned an increase in annualised recurring revenue of 16.7% to $11.7 million, and customer cash receipts reached a record $16.0 million. We secured five new city contracts in North America, renewed key multi-year customers including Las Vegas, Cairns, Ipswich and Newcastle, and entered new markets with our first Smart City deployment in India and new trials in Victoria and Western Australia. We also expanded our platform with the launch of SenPIC, SenIQ and SenSCAN MLPR, broadening our addressable market. While supply-chain disruption and cautious customer spending pushed some project revenue from FY26 into FY27, our underlying business is stronger, more predictable and better positioned. We enter FY27 with a larger recurring-revenue base, secured contracts moving into delivery, and growing opportunities across North America, Australia and Asia."

This release is approved by the Board of SenSen.

For further information, please contact:

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About SenSen Networks Limited

SenSen Networks Limited (ASX: SNS) is a leading Physical AI company. Its flagship platform, SenDISA® – The Physical AI Operating System for Government – transforms data from multiple sensing technologies into actionable intelligence, court-grade evidence and automated operational workflows. Designed as a sensor-agnostic platform, SenDISA integrates computer vision, ANPR, GPS, RFID, LiDAR, acoustic sensing and other contextual information to help governments understand, monitor and manage complex physical environments.

Today, SenDISA powers applications across parking management, curb side management, heavy vehicle compliance, road safety, environmental regulation and smart mobility for government agencies across the globe. The Company's AI-driven technology also generates substantial annual savings for major fuel retail brands operating across Australia.

For more information, please visit www.sensen.ai.

Disclaimer – forward-looking statements