ASX Release

sensen.ai
the Live Awareness platform

27 August 2026

Investor Presentation

Melbourne, Australia – Live Awareness AI solutions provider SenSen Networks Limited (ASX:SNS) ("SenSen" or "the Company") provides the attached Investor Presentation.

This release is approved by the Board of SenSen Networks Limited.

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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.

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SenSen Networks Ltd.
(ASX:SNS)

FY26 results presentation

27 August 2026

sensen.ai
the Live Awareness platform

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OUR VISION

Live Situational Awareness for Cities

Cities generate millions of separate signals every second. On their own they are fragments.

SenDISA, our core *Physical AI platform*, turns those signals into understanding, and understanding into action.

Safer
Officers off the traffic edge. Disability, school and bus zones enforced 24/7.

Efficient
One platform across six council departments. One procurement, one audit trail.

Sustainable
Dumping, contamination and noise evidenced, not disputed.

16.7% ARR growth to $11.7M and strong customer retention

SenSen is focused on growing its recurring revenue base

ARR[1]

$11.7M

16.7% ARR growth due to new contracts and expansion revenue from existing customers

NRR[2]

111%

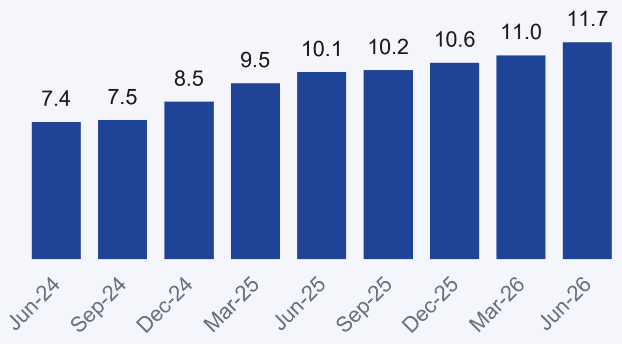
Strong Net Revenue Retention due to additional services provided to existing customers

GRR[3]

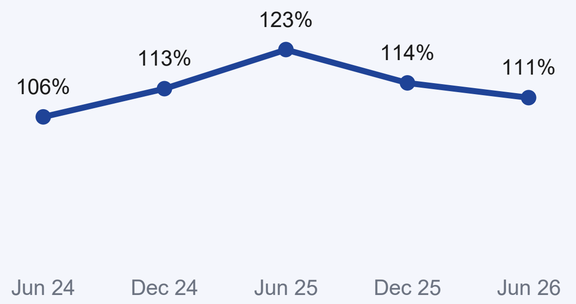
94%

Strong Gross Revenue Retention due to low customer revenue contraction and low customer churn

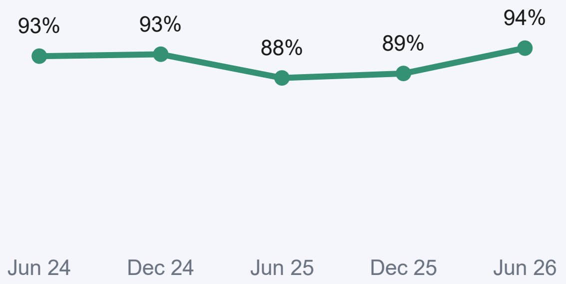
ARR TREND ($m)



NRR



GRR



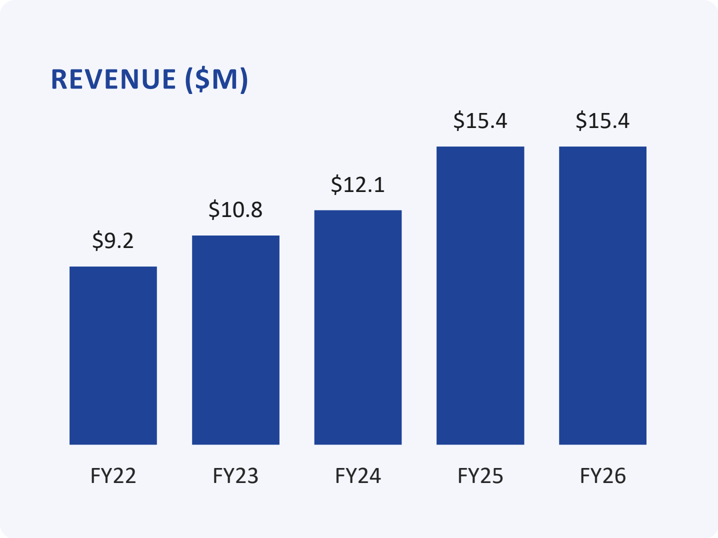
1. ARR – Annualised Recurring Revenue consists of contracted recurring maintenance and usage revenue, calculated at period end.
2. NRR – Net Revenue Retention is the percentage of recurring revenue retained from existing customers including expansion/upsells.
3. GRR – Gross Revenue Retention is the percentage of recurring revenue retained from existing customers excluding expansion/upsells.

FY26 Financials highlight growth in cash receipts, gross margin and EBITDA

REVENUE

A$15.4M

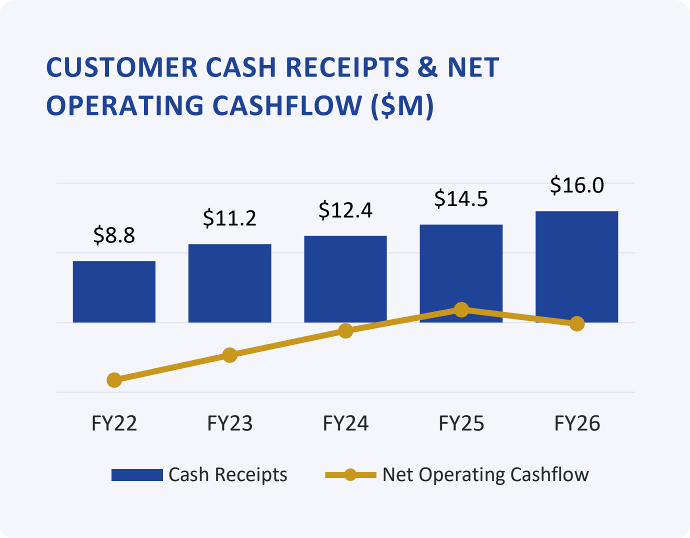
↑ 0.2% YoY



CUSTOMER CASH RECEIPTS

A$16M

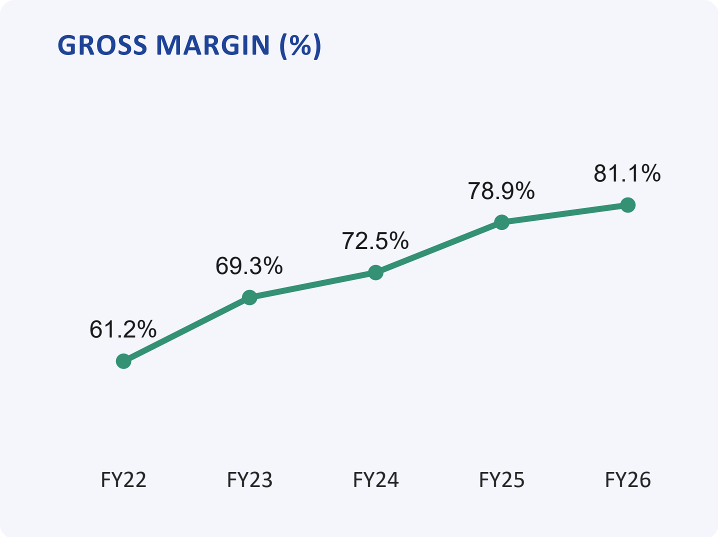
↑ 10.1% YoY



GROSS MARGIN

81%

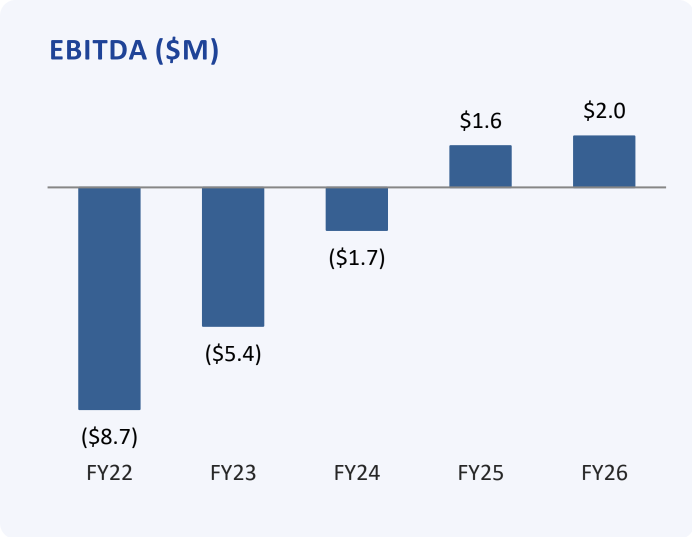
↑ 2.1pp YoY



EBITDA

A$2.0M

↑ 23.6% YoY



FY26 Commercial highlights

CORE ENFORCEMENT SCALED

North America is the growth engine

Five new city wins (Pittsburgh, Toronto Exhibition Place, Birmingham, Kitchener and Mississauga) take region to 27 Smart City customers.

Renewals locked in for five years

Las Vegas, Cairns, Ipswich and Newcastle contracts all extended.

Fuel retail scaling in Australia

54 new sites. $2.5m+ recovered for customers in FY26.

NEW APPLICATIONS ON THE SAME PLATFORM

Environment protection opened

EPA Victoria signed 24 August 2026, adding a sixth application to the platform.

Six council-facing applications now run on SenDISA

Parking and compliance, local laws, asset management, roads and infrastructure, waste, and environment. One engine, one back office, one audit trail.

NEW GEOGRAPHIES OPENED

First India Smart City deployment

Pune Rural Police, Pune Grand Challenge Tour 2026.

First Victorian local-government trials

Darebin and Port Phillip, plus a further trial in Western Australia.

REVENUE MODEL TRANSITIONING

Recurring revenue now 69% of total

Up from 63% in FY25. The transition to more recurring platform revenue and less lumpy upfront revenue continues.

Annualised Recurring Revenue up to $11.7M, up 17% year on year

Customer contracts averaging around five years, with high retention and high margins.

One platform. Six government revenue streams.

SenDISA
fuse · contextualise · remember · predict · reason

SenBOS
review, adjudicate, issue

AI Review
Layer 1 and Layer 2 filtering

SenIQ
dashboards, KPIs, reporting

Parking & Compliance
SenFORCE · SenPIC SenSCAN
On-street and off-street enforcement with AI evidence capture.
REVENUE AT SCALE

Local Laws
SenTRACK
Illegal dumping detection with vehicle ID and prosecutable evidence.
PROPOSAL STAGE

Asset Management
SenMAP Digital Twin
Digital twin of city infrastructure and curbside assets.
PROPOSAL STAGE

Roads & Infrastructure
SenMAP Detect
Road condition monitoring and defect detection at scale.
FIRST CUSTOMER

Waste
SenTRACK
Collection verification, contamination, route and bin asset management.
PROPOSAL STAGE

Environment
Acoustic · Weather · IoT
Class 1 noise fused with plate recognition and multi-sensor feeds.
FIRST CUSTOMER

Each column is a separate revenue stream on the same contract, the same install and the same back office.

From point solution to platform

Every application after the first arrives on hardware already installed, through a contract already signed, into a back office already in use.

STAGE 1 — POINT SOLUTION	STAGE 2 — MULTIPLE SOLUTIONS, ONE CONTRACT	STAGE 3 — PLATFORM
PILLARS LIVE 1 of 6	**PILLARS LIVE** 3 of 6	**PILLARS LIVE** 6 of 6
One department buys one application. Typically parking and compliance.	The patrol vehicle or pole already in the street also returns road condition, asset and illegal dumping data on the same pass.	Every department on one engine, with the executive layer above them reading one view of city performance.
REVENUE Upfront hardware and implementation, then recurring license, maintenance and usage.	**REVENUE** Little or no new upfront. Recurring license and usage on each application added.	**REVENUE** Recurring across every application, and a second buyer inside the same account.
WHAT IT TOOK Full tender, hardware install, integration and training.	**WHAT IT TOOK** A variation to the contract already in place.	**WHAT IT TOOK** No new procurement at any point.

WHY THE SECOND APPLICATION IS EASIER TO SELL

Already installed · already integrated · already accredited · already contracted · already trained

Growth inside an existing account needs no new customer, no new install and no new tender.

Each pillar added is almost entirely recurring revenue at a much lower cost of sale, and the security accreditation the first sale required does not run a second time.

SenSen investment proposition

One platform, six government revenue streams, and the barriers that protect them.

70 cities	**5** countries	**~5 yrs** average contract length	**17** years of operation	**20+** Patents pending, 2 granted	**1** platform, SenDISA

THE BUSINESS

One platform, six revenue streams

Six council-facing applications on a single AI engine. Expansion inside an existing account needs no new install and no new tender.

Recurring, sticky and long-dated

ARR $11.7M, up 17% year on year. Recurring revenue 69% of total, up from 63% in FY25. Contract length average ~5 years.

Australian company, global revenue

Seventeen years of research and development from South Melbourne, exported to North America, Singapore and India

THE MOAT

Platform breadth

To displace SenSen a competitor has to win six departmental evaluations, not one, and match the back office and AI review layer underneath all of them.

Data and training assets

Fifteen years of by-law AI training across dozens of jurisdictions. 20+ patents, including the positioning technology that holds where GPS fails.

Certification and sovereignty

ISO/IEC 27001:2022 and SOC 2 Type II, both with zero findings. Data hosted in Australia. The barrier that keeps startups out of government procurement.

Integration depth

Live inside TechnologyOne, Civica Authority, SAP, Oracle, ArcGIS and Intramaps. One application is replaceable. Four wired into permits, payments and fines is not.

WHERE WE OPERATE

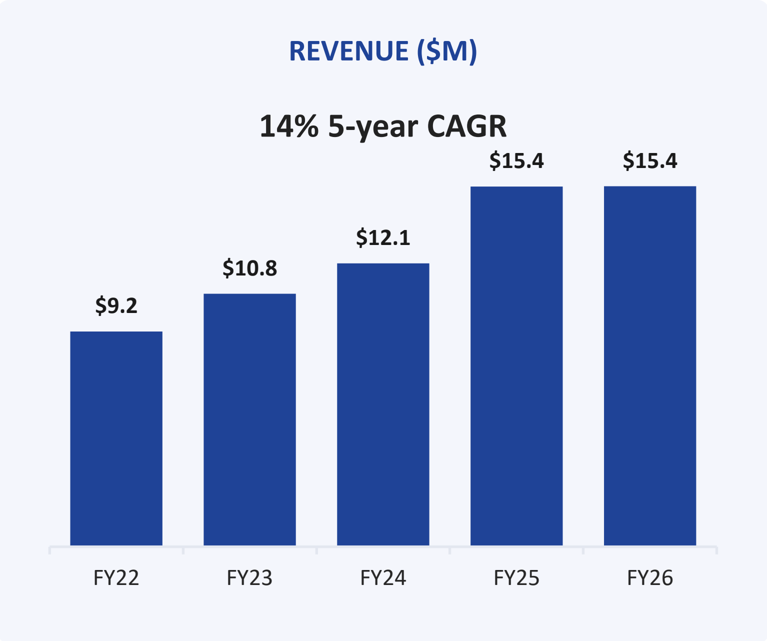
Australia · Singapore · Canada · USA · India

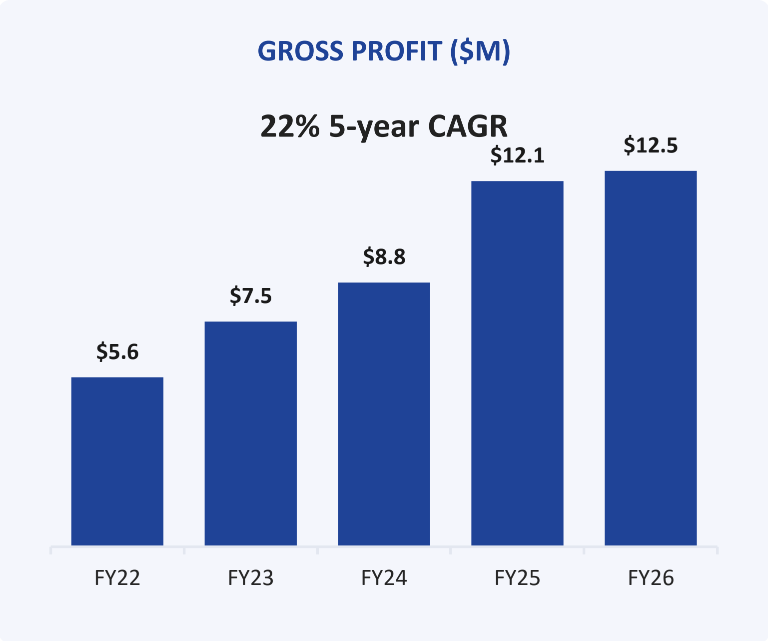
A CREDIBLE REFERENCE BASE

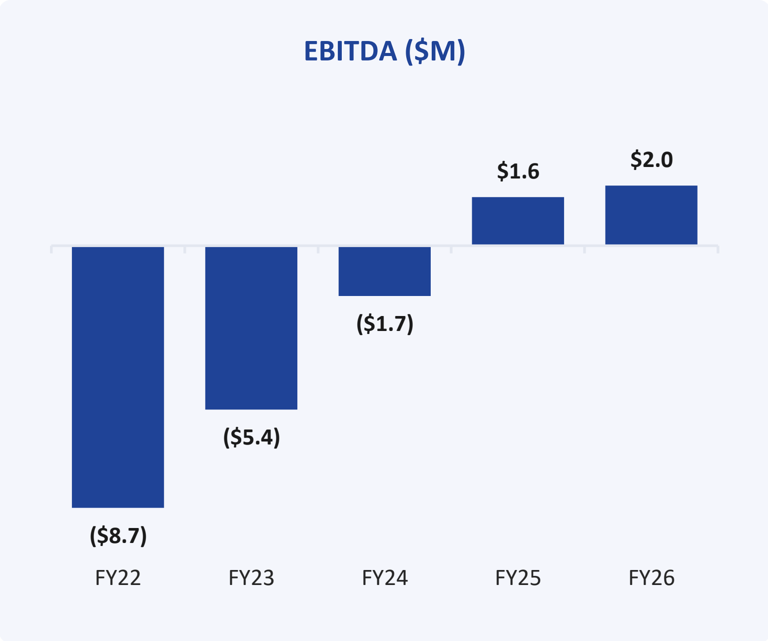
Brisbane City · Chicago · The City of Calgary · City of Gold Coast · City of Vancouver · City of Newcastle · City of Las Vegas · Ottawa · City of Ipswich · City of Cockburn

Brisbane 14 years, Calgary 18 years and Singapore Land Transport Authority 14 years, all ongoing.

5 Year Financial Summary





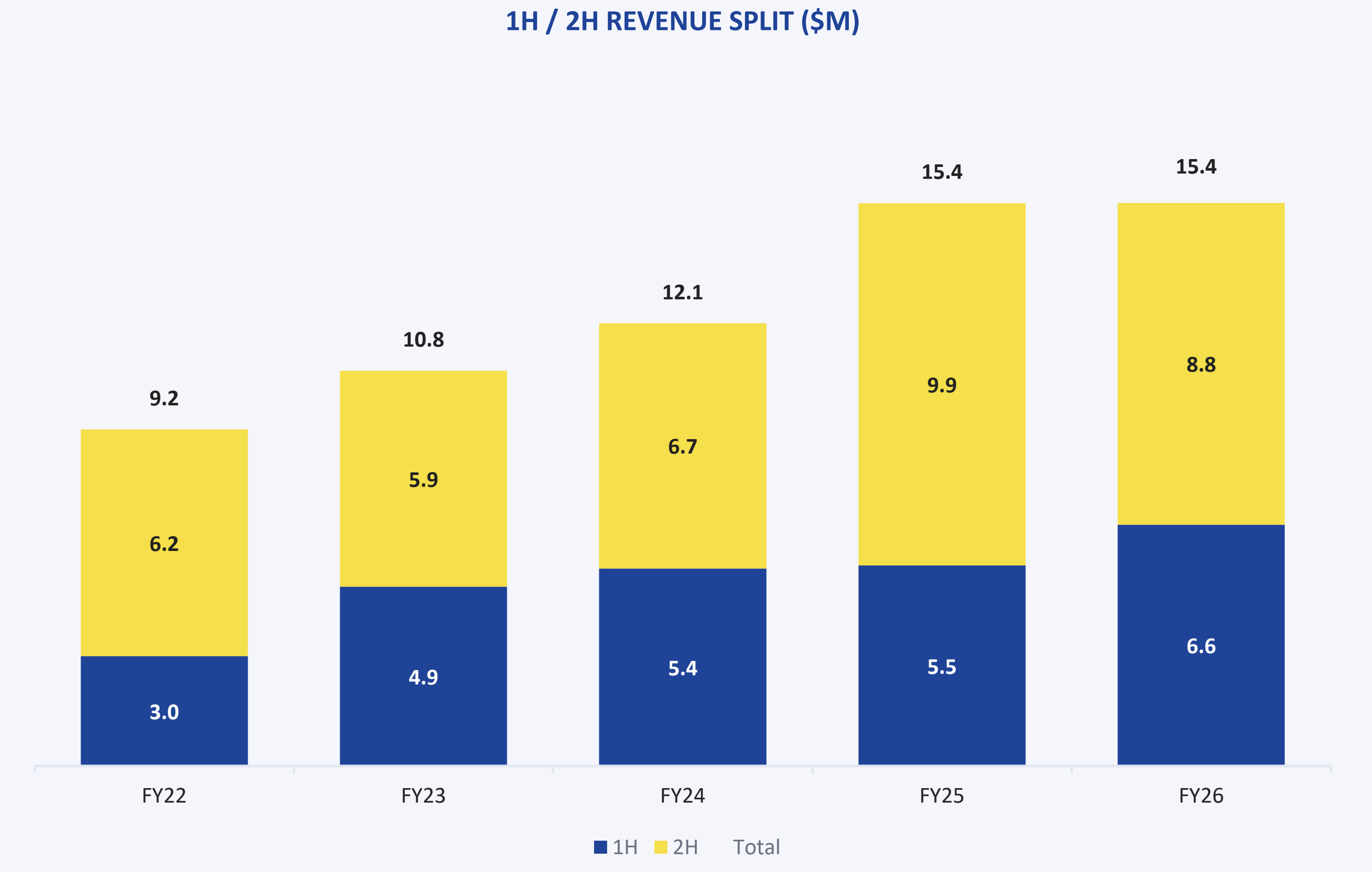


Commentary

- Strong Revenue growth with 14% CAGR over five years — FY25 revenue includes $1.8M upfront revenue in relation to Montreal contract completed on 30 June 2025
- Gross Profit improvement with 22% CAGR over five years from the transition to more recurring revenue and less lumpy upfront revenue
- Positive EBITDA in FY26 and FY25

Revenue seasonality

Revenue seasonality more in line with historical split



Commentary

- 2H revenue in FY26 was lower than PCP due to several large North American contracts completed in the PCP generating $3.65M revenue, including $1.8M upfront revenue in relation to Montreal contract completed on 30 June 2025
- In addition, several upfront revenue contracts were delayed in 2HFY26 and will be completed in FY27
- 2H revenue is historically stronger than 1H revenue due to timing of contract award and completion
- The growth in ARR and the transition to more recurring revenue and less upfront revenue is expected to reduce this seasonality in future years

Income Statement

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%**

Commentary

- 10.5% increase in recurring revenue due to new customer contracts, 67.9% growth in customer usage revenue and transition from lumpy upfront revenue
- Reduction in upfront revenue compared to prior year due to several large North American contracts completed in the second half of FY25 generating $3.65M revenue, $1.8M upfront revenue in relation to Montreal contract completed on 30 June 2025
- 2.2pp Gross Margin improvement due to shift from upfront revenue to higher margin recurring revenue
- Other income increase due to higher R&D tax incentive
- Operating expenses increase due to investment in headcount to support growth initiatives, sales and marketing activity, and higher technology costs

Opex increase reflects investment in scale and capability

Operating Expenses $000	FY26	FY25	Movement $	Movement %
Administration expense	853	1,058	(205)	(19.4%)
Advertising & marketing expense	746	634	112	17.7%
Other expenses	2,294	1,638	656	40.0%
Occupancy cost	180	219	(39)	(17.8%)
Staff cost	7,530	6,051	1,479	24.4%
Technology costs	1,985	1,552	433	27.9%
Share-based payments expense	(72)	1,388	(1,460)	(105.2%)
Total	**13,516**	**12,540**	**976**	**7.8%**

Commentary

- Admin expenses were lower than PCP due to a reduction in insurance and travel costs.
- Advertising & marketing expenses were higher than PCP due to greater investment in marketing activities including conferences and trade marketing activities to drive revenue growth.
- Other expenses were higher than PCP due to higher consultant spend to cover vacant senior roles and higher contractor costs to deliver customer projects.
- Staff costs were higher than PCP due to strengthened executive roles, and additional sales and technical support roles to support growth in North America and Singapore.
- Technology costs were higher than PCP due to increased cloud and data costs from higher recurring revenue and customer growth, and higher cyber security costs to strengthen the Company's cyber security.
- Share-based payments expense was a credit writeback in FY26 reflecting the final year of the three-year LTI plan, higher amounts accrued in prior years and only the service period component being satisfied in FY26.

Cash and Debt Management

Cash flow statement $000	FY26	FY25	Movement $	Movement %
Receipts from customers	16,003	14,540	1,463	10.1%
Payments to suppliers and employees	(17,734)	(14,612)	(3,122)	(21.4%)
Net interest	(377)	(430)	53	12.3%
Government grants received	2,053	2,262	(209)	9.2%
Income tax paid	(147)	(65)	(82)	(126.2%)
Net cash (used) / provided by operating activities	**(202)**	**1,695**	**(1,897)**	**(111.9%)**
Cash flows used in investing activities	**(123)**	**(88)**	**(35)**	**39.8%**
Cash flows used in financing activities	**(431)**	**(316)**	**(115)**	**36.4%**
Net increase / (decrease) in cash and cash equivalents	(756)	1,291	(2,047)	(158.6%)
Forex impact	(136)	(29)	(107)	369.0%
Closing cash on hand	**1,941**	**2,833**	**(892)**	**(31.5%)**

Net cash / debt position $000	Jun-26	Jun-25	Movement $	Movement %
Borrowings:				
Rocking Horse	(1,200)	(925)	(275)	(29.7%)
Director Loans	0	(310)	310	100.0%
Finanzor (formerly TP24)	(744)	(468)	(276)	(59.0%)
Total borrowings	**(1,944)**	**(1,703)**	**(241)**	**(14.2%)**
Cash on hand	**1,941**	**2,833**	**(892)**	**(31.5%)**
Net cash / (debt)	**(3)**	**1,130**	**(1,133)**	**(100.3%)**
Unused finance facilities	**1,756**	**997**	**759**	**76.1%**

Movements based on whole numbers per financial report

Commentary

Cashflow:

- Record FY26 customer cash receipts of $16.0M, up 10.1% on PCP of $14.5M
- FY26 operating cash flow was a modest outflow of $0.2 million, primarily due to staff payments being impacted by an additional pay cycle in H1, which was a timing difference only.
- Excluding this payment, FY26 operating cash flow would have been approximately $0.4 million positive.

Net debt position:

- Rocking Horse loan to be repaid following receipt of FY26 R&D tax offset refund expected in 1HFY27
- Director Loans repaid in FY26

Balance sheet

Balance sheet strengthened with improved net current asset position and reduced borrowings

Balance Sheet $000	Jun-26	Jun-25	Movement $	Movement %
ASSETS				
Cash and cash equivalents	1,941	2,833	(892)	(31.5%)
Trade and other receivables	2,703	2,400	303	12.6%
R&D refund receivable	2,875	1,970	905	45.9%
Other current assets	1,373	779	594	76.3%
Total Current Assets	**8,892**	**7,982**	**910**	**11.4%**
Non-Current Assets				
Goodwill and Intangibles	5,806	6,018	(212)	(3.5%)
PPE, Right of use and other assets	404	626	(222)	(35.5%)
Total Non-Current Assets	**6,210**	**6,644**	**(434)**	**(6.5%)**
TOTAL ASSETS	**15,102**	**14,626**	**476**	**3.3%**
LIABILITIES				
Current Liabilities				
Trade and other payables	2,247	2,452	(205)	(8.4%)
Borrowings	1,944	2,153	(209)	(9.7%)
Other current liabilities	1,789	1,524	265	17.4%
Total Current Liabilities	**5,980**	**6,129**	**(149)**	**(2.4%)**
Non-Current Liabilities				
Other non-current liabilities	80	275	(194)	(70.9%)
Total Non-Current Liabilities	**80**	**275**	**(195)**	**(70.9%)**
TOTAL LIABILITIES	**6,060**	**6,404**	**(344)**	**(5.4%)**
NET ASSETS	**9,042**	**8,222**	**820**	**10.0%**

Commentary

- Decrease in cash from June-25 due to large customer receipt in prior corresponding period and reduction in borrowings
- Debtors increase due to customer growth
- Inventory increase due to investment in SenForce and SenPic ahead of customer deliveries
- R&D accrual higher in line with higher R&D spend
- Increase in contract liabilities due to customer growth

The growth opportunity and addressable markets

Six pillars sitting across five independently forecast markets, every one of them growing.

TAM

12,000+

cities worldwide with 50,000 or more inhabitants

SAM

2,000

cities, excluding the very smallest

SOM

1,000

cities in our focus geographies: North America, ANZ, Singapore, India

TODAY

70+

cities running SenSen, around 6% of the obtainable market

THE MARKETS OUR SIX PILLARS SELL INTO

Parking management

US$12.4B

by 2030 · 11.4% CAGR

MarketsandMarkets, Sep 2025

ANPR systems

US$6.4B

by 2030 · 9.3% CAGR

Grand View Research, 2024

Infrastructure asset management

US$63.8B

by 2030 · 9.2% CAGR

Grand View Research

Smart waste management

US$5.8B

by 2030 · 14.4% CAGR

Research and Markets, Apr 2026

Noise monitoring

US$0.9B

2025 · 5 to 6% CAGR

MarketsandMarkets, Sep 2026

WHY THIS COMPOUNDS

SenSen is not exposed to a single market cycle. Six pillars sit across five separately forecast markets, and all six are sold from one platform, one install and one contract.

OUR HOME MARKET ALONE

537	$48B	678,000km	$643B
councils	annual spend	of roads	of assets

Australian local government, ALGA Facts and Figures

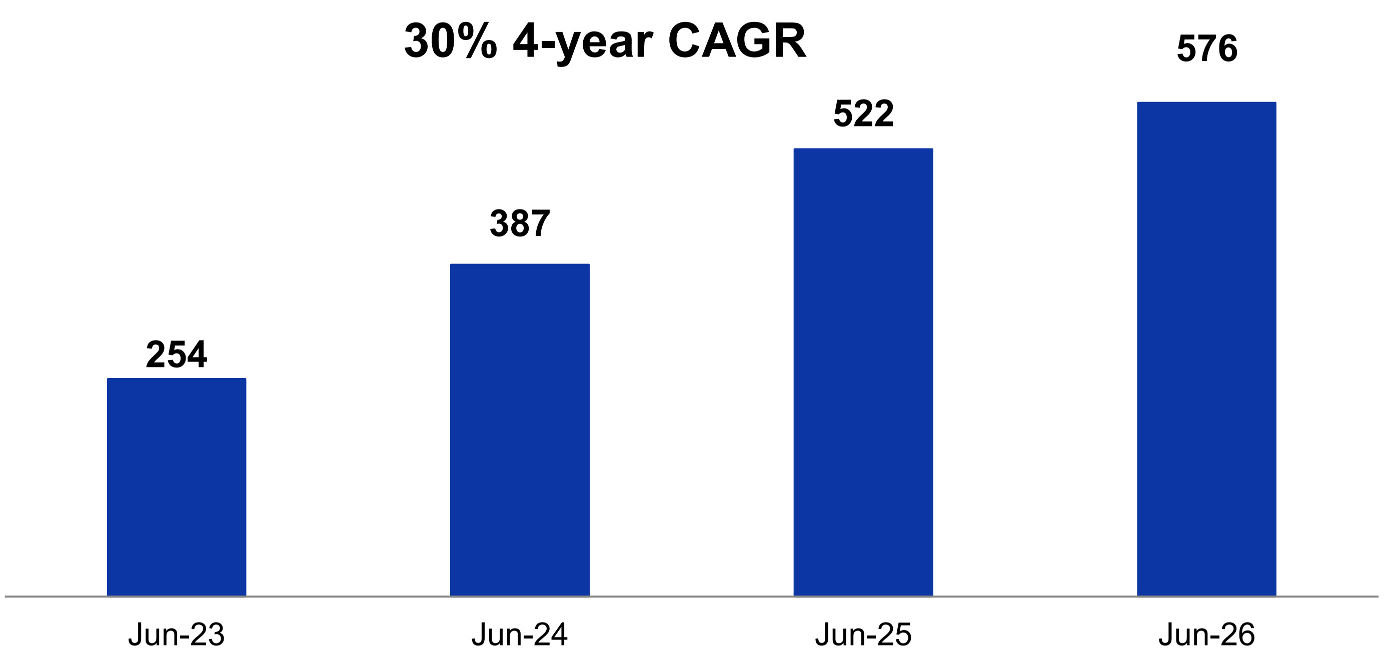
City counts: UN World Urbanization Prospects 2025, cities of 50,000 or more inhabitants at a density of at least 1,500 per km2. Australian local government: ALGA Facts and Figures, expenditure 2023-24.

Market sizes are third-party estimates from the sources named. They are not additive and they overlap, because a single SenSen deployment can serve more than one category.

Fuel retail: a national network, not a site count

Consistent growth momentum, on infrastructure law enforcement already runs on

AUSTRALIAN FUEL RETAIL SITES



THE NETWORK BEHIND THE SITES

3,400
bowsers protected nationally

5M
vehicle detections every month

12
law enforcement agencies authorised, including AFP, QPS and the NHVR

2018
A state police force has run SenBLUE inside its operations command centre since 2018

MARKET SIZING: AUSTRALIA

TAM	6,500 fuel stations in Australia
SAM	4,000 stations, excluding very regional
SOM	2,500 major brands and multi-site operators
Today	576 sites live, at $4K to $6K per site per annum

Definitions:
1. TAM: Total Addressable Market
2. SAM: Serviceable Addressable Market
3. SOM: Serviceable Obtainable Market

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