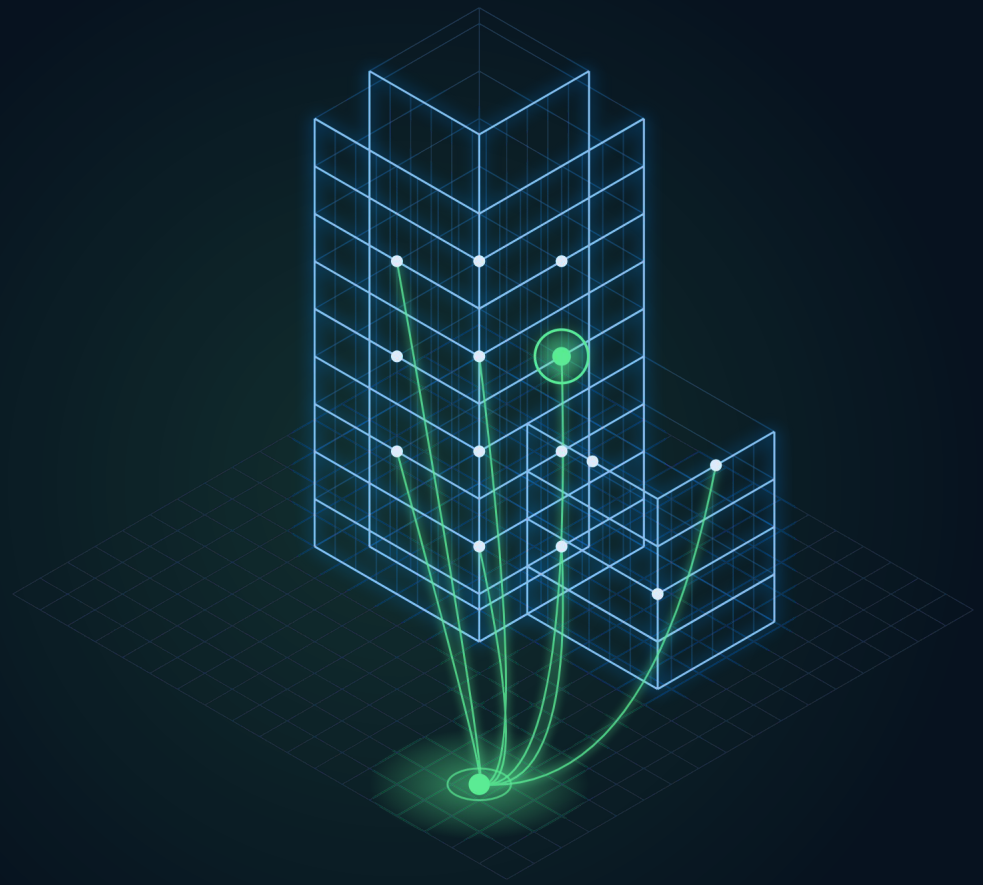
icetana AI

INVESTOR PRESENTATION · ASX: ICE · OCTOBER 2026

The AI that watches every camera

The intelligence layer for smart buildings.
Partner powered.



20,000+
cameras deployed

80+
sites

15+
countries

~90%
gross margin

CORPORATE SUMMARY · ASX: ICE

icetana AI at a glance

CAPITAL STRUCTURE

Share price
Close, 14 October 2026
5.0c

Shares on issue
664,325,914 ordinary shares
664.3m

Market capitalisation
At 5.0c per share
$33.2m

Cash
As at 30 September 2026
$3.9m

SHAREHOLDERS

72%
Top 20 shareholders

26%
Strategic partners

32%
Other significant shareholders

Strategic partners SoftBank Robotics 14.1% · Macnica 11.9%	**26%**
Other significant shareholders Lance East 24.7% · Skiptan 7.6%	**32%**
Board and management Directors and senior management	**3%**
All other shareholders	**39%**

THE PROBLEM

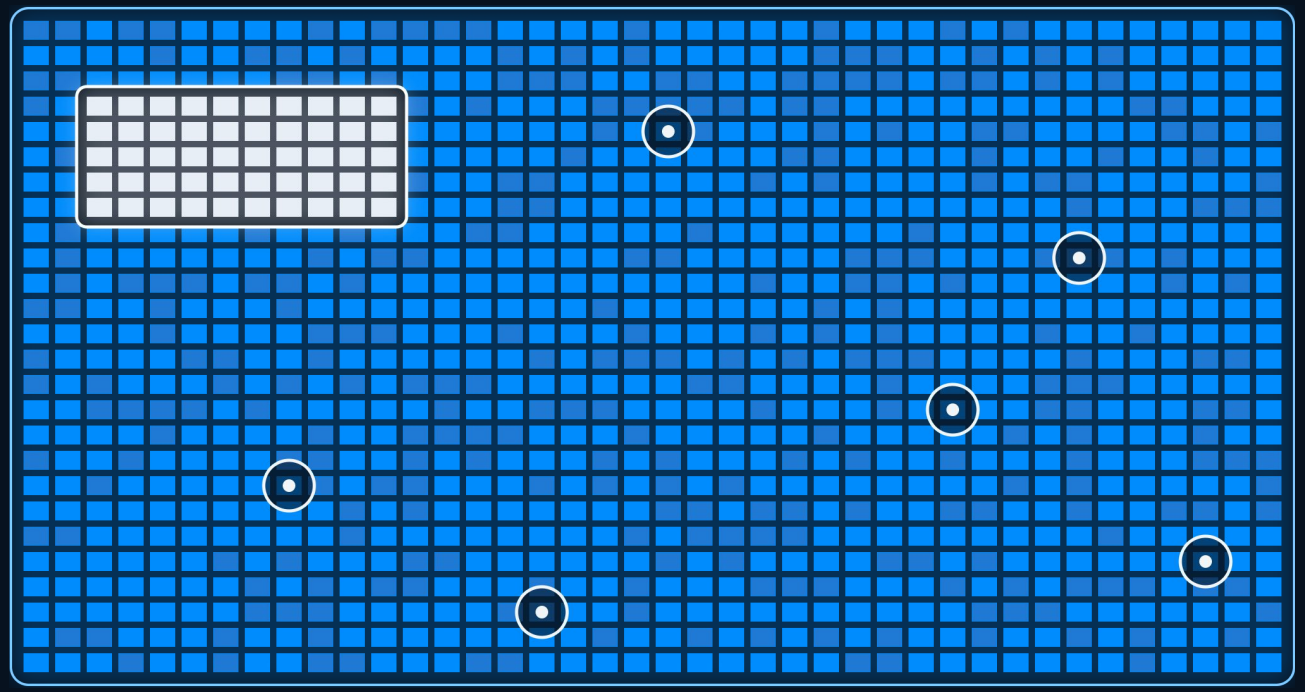
Too many screens, not enough eyes

~50

cameras one person can effectively watch at a time

2,000+

cameras one operator can manage in real time with icetana AI and Antara Core



Safety & Security takes one operator from ~50 to ~600 cameras. Antara Core extends them to over 2,000 cameras.

Illustrative. Security is moving from recording, to detecting, to acting automatically.

WHAT ICETANA AI DOES

Spots the unusual. Alerts within 3 seconds.

Learns what's normal in 24 hrs

For every individual camera, continuously

Spots unusual, dangerous or specific events

Unusual or potentially dangerous events, in real time

Alerts your team

Critical events reach security teams before incidents escalate

No manual setup

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ANTARA CORE · THE NEXT GENERATION

Private generative AI

3 sales
commercial orders in 3 months

2,000+
cameras per operator, real time

$4m
saved p.a. vs cloud AI tokens

- **Equivalent to running OpenAI on your own infrastructure - privately, without sending footage or prompts to the cloud.**
- Saves the average regional mall ~$400k p.a. in avoided trip-and-fall liability.
- Footage never leaves the site. No ongoing token costs.
- Detects hazards, aggression and weapons through one configurable AI engine.

"Bring the AI to the video, not send the video to the AI." Kevin Brown, CEO

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PROVEN AT SCALE

ARR $3.1m. +19% in a quarter. Antara Core opening.

+19% **quarterly ARR growth**

from $2.6m to $3.1m, Jun to Sep 2026

+31% **revenue growth year on year**

from $1.9m (FY25) to $2.5m (FY26)

Oct 25

Largest AU sale to date

$376k, 60-month SaaS via Millennium

Mar 26

MAF expansion renewal

$2.1m three-year expansion

Jun 26

Antara Core launched

First Antara Core sales: $617k

Jun 26

SBR America signed

Fifth regional distribution agreement with SBR

Sep 26

Third Antara Core order

$675k, won from 4-week trial

$1.29m Antara Core contracted since June launch · ~90% gross margin · 5-year contracted SaaS terms

ARR figures per icetana quarterly activities reports.ARR is not a statutory measure and is not independently audited on a quarterly basis.

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A CHANNEL THAT'S ALREADY CONVERTING

One partner.
Three sales in three months.

SoftBank Robotics holds a majority stake in Millennium

→

100+
sites in the Millennium estate

→

ANTARA CORE ORDERS · FIVE-YEAR TERMS

$199,000	Large retail shopping centre, NE Queensland | 1 site | Jun 2026
$419,000	One of the largest malls in the southern hemisphere, NSW | 1 site | Jun 2026
$675,000	One of Australia's largest retail property groups, won from a four-week live trial in Sydney | 1 store | Sep 2026

3 of 100+ malls at Millennium

100+
shopping centres serviced by Millennium across Australia and NZ

~$400k
saved per mall p.a. in avoided liability costs

THE BIGGER PICTURE

The security layer inside SoftBank Robotics' smart building platform

OPERATING PLATFORM

Smart Building X (SBX)

SoftBank Robotics America acquired Green Clean Commercial in March 2026 to launch SBX, combining human workers, autonomous cleaning robots, and AI under one orchestrated platform. Millennium and RSC Group run the same model in Australia and Japan, and are both existing customers.

SECURITY AI · SmartBX Security

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Launched July 2025 in APAC as the named security AI layer of SmartBX. Antara Core runs generative AI on the operator's own servers, watching every camera, triaging events and relaying alerts to the people and robots already on the floor.

Product roadmap

NOW

- Robotics Integration
- On Premise Agentic Compute

NEXT

- Agentic Workflow
- Learning Loops

IN THE SBX PRODUCT STACK

icetana AI SmartBX Security - SoftBank Robotics' named security product across APAC, Japan, MENA and the Americas.

SBX launch per SoftBank Robotics America press release, 24 Mar 2026. icetana AI SmartBX Security launch per SoftBank Robotics press release, Jul 2025.
This slide contains forward-looking statements and icetana AI's interpretation of public information.

THE OPPORTUNITY

The market is big enough. The ambition is 1 million cameras.

AUSTRALIA

~250,000

cameras in Australian retail property

- ~100 major shopping centres.
- $38m ARR at ~$150 per camera.
- icetana AI inside 3 Millennium sites.

5 REGIONS SBR

est. 10-50M

cameras across SBR territories

- ANZ & Japan: proven deployments live.
- MENA: active pipeline.
- SBR Americas: distribution agreement signed June 2026.

GLOBAL BASE

1.2 billion+

cameras worldwide (2025)

- 1% of global base = 12 million cameras.
- 15.4m new cameras shipped in the US in 2024.
- The market grows faster than we need to.

OUR AMBITION

1,000,000

cameras under licence

- At ~$150 per camera per year.
- 1% of the global installed base is 12 million cameras.
- Aspirational, not a forecast or guidance.

Beyond security: the same AI layer serves safety, cleaning, operations and robotics.

Aspirational ambition only, not a forecast, projection or financial guidance. Per-camera rate is an internal planning assumption derived from announced contracts.
Global installed base: 1.2bn+, 2025 (MarketsandMarkets and others). AU retail camera estimate: icetana AI market estimate. See Regulatory and legal.

DE-RISKING THE THESIS

Prove it at home. Repeat it in the US.

THE FM HYPOTHESIS

A facilities-management operator can sell and run security AI inside its clients' estates.

- Millennium co-built hazard detection with its own frontline teams, then bought it for its clients.
- Four announced orders in twelve months, every one a 60-month SaaS contract.
- End users are national retail property groups: the first site becomes the template for the portfolio.
- The operator carries deployment, support and the relationship. icetana ships software.

THE AI HYPOTHESIS

On-premise generative AI can replace cloud AI at venue scale, privately and at a fraction of the cost.

- Antara Core live in Queensland and New South Wales venues since mid-2026.
- No ongoing token costs: up to $4m a year in avoided cloud AI spend for the first customer, as announced.
- Three commercial sales in three months: the fastest adoption of any icetana product.
- One engine covers hazards, aggression and weapons; each new detection is configuration, not a new product.

Then repeat. SoftBank Robotics America signed in June 2026 and its North American facilities platform is in place. The same operator-led playbook, proven in Australia, is being prepared for the US market.

WHY ICETANA AI

Proven. Scaling. Global.

PROVEN

20,000+
cameras in real deployments, not pilots

+31%
FY26 revenue growth, year on year

SCALING

3
Antara Core sales in 3 months

100+
shopping centres serviced by our partner Millennium

GLOBAL

5
regional distribution agreements with SoftBank Robotics

1.2 billion+
cameras installed globally (2025 market research)

OUR AMBITION

- **1,000,000 cameras under licence**
- **Every Millennium centre on Antara Core**
- **5 partner regions live**
- **First SBR Americas customer**
- **First robot-integrated deployment**

Global installed base: 1.2bn+ cameras, 2025 (MarketsandMarkets, multiple analysts). Ambitions are not forecasts or guidance.

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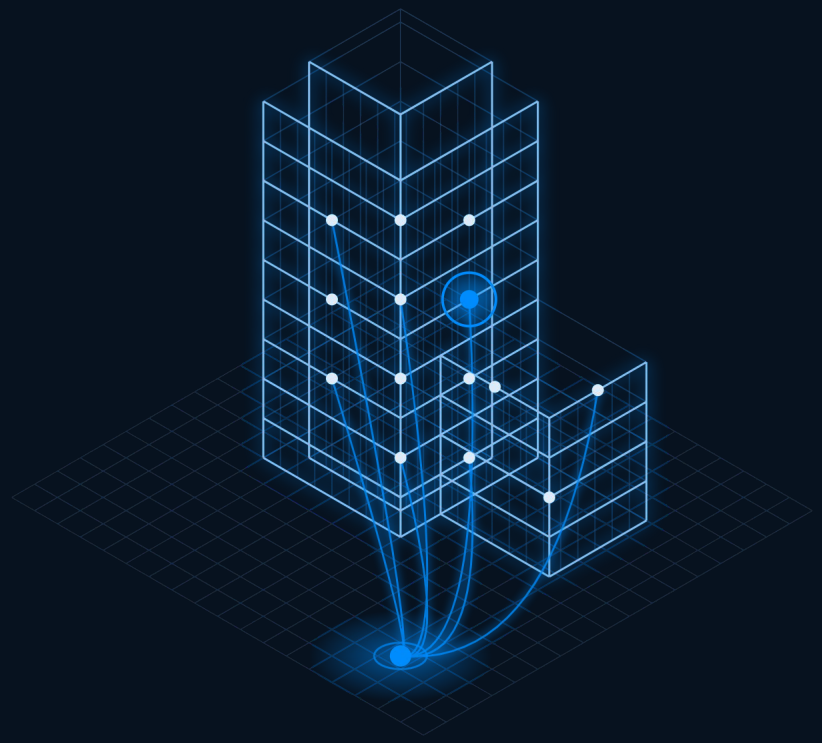

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