ASX Release

23 November 2026

2026 Annual General Meeting – CEO Presentation

Melbourne, Australia – SenSen Networks Limited (ASX:SNS) provides the attached CEO presentation to be delivered at today's Annual General Meeting commencing at 10.00am AEDT.

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

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.

Managing Director & CEO Presentation



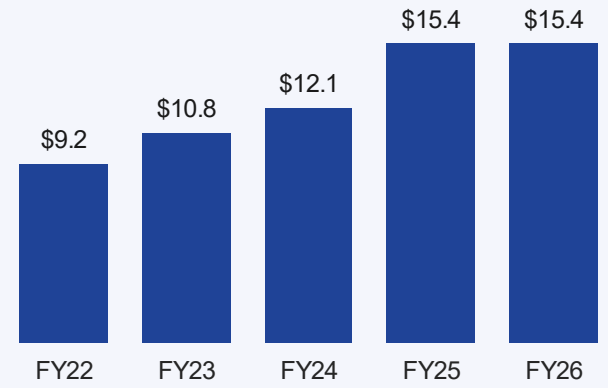
FY26 Financials highlight growth in cash receipts, gross margin and EBITDA

REVENUE

A$15.4M

↑ 0.2% YoY

REVENUE ($M)

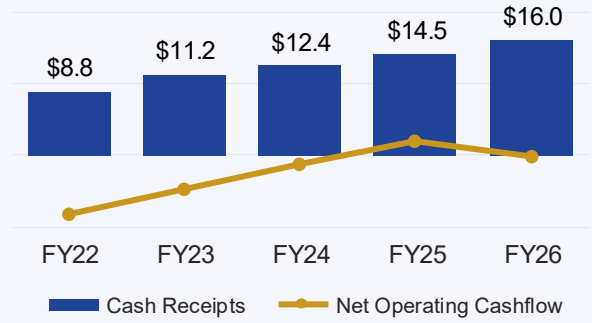


CUSTOMER CASH RECEIPTS

A$16M

↑ 10.1% YoY

CUSTOMER CASH RECEIPTS & NET OPERATING CASHFLOW ($M)

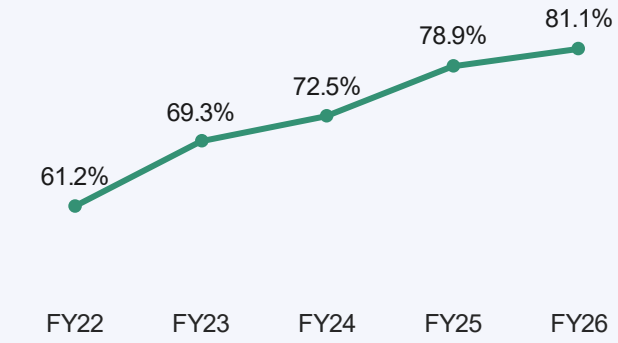


GROSS MARGIN

81%

↑ 2.1pp YoY

GROSS MARGIN (%)

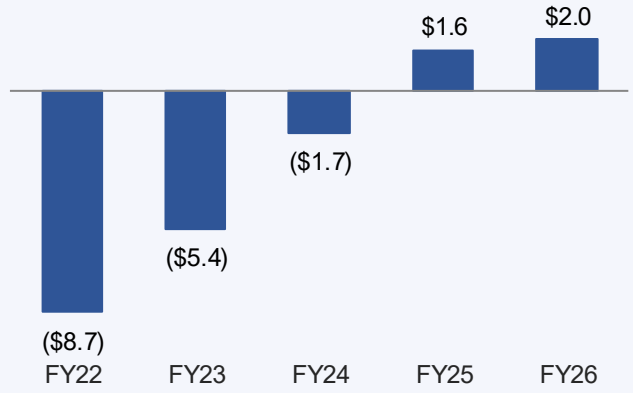


EBITDA

A$2.0M

↑ 23.6% YoY

EBITDA ($M)



High quality revenue growth and customer metrics

SenSen is focused on growing its recurring revenue base

ARR[1]

$11.7M

17% ARR growth due to new contracts and expansion revenue from existing customers

NRR[2]

111%

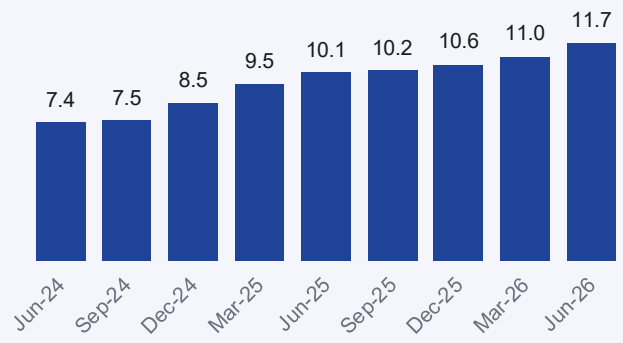
Strong Net Revenue Retention due to additional services provided to existing customers

GRR[3]

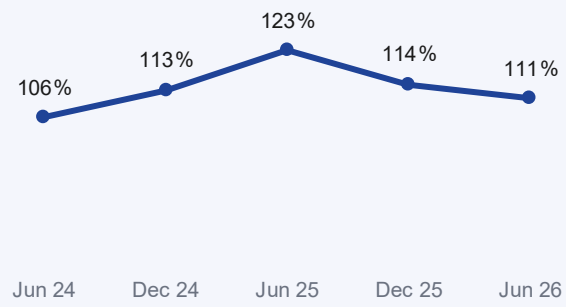
94%

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

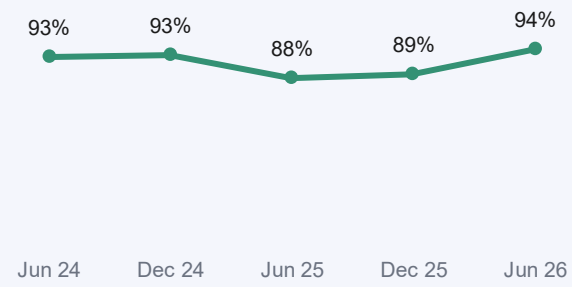
ARR TREND ($m)



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 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.

Strong start to FY27 with record cash receipts and ARR growth

Q1 CASH RECEIPTS

$5.3M

Record, up 23% vs $4.3M in prior corresponding period (PCP)

ARR

~$12M

Record ARR, up 17% versus PCP (at 30 September 2026)

CONTRACT WINS

$2.6M

In Q1 from new and existing customers

OPERATING CASHFLOW

$0.1M

Positive operating cashflow in Q1

BALANCE SHEET AND GROWTH INVESTMENT

Closing cash balance of $1.1M

Net debt position of $0.8M; $1.7M in undrawn debt facilities at 30 September 2026

Investing in growth

Recruitment of four sales staff, three in Australia and one in USA

RECOGNITION

Named in Gartner's Emerging Tech report

"AI Vendor Race: Tech Innovators in AI Vision Intelligence" (Cutting-Edge Applications), published 25 July 2026

Won three prestigious industry awards

Two in Australia and one in India

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.

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.

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 physcial world sensor data with AI training across dozens of jurisdictions. 20+ patents, including the positioning technology that holds accuracy 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. Deep integration into customer workflows delivering productivity & safety

WHERE WE OPERATE

Australia · Singapore · Canada · USA · India

A CREDIBLE REFERENCE BASE

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

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

councils

$48B

annual spend

678,000km

of roads

$643B

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 km 2. 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.