

3 December 2024

Ava Risk Group announces multiple contracts in key industry segments and provides operations update.

Ava Risk Group Limited (ASX: AVA) (“Ava Risk Group” or “the Company”) is pleased to advise that it has secured multiple contracts across key industry segments to deploy its latest generation Aura Ai-X intrusion detection technology. Details relating to contracts are summarised below:

Airport Security:

The Company is pleased to advise that it has been awarded two contracts for perimeter detection at two major airports, San Diego in the United States and Dubai Airport in the United Arab Emirates. Both contracts are effective immediately and have no conditions precedent attached to them. The contracts provide for the deployment of multiple Aura Ai-X systems and associated support services. Pleasingly, the Dubai contract is for an upgrade of legacy FFT products, further demonstrating the success of our inside sales upgrade program. The combined value of the contracts is \$0.9 million and the required equipment for these orders is expected to be delivered during H1 FY2025.

Airport security is emerging as a key sector for the deployment of the Company’s technology. These contracts demonstrate the capability of Ava Risk Group’s technology to provide sophisticated perimeter detection in complex environments. The Company has further sales pipeline opportunities in the airport security sector and is confident of winning additional contracts.

Sovereign Border Protection:

Building on its previous successful system deployments at a critical eastern European border, the Company advises that it has been awarded a \$1.9 million contract for the urgent deployment of its Aura Ai-X technology to provide protection for additional parts of the border. The contract is effective immediately and has no conditions precedent attached to it. The contract is for the provision of its detection systems and associated support services. This order is replacing competitor technology which has been installed at the border and is a clear demonstration of the superior performance of Aura Ai-X. It is expected that the equipment for this order will be delivered during H1 FY2025.

Commenting on the contract awards, Ava Group CEO Mal Maginnis said: “It is pleasing to see continued growing sales momentum across the business. I am very pleased to see Aura Ai-X replacing some competitor technology on the eastern European border as it validates our belief that Aura Ai-X is the market leading fibre-optic detection technology. Winning two significant orders for airport security highlights the versatility of our technology and provides strong reference sites for further contracts in this growing segment.”

“The Company is in a strong position to achieve its revenue guidance for H1 FY2025 of \$16.5 million - \$17.5 million.”

Change in Key Management Personnel:

The Company advises that James Viscardi, Executive Vice President Global Security, has resigned to pursue other career opportunities in the United States, finishing his role on 30 November 2024. The Company does not intend to replace this position and all regional sales leads will report directly to Mal Maginnis, Ava Group CEO.

The Company thanks Jim for his service over the past three and a half years.

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About Ava Risk Group

Ava Risk Group is a global leader in providing technologies and services to protect critical and high value assets and infrastructure. It operates three business segments – Detect, Access and Illuminate. The Detect segment manufactures and markets ‘smart’ fibre optic sensing systems for security and condition monitoring for a range of applications including perimeters, pipelines, conveyors, power cables and data networks. Access is a specialist in the development, manufacture and supply of high security biometric readers, security access control and electronic locking products.

Illuminate specialises in the development and manufacture of illuminators, ANPR cameras and perimeter detectors.

Ava Risk Group products and services are trusted by some of the most security conscious commercial, industrial, military and government clients in the world. www.avariskgroup.com