

5<sup>th</sup> February 2021

## **icetana secures its largest SaaS order for Singapore integrated resort customer**

### **Highlights:**

- **icetana receives an order for its motion intelligence platform from reseller Prosegur for a large Singapore integrated resort operation valued at S\$550,000 in aggregate for a 3 year licence term.**
- **The order represents icetana's first integrated resort customer outside Australia.**
- **Potential pathways to further integrated resort opportunities globally.**

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icetana Limited (ASX:ICE "icetana" or "the Company") is pleased to announce a new purchase order for a three-year deployment of icetana's video analytics solution to a Singapore integrated resort operation through security services vendor Prosegur Singapore Pte Ltd (Prosegur).

The order has an aggregate value of S\$550,800 (circa AUD\$536,000), inclusive of three years support and maintenance charged to the end-user. This deployment represents less than 5% of the total camera footprint of the integrated resort site, which is one of many operated by this end-user.

Hardware supply is included in the arrangement and represents approximately 20% of the aggregate value of the contract. The contract is priced on a software as a service basis thus contributing to icetana's annual recurring revenue.

Chief Executive Officer Matt Macfarlane said:

"This order represents the culmination of an extended process undertaken by the icetana and Prosegur teams. This was one of the COVID-19 affected projects that we are very pleased to see progress to an implementation stage. Particularly encouraging is the clear choice of the icetana motion intelligence platform over direct competitors. This represents icetana's largest SaaS based recurring revenue contract to date. The opportunity to expand the number of cameras at this Singapore site and in other locations controlled by this end-user is potentially very significant to icetana."

Non-Executive Director icetana Geoff Pritchard added "It is pleasing that icetana has emerged successful following an extensive competitive process to enable the provision of non-rules based CCTV analytics at such an important location. The implementation of icetana in such a large and complex site extends icetana's footprint in this important industry. icetana's non-rules based motion intelligence platform will enable the site to see what they need to see for both security and

surveillance incidents and to implement rapid response action across the facility in real-time.”

**Material terms of commercial arrangements:**

- The contractual arrangement disclosed in this announcement is between icetana and Prosegur, rather than the end user.
- The icetana end user mentioned in this announcement is subject to the End User Licence Agreement as published on the icetana website;
- The payment terms from Prosegur to icetana for these orders are on 30 day terms following payment by the end user to Prosegur which will occur monthly under the contract.
- The order includes a 3 year term of software support and maintenance. Ongoing support and maintenance after 3 years will be subject to a customer renewal. It is therefore possible that no material revenue over and above the initial order value materialises from Prosegur pursuant to this commercial arrangement going forward.

– ENDS –

Authorised for release by the Board of icetana Limited.

For further information contact:

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**About icetana**

icetana Limited is a global software company providing video analytics solutions designed to automatically identify anomalous actions in real-time for large scale surveillance networks. Our software integrates with customers’ existing video management systems and IP cameras.

Using artificial intelligence and machine learning techniques, the icetana motion intelligence software learns and filters out routine motion, showing only anomalous or unusual behaviour. This allows operators to focus on events that matter and respond in real-time to both precursor activities and incidents. icetana has a broad range of use cases across a growing number of industry verticals. It has been implemented at over 35 sites on four continents, helping clients harness the rich data streams from their existing security networks and turning that data into improved situational awareness and deeper operational insights.