

SenSen Networks Ltd

08:01 04 Nov 2019

Sensen Networks' technology works and has blue-chip support: BW Equities

SenSen Networks Ltd's (ASX:SNS) key asset is the SenDISA platform, an Internet of Things technology.

The platform underpins SenSen's lead product SenFORCE, a mobile parking enforcement unit technology that uses video to provide a visual overview of publicly-accessed areas such as car parks.

Another SenDISA product is the Gemineye product, which can slash the cost of smart cities technology by drawing on the power of smartphones.

BW Equities has a buy rating for SenSen with a price target of 19 cents per share (current share price: 9.2 cents).

Following is an extract from BW's report:

Product strengths

- The technology works and has blue-chip support (Crown, Transurban, BCC)
- Versatile across industries (transport, gaming, tolling) and use cases (dumping, scooters)
- Thematic: Replacing outdated technology (ie. RFID) with video AI
- Efficacy: SNS has never lost a client, typically improves penetration (Bris, Calgary)

The timing is right

- Headline performance has been underwhelming, although...
- ...ARR growth was ~150% in FY19
- ...And just a single contract will significantly move the needle

Near-term catalysts

- ITS - First Vic/NSW clients + major US city trials underway (~\$5m contracts)
- Retail (Gaming) - 5 POC's live, 17 active opportunities
- Gemineye - First orders have now been placed ? Toll Roads - Expansion of the Transurban trials - potentially \$8m/year?

Estimates & Valuation

- FY20 revenue growth = ~170% (ARR +110%)
- EBITDA +ve from 2H20
- Valuation is deceptively full @ ~11x revenues (28x ARR)

Price: 0.099

Market Cap: \$44.61 m

1 Year Share Price Graph



Share Information

Code: SNS

Listing: ASX

52 week High Low
0.135 0.055

Sector: Software & services

Website: www.sensennetworks.com

Company Synopsis:

SenSen Networks Ltd (ASX:SNS) is listed on the Australian Securities Exchange.

action@proactiveinvestors.com.au

Proactive Investors facilitate the largest global investor network across 4 continents in 4 languages. With a team of analysts, journalists & professional investors Proactive produce independent coverage on 1000's of companies across every sector for private investors, private client brokers, fund managers and international investor communities.

Contact us +61 (0)2 9280 0700 action@proactiveinvestors.com.au

No investment advice

The Company is a publisher. You understand and agree that no content published on the Site constitutes a recommendation that any particular security, portfolio of securities, transaction, or investment strategy is suitable or advisable for any specific person. You understand that the Content on the Site is provided for information purposes only, and none of the information contained on the Site constitutes an offer, solicitation or recommendation to buy or sell a security. You understand that the Company receives either monetary or securities compensation for our services. We stand to benefit from any volume which any Content on the Site may generate.

You further understand that none of the information providers or their affiliates will advise you personally concerning the nature, potential, advisability, value, suitability or profitability of any particular security, portfolio of securities, transaction, investment, investment strategy, or other matter.

You understand that the Site may contain opinions from time to time with regard to securities mentioned in other products, including Company-related products, and that those opinions may be different from those obtained by using another product related to the Company. You understand and agree that contributors may write about securities in which they or their firms have a position, and that they may trade such securities for their own account. In cases where the position is held at the time of publication and such position is known to the Company, appropriate disclosure is made. However, you understand and agree that at the time of any transaction that you make, one or more contributors may have a position in the securities written about. You understand that price and other data is supplied by sources believed to be reliable, that the calculations herein are made using such data, and that neither such data nor such calculations are guaranteed by these sources, the Company, the information providers or any other person or entity, and may not be complete or accurate.

From time to time, reference may be made in our marketing materials to prior articles and opinions we have published. These references may be selective, may reference only a portion of an article or recommendation, and are likely not to be current. As markets change continuously, previously published information and data may not be current and should not be relied upon.

The Site does not, and is not intended to, provide investment, tax, accounting, legal or insurance advice, and is not and should not be construed as providing any of the foregoing. You should consult an attorney or other relevant professional regarding your specific legal, tax, investment or other needs as tailored to your specific situation.

In exchange for publishing services rendered by the Company on behalf of SenSen Networks Ltd named herein, including the promotion by the Company of SenSen Networks Ltd in any Content on the Site, the Company receives from said issuer annual aggregate cash compensation in the amount up to Twenty Five Thousand dollars (\$25,000).