

25 August 2020

Service Division achieves more than \$3m revenue for July 2020 with positive outlook for further growth in FY2021.

Ava Risk Group Limited (ASX: AVA) (Ava Group or Company) is pleased to announce that its Services Division, Ava Global, has continued its growth trajectory from Q4 FY2020 into Q1 FY2021.

Following the new client wins announced in Q4 FY2020, a further five clients, across various sectors, have entered into agreements with Ava Global:

- | | |
|----------------------------|---|
| • Mining | 2 |
| • Precious Metals Refining | 2 |
| • Banking | 1 |

Unaudited revenue for the month of July 2020 was more than \$3m with further Gross Margin improvement and EBITDA in excess of 15% (+6% vs FY2020 full year EBITDA of circa 9%),

Ava Global CEO, Chris Fergus, commented “We are delighted with the trajectory of the business and its financial performance since its inception in 2016. FY2020 was in many ways a transformational year with particularly strong Q4 FY2020 growth in the Americas, Europe and Africa, despite the logistical challenges posed by the COVID-19 pandemic. Building on our growing market opportunity, we are further investing in our business development capability in key client sectors and in the Asian region to further leverage our strong and scalable operational capability, as well as our growing reputation.”

For the sake of clarity, please note the above refers only to the Services Division and excludes any activities and results of Ava Group’s Technology Division.

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Please refer to Note 1 below.

Approved for release for and on behalf of the Board of Directors by:



Leigh Davis

Company Secretary

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About Ava Group

The Ava Group, comprising world leading technology divisions Future Fibre Technologies (FFT) and BQT Solutions (BQT), and international secure logistics services division Ava Global, is a market leader in the provision of risk management services and technologies, trusted by some of the most security conscious commercial, industrial, military and government clients in the world.

The Group features a range of complementary solutions including intrusion detection for perimeters, pipelines and data networks, biometric and card access control as well as the secure international logistics and storage of high value assets. Through decades of innovation, the Ava Group continues to build upon a comprehensive portfolio of premium services and technologies for the most complex and demanding markets.

Our business truly serves a global market, with our knowledgeable team spread across six continents, providing market and industry expertise directly to customers. With thousands of sites protected, the Ava Group is proven to deliver first class services and technologies that surpass the expectations of our partners and end users.

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Note 1

Forward Looking Statements

Information in this release is for general information purposes only. Certain statements in this document regarding the Company's financial position, business strategy and objectives, contain forward-looking statements (rather than being based on historical or current facts) and as such, are not able to be verified.

All forward-looking statements are based on the current views of the Company's management as well as reasonable assumptions made by, and information currently available to the Company's management. Forward-looking statements are inherently uncertain and must be read accordingly. There can be no assurance that some or all of the underlying assumptions will prove to be valid. If assumptions are invalid this is likely to have an impact on the accuracy of the statement itself.

All data presented in this document reflects the current views of the Company with respect to future events. Forward-looking statements are subject to a variety of risks, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company. Forward looking statements are also subject to external matters outside the control of the Company.

To the maximum extent permitted by law, the Company, its officers, employees and agents do not assume any obligation to release any updates or revisions to the information (including any forward looking statements) in this presentation to reflect any change to expectations or assumptions; and disclaim all responsibility and liability for any loss arising from reliance on this presentation or its content.