



# **AGM Address**

Peter Wallace, Chairman Peter Amos, Managing Director





#### **Order of the Annual General Meeting**

#### **Peter Wallace**

Chairman's Welcome and Address

**Peter Amos** 

Managing Director's Address

**Peter Wallace** 

Consideration of motions before the meeting

Questions

Close



#### **Chairman's Welcome and Address**

#### **Board Members**

Peter Wallace-Chairman

Peter Amos-Managing Director

Ed Goodwin, Tom Amos, David Swift-Non Executive Directors

Robert Glasson-CFO, Company Secretary

**Auditor** 

Arthur Milner-PKF



### Financial Results 2011

Revenue up o.8% to \$66.7M

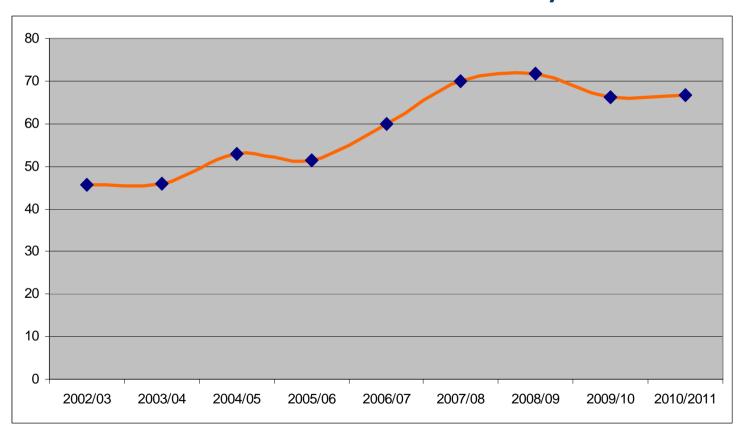
NPAT down 92.2% to \$126k

Basic EPS 0.4 cents

Full year dividend of 0.5 cents per share fully franked

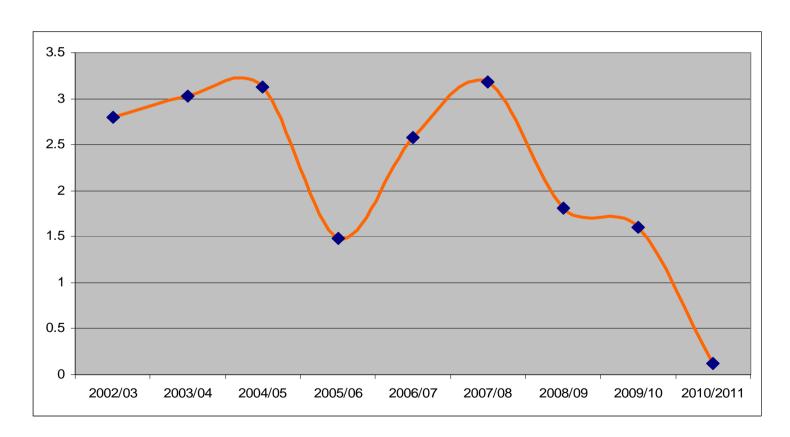


# **Total Revenue From Ordinary Activities**





## **Net Profit After Tax**





#### **Results Overview**

Capital project work slow

Retail sector slow

Supply issues in the lifestyle area due to natural disasters

Continuing consolidation of suppliers and clients

Termination costs \$502k

Inventories down \$2.1m

Borrowings reduced \$1.7m



# **Professional Segment**



Reduced costs with consolidation of segment areas

Extension of current contracts

Success in the mining sector

New display technology introduction

Continued growth in the musical instrument sector





# Lifestyle Entertainment Segment

Launch of the new range of Headphones

Added additional sales channels for new segments

Continuing refinement of sales logistics

Added four new product lines





# Infrastructure Changes

Reduced space usage
Integrating New Zealand MIS system into Australia
Integrating e commerce system into Australian MIS
New Premises for Head Office to be completed February
2012



#### First half outlook-December 2011

Margins under pressure

Control costs

Continue to expand market reach with new products and areas

Continue to diversify sales model to market

At this, time the board anticipates the revenue to be in the range of\$28m-\$30m and NPAT to be breakeven +/-\$250k