



THREAT
PROTECT

Security without compromise

Business Update

Monitored Security Systems | CCTV and Access Control | Corporate Risk Consultancy |
Security Personnel

July 2020

Threat Protect Australia Limited ABN 36 060 774 227

www.threatprotect.com.au

Financial Performance FY 2020

Significant improvement in financial outcomes as a result of integration and cost cutting

- A focus on cost reduction has resulted in an ongoing improvement to earnings of \$280k per month. (\$3.36 mil per annum)
- Ongoing operational efficiencies will generate a further \$100k in cost savings during the first half of FY21. (\$1.2mil annualised)
- Current projections show the business in a positive cash position after payment of interest and principal repayments.

	Year Ended 30 June 2020 Unaudited	Year Ended 30 June 2021 Forecast
	\$M	\$M
Revenue	27.8	28.0
Gross Profit	10.8	13.6
Operating Expenses	<u>6.0</u>	<u>5.6</u>
Normalised EBITDA	4.9	8.0

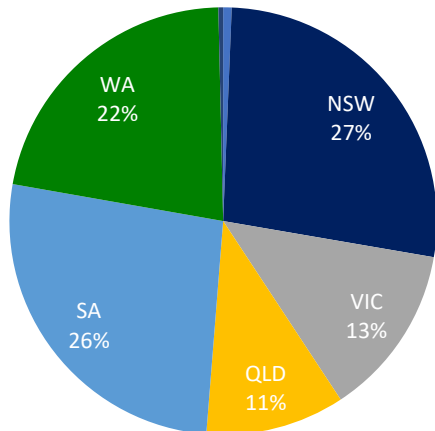
- Normalised EBITDA refers to earnings before Interest, Tax, Depreciation, Amortisation and one off costs associated with acquisition and integration of businesses
- 2021 normalised EBITDA figure of \$8m represents the mid point of the Guidance range of \$7.5 - \$8.5m

Industry Leader in Wholesale Monitoring

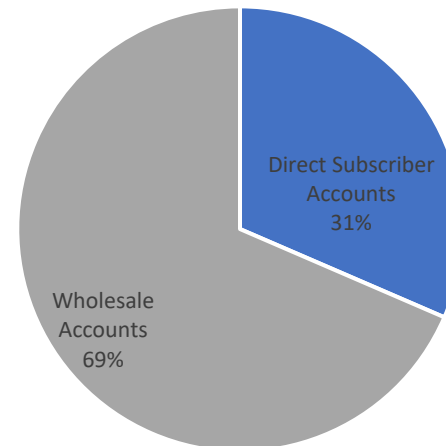
Threat Protect delivers a full service security monitoring offering to customers anywhere in Australia

- Threat Protect is the largest provider of wholesale monitoring services and the largest non-international owned monitoring company in Australia.
- Threat Protect currently monitors approximately 80,000 accounts through its national infrastructure
- Having 3 Grade A1 monitoring centres has provided Threat Protect with the scale to absorb large acquisitions within its capacity as well as provide significant redundancy protection during the recent COVID-19 pandemic.
- By shutting down surplus monitoring facilities Threat Protect has been able to achieve substantial cost-synergies, by transferring customers to its existing stations with excess capacity

Clients By Location



Direct Subscriber v Wholesale



Product Growth

Expansion into adjacent markets – Duress, Medical & Aging in Place

- As the largest provider of wholesale monitoring services in Australia, our focus is now on leveraging the domestic retail and commercial market place with our product suite which capitalises on both the size and diversity of our existing client base and the national reach of our wholesale distribution force.



APP BASED DURESS MONITORING

An SOS from your phone that live streams your location, video and voice to our 24 hour control room along for incident management and assistance by trained professionals.



PERSONAL ALARM FOR INDEPENDENT LIVING

A DIY personal safety solution that provides 24hour monitoring, with support at the press of a button, giving reassurance that there is someone to help at all times.



AFFORDABLE RESIDENT CARE TECHNOLOGY

An affordable, easy-to-use, in-home care-giving solution designed to support people as they age in place and help homcare companies provide the customised care their clients demand.

Our system uses discreet wireless sensors to track activity and wellness indicators such as sleep patterns/sleeplessness, overly sedentary lifestyles, infrequent or excessive bathroom activities, wandering and medication adherence.

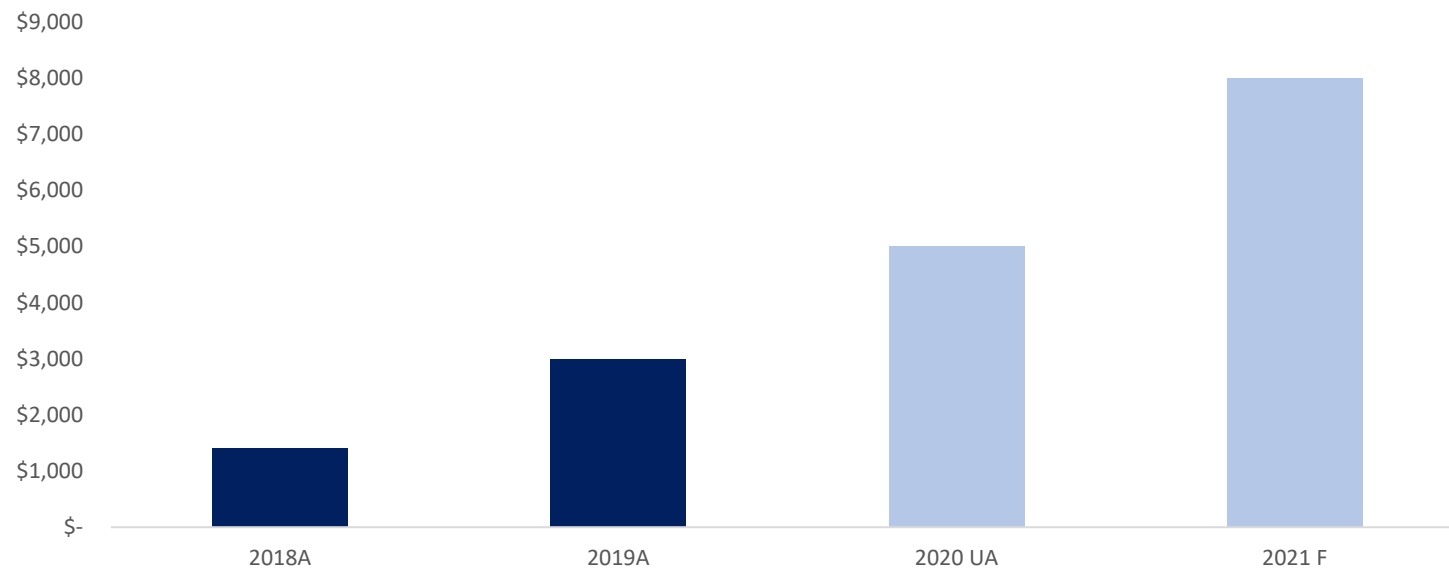
Caregivers and family members stay informed and connected simply by receiving automated phone calls, emails, text messages or by checking a mobile device or password-protected private web page.



Financial Overview

Revenue, Gross Profit and EBITDA climbing steadily

Growing EBITDA



\$A'000	2018A	2019A	2020 Unaudited	2021 Forecast
Revenue	14,683	19,741	27,800	28,000
Normalised EBITDA	1,395	2,870	4,900	8,000
Normalised EBITDA %	9.5%	14.5%	18%	28.5%

- Normalised EBITDA refers to earnings before Interest, Tax, Depreciation, Amortisation and one off costs associated with acquisition and integration of businesses
- 2021 forecast assumes current business operating circumstances and excludes potential increases to revenue arising from acquisitions.
- 2021 normalised EBITDA figure of \$8m represents the mid point of the Guidance range of \$7.5 - \$8.5m

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Authorised for release by the Board

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