

# Ambertech LIMITED

SOURCE SUPPLY SUPPORT

---

ANNUAL GENERAL MEETING – 15 NOVEMBER 2022

ASX: AMO



# ORDER OF PROCEEDINGS

Chairman's Introductions

Managing Director's Presentation

Questions

Formal Business

Closure

---





# CHAIRMAN'S INTRODUCTIONS

## Board Members



Peter Wallace  
Chairman



Peter Amos  
Managing Director



Tom Amos  
Non-Executive Director



David Swift  
Non-Executive Director



Santo Carlini  
Non-Executive Director



Robert Glasson  
COO, Company Secretary

## Auditor

Martin Coyle  
BDO Audit Pty Ltd

## Registry

Nakul Joglekar  
Boardroom



# Managing Director's Presentation

---





## Consolidation of Business Results

- Strong revenue despite impact of project delays
- Dealer business strong
- Tax losses fully utilised, NPAT normalised

## Acquisition Strategy Successful

- Strong revenue and margin contribution from acquired brands
- Noise Toys and Connected Media now fully integrated
- Further opportunities being evaluated

## Focus on Capital Management

- EPS of 4.2 cents per share, ROE of 19.5%
- Full year dividend per share of 3.0 cents fully franked
- Funds retained from capital raise have reduced debt levels and provide agility for growth opportunities



# INTEGRATED SOLUTIONS

Revenue FY22

\$39.6m

% Of total revenue

51%

Segment EBIT

\$3.6m

Supporting our dealer network with world class product solutions and support.



Successful integration of Connected Media Australia in FY22.

Further acquisition prospects being evaluated to complete offering to market.

Growth opportunities with existing brands continue to develop, particularly in growing commercial market

Recognised as market supplier of choice



# PROFESSIONAL

Revenue FY22

\$23.0m

% Of total revenue

30%

Segment EBIT

\$1.7m

Supporting a strong dealer network and a range of media and communications users with world class product solutions and ongoing support including SaaS.



**MUSICAL INSTRUMENTS**

Guitars, instruments and music technology for musicians of all levels.



**PROFESSIONAL PRODUCTS**

Pro audio equipment for live sound productions, recording studios and post production.



**DEFENCE, LAW ENFORCEMENT AND SECURITY (DLES)**

Specialised data communications and video technology for Defence, Law Enforcement and Security.



**MEDIA SYSTEMS**

Content creation, acquisition, delivery, processing, asset management for broadcast and new media.

Successful integration of Noise Toys business in FY22.

Significant capacity for growth without brand substitution across all areas

Project based revenue continues to be impacted by customer timelines, with pipeline of opportunities growing.

Continuing emergence of SaaS and LaaS in broadcast media market.





# RETAIL

Revenue FY22

\$14.4m

% Of total revenue

19%

Segment EBIT

\$2.1m

Exclusive brand representation in areas where product differentiation is clear in capability and value.



Exclusive representation of brands with significant equity at major CE retailers.

Introduction of headphone brand (Nura) with point of difference and growth into subsequent periods.

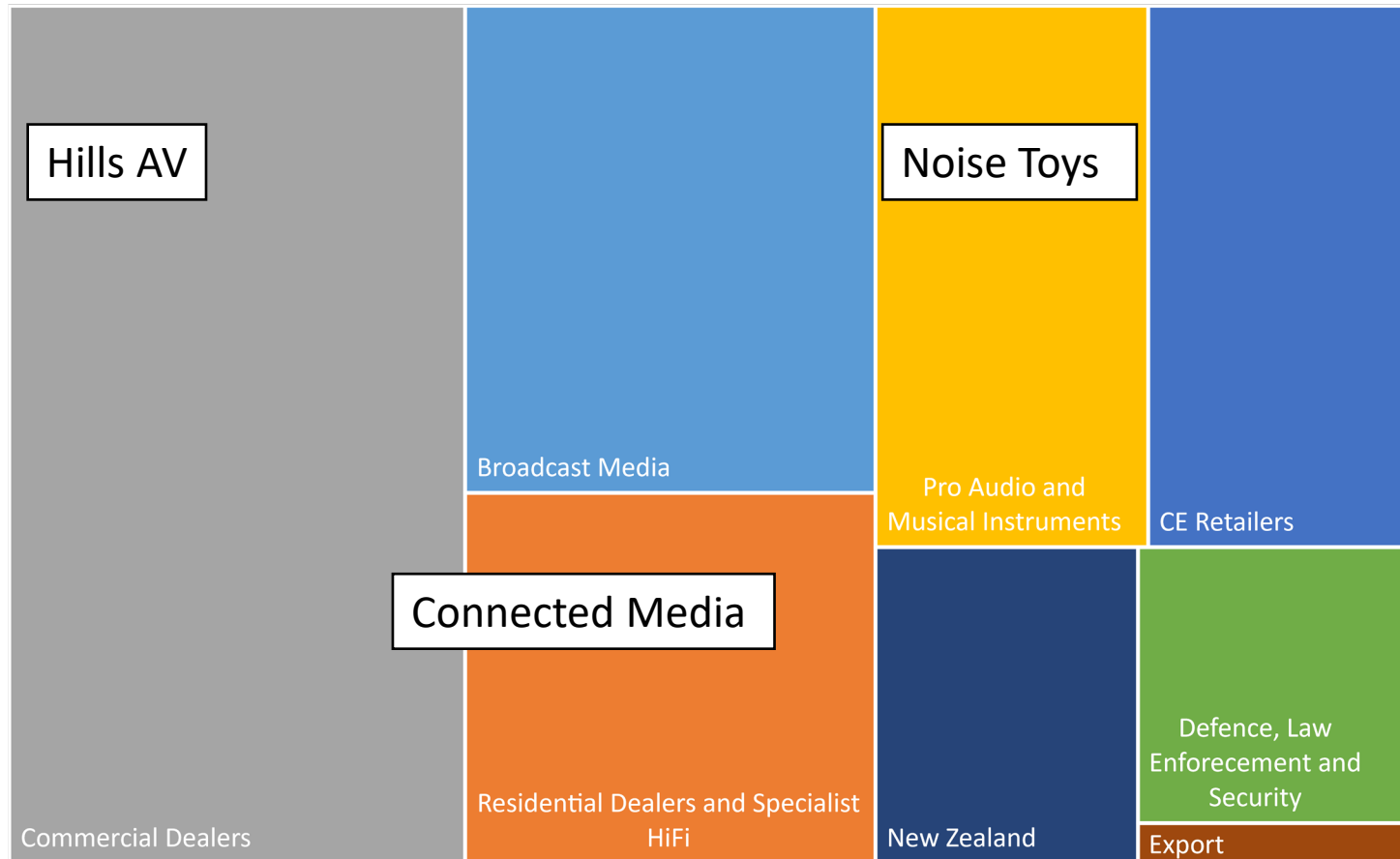
Some supply issues in early FY2023.

Evaluating growth opportunities, however remaining very selective in this space.



# GROWTH AND ACQUISITION STRATEGY

Relative Size of Revenue Contribution by Market



- Actively seek out premium brands complementing existing market offering
- Evaluation of opportunity to balance scale in each market
- Emphasis on vendor IP and market reputation
- Limit brand conflict
- Retained focussed sales and brand teams in each market
- Leverage skilled support team across all business units

- First half result shows revenue growth period on period, however delayed shipment arrivals and foreign exchange have eased some margins.
- Outlook remains positive with margins returning to expected levels.
- Heads of agreement signed on acquisition subject to conditions precedent. Ongoing review of other opportunities to deliver on successful growth strategy.
- Large project prospects continue to develop across multiple business units.
- Seeing greater supply chain stability and further operational enhancements.





This information has been prepared by Ambertech Limited. This document contains background information about Ambertech Limited current at the date of this presentation. The presentation is in summary form and does not purport to be all inclusive or complete. Recipients should conduct their own investigations and perform their own analysis in order to satisfy themselves as to the accuracy and completeness of the information, statements and opinions contained in this presentation.

This presentation is for information purposes only. Neither this presentation nor the information contained in it constitutes an offer, invitation, or solicitation or recommendation in relation to the purchase or sale of shares in any jurisdiction.

This presentation may not be distributed in any jurisdiction except in accordance with the legal requirements applicable in such jurisdiction. Recipients should inform themselves of the restrictions that apply in their own jurisdiction. A failure to do so may result in a violation of securities laws in such jurisdiction.

This presentation does not constitute investment advice and has been prepared without taking into account the recipient's investment objectives, financial circumstances or particular needs and the opinions and recommendations in this presentation are not intended to represent recommendations of particular investments to particular persons. Recipients should seek professional advice when deciding if an investment is appropriate. All securities transactions involve risk, which include (among others) the risk of adverse or unanticipated market, financial or political developments.

To the fullest extent permitted by law, Ambertech Limited, its officers, employees, agents and advisors do not make any representation or warranty, express or implied, as to the currency, accuracy, reliability or completeness of any information, statements, opinions, estimates, forecasts or other representations contained in this presentation. No responsibility for any errors or omissions from this presentation arising out of negligence or otherwise is accepted.

## **Forward Looking Statements**

This presentation may include forward-looking statements. Forward-looking statements are only predictions and are subject to risks, uncertainties and assumptions which are outside of the control of Ambertech Limited. Actual values, results or events may be materially different to those expressed or implied in this presentation. Given these uncertainties, recipients are cautioned not to place reliance on forward-looking statements. Any forward-looking statements in this presentation speak only at the date of issue of this presentation. Subject to any continuing obligations under law and the ASX Listing Rules, Ambertech Limited does not undertake any obligation to update or revise any information or any of the forward-looking statements in this presentation or any changes in events, conditions or circumstances on which any such forward-looking statement is based.

# Questions

