



16 November 2022

CHAIRMAN'S ADDRESS

Good morning, ladies and gentlemen. My name is Peter Tonagh and I have the privilege of being the Chair of GTN.

On behalf of the GTN Board, I would like to welcome you here to our 2022 Annual General Meeting. A quorum is present and I declare the meeting open.

We are joined today by GTN's Australian-based Directors and senior executives, including our Founder and CEO Bill Yde.

The Notice of Meeting includes seven items of business that I will discuss when we move into the formal part of the meeting. But before that I would like to make some general observations about the F22 financial year and the current financial year to date, after which Bill Yde will provide us with an update and business outlook. I will then return to open the formal proceedings.

There are four main points that I would like to make:

First, the company continues to recover nicely from the COVID-19 pandemic.

Second, we have a very strong balance sheet having paid down \$30m of bank debt during F21 and F22. This has allowed us to return to paying dividends and to commence the share buyback.

Third, our core business is in great shape with continued market leading reach and new contracts in place with our two largest affiliates, HT&E and Nova.

And, fourthly, we are focused on opportunities for growth both in our core business and elsewhere, including the launch of aerial drone light shows.

Turning to my first point, the Company continues to recover nicely from the harshly negative impact of the COVID-19 pandemic. For F22, revenue increased 12% compared to F21, which led to a 22% increase in Adjusted EBITDA. If the impact of Jobkeeper and similar programs in our international markets are excluded, Adjusted EBITDA jumped 43% compared to F21.

Revenue for the first quarter in FY23 was up 9% compared to the previous year. The F22 first quarter Adjusted EBITDA was \$2.2 million, an improvement of 64% compared to first quarter F21. Sales pacings for 2Q F23 to date have also been ahead of the previous year period led by a strong performance in October 2022.



Second, GTN has a very strong balance sheet. While many companies had to raise capital during the pandemic, we repaid \$30 million of our bank facility during F21 and F22. Due to our strengthening financial performance, we have been able to reinstate the dividend, paying a 1.3 cent final dividend for FY22, as well as implementing a share buyback. To date, we have repurchased over 1.5 million GTN shares since the commencement of the buyback in September 2022. Despite the dividend and the buyback, the company continues to have cash reserves roughly equal to our debt level.

Third, our core business remains in great shape with several key affiliate deals agreed in the last 12 months. These include extending our arrangements with HT&E and Nova in Australia and Rogers in Canada. This means that we have no major contracts coming due in the next two years in Australia and our focus is solely on great execution of our sales strategy.

Finally, we are focused on sensible growth opportunities both in our core business and outside. While we have considered a number of outside growth options, our focus is on areas where we have a competitive advantage and can leverage our organisations skills and experience. Our move into aerial drone light shows is a great example – it leverages our core business model and our many years of experience of dealing with the relevant regulator, CASA, while also enhancing our relationship with our key advertising clients.

I'd like to thank the executive team lead by Bill Yde who continue to respond to the difficult business environment and adroitly navigate its ongoing challenges. The Board is confident in your executive team's ability to grow our existing business lines while developing exciting new opportunities.

I would also like to thank your Board members, each of whom contributes a good balance of the experience and skills required for strong governance and deep local industry knowledge.

Most importantly, I'd like to thank you, our shareholders, for your ongoing support. It is very much appreciated. We never lose sight that you are the owners of GTN.

I would now like to introduce our CEO and Managing Director Bill Yde who will provide an update on each of the Group's operating divisions.

Please now welcome Mr Bill Yde.