



Company Announcements Office  
ASX Limited  
20 Bridge Street  
Sydney NSW 2000

23 April 2020

**Re: Shareholder Newsletter**

Attached for lodgement is a copy of a Newsletter sent to shareholders today. The newsletter contains an update on trading for the period from January to March 2020, along with updates on recent projects. Information on recent changes to the Board are also included.

On behalf of the Board of Ambertech Limited

Yours sincerely

Robert Glasson  
Company Secretary  
**Ambertech Limited**



# SHAREHOLDER NEWSLETTER

APRIL 2020



## TRADING UPDATE

Ambertech's trading performance for the March 2020 quarter delivered on the expectations flowing from the successful integration of the Hills AV Division acquisition in late December 2019. The unaudited management accounts for Ambertech show profitable trading in each of the three months in the March 2020 quarter.

Like many ASX companies, Ambertech has withdrawn its guidance for FY2020 due to the inherent uncertainty on the impact that COVID19 will have on its operations in the near term.

The Board is confident that any short term market disruption will not affect any underlying long term demand for Ambertech's products.

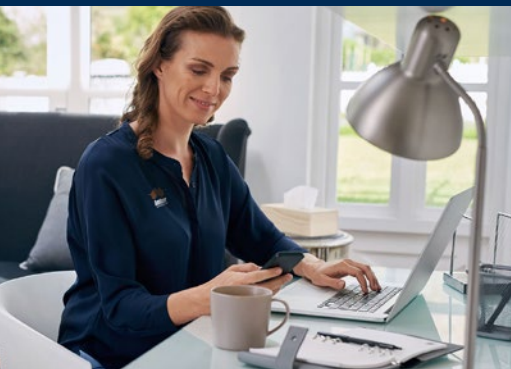
## COVID-19 UPDATE

As the COVID-19 situation continues to unfold, the team at Ambertech remain committed to servicing their customer base during these challenging times, following the advice and directives of the Australian Government.

On Monday 23 March we moved to work from home for our Account Managers, Business Development Managers, Brand Managers, Marketing and E-commerce teams.

Our reception, warehouse, sales desk, service and credit departments, together with our Leadership team, remain onsite at our Sydney Head Office.

Our Media Systems and Technical Services Group teams are working in a combination of work from home, onsite at Head Office and remote, depending on requirements of our broadcast customers. All are available via phone and email.



## NATIONAL BROADCASTER RE-ENGAGES AMBERTECH FOR MAJOR UPGRADE

**Ambertech Limited (ASX:AMO) have secured the Australian Broadcasting Corporation (ABC)'s tender for the replacement of its video ingest and playout systems with an EVS solution.**

The deal is valued at \$5.1million, including a \$1.5million support contract over a five-year period. It is expected that the company will recognise \$2.8million in revenue for the 2019/20 financial year. The five-year contract will upgrade existing EVS production and tape systems to provide the broadcaster with innovative solutions that deliver greater agility, reliability and responsiveness.

The project will include the supply and integration of industry standard EVS video production servers, a live production asset management (PAM) suite for news, production and sports programming with remote browser-based collaboration workflows between the Ultimo, Southbank and other connected remote facilities. This environment also features tight integration with various ABC production systems currently deployed in both the studio and editing domains, providing efficiencies across the overall production workflow.

"The ABC tender win is a continuation of a long-standing relationship Ambertech has with the national broadcaster over a number of decades," stated Peter Amos, Managing Director, Ambertech. "The project will be completed over a six-month period and will involve deployment and integration within the ABC's Ultimo and Southbank facilities, backed by a five-year service level agreement."

## WELCOME OUR NEW BOARD DIRECTOR, SANTO CARLINI

**Following the retirement of Mr Ed Goodwin, Mr Santo Carlini has been appointed to the Board as a Non-Executive Director effective 1 March 2020.**

Mr Ed Goodwin resigned as an independent Non-Executive Director with effect from 29 February 2020, after more than 22 years on the Board of Ambertech. Mr Goodwin also acted as the Chairman of the Ambertech Audit and Risk Management Committee since 2004.

Mr Carlini brings to the Ambertech Board key Audio-Visual industry experience in the major professional and installation market segments, with strong international products and supply experience and over 20 years dedicated to achieving the best product and service outcomes for customers.

Mr Carlini is General Manager at WES Alliance Pty Ltd (WES), founded in 1984. Since 1995 the WES business has grown from a specialist supplier of electronic parts to a leading supplier of audio, visual products and solutions to the domestic and commercial installation market.



# PROJECT UPDATES

## RITZ CARLTON PERTH

### Perth's newest luxury hotel installed by Programmed Electrical Technologies, WA

The Ritz Carlton is Perth's newest luxury hotel. A \$400 million-dollar project, including two residential and hotel towers, the site was in construction for three years. With the promise of a 6-star rated experience, it was imperative that everything, from technology, audio visual equipment and décor, meet the expectations of future residents and visitors.

A selection of products and systems from the Ambertech portfolio were specified by Programmed Electrical Technologies, including Sonance Professional Series, Sonance Landscape Series, JTS microphones and Williams IR hearing augmentation system.

Read the full case study [here](#).



## SILVUS TECHNOLOGIES

### Backing up bushfire communications for NSW Telco Authority

At the height of the NSW State of Emergency in December 2019, the NSW Telco Authority commissioned Ambertech to deliver a Silvus mesh radio system. The system was chosen to provide network coverage for Government Radio Network, mobile Cell on Wheels units in situations where cell coverage was compromised and VSAT was not considered a viable option. With the mesh radio system, the Telco Authority could re-establish vital communications platforms to support emergency services in high priority bush fire impacted areas.

"Under the extreme bushfire conditions, the Silvus Technologies solution presented an ideal solution for the NSW Telco Authority," said Ross Caston, General Manager DLES. "The system is expandable, simple, and quick to deploy in temporary installations, and incorporates its own voice communications system. Radio management can be performed remotely, and adjustments can be made on an as needed basis to optimise operation for any given scenario."

Read the press release [here](#).



## AUSBIZ TV GOING LIVE

### Ambertech leads design and installation of new business news streaming channel

30 March saw the completion of our latest Media Systems project with [ausbiztv](#) going live. A full NDI workflow was built in just five days. Kochie's (David Koch) new show uses P200 exclusively as their studio cameras, [BirdDog](#) Comms as their intercom solution, and BirdDog Mini for various things including Comms, NDI Encoders, and NDI Decoders. Also in use is Vizrt Verdi switcher and graphics, 7Mountains DiNA cloud collaboration, and Mjoll media management. The owners of ausbiz commended Ambertech for their amazing forward-thinking design and installation.

Read news article from [C+T magazine here](#).



## VIDEO CONFERENCING SOLUTIONS

Our newly expanded portfolio offers a wide range of solutions for video conferencing and meeting, ranging on cost effective devices to enhance audio and video in a work from home office, through to sophisticated interactive touchscreens for boardroom and meeting areas.

Read more about [video conferencing here](#).

