

ANNUAL GENERAL MEETING

10 NOVEMBER 2020



Ambertech
LIMITED

SOURCE SUPPLY SUPPORT

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, David Swift and Santo Carlini - Non Executive Directors

Robert Glasson - COO and Company Secretary

Auditor

Martin Coyle - BDO East Coast Practice



MANAGING DIRECTOR'S PRESENTATION

Peter Amos

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OUR PROFILE



Media Systems



Defence, Law Enforcement & Security



Professional Products



Commercial Installations



Residential Installations



Home Entertainment

Amber Technology is a leading value-added distributor of audio-visual and communications solutions. We support a network of professional, commercial and residential installers, consumer electronics (CE) & musical instrument (MI) retailers, content creators, broadcasters, and users of communications infrastructure across Australia and New Zealand.

SOURCE SUPPLY SUPPORT

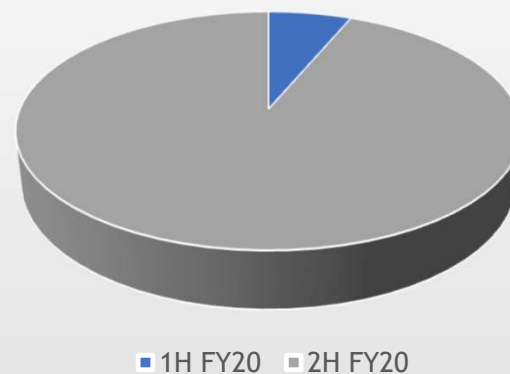
OUR FINANCIALS

	Revenue \$m	EBITDA \$m	NPAT \$m	Working Capital \$m	Operating Cash Flow \$m	Net Debt \$m
FY20	58.7	3.3	0.8	10.6	1.3	3.8
FY19	57.2	(0.3)	(1.3)	6.7	(0.5)	4.4

- Successful integration of acquisition of Hills Audio Visual division (“HAV”).
- Turnaround in EBITDA and NPAT achieved with strong second half.
- Increase in revenue despite Covid-19 impact.
- Cash flows strong in second half, resulting in lower debt levels and improved working capital. New facility negotiated.

HAV Acquisition

	Ex-HAV Brand Revenue \$m
1H FY20	0.6
2H FY20	8.9
FY20	9.5



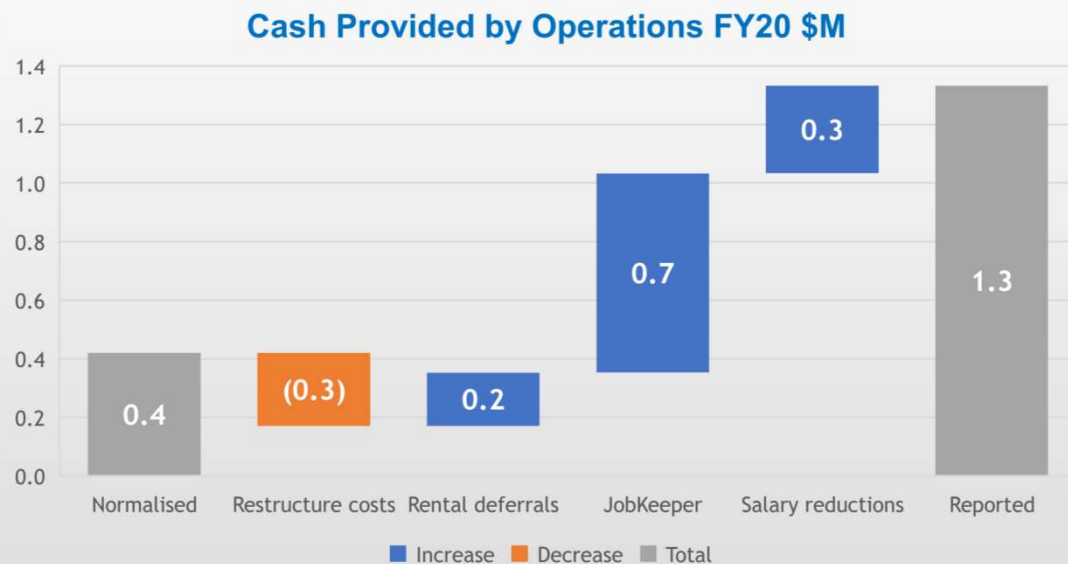
- Achieving through successful capital raising.
- Successful transfer of 26 new staff.
- Significant increase in brand portfolio and customer base.
- Strong second half revenue performance - full year impact to flow in FY21.

Our Results Half on Half

	Revenue \$m	EBITDA \$m	NPAT \$m	Restructure Costs \$m	JobKeeper Subsidy \$m	Underlying EBITDA \$m
H1 FY20	25.6	(0.4)	(1.6)	0.7	-	0.3
H2 FY20	33.1	3.7	2.4	-	(1.1)	2.6
FY20	58.7	3.3	0.8	0.7	(1.1)	2.9

- Results in 2H FY 20 significantly improved.
- Underlying result, adjusting for the one off costs associated with the acquisition, and the benefit of the JobKeeper subsidy, show the same trend.

MANAGING THE IMPACT OF COVID-19



- Impact most significant in Q4 FY20.
- Biggest impact has been on live entertainment & events, and education.
- JobKeeper subsidy important to cash flow across FY20 (and 1H FY21).
- Proactive expense management underpinned solid cash flow.

OUR SEGMENTS

Reporting Segment	Market	Products and Services	New Reporting Segment
Professional	Media Systems	<ul style="list-style-type: none"> Supply, installation and support of major systems for the Broadcast and Post Production industry 	Professional
	Defence, Law Enforcement & Security	<ul style="list-style-type: none"> Specific products focussed on defence and law enforcement. 	
	Professional Products	<ul style="list-style-type: none"> Products for professional users spanning music, studios, broadcasters and post production 	
Lifestyle Entertainment	Residential Installation	<ul style="list-style-type: none"> A range of exclusive brands complementary to the residential installation space. 	Integrated Solutions
	Commercial Installation	<ul style="list-style-type: none"> A range of exclusive brands focusing on commercial and educational clients. 	
	Major Retail	<ul style="list-style-type: none"> A focus on exclusive product representation in areas where product differentiation is clear in capability and value; including home cinema, universal remote controls and AV accessories. 	Retail
NZ	Subset of the above markets	<ul style="list-style-type: none"> Subset of the above products and services. 	Consolidate into other primary segments

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OUR STRATEGY

	Opportunity	Growth Initiatives
Organic	Professional	<ul style="list-style-type: none"> Leverage capabilities to deliver more system sales as complete supplier. Recent examples include the ABC and Ausbiz. Focus on increasing our recurring services model of multi year support contracts. Increasing our own IP capability with the acquisition of Australian Monitor. The R&D for new product development continues with four new products in development.
	Integrated Solutions	<ul style="list-style-type: none"> Consolidate on market opportunities provided by expanded product portfolio and market presence gained from HAV acquisition Identify and deliver on opportunities arising from changing nature of workplace arrangements including working from home.
	Retail	<ul style="list-style-type: none"> Introduction of a range of new low cost LED based projectors to the market. Consolidate position as market leading supplier of universal remote controls.
Inorganic	Acquisition	<ul style="list-style-type: none"> AMO is actively looking at acquisitions, with a number already identified in each area of the business. We have disciplined framework for approaching relevant acquisition opportunities.

OUTLOOK

SOURCE SUPPLY SUPPORT

1H FY21 Results Guidance (unaudited)

	Revenue \$m	EBITDA \$m	JobKeeper Subsidy \$m	Underlying EBITDA \$m
H1 FY21 Forecast Range	34.0-38.0	3.6-4.0	(1.1)	2.5-2.9
Previous half - H2 FY20	33.1	3.6	(1.1)	2.5
Prior comparative period - H1 FY20	25.6	(0.4)	-	(0.4)

- FY21 trend has improved on the last quarter of FY20.
- Substantial growth over previous corresponding period despite Covid-19, primarily due to successful HAV acquisition.
- Underlying proforma EBITDA after adjusting for removal of Jobkeeper subsidy remains on positive trend.
- New finance facilities secured and in place.

FY21 Contract delivery and wins

- Delivery of ABC contract announced in FY20 FY21 has occurred in 1H of FY21.
- New wins include:
 - Supply of display technology into a major tertiary education facility. Delivery in 1H of FY21; and
 - Supply and support of communications equipment into a law enforcement facility. Delivery in 1H of FY21.

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