

Ambertech LIMITED.
SOURCE SUPPLY SUPPORT

FY25 Results Presentation

25 August 2025

ASX:AMO

A leading value-added distributor of high-technology audio visual, broadcast and communications solutions

INTEGRATED SOLUTIONS



Commercial Installations

A range of exclusive brands focusing on commercial & educational clients



Residential Installations

A range of exclusive brands complementary to the residential installation space.



Specialist Hi-Fi

Renowned high-fidelity brands for personal audio devices, advanced home audio components and digital accessories.

PROFESSIONAL



Media Systems

Supply, installation and support of systems for the Broadcast and Post-Production industry



Defence Law Enforcement Security

Specific products focused on Defence, law enforcement, emergency services



Professional Products

Products for professional users across music, studios, broadcasters and post-production.



Musical Instruments

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

RETAIL



Home Entertainment

Exclusive brand representation in areas where product differentiation is clear in capability and value, including remote controls, portable projectors, TV stands and headphones.



Unmatched after sales support, with +35 years experience



145 staff servicing a wide-range of customers across Aus and NZ



Centralised, highly skilled operational, customer service and technical support staff



Recognised as industry preferred supplier across multiple segments

FY25 Executive Summary

\$101.2m

Revenue

↑ 6%

(FY24: \$95.5m)

\$4.3m

EBITDA

↓ 8%

(FY24: \$4.7m)

\$0.8m

NPAT

↓ 38%

(FY24: \$1.4m)

0.9cps

EPS

↓ \$0.5c

(FY24: \$1.4c)

68%

Dividend payout
ratio (0.6cps)

19.8cps

NTA per share

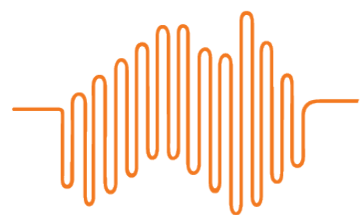
↑ 1.0cps

(FY24: 18.8cps)

\$9.8m¹

Headroom for
accretive M&A

FINANCIALS



Ambertech LIMITED

SOURCE SUPPLY SUPPORT

FY25 Financial snapshot

(A\$m)	FY24	FY25		% change
Revenue	95.5	101.2	1	6%
Cost of Goods	(64.0)	(68.9)		8%
Gross Profit	31.4	32.4	2	3%
GP Margin (%)	32.9%	32.0%		(90bps)
Opex ¹	(26.7)	(28.0)	3	5%
EBITDA	4.7	4.3	4	(8%)
EBITDA Margin (%)	4.9%	4.3%		(60bps)
EBIT	3.2	2.9		(8%)
EBIT Margin (%)	3.3%	2.9%		(40bps)
NPBT	1.9	1.4	5	(30%)
NPAT	1.4	0.8		(38%)
EPS (cents)	1.4	0.9		(39%)
Div PS (cents)	1.2	0.6	6	

1. Opex includes impacts of FX and one-off restructure costs

Commentary

- 1 Revenue of \$101.2m, up 6% on pcp driven by strong growth in retail segment (up 30%) & continued momentum in integrated solutions (up 5%)
 - Revenue skewed towards 2H'25 as several delayed projects in Professional segment were completed
- 2 Gross profit margin down 90 bps to 32% due to higher project revenue delivered at lower margins
 - Core product lines continue to retain strong competitive position; able to maintain margin in softer market periods without material discounting
- 3 Disciplined approach to cost management, up 5% which largely reflects inflationary market dynamics
- 4 FY25 EBITDA of \$4.3m, down 8% impacted by lower gross margin contribution; 2H'25 EBITDA of \$3.2m (\$5.7% EBITDA margins) highlights operating leverage as revenue increases
- 5 NPBT impacted by higher financing costs as working capital facilities utilised to manage revenue growth
- 6 Declared full year dividend of 0.6 cents per share

FY25 - A Tale of Two Halves ...

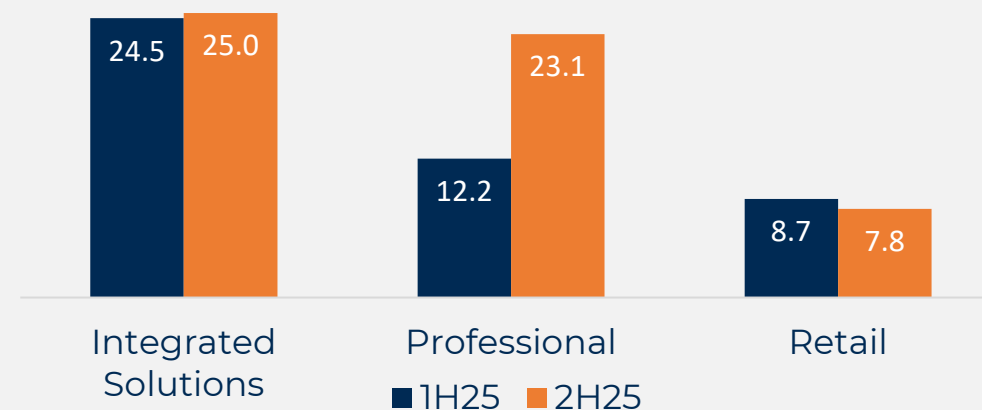
(A\$m)	1HFY25	2HFY25	% change
Revenue	45.4	55.9	1 23%
Cost of Goods	(30.3)	(38.6)	27%
Gross Profit	15.1	17.3	14%
GP Margin (%)	33.3%	30.9%	2 (240bps)
Opex ¹	(14.0)	(14.1)	3 1%
EBITDA	1.1	3.2	184%
EBITDA Margin (%)	2.5%	5.7%	4 320bps
EBIT	0.4	2.5	486%
EBIT Margin (%)	0.9%	4.5%	360bps
NPBT	(0.3)	1.7	na
NPAT	(0.3)	1.1	5 na
EPS (cents)	(0.3)	1.2	na
Div PS (cents)	-	0.6	na

1. Opex excludes impacts of FX and one-off costs

Commentary

- Professional segment project and support contracts (media, broadcast and DLES projects) drove material revenue uplift \$15.6m in 2H vs \$4.5m in 1H.
- Gross margin on project revenue slightly lower than dealer business due to shift in market dynamics
- Disciplined cost management in 2H despite material revenue growth highlight operating leverage
- Operating leverage:** 97% of gross profit uplift(\$2.15m) between 1H and 2H flowed to EBITDA (\$2.07m)

FY25 (HvH) Revenue by segment (\$m)

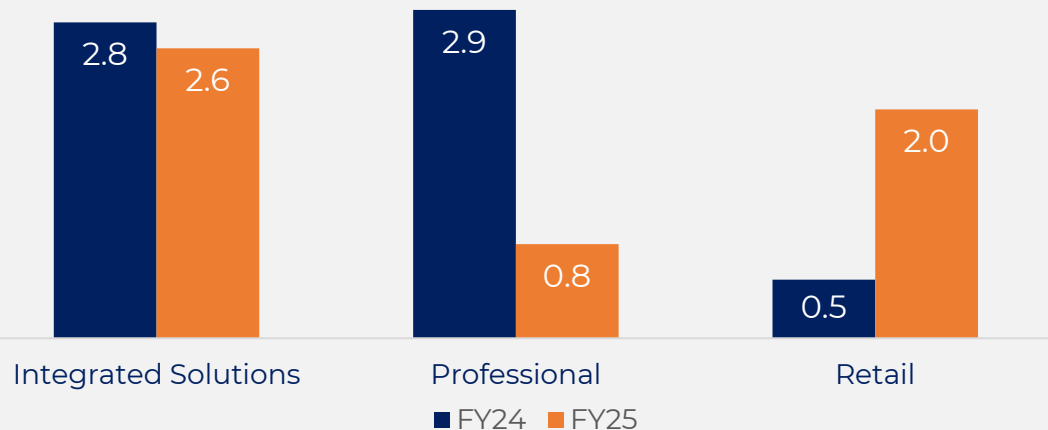


FY25 – Segment Analysis

FY25 Revenue by segment (\$m)



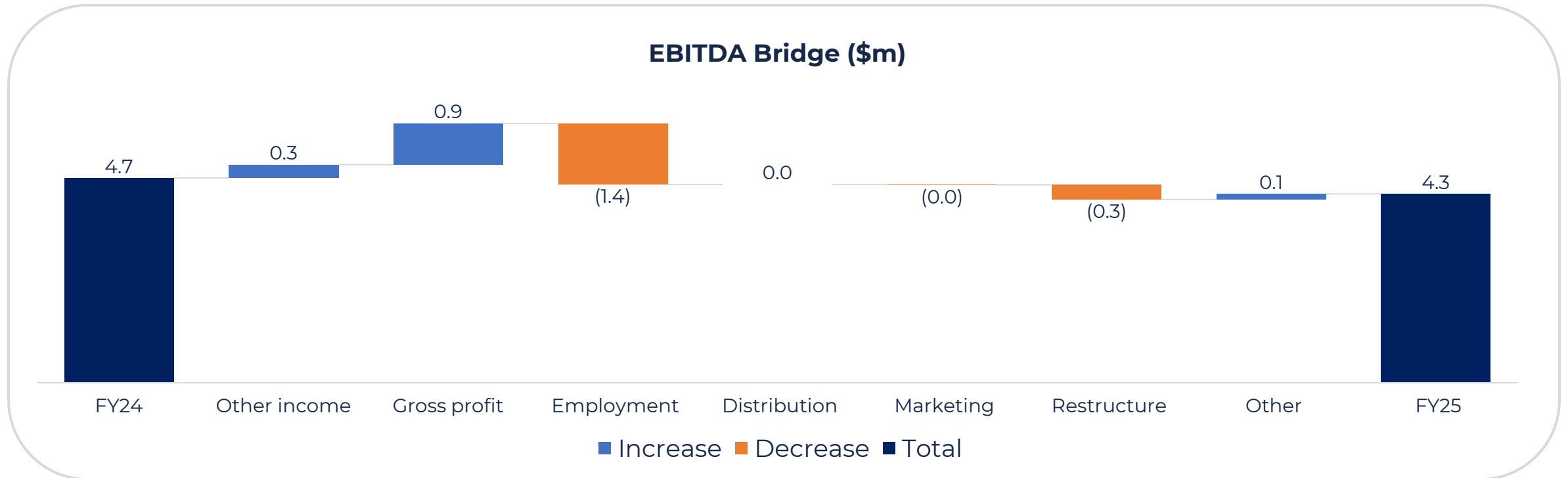
FY25 EBITDA Contribution by segment (\$m)



Commentary

- **Integrated Solutions revenue** (49% total revenue) up 5% pcp, driven by:
 - Leading brand position within commercial installation market; businesses recognising need for integrated AV and unified comms office environment
- **Retail revenue** (16% total revenue) up 27% pcp, validating product range that balances quality with value for money
 - Strong operating leverage as attractive margins maintained
- **Professional revenue** (35% total revenue), flat on pcp, albeit:
 - Several large media and broadcast projects were delayed in H1 and subsequently completed in H2 (2H'25 revenue was 90% up on H1'25)
 - Demand also increased in 2H building upon AMO momentum in this market category
 - EBITDA contribution impacted due to lower project margins and increase in cost structure

FY25 EBITDA Bridge



Commentary

- Gross profit contribution impacted by 90 bps decline in margin (revenue up 6%, COGS up 7.5%)
- Employment costs up 7% and largely in-line with inflationary pressures of tight labor market; marginal cost-out during the year will improve efficiency in future periods
- Diligent management of other cost categories, despite continued increases in third party costs

FY25 Financial snapshot

(A\$m)	FY24	FY25
Current Assets	41.8 ¹	45.8
Current Liabilities	22.9 ²	26.5
Working Capital	18.9	19.3
Adjusted Working Capital (excluding cash)	16.9	15.8
Non-Current Assets	9.0	7.6
Non-Current Liabilities	5.7	3.8
Net Assets	22.2	23.1
Intangibles	(4.2)	(4.2)
Net Tangible Assets	18.0	18.9
NTA per share (cps)	18.8 ³	19.8
(A\$m)	FY24	FY25
Operating Cash Flows	5.0 ⁴	0.6
Investing Cash Flows	(0.3)	(0.1)
Financing Cash Flows	(4.2)	0.9
Net increase in cash	0.5	1.5

Commentary

- ¹ Increase relating to higher inventory balance in-line forecast growth in dealer demand
- ² Increase due to higher usage of working capital financing facilities, albeit expected to unwind as during 1H'26 as earnings momentum continues
- ³ NTA per share equal to \$0.198 cents per share, compared to current share price of \$0.19 cents per share
- ⁴ Operating cash flow impacted by:
 - Increase in inventory holding
 - Higher interest payments linked to usage of financing facilities

BUSINESS UPDATE



Business Overview

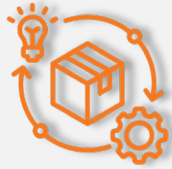
Segment	FY25 Revenue	Addressable Market*	Active Dealers	Brands	Key Customers
Integrated Solutions	\$49.5M	\$500M	1200+	50	Concept AV, Citadel Technology Solutions, Diversified, SKS Technologies, The Ci Group, Fredon, Pro Av Solutions, Programmed, AV Australia, Immersive Technologies, Len Wallis Audio, Digital Cinema.
New Growth Areas: Unified Communications, Building Automation and Lighting Control solutions, Australian Monitor export sales					
Professional	\$35.3M	\$200M	450+	35	Fox Sports, ABC, Network Ten, TCN Nine, Seven Network, Sky Channel, Sydney Opera House, Leonardo, Boeing Defence, WA Police, Department of Defence, Carbonix, Soundbay, Factory Sound.
New Growth Areas: Technology solutions for UAV market, additional MI brand representation, leveraging engineering capability.					
Retail	\$16.4M	\$100M	700+	5	JB HiFi, Harvey Norman, Big W, The Good Guys, Bing Lee Electrics, Electus Distribution, The Warehouse Group (NZ), Noel Leeming (NZ).
New Growth Areas: Establish market position for new brands with “point of difference” technology and/or product features.					

Competitive Advantages: Established credibility across multiple market verticals allows us to support our diversified suppliers and customers, connecting end users with world class technology. We have industry leading technical support in pre and post sales.



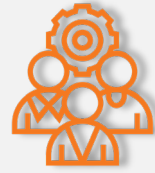
* Estimate based on current portfolio of brand representation and market spend on equivalent products and solutions.

Operational highlights



Business Results

- Re-alignment of workforce completed during FY25
- Strong dealer-based revenue growth supported by completion of project work in H2 FY25.



Customer Focus

- Support, educate and train the dealer network to grow the market
- Understand the complete customer journey
- Significant opportunities to grow market share with existing dealers identified.



Export Market

- Established European logistics capability (3PL) for Australian Monitor
- Additional dealers appointed and collaboration on sales growth has commenced
- Export growth will assist domestic market with scale



Aligned Markets

- Pipeline growing in building automation and lighting control in commercial and high-end residential installations
- Continue strategic investment to drive growth in new vertical



M&A Activities

- Target combinations that grow our total addressable market
- No transaction completed in FY25, however we continue to explore options
- Proven track record of M&A with successful integration

Retaining Brand Focus and Growing Brand Recognition



Opportunities for existing brands to access more of the total addressable market.



Expansion into aligned verticals has grown total addressable market.



Resources added to drive growth without compromising existing brands.



Introducing dealers with the supplier story creates connection.

WILLIAMSAV

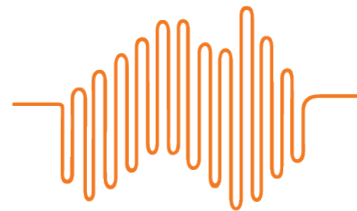
SONANCE

 **Lenbrook**
INTERNATIONAL

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**STRATEGY &
OUTLOOK**



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- 2H'25 momentum expected to continue into FY26; July & August trading underpinning confidence in future growth
- FY26 EBITDA margins expected to materially improve on FY25 EBITDA margin of 4.3%
- Heightened activity in the DLES segment providing material opportunities for accelerated growth
- Net debt position to reduce as improved operating cashflows reduce need for working capital facilities
- Active M&A program – Reviewing complementary and value accretive M&A opportunities

APPENDICES



Capital Structure

Capital Structure	
Share price (X August 2025)	\$0.19
52-week range	\$0.13/\$0.22
Shares on Issue	95.4M
Options on Issue	3.6M
Market capitalisation	\$18.1M
Net debt (30 June 2025)	\$4.2M
Enterprise Value	\$22.3M

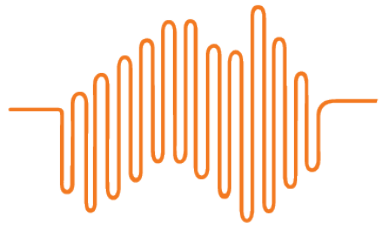
Substantial Shareholders	%
Appwam Pty Limited	32.3%
Wavelink Systems	7.8%
Amos Super Fund	5.6%
Greig & Harrison	5.2%
Sub-total	50.8%
Top 20	72.2%

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