



ANNUAL GENERAL MEETING – 7 DECEMBER 2021

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



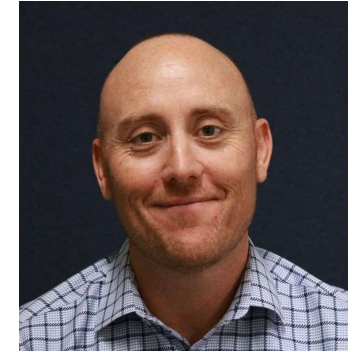
Tom Amos
Non-Executive Director



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

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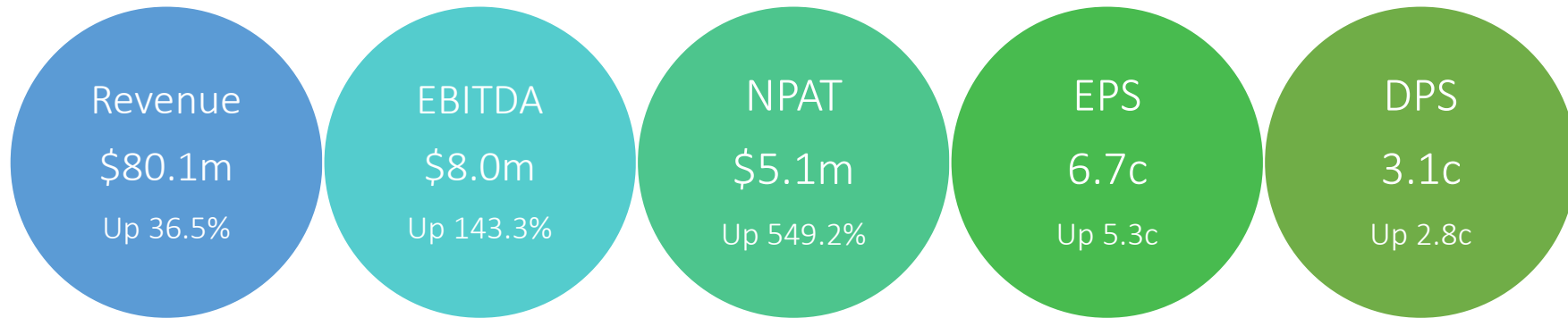
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FY2021 HIGHLIGHTS



Record full year sales and NPAT despite early impact of COVID-19



Return on equity of 37.6%



Strong operating cash flow, net debt reduced to \$0.9m



Working Capital up 27.4%

INTEGRATED SOLUTIONS

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

Revenue FY21

\$36.3m

% Of total revenue

45%

Segment EBIT

\$3.6m



COMMERCIAL INSTALLATIONS

Audio visual and infrastructure brands for commercial custom installation projects.



RESIDENTIAL INSTALLATIONS

Audio visual and infrastructure brands for home cinema, multi room AV and more.

Executing Business Strategy

October 2021: Acquired Connected Media Australia



New Brand Partnerships

Complementing existing portfolio



PROFESSIONAL

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

Revenue FY21	\$32.6m
% Of total revenue	41%
Segment EBIT	\$4.0m



MEDIA SYSTEMS

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



MUSICAL INSTRUMENTS

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



DEFENCE, LAW ENFORCEMENT AND SECURITY (DLES)

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



PROFESSIONAL PRODUCTS

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

Executing Business Strategy

September 2021: Acquired business of Noise Toys Imports

strymon **HOTONE**



New Brand Partnerships

Complementing existing portfolio

EMBRACE

ROCK N ROLLER
MULTI-CART

teenage engineering

RETAIL

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

Revenue FY21	\$11.3m
% Of total revenue	14%
Segment EBIT	\$0.7m



HOME ENTERTAINMENT
High-end audio visual and accessory brands for the home.



New Brand Partnerships

Strategic brand partnerships



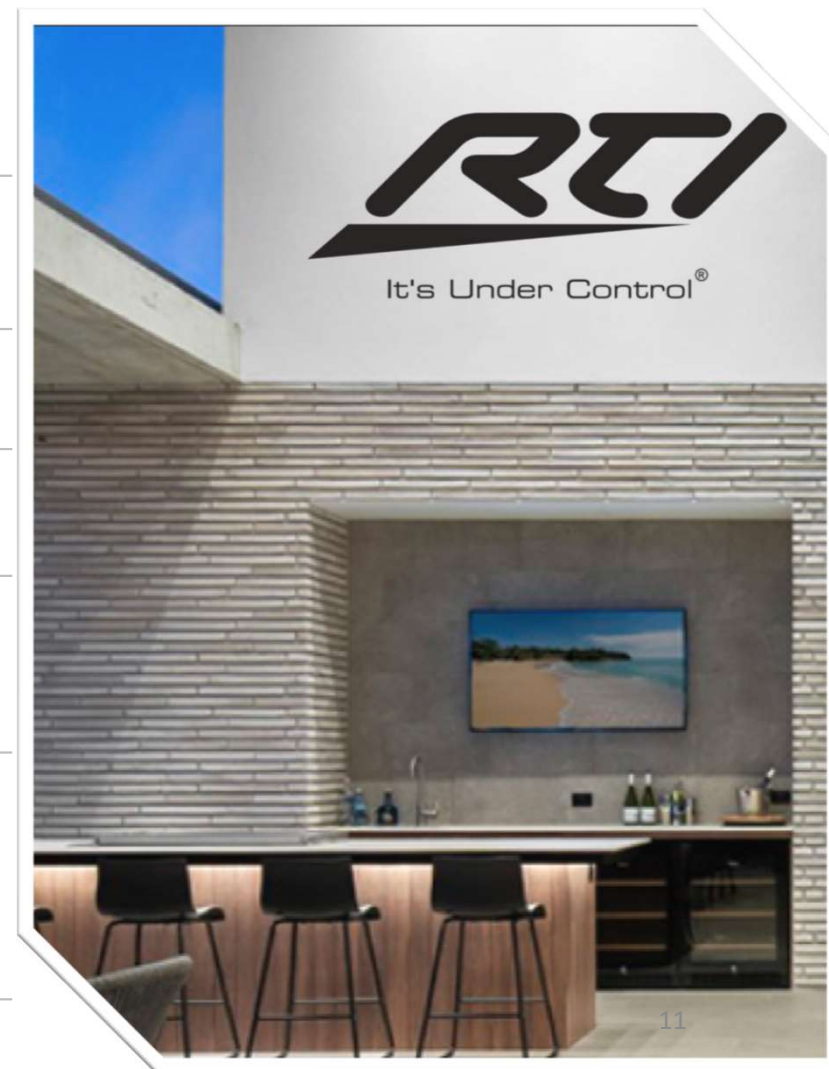
BUSINESS UPDATE: Acquisition – Noise Toys Imports

Overview and strategy	<ul style="list-style-type: none"> ▪ Addition of leading key brands and an industry recognised and respected resource capable of assisting in further growth in the MI market.
Products	<ul style="list-style-type: none"> ▪ Guitar effects pedals ▪ Guitars ▪ Guitar accessories (straps, picks)
Customers	<ul style="list-style-type: none"> ▪ Musical Instrument resellers.
Size	<ul style="list-style-type: none"> ▪ New agencies expected to provide \$1.2-\$1.5m in ongoing revenue pa. ▪ First half FY22 (4 months) forecast \$0.5m-\$0.6m.
Transaction Overview	<ul style="list-style-type: none"> ▪ Purchased the assets of Noise Toys Imports for \$0.56m, including saleable inventory of \$0.37m. ▪ Transaction funded out of cash reserves.
Integration	<ul style="list-style-type: none"> ▪ Fully integrated straight away. ▪ 1 additional staff, no further overhead required.



BUSINESS UPDATE: Acquisition – Connected Media Australia

Overview and strategy	<ul style="list-style-type: none">▪ Expanded solutions for existing markets▪ Develop relationship with key new suppliers
Products	<ul style="list-style-type: none">▪ Smart control and automation for residential and commercial settings▪ Audio control and distribution for commercial spaces.
Customers	<ul style="list-style-type: none">▪ Residential and commercial installers, many of whom are existing Amber dealers.
Size	<ul style="list-style-type: none">▪ New agencies expected to provide \$2.0m-\$3.0m in ongoing revenue pa. First half FY22 (2 months) forecast \$0.5m-\$0.6m.
Transaction Overview	<ul style="list-style-type: none">▪ Purchased the company for adjusted net assets. Total payment for the acquisition of \$1.28m.▪ Transaction funded out of cash reserves.
Integration	<ul style="list-style-type: none">▪ Operating as separate entity until 31 December▪ Full integration by 31 March▪ 5 new staff▪ Minimal additional overheads



BUSINESS UPDATE: Equity Capital Raising

- Assist with funding of recent acquisitions.
- Supporting the growth strategy of the business across multiple sectors.
- Allows AMO to be more agile in addressing acquisition opportunities.

Source of Funds	\$m
Share Placement	4.7
Share Purchase Plan	0.7
Total Raised	5.4

Use of Funds	\$m
Completion of recent acquisitions	1.5
Debt reduction & costs of raising	1.3
Total Utilised	2.8
Available for acquisition opportunities	2.6
Total Raised	5.4

BUSINESS UPDATE: Executing Growth Strategy



Ambertech has a strategy for revenue and margin growth across each of our market segments. These include the following key initiatives:

Organic	Professional	<ul style="list-style-type: none"> Expanded our reach into more system sales where we take the role of a complete supplier. Recent examples being the ABC project and Ausbiz. Focused on increasing our recurring services model where multi year support contracts are entered into.
	Integrated Solutions	<ul style="list-style-type: none"> Increasing sales by further developing existing brand opportunities. In particular, video conferencing and streaming products have significant ongoing growth potential due to the high demand resulting from the work force working from home. Increasing our own IP capability with the acquisition of Australian Monitor. The R&D for new product development has seen the successful release of new products.
	Retail	<ul style="list-style-type: none"> Further market expansion of our range of low cost LED based projectors. Introduction of personalised Headphone brand Nura.
Inorganic	Acquisition	<ul style="list-style-type: none"> Recently completed the acquisition of the MI business of Noise Toys Imports – a strategic addition to grow our reach and reputation in the MI market. Noise Toys adds \$1.2-1.5m in annual revenue and circa \$0.4m-\$0.5m in Gross Profit to the business. Recently completed the acquisition of Connected Media Australia to expand into residential and commercial control systems. Connected Media adds \$2.5m-\$3.0m in annual revenue and circa \$0.8m-\$1.0m in Gross Profit to the business. Ambertech is continuing to evaluate other identified acquisition opportunities that fit the Company’s acquisition criteria We have a disciplined framework for approaching relevant acquisition opportunities.

BUSINESS UPDATE: 1st Half Trading and Forecast

- ❑ 1st quarter results were patchy due to COVID-19 restrictions.
- ❑ Positive results since that period across all markets with strong forward order book.
- ❑ Strategic acquisitions providing growth:
 - Noise Toys business fully integrated.
 - Connected Media full integration by March '22.
- ❑ Results forecast for the 1st half to December 2021 of revenue in the range of \$38m-\$40m, EBIT of \$3.2m-\$3.4m and NPBT of \$2.7m-\$2.9m.
- ❑ Dividend payout ratio reaffirmed as 45%-55% of NPAT.

Key Challenges, Risks

- ❑ Logistics remains difficult with availability of containers and ships an issue, and escalating freight costs.
- ❑ Timing of arrival of international supply shipments is a key driver of the timing of revenue recognition.

Forecast	Range \$M	1H FY21 \$M
Revenue	38.0-40.0	38.9
EBIT	3.2-3.4	3.8
NPBT	2.7-2.9	3.2
<i>JobSaver/ JobKeeper</i>	<i>0.7</i>	<i>1.1</i>

Questions

