

Welcome to the December 2021 edition of our Shareholder Newsletter. At a corporate level, the team has been very busy in recent months, with the completion of two strategic acquisitions, a successful equity fund-raising, and the hosting of the 2021 Annual General Meeting.

Operationally, we have been involved in several great projects, and we'd like to take the opportunity to update you on some of those projects in this newsletter.

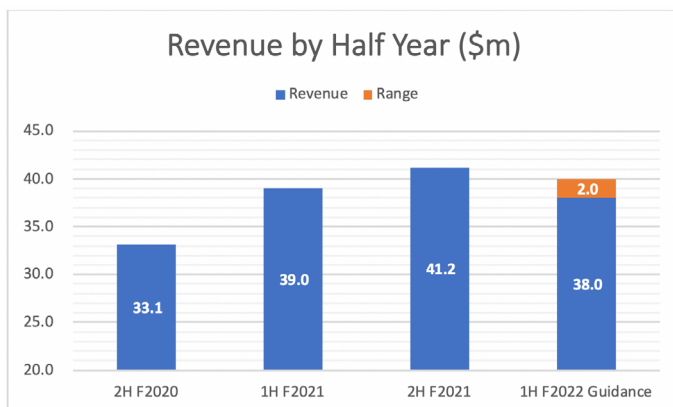
## RESULTS GUIDANCE

**As we approach the end of 2021, we look forward to providing you with another strong result, building on the progress the business has made over the last two years.**

On 7 December 2021 the Ambertech Board provided the following guidance to the market on results for the half-year ending 31 December 2021. The guidance was as follows:

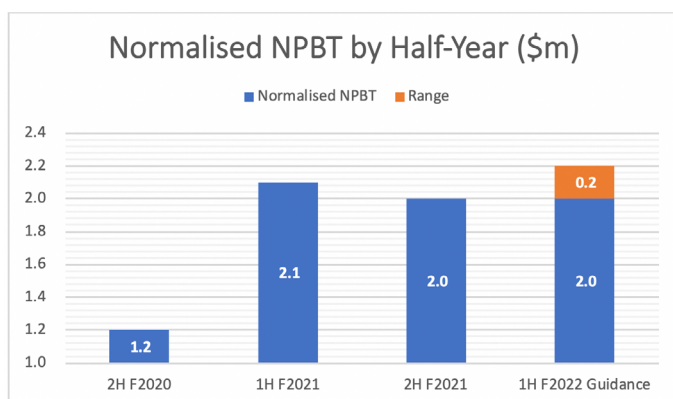
- Revenue in the range of \$38m-\$40m;
- Earnings Before Interest and Tax (EBIT) in the range of \$3.2m-\$3.4m; and
- Net Profit Before Tax (NPBT) in the range of \$2.7m-\$2.9m

The charts below provide some context to this announcement:



During the first part of the period business was patchy due to COVID-19 lockdowns in NSW and Victoria, and this had an impact on revenue and profits during that time. However, we have since recovered strongly due to pent up demand during that time and we are on track to meet or exceed revenue and profits for the previous corresponding half (1H F2021).

Our team are admirably navigating through the much-publicised international supply chain challenges, and our forward and back-order books remain very strong across all markets, including dealer-based run rate business and project deliveries. This continues to give us confidence well into the second half of the year.



Looking at the expectations for Net Profit Before Tax (NPBT) for the period and adjusting for JobSaver and JobKeeper amounts received in each period, "Normalised" results remain solid period on period.

In conjunction with our strong forward and back-order situation, we very much look forward to the increasing contribution of our recent acquisitions to the results of the business.

We remain well placed, on the back of the recent capital raise, to take advantage of other opportunities for growth via agency and business acquisition.

We are currently scheduled to release our results for the half on 18 February 2022.

Resolution	Voting	Result
Re-election of Mr David Swift	Show of Hands	Passed
Approval of 10% Placement Capacity	Poll	Passed
Remuneration Report	Show of Hands	Passed
Issue of Options	Poll	Passed

## RESULTS OF THE 2021 AGM

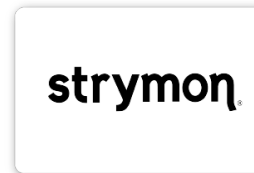
**Results of the 2021 Annual General Meeting held on 7 December 2021.**

# BUSINESS ACQUISITIONS



## NOISE TOYS IMPORTS

Completed in September 2021, the acquisition of Noise Toys Imports introduces renowned guitar pedals brand Strymon to join the Amber Technology Musical Instrument (MI) portfolio (Australia only), as well as Hotone guitar pedals, Richter guitar straps and Walla Walla guitars, plus the other brands from the Noise Toys Imports line up.



## CONNECTED MEDIA AUSTRALIA

With full integration expected to be completed by March 2022, the acquisition in November 2021 of Connected Media Australia expands solutions into existing markets, with RTI smart control and automation for residential and commercial settings, plus Bluesound Professional audio control and distribution for commercial spaces added to the Amber Technology portfolio.

## NEW BRAND AGENCY APPOINTMENTS

Across our business units we have seen new brands join our extensive portfolio.



## NURA

New to our Major Retail offering is Nura, designed by a team of engineering, acoustics, biology and hearing science experts. The Nura team uniquely redesigned headphones to deliver a personalised listening experience for every user. The multi award-winning nuraphone design measures a user's hearing in less than 60 seconds via the nura app. It then tunes the headphones by specifically obtaining the user's frequency response to sound wavelengths, delivering a personalised sound.



## ICE CABLE SYSTEMS

A specialist in premium low-voltage wire and cable products, ICE Cable Systems products are ideal for residential and commercial audio visual (AV), alarm and security, electrical contracting, and data centre applications. They have partnered with Amber to distribute a selection of its speaker, network and microphone cables in Australia and New Zealand as part of our Integrated Solutions offering.

## NEW BRAND AGENCY APPOINTMENTS

### EMBRACE

As part of the Media Systems group, Embrace's expertise lies in the ability to deliver platforms that leverage low-code, Open APIs and other modern industry standards to allow for a maximum amount of customer control to adapt, optimise and build workflows to easily address operational pains such as graphics automation, collaboration between graphics and asset management, and workflows and processes.

### EVOKO

In our Integrated Solutions range, Evoko complements our other unified communications brands, offering a range of room booking products designed to make managing meeting spaces easy and efficient, optimising the use of meeting rooms, conference areas and huddle spaces while ensuring COVID-safe practices can be adhered to.



### TEENAGE ENGINEERING

The New Zealand MI division have introduced Swedish based synthesisers and portable loudspeaker brand teenage engineering to our range. teenage engineering develops highly acclaimed, high quality, well designed, electronic products for people who love sound, music and design.



## PROJECT UPDATES

### DIGITAL PROJECTION POWERS WORLD-FIRST REMOTE LASER PROJECTION INSTALL

World-leading visualisation hub Curtin University HIVE, whose facilities have supported pioneering research in space exploration, health sciences, education and engineering, recently celebrated another milestone: the world's first installation of Digital Projection's cutting-edge new Satellite Modular Laser System (MLS) projectors.

At the HIVE, three Satellite MLS systems are installed in the Cylinder display, with a further system deployed in the Dome display. Taking advantage of the Satellite MLS's modular nature, which allows up to 100m separation between the projection head and light source, InDesign was able to hang the unobtrusive satellite projector heads at the display sites while locating the light sources around 15m away in a server room containing the other AV and computer equipment.

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## PROJECT UPDATES



### ST HILDA'S SCHOOL TRANSFORMS A GYMNASIUM INTO A MULTI-PURPOSE SPACE USING DIGITAL PROJECTION M-SERIES.

The prestigious St Hilda's School is a prep to Year 12 Anglican girls school located on a stunning 14-hectare campus in the heart of Southport on Queensland's Gold Coast. The gymnasium, part of the school's Sports Complex, is used to host regular assemblies and Chapel Services as well as special functions such as the annual Student Leadership Induction Service. The school needed a projection solution that delivered a bigger and brighter image in a space filled with ambient light.

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### SYDNEY TOWER'S BAR 83 UPGRADES SOUND SYSTEM WITH SONANCE

Bar 83 underwent a renovation project which included a number of upgrades to the audio reinforcement system. The goal was simple: pristine background music, easy control, and the capacity to crank it up at nighttime as guest DJs come through.

Crafting the perfect audio system was all about versatility. Even background music coverage was paramount. Hiding the audio components was equally important; loudspeakers needed to be heard and not seen – making Sonance the perfect choice.

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### THE ESTATE LUXURY QUEENSLAND PROPERTY CHOOSES SONANCE INSIDE AND OUT

The Estate is an 8-acre property in Queensland built with family living and entertaining in mind. With a Hamptons-style design aesthetic, this project features all the elegance of the past with the style and functionality to take it into the future. This amazing home has many beautiful features including the "client favourite" hidden TV and home cinema. The focus of this case study is the extensive use of Sonance throughout the property, both indoors and outdoors across multiple living areas.

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### WILLIAMS AV HELPS DFAT FACILITATE INTERNATIONAL BUSINESS

This project featured a main boardroom for government department participants in video conferencing calls, with two breakout rooms for interpreters to translate the meeting in real-time. Williams AV IR transmitters routed the interpreter's audio to the boardroom.

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### NEWCASTLE CITY COUNCIL TRANSFORM ROOFTOP AREA INTO STUNNING OUTDOOR SPACE

The multi-storey City Administration Centre in Newcastle includes on the sixth floor a large outdoor terrace. The architects designed this terrace to have a fresh and airy feel with several planter boxes placed near benched seating with little disruption to natural light. The audio requirement in this area was not only for background music. People also gather on the terrace to watch events, attend key announcements or staff addresses. So, the sound system needed more capacity and the ability to withstand harsh outdoor conditions. Sonance met the brief perfectly.

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## RECENT AWARDS



### CONNECTED HOME + BUSINESS MOST POPULAR AWARDS

#### Another year of great achievements

The team at Amber Technology are honoured to be awarded a record 14 Most Popular Awards by Connected Home + Business for 2021. Voted upon by readers of the AV industry magazine, the Most Popular Awards reflect Amber's commitment to providing excellent service to our customers every day.

The Awards for Most Popular were for the following categories:

- Residential distributor
- Commercial Distributor
- NZ distributor
- Invisible loudspeaker – Sonance
- Architectural loudspeaker (Residential) – Sonance
- Architectural loudspeaker (Commercial) – Sonance
- Outdoor speaker – Sonance
- Acoustic treatment – Primacoustic
- Mixer – Australian Monitor
- PA System – Australian Monitor
- Projector Screen – Grandview
- Matrix Switcher – Wyrestorm
- Hearing loop – Williams
- Electronic Whiteboards – Newline



### SILVUS NAMES AMBER TECHNOLOGY 2021 INTERNATIONAL DEFENCE DISTRIBUTOR OF THE YEAR

Silvus Technologies is honoured to work with many of the finest partners, distributors, and end users across the globe. In 2021, Silvus recognised Amber Technology as their 2021 International Defence Distributor of the Year.

Thanks to Amber, Silvus' Master Distributor in Australia and New Zealand, Silvus radios are deployed across entire cities, delivering network capability for emergency services in rugged and demanding environments and working effectively even in the face of total denial of service. Amber has now delivered Silvus' superior technology to every branch of the Australian Defence Forces - Army, Navy and Air Force. Amber customers have been granted multiple Defence Innovation awards in Defence Research and Development and Unmanned and Autonomous Vehicle applications. Amber also engages with a wide range of both civil and emergency service end users. Amber has overseen deployments of Silvus' link systems on helicopters for aerial firefighting and surveillance, backup communications resources for State Emergency Services, and broadcast infrastructure for racing cars.

