

23 May 2022

COMPANY ANNOUNCEMENTS PLATFORM**AUSTRALIAN SECURITIES EXCHANGE****Institutional investors presentation and market update**

We are pleased to lodge the presentation pack for our Institutional Investors on campus tour of Codan's facilities in Adelaide today.

Although we will not be commenting in detail on our financial results during the presentation, we believe it is important to provide a brief update to all shareholders at this time, given the many uncertainties across global markets.

While the timing of project sales or unforeseen challenges in supply chains could still impact revenues and profitability as we approach the end of the financial year, the Board is expecting the record FY22 first half profit of \$50 million to be matched in the second half of FY22. This will result in a record FY22 full year profit.

Codan's strategy to diversify revenues and profitability continues to deliver results, with the increased profitability of the Communications division continuing in the second half of FY22. The DTC and Zetron businesses have been excellent acquisitions, with integration of both businesses and their expanding opportunity pipelines tracking ahead of schedule. Both businesses are expected to deliver a strong second half result consistent with the first half performance.

In terms of revenues and profit, FY22 will be Minelab's second best year ever, and we expect it to form a new base from which the business will grow in future years. The growth will come from continued penetration of new geographic markets and new product releases that will drive further market share increases. Minelab's excellent profit margins have continued in the second half, so while sales into Russia have ceased and consumer demand has normalised post-Covid in our recreational markets, the profit contribution from Minelab is expected to be comparable to the first half.

Our decision to invest in inventory rather than let customers down has proven to be the correct one. Notwithstanding this investment in inventory, \$41 million of cash has been generated from operating activities so far in the second half of FY22, this is a significant improvement over the first half, which had an operating cash outflow of \$13 million.

On behalf of the Board



Michael Barton
Company Secretary

This announcement was authorised by the Board of Directors.



Codan is a technology company that develops robust technology solutions to solve customers' communications, safety, security and productivity problems in some of the harshest environments around the world.

FOR ADDITIONAL INFORMATION, PLEASE CONTACT:

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Company Secretary & CFO
Codan Limited
(08) 8305 0392



FY22 INVESTOR DAY

AGENDA

 BUSINESS REVIEW & STRATEGY

  **CODAN**
TACTICAL COMMUNICATIONS

 
a Codan Company

 
MINELAB

 PRODUCT DISPLAYS

CODAN LIMITED OVERVIEW

 CODAN

 CODAN
COMMUNICATIONS


MINELAB

 CODAN
TACTICAL COMMUNICATIONS

ZETRON[®]
a Codan Company

GLOBAL OVERVIEW

Continuing to build a global technology business



Sell to over 150 countries around the world



\$0.5 Bn

Annual Sales



20%

Net profit after tax margins



700+

Employees around the world



200+

Engineers globally



10 sites across the globe:



AUSTRALIA



BRAZIL



CANADA



DENMARK



IRELAND



MEXICO



SINGAPORE



UAE



UK



USA

- ↗ 60+ year culture and spirit of innovation and success
- ↗ Invest \$40+ million per annum into future product development
- ↗ Intellectual property is electronics based and specifically radio frequency focussed
- ↗ Strong balance sheet and cash flow generation
- ↗ Generate 20% NPAT of sales and pay out 50% of profits as fully franked dividends

Innovative technology for global markets



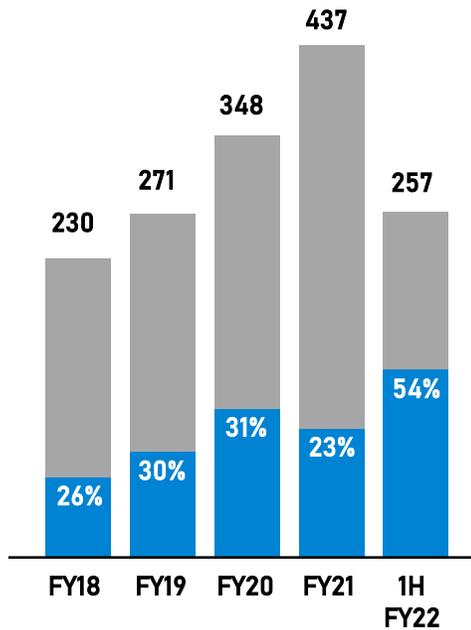
STRATEGIC GROWTH PLAN

Transforming lives through innovation, wherever you are



FINANCIAL KPI'S

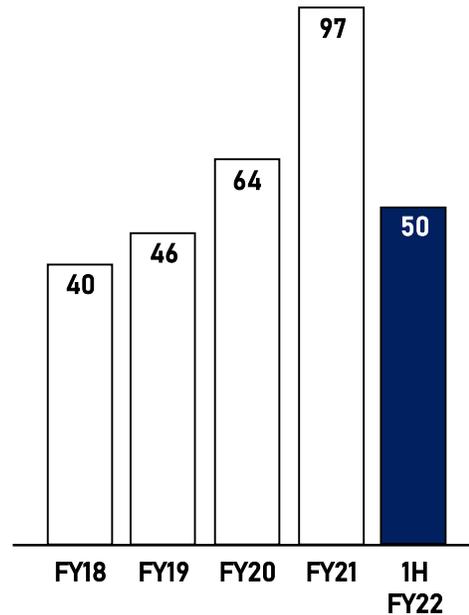
 Sales (\$m)



Strategy to diversify sales

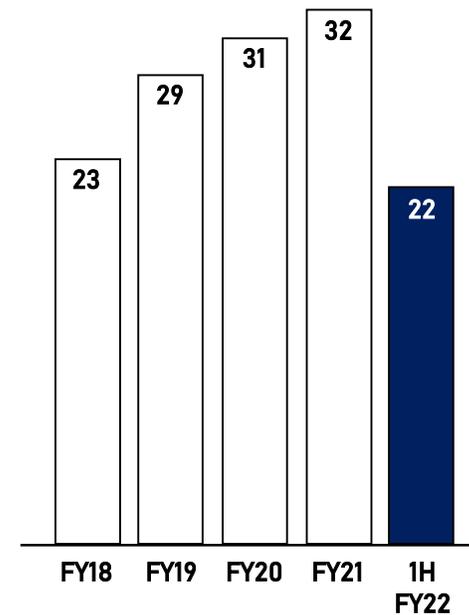


 Underlying NPAT (\$m)



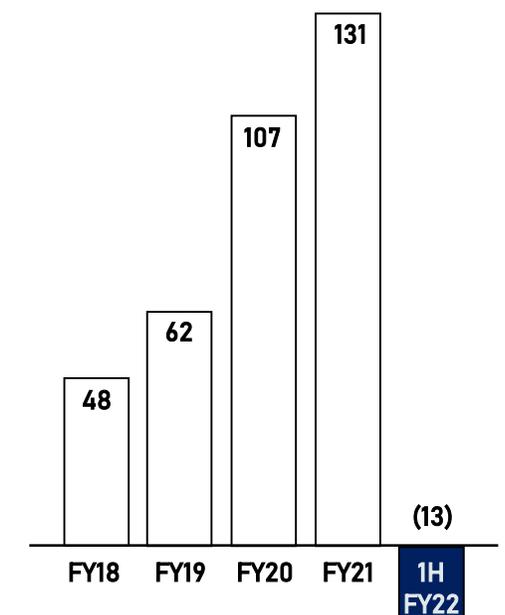
NPAT 20% of sales

 Engineering Investment (\$m)



Continual investment into product development

 Operating Cashflow (\$m)



Return to strong cash generation

KEY OBSERVATIONS

First 5 Months as Managing Director & CEO

- The strategy is sound and will deliver future growth opportunities
- Business fundamentals are very strong
- World class technology
- Strong acquisition program
- DTC and Zetron are good acquisitions
- Exceptional people and culture





“The business will deliver record profits, despite operating under very challenging circumstances.”

- Continuity of supply, despite **global supply chain shortages** and long lead times on key components
- Ability to respond to **inflation by increased prices**
- **Freight** expenses reduced in a disrupted global freight environment
- **Challenging business conditions** in Sudan for the Minelab business
- **Ukraine conflict** impact

Q&A





Tactical Communications Panel Discussion

Presented By

Paul Sangster, Executive General Manager

Neil McSparron, Chief Technical Officer

Gene McConville, VP Business Development & Government Relations



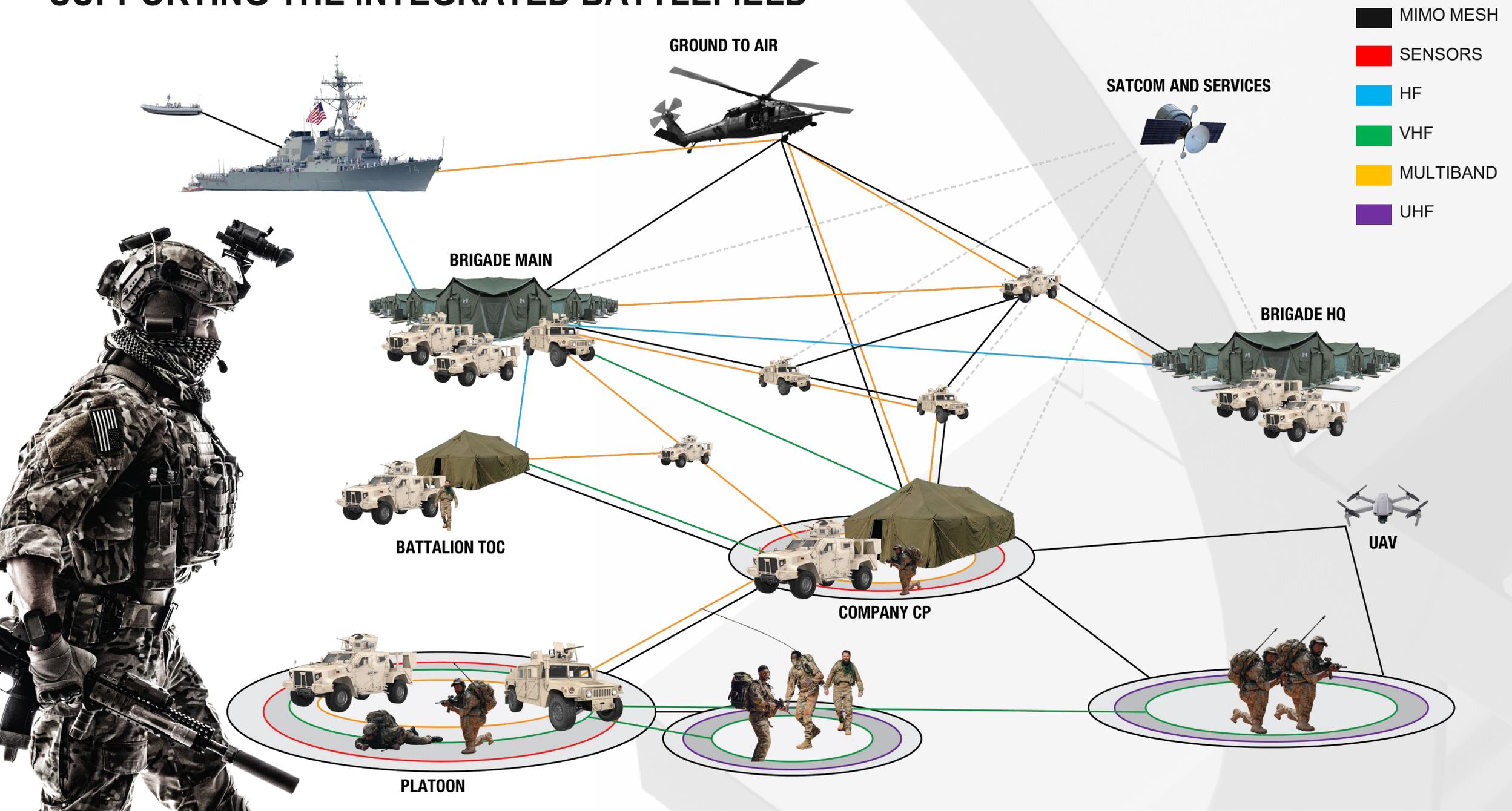
COMPLETE TACTICAL COMMUNICATIONS SOLUTIONS PROVIDER

Tactical Communications

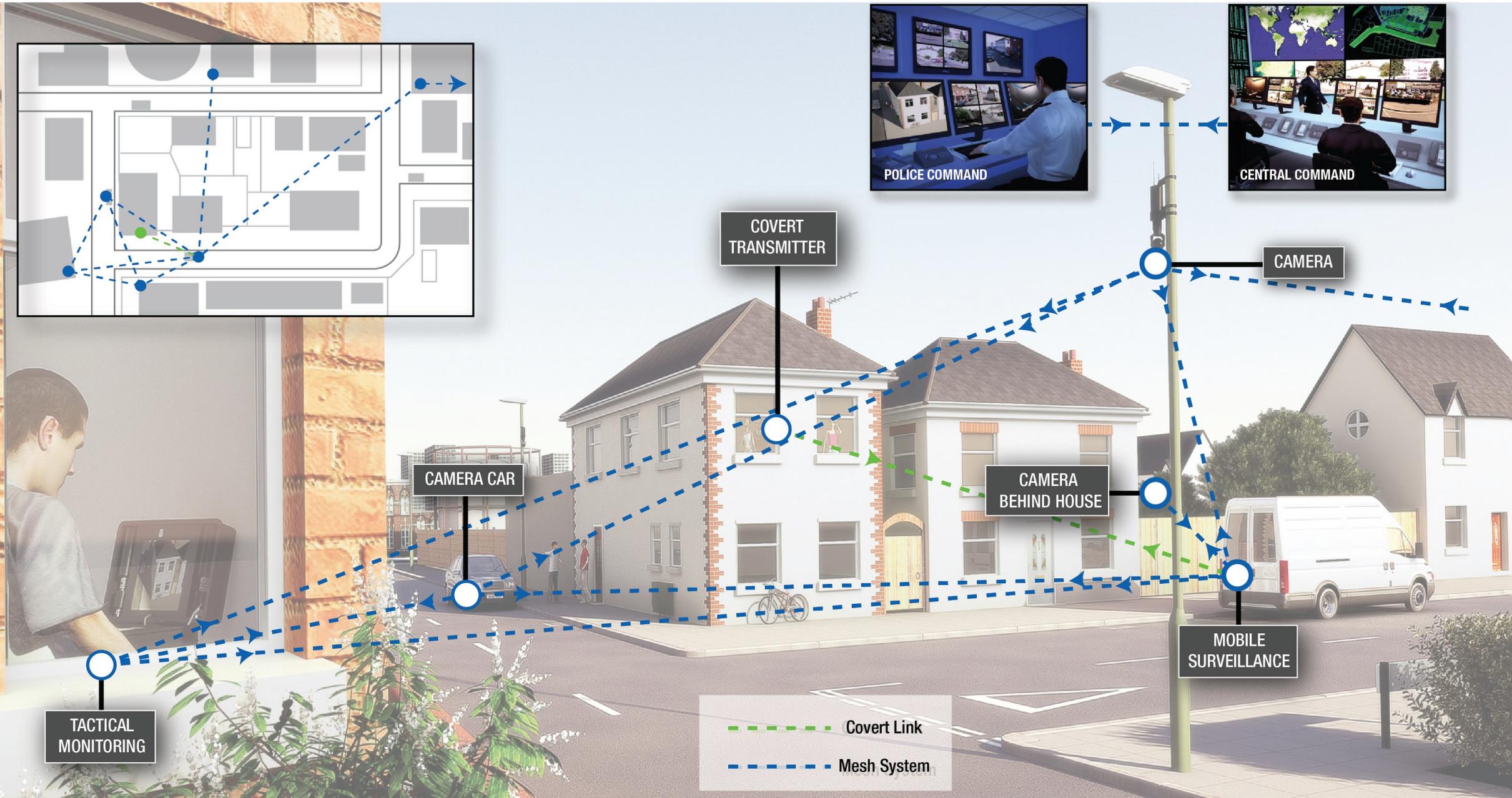
- Modern tactical battlefield communication includes voice, data & **VIDEO**, & increasing demand for high quality infrastructure-less comms



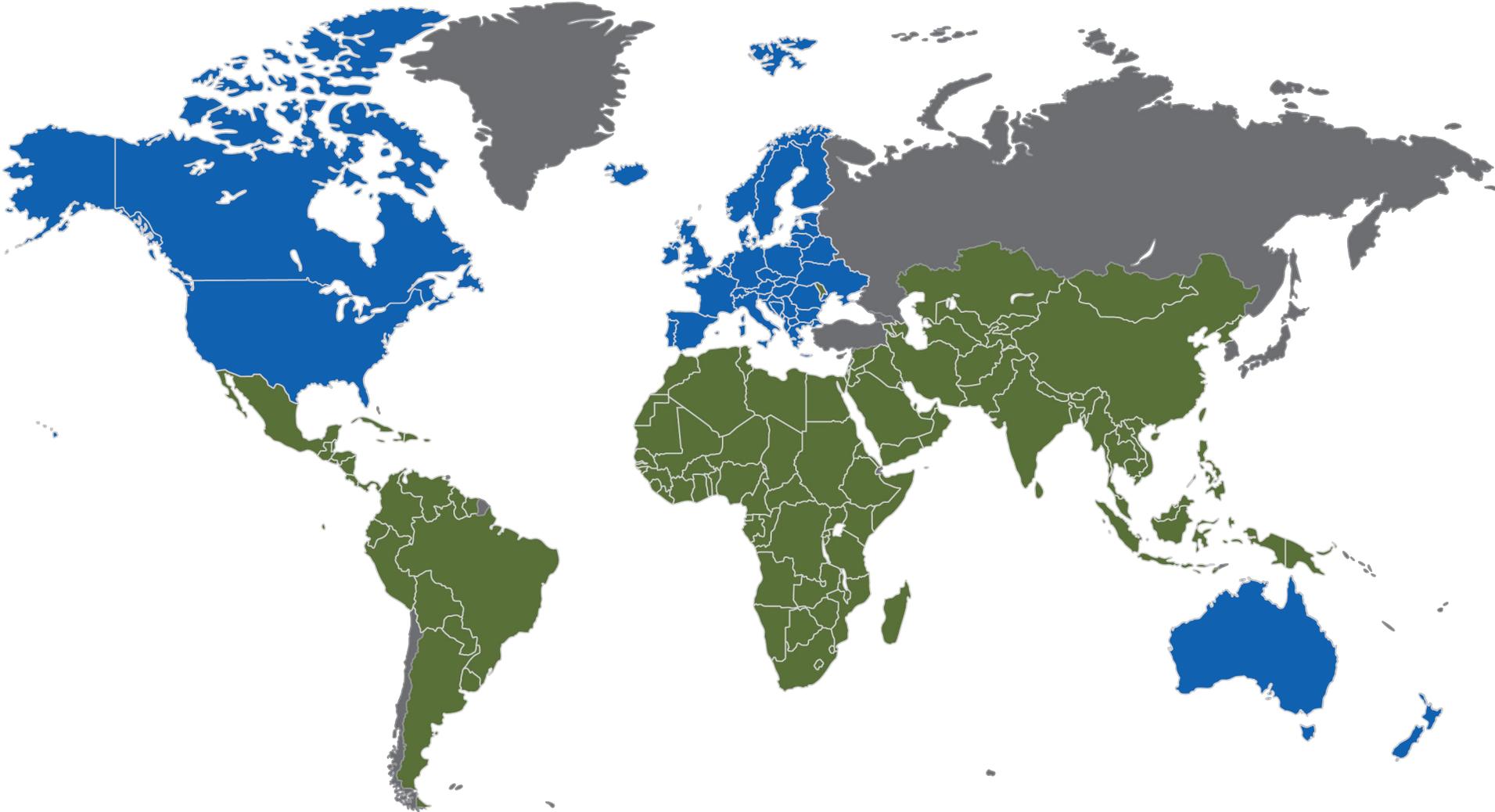
SUPPORTING THE INTEGRATED BATTLEFIELD



LAW ENFORCEMENT: CASE STUDY



ACQUISITION OF DTC HAS SIGNIFICANTLY EXPANDED OUR ADDRESSABLE MARKETS



MARKET DIVERSITY ENSURES REVENUE STABILITY AND GROWTH



MILITARY

Market Segment

- Army
- Navy
- Airforce

Customer Type

- Defence
- Para Military
- Special Forces



LAW ENFORCEMENT & INTELLIGENCE

Market Segment

- Safe Cities
- Domestic Security

Customer Type

- Intelligence Community
- Public Safety
- Homeland Security



UNCREWED

Market Segment

- Air
- Ground
- Surface

Customer Type

- Military
- Law Enforcement
- Commercial



BROADCAST

Market Segment

- Wireless Camera
- Remote Production

Customer Type

- Sports
- News
- Entertainment



COMMERCIAL / NGO

Market Segment

- NGO
- Commercial
- Oil & Gas

Customer Type

- Humanitarian
- Peacekeeping
- Transport

MILITARY / DEFENCE MARKET

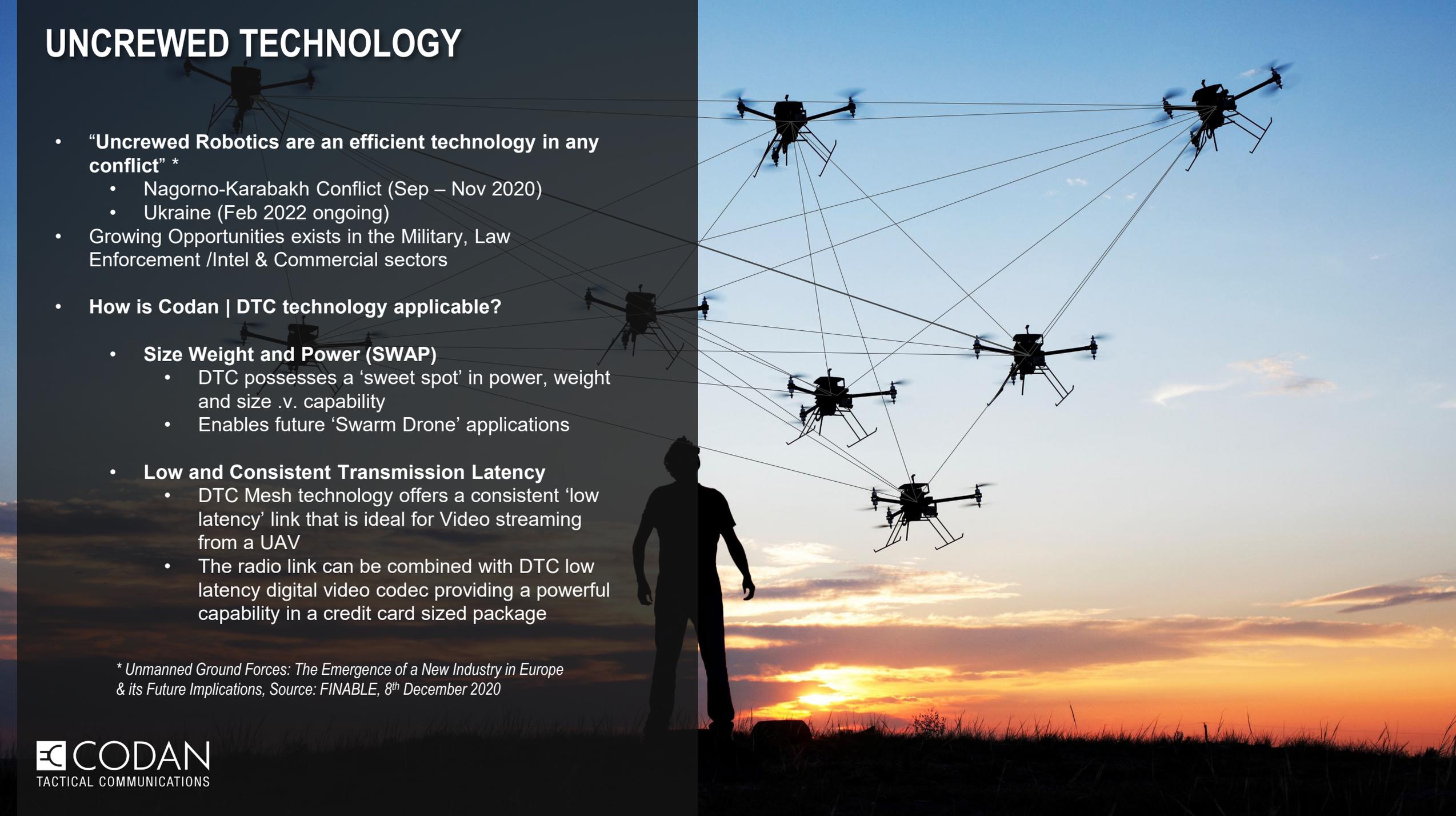
- **Paradigm shift in battlefield information requirements**
 - Consider Ukraine as an unfortunate 'live' example
 - Dynamic Situational Awareness is a key success factor
 - Live Troop positions, Video footage from Drones for situational awareness
 - >10 times the information traffic is required
- **How is Codan | DTC technology applicable?**
 - **Software Defined Radio is a Core Technology within Codan & DTC**
 - Waveform enhancement is decoupled from Hardware change
 - Multiple waveforms can be implemented in one platform
 - Each waveform targeting different military applications
 - **Codan | DTC Mesh offers**
 - Mobility, IP, Video, Voice and Position Data from one radio
 - Product offerings with MIL-STD compliance



LAW ENFORCEMENT AND INTELLIGENCE TECHNOLOGY

- Market now demands 'IP streams' for all Surveillance streams with evidence recording moving to the 'Cloud'
- How is Codan | DTC technology applicable?
 - Tailored Waveforms providing Non-Line-Of-Sight communications
 - Ultra reliable products (dependable solution)
 - Size, Weight and Power advantages easing deployment
 - 'Spectrum Sensing' capability
- Deep Domain knowledge (especially in Spectronic)
 - Product design and functionality is tailored for the application
 - Accredited Encryption and 'court tested' evidential integrity
- Comprehensive Solutions with the Portfolio
 - Tactical stand-alone deployments
 - Wide area collection systems using deployed 'base-stations'
 - Integrated software solutions collecting and managing the data

UNCREWED TECHNOLOGY



- **“Uncrewed Robotics are an efficient technology in any conflict” ***
 - Nagorno-Karabakh Conflict (Sep – Nov 2020)
 - Ukraine (Feb 2022 ongoing)
- Growing Opportunities exists in the Military, Law Enforcement /Intel & Commercial sectors
- **How is Codan | DTC technology applicable?**
 - **Size Weight and Power (SWAP)**
 - DTC possesses a ‘sweet spot’ in power, weight and size .v. capability
 - Enables future ‘Swarm Drone’ applications
 - **Low and Consistent Transmission Latency**
 - DTC Mesh technology offers a consistent ‘low latency’ link that is ideal for Video streaming from a UAV
 - The radio link can be combined with DTC low latency digital video codec providing a powerful capability in a credit card sized package

** Unmanned Ground Forces: The Emergence of a New Industry in Europe & its Future Implications, Source: FINABLE, 8th December 2020*

BROADCAST TECHNOLOGY

- **Broadcast Customers are now demanding ‘remote production’ rather than production at the ‘venue’**
- **How is Codan | DTC technology applicable?**
 - **Highest Quality Video Encoding**
 - **Ultra High Def (UHD) 4k Video** encoding and decoding
 - **Low latency Video Codec solutions** (HEVC and H.264)
 - **Robust Non-Line-Of-Sight Wireless links**
 - Highest performing RF links in the market
 - DBS offers both ‘COFDM Point-to-Point’ & ‘Mesh’ Technology
 - **Remote Production and Systems Integration**
 - Ultra High Definition Video over IP links enabling the ‘Production’ to be mixed, editing and produced and distributed remotely

COMMERCIAL / NGO TECHNOLOGY

- How is Codan | DTC technology applicable?
- Customers such as International Aid Agencies require reliable voice communications independent of local infrastructure and IP Data networking
- Codan's waveform technology provides the best end-user experience through innovations such as:
 - **Digital Voice Waveforms**
 - Eliminates the hiss and crackle associated with legacy radio comms
 - Clearest possible voice in difficult conditions
 - **Automatic Link Establishment (ALE)**
 - Implemented to global standards for agency / partner interoperability
 - Codan unique enhancements dramatically simplify operations and remove the requirement for specialist radio operators
 - **DTC Mesh**
 - The IP distribution and the comprehensive 'Talk groups' play into this sector
 - DTC Mesh sells into natural resources markets sharing machinery metadata



Q&A

 **CODAN**
TACTICAL COMMUNICATIONS

DTC

Spectronic


CORP TEN
INTERNATIONAL

DOMO
BROADCAST SYSTEMS www.domo.com

ZETRON®

A thick white horizontal bar that tapers from left to right, positioned below the ZETRON text.

a Codan Company

Scott French

President & Executive General Manager

WE ARE ZETRON

www.zetron.com



a Codan Company

Victoria, B.C (CAN)

Redmond, WA (USA)
Worldwide Headquarters

Hampshire, England (UK)
EMEA Headquarters

Brisbane, QLD (AUS)
APAC Headquarters

Who We Are

Technology solutions that optimize critical communications



GLOBAL CUSTOMERS

90/7

Countries/Continents



QUALITY PROCESS

20+

Years of ISO 9001 Certification



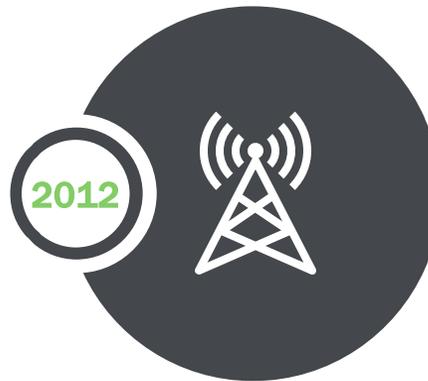
INNOVATION

3 World Class

Engineering Centers of Excellence

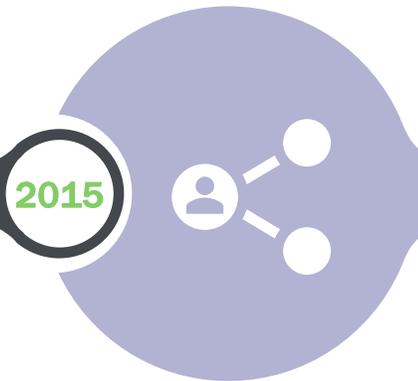
Our Critical Communications Evolution

Niche Products



- Market leading fixed mountain top radio products

Basic Systems



- Transition to standards-based Land Mobile Radio (LMR) systems

Advanced Systems



- Develop and launch more sophisticated networked system capabilities

End-to-End Solutions



- Evolve to end-to-end mission critical communications solutions/platform

EMERGENCY RESPONSE LIFECYCLE

INCIDENT/CALL



9-1-1?
PLEASE HELP!



CALL HANDLING/TRIAGE



9-1-1 Pre-Answer
Map Viewer



Call Taking



COORDINATION



Response Teams
Location/Status



CAD
(Computer Aided Dispatch)



Emergency Medical
Dispatch

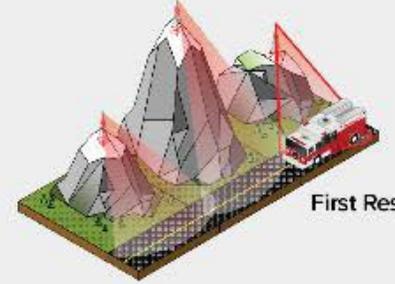


Mobile Computer Aided Dispatch



Fire Station Alerting
Text to Speech Paging

RESPONSE



First Responder

Connection to Radio Network



Dispatch



Fire Station Alerting
@ Fire House

ZETRON[®]

a Codan Company

END-TO-END INTEROPERABILITY & DEDICATED SUPPORT

Zetron Services

Zetron's legendary product quality is backed by world class customer care and supporting services for every phase of the customer lifecycle

Public Safety & Government

Transportation

Utilities & Energy

On-Site Services



Training

Project Management



Technical Support

Maintenance Contracts



Hosted and 'as a Service'

Services as a Recurring Revenue Stream

- 30% of total revenue
- 90% multi-year contracts
- >90% renewal rate

Markets We Serve

Primary Markets



Public Safety

Emergency Communications Centers | Police | Fire | EMS

Integrated systems that streamline emergency response and management



Transportation

Air | Rail | Maritime | DOT

Command & Control solutions powering the most complex control room environments in the world



Utilities

Electric | Natural Gas | Water | Waste

Communications that help keep the lights on and restore vital services when they're down



Domestic Security

Quickly deployed transportable communications wherever the motorcade, rally or event goes



Natural Resources

Oil & Gas | Mining | Forestry | Land Management

Reliable communications connecting HQ with land, sea or underground field operations



Institutional

Higher Education | Healthcare | Corrections

Campus communications for staff, student, patient and population efficiency and safety

Public Safety Market

- Market segmentation:
 - Urban – agencies serving large, densely populated regions
 - Suburban/Rural – agencies serving less populated and/or remote regions
- Motorola - market share leader in urban systems
- Zetron - traditionally strong in suburban/rural systems
- Motorola and Zetron only end-to-end mission critical communications solution platform providers



Public Safety Markets

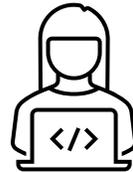
Why We Win

- Interoperability = seamless communications regardless of technology
- Brand reputation for quality and reliability
- Untapped market share drivers...

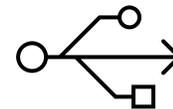
**Land Mobile Radio Systems
Into Zetron Command &
Control Base**



**Command & Control
Systems Into Land Mobile
Radio Base**



**Investment in New
Technologies**



**Next Gen 911 Readiness &
Funding**



Case Study



“The shared services really provides 911 answering points the reliability, ease of use, and financial incentive to bring their center into next generation 911.”

Blake Derouchey, Iowa State 911 Program Manager

Iowa Department of Homeland Security & Emergency Management (USA)

- › **Challenge:** 99 counties operating independent, premise-based public safety answering point communications systems, many with outdated and obsolete technology
- › **Solution:** A virtually consolidated, statewide hosted next generation 911 technology platform, geographically diverse and with FirstNet network backup, available to all counties and funded by the state
- › **Benefits:** The latest in next generation 911, superior reliability and quality, with significant cost savings to the state and local agencies

Transportation Markets

Why We Win

- Interoperability through technology convergence
- Customization and configurability to manage complex requirements
- Application diversity: Rail, Transit, Maritime, Airports, Airlines

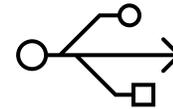
Shift to LTE presents opportunity



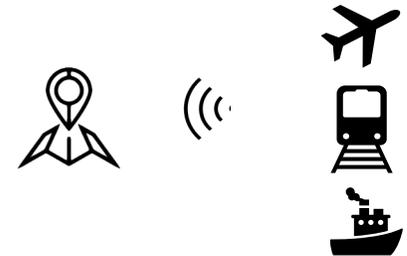
Command & Control (ACOM) combines Radio & Telephone for ideal customer fit



Investment in New Technologies



Asset Tracking & Mapping Integration



Case Study – Transportation

“ACOM’s IP architecture will allow us to expand and upgrade easily when the time comes to support additional transceivers and digital radio technologies.”

Darren Young, Team Manager, Operational Control System

yarra trams

Yarra Trams (Australia)

- › **Challenge:** Analog dispatch system used to communicate with trams was approaching end of life and could not be expanded or made future proof.
- › **Solution:** Two ACOM Command & Control systems – one installed at the operations center and another at the DR center. 28 console positions – 16 at the new OC, 11 in the DR operations room that would replicate the consoles at the OC, and one administrator’s console in the maintenance facility.
- › **Benefits:** A cost effective, efficient and future proof system providing interoperability with all other radio technologies and existing transceivers, as well as scalability to meet future needs.

Public Utilities & Energy Markets

Why We Win

- Technology convergence
- Scalability to meet population and coverage area expansion
- Market expansion: Industry Consolidation, Renewables and Smart Grid

**Shift to DMR & Private LTE
radio presents opportunity**



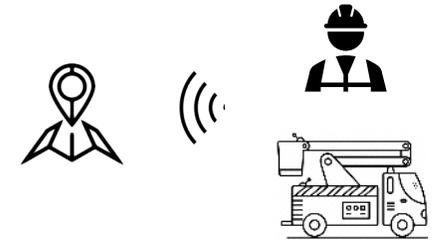
**Command & Control (ACOM)
combines Radio & Telephone
for ideal customer fit**



**Multi-Site Wide-Area
Interconnectivity**



**Asset Tracking & Mapping
Integration**



Case Study – Utilities



“ Powerco now has coverage in some remote parts of New Zealand that no other provider of mobile or radio has. We are set up for the future. ”

Phil Marsh, Network Operations Manager, Powerco

Powerco (New Zealand)

- › **Challenge:** Current system didn't have enough reach for staff to contact the control room from many remote areas.
- › **Solution:** ACOM Command & Control System – Driving the company's 32-position console system that also complements its new fleet of Hytera DMR 3 VHF radios.
- › **Benefits:** A highly customizable touch screen display with support for multiple simultaneous active calls. Included visual and audio alerts. The ability to leverage advanced features, such as Bluetooth, encrypted messaging and SIP gateways, in addition to Request-to-Talk and Press-to-Talk communications.

Q&A

ZETRON®

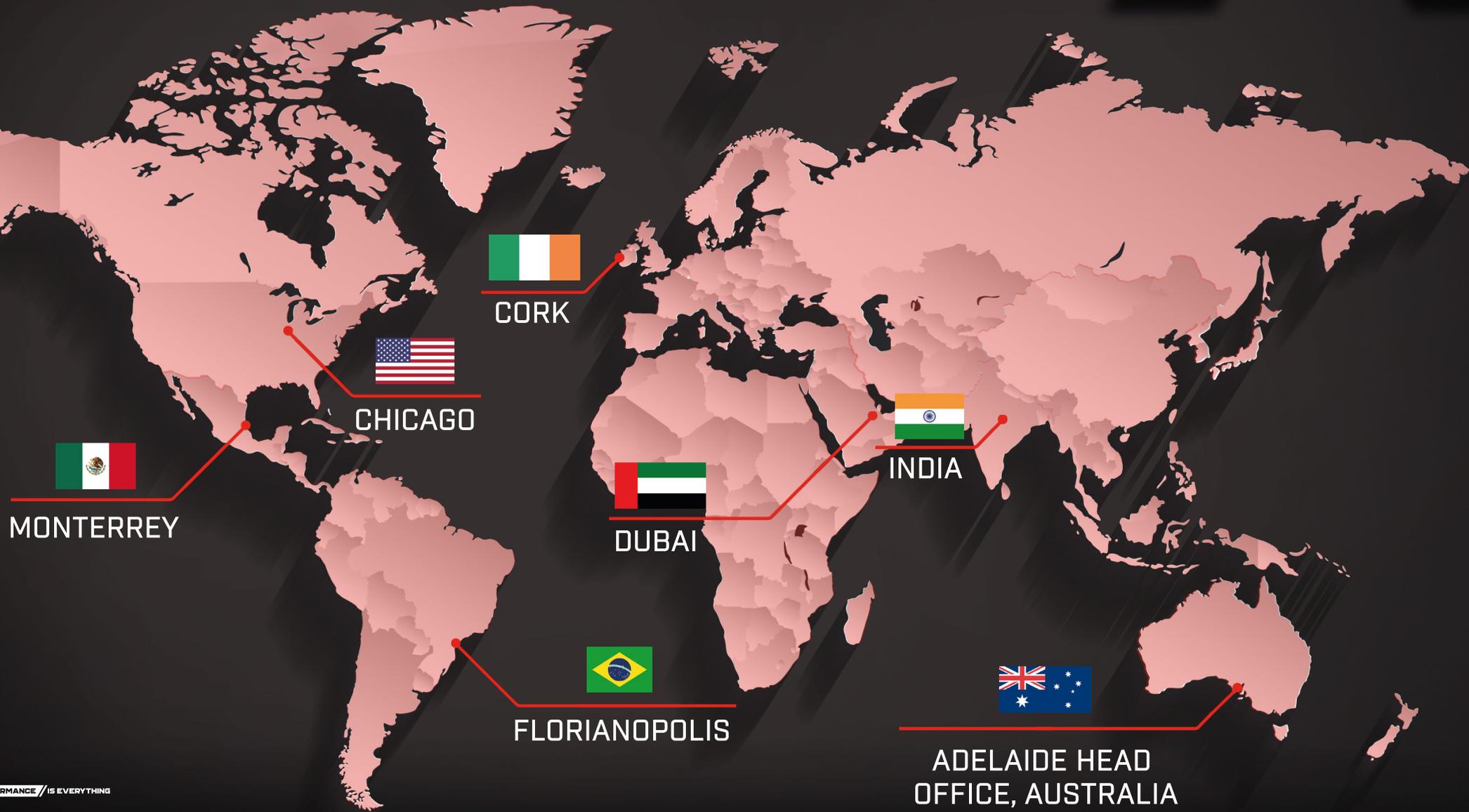
a Codan Company

MINELAB

Presented by Peter Charlesworth



7 Offices in Strategic Locations



Minelab Growth Strategy

Recreational Markets

Uniting Purpose - To Develop Innovative Technology and Exceptional Service To All Detectorists the World Over

Core Focus - Technology, Distribution and Marketing

General Growth Opportunities	North America	Europe	ANZEA	APAC	LATAM
Market Share	↑	↑			↑
Market Development				↑	↑
New Territories			↑	↑	↑
New Products	↑	↑	↑		
eCommerce	↑	↑	↑	↑	↑
Retail	↑	↑			↑
Distribution		↑		↑	↑



Countermine
↑
↑
↑

Minelab Growth Strategy

Gold Markets

Uniting Purpose - To Develop Innovative Technology and Exceptional Service To All Detectorists the World Over

Core Focus - Developing Existing Markets and New Markets

General Growth Opportunities	MEA	APAC	LATAM
Market Share			
Market Development	⬆️	⬆️	⬆️
New Territories	⬆️	⬆️	⬆️
New Products	⬆️		
eCommerce		⬆️	⬆️
Retail			
Distribution	⬆️	⬆️	⬆️



Product Range

Gold Prospecting/Mining

وليش الذهب 1000
GOLD MONSTER 1000



SDC 2300



GPX 5000



GPX 6000



GPZ 7000



Surface Detection
Gold Recovery

Recreational / Professional

GO*FIND SERIES



VANQUISH



EQUINOX Series



E-TRAC



CTX 3030



EXCALIBUR



Fun & Adventure
Treasures to Monetise

Countermine

F3



F3ci



F3COMPACT



MF5



MDS-10



Mines & Triggers
Tactical/MIL & Demining

Core Detector Technologies

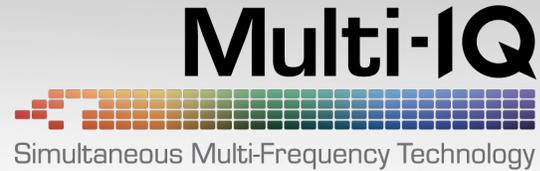


Zero Voltage Technology

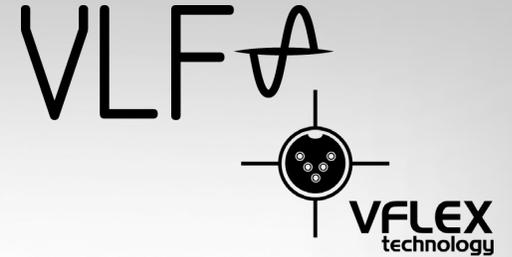
MPS MPF



Pulse Induction



Simultaneous
Multi-Frequency



Very Low Frequency

GPZ 7000

SDC 2300

EQUINOX Series

وليش الذهب 1000
GOLD MONSTER 1000

GPX 5000

VANQUISH

GO*FIND SERIES

GPX 6000

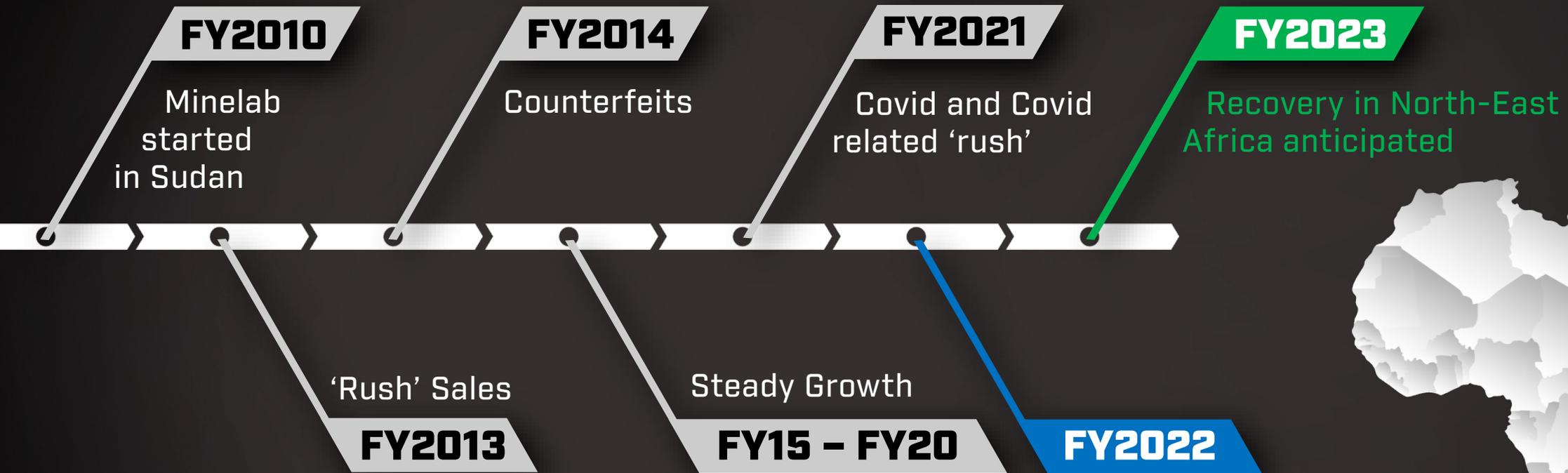
MDS-10

F3Ci

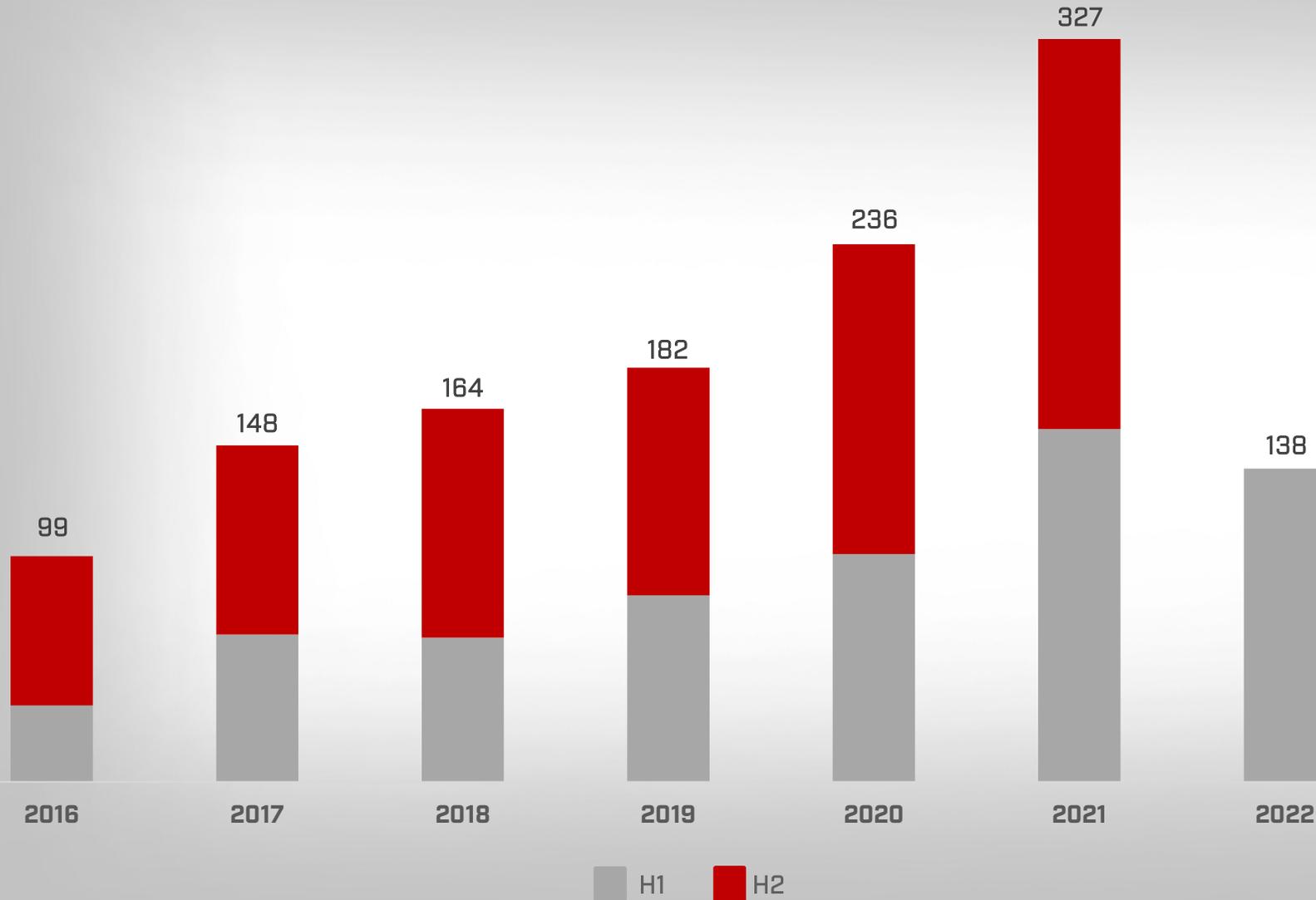
F3

MF5

African Status



Minelab Historical Sales | \$M's



- 5 Year CAGR to FY22
Recreation ~18% pa
Gold ~12% pa
- Will have 2nd best year ever, despite headwinds of supply and market disruptors
- Clear Global Strategy to be executed over the next 3 years post-Covid restrictions



وليش الذهب 1000
GOLD MONSTER 1000

GOLD EVERYDAY



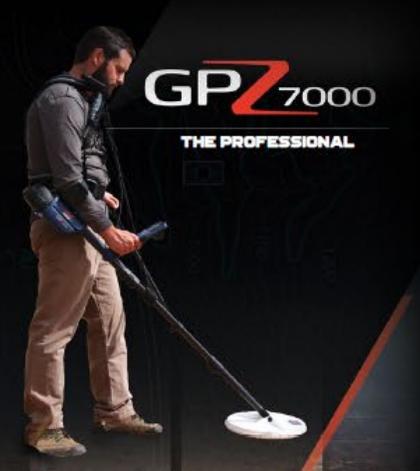
SDC 2300

EXTREME DETECTING



GPX 6000

THE PATCH HUNTER



GPZ 7000

THE PROFESSIONAL

RELATIVE DETECTOR DEPTH

Mineralization Meter



GOLD TOOLBOX / DEPTH COMPARISON

For illustration purposes only

ولدت الذهب 1000
GOLD MONSTER 1000

GOLD EVERYDAY

Find gold every day from your mines



SDC 2300

EXTREME DETECTING

Find gold in extreme conditions



GPX 6000

THE PATCH HUNTER

The gold mine finder



GPZ 7000

THE PROFESSIONAL

Deep gold extraction for professional miners



Q&A



PERFORMANCE // IS EVERYTHING



FY22 INVESTOR DAY