



# Half Year Results Presentation

## December 2023

ASX:AMO  
22 February 2024

# 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 and 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



140 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

# H1 2024 Highlights

**\$50.9m**

Revenue  
up 25.6% on pcp

**\$3.6m**

EBITDA

**\$1.6m**

NPAT

**\$1.7c**

EPS

**1.2c**

Dividend per  
share

**Organic**

Business growth  
driven by existing  
agencies

**\$8m<sup>1</sup>**

Headroom to  
pursuit further  
M&A

**Strong**

Working capital  
position

# FY24 strategic updates and priorities



## Business development investment

- Continued investment in business development activity
- Strengthened relationships, increasing barrier to entry
- Investment in value add via marketing, training, service and technical support



## Growth of Australian Monitor

- Leveraged established infrastructure and knowledge base
- Further development of AMO owned Australian Monitor Brand
- Export market expanding via new distribution partners



## M&A

- Proven track record of M&A with successful integration
- January 2023 Convoy acquisition, integration completed
- Further growth potential via the addition of new brands, & business acquisition



## Brand development

- Significant growth potential with existing portfolio
- Largely exclusive representation of leading brands
- Business structure ensures that individual brand focus is retained as business grows



## 1<sup>st</sup> Half Operational Highlights

- Implementation of new AP automation system
- Expansion of HR platform to further engage with our people
- Commissioning of business wide CRM to provide reporting efficiencies and inform future decision making

# Momentum continues with further wins

## Project Wins and agency gains

### Integrated Solutions



- Expansion into building automation and lighting control systems.

### Professional



- Contract for the supply of \$3m worth of SSL consoles delivered in H1 FY2024
- Ongoing contribution of the Network Ten contract. Revenue in the order of \$12m over 5 years with \$4.0M due in FY2024
- Major law enforcement agency contract for \$2.2M

### Major Retail



- Continued emphasis on brands with unique features.
- Brands address retailers' growth strategy.

# Diversified brand portfolio drives competitive advantage

*Ambertech is well-positioned to capitalise across differentiating segments as a complete supplier, leveraging our full-service distribution model*

Suppliers are expanding across multiple markets via product development and business acquisition

Dealer networks are expanding capabilities to service multiple markets

Competitors don't traverse the breadth of Ambertech's offering to market

Ambertech is uniquely positioned to understand and support each of these markets as a complete supplier



# Continued focus on growth via brand development



Ambertech's strong reputation is attracting market leading brands to seek representation



Expansion into aligned verticals becoming realistic with new suppliers recognising our business expertise and market reputation



Current brand portfolio consists of brands at various development cycle stages



Over 25% of current brands retain high growth capacity with potential to deliver further revenue growth in coming years



Ongoing evaluation of emerging brands to bring new technologies and solutions to market



Business structure ensures that individual brand focus is retained as business grows

# Increasing scale with a disciplined acquisition strategy

**Adding further scale in a sustainable manner by targeting opportunities, which:**

- Increase market share and footprint in current markets
- Enhance value proposition and cater to evolving customer needs
- Gain technological competence and owned IP to foster sustainable growth
- Achieve economies of scale through operational efficiencies and improved customer satisfaction
- Limit brand conflict and retain focus on individual brands through growth journey

**Demonstrated track-record of successful integrations**

Acquisition	Date	Market	Acquisition Price	Goodwill	Annual Revenue <sup>^</sup>
Hills AV Business	Nov 2019	Commercial AV	\$4.6m	\$0.8m	\$25M
Noise Toys	Sep 2021	Musical Instruments	\$0.6m	\$0.2m	\$2M
Connected Media Australia	Oct 2021	Commercial & Residential AV	\$1.3m	\$0.3m	\$3M
Convoy International	Jan 2023	Specialist HiFi	\$2.8m	\$0.5m	\$5M

<sup>^</sup> Based on preliminary FY24 brand estimates.



# Own brand development and expansion

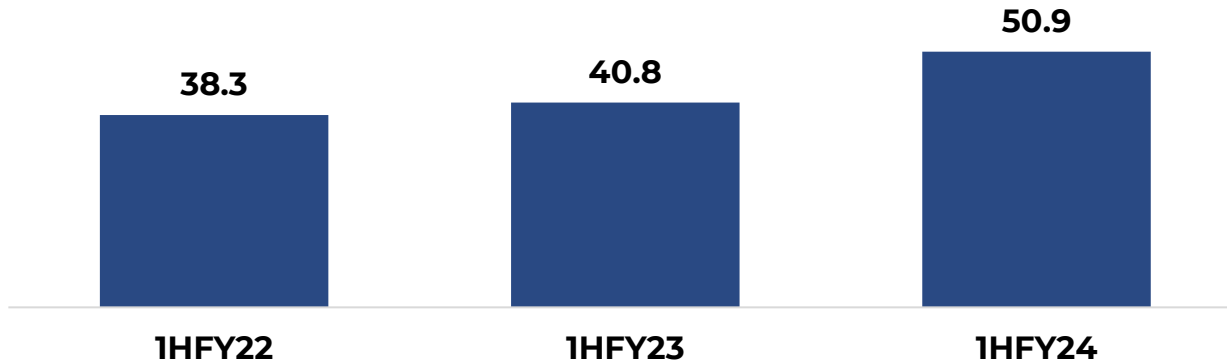
## Developing AMO owned Australian Monitor Brand for new export markets:

- Engineered in Australia, Australian Monitor is a leader in commercial AV amplifiers and speakers
- Currently over 90% of sales are domestic
- Significant opportunity to leverage international relationships for this brand
- Growth in international sales to assist with scale and pricing of manufacture
- Expansion of international dealer network underway in H1 FY24 with three new dealers added.

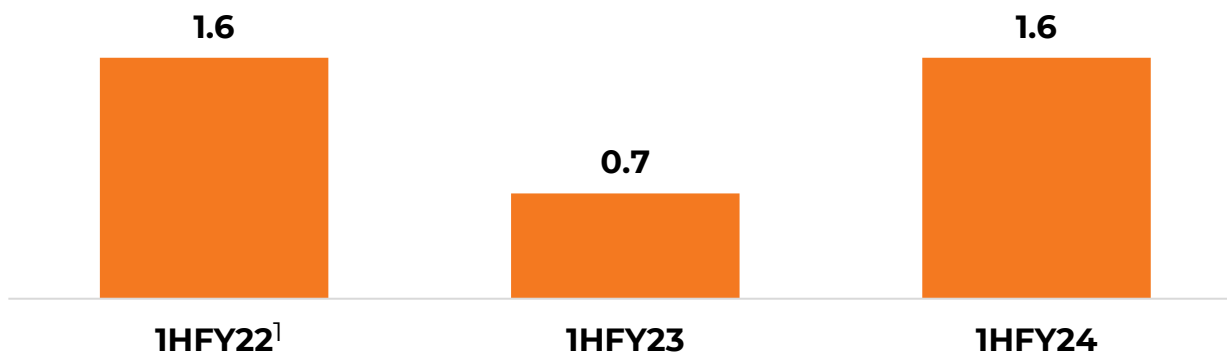


# Strong project contributions underpinned earnings

Revenue (\$m)



NPAT (\$m)



- 25.7% increase in revenue, totalling \$50.9 million for the half
- Significant project deliveries in the half, underpinned profitability
- Strong improvement in EBITDA with an 80% increase on pcp to \$3.6 million
- Delivery of important project work during the half, including Network 10 and The Sydney Opera House supported top-line growth
- NPAT saw ~114% increase to \$1.6 million compared to pcp
- Fully franked interim dividend of 1.2 cps

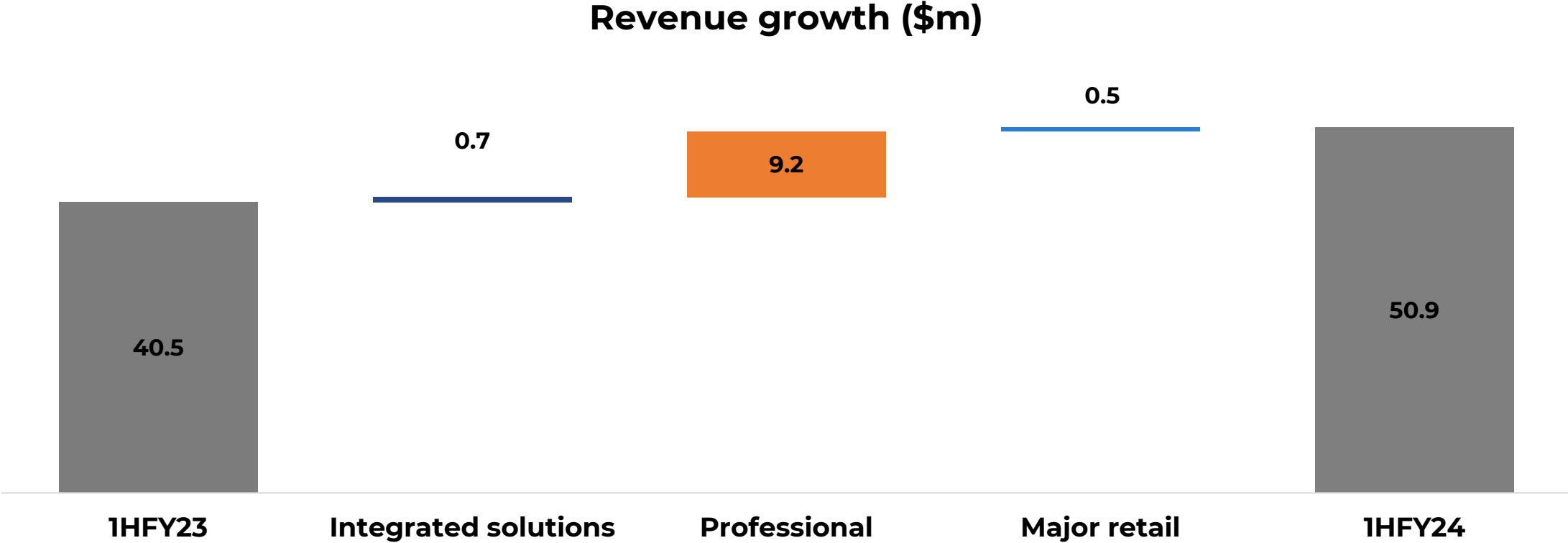
1. 1H FY22 adjusted for Covid-19 support payments received.

# H1 FY24 Financial snapshot

(A\$m)	H1 FY24	H1 FY23
Revenue	50.9	40.5
Cost of Goods	33.9	26.4
Gross Profit	17.0	14.1
<i>GP Margin (%)</i>	33.3	34.8
<b>EBITDA</b>	<b>3.6</b>	<b>2.0</b>
<i>EBITDA Margin (%)</i>	7.1	4.9
EBIT	2.9	1.5
<i>EBIT Margin (%)</i>	5.7	3.7
<b>NPBT</b>	<b>2.2</b>	<b>1.0</b>
<b>NPAT</b>	<b>1.6</b>	<b>0.7</b>
EPS (cents)	1.8	0.8
Div PS (cents)	1.2	0.5

(A\$m)	H1 FY24	FY23
Current Assets	42.4	42.9
Current Liabilities	21.6	23.2
<b>Working Capital</b>	<b>20.8</b>	<b>19.7</b>
<b>Adjusted Working Capital (excluding cash)</b>	<b>19.2</b>	<b>18.1</b>
Non-Current Assets	8.6	9.4
Non-Current Liabilities	5.7	6.6
Net Assets	23.7	22.5
Intangibles	(4.3)	(4.7)
Net Tangible Assets	19.4	17.8
(A\$m)	H1 FY24	FY23
Cash provided by Operating Activities	0.3	1.9
Cash used in Investing Activities	(0.2)	(2.0)
Cash provided by Financing Activities	(0.1)	0.6
<b>Net (decrease)/ increase in cash</b>	<b>-</b>	<b>0.5</b>

# Revenue growth across the business



# FY24 updates and outlook

## Continuing to execute on our expansion objectives

- **First half included completion of multiple project milestones.**
- **Second half has begun well with an ongoing focus on strategic growth, margin improvement and EBIT/Sales %**
- **Dealer based business continues to grow despite ongoing economic challenges.**
- **Strong pipeline of Defence, Law Enforcement and Emergency Services work for future periods.**



## Appendices



# Capital Structure

Capital Structure	
Share price (20 February 2024)	\$0.255
52-week range	\$0.20/\$0.295
Shares on Issue	95.2M
Options on Issue	3.5M
Market capitalisation	\$24.3M
Net debt (31 December 2023)	\$5.8M
Enterprise Value	\$30.1M

Substantial Shareholders	%
Appwam Pty Limited	30.7%
Wavelink Systems	7.8%
Amos Super Fund	5.6%
Greig & Harrison	5.5%
Sub-total	49.6%
Top 20	70.1%

# Important Notice and Disclaimer

The material contained in this presentation has been prepared by Ambertech Limited (“AMO”) and is general background information only about the businesses, operations and activities of AMO and its subsidiaries, current as at the date of this presentation. The information is provided in summary form only and does not purport to be complete or comprehensive. The information in this presentation should not be considered as advice or a recommendation for investment purposes, as it does not take into account your particular investment objectives, financial position or needs. These factors should be considered, with or without independent professional advice, when deciding if an investment is appropriate.

This presentation may contain forward looking statements with respect to the operations and businesses of AMO. The assumptions underlying these forward-looking statements involve circumstances and events that have not yet taken place, and which are subject to uncertainty and contingencies outside AMO’s control. Readers are cautioned not to place undue reliance on any forward-looking statements. AMO does not undertake any obligation to public release the result of any revisions to forward looking statements in this presentation or to otherwise update forward looking statements, whether as a result of new information, future events, or otherwise, after the date of this presentation. Past performance is not a reliable indication of future performance.

To the extent permitted by law, no responsibility for any loss arising in any way (including by way of negligence) from anyone acting or refraining from acting as a result of the material contained in this presentation is accepted by AMO.