

SEPTEMBER 2024 QUARTERLY ACTIVITIES REPORT & APPENDIX 4C MARKET UPDATE

BirdDog Technology Limited (ASX: BDT) ("**BirdDog**", "**BDT**" or the "**Company**"), the global leader in broadcast quality, software-enabled video solutions, provides an update on the Company's operations and financial performance (unaudited) for the first quarter of the 2025 financial year ("**September quarter**" or "**Q1 FY25**") and for the relevant prior corresponding periods ("**pcp**").

Q1 FY25 HIGHLIGHTS:

- **Quarterly revenue of \$5.0m+, consistent with management's budget.**
- **Achieved steady monthly revenues across July, August and September within a challenging global macroeconomic backdrop.**
- **Delivered a \$2.0m+ improvement in quarterly profitability, reflected by:**
 - **Positive EBITDA for the months of June, July and August;**
 - **Positive cash flow generated from operating activities, after excluding litigation costs (A\$1.1m) and related inventory settlement (A\$2.3m); and**
 - **Approaching break-even EBITDA for Q1 FY25 (\$0.2m EBITDA loss)**
- **Net margins remained strong, consistently above 40%+ throughout the quarter.**
- **Meeting growing demand for next generation cameras, enhancing the sales channel.**
- **Additional next generation products (cameras and converters) set to launch, with one new product SKU each month through to December 2024.**
- **Remedi sales showing encouraging momentum, targeting conversion of a \$2.0m+ pipeline in the ANZ and Asia-Pacific regions.**
- **Strong working capital position with \$11.6m cash balance as at 30 September 2024.**

BirdDog will host an investor webinar today, Tuesday, 29 October 2024 at 11.00 am AEDT.

[Click here to register.](#)

CEO Commentary: BirdDog CEO and Managing Director Dan Miall said:

"We're pleased to have achieved a near break-even EBITDA quarter and positive cash generation from our core operations, excluding impacts of non-recurring litigation fees and settlement payments. This marks a significant step forward for BirdDog, as we focus on a sustained path towards profitability."

The early reception to our next generation products has been positive, with margins notably higher than in prior periods. This gives us confidence as we move into the December quarter, with efforts focused on driving sales and further educating our customers on the versatile applications of our cameras, converters and software. BirdDog's next phase of growth is just beginning and we are cautiously optimistic about both our near-term and longer-term prospects."

DETAILED FINANCIAL RESULTS

For the September quarter, revenue was \$5.0m, a 39% quarter-on-quarter increase and the highest in the last twelve months. Cash receipts from customers were \$5.1m, up over 91% quarter-on-quarter, marking the highest cash receipts since the December 2023 quarter.

The Company saw stable revenues across its next generation camera products, with average monthly sales of approximately US\$1.1m for July, August and September. Net margins improved significantly to over 40% during each month of the September quarter, double the margins achieved historically (20.3% in FY24).

While close to achieving EBITDA break-even during the quarter (\$0.2m EBITDA loss), the positive results show a \$2.0m+ profitability turnaround from previous quarters. Additionally, each of the months of June, July and August were EBITDA positive, with September reflecting the Company's investment decision to attend - and launch products at - the mid-September IBC Trade Show.

BirdDog ended the September quarter with \$11.6m in cash, notwithstanding several non-recurring cash outflows during the quarter, that included:

- \$2.3m in July 2024 related to the Bolin settlement for inventory, expected to be net cash generative by March 2025;
- \$1.6m for a selective share buy back, completed in July 2024;
- \$1.1m in legal fees (a \$0.1m impact on the September quarter EBITDA position), finalising a longstanding dispute; and
- \$0.1m from adverse foreign exchange movement due to the weakening USD against the AUD during the quarter.

Normalising for these non-recurring items, cash flow from operating activities was modestly positive, reflecting a return to operational cash generation – BirdDog's first positive cash flow since Q3 FY23. Furthermore, cost management initiatives have resulted in stabilised R&D and staff costs, and a notable reduction in administrative expenses.

With \$11.6m cash at the end of the September quarter and 161.5m shares on issue, the Company's 'cash backing' is approximately 7.2 cents per share. When combined with no debt and the return to cash generation from operating activities achieved during the September quarter, BirdDog is cautiously confident it can successfully build upon this encouraging early milestone in the Company's return towards sustained profitability.



NEXT GENERATION PRODUCTS & REINVIGORATED SALES CHANNEL

With the first four next generation cameras now in market, BirdDog has seen steady demand, which is expected to continue into the December quarter and beyond. Further, with the X4 and X5 cameras launched during the September quarter – including improved net margins associated with the portfolio of next generation products – the Company remains cautiously optimistic about their potential to enhance profitability.

FOCUSSED STRATEGY FOR LONG-TERM GROWTH

Looking ahead, BirdDog remains focused on consolidating recent gains and executing its longer-term strategy. Key priorities include growing global awareness, supporting customers post-sale and building sustainable revenue streams.

Efforts to enhance customer engagement include targeted demonstrations, clear communications, rebranding and market education initiatives. Updates on these market initiatives will be provided at the Annual General Meeting on 26 November 2024.

REMEDI MOMENTUM

Remedi, BirdDog's medical technology solution, reported \$170k in revenue for the quarter, 30% ahead of internal forecasts. The Company aims to convert its current sales pipeline in the Asia-Pacific region over the coming quarters.

INVESTOR WEBINAR

The Company will host an investor webinar to discuss the results with Chief Executive Officer Dan Miall and Chief Financial Officer Barry Calnon. The webinar will be hosted at 11.00 am AEDT today, Tuesday, 29 October 2024. [Click here to register.](#)

ADDITIONAL INFORMATION

In accordance with Listing Rule 4.7C, payments made to related parties and their associates included in item 6.1 of the Appendix 4C was \$140,000 that comprised Director fees, salary and superannuation for the CEO/Managing Director, the Independent Chair and the Non-executive director.

- Ends -

Authorised for release by the BirdDog Technology Board

***Easy to use Technology to help Broadcast your 'wow'.
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For further information please contact:

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ABOUT BIRDDOG

BirdDog is a global broadcast-quality video technology company that enhances the resolution, speed and flexibility of video through a range of software-led solutions, augmented with NDI® (Network Device Interface).

This enables video-compatible products to communicate, deliver and receive high-definition video over a computer network in a broadcast-quality, low-latency manner, that is frame accurate and suitable for switching in a live production environment.

BirdDog develops and manufactures a range of connected workflows and software solutions, including:

- Pan-tilt-zoom (PTZ) Cameras
- Box Cameras
- Converters
- AV Products
- Controllers & Accessories
- Monitors
- NDI® Embedded Smart Display Modules
- Cloud Software Platforms

End users of BirdDog's products cover a wide range of market segments, including Professional Video, Broadcast, Audio Visual and large private and public sector organisations.

For more information on BirdDog, please visit www.birddog.tv

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Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Name of entity

BirdDog Technology Limited

ABN

18 653 360 448

Quarter ended ("current quarter")

30 September 2024

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	5,127	5,127
1.2 Payments for		
(a) research and development	(727)	(727)
(b) product manufacturing and operating costs	(2,135)	(2,135)
(c) advertising and marketing	(426)	(426)
(d) leased assets	(101)	(101)
(e) staff costs	(1,442)	(1,442)
(f) administration and corporate costs	(204)	(204)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	159	159
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes refund/(paid)	-	-
1.7 Government grants and tax incentives	-	-
1.8i Other - Litigation costs (Non-recurring)	(1,094)	(1,094)
1.8ii Other - Litigation Settlement: Inventory (Non-recurring)	(2,330)	(2,330)
1.8 Other (provide details if material - Inventory Deposits)	(159)	(159)
1.9 Net cash from / (used in) operating activities	(3,332)	(3,332)
2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	-	-

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	-
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material - selective share buy-back)	(1,578)	(1,578)
3.10	Net cash from / (used in) financing activities	(1,578)	(1,578)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	16,526	16,526
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(3,332)	(3,332)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(1,578)	(1,578)
4.5	Effect of movement in exchange rates on cash held	(51)	(51)
4.6	Cash and cash equivalents at end of period	11,565	11,565

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	3,365	4,826
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details) - term deposits	8,200	11,700
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	11,565	16,526

6.	Payments to related parties of the entity and their associates	Current quarter \$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	140
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>		

7.	Financing facilities <i>Note: the term "facility" includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
7.1	Loan facilities	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		-
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(3,332)
8.2	Cash and cash equivalents at quarter end (item 4.6)	11,565
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	11,565
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1) <i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>	3.5
8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer: N/A	
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer: N/A	
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer: N/A	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

29 October 2024

Date:

The Board of Directors

Authorised by:
(Name of body or officer authorising release – see note 4)

Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg *Audit and Risk Committee*]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.