

01 November 2018

## **ASX ANNOUNCEMENT – ANNUAL GENERAL MEETING PRESENTATIONS**

In accordance with the ASX Listing Rules, the Chairman's and CEO addresses and presentations to the Annual General Meeting ("AGM"), are appended.

**Kim Clark Company**  
Secretary

### **About the Ava Group**

The Ava Group is a market leader in the provision of risk management services and technologies, trusted by some of the most security conscious commercial, industrial, military and government clients in the world.

The Group features a range of complementary solutions including intrusion detection for perimeters, pipelines and data networks, biometric and card access control as well as the secure international logistics and storage of high value assets. Through decades of innovation, the Ava Group continues to build upon a comprehensive portfolio of premium services and technologies for the most complex and demanding markets.

Our business truly serves a global market, with our knowledgeable team spread across six continents, providing market and industry expertise directly to customers. With thousands of sites protected, the Ava Group is proven to deliver first class services and technologies that surpass the expectations of our partners and end users.

## **AVA Chairman's Address**

On behalf of my fellow directors, I'm delighted to welcome you all here today, those of you who are long-term shareholders and those of you who've joined us as shareholders more recently. I am pleased to report that our Director's and their related parties hold 25% of the Company's shares, and that the top 20 shareholders hold in excess of 70% of the register.

In 2018, we strengthened our position as a leading provider of risk management solutions globally and delivered growth with the continued expansion of our end user's along with the acquisition of MaxSec Group Limited. We are very excited about our new capabilities and as an emerging Australian company, we now have a somewhat unique opportunity to monetize our world class products on a global scale.

We have continued to invest for our future, expanding our global sales and rolling out new products including FFT's Aura AI, which has been very well received by our end-users and systems integrators. With advanced performance and distance capabilities, we believe it will significantly increase the total addressable market for advanced warning detection products.

Our push into the network protection vertical, whereby we provide advance notification of potential tapping or malicious damage of a fibre optic data cable, has started paying off. As announced in September, we have been selected for a major national defense roll out in India. This has generated further interest which our management will capitalize on in the coming months and years.

Although some project timing delays presented us with challenges during the second half of the year, which resulted in a revised business outlook, we delivered FY18 financial results that put us in a position to deliver much stronger results in FY19.

We have enormous potential for growth for many years to come and are focused on achieving this on a global scale. Chris will provide a recap of our FY18 financial results following this introduction.

During the year, we continued to strengthen our executive team. Chris Fergus was appointed as Chief Executive Officer. We also welcomed Andrew Hames as

Head of Energy & Extractives, to lead our business development efforts in this large and growing market. Andrew brings more than 15 years of sales leadership to the Company.

The Ava Board and I are committed to continuously improving our corporate governance and increase our interactions with the investment community. Firstly, Canaccord published equity market research on Ava early in the year and have produced, positive, follow up research following the release of our FY18 results. We have also undertaken recent roadshows to present the company to new investors.

On the corporate governance front, we have transitioned from a show of hands to a poll this year to enable all shareholders whom wish to cast a vote, in person or by proxy, to be counted.

We have improved our Board and committee processes, and continued to refine our remuneration framework in response to shareholder feedback and to ensure alignment with best market practices.

Employee benchmarking and a talent review process has been undertaken. The Company's short-term incentive (STI) and long-term incentive (LTI) plans are being simplified and revised.

I would also like to welcome Mike McGeever to his first Ava AGM. Mike brings significant executive and industry experience to the Board. I would like to thank past directors Terry Winters and Fred Davis for their contributions to the Company. I would also like to thank the outgoing CEO of MaxSec Group Limited, Geoff Cleaves, for his many years of contribution.

Ava prides itself on our customer focus. We have an incredibly experienced team working globally to deliver projects. I would like to express my sincere thanks to our talented employees for their ongoing contribution to Ava and thank you, our shareholders for your support and ongoing confidence in our Company.

Ava has an enormous multi-billion dollar market opportunity and I am confident we can execute well to deliver long term growth and increasing value for you, our shareholders into the future.

I'll now hand over to our CEO, Chris Fergus, who will provide you with a deeper insight into the performance of the business during the 2018 year, as well as the Company's outlook.



# AVA GROUP

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## SECURITY RISK MANAGEMENT

**Annual General Meeting**

**01 November 2018**

# Forward Looking Statements

## **This presentation is given on behalf of Ava Risk Group Limited (AVA)**

Information in this presentation is for general information purposes only, and is not an offer or invitation for subscription, purchase, or recommendation of securities in AVA. Certain statements in this document regarding the Company's financial position, business strategy and objectives may contain forward-looking statements (rather than being based on historical or current facts).

Any forward-looking statements are based on the current beliefs of the Company's management as well as assumptions made by, and information currently available to, the Company's management. Forward-looking statements are inherently uncertain and must be read accordingly. There can be no assurance that the underlying assumptions will prove to be valid.

All data presented in this document reflects the current views of the Company with respect to future events. Forward-looking statements are subject to risks, uncertainties and assumptions relating to the operations, results of operations, growth strategy and liquidity of the Company. To the maximum extent permitted by law, the Company, its officers, employees and agents do not assume any obligation to release any updates or revisions to the information (including any forward looking statements) in this presentation to reflect any change to expectations or assumptions, and disclaim all responsibility and liability for any loss arising from reliance on this presentation or its content.

# Chairman's Introductory Remarks





# CEO'S Address





# FY18 Financial Summary - P&L

AUD\$M	FY2018	FY2017
Total Revenue	19.8	12.9
COGS	8.8	6.0
Gross Profit	11.0	6.9
GP margin (%)	56%	53%
Operating Expenses	14.5	14.6
EBITDA	(2.6)	(7.5)
Underlying EBITDA	(1.7)	(7.5)
Loss after tax	(2.9)	(7.8)

- 54% increase in revenue driven by contribution from MSP.
- GP margin improved to 56% despite dilution from lower margin Services division. Higher margins are being generated from the new Aura AI product range.
- Operating expenses included \$0.9 million in merger costs and one-time investment impairment charges
  - Adjusting for one-off costs above, EBITDA loss of \$1.7m representing an improvement of 77%

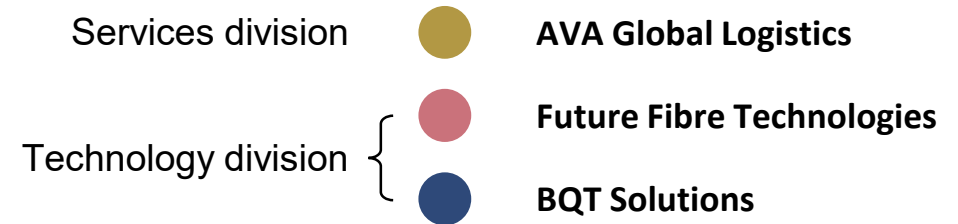
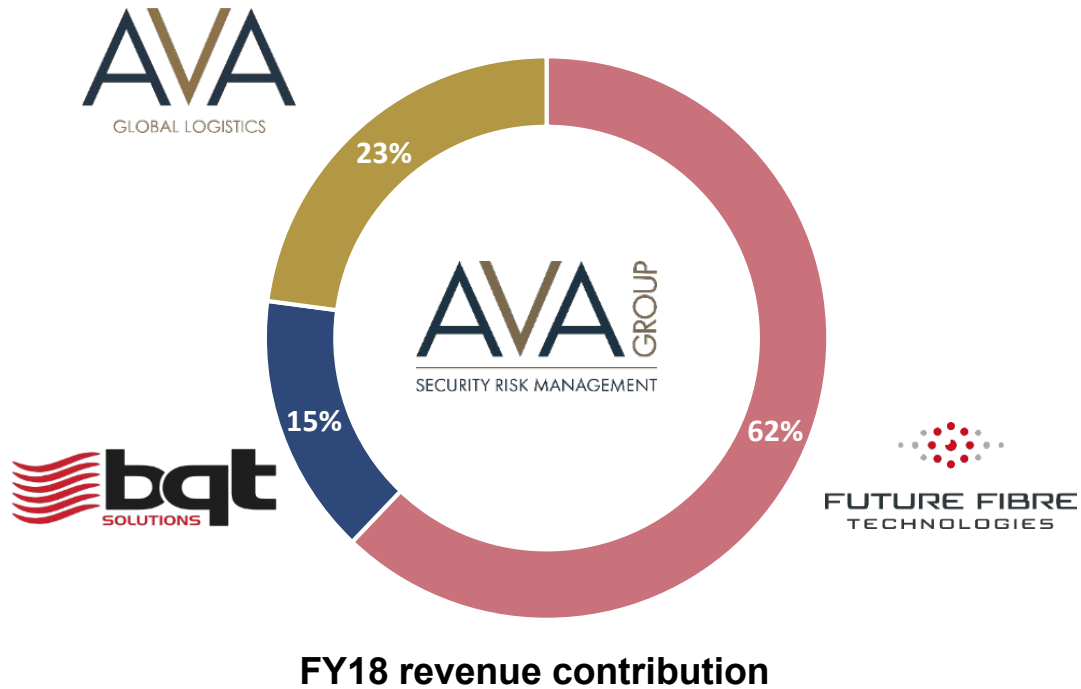
# FY18 Financial Summary - Balance Sheet

AUD\$M	30 Jun 2018	30 Jun 2017
Cash and cash equivalents	5.9	6.9
Receivables	5.3	5.0
Inventories	4.6	4.2
Other assets	14.1	4.1
Total assets	29.9	20.2
Payables	4.8	2.2
Provisions	1.6	1.1
Borrowings	-	-
Total liabilities	6.4	3.3
Total equity	23.5	16.9

- No external debt or borrowings
- Cash balance of \$5.9 million at 30 June 2018
- Current growth strategy is fully funded from existing balance sheet

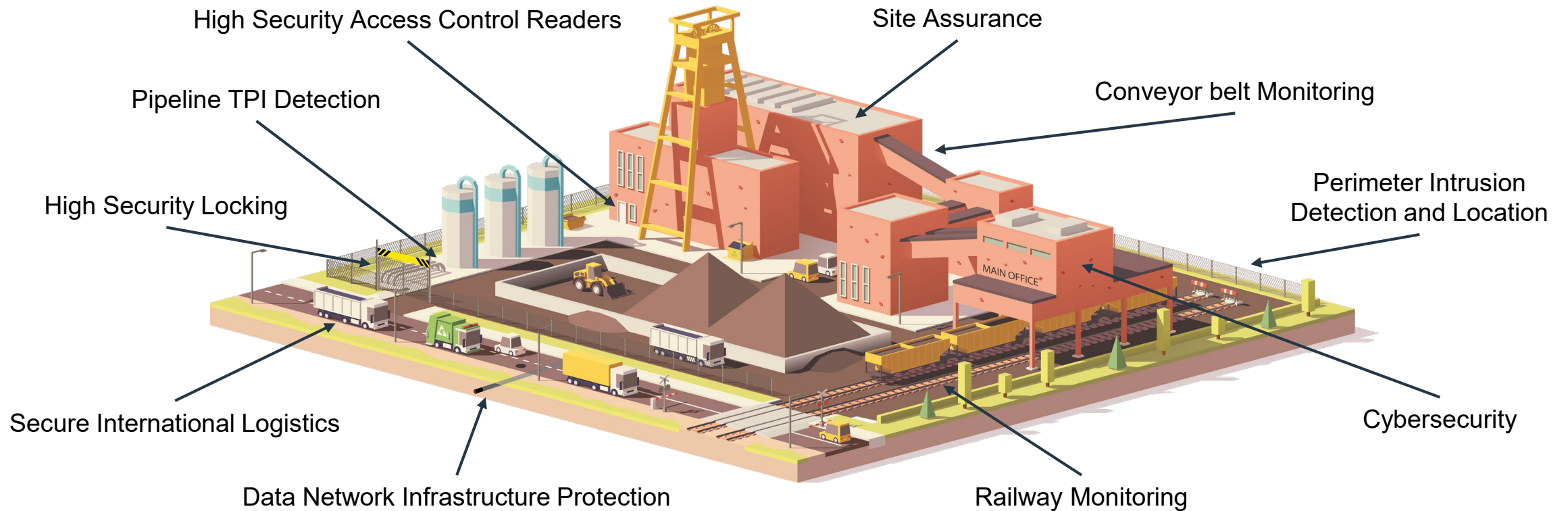
# Company Overview

*Ava Group is a diversified risk management services and technology company operating across 15 countries*



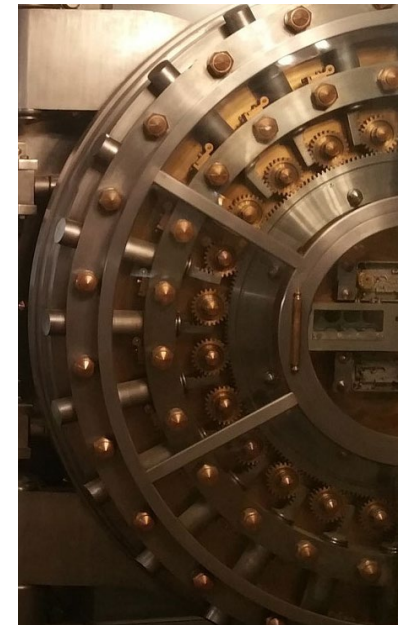
# The Future of Ava: Energy & Extractives case study

Risk Consulting



# Services Division - Ava Global Logistics

- Ava Global Logistics is a growing global provider of secure international logistics of high-risk valuables, precious metals and currency
- Provides fully insured (underwritten by Lloyds), door to door services, utilising a network of highly experienced security companies, freight forwarders, airlines and customs brokers, all operating under Ava's strict risk management guidelines
- Unique Partner model: ability to provide service in 100+ countries
- Blue chip client base
- Global footprint with offices in New York, London, Frankfurt, Dubai, Cape Town & Singapore



# Services Division Update

## *Moving towards profitability*

- EBITDA breakeven in September
- Current contracted customers have total annual addressable spend of approximately \$75m.
- Increasing market share from all major clients and increasing pipeline from new clients
- Key Sector focus
  - Mining: Group Energy & Extractives focus
  - FI: Major wholesalers of currency, Central Banks, Security Printers
- Recent contracts wins
  - Currency Sector
  - Latin American Mines
- Risk Consulting service launched as a strategic new sales initiative – 1<sup>st</sup> engagement won in Saudi Arabia
- Technology Division Support - Sales to Mining clients & Security partners



# Technology Division – Future Fibre Technologies

- FFT is a global leader in fibre optic intrusion detection systems, with a track record of delivering highly intelligent, reliable, and award-winning intrusion detection solutions for the protection of critical sites and infrastructures.
- FFT's advanced security systems detect and locate perimeter intrusions, oil and gas pipeline third-party interference and data network tapping and tampering.
- With over 1,600 systems deployed in more than 65 countries, FFT has established a solid reputation for delivering advanced and cost effective intrusion detection solutions for the Transport, Government, Military, Oil & Gas and Utility sectors.
- FFT's new Aura Ai platform uses the latest advanced optical signal processing algorithms, combined with artificial intelligence, to discriminate between intrusions, nuisance alarms and other causes of fence disturbance.



**FUTURE FIBRE**  
TECHNOLOGIES



# Technology Division – BQT Solutions

- BQT's secure, reliable smart reader and card systems, biometric solutions, electric locking and access control products utilised at over 3,500 sites in more than 50 countries.
- A leader in high security access control technology used in some of the most high security, critical applications in the world.
- Offers custom and “off the shelf” products to deliver market-wide access control security including military, critical infrastructure, commercial, industrial and residential applications.



# Technology Division Update

*Significant growth in pipeline and major contract wins*

## **Pipeline**

- Total pipeline of known projects is now greater than \$300m, all addressable over the next 36 months.
- Large project focus – projects in excess of \$3m – pipelines, borders, major CNI assets

## **Recent wins**

- Data network security - MOD India
- Australian Government - DHS Australia
- Pipeline project Middle East - first phase of multi-phase project
- US Government – Multiple Ai-2 orders in September totalling +\$1m

## **Sector Focus – Energy & Extractives**

- Recent wins in several regions: Americas, Middle East, South Asia – significant increase in sector pipeline
- Mining3 Partnership – new adjacent market opportunity driven by FFT's Aura Ai platform, expected launch Q3

# Recent Milestone Contract Wins – Data Network Security

## *Transformational contract win in high growth sector*

- A data network security solution developed by the Technology Division was selected to protect one of the worlds largest closed user group data networks for the exclusive use of more than one million military personnel
- The value of the license fee is estimated to be between US\$10.5m and \$US11.1m (\$14.4m and \$15.2m) – expected to be delivered over a 15 month period
- With a license fee model and no working capital requirement, the project is expected to be highly profitable
- Additional revenue will flow through after the initial 3 year warranty, with a subsequent 7 years “spares and maintenance” contract expected to follow
- Formal purchase order estimated to be received during November 2018
- Allows Ava Group to demonstrate breadth of capabilities in the booming data network security sector

# Recent Milestone Contract Wins – Australian Government

*Australian Government contract win provides increased earnings visibility*

- The Technology Division was awarded a contract with the Australian Government for the supply of BQT smart readers to the Department of Human Services (DHS)
- The contract is for the provision of ~ 6,500 readers and associated equipment over approximately 2 years
- Anticipated revenue is AUD\$1.8m - \$1.9m
- This contract win provides direct sourcing opportunities from other government departments – as the smart reader solution will now also be available to all Australian Government departments as part of the contract

# FY18 & FY19 YTD Strategic Plan & Milestones

Strategic Plan	Key Milestones	Next Steps
MSP Investment & Integration	<ol style="list-style-type: none"> <li>91% ownership, moving to 100%</li> <li>Identified cost reduction increased to \$1.25m – MSP CEO position redundant</li> </ol>	<ol style="list-style-type: none"> <li>Compulsory Acquisition process completion</li> <li>Launch of integrated solution in Q2</li> </ol>
Creation of a Security Risk Management Company	<ol style="list-style-type: none"> <li>Creation of Technology &amp; Services divisions</li> <li>Key Sector focus</li> <li>Soft launch of Risk Consulting Services – KSA win</li> </ol>	<ol style="list-style-type: none"> <li>Further sector SME investment</li> <li>Full launch of Risk Consulting Services</li> </ol>
Sales & marketing investment	<ol style="list-style-type: none"> <li>New appointments – Group Head of E&amp;E, GM Africa</li> <li>Large Project focus – MOD India, DHS wins</li> </ol>	<ol style="list-style-type: none"> <li>Continued investment in sales &amp; marketing with Sector expertise</li> </ol>
Product Innovation	<ol style="list-style-type: none"> <li>Date Network Protection Solution</li> <li>Adjacent sector focus – Mining3 Partnership</li> <li>Expanded Aura Ai-2 range</li> </ol>	<ol style="list-style-type: none"> <li>Leveraging MoD India win</li> <li>Further developing adjacent markets</li> <li>Integrated solution Phase 2</li> </ol>
Board and Management	<ol style="list-style-type: none"> <li>Appointment of Chris Fergus as CEO</li> <li>Bringing additional expertise to the board with the appointment of David Cronin and Michael McGeever</li> </ol>	<ol style="list-style-type: none"> <li>Leveraging expertise and relationships to grow the business</li> </ol>



# FY19 Outlook

## **Q1 Actuals**

- Positive start to FY19 with revenue in line with guidance

## **Rapidly growing pipeline**

- Technology pipeline has now grown in excess of \$300m – all addressable over the next 36 months.

## **Growing earnings visibility**

- Large contract win in data network security provides earnings visibility through FY19/FY20
- Services division at breakeven, with anticipated increasing market share from all customers

## **Contract success in high growth sectors**

- Transformational contract win in the high growth data network security sector
- Recent ongoing contract success in Energy & Extractives sector across both divisions

## **Continued synergies post merger**

- Synergies post merger are expected to flow through for the company into FY19, including the uptick in contract wins on the back of cross selling strategies across the Technology and Services divisions

## **Product Innovation**

- Focus upon increasing addressable market through development of new solutions in existing and adjacent markets

## **Strengthened Board and Management**

- Additional expertise brought into the business to leverage expertise and relationships to grow the business

# Annual General Meeting General Business

# Financial Statements and Reports

To consider and receive the Financial Report, the Directors' Report and the Auditor's for the year ended 30 June 2018.

# Resolution 1

***“That the Company adopt the Remuneration Report for the year ended 30 June 2018 in accordance with section 250R(2) of the Corporations Act.”***

Please note this resolution is advisory only and does not bind the Company or the Directors.

## Proxy Votes

For	Against	Open	Total	Abstain
86,108,327	1,213,120	1,212,891	88,534,338	133,424

# Resolution 2

***“That Robert Broomfield who is retiring in accordance with the Constitution and Listing Rule 14.5, and who offers himself for re-election, is re-elected as a Director of the Company.”***

## Proxy Votes

For	Against	Open	Total	Abstain
98,810,977	4,078,809	1,225,363	104,115,149	3,005,578

# Resolution 3

***“That David Cronin, who retires having previously been appointed to fill a casual vacancy in accordance with Listing Rule 14.4 and clause 6.2 of the Company’s Constitution and having consented to act and being eligible, be elected as a Director of the Company.”***

## Proxy Votes

For	Against	Open	Total	Abstain
105,879,517	4,656	1,225,363	107,109,536	11,191



# Resolution 4

***“That Michael McGeever, who retires having previously been appointed to fill a casual vacancy in accordance with Listing Rule 14.4 and clause 6.2 of the Company’s Constitution and having consented to act and being eligible, be elected as a Director of the Company.”***

## Proxy Votes

For	Against	Open	Total	Abstain
105,578,417	4,656	1,226,463	107,109,536	11,191

# Resolution 5

*“ That, pursuant to Section 208(1)(a) of the Corporations Act and Listing Rule 10.14, the members of the Company approve the granting of:*

*(a) 800,000 Performance Rights to Mr Chris Fergus, Executive Director; and*

*(b) 470,000 Performance Rights to Mr Robert Broomfield, Executive Director*

*under the Company’s Equity Incentive Plan and on the terms outlined in the Explanatory Memorandum.”*

## Proxy Votes

Resolution Number	For	Against	Open	Total	Abstain
5(a)	83,229,704	4,522,092	1,225,363	88,977,159	10,422
5(b)	83,126,578	4,537,081	1,225,363	88,889,022	3,004,809

# Questions

