



SMS - March Quarter 2021 Company Update

Highlights:

- **AEM's platform performance continues to solidly trend – financial YTD Q3 normalised EBITDA at \$A2.112 million, fully in-line with budget**
- **SMS Group cash reserves remain strong – closing cash on-hand at \$A2.655 million**
- **SMS Group plans for continued growth with new 40,000 Sq. Ft. facility**

Structural Monitoring Systems Plc (“**SMS**” or “**the Company**”) (**ASX: SMN**) is pleased to provide the following Quarterly Update.

SMS Group – Summary of Financial Overview and Operational Highlights

Wholly-owned SMS subsidiary, Anodyne Electronics Manufacturing Corp (“AEM”), ended the quarter with gross financial YTD revenue (unaudited management accounts) of \$A11.864 million (inc. \$A269K in SMS sales).

March quarter normalised EBITDA closed at \$A583k, bringing YTD to \$A2.112 million, in-line with YTD budget. While revenues and demand were softer throughout the quarter (due primarily to some delayed effect of the COVID pandemic), this was offset by tight expense control and higher margins from the sale of AEM-generated IP products. Further, AEM management continues to do an excellent job navigating a demanding COVID environment - with recent infection spikes in British Columbia requiring a very strict workplace policy, including additional social distancing within the facility and remote working where possible. Thus, the net “COVID effect” on AEM's bottom-line performance to date has been negligible.

Looking forward, AEM's results are expected to track on-budget for the current June quarter. Importantly, previously highlighted AEM-developed new products, currently in late-stage development and fully expected to launch in 2021, should add further momentum to overall performance - in terms of increased top-line revenue, broadened strategic global product mix and expanded profitability. In addition to the recent public release of the two Embraer KC-390 projects for AEM (<https://www.aem-corp.com/about-us/recent-news>), there are a number of coordinated development projects in progress with aircraft OEMs and high-profile user groups. These projects will result in some new product categories for AEM, materially improving the broad product mix offering to the markets currently serviced.

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It is anticipated that a minimum of six (6) commercially significant new products will complete development, qualification, and integration efforts in the next 12-18 months and will be available to both OEMs and commercial customer groups globally.

Cash generation through the quarter remained strong, with the Group's cash balance finishing quarter-end at \$A2.655 million at quarter end. Cash generation is expected to remain positive through the current financial year Q4, and beyond.

SMS Group Plans for Continued Growth with New 40,000 Sq. Ft. Facility

As previously highlighted, last July AEM unveiled plans for a new 40,000 sq. ft. (3,716m²) headquarters in Kelowna, British Columbia. The facility's new footprint will be 25% larger than the existing building and purpose-built to enhance production efficiencies and inventory management as well as providing dedicated cleanroom and R&D facilities - for both the AEM product portfolio, as well as all SMS-production sensors, equipment and CVM™-related peripherals.



"AEM has experienced substantial gains - both in revenue and in our workforce" explained Brian Wall, AEM CEO. "Our new facility will be bigger, more efficient, and will offer a better lay-out for improved processes, so we can continue to provide world-class products and services to our customers across the globe."

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Known best for our industry-leading loudspeaker systems selected for high-profile projects such as United Rotorcraft's Sikorsky S-70i Firehawk, AEM's suite of products also include caution/warning panels, illuminated panels and keyboards, and a wide array of specialty audio products for both rotary and fixed-wing aircraft.

Construction of the new facility is now well underway, with the full foundations having recently been laid. Completion and move-in is anticipated by end of 2021.



Appendix 4C Details and Clarification:

SMS's cash balance as 31 March 2021 was \$A2.655 million. The SMS Group is well funded to continue and optimise the Company's broad operational activities for the foreseeable future.

During the quarter:

- payments for Research and Development represent payments to third party providers for development of the of the Company's CVM™ technology and new AEM products. Salary allocations of staff at AEM who are 100% focused on R&D activities are included in payments to staff.
- payments for Product Manufacturing and Operating Costs represent wholly-owned subsidiary AEM's expenditure allocated to manufacturing and cost of goods sold.
- payments for Staff Costs represent salaries for manufacturing, R&D, administration, sales and general management activities.
- payments for Administration and Corporate Costs represent general costs associated with running the Company, including ASX fees, legal fees, audit, etc.

The aggregate amount of payments to related parties and their associates included in the March quarter cash flows from operating activities was circa-\$A30,000.00

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As stated above, the Group cash balance as at 31 March 2021 was \$A2.655 million. Please refer to the attached Appendix 4C for further details on cash flows for the quarter.

This announcement is authorised by the Board.

Disclaimer

This announcement contains certain forward-looking statements with respect to the financial condition, operations and business of the Group and certain plans and objectives of the management of SMS. Forward-looking statements can be identified by the use of forward-looking terminology, including, without limitation, the terms "believes", "estimates", "anticipates", "expects", "predicts", "intends", "plans", "goals", "targets", "aims", "outlook", "guidance", "forecasts", "may", "will", "would", "could" or "should" or, in each case, their negative or other variations or comparable terminology. These forward-looking statements include all matters that are not historical facts.

Such forward looking statements involve known and unknown risks, uncertainties and other factors which because of their nature may cause the actual results or performance of the Group to be materially different from the results or performance expressed or implied by such forward looking statements. Such forward looking statements are based on numerous assumptions regarding the Group's present and future business strategies and the political and economic environment in which the Group will operate in the future, which may not be reasonable, and are not guarantees or predictions of future performance. No representation is made that any of these statements or forecasts will come to pass or that any forecast result will be achieved, or that there is a reasonable basis for any of these statements or forecasts.

Forward-looking statements speak only as at the date of this presentation and to the full extent permitted by law, SMS, and their respective affiliates and related bodies corporate and each of their respective Related Parties and intermediaries disclaim any obligation or undertaking to release any updates or revisions to information to reflect any change in any of the information contained in this presentation (including, but not limited to, any assumptions or expectations set out in the presentation).

Financial Information

Any pro forma and forecast financial information provided in this announcement is for illustrative purposes only and do not represent a forecast or expectation as to the Group's future financial condition and/or performance. This document has been prepared at a time where the review of financial information contained in this presentation has not been completed and accordingly, you should only rely on any forecast or expectation as to the Group's future financial condition and/or performance that is contained in a prospectus or other offering document which may be issued by SMS in connection with any offer of SMS securities.

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Appendix 4C

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

Name of entity

Structural Monitoring Systems Plc

ARBN

106 307 322

Quarter ended ("current quarter")

31 March 2021

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9.months) \$A'000
1. Cash flows from operating activities			
1.1 Receipts from customers		4,895	12,311
1.2 Payments for			
(a) research and development		(165)	(426)
(b) product manufacturing and operating costs		(1,871)	(6,179)
(c) advertising and marketing		(61)	(475)
(d) leased assets		-	-
(e) staff costs		(1,232)	(3,081)
(f) administration and corporate costs		(428)	(1,330)
1.3 Dividends received (see note 3)		-	-
1.4 Interest received		-	1
1.5 Interest and other costs of finance paid		(5)	(15)
1.6 Income taxes paid		(11)	(358)
1.7 Government grants and tax incentives		251	257
1.8 Other		-	-
1.9 Net cash from operating activities		1,373	705
2. Cash flows from investing activities			
2.1 Payments to acquire or for:			
(a) entities		-	-
(b) businesses		-	-
(c) property, plant and equipment		(120)	(219)
(d) investments		-	-
(e) intellectual property		-	-
(f) other non-current assets		-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9.months) \$A'000
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 used in investing activities	(120)	(219)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	183	502
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	-	(6)
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 (repayments of ROU lease)	(120)	(337)
3.10	Net cash from financing activities	63	159

4.	Net increase in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	1,296	2,065
4.2	Net cash from operating activities (item 1.9 above)	1,373	705
4.3	Net cash from investing activities (item 2.6 above)	(120)	(219)
4.4	Net cash from financing activities (item 3.10 above)	63	159

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (9.months) \$A'000
4.5	Effect of movement in exchange rates on cash held	43	(55)
4.6	Cash and cash equivalents at end of period	2,655	2,655

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	2,669	1,310
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (credit card)	(14)	(17)
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	2,655	1,293

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	30
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. 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	3,127	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	3,127	-
7.5	Unused financing facilities available at quarter end		3,127
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.		
	HSBC operating loan facility of CAD\$3million, secured at 2.45%		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from operating activities (item 1.9)	1,373
8.2	Cash and cash equivalents at quarter end (item 4.6)	2,655
8.3	Unused finance facilities available at quarter end (item 7.5)	3,127
8.4	Total available funding (item 8.2 + item 8.3)	5,782
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	N/A
<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>		
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.

28 April 2021

Date:

By the Board

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.