



ABT

ADVANCED BRAKING
TECHNOLOGY

CEO Presentation
AGM - 25 November 2021



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WE BELIEVE IN SAFETY – IT IS CENTRAL TO EVERYTHING WE DO

Through embracing 'Safety Principles' in everything we do, we aspire to create prosperity for everyone that is touched by our business.

We aim to produce and sell innovative braking solutions with the commitment to promoting sustainable business practices that protect people and the environment.

Results Overview

Strategy execution demonstrated through improvements across key metrics

EBITDA
\$0.91m

40% increase on pcp

Stable Gross Margin
46.3%

Net Profit
\$0.62m

263% increase on pcp

Sales Revenue
\$9.7m

16% increase on pcp

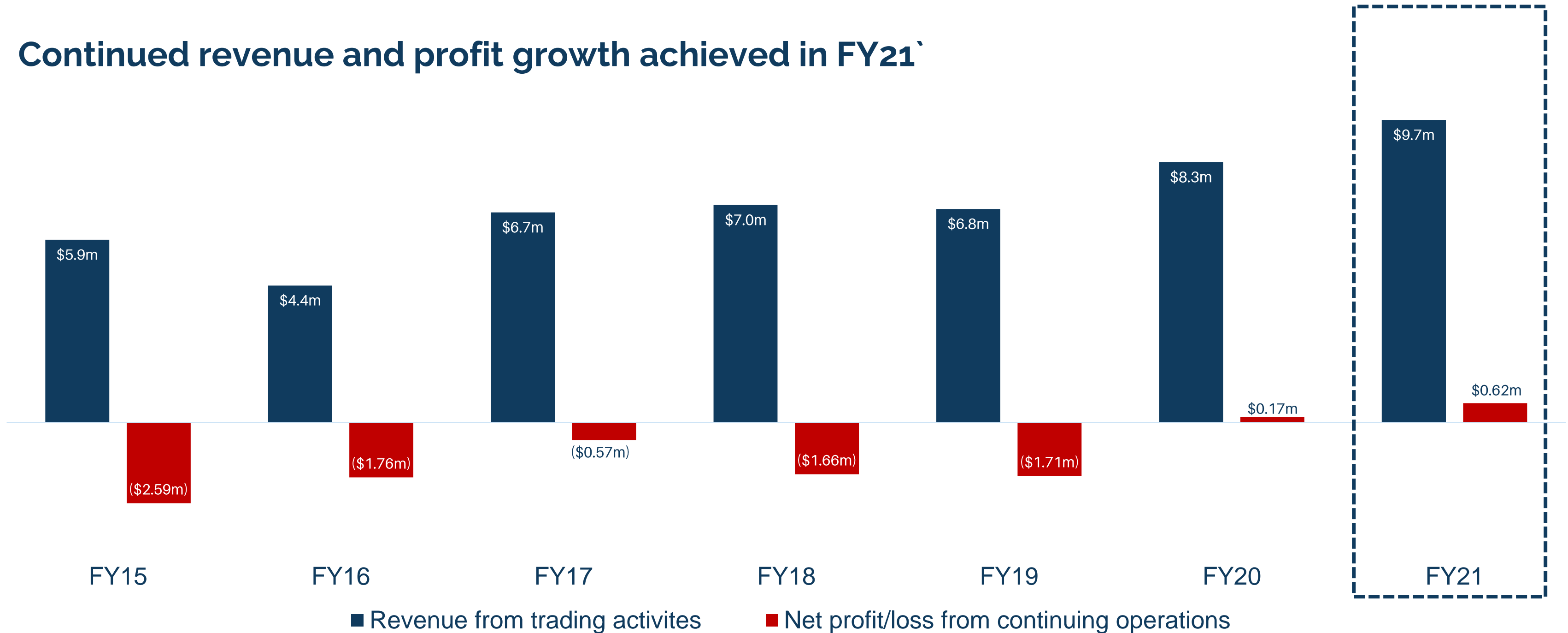
Substantially
debt free

Cash Balance
\$1.41m

\$0.52m at 30 June 2020

FY21 Highlights

Continued revenue and profit growth achieved in FY21`



FY21 Highlights

Robust and resilient business

- ✓ Significantly improved financial performance despite ongoing challenges from COVID-19
- ✓ Continued diversification of customer base, in conjunction with prudent cost management contributes to a record sales and net profit result
- ✓ Improving forward sales pipeline

Brand awareness

- ✓ Increased brand awareness through global conference participation, including EuroBrake 2021

Government Grant

- ✓ Successfully secured a Defence Global Competitiveness Grant

Leadership

- ✓ Continued to strengthen leadership team and internal capability
- ✓ New position created with Director – Strategy and Commercial appointed

Growing global distribution and customer network

ABT is well-positioned to take innovative solutions to market and capture additional business development opportunities globally

Sales & Distribution network covering

>16 countries

>20 years

experience and the original
manufacturer of sealed
brake technology

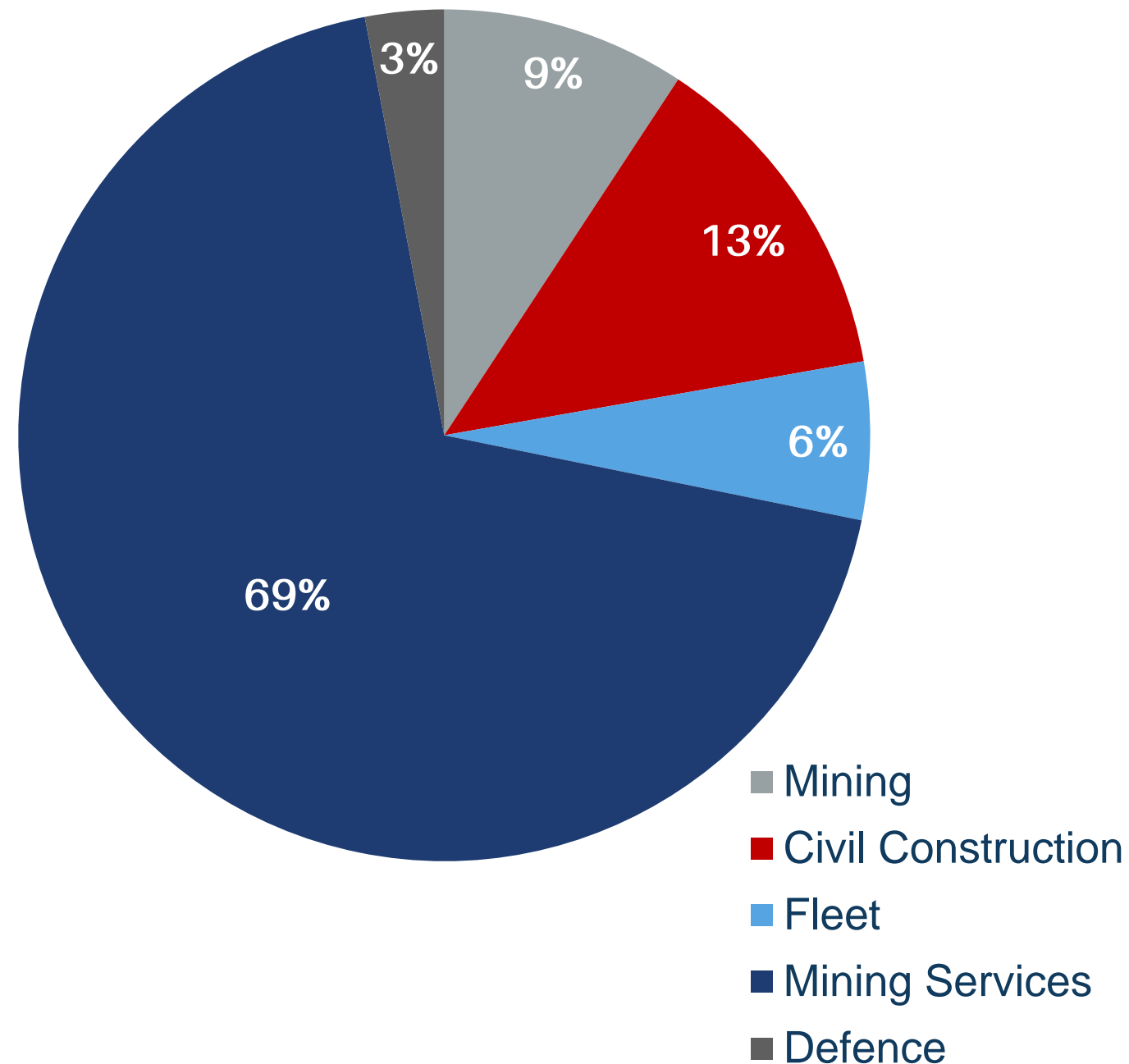
Further growth

planned through expansion of our
Australian and international
footprint



Product, customer and industry diversification

Sales by Industry (rolling 12 months)



THALES



CLEANAWAY



Rozelle Interchange

WestConnex

JOHN HOLLAND

CPB CONTRACTORS



Growth strategy

ABT continues to build on the momentum already created by implementing its growth strategy through:

- **organic growth** of our existing business through continued internal innovation
- pursuing **high impact growth opportunities** in markets that require innovative braking systems for transport solutions of the future
- **inorganic growth** through the implementation of our Joint Ventures, Partnering and Acquisitions strategy
- increasing control of our **supply chain**

Secure additional revenue streams from existing product portfolio

Achieve size and scalability through Joint Ventures, Partnering and Acquisitions

Capture opportunities outside existing business for which ABT technology provides a solution

Increase brand awareness to leverage opportunities

Invest in R&D focussing on failsafe and sealed braking technology for use within transport solutions of the future

Invest in our supply chain to leverage process and margin improvements

Priorities and Outlook for FY22

The foundations for growth are now in place

- Continue to drive:
 - **Innovation** through Voice of Customer and identification of market gaps
 - **Diversification** by leveraging our current product offering to both existing and new customers across a range of industries
- Assess **organic and inorganic growth** opportunities that can provide expanded product offering or increase in distribution footprint through acquisitions, strategic partnerships joint ventures and other initiatives
- Expand our **Australian and international distribution footprint** by partnering with local businesses within key geographic regions
- Continue to **improve financial performance**
- Position ABT for the future to participate in the **automotive megatrends** of automated, electric and connected vehicles



Key messages

The **foundations for growth** have now been established

A number of **growth opportunities have been identified** and are currently being evaluated

ABT will gain **size and scale** through organic growth, mergers, acquisitions and partnering opportunities

ABT will **continue to innovate** to ensure its product portfolio has a role to play in the automotive megatrends of automated, electric and connected vehicles

We will succeed as we are an innovative solution provider that has the right leadership, people, products and customer base that values the safety of people and equipment and cares for the environment



Board and Management Team



Dagmar Parsons
Non-Executive Chair



David Slack
Non-Executive Director



Adam Levine
Non-Executive Director



Mark Lindh
Non-Executive Director



John Annand
Chief Executive Officer



Paige Exley
Chief Financial Officer

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