

Cellnet Group Limited

*2015 Annual General Meeting*

10 November 2015

**cellnet**  
discover the next.



# FY15 Financial Highlights

- Return to Profit of \$1.65m
  - \$5.5m turnaround from FY14
  - 3.0 cents earnings per share
- \$4.1m reduction in working capital year on year
- \$5.5m reduction in net debt year on year
- Reinstated payment of dividends from free cash flow
  - 1 cent per share dividend payment

# FY15 Results Summary

Details (\$000)	2015	2014	Change
Revenue	78,268	82,228	(3,960)
EBITDA	2,314	(1,146)	3,460
EBITDA %	3.0%	-1.4%	
NPBT	1,649	(1,865)	3,514
NPAT	1,649	(3,887)	5,536
EPS (cps)	3.0	(6.9)	9.9
DPS (cps)	1.0	0.0	1.0







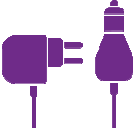



# Free Cash Flow

Details (\$000)	2015	2014	Change
EBITDA	2,314	(1,146)	3,460
Capex	(211)	(120)	(91)
Taxation Paid	0	0	0
Interest	(369)	(325)	(44)
Change in working capital	3,840	(3,849)	7,689
Free cash flow	5,574	(5,440)	11,014

# FY15 Operational Highlights

- Successful supply chain reorganisation to reduce operating costs
- Successful consolidation of brands to focus on higher margin agencies / products
- Launched 3SIXT brand into international markets
- Increased quality of inventory while maintaining lower overall inventory levels
- Margin impact of falling AUD largely mitigated through cost reduction strategies
- Strong focus on working capital resulted in reduced borrowings

# Category Map

 <b>MEMORY</b>	 <b>SCREEN PROTECTION</b>	 <b>CASES</b> Smartphone/Tablet/Hybrid	 <b>INPUT DEVICES</b> Keyboards/Stylus	 <b>AUDIO</b> Headphones/Speakers
 <b>VIDEO/GADGETS</b> BlueTooth	 <b>POWER</b> AC/Car Chargers	 <b>HOME AUTOMATION</b> IP Cameras/Security	 <b>CONNECTIVITY</b> Cables	 <b>HEALTH &amp; WELLNESS</b> Activity Trackers/HRM

# 3SIXT



# Outlook FY16

- Increase penetration into key customers
- Further supply chain cost reductions via move to full 3PL model
- Continued commitment to free cash generation via focus on margin and working capital management
- Increase sales of 3SIXT brand, both domestically and internationally
- Actively pursue organic and acquisitive growth opportunities, targeting complementary brands and categories