

Q3 FY23 APPENDIX 4C PRESENTATION



28 April 2023

Q3 FY23 SNAPSHOT

Q3 FY23 CASHFLOW & REVENUE

Net Cashflow generated by Operating Activities
 +\$1.1m vs. pcp, +A\$4.0m 'swing' from Q2 FY23 (-\$2.9m)

CashFlow position improved via commencement of inventory reduction in Q3

Minimal new inventory deposits

Revenue of A\$7.6m
 +1% vs. pcp, -1% vs. Q2 FY23

FINANCIAL POSITION @ 31 MARCH 2023

Cash: A\$20.89m* vs. A\$19.75m @ 31 Dec 2022

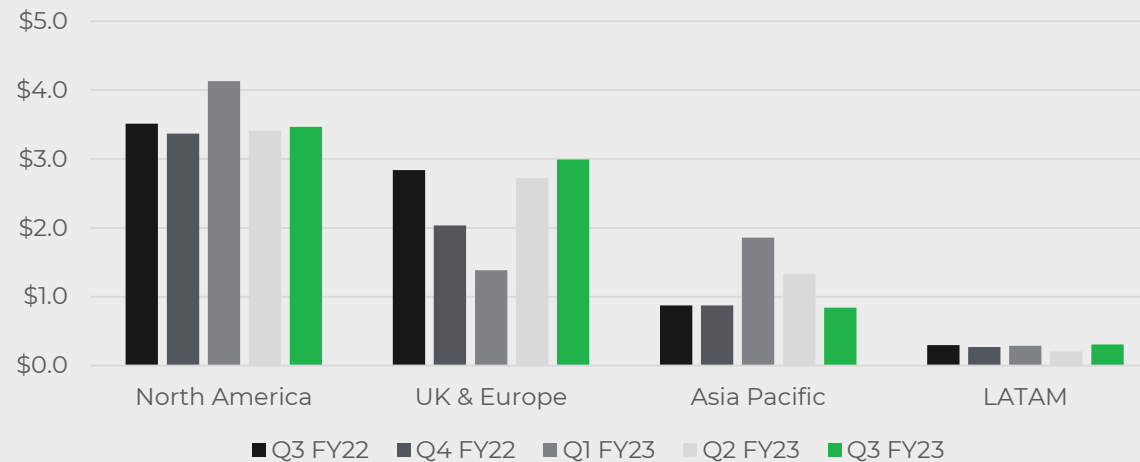
Inventories: A\$17.73m* vs. A\$20.13m @ 31 Dec 2022, a 12% reduction

Net Working Capital: A\$41.39m* vs. A\$41.73m

Net Assets: A\$44.09m* vs. \$45.14m @ 31 Dec 2022, incl \$0.16m share buy-back + \$0.13m of non-cash SBPE

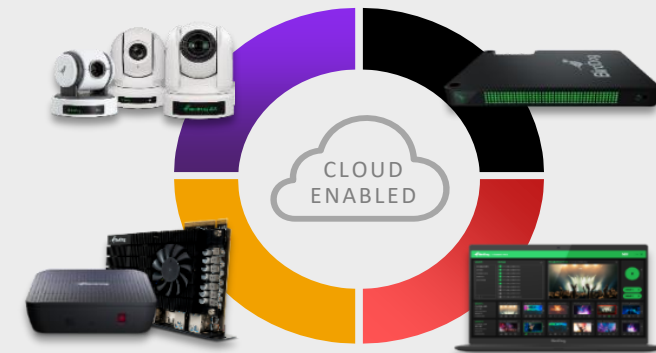
* Un-audited

Quarterly Revenues (A\$ m)



PAN-TILT-ZOOM (PTZ) CAMERAS

CONVERTERS



AV PRODUCTS

SOFTWARE

Q3 FY23 SNAPSHOT

TERRITORY REVENUE

NORTH AMERICA

-1.2% vs. pcp (Q3 FY22)
+1.8% vs. Q2 FY23

UK & EUROPE

+5.5% vs. pcp (Q3 FY22)
+10.0% vs. Q2 FY23

ASIA PACIFIC

-4.0% v pcp (Q3 FY22)
-37.2% vs. Q2 FY23
(Chips & Boards, not Core Sales)

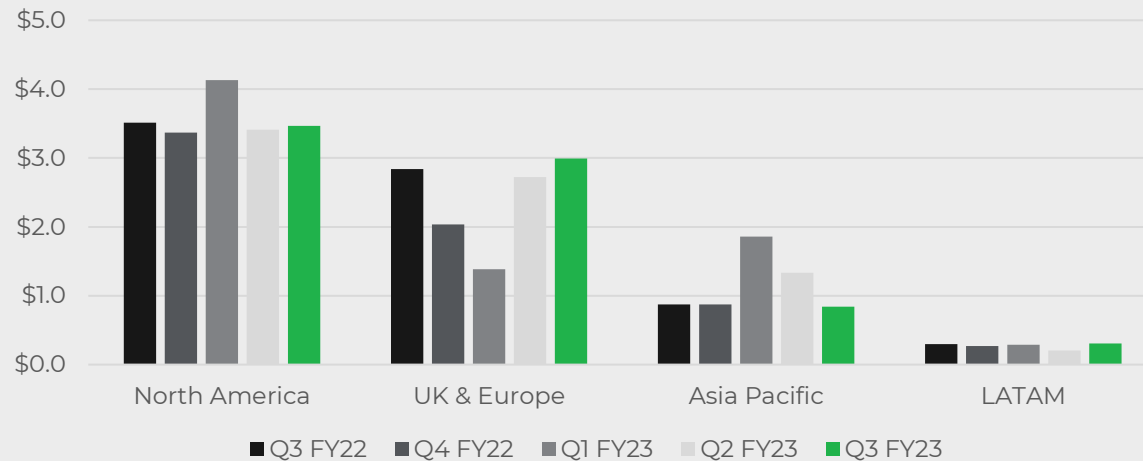
LATAM

+2.1% vs. pcp (Q3 FY22)
+48.3% vs. Q2 FY23

TOTAL

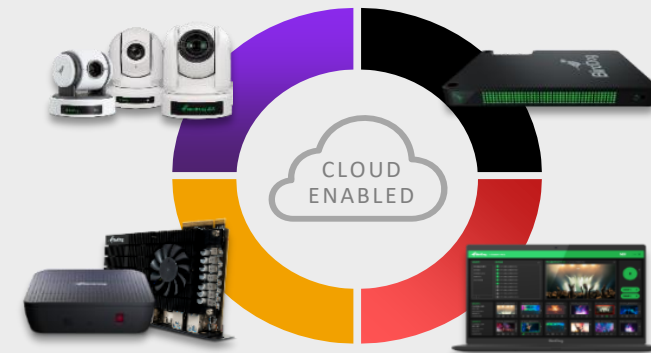
+1.1% vs. pcp (Q3 FY22)
-0.8% vs. Q2 FY23
(-32% previous: Q3 FY22 v Q2 FY21)

Quarterly Revenues (A\$ m)



PAN-TILT-ZOOM (PTZ) CAMERAS

CONVERTERS



AV PRODUCTS

SOFTWARE



TRADE SHOW - NAB APRIL 2023



X120 Camera

Won Best of Show at NAB, April 2023 - [video](#)

New Camera

X120

Shipping in this June 2023 Quarter

New Software

Fleet Manager

Enables large-scale installations

iOS & Android App (Commercial)

NDI® PTZ Monitor

Released, already 4.8-star rating

Highly productive

Partnership & OEM meetings

throughout show

8 x BirdDog staffed booth, consistently one of the busiest booths on the show floor



CY 2023 OUTLOOK

- Focus on measurable ROI across sales & marketing activities
- Enhancing market reach
- Maintain first-mover advantage

Commitment to investment in R&D



- Greater coverage in emerging markets
- New products suitable for markets
- Incremental revenue growth

New Distributors China & Middle East



- Quarterly revenues of A\$7.5m+ (USD\$5m+) per quarter across last 3 quarters
- Supplemented by new products and technology through CY '23

Stablised Revenue



- Partnerships
- OEMs
- Product certifications
- Cloud Solutions & Unified Communications

News flow through July 2023



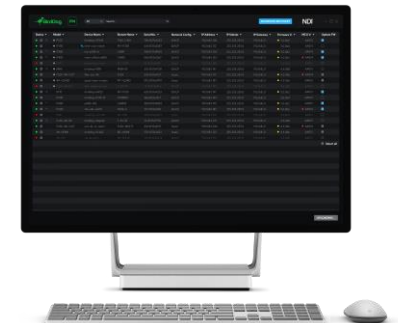
- Canadian contract manufacturing & assembly
- Driving Governmental and institutional purchases

Project Moose



- Medical Device Industry
- Operating theatres globally
- Highly integrated and approachable for sector

Remedi (MedTech Solution)



POSITIONED FOR RETURN TO GROWTH

BIRDDOG RETURNING TO GROWTH THROUGH:

Deployment of our own Intellectual Property, driving competitive advantages

Capability to rapidly expand into new markets (e.g., MedTech with Remedi)

Launching new products throughout the remainder of calendar year 2023

Finely-tuned, laser-focussed team operating within rationalised cost base to navigate current demand conditions

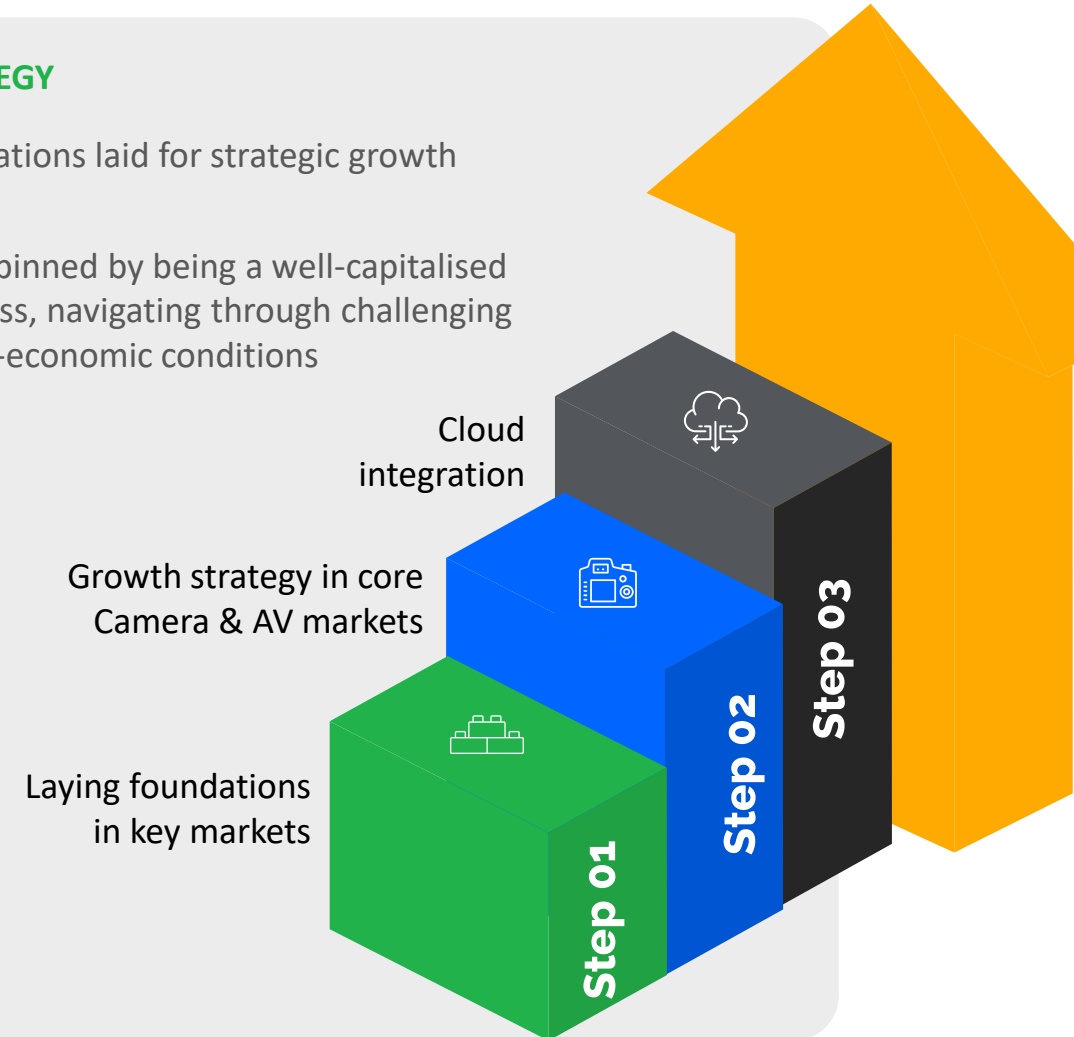
Driving partnership & OEM advancements

All within an uncertain macro-economic environment globally, under-pinned by a consistent revenue platform to be enhanced by new products & markets

STRATEGY

Foundations laid for strategic growth

Underpinned by being a well-capitalised business, navigating through challenging macro-economic conditions



THE BIRDDOG UNIVERSE

Successful development and launch of BirdDog Cloud enabling future growth

LIVE PRODUCTION

NDI

EDUCATION

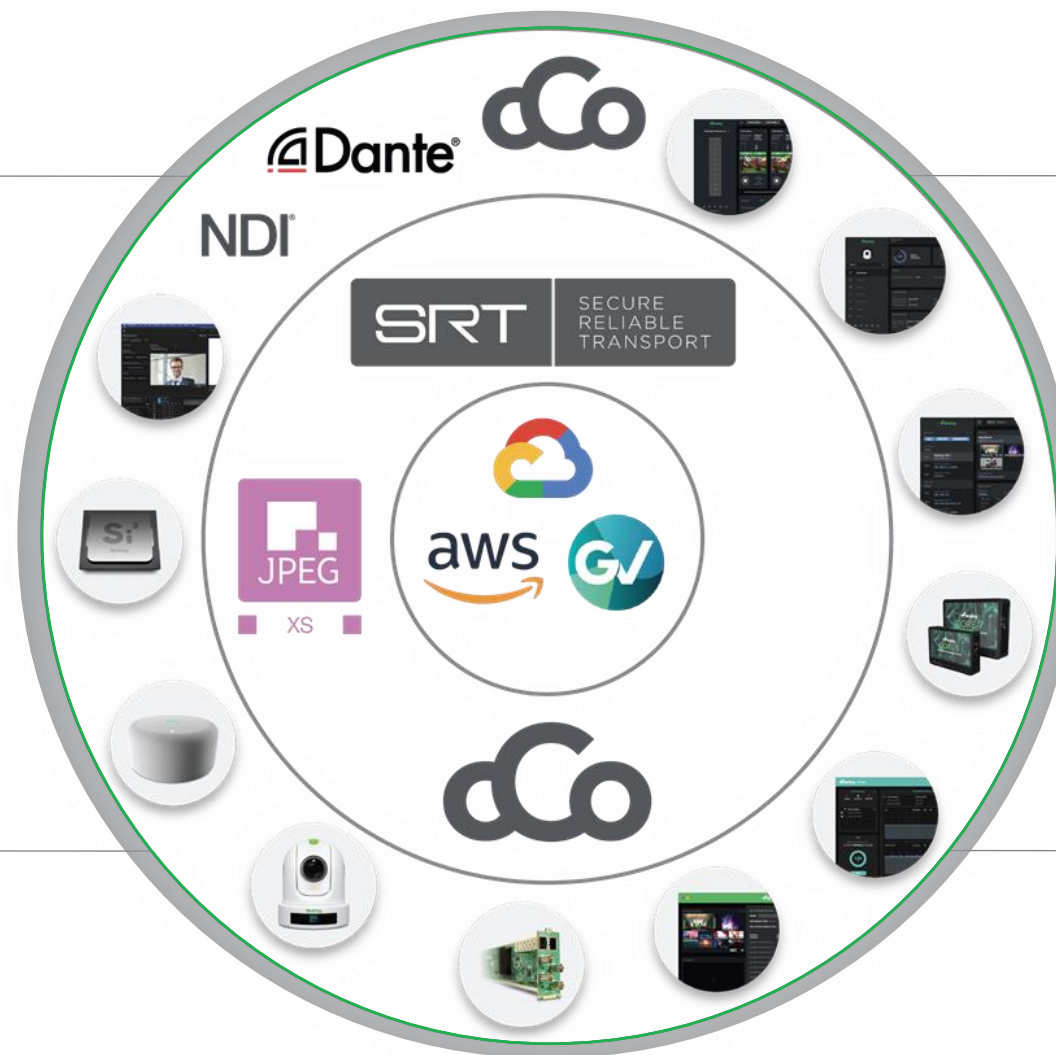
intel

POST PRODUCTION

Adobe

CORPORATE AV

zoom



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