

JUNE 2022 QUARTERLY ACTIVITIES REPORT & APPENDIX 4C

KEY HIGHLIGHTS

- Positive Q4 operating cash flows generated of A\$0.2m, excluding A\$2.5m in inventory deposits (\$0.7m for H2 FY22)
- Strong cash balance of A\$23.1 million as at 30 June 2022
- Well-positioned for FY23 with A\$18.8 million as at 30 June 2022 in current inventory and cash deposits providing future production security
- Expansion of core engineering and sales personnel across key regions
- Multiple new products slated for launch in FY23 (including six cameras, three AVs, two monitors), further enhancing the BirdDog product suite and underpinning short and medium-term growth
- Increased engagement with key channel partners in core markets coupled with expanded investment in global sales & marketing strategy
- Investor webinar to be held at 11.00am AEST Friday, 29 July 2022. Register [here](#)

BirdDog Technology Limited (ASX: BDT) ("**BirdDog**", "**BDT**" or the "**Company**"), the global video technology company enhancing quality, speed, and flexibility of video through a range of solutions, provides an update on the Company's operations for the fourth quarter of FY22, ending 30 June 2022 ("**Quarter**" or "**Q4**").

Commenting on the results, BirdDog Co-Founder and CEO Dan Miall said:

"The team has worked incredibly hard to build a platform capable of delivering significant revenue and EBITDA growth into FY23 and beyond, underpinned by products, people and partnerships. Notably, during the June quarter and building upon our hiring of core engineering and sales personnel, we have significantly expanded our expertise, laying the foundations for future growth."

"We have further strengthened our market position during the last two quarters with both products and go to market – having activated new distributors and further engaged with current partners globally. We remain confident, continuing to embrace future growth opportunities via our focussed strategy."

POSITIVE CASH FLOW ACHIEVED AMIDST TRANSFORMATIONAL 12 MONTHS

BirdDog delivered FY22 unaudited revenues of A\$38.2 million, in line with FY21, with 2% revenue growth recorded in USD terms.

Encouragingly, BirdDog generated positive cash flows from operating activities of A\$0.2 million in Q4 FY22 (\$0.7 million for H2 FY22) after excluding inventory deposits. This represents a significant turnaround against H1 FY22, which saw cash outflows of \$0.8 million.



BirdDog remains well funded to continue to drive revenue and earnings growth, with \$18.8 million in current inventory and cash deposits and \$23.1 million in cash on balance sheet at the end of the quarter.

EXPANDED TEAM CAPABLE OF ACHIEVING SIGNIFICANT FUTURE SALES GROWTH

People remain a key foundation of BirdDog's ongoing strategy, with >90% of the team responsible for delivering outcomes across engineering, sales, brand and customer success. During the quarter, the Company continued to position itself to deliver anticipated market share gains, via ongoing hiring and training of key engineering and sales personnel, providing BirdDog the confidence of achieving strong sales deliverability into FY23 and beyond.

BirdDog's strategy to inhouse Research & Development expertise gained pace in the June quarter and ongoing strategic expansion of this will allow BirdDog to achieve a greater return on investment through the simplification and rightsizing of its IP technology stack and product roadmap. This will enable the Company to be even more competitively positioned as it continues to scale globally.

EXPANDING PRODUCT SUITE AND PRUDENT INVENTORY MANAGEMENT

During FY22 BirdDog launched a new series of Robotic pan-tilt-zoom cameras, primarily aimed at growth within Education and entry-level Live Production markets, as well as AV specific converters and monitors plus key workflow Software tools.

The Company continues to manage its supply chain as manufacturing and logistics pressures continue to ease globally, following significantly challenging conditions felt sector wide throughout FY22.

BirdDog's release of multiple new products has been underpinned by careful investment in inventory, as sales traction accelerates the Company is well positioned to deliver in quantity to market.

INCREASED ENGAGEMENT WITH KEY CHANNEL PARTNERS IN CORE MARKETS

A strategic priority of management during H2 FY22 was to expand BirdDog's market presence throughout the United States, United Kingdom, Europe and South-East Asia.

Under the direction of BirdDog's CROO Jamie Ambrose the company has continued to optimise and streamline its sales channels to best support ongoing revenue growth in core and new markets. The results of this process will materialise through FY23 and beyond.

EXPANDED INVESTMENT IN GLOBAL SALES & MARKETING STRATEGY

During Q4, members of BirdDog's executive leadership and sales teams have participated in multiple international trade shows, site visits and customer meetings, continually consolidating and growing brand recognition and distributor relationships.



Critical industry trade shows, including NAB (Las Vegas, April 2022) and ISE (Barcelona, May 2022) represented a material proportion of BirdDog's Sales & Marketing spend in FY22, with these trade shows representing significant opportunities to showcase existing and new product.

The Company increased its Sales & Marketing spend during the quarter to A\$0.7 million (+192% on Q3 FY22) implementing reseller initiatives, brand and product awareness initiatives, which continue to drive further channel pull-through, enhancing sustainable sales into FY23 and beyond.

CASH FLOW

BirdDog generated cash receipts from customers during the quarter of \$8.2 million totalling \$34.6 million for FY22.

Net cash outflows from operating activities for Q4 FY22 totalled \$2.4 million with the majority of outflows relating to inventory deposits of \$2.5 million. Excluding these inventory deposits, the Company generated positive operating cashflows for the quarter amounting to \$0.1 million. The importance of Inventory Deposits to BirdDog's business is the security of the supply chain which underpins the forward look inventory build.

Included in the cash outflows for the quarter was \$5.3 million for product manufacturing and operating costs, consistent with the prior quarter, and \$1.4 million for staff costs representing a 23% increase on the prior quarter reflecting the expansion of the team.

The Company had cash available at the end of the quarter of A\$23.1m.

QUARTERLY WEBINAR

The Company will hold a webinar with CEO Dan Miall and CFO Barry Calnon today, Friday, 29 July 2022 at 11:00 am AEST, to discuss the June 2022 quarterly results released to the ASX this morning.

Investors can register for the webinar via the following link:

https://us02web.zoom.us/webinar/register/WN_E2ZAMCYtTZWXbFfaj3nQFQ

Investors can submit questions prior to the webinar to sam@nwrcommunications.com.au or do so via the Q&A.

FY22 RESULTS

BirdDog expects to announce its audited full-year results by 30 August 2022 and will advise details of an investor webinar call prior to this date. A full business update and presentation will also be provided at that time.



ADDITIONAL INFORMATION

The table below illustrates the expenditure comparison against the Company's 'Use of Proceeds' table in the Prospectus dated 18 November 2021:

Use of Proceeds	Year 1 per Prospectus	Actual amount spent to date, since listing
Inventory Build	\$11,150,000	\$4,615,000
IP Management	\$100,000	\$74,000
Research & Development	\$1,750,000	\$789,000
Manufacturing Development	\$750,000	\$392,000
Regulatory Management	\$250,000	\$146,000
Marketing Activities	\$750,000	\$603,000
Working Capital	\$3,100,000	\$2,032,000
Expenses of the Offer	\$1,920,000	\$1,928,000
Total	\$19,770,000	\$10,579,000

In accordance with Listing Rule 4.7C, payments made to related parties and their associates included in item 6.1 of the Appendix 4C was A\$140,000 that comprised Director fees, salary and superannuation for the CEO/Managing Director, Independent Chair and Non-executive directors (**NEDs**).

- Ends -

Authorised for release by the BirdDog Technology Board





For further information please contact:

Barry Calnon

Chief Financial Officer

+61 433 026 494

barry@birddog.tv

Sam Wells

Investor/Media Relations

+61 427 630 152

sam@nwrcommunications.com.au

ABOUT BIRDDOG

BirdDog is a global video technology company that enhances the quality, speed and flexibility of video through a range of solutions, augmented with NDI® (Network Device Interface).

This enables video-compatible products to communicate, deliver and receive high-definition video over a computer network in a broadcast-quality, low-latency manner, that is frame accurate and suitable for switching in a live production environment.

BirdDog develops and manufactures a range of connected solutions, including:

- Pan-tilt-zoom (PTZ) Cameras
- Box Cameras
- Converters
- AV Products
- Controllers & Accessories
- Monitors
- NDI® Embedded Smart Display Modules
- Cloud Software Platforms

End users of BirdDog's products cover a wide range of market segments, including Professional Video, Broadcast, Audio Visual and large private and public sector organisations.

For more information on BirdDog, please visit www.birddog.tv

WELCOME TO THE WORLD OF NDI®. WE'VE BEEN EXPECTING YOU.



Appendix 4C

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

Name of entity

BirdDog Technology Limited

ABN

18 653 360 448

Quarter ended ("current quarter")

30 June 2022

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (12 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	8,158	34,654
1.2 Payments for		
(a) research and development	(285)	(1,489)
(b) product manufacturing and operating costs	(5,319)	(26,357)
(c) advertising and marketing	(680)	(1,303)
(d) leased assets	(90)	(234)
(e) staff costs	(1,359)	(4,529)
(f) administration and corporate costs	(214)	(823)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	1	4
1.5 Interest and other costs of finance paid	(25)	(226)
1.6 Income taxes paid	(33)	(385)
1.7 Government grants and tax incentives	-	-
1.8 Other (provide details if material - Inventory Deposits)	(2,520)	(9,887)
1.9 Net cash from / (used in) operating activities	(2,366)	(10,575)

2. Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	(345)	(371)
(d) investments	-	-
(e) intellectual property	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(f) other non-current assets	-	-
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 from / (used in) investing activities	(345)	(371)

3.	Cash flows from financing activities		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	-	33,000
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	-	(2,921)
3.5	Proceeds from borrowings	-	4,928
3.6	Repayment of borrowings	-	(10,663)
3.7	Transaction costs related to loans and borrowings	-	(8)
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	24,336

4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of period	24,316	9,258
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(2,366)	(10,575)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	(345)	(371)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	24,336
4.5	Effect of movement in exchange rates on cash held	1,523	480
4.6	Cash and cash equivalents at end of period	23,128	23,128

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	23,128	24,316
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	23,128	24,316

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	140
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.</i> <i>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	-	-
7.2	Credit standby arrangements	-	-
7.3	Other (please specify)	-	-
7.4	Total financing facilities	-	-
7.5	Unused financing facilities available at quarter end		-
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.		
	The USD-denominated Trade Loan with Export Finance Australia (EFA) was freely relinquished by the company on 30 June 2022.		

8.	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(2,366)
8.2	Cash and cash equivalents at quarter end (item 4.6)	23,128
8.3	Unused finance facilities available at quarter end (item 7.5)	-
8.4	Total available funding (item 8.2 + item 8.3)	23,128
8.5	Estimated quarters of funding available (item 8.4 divided by item 8.1)	9.78
	<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.

29 July 2022

Date:

The Board of Directors

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.