



# DATADOT TECHNOLOGY LTD

## 2021 ANNUAL GENERAL MEETING

OUR CORE BRANDS



**DataDotDNA**



LEADERS IN ADVANCED ASSET IDENTIFICATION AND DIGITAL PROTECTION SOLUTIONS!

# CHAIRMAN'S ADDRESS

## DISCLAIMER

The material in this presentation is general background information about Datadot Technology Limited (DDT) and is current at the date of the presentation, 15 November 2021. The material in the presentation is for informational purposes only, is in summary form and does not purport to be complete. It is intended to be read in conjunction with all other DDT announcements to the ASX, including the FY21 Annual Report. The presentation contains statements that are, or may be deemed as forward-looking statements. You are cautioned not to place undue reliance on these statements as they involve known and unknown risks and other factors which may cause actual future performance and results to differ materially from those implied in such statements.

# 2021 FY PERFORMANCE SUMMARY

## REVENUE & OTHER INCOME

- TOTAL REVENUE \$3.896 MIL (UP 3.2%)
- ROYALTIES AND LICENCE FEES \$1.556 MIL (UP 9.9%)
- DDT GROUP SALES \$2.340 MIL (DOWN 0.8%)
- GP = 39.7% OF SALES (32.2% 2020)
- R & D AND COVID SUPPORT GRANTS \$0.305 MIL

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# 2021 FY PERFORMANCE SUMMARY CONT.

## EARNINGS

- EBITDA \$1.494 MIL
- NET PROFIT \$1.235 MIL

## COSTS

- COST OF SALES DOWN 11.8%
- OPERATING EXP. DOWN 40.9%

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# 2021 FY PERFORMANCE SUMMARY CONT.

## CAPITAL MANAGEMENT

- CASH & EQUIV. \$2.328 MIL (\$1.005 MIL 2020)
- NET ASSETS \$3.173 MIL (UP 66%)
- DEBT FREE
- NO CAPITAL RAISING IN 2021
- UNMARKETABLE SHARE BUY-BACK/CONS. NOT PRIORITY AT PRESENT

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# 2021 TRADING ENVIRONMENT

## AUTOMOTIVE

- AUTO DOT SALES 60% TOTAL REVENUE (SALES & ROYALTIES)
- STRONG PERFORMANCE IN THE EU
- U.S. STEADY WITH IMPROVED MARGINS
- S.A. & TAIWAN STEADY
- AUSTRALIA STEADY

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# 2021 TRADING ENVIRONMENT CONT.

## NON-AUTOMOTIVE

- STRONG PERFORMANCE IN THE U.K. DOMESTIC MARKET
- SCANDINAVIA DOMESTIC MARKET STEADY
- TRACE SALES STEADY

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# 2021 TRADING ENVIRONMENT CONT.

## PropertyVAULT & VAULT

- INCREASING ONLINE PRESENCE - APPROX. 100K WEB & SOCIAL MEDIA VIEWS PER MONTH
- ON-LINE SALES GROWTH MODEST PENDING ADDITIONAL PRODUCT LINES
- VAULT RETAIL SALES IMPACTED BY EXTENDED COVID SHUTDOWNS
- INSURANCE REFERRAL COMMISSIONS GROWING
- STOLEN PROPERTY RECOVERIES GROWING

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# LOOKING FORWARD

## POSITIONED FOR GROWTH

- LONG TERM DECLINE ARRESTED
- A SUSTAINABLE AND MODESTLY PROFITABLE BUSINESS
- SOLID BASIS FOR EXPANSION AND GROWTH OF SHAREHOLDER VALUE.

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# LOOKING FORWARD CONT.

## REVENUE GROWTH

- INVEST IN REVENUE FOCUSED RESOURCES
- LEVERAGE RENEWED INTEREST FROM EU AUTO MARKET
- JOINT VENTURES WITH DISTRIBUTORS TO GROW INTERNATIONAL MARKETS
- LEVERAGE PV'S ON-LINE TRAFFIC TO GROW DIRECT-TO-CONSUMER SALES
- DIVERSIFICATION OF PV PRODUCT LINES TO SUPPORT ID KIT SALES
- GROW REVENUE STREAMS FROM INSURANCE PARTNERSHIPS

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# LOOKING FORWARD CONT.

## CAPITAL MANAGEMENT

- MAINTAIN HEALTHY CASH POSITION WITH NO INTEREST BEARING DEBT
- BOARD WILL ENSURE STABILITY IN TRADING ENVIRONMENT WITH SOLID EVIDENCE OF GROWTH BEFORE MAKING SIGNIFICANT CAPITAL DECISIONS
- BOARD'S PREFERENCE IS TO ACHIEVE A STEADY DIVIDEND STREAM



END OF PRESENTATION

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