



Annual General Meeting

CEO's Address – Brian Malcolm

21 November 2013

XTEK Limited – Annual General Meeting

Aim

To update XTEK shareholders on Company operational and strategic progress

XTEK Limited – Annual General Meeting

Scope

- **Strategic Context**
- **Operational Update**
- **Strategic Scorecard**
- **Conclusion**
- **Questions**

XTEK Limited – Annual General Meeting

Strategic Context

EXECUTIVE VISION:

A rejuvenated, dynamic and forward-looking company whose close partnerships with its customers enables it to provide intelligent, cutting-edge and cost-effective solutions in response to their most demanding operational requirements

XTEK Limited – Annual General Meeting

Operational Update

XTEK Limited – Annual General Meeting

Operational Update

- **Human Resources**
- **New Product Lines**
- **Operational Efficiencies**
- **Enhanced Profile**
- **Diversification**
- **Greater Emphasis on XTEK Intellectual Property (IP)**

XTEK Limited – Annual General Meeting

Operational Update

- **Human Resources**
 - **Mr Alan Elliott – EOD Sales Manager**
 - 35 years service with Victorian State Police
 - 22 years EOD and tactical experience
 - Respected throughout Law Enforcement and Defence communities
 - Strong international professional reputation
 - **Mr Scott White – Forensics Sales Manager**
 - 16 years service with NSW State Police
 - Extensive crime scene operational experience
 - Highly regarded throughout forensics community
 - Forensics instructor

XTEK Limited – Annual General Meeting

Operational Update

- **Human Resources**
- **New Product Lines**
- **Operational Efficiencies**
- **Enhanced Profile**
- **Diversification**
- **Greater Emphasis on XTEK IP**

XTEK Limited – Annual General Meeting

Operational Update

- **New Product Lines**

- **NeX-Ray X-Ray Systems**
- **Morgan Advanced Ceramics EOD Suit**
- **Blaster One Exploders**
- **ChemImage Explosives Detection**
- **IntegenX DNA Analysis**
- **Centice Drugs Analysis**
- **Spacemetric Geospatial Imagery**
- **ECOTEST Radiation Measurement Instruments**
- **Retrieva Tracking Systems**

XTEK Limited – Annual General Meeting

Operational Update

- Human Resources
- New Product Lines
- **Operational Efficiencies**
- Enhanced Profile
- Diversification
- Greater Emphasis on XTEK IP

XTEK Limited – Annual General Meeting

Operational Update

- **Operational Efficiencies**
 - **Staff efficiency**
 - **Support Services review**
 - **Sporting portfolio subsumed**
 - **Reduced inventory**
 - **Improved financial processes**

XTEK Limited – Annual General Meeting

Operational Update

- **Human Resources**
- **New Product Lines**
- **Operational Efficiencies**
- **Enhanced Profile**
- **Diversification**
- **Greater Emphasis on XTEK IP**

XTEK Limited – Annual General Meeting

Operational Update

- **Enhanced Profile**
 - **Formal public relations program**
 - **Focused media campaign**
 - **Market updates**



XTEK LTD

PROTECT AND SUSTAIN

*Leading Provider of Solutions for
Military, Law, Government and
Commercial Clients*








Almpoint























































- TACTICAL SOLUTIONS
- HIGH RISK SECURITY SOLUTIONS
- FORENSICS
- EDDIEDO
- WEAPONS & ANCILLARIES
- Sales
- Repair & Maintenance
- Engineering Development
- Integrated Logistics Support
- Registered Training Organisation



Proudly supporting Police in our region

25 Yallourn Street, Fyshwick, ACT

P: (02) 6163 5588 www.xtek.net

Media Coverage summary

 1800 500 032 | www.xtek.net | ABN 90 103 629 107

Date	Publication	Headline	Link
14 October 2013	The Canberra Times (Print & Online)	Body armour supplier hits world target	http://www.canberratimes.com.au/business/body-armour-supplier-hits-world-target-20131014-2vj2z.html
14 October 2013	The Age	Body armour supplier hits world target	http://www.theage.com.au/business/body-armour-supplier-hits-world-target-20131014-2vj2z.html
14 October 2013	Brisbane Times	Body armour supplier hits world target	http://www.brisbanetimes.com.au/business/body-armour-supplier-hits-world-target-20131014-2vj2z.html
14 October 2013	WA Today	Body armour supplier hits world target	http://www.watoday.com.au/business/body-armour-supplier-hits-world-target
14 October 2013	Defence Network	Body armour supplier hits world target	http://www.defencenetwork.com/body-armour-supplier-hits-world-target
14 October 2013	Interceder	Body armour supplier hits world target	http://interceder.net/latest_news/xtek
14 October 2013	World News Network	Body armour supplier hits world target	http://article.wn.com/view/2013/10/14/Body_armour_supplier_hits_world_target/?section=MediumSearch&template=cheetah-worldnews%2Findex.txt#/related_news
14 October	Silo Breaker	Body armour supplier hits world target	http://news.silobreaker.com/body-armour-supplier-hits-world-target-5_2267171845235015698
24 October 2013	Australian Defence Magazine		http://www.australiandefence.com.au/news/win-for-xtek-s-new-hydroclave-in-adelaide
21 November 2013	AFR (Print & Online)	Bodysuit makes wins big US deal	http://www.afr.com/p/tiny_defence_player_xtek_shoots_NalgM6oPEAEYdQ83qvZT4H

XTEK Limited – Annual General Meeting

Operational Update

- **Human Resources**
- **New Product Lines**
- **Operational Efficiencies**
- **Enhanced Profile**
- **Diversification**
- **Greater Emphasis on XTEK IP**

XTEK Limited – Annual General Meeting

Operational Update

- **Diversification**
 - **Emphasis on regional market beyond Australia**
 - **Cutting edge forensics equipment**
 - **Tracking systems**
 - **Mining sector opportunities**
 - **Enhanced UAV capability**
 - **Requirement-led total solutions**

XTEK Limited – Annual General Meeting

Operational Update

- **Human Resources**
- **New Product Lines**
- **Operational Efficiencies**
- **Enhanced Profile**
- **Diversification**
- **Greater Emphasis on XTEK IP**

XTEK Limited – Annual General Meeting

Operational Update

- **Greater Emphasis on XTEK IP**
 - Secured US DoD Foreign Comparative Testing funding for body armour research (\$1.5m)
 - Developed XTEK Tactical 2 Magazine Assemblies and secured major orders from Defence
 - Developed XTEK Tactical 2 Folding Chassis and secured order to upgrade Defence fleet
 - Developing further specialist weapon ancillaries in response to Defence requirements

XTEK Limited – Annual General Meeting

Operational Update

- **Greater Emphasis on XTEK IP**
 - Developing XTEK RPV capabilities
 - Developing specialist EOD equipment to meet anticipated future Defence requirements
 - Completed independent report into XTclave potential
 - Continued international marketing of XTclave capability

XTEK Limited – Annual General Meeting

Strategic Scorecard

XTEK Limited – Annual General Meeting

Strategic Scorecard

Strategic Aim 1:

- **Stable Sustainable Business**
 - Profitable and growing
 - Transition from agency predominance
 - Right products at right margins
 - No loss-making portfolios
 - Low OPEX
 - Advantageous terms with suppliers
 - Increased capital value and shareholder return

XTEK Limited – Annual General Meeting

Strategic Scorecard

Strategic Aim 2:

- **Quality Business**
 - Strong corporate reputation
 - Strong client relationships
 - Dynamic company
 - Quality service provider
 - Effective communication

XTEK Limited – Annual General Meeting

Strategic Scorecard

Strategic Aim 3:

- **Innovative and Progressive Business**
 - Understanding of emerging requirements
 - Knowledge of emerging technologies
 - Routine ‘outside box thinking’
 - Increased use and development of Company IP
 - Effective use of contemporary digital marketing

XTEK Limited – Annual General Meeting

Strategic Scorecard

Strategic Aim 4:

- **Balanced Business**
 - Less reliance on Australian market
 - Less reliance on Defence market
 - Less reliance on agency business
 - Performance equality across portfolios
 - National and international diversification

XTEK Limited – Annual General Meeting

Conclusion

- **Continuing to Drive Forward**
- **Sound Strategic Aims**
- **Dynamism Leading to Enhanced Reputation**
- **Diversification Leading to Corporate Balance**
- **XTEK IP Starting to Generate Income**
- **Well Positioned with Significant Potential**
- **XTEK's Time – Let it Roll**

XTEK Limited – Annual General Meeting

Questions