Ambertech LIMITED

SOURCE SUPPLY SUPPORT

AGM Presentation 2024

ASX:AMO

11 November 2024

MD's ADDRESS

Ambertech LIMITED

SOURCE SUPPLY SUPPORT

A leading value-added distributor of high-technology audio visual, broadcast and communications solutions

INTEGRATED SOLUTIONS

Commercial Installations
A range of exclusive brands focusing on commercial and educational clients.

Residential Installations
A range of exclusive brands complementary to the residential installation space.

Specialist Hi-Fi
Renowned high-fidelity brands for personal audio devices, advanced home audio components and digital accessories.

PROFESSIONAL

Media Systems
Supply, installation and support of systems for the Broadcast and Post-Production industry

Defence Law Enforcement Security
Specific products focused on Defence, law enforcement, emergency services.

Professional Products
Products for professional users across music, studios, broadcasters and post-production.

Musical Instruments
Guitars, instruments and music technology for musicians of all levels.

RETAIL

Home Entertainment
Exclusive brand representation in areas where product differentiation is clear in capability and value, including remote controls, portable projectors, TV stands and headphones.

Unmatched after sales support, with +35 years experience

140 staff servicing a wide-range of customers across Aus and NZ

Centralised, highly skilled operational, customer service and technical support staff

Recognised as industry preferred supplier across multiple segments

FY 2024 Highlights

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$95.5m
Revenue
↑ 13.3%
(FY23: $84.2m)

$4.7m
EBITDA
↓ 4%
(FY23: $4.9m)

$1.4m
NPAT
↓ 26%
(FY23: $1.9m)

$1.4c
EPS
↓ $0.7c
(FY23: $2.1c)

83%
Dividend payout ratio (1.2 cps)

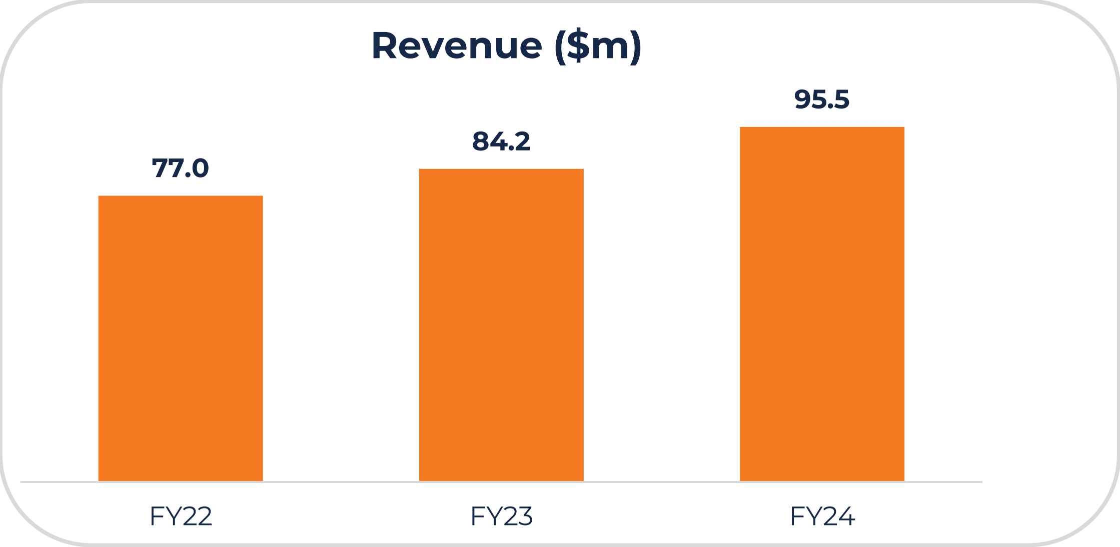
Organic
Business growth driven by existing agencies

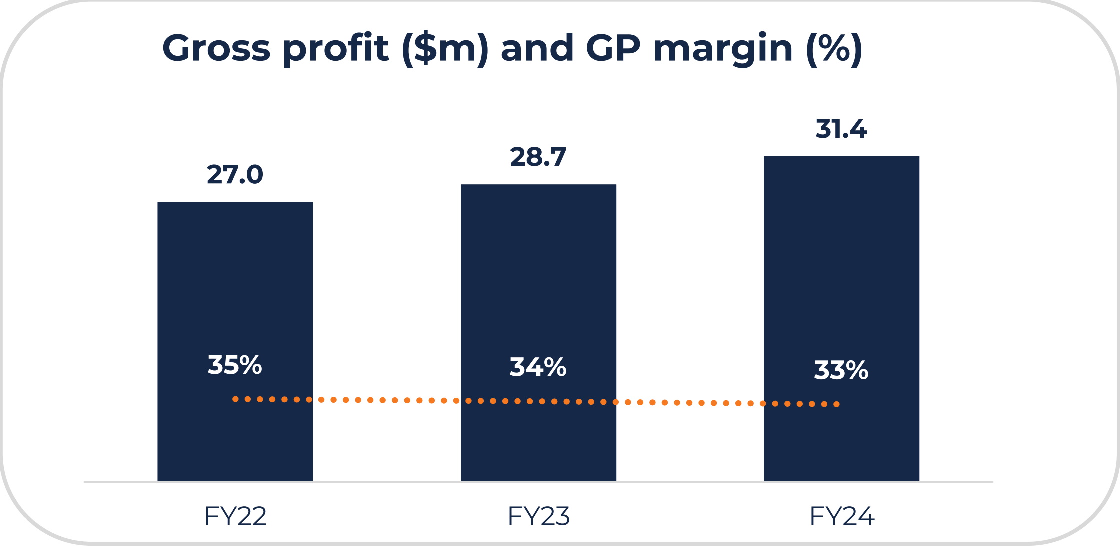
$10.0m[1]
Headroom to pursuit further M&A

Strong
Working capital position

1. After Net Debt of $3.7 million as at 30 June 2024

Revenue and gross profit momentum maintained





Commentary

- Increase in GP included some lower margin clearance, impacting GP%.
- Sell through support required to clear retail channel in second half for new model sales.
- Second half revenue recognition impacted by delayed project milestones of approx. $2.5m
- Data approach to ensure GP% maintained as revenue grows.

FY 2024 Revenue Growth by Segment

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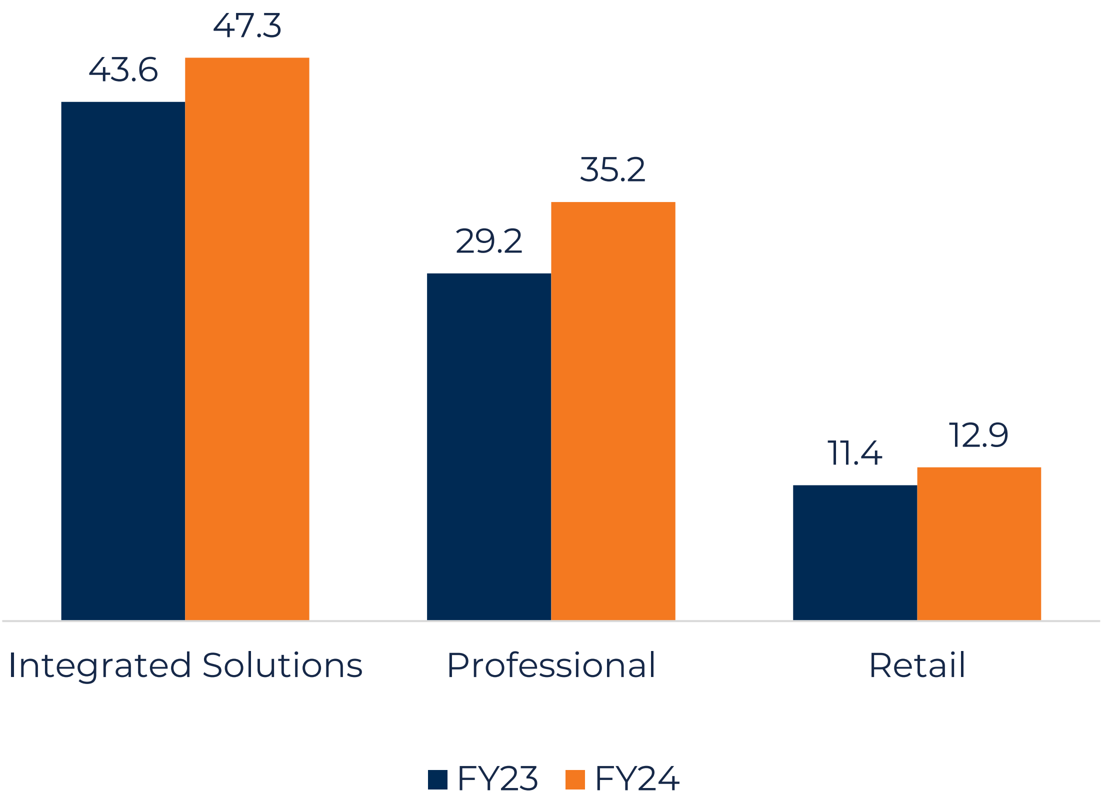
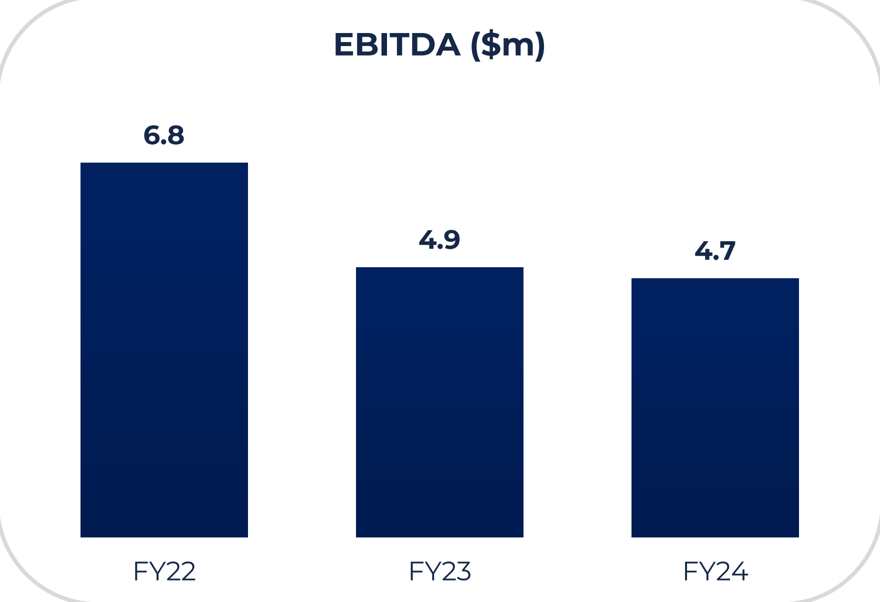
Revenue by segment ($m)

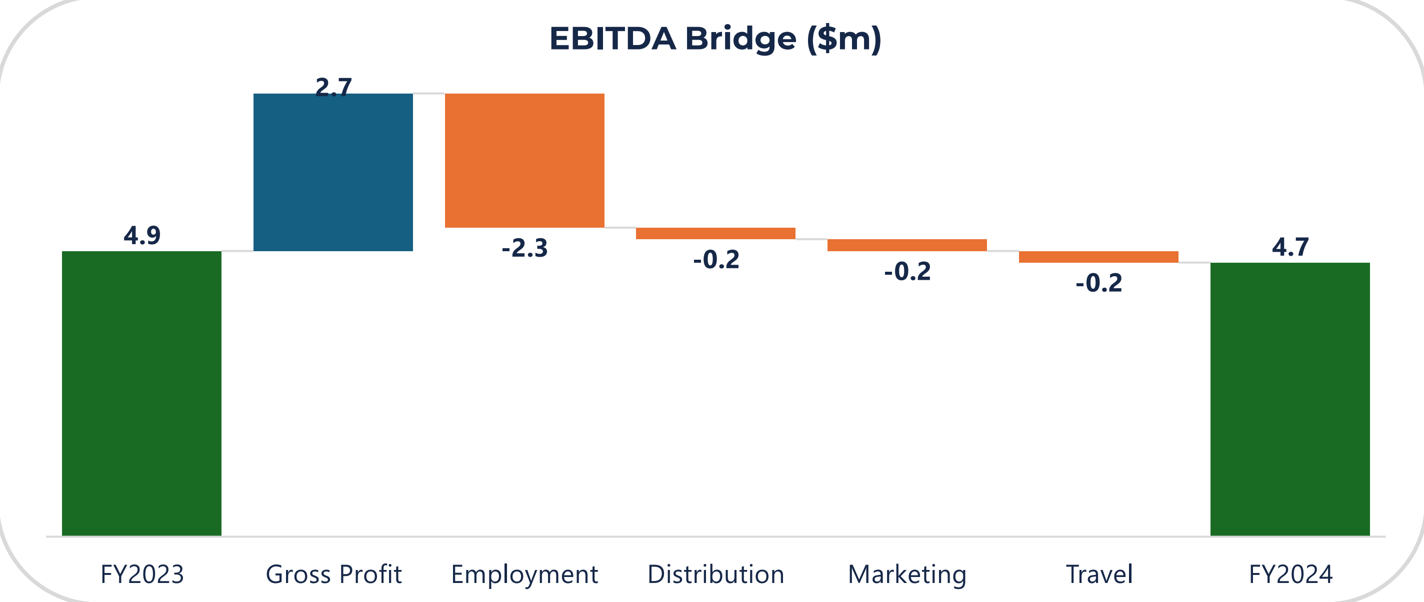


Commentary

- Growth in Integrated Solutions dealer market a positive, more can be achieved through ongoing channel support.
- Project sales underpinned growth in Professional segment, however some delays in revenue recognition.
- Major retail growth from existing brands with new brands to assist in FY2025.

EBITDA Impacted





Commentary

- EBITDA didn't match revenue growth in FY2024 due to increase in costs and delays in projects.
- Distribution costs in line with increased business activity.
- Growth strategy reflected in spend on employment, marketing and travel costs, however aligning timing of growth outcomes with spend has been a business challenge.

EBITDA for FY22 adjusted for Covid-19 support payments received.

FY 2025 Strategic Priorities

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Business Results

- Optimise timing and scale of expenditure to reduce profit impact
- Improve operational efficiency to maximise ROI

Customer Focus

- Support, educate and train the dealer network to grow the market
- Understand the complete customer journey
- Use data to inform customer focussed decisions

Export Market

- Continue growth of export market via distribution partners
- Export growth will assist domestic market with scale

Aligned Markets

- Significant growth potential in building automation and lighting control in commercial and high-end residential installations
- Continue strategic investment to drive growth in new vertical

M&A Activities

- Target combinations that grow our total addressable market
- No transaction completed in FY24, however we continue to explore opportunities
- Proven track record of M&A with successful integration

FY25 outlook

- Business strategy must prioritise long term business health yet restore results performance relative to growth outcomes.
- Commencement of deferred projects, not yet reinstated; additional milestones anticipated in 2H FY2025.
- Softer trading conditions have continued into early FY 2025. Despite a challenging environment, green shoots are appearing in segments of the business.
- Defence order for circa $3.5M achieved with supply confirmed for 2H FY2025.
- Growing pipeline of orders/projects in home and lighting control will add injection in 2H FY2025 and beyond.

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RESOLUTIONS

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