



# ANNUAL GENERAL MEETING 2019

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AGM Presentation

**SOURCE SUPPLY SUPPORT**



# Managing Director's Update

## **2019 Financial Results - Overview**

Revenue up 10.3% to \$57.2M

After tax loss \$1.33M (2018: \$0.15M)

EBIT \$-0.7M (2018: \$0.47M)

# Managing Director's Update

## **Factors Affecting the F2019 Result**

Top line driven by delivery of multiple broadcast projects

Continued growth from commercial installation brands

Residential installation market flat

GP% erosion across multiple segments

Decline in CE Retail market and Onkyo sale/non-sale

Growth in Defence, Law Enforcement and Security Communications market subject to longer gestation periods

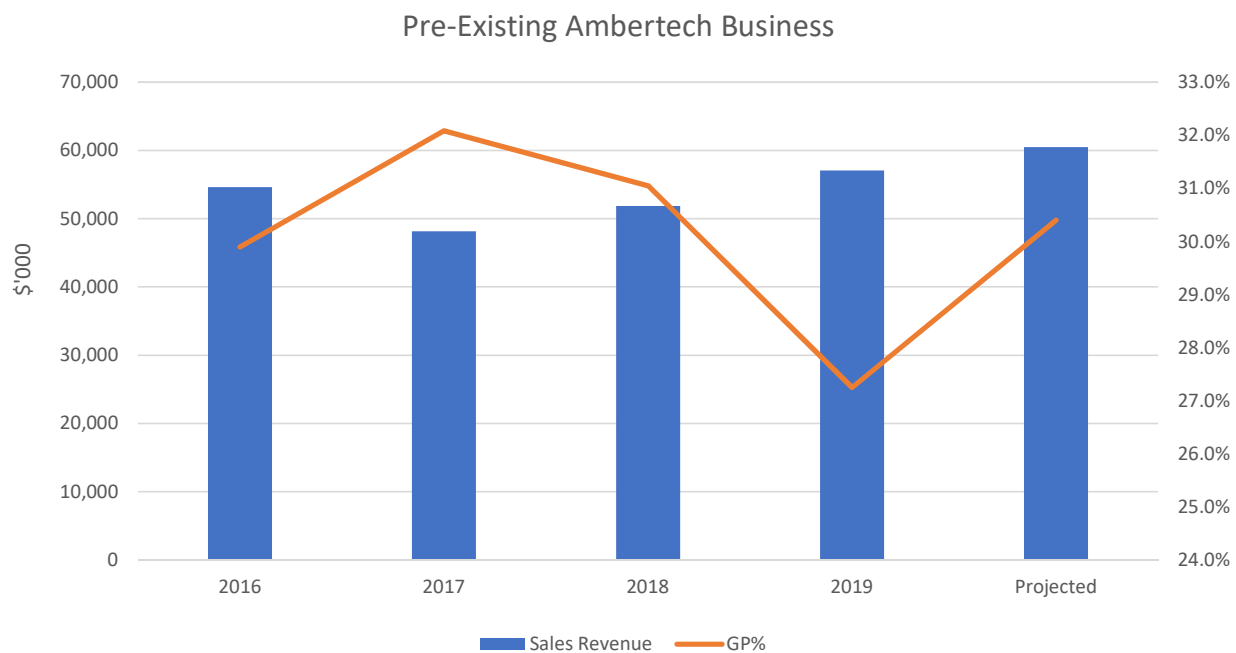


# Managing Director's Update

## Addressing the underlying issues

# Managing Director's Update

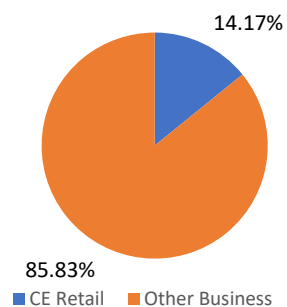
## Focus on GP% restoration



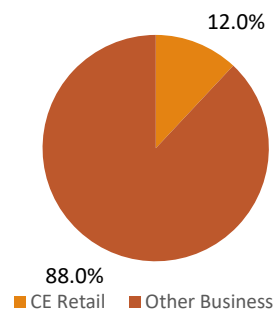
# Managing Director's Update

Reduce reliance on seasonal CE retail environment

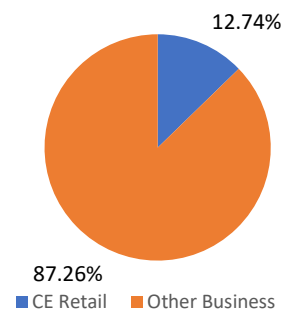
Underlying Business F2020



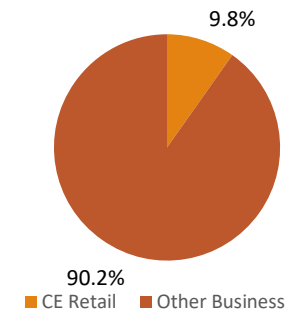
Post Acquisition F2020



Underlying Business F2021



Post Acquisition F2021



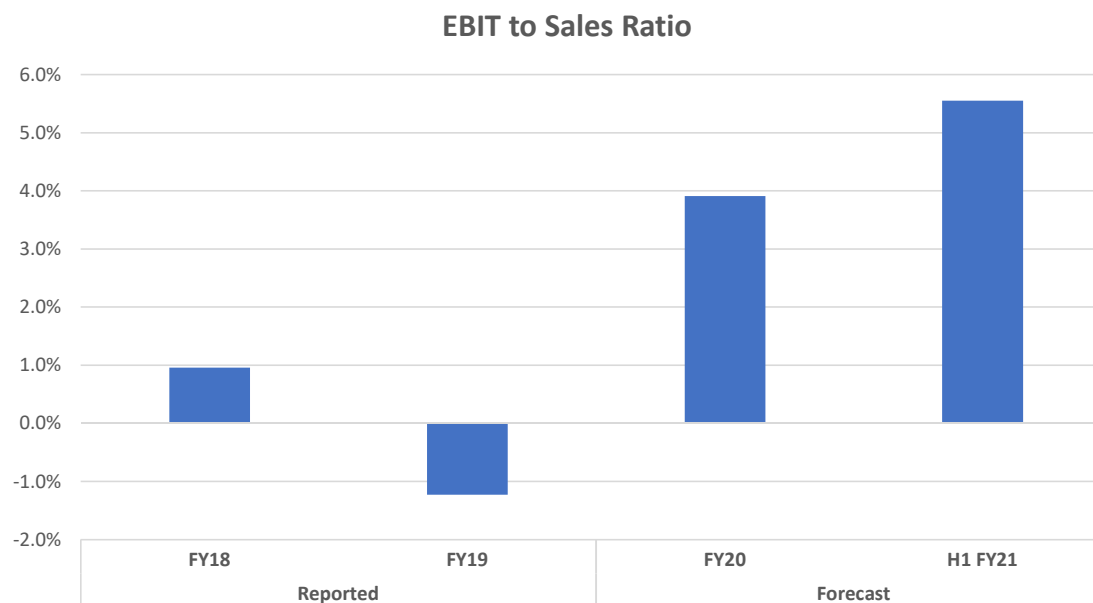
# Managing Director's Update

## Unlock Economies of Scale

Acquisition adds substantially to divisional EBIT contribution.

Minimal impact on corporate overhead and other fixed operational costs.

	Reported		Forecast	
	FY18	FY19	FY20	H1 FY21
Sales Revenue	51.9	57.1	71.6	43.2
EBIT	0.5	-0.7	2.8	2.4
EBIT/Sales	1.0%	-1.2%	3.9%	5.6%





# Managing Director's Update

## Other Positive Indicators

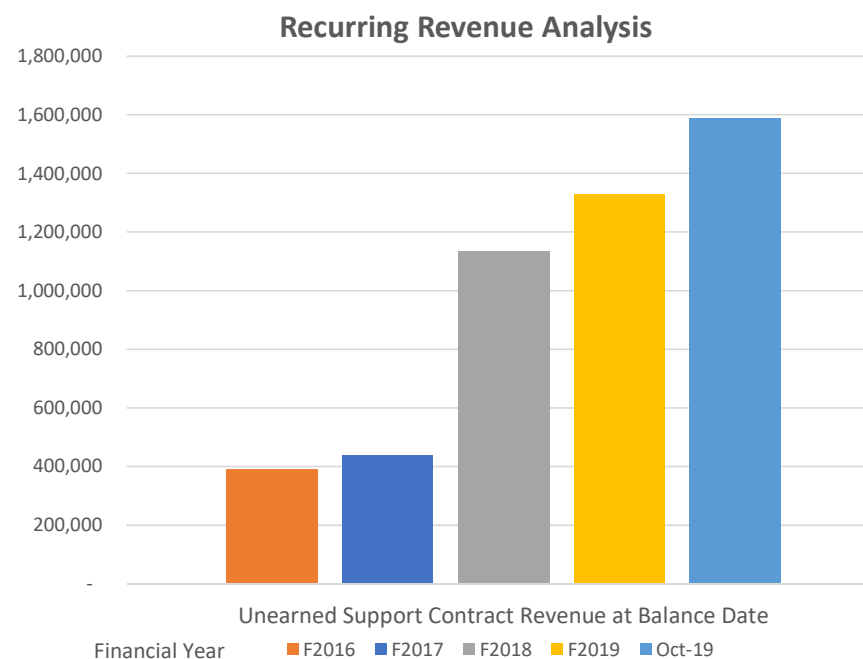


# Managing Director's Update

## Growth in unfilled order book



## Underpins growth in recurring revenue stream



# Managing Director's Update

## **Project Wins in F2020**

Law enforcement video recorder upgrade \$0.67M

Network camera robotics sale \$0.58M

News studio camera robotics sale \$0.53M

Network Avid sale \$0.44M

Network archive project \$0.4M

Defence mesh radio supply \$0.65M

## **Two Major Contracts Pending F2020**

Close to finalising contracts with one major broadcaster, another pending. Details to be announced to market once contracts signed.

# Managing Director's Update

## 1<sup>st</sup> Half Results

Retail and residential installation areas are slow at present

Pro AV area improving results

Project work showing excellent pipeline, however timing between reporting periods currently uncertain

Commercial AV acquisition timing to expected to complete mid December

Result for 1<sup>st</sup> half remains uncertain however guidance on F2020 unchanged.



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End of MD's presentation. Thank you.