

Annual General Meeting Wednesday 25 November 2009

AGM Presentation

Peter Wallace, Chairman

Peter Amos, Managing Director



Order of the Annual General Meeting

Peter Wallace

Chairman's Welcome and Address

Peter Amos

Managing Director's Address

Questions

Peter Wallace

Consideration of motions before the meeting

Close

Chairman's Welcome and Address

Board Members

Peter Wallace-Chairman

Peter Amos-Managing Director

Ed Goodwin, Tom Amos, David Swift-Non Executive Directors

Robert Glasson-CFO, Company Secretary

Auditors

Paul Bull-PKF

Managing Director's Address

Financial Highlights 2009

Revenue increase 2.5% to \$71.6M

EBIT down 43.5% to \$2.8M

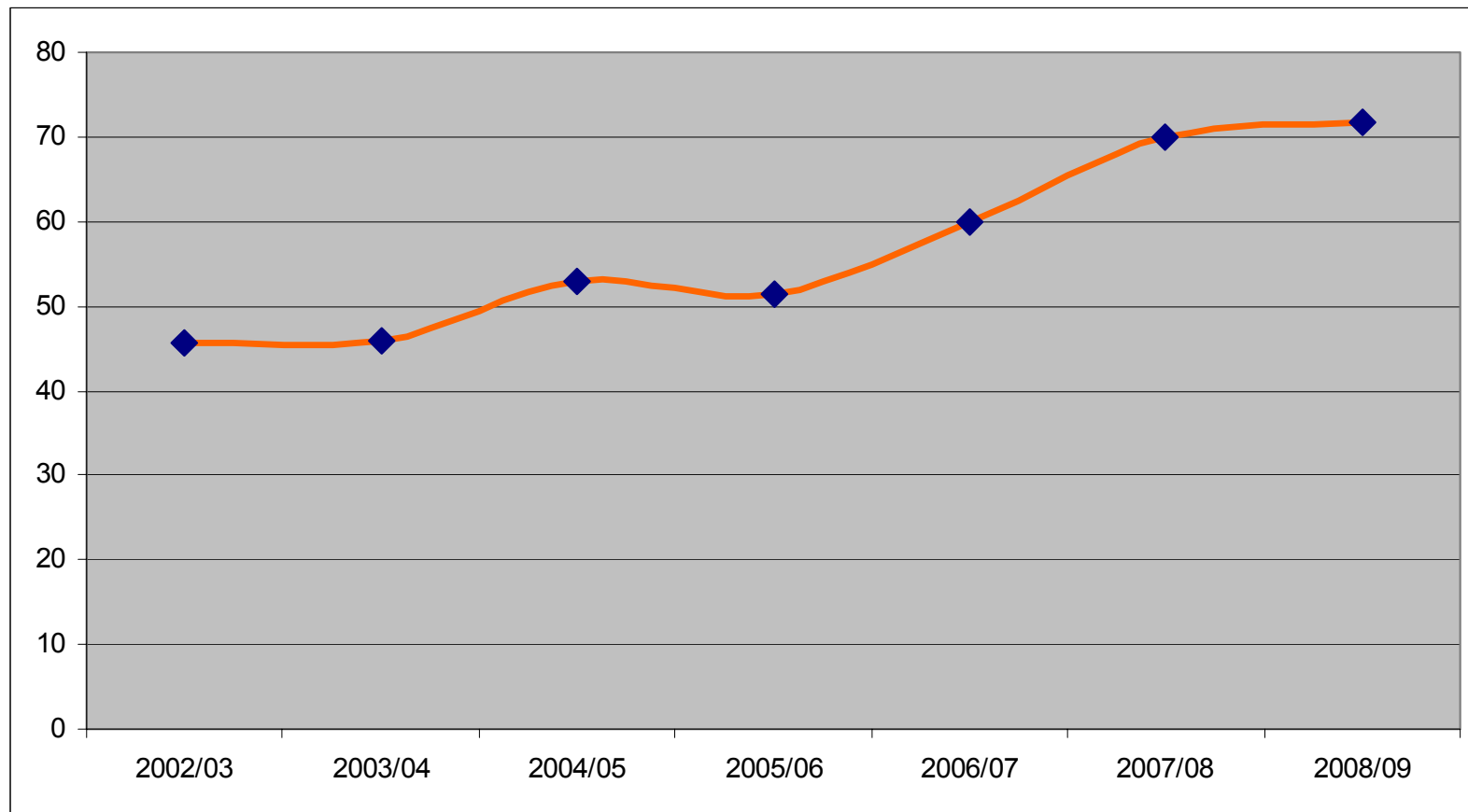
Basic EPS 5.9 cents per share

Full year dividend of 3.5 cents per share fully franked

A challenging year with improvements in market share

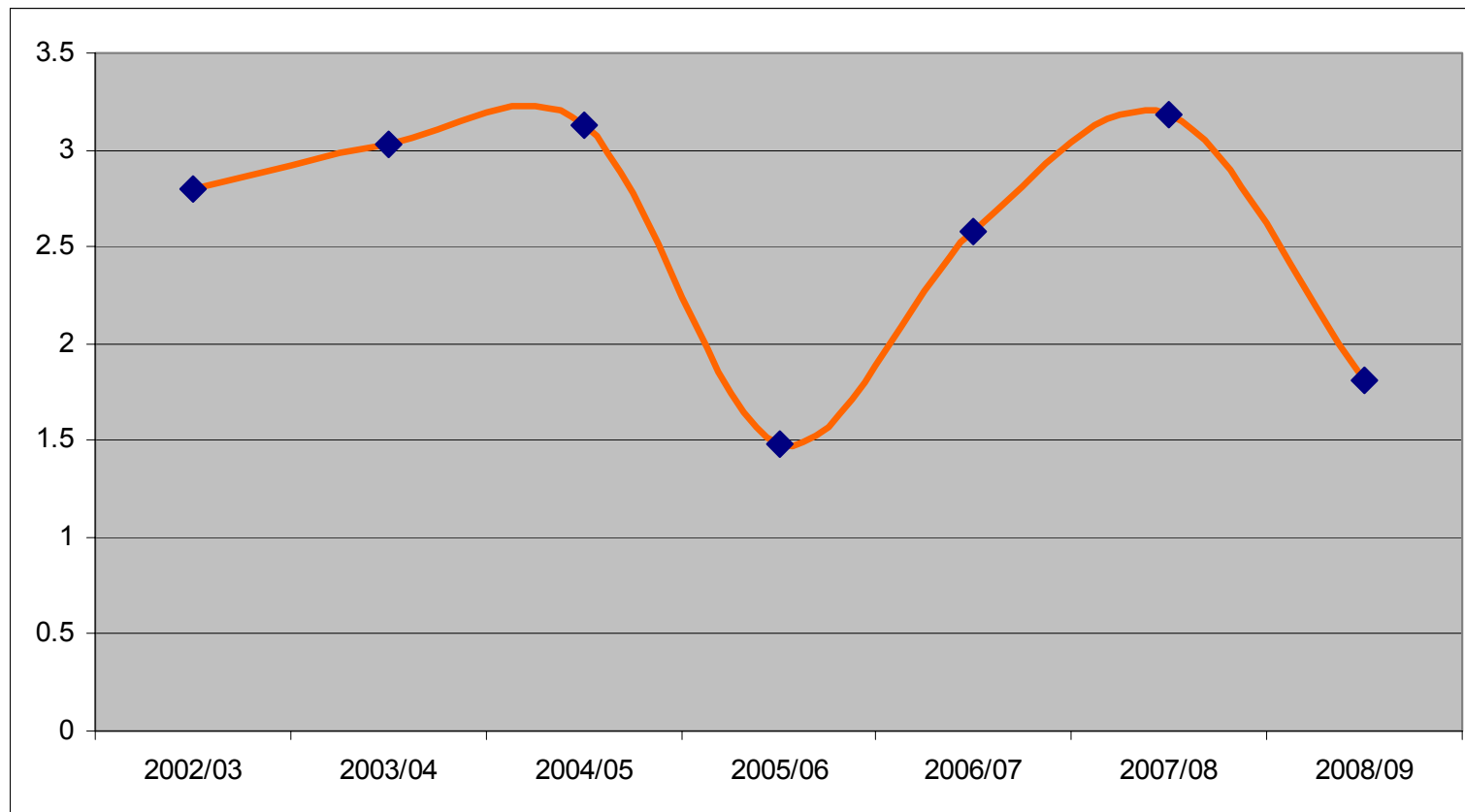
Managing Director's Address

Total Revenue From Ordinary Activities



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Net Profit After Tax



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Results Overview

Organic growth and the introduction of new agencies

Successes in the DLES market

Continued strong results in the lifestyle area

Large contracts completed during the year

Segment consolidation aligning with market demands



Managing Director's Address

Professional Segment

On target performance for the year

Revenue recognised from capital projects in Australia and New Zealand

Major Clients supplied during the year

Victoria Police

Global TV

Premier Media Group

Prime Media Group

Ten Network

Globecast

Seven Network

ABC

Timing of proposed capital projects with major commercial customers is
subject to funding availability

Large automation projects have been won and additional projects bid



Managing Director's Address



Lifestyle Entertainment Segment



- On target performance with increased variability of margin mix
- Continued success in utility project work with display products
- Accessories division continues to improve market share with the expansion of its product offerings and dealer structures
- The market conditions are more mixed with the custom areas more challenging as the infrastructure areas are slower
- Accessories products are in strong demand

Managing Director's Address

Infrastructure Changes

- Expanded off-site warehousing for accessories products
- Continued development of logistics management
- Business Information System final modules being implemented
- Currently evaluating premises changes in Sydney and New Zealand



Managing Director's Address

Outlook

We have reviewed our expectations in relation to our profit result for the period ending 31 December 2009. At this time, the Board anticipates earnings before interest and tax to be in the range of \$2.9M to \$3.3M (Dec 08: \$1.4M). Profit for the period is expected to be in the range of \$1.8M-\$2.2M after tax (Dec 08: \$1.0M). The final results may vary with the uncertainty of timing of major project work.

Managing Director's Address

Thank You

Questions?