

Annual General Meeting Monday 19th November 2012

# AGM Address

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

**Peter Wallace**

Consideration of motions before the meeting

Questions

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

### **Auditor**

Arthur Milner-PKF

## Managing Director's Address

# Financial Results 2012

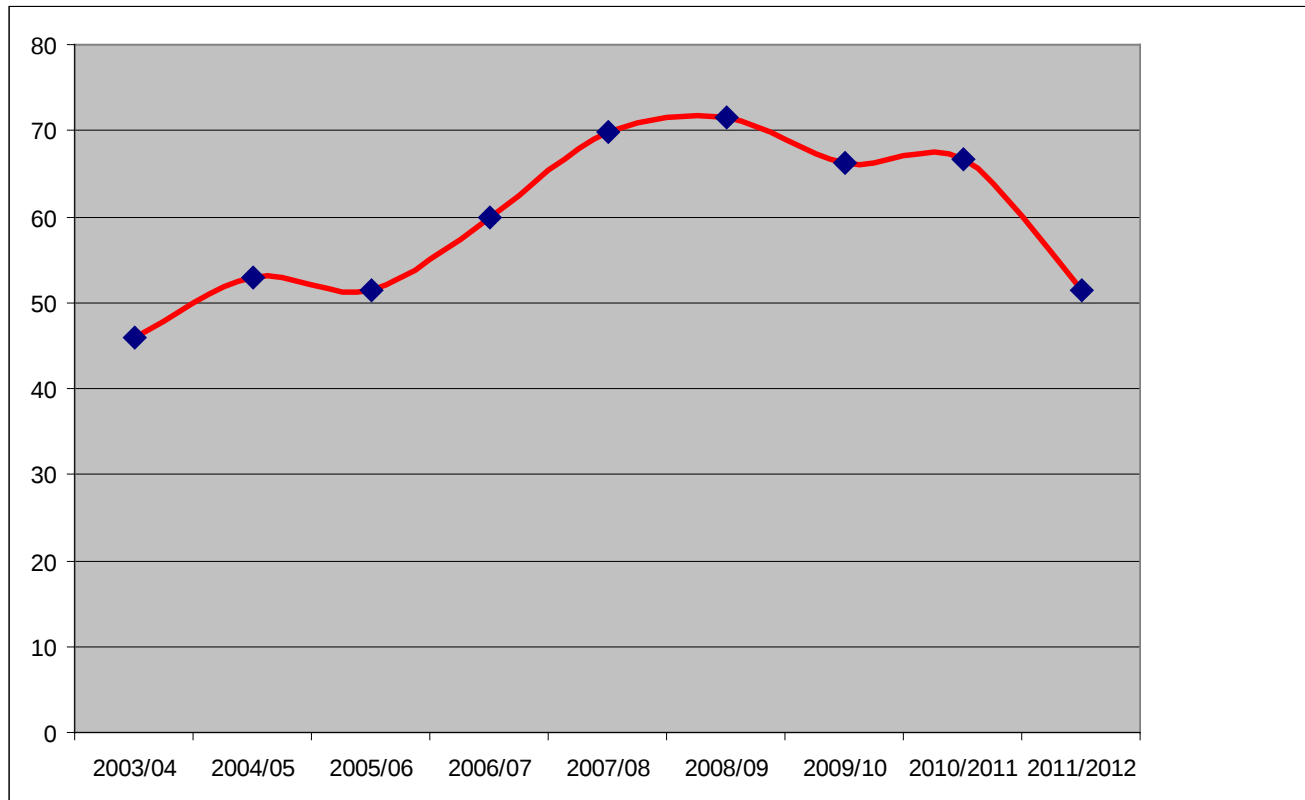
Revenue down 22.9% to \$51.4M

NPAT down 3,824% to \$(4.69M)

Basic EPS (15.4) cents

## Managing Director's Address

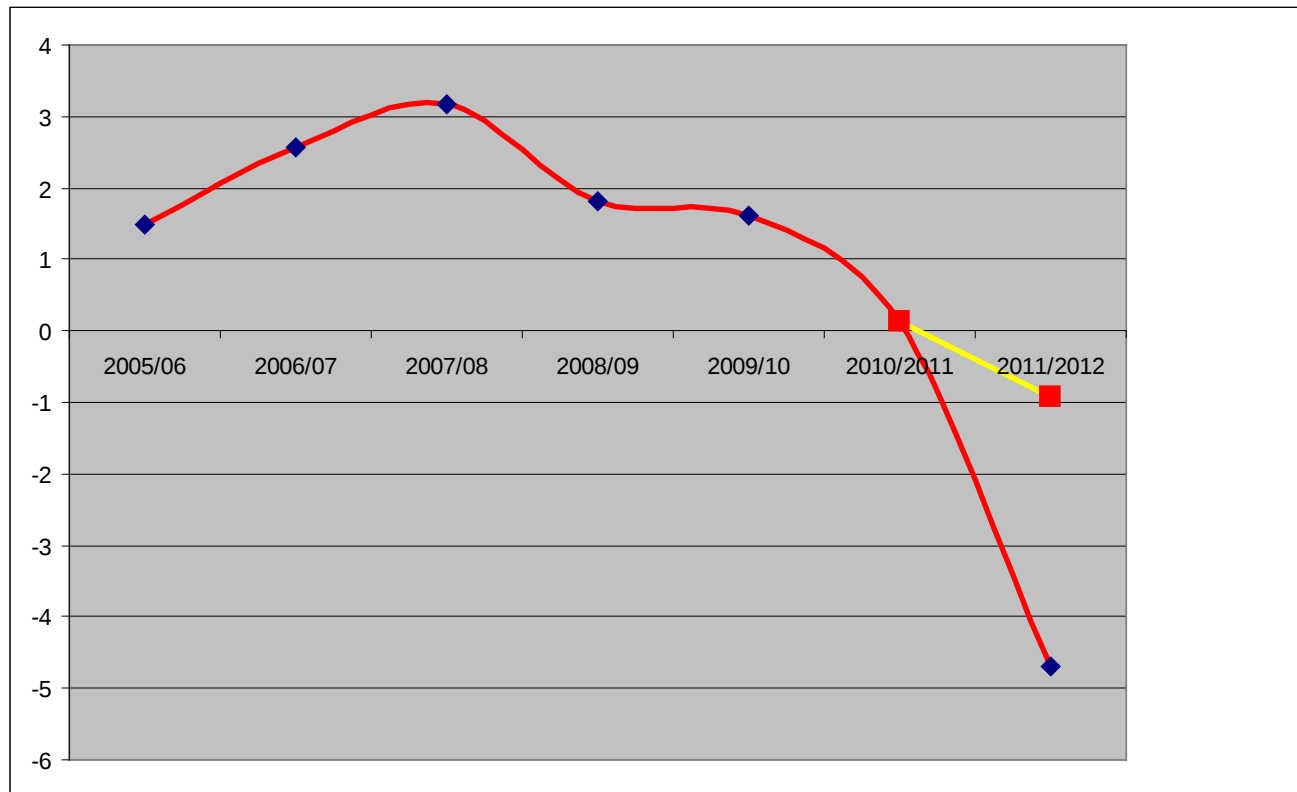
### Total Revenue From Ordinary Activities



## Managing Director's Address

### Net Profit After Tax

Without Goodwill and restructure in Yellow



## Managing Director's Address

### 2012 Results Overview

Capital project funding continued to be challenging

Retail sector confidence continued to be low

Supply issues in the lifestyle area due to natural disasters

Continued consolidation of suppliers and clients

Restructure costs \$555k

Relocation costs \$275k

Impairment of goodwill \$2.97M

## Managing Director's Address

# Professional Segment



Extension of current contracts and new contracts won  
Success in the Defence sector  
Added new agencies focused on new areas  
Services sector continued to expand



## Managing Director's Address

# Lifestyle Entertainment Segment



Rationalised product lines

Managed supply issues during the year

New facilities have achieved greater logistic efficiencies

Added products for new market segments

Managed stock levels down



## Managing Director's Address

### Infrastructure Changes

New premises move completed April 2012

Completed Integration of the New Zealand MIS

Additional e commerce project on line November 2012

Moving premises New Zealand for business growth

## Managing Director's Address

### First half outlook-December 2012

Costs controlled

Expanding market reach with new products and areas

Continuing to diversify sales model to market

Profitable YTD

A number of major contracts in hand

Milestones for revenue recognition uncertain