

ANNUAL GENERAL MEETING 2017

Address by the Chairman and the Managing Director

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Order of Proceedings

Chairman's Address

Managing Director's Update

Questions

Formal Business

Closure

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Chairman's Address

Board Members

Peter Wallace (Chairman), Peter Amos (Managing Director), Tom Amos, Ed Goodwin & David Swift (Non-Executive Directors)

Robert Glasson (Chief Operating Officer & Company Secretary)

Auditor

Paul Bull (BDO East Coast Practice)

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Managing Director's Update

2017 Financial Results

Total Revenue down 11.9% to \$48.2M

NPAT \$-633k (2016: \$237k)

EBIT \$5k (2016: \$1.08M)

Operating Cash Flow \$-708k (2016: \$719k)

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Managing Director's Update

Factors Affecting Results

Sales to major Consumer Electronics retailers strong

Dealer channel in residential installation market difficult

Growth from new commercial installation brands

Deferred projects in traditional broadcast market

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

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Managing Director's Update

Inventory Management

Inventory Management		FY 2017	FY 2016	FY 2015
Average Inventory (\$'000)		12,494	13,924	14,333
Gross Profit (\$'000)		15,455	16,344	15,177
GPROI		124%	117%	106%

- Improvement in Gross Profit Return on Investment in inventory (GPROI).
- Continued reduction in inventory despite investment in new brands.
- Ongoing focus to improve inventory metrics to reduce funding requirements.

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Managing Director's Update

Strategic Brand Acquisitions



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End of MD's presentation. Thank you.

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Item 1: Financial and other Reports

To receive the Financial Report and the Reports of the Directors and Auditors thereon for the year ended 30 June 2017.

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Item 2: Election of Directors

Resolution 1: Re-election of Ed Goodwin

To consider, and, if thought fit, to pass the following resolution as an ordinary resolution:

“That Mr Ed Goodwin, who retires by way of rotation in accordance with Article 6.1 of the Company’s Constitution, and, being eligible offers himself for election, is hereby re-appointed a director of the Company.”

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Item 3: Remuneration Report

Resolution 2: Non-binding vote on the 2017 Remuneration Report

To consider, and, if thought fit, to pass the following resolution as a non-binding resolution of shareholders:

“That pursuant to and in accordance with section 250R(2) of the Corporations Act the 2017 Remuneration Report, as contained within the Directors’ Report, be adopted.”

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Questions

Any Questions?

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Closure

Thanks for your attendance.

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