



AGM Presentation 2025

25 November 2025

ASX:AMO

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 +38 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 2025 Overview



\$101.2m

Revenue

↑ 6%

(FY24: \$95.5m)

\$4.3m

EBITDA

↓ 8%

(FY24: \$4.7m)

\$0.8m

NPAT

↓ 38%

(FY24: \$1.4m)

0.9cps

EPS

↓ \$0.5c

(FY24: \$1.4c)

68%

Dividend payout
ratio (0.6cps)

19.8cps

NTA per share

↑ 1.0cps

(FY24: 18.8cps)

\$9.8m¹

Headroom for
accretive M&A)

1. After Net Debt of \$4.2m as at 30 June 2025

Leading Growth Strategies



Building automation and control

- Strong growth market with regulatory tailwinds.
- Well positioned to leverage growing need for intelligent systems.
- Major international brand expected to gain market share.



Critical Communications

- Strong growth market.
- Amber established as centre of excellence.
- Brand capable of capturing significant market share.



Assistive Communications

- New technology standards driving growth market.



Commercial AV

- Largest business segment with ongoing opportunities.
- Significant organic growth potential.



Australian Monitor

- Company owned brand.
- Investment in product development to drive margin improvement.
- Export opportunities.

Key Priorities



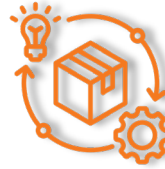
Customer Experience

- Elevating the customer experience and ensuring we are easy to do business with.
- Invest in product training and demonstration and other customer support functions, driving customer stickiness.



Brand Focus

- Ensure we are representing the brand vision.
- Supporting the direction of the brand principal.



Working Capital Management

- Expansion of data analytics and pilot of AI based tools to assist with inventory management.



Cost Discipline via Benchmarking

- Industry benchmarking of major business costs underway.



Strategy and Vision

- Excellence
- Integrity
- Sustainability
- Solution Mindset
- Redefine communication and collaboration.

FY 2026 outlook

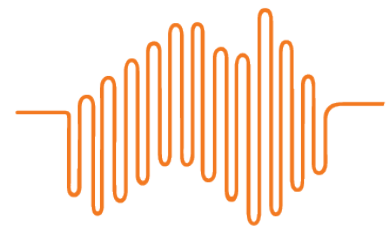
- Improvement in EBITDA expected compared to previous corresponding period (H1 FY 2025).
- Project deliveries again expected to be higher in H2 compared to H1 of FY 2026.
- Early results for FY 2026 are challenging; however forward order is gaining momentum.
- Growing pipeline of orders/projects in building automation and control space with boost to results expected in 2H FY2026 and beyond.

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