Ambertech LIMITED

TECHNOLOGY MADE SEAMLESS. PROGRESS MADE POSSIBLE.

FY26 Results Presentation

20 August 2026

ASX:AMO

Ambertech at a glance

A leading value-added distributor of specialist audio-visual, broadcast, communications and technology solutions across Australia and New Zealand.

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 39+ years experience

135 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

FY26 Executive Summary

$97.8m	32.4%	$0.2m	$(2.3)m	$2.2m	$22.0m	16.5c
Revenue	**Gross margin**	**Adjusted PBT**	**Statutory NPAT**	**Operating cash flow**	**Inventory**	**NTA per share**
down 3.4% from FY25	FY25: 32.0% (+40 bps)	before reset charges	After reset charges	up from $0.6m	$5.0m 2H reduction	FY25: 19.8c

- Strategic reset charges of $3.2m recognised across goodwill impairment, targeted inventory provisions and restructuring.
- Stable gross margin and opex underpins operating leverage when growth returns.
- Inventory reduced from $27.0m at 31 December 2025 to $22.0m at 30 June 2026.
- Disciplined working capital management drove operating cash flow uplift.
- No final dividend proposed for FY26, preserving flexibility while the reset converts into performance.

FY26 reset the operating base. The statutory loss reflects deliberate asset, inventory and restructuring actions, while second-half inventory reduction and improved operating cash flow provide a stronger platform for FY27 execution

FY26 Financial snapshot

A$m	FY26	FY25		Change
Revenue	**97.8**	**101.2**	1	**(3.4%)**
Gross profit	**31.7**	**32.4**		**(2.2%)**
Gross margin	*32.4%*	*32.0%*	2	*+40 bps*
Operating expenses	(31.5)	(31.0)	3	1.6%
Adjusted PBT	**0.2**	**1.7**		**n/a**
Statutory PBT	(3.0)	1.4		n/a
Statutory NPAT	**(2.3)**	**0.8**	4	**n/a**
Basic EPS	(2.4)c	0.9c		n/a
Dividend	nil	0.6c	5	n/a

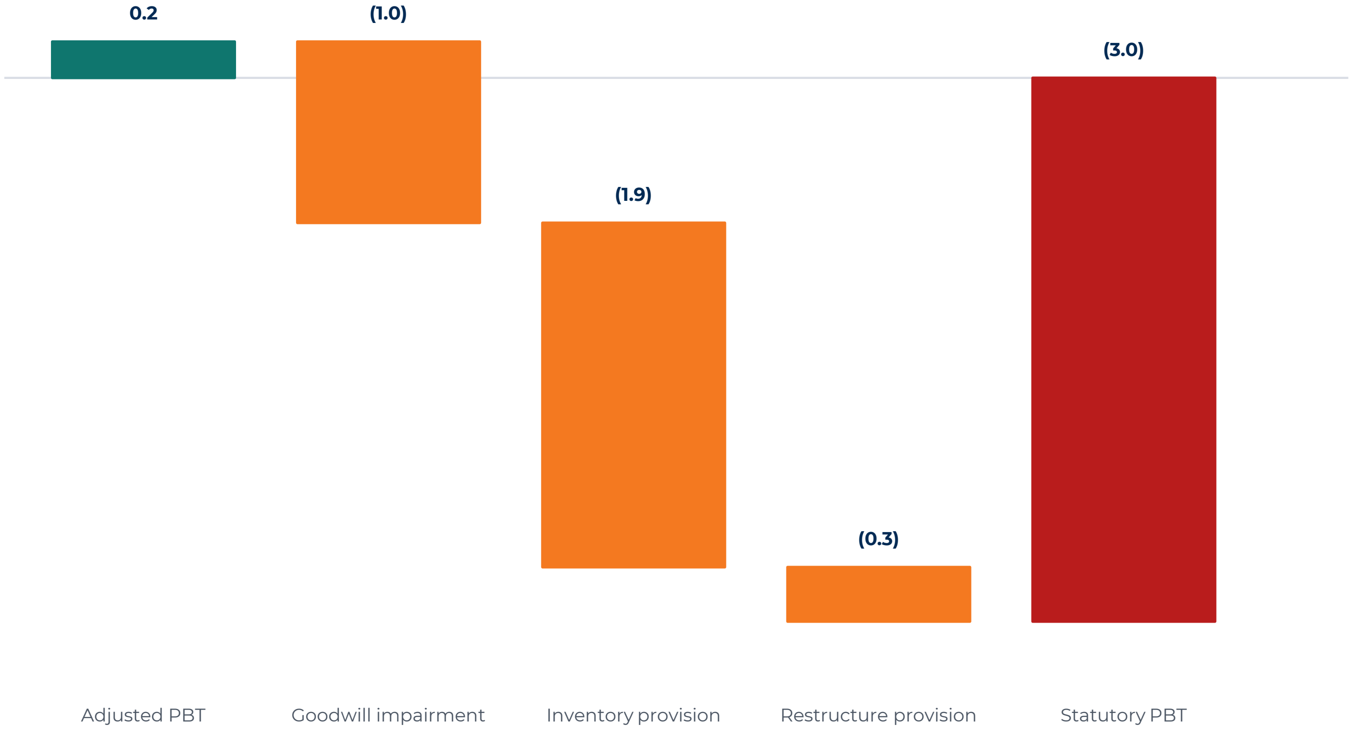
Commentary

1. Revenue declined 3.4% to $97.8m, with Professional growth not enough to offset softer Retail and mixed Integrated Solutions performance.
2. Gross margin improved to 32.4%, reflecting disciplined pricing and improved portfolio management; anticipate gross margin remaining consistent in medium term
3. Stable opex with capacity to grow revenue with negligible cost increase
4. Statutory earnings impacted by one-off reset charges (refer next slide.
5. The dividend pause preserves balance sheet flexibility and supports FY27 execution.

The story of FY26 is one of reset – notably, goodwill and inventory provisioning – creating a cleaner base for future execution as demand returns.

Strategic reset: establishing a cleaner FY27 base

Reconciliation Bridge (A$m): adjusted profit before tax to statutory loss before tax



Reset actions recognised in FY26

- $1.0m goodwill impairment recognised at 31 December 2025.
- $1.9m targeted inventory provision recognised as part of inventory and brand portfolio review.
- $0.3m restructure provision recognised at 30 June 2026 to refocus employment resources.
- Actions align AMO's asset base, cost structure and capital allocation with revised strategy.

The FY26 statutory result was materially impacted by reset charges. These actions are intended to support improved inventory quality, capital discipline and future returns.

Segment performance remains mixed

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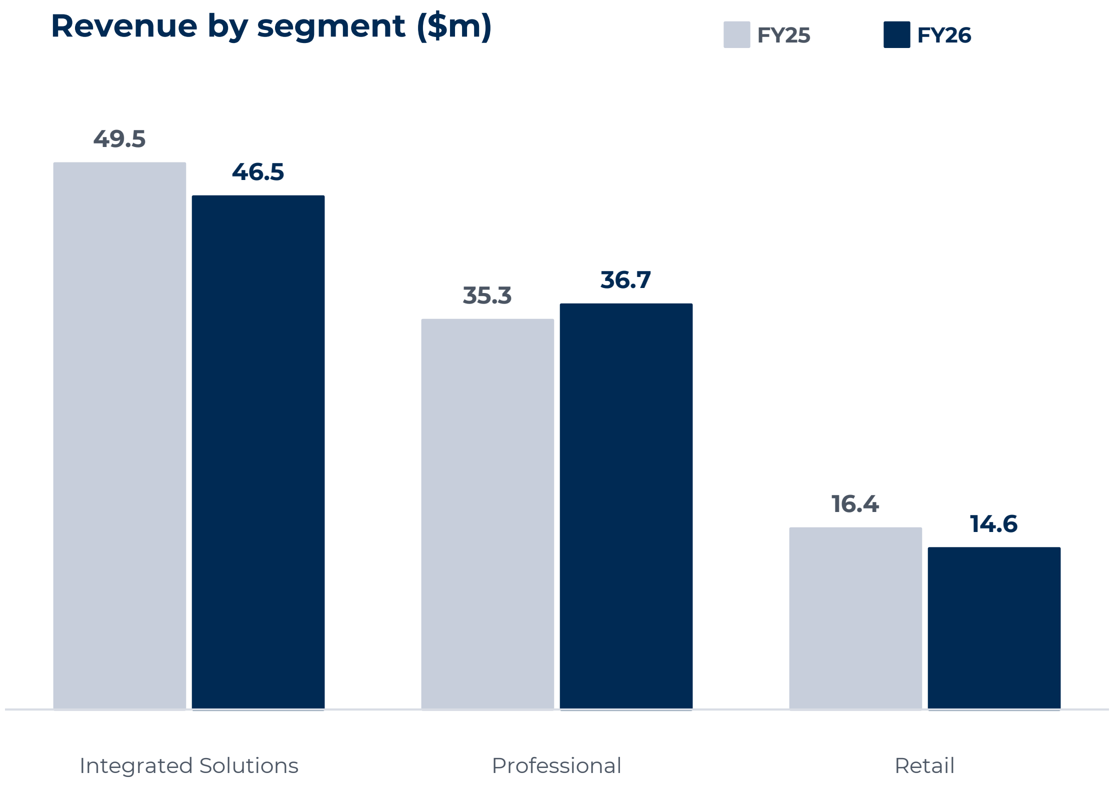
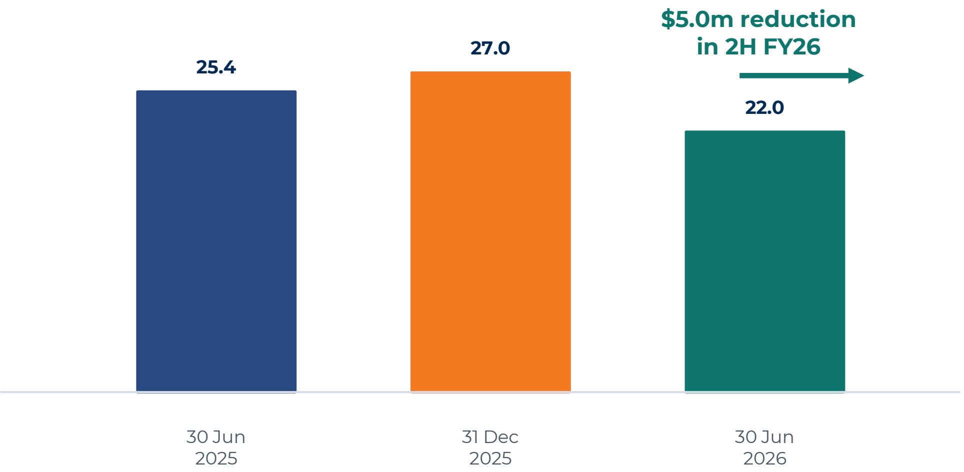


Integrated Solutions	Largest revenue contributor at $46.5m, despite some mixed brand performance. FY27 focus is inventory quality, return on capital and sharper brand prioritisation.
Professional	Revenue growth supported by stronger project activity and a more normal delivery cadence. FY27 is focused on margin discipline and scalable execution.
Retail	Softer consumer discretionary conditions remain a constraint. FY27 focus is tighter ranging, inventory discipline and protecting margin over volume.

Inventory reset released cash and improved capital discipline

Inventory balance ($m)



$2.2m
Operating cash flow
FY25: $0.6m

$4.4m
Net debt reduction
2H FY26

Sustainable improvements

- Inventory reduction achieved while maintaining operational focus on service levels.
- Procurement settings have been tightened - reduction is not a one-off correction. Future investment in inventory to come with higher GPROI.
- Cash generation to fund priority opportunities rather than sit in underperforming inventory.

The 2H FY26 inventory reduction demonstrates early progress in releasing cash from working capital. FY27 focus remains on stock turn, procurement discipline and disciplined reinvestment behind higher-return opportunities.

Balance sheet and funding position

A$m unless stated	FY26		FY25
Cash and cash equivalents	2.6		3.5
Financial liabilities	7.9		7.8
Net Debt	**5.3**	3	**4.3**
Current assets	41.6		45.8
Current liabilities	26.2		26.5
Working Capital	**15.4**	1	**19.3**
Net assets	19.9		23.1
NTA per share	**16.5c**		**19.8c**
Operating Cash Flow	**2.2**	2	**0.6**

Funding flexibility retained

1. $5.0m reduction in inventory during 2H FY26, supporting improved cash generation and a more efficient capital base.
2. Cash generation improved during FY26, with operating cash flow increasing to $2.2m as management focused on inventory reduction and capital discipline.
3. Net debt reduction of $4.4m in 2H FY26 (31/12/25: $9.7m).

Octet Finance facilities extended for a further 12 months after year end. Undrawn facility headroom at balance date was $8.1m.

FY27 Execution platform: where management focus is shifting

Portfolio focus

Concentrate investment behind agencies and brands with clearer margin and return profile.

Capital Efficiency

Continue to improve return on capital employed via inventory discipline.

Customer experience

Improve customer onboarding, support and service delivery.

Cost discipline

Simpler operating structure and benchmarking to protect earnings recovery post restructure.

Capability and Systems

Build scalable operations capability to support earnings growth.

Owned brands

Accelerate selected product roadmap initiatives where margin resilience is stronger.

We are sharpening the business model, releasing capital, protecting margin and lifting execution consistency.

FY27 outlook and priorities

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1 → 2 → 3 → 4

1. Sustain inventory discipline

Convert excess stock to cash while maintaining the right inventory for service levels.

2. Restore profitability

Simpler cost structure, sharper brand focus and better segment accountability.

3. Redeploy capital

Invest in Building Control and Smart Building Technologies, Critical Communications and Security, and owned brand roadmap acceleration.

4. Report progress

No earnings guidance at this time; shareholders to be updated at AGM on 1H FY27 progress.

FY27 begins from a cleaner base, where cleaner inventory and ongoing cash generation create the capacity to fund strategic priorities: deeper market penetration, absorbing the impact of changing market conditions and underpinning growth ahead.

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