



CEO Presentation

AGM - 18 November 2020

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FY20 Highlights

Financial results

Debt free following extinguishment of \$2.25 million of borrowings



Total revenues of \$9.1 million, an increase of 22% on FY19



Net profit result achieved, a \$1.9 million turnaround on FY19



Positive net cash flows from operating activities achieved



Product margins increased over FY19 result



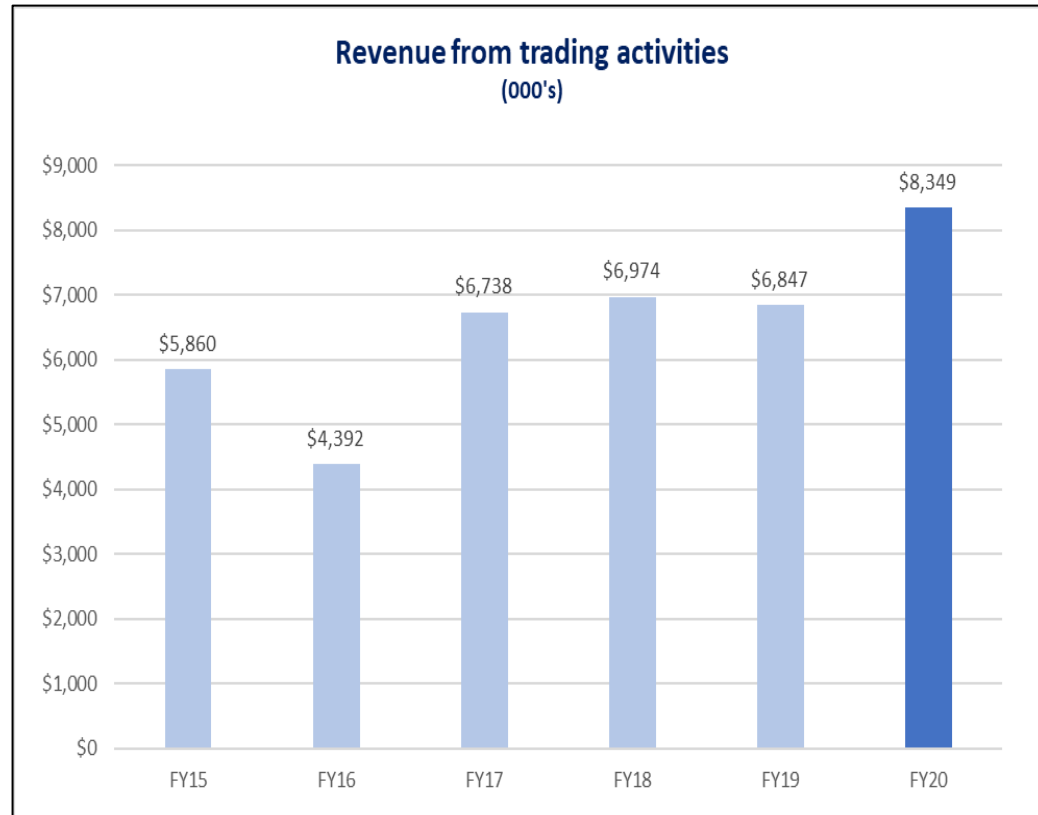
Balance sheet significantly strengthened with net assets increasing by 96%



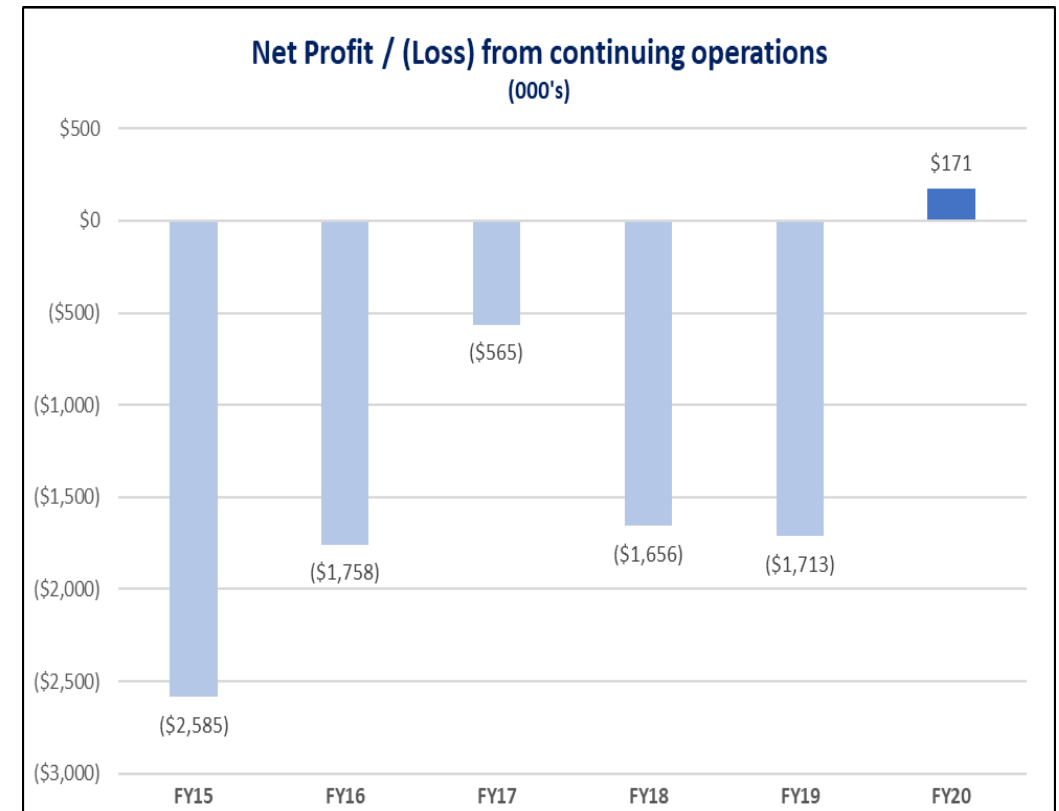
No requirement for R&D prepayment loan to assist with cash flow



FY20 Highlights



Product sales up \$1.5m (22%) on FY19



Net profit up \$1.9m (110%) on FY19

FY20 Highlights

Diversification

First long term supply agreement secured
- Hawkei Project



#1 customer for sales was outside
traditional mining base



Further product portfolio, customer base
and industry diversification



Intellectual Property

Patent portfolio strengthened



Leadership

Continued to build leadership team and
internal capability



New Director - Sales and Marketing
appointed



New Chief Financial Officer appointed



COVID-19

Successfully navigated COVID-19 operating
environment



FY20 strategic diversification

Product, industry, customer and geographic diversification

THALES



CLEANAWAY



WestConnex M4-M5 Link Tunnels



Growth strategy

ABT will build on the momentum already created by implementing its growth strategy through:

- **organic growth** of our existing business through continual internal innovation
- pursuing **high impact growth opportunities** in markets that require innovative braking systems for transport solutions of the future
- **inorganic growth** through the implementation of our Joint Ventures, Partnering and Acquisitions strategy
- increasing control of our **supply chain**

Secure additional revenue streams from existing product portfolio

Capture opportunities outside existing business for which ABT technology provides a solution

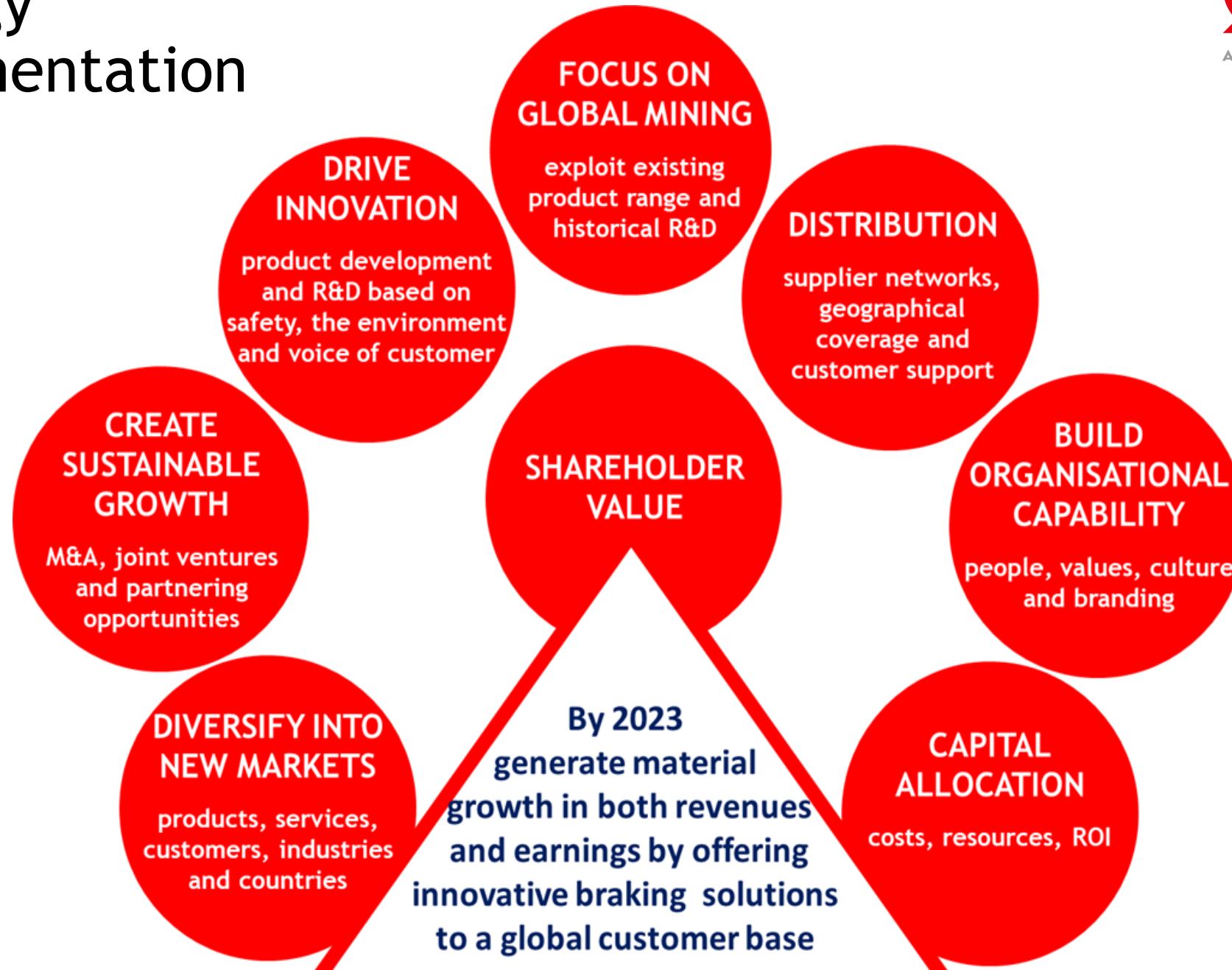
Increase brand awareness to leverage opportunities

Achieve size and scalability through Joint Ventures, Partnering and Acquisitions

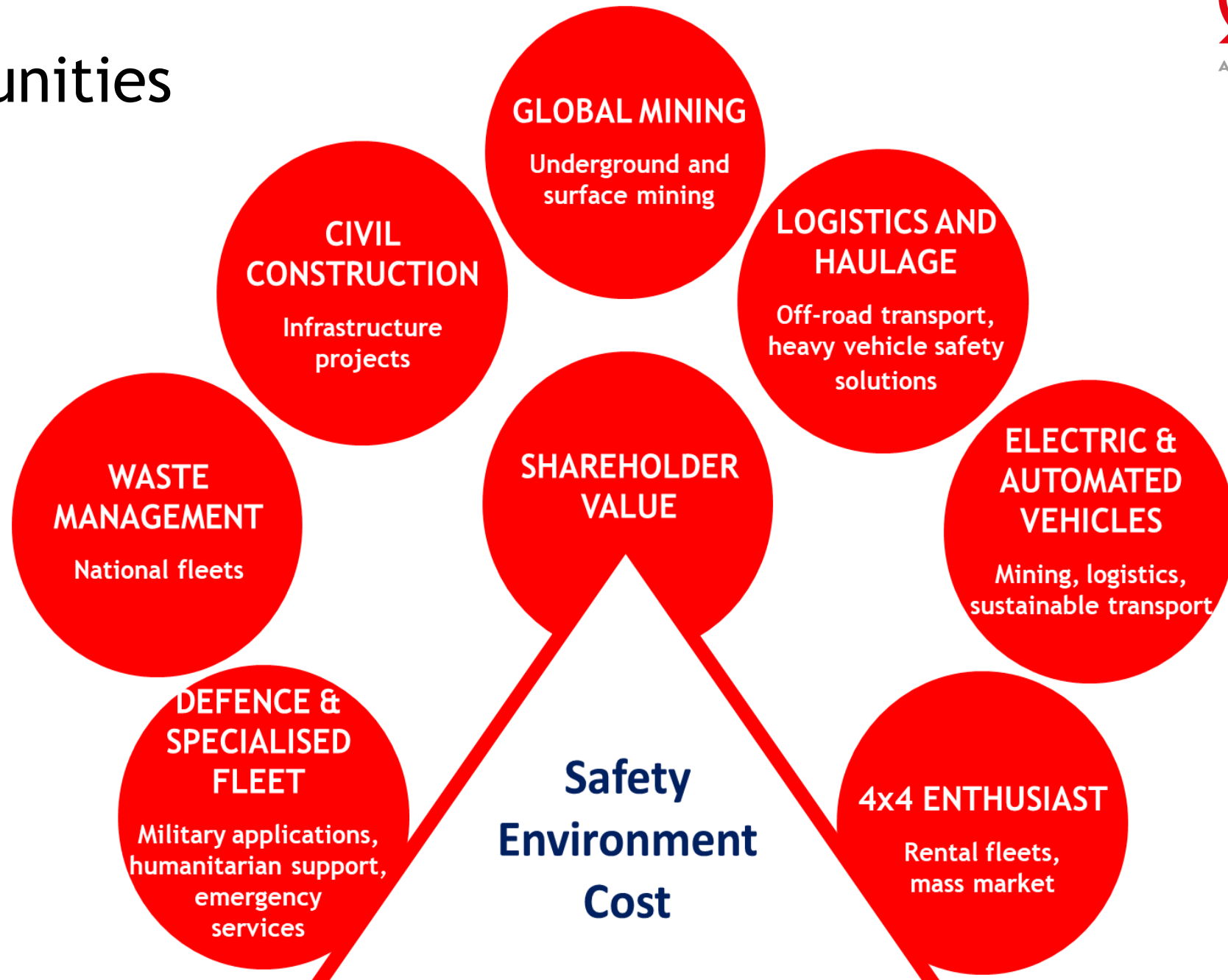
Invest in our supply chain to leverage process and margin improvements

Invest in R&D focussing on failsafe and sealed braking technology for use within transport solutions of the future

Strategy implementation



Market opportunities



Key messages

- 📍 The foundations for **growth** have now been established
- 📍 A number of **growth opportunities** have been identified and are currently being evaluated
- 📍 ABT will gain **size and scale** through organic growth, mergers, acquisitions and partnering opportunities
- 📍 ABT will **continue to innovate** to ensure its product portfolio has a role to play in the automotive megatrends of automated, electric and connected vehicles
- 📍 **We will succeed** as we are an innovative solution provider that has the right leadership, people, products and customer base that values the safety of people and equipment and cares for the environment



Leadership Team

John Annand

Chief Executive Officer

John brings significant experience to the role of CEO gained in executive finance and operations roles with ASX-listed and multi-national resources and pharmaceutical companies, including Woodside Energy, Norwest Energy and AusCann. His previous roles of CEO, COO and CFO have seen him responsible for strategy development and execution, capital raisings, investor relations and corporate governance. John is a Chartered Accountant and Chartered Secretary as well as holding formal qualifications in both business and financial analysis.

Tony Van Litsensborgh

Engineering Manager

Tony brings extensive engineering, project and supply chain management experience to the company in addition to automotive component manufacturing, product design and development and industrial engineering, having worked in executive roles at Dorbyl, Bell Equipment, Howard Porter and G&G Mining. Tony has developed product solutions for the automotive, mining, road transport and heavy earth moving industries and has formal qualifications in Industrial Design and both Lean and Six Sigma manufacturing methods.

Ben Suda

Director Sales and Marketing

Ben brings significant sales and business development experience to the role, gained in executive roles predominantly within the mining industry, but also with exposure to the construction, agricultural and chemical industries, having worked for Thyssenkrupp Industrial Solutions, Minprovis International, Metso Minerals, Joy Global (now Komatsu Mining) and Boart Longyear. Ben has formal qualifications in business, with a major in marketing, and has been accountable for strategic account management, marketing and communications.

Paige Exley

Chief Financial Officer

Paige brings extensive financial and corporate governance experience to the company having held both CFO and Company Secretary roles across numerous publicly listed companies in the resources, technology and professional services industries. In these roles she has been responsible for corporate governance, capital raisings, mergers and acquisitions and financial and taxation compliance. Paige is a Chartered Accountant and Chartered Secretary and has formal qualifications in business.

Our Purpose

WE BELIEVE IN SAFETY – IT IS CENTRAL TO EVERYTHING WE DO

Through embracing “Safety Principles” in everything we do, we aspire to create prosperity for everyone that is touched by our business.

We aim to produce and sell innovative braking solutions with the commitment to promoting sustainable business practices that protect people and the environment.