



# AMA Group Limited

## Annual General Meeting

### 27<sup>th</sup> November 2013

#### Chairman's Address

At the 2012 AGM we envisaged that we would be focussing on our core business activities and reducing our bank debt.

And indeed that is what we have done.

The financial statements for 2013 show the achievements of our very focussed executive team.

- Revenue: \$64.909m up 3.2%
- Profit after tax: \$7.190m
- Total equity: \$43.356m up from 2012 of \$24.582m

Given these outcomes AMA is in a sounder financial position

The Highlights of our year were:

- Our public placement on 25<sup>th</sup> January 2013 for \$15.085m (before costs), which saw strong support from institutional investors
- The repayment of our Bank Debts of \$10.884m on 6<sup>th</sup> August 2013
- The acquisition of Custom Alloy Pty Ltd our 1<sup>st</sup> acquisition since the 2009 restructure.

All of which make AMA a stronger and broader business

Following these excellent results, your board decided to declare a dividend of 1.6cent per share which was paid to shareholders on 7<sup>th</sup> November 2013.

We have seen the AMA Group share price range from 21 cents to 43 cents since our last AGM.

ECB and KT Cables have had exceptional performances.

And our panel business continues to deliver excellent business and profit growth.

The efforts of all our staff in achieving these results cannot be overstated. Their continued focus on efficiencies has resulted in better managing our overheads which has again contributed to our results for 2013.

We are indeed very fortunate to have a very capable and dedicated management team at AMA and the board would like to make particular mention of our Chief Operating Officer Ray Smith-Roberts, who has been instrumental in achieving the operational results.



Ray Malone again presented at the Annual Australian Microcap Investment conference and told the AMA story. Ray again received excellent reviews for his presentation at this conference.

Congratulations for a job well done, Ray.

The board is very confident with Ray Malone and Ray Smith-Roberts continuing to guide the operations of the company.

I am sure that the future will see sustained improvement in performance and further building of shareholder value.

There is still a lot of hard work to be done but I am confident that Ray and his team will manage this business well and will continue to maximise shareholder value going forward.

## **CEO's Address**

Another great year for our stakeholders.

A successful capital raising which has helped to give us a brilliant share register and a great base for our future expansion.

The early retirement of our bank debt has given us many exiting options going forward in the acquisition space.

The first of these being the recent purchase of Custom Alloy. Settlement of the purchase is planned for this Friday and we are now deep in the process of the initial integration phase with us having full operational control from next week being the beginning of December. This strengthens our ECB business substantially and paves the way for substantial synergies and growth. Both ECB and Custom Alloy are specialised market leading companies, with many opportunities to leverage improvements in key skills, product range and customer segments.

I would once again like to thank Ray Smith-Roberts and our exceptional teams for all of their outstanding achievements over the past 4 years and for their enormous contributions across all aspects of our business.

KT Cables has grown its revenue from \$8m in FY2012 to \$8.5m in FY2013 and has many new and exciting products coming on line over the next few months.

Alanco achieved fantastic results in FY2013 year, however FY2014 has seen a continued slowdown. We have completed some restructuring as a result. The teams have worked very hard and we are now seeing signs of some improvement.

FluidDrive continues to perform very well with a host of operational improvements and greater staff and customer engagement. Achieving revenue growth from existing and new key OEM customers has allowed significant growth in earnings. FY2013 has been recorded as the most successful year ever achieved from the team at Fluiddrive.

The panel industries consolidation has put us in a very solid position and we believe many opportunities will be available over the next two years or so.

All of the complex issues are now firmly behind us and the next 4 years is all about growth and value adding for our stakeholders.



Operating Specialised Automotive Aftercare and Accessory Companies

Our future is looking great and we are now in a great position to continue to grow our group via earning accretive acquisitions as well as organically as the opportunities present themselves.

Whilst we are currently looking at several acquisition opportunities, we continue to measure twice and cut once.

Thankyou

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