



Exchange SA Conference

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Donald McGurk
Managing Director & CEO



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CODAN



TRANSFORMING LIVES
THROUGH INNOVATION,
WHEREVER YOU ARE

COMPANY OVERVIEW

Codan develops rugged, reliable, fit for purpose solutions for global markets

ASX Code	CDA
Shares on issue	177.1 million
Market capitalisation	\$220 million
FY16 NPAT guidance	\$20 million
Gearing	<10%

- Unique, patented IP that generates high, sustainable margins
- Global customer base spanning Government, Corporate, NGO's and consumers
- World-class engineering capability
- Core Technologies: Radio Communications, Metal Detection, Underground Tracking



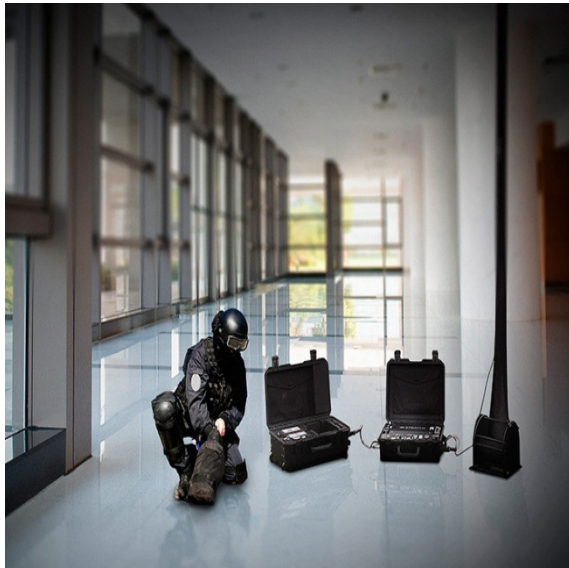
INVESTMENT IN ENGINEERING & DESIGN

- Spending ~12% of sales over the past three years
- More than 150 engineers across the globe
- World class facilities
- Teams in Adelaide, Perth, New Zealand and Canada
- Working collaboratively with industry experts and research institutions
- Supported by advanced manufacturing and supply chain management



THREE BUSINESS UNITS

 **CODAN**
RADIO COMMUNICATIONS



Communications


MINELAB



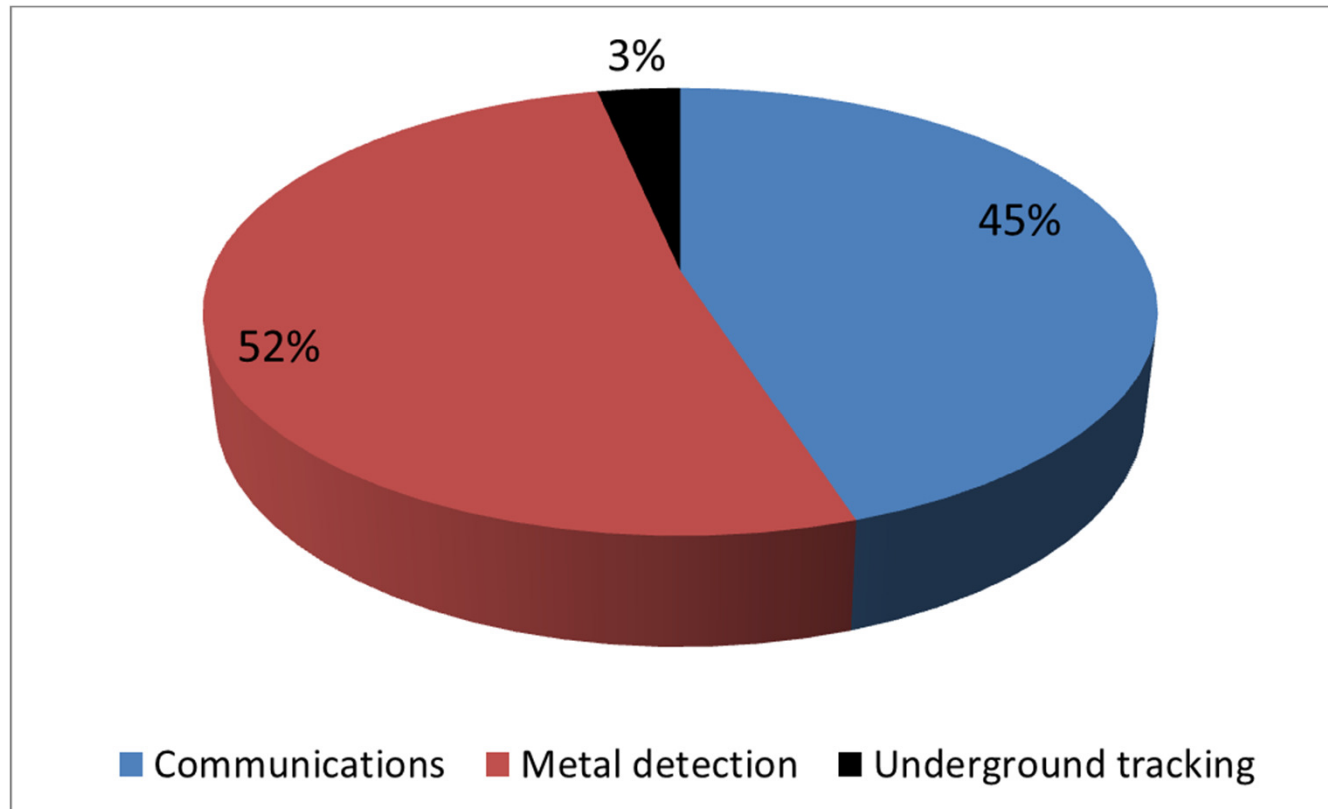
Metal detection

MINETEC™



Underground tracking

FY15 REVENUE BY BUSINESS UNIT



RADIO COMMUNICATIONS

Long Range Digital Radio Solutions (HF)

 **CODAN**
RADIO COMMUNICATIONS

- Infrastructure free, long range radio communications
- Sold to global security, peacekeeping, humanitarian and military customers
- Best in class, reliable, simple to use and cost-effective
- US\$500 million addressable market

 **envoy** DV
SMART RADIO SERIES

Hearing is believing.



RADIO COMMUNICATIONS

Land Mobile Radio (VHF/UHF)

- Land mobile radio solutions for short to medium range VHF & UHF radio
- Sold to public safety, natural resources and commercial customers
- Solutions add value across product lifecycle
- Accelerating investment in this division
- US\$1 billion addressable market, growing at 10-12% CAGR



METAL DETECTION

Transforming lives



Entry level

Coin & Treasure

Gold



US\$179-309

GO-FIND



US\$399-799

X-TERRA 705



US\$1,099-1,700

E-TRAC



US\$2,749

CTX 3030



US\$4,125

SDC 2300
All Terrain Gold Detecting



US\$6,375

GPX 5000



US\$8,800

GPZ 7000
The Future of Gold Detection

METAL DETECTION

Latest gold machine release



GPZ 7000® Super Gold Detector

RRP US\$8,800

- Successfully launched February 2015 in Australia, US & Europe
- Released October 2015 in Africa
- World's best gold detector



“Far surpasses GPX detectors for detecting gold at greater depth.” – Bruce Candy, GPZ Inventor

UNDERGROUND TRACKING

MINETEC

A single platform for safety & productivity solutions

- CSIRO partnership for tracking technology
- Enabling the transformation to autonomous mining
- 5 operational projects spanning safety, tracking and productivity



CODAN DEFENCE ELECTRONICS

Leveraging our Defence capability

- A new initiative capitalising on our long history supplying the defence sector
- Core technical competency in RF design and build – Tier Two supplier
- Significant opportunity but early days



FINANCIALS

- **Revenue of \$118 million for the nine months to 31 March**
(19% higher than prior comparative period)
- **FY16 Underlying NPAT guidance \$20 million**
(57% higher than FY15)
- **Strong cash flow generation over the second half**
- **Low gearing (<10%) as at June 2016**
(24% at December 2015)
- **Debt facility available to fund future growth**