



# Annual Report 2018



Global leader in audio  
networking, distributing top  
quality digital audio signals  
over computer networks

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# About Audinate

Audinate is the leading provider of professional audio networking technologies globally, with approximately five times the market adoption of its closest competitor. Dante is Audinate's technology platform that distributes digital audio signals over computer networks.

Audio networking is a form of digital distribution using computer networks. Audio networking technologies route the audio signal as digital data, which enables the use of low cost, readily available Ethernet or fibre optic cables to connect audio devices and carry multiple signals (e.g. multiple audio sources, voice, data etc) over the same cable. The key benefits of audio networking compared to analogue audio systems include:

- Improved audio quality;
- Reduced cabling and installation;
- Improved flexibility; and
- Convergence of voice, data and audio networks means audio networking uses existing IP infrastructure.

Dante comprises software and hardware that resides inside the audio products of its Original Equipment Manufacturer (OEM) customers. Key products include chips, modules and cards (with embedded software); adapter products; reference designs; and software to enable network configuration and management. Audinate's customers are spread across Asia, EMEA and the Americas. End users of Professional AV systems that utilise the Dante platform cover a wide range of market segments, including commercial installations, broadcast, transport, stadiums, and live sound.

Audinate is based in Sydney and now has an overseas presence in USA, UK, Hong Kong, Japan and Germany.





# FY18 Financials

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Revenue

**A\$19.7m**

Gross Margin

**75%**

EBITDA

**A\$0.6m**

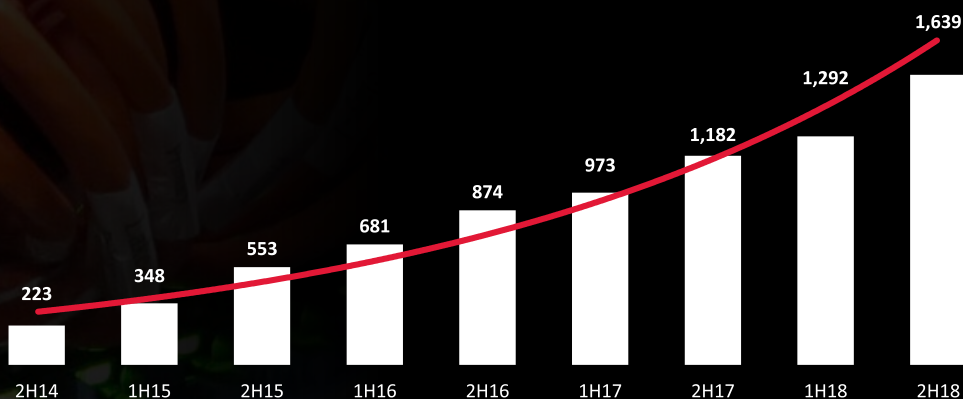
Net cash from  
operating activities

**A\$1.0m**

- 35% growth delivers revenue of USD \$15.2m
- 38% growth in chips, cards & modules
- 58% growth in Dante software units
- 438 OEMs licensed Dante
- 18,000+ people trained on Dante this year

## Growing network effect

Number of Dante-enabled products drives economic network effect



CAGR 65% in number of Dante-enabled products available in the market

Note: per financial half-year

# Chairman's Letter



## Dear shareholders,

On behalf of the Directors, it is my pleasure to present the Audinate Group Limited Annual Report for the Financial Year ended 30 June 2018 (FY18). FY18 was our first full year as a company listed on the Australian Securities Exchange and pleasingly we were able to exceed all the key financial and operational metrics set out in the prospectus.

The foundation of the business is the delivery of our Dante technology to original equipment manufacturers (OEMs) within the professional Audio Visual (AV) industry. This technology enables the distribution of digital audio signals over computer networks, rather than the incumbent approach of connecting devices with analogue cabling. For end-users this means interoperability between audio devices and delivers high quality, flexible audio solutions typically with a lower total cost of ownership compared to analogue installations. This analogue to digital conversion is still in its early stages, albeit with growing momentum as users become accustomed to the benefits and flexibility of a digital approach.

Once again Audinate delivered a strong financial performance, headlined by USD revenue growth of 35%. In our reporting currency of AUD this amounted to revenue of \$19.7 million which generated EBITDA of \$0.6 million, significantly better than the prospectus forecast of an EBITDA loss of \$1.2 million.

Net Profit After Tax amounted to \$2.5 million as the Company generated a one-time tax benefit from forming a tax consolidated group in Australia.

In a strategic sense the business also achieved all its critical milestones in FY18. We successfully launched the Dante Domain Manager software platform, which represents a new revenue source sold to end-users of Dante technology via a reseller channel comprising of system integrators who are already responsible for specifying, installing and managing Dante installations. In the fourth quarter we also commenced shipping a range of Dante AVIO adapters. These are an easy and cost-effective way to connect legacy analogue equipment to a range of products containing our next generation Dante technology. Lastly, we successfully conducted two video technology demonstrations at a major tradeshow in June. This will form the basis of a video product which we expect to launch during FY19, representing our first foray into an addressable market the same size as our existing audio business.

In addition to the continued roll-out of these new product initiatives we will continue to invest in our core business in the forthcoming year. This includes the geographic expansion of our sales and support teams, as well as broadening our suite of core Dante products to accelerate penetration with our OEM customers.

On behalf of the Board or Directors of Audinate, we wish to thank the executive management team and all our employees globally for their passion, drive and commitment. These qualities were instrumental to our great results in FY18 and are also critical to the ongoing success of our business.

I would also like to acknowledge the significant contribution of our two venture capital shareholders, Starfish Ventures and Innovation Capital, who showed vision and foresight in backing our fledgling business back in 2007. For over a decade they have been an instrumental part of shaping and growing Audinate. Post the release of the FY18 financial results they sold their shareholdings via a block trade on 30th August 2018 and a distribution to unitholders.

As a part of this transaction several existing institutional investors increased their shareholdings complemented by a range of new blue-chip investors. We appreciate the support of all our stakeholders and will continue to focus on the consistent execution of our strategy to bring the IT revolution to the AV industry.

A handwritten signature in black ink that reads "David Krall". The signature is fluid and cursive, with the first letters of the first and last names being capitalized and prominent.

DAVID KRALL  
*Chairman*



# CEO's Letter



## Dear shareholders,

FY 2018 was an exciting year for Audinate as we progressed our strategy to revolutionise the AV industry. We delivered strong revenue growth and results through the proliferation of our Dante® networking solution. Dante is the realisation of our disruptive media networking platform, that enables high-quality, low latency media signals to be distributed over existing computer data networks.

Over the last ten years, our Dante media networking solution has become the defacto standard for the professional audio industry. Audinate's primary customers are the leading global OEM brands who integrate Audinate's technology platform, into their professional audio products. By using Dante, manufacturers get guaranteed interoperability between multi-vendor audio devices allowing end users to enjoy high quality, flexible audio solutions, typically with a lower total cost of ownership compared to analogue installations. Our OEM customers benefit from our trusted expertise in the field of media networking, which enables them to accelerate their product initiatives without the need to make investments in developing their own networking capability.

## Financial Results

Audinate had another outstanding year delivering strong financial results in both revenue growth and EBITDA. Audinate grew revenues 30% to AUD\$19.7 million, and in US dollars, revenues increased to USD\$15.2 million while maintaining a 75% gross profit margin.

## Executing on our growth strategy

The adoption of audio networking to replace legacy analogue connectivity for the professional AV industry continues to grow. The core audio networking part of the business has consistently delivered strong historic growth in both revenue and units shipped. One of the key economic engines that drives our growth is getting designed into as many manufacturer products available to system integrators and customers for designing a complete system. As Audinate increases its customer base, and the number of Dante-enabled devices within the ecosystem increases, more choices are available for consultants, system designers, integrators, and end-users. This network effect fuels further growth as system integrators request Dante as part of their designs, thereby encouraging more manufacturers to embed Dante into their future products. Once the OEM has designed the Dante platform into one of its products, it needs to reorder Dante chips, modules, cards or pay a software royalty fee at the time of manufacture. The number of Dante enabled manufacturer products

available in market grew 39% to 1,639 products. In FY 18, growth in product shipments of Dante chips, modules, cards and software units was more than 398,000 units shipped.

## New Product Initiatives

During the past year, Audinate has executed on our strategy to more than double the addressable market through three new product initiatives. During Q4 in FY 18, we began shipping our new Dante AVIO family of adapters. These adapters are problem solvers which enable customers to add Dante to their existing brown-field legacy installations, which are typically analogue. Strategically this is an important tactic for the Company as these adapters enable the wider proliferation of Dante technology in a cost-effective manner into legacy installed systems.

Audinate began shipping our Dante Domain Manager (DDM) software in Q3. Dante Domain Manager is a complete network management software solution that enables user authentication, role-based security and audit capabilities for Dante networks.

The initial market response to Dante AVIO and Dante Domain Manager has been well received since its introduction and we have begun to execute on our strategy of building out a reseller channel. Resellers will primarily be system integrators who already install Dante products.

# CEO's Letter (cont)

## Key Priorities to drive ongoing growth in FY19



Geographically expand the sales and support teams



Broaden our suite of core Dante products to accelerate penetration within OEMs



Invest in the development of our Dante video solution by end of FY19



Continue the roll-out of Dante Domain Manager and Dante AVIO adapters



**Audinate will continue to invest in growth initiatives to drive future revenue**

- Reliable ongoing execution of the Group's strategy
- Revenue growth in a range consistent with USD historical performance
- Further investment in R&D and expanding the sales footprint

At Infocomm, a major trade show held in the US in June of this past year, Audinate demonstrated a prototype of a Dante video solution which is expected to commercially launch by the end of FY19. Dante Video will enable audio and video signals from HDMI to be transported and routed independently across an IT network. The Dante Video solution will enable a common management platform for both the audio and video signal distribution.

### Investing in the future

We have taken significant strides to expand the scalability and support for the business and our customers. During the year, we strengthened and expanded our executive team by bringing in experienced talented people. During the past 12 months we hired a new Chief Operating Officer, Mathew Mornington-West. We also expanded the executive leadership team by bringing in a new Vice President of Product

Management and Vice President of Human Resources.

We have invested in new back-end accounting office systems to improve our ability to support the financial systems needed to grow the business.

The AV market is still in the early stages of transformation to digital networking, and Audinate is well positioned to capitalise on this growing market. As the market leader, we have built a strong global brand and will continue to invest wisely in R&D and other growth initiatives to make Dante the best available media networking technology.

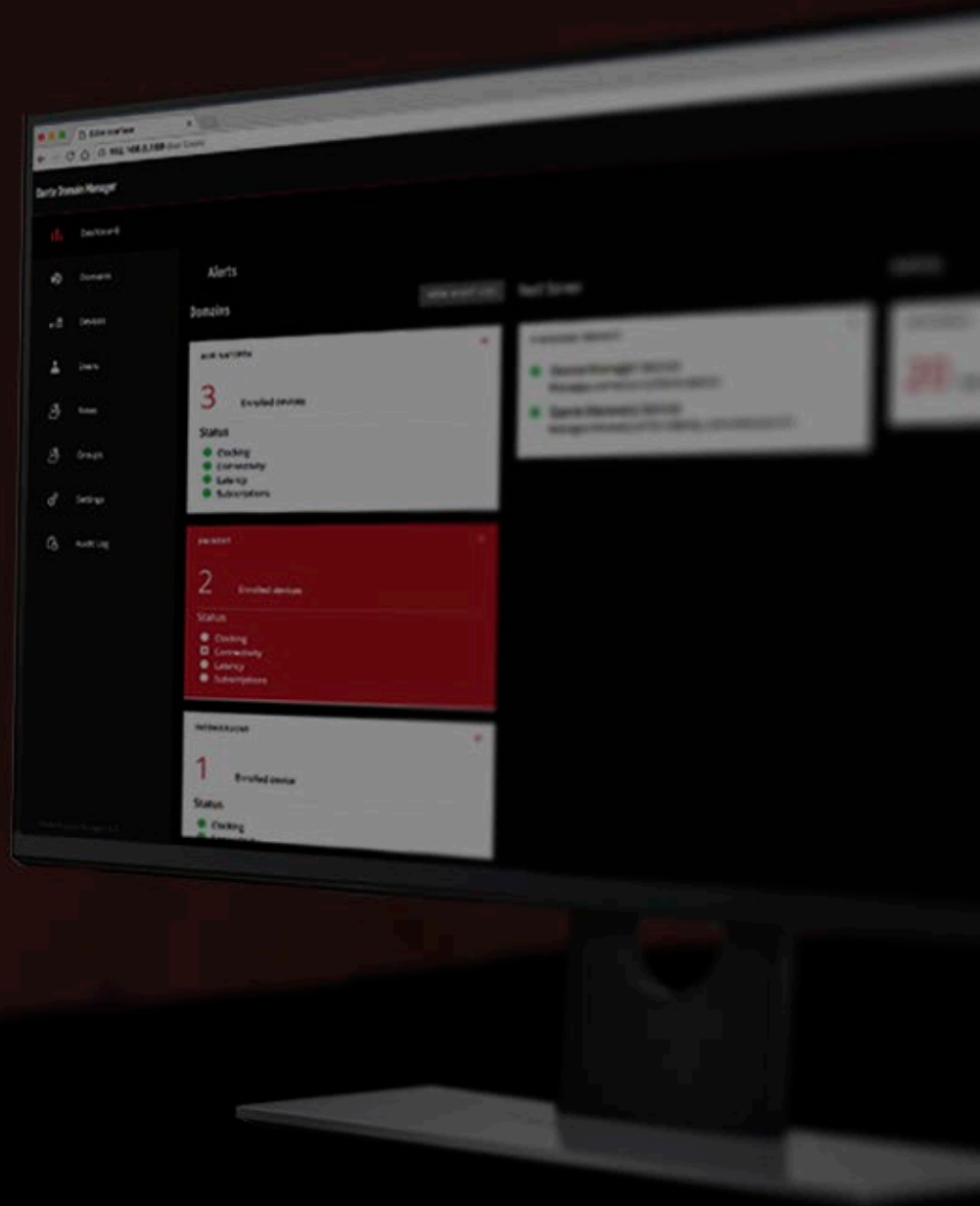
Once again on behalf of the Board of Directors, and our employees, we thank all our shareholders who have placed their trust in our management team and our business. We are committed to implementing effective and strong corporate governance policies

and practices that promote and protect the long-term interests of our employees, our customers, and our shareholders.

LEE ELLISON  
*Chief Executive Officer*



# Financial Report 2018



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## Corporate directory

Directors	David Krall Lee Ellison John Dyson Roger Price Alison Ledger Tim Finlayson
Company secretary	Rob Goss
Registered office	Level 1 458 Wattle Street Ultimo NSW 2007 Tel: 02 8280 7100
Share register	Link Market Services Limited Level 12 680 George Street Sydney NSW 2000 Tel: 1300 554 474
Auditor	Deloitte Touche Tohmatsu Grosvenor Place 225 George Street Sydney NSW 2000
Solicitors	Maddocks Level 27 123 Pitt Street Sydney NSW 2000
Stock exchange listing	Audinate Group Limited shares are listed on the Australian Securities Exchange (ASX code: AD8)
Website	<a href="http://www.audinate.com">www.audinate.com</a>
Corporate Governance Statement	The corporate governance statement which is approved at the same time as the Annual Report can be found at: <a href="https://www.audinate.com/company/governance">https://www.audinate.com/company/governance</a>

# Directors' report

## 30 June 2018

The directors present their report, together with the financial statements, on the consolidated entity (referred to hereafter as the 'Group') consisting of Audinate Group Limited (referred to hereafter as the 'Company' or 'parent entity') and the entities it controlled at the end of, or during, the year ended 30 June 2018.

### Directors

The following persons were directors of Audinate Group Limited during the whole financial year and up to the date of this report, unless otherwise stated:

David Krall  
Lee Ellison  
John Dyson  
Roger Price  
Alison Ledger  
Tim Finlayson

### Principal activities

The Group's principal activity is the development and sale of digital Audio Visual ('AV') networking solutions. Dante is the Group's technology platform that distributes uncompressed digital audio signals over computer networks. Dante comprises software and hardware that is sold to and integrated inside the AV products of its Original Equipment Manufacturer ('OEM') customers. Audinate also sells application software through its own channel to provide management and control for these installations.

### Dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

### Review of operations

The directors consider EBITDA to reflect the core earnings of the Group. EBITDA is a financial measure which is not prescribed by Australian Accounting Standards ('AAS') and represents the profit under AAS adjusted for non-cash and significant items.

	<b>Consolidated</b>	
	<b>2018</b>	<b>2017</b>
	<b>\$</b>	<b>\$</b>
Profit/(loss) after income tax expense for the year	2,544,339	(20,443,388)
Interest revenue	(227,285)	(51,541)
Other expense/(revenue)	70,028	(101,010)
Finance cost	-	400
Income tax (benefit)/expense	(3,279,906)	47,974
Depreciation and amortisation	1,451,757	1,088,987
One-off impacts of:		
Conversion of redeemable preference shares	-	18,547,790
Initial public offering expenses	-	1,694,328
EBITDA	<u>558,933</u>	<u>783,540</u>

For the year ended 30 June 2018, the Group reported an increase in revenue of 30.5% to \$19.7 million from \$15.1 million in the prior year. As the Group invoices its customers in US dollars, this currency is a more relevant measure of sales performance. In US dollars, revenue increased by 34.5% to US\$15.2 million in 2018 from US\$11.3 million in the prior year.

The Group has grown its OEM base to 438 manufacturer brands at 30 June 2018, up from 369 at 30 June 2017. Once the OEM has designed the Dante platform into one of its products, the Group will receive revenue at each production run in the form of sales of Dante chips, modules, cards and/or royalties. Dante enabled OEM products available for sale increased to 1,639 products, up 38.7% from 1,182 at the end of June 2017. Dante chips, modules and cards, shipped in 2018 increased to more than 248,000, a 37.9% increase over the prior year. Audinate revenue from software includes royalties, consumer software and Dante Domain Manager. During the year units of software sold increased to approximately 150,000 for the year ended 30 June 2018, up by 58.0% from 2017.



Operating expenses, which consist of employee benefit expenses, marketing expenses and administration and other operating expenses increased by approximately 34.4% to \$14.1 million in 2018 from \$10.5 million in the prior year. This increase was due to additional headcount to drive new product initiatives and additional public company costs of approximately \$0.9 million. Earnings before interest, tax, depreciation and amortisation ('EBITDA'), was \$0.6 million in 2018 compared to \$0.8 million in 2017. Prior year EBITDA excludes the additional one-off costs described above.

Following the Initial Public Offer ('IPO'), the Group entered into a tax consolidated group with effect from 1 July 2017 and the impact of this decision is recorded as an income tax benefit in the current year, amounting to approximately \$2.4 million. The Group continues to be eligible for a research and development incentive from the Australian Tax Office which is now recorded as an income tax benefit in the profit or loss for the year ended 30 June 2018.

In the prior year the Group recorded a non-cash charge for the change in fair value of the convertible redeemable preference shares ('CRPS') issued by Audinate Pty Limited amounting to approximately \$18.5 million. These instruments were converted into ordinary shares in Audinate Group Limited as a part of the capital reconstruction that occurred as a part of the IPO, that occurred on 30 June 2017.

The Group recorded a profit after tax of \$2.5 million for the year ended 30 June 2018 compared to a loss of \$20.4 million for the prior year, which included the expense for the CRPS described above.

#### **Significant changes in the state of affairs**

There were no significant changes in the state of affairs of the Group during the financial year.

#### **Matters subsequent to the end of the financial year**

No matter or circumstance has arisen since 30 June 2018 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

#### **Likely developments and expected results of operations**

The Group will continue to execute on the strategy to maintain revenue growth in the core business.

The Group's growth strategy is multi-faceted and seeks to:

- drive market participants' adoption of Dante by working with consultants, integrators, and major customers to create a "network effect" as the adoption of the Dante accelerates;
- increase the adoption of Dante across a customer's product portfolio to expand the ecosystem of available Dante enabled products;
- continue to grow the OEMs adopting Dante;
- extend the Dante portfolio of products for OEMs and end-users; and
- deliver software and services to end-users to better manage and control Dante deployed systems.

As the Group increases its customer base, and the number of Dante-enabled devices within the ecosystem increases, more choices are available for consultants, system designers, integrators, and end users to design turnkey systems. This in turn, further entrenches Dante as the preferred networking technology for professional AV installations, and encourages OEMs to be part of the Dante ecosystem to ensure their products are considered for new installations as well as upgrades to existing installations.

In the coming year the Group will also focus upon initiatives to drive the uptake of the Dante Domain Manager software and Dante AVIO adaptors which were two key products launched earlier in 2018. Engineering resources will be focused upon the development of a video solution to deliver a commercially available product during FY 2019. Collectively, all of these new products and services are designed to more than double the Group's total addressable market.

The Group will also continue to invest in the system and process improvements to support the ongoing growth of the business.

#### **Environmental regulation**

The Group is not directly subject to any significant environmental regulation under Australian Commonwealth or State law.

# Directors' report

## 30 June 2018

### Information on directors

Name:	David Krall
Title:	Chairman and Non-Executive Director
Qualifications:	David has a Master of Business Administration from Harvard University and both a Bachelor of Science degree and Masters degree in Engineering from Massachusetts Institute of Technology.
Experience and expertise:	David serves as a director and/or strategic advisor to several technology companies, combining a strong educational background in engineering and business with 30 years of professional experience. David currently acts as Strategic Advisor for Universal Audio. He is the former President and Chief Operating Officer of Roku Inc., a market leader in television streaming. He was also formerly President and Chief Executive Officer of Avid Technology Inc. (NASDAQ: AVID)
Other current directorships:	Director of Progress Software Corporation (NASDAQ: PRGS); Director of Harmonic Inc. (NASDAQ: HLIT)
Former directorships (last 3 years):	Director of Quantum Corp. (NYSE: QTM)
Special responsibilities:	Member of the Remuneration and Nomination Committee
Interests in shares:	293,958 ordinary shares
Interests in options:	186,042 options over ordinary shares
Interests in rights:	None
Name:	Lee Ellison
Title:	Chief Executive Officer
Qualifications:	Lee has a Bachelor of Science degree from The Ohio State University. Lee also completed an executive management program at the University of Virginia's Darden Business School.
Experience and expertise:	Lee has held a series of senior management roles in both start-up and listed companies in telecom and computer technology industries. Lee has held various senior executive and leadership roles over the last 30 years. Lee formerly served as founding Senior Vice President of Worldwide Sales at Dillithium Networks. Previously, Lee served as Vice President of Global Sales and International Operations for Tektronix, Inc. During his 16-year tenure with Glenayre Electronics, Lee held various executive management positions.
Other current directorships:	None
Former directorships (last 3 years):	None
Special responsibilities:	None
Interests in shares:	820 ordinary shares
Interests in options:	320,000 options over ordinary shares
Interests in rights:	2,262,811 performance rights over ordinary shares



Name:	John Dyson
Title:	Non-Executive Director
Qualifications:	John has a Master of Business Administration from RMIT University and a Bachelor of Science degree from Monash University. He has a Graduate Diploma in Finance and Investment from the Securities Institute of Australia and is a member of the Australian Institute of Company Directors.
Experience and expertise:	John is a director and one of the founders of Starfish Ventures. He played a crucial role in the establishment of Starfish Ventures and has personally overseen and managed investments across a range of technologies and industries. John is currently a director of Atmail Pty Ltd., Myriax Pty Ltd., Nitro Software Pty Ltd, Aktana Inc., Design Crowd Pty Ltd and Hearables 3D Pty Limited. John is also a director at the Walter and Eliza Hall Institute of Medical Research. Formerly, John was General Manager (Australia) of JAFCO Investment (Asia Pacific), a Singapore based private equity manager. Prior to joining JAFCO, John worked in the investment banking and stockbroking industries for Schroders, Nomura Securities, KPMG and ANZ McCaughan.
Other current directorships:	None
Former directorships (last 3 years):	None
Special responsibilities:	Member of the Remuneration and Nomination Committee and Audit and Risk Management Committee
Interests in shares:	10,807,523 ordinary shares
Interests in options:	None
Interests in rights:	None
Name:	Roger Price
Title:	Non-Executive Director
Qualifications:	Roger has an Engineering degree from the University of Technology, Sydney.
Experience and expertise:	Roger is also a director at Innovation Capital, a venture capital firm in Sydney, one of the early investors in the Group. Roger is currently the Chairman and Chief Executive Officer of Windlab Limited, a wind energy company. Roger has a depth of operational experience including senior engineering, manufacturing, information technology service and international business development roles for a number of technology based companies. Prior to joining Innovation Capital, Roger was the Chief Executive Officer of Reino Intl., a developer of advanced parking solutions. Roger commenced his career at Alcatel, and has held senior positions with a number of Australian technology businesses and NASDAQ listed software companies.
Other current directorships:	Director of Windlab Limited (ASX: WND)
Former directorships (last 3 years):	None
Special responsibilities:	Member of the Audit and Risk Management Committee
Interests in shares:	67,356 ordinary shares
Interests in options:	None
Interests in rights:	None

# Directors' report

30 June 2018

Name: Alison Ledger  
Title: Non-Executive Director  
Qualifications: Alison has a Master of Business Administration from Harvard University and graduated magna cum laude, with a Bachelor of Arts degree in Economics from Boston College. She is a graduate and member of the Australian Institute of Company Directors.  
Experience and expertise: Alison has more than 30 years of experience and has held various leadership roles in Australia, the United Kingdom, and the United States of America. She is currently a Non-Executive Director of Latitude Financial Services. Alison held various senior management and strategic roles while at Insurance Australia Group for eight years, including Head of Group Strategy and Executive General Manager, Product, Pricing and eBusiness. During her tenure as a Partner with McKinsey and Company she advised some of the leading global and Australian banks on strategy and organisational change. Alison began her professional career in the banking industry working with leading financial institutions.  
Other current directorships: Non-Executive Director of Countplus Limited (ASX: CUP)  
Former directorships (last 3 years): None  
Special responsibilities: Chair of Remuneration and Nomination Committee  
Interests in shares: None  
Interests in options: None  
Interests in rights: None

Name: Tim Finlayson  
Title: Non-Executive Director  
Qualifications: Tim has degrees in Economics and Laws from Macquarie University. He is a member of Chartered Accountants Australia and New Zealand and is admitted as a Solicitor of the Supreme Court of New South Wales.  
Experience and expertise: Tim is a chartered accountant with more than 25 years of experience in professional services, telecommunications and infrastructure industries and has held finance and operational leadership roles in Australia, Singapore and Vietnam. Tim is currently Chief Operating Officer with King & Wood Mallesons Australia, a leading international law firm. During his time at PricewaterhouseCoopers, Tim was a partner of Tax and Legal Services in Indochina advising foreign companies on setting up and operating in Vietnam, Cambodia and Laos, following tax advisory roles in Sydney and Singapore. Tim was previously Chief Financial Officer for Sydney Airport Corporation (ASX: SYD) and Hutchison Telecommunications (Australia) Limited (ASX: HTA).  
Other current directorships: None  
Former directorships (last 3 years): None  
Special responsibilities: Chair of Audit and Risk Management Committee  
Interests in shares: 122,951 ordinary shares  
Interests in options: None  
Interests in rights: None

'Other current directorships' quoted above are current directorships for listed entities only and excludes directorships of all other types of entities, unless otherwise stated.

'Former directorships (last 3 years)' quoted above are directorships held in the last 3 years for listed entities only and excludes directorships of all other types of entities, unless otherwise stated.

## Company secretary

Rob Goss is the Chief Financial Officer and Company Secretary, responsible for finance and accounting operations and administration of the Group. Rob has extensive experience in finance in publicly listed companies. Rob is a member of the Chartered Accountants Australia and New Zealand and has a Bachelor of Business degree, majoring in Accounting, from the University of Technology, Sydney.

Before joining the Group in 2017, Rob served as Chief Financial Officer for BuildingIQ, Inc. (ASX: BIQ), a commercial energy platform to manage building heating and cooling via the cloud to save on energy costs. Prior to BuildingIQ, Rob was Chief Financial Officer at iProperty Group Limited (ASX: IPP), an online property and portal operating in Malaysia, Hong Kong, Indonesia, Singapore and Thailand. Previously, Rob held senior finance roles at ANZ Bank and Allco Finance Group after commencing his career as a chartered accountant at KPMG.

### Meetings of directors

The number of meetings of the Company's Board of Directors ('the Board') and of each Board committee held during the year ended 30 June 2018, and the number of meetings attended by each director were:

	Full Board		Remuneration and Nomination Committee		Audit and Risk Management Committee	
	Attended	Held	Attended	Held	Attended	Held
David Krall	11	11	2	2	-	-
Lee Ellison	11	11	-	-	-	-
John Dyson	11	11	2	2	3	3
Roger Price	11	11	-	-	3	3
Alison Ledger	11	11	2	2	-	-
Tim Finlayson	11	11	-	-	3	3

Held: represents the number of meetings held during the time the director held office or was a member of the relevant committee.

### Remuneration report (audited)

The remuneration report details the key management personnel remuneration arrangements for the Group, in accordance with the requirements of the Corporations Act 2001 and its Regulations.

Key management personnel are those persons having authority and responsibility for planning, directing and controlling the activities of the entity, directly or indirectly, including all directors.

The remuneration report is set out under the following main headings:

- Principles used to determine the nature and amount of remuneration
- Details of remuneration
- Service agreements
- Share-based compensation
- Additional information
- Additional disclosures relating to key management personnel

#### **Principles used to determine the nature and amount of remuneration**

The objective of the Group's executive reward framework is to ensure reward for performance is competitive, and appropriate for the results delivered. The framework aligns executive reward with the achievement of strategic objectives and the creation of value for shareholders, and it is considered to conform to good market practices for the delivery of reward. The Board of Directors ('the Board') ensures that executive reward satisfies the following key criteria for good reward governance practices:

- competitiveness and reasonableness;
- acceptability to shareholders;
- performance linkage / alignment of executive compensation; and
- transparency.

The Remuneration and Nomination Committee is responsible for advising the Board on the composition of the Board and its committees, evaluating potential Board candidates and advising on their suitability, and ensuring appropriate succession plans are in place.

The Remuneration and Nomination Committee establishes, amends and reviews the compensation and equity incentive plans with respect to senior management and employees of the Group including determining individual elements of the total compensation of the chief executive officer, and other members of senior management.

The Remuneration and Nomination Committee may seek external advice to determine the appropriate level and structure of the remuneration packages from time to time (refer to the section 'Use of remuneration consultants' below).

The reward framework is designed to align executive reward to shareholders' interests. The Board have considered that it should seek to enhance shareholders' interests by:

- focusing on sustained growth in shareholder wealth and delivering constant or increasing return on assets as well as focusing the executive on key non-financial drivers of value; and
- attracting and retaining high calibre executives.

# Directors' report

## 30 June 2018

Additionally, the reward framework should seek to enhance executives' interests by:

- rewarding capability and experience;
- reflecting competitive reward for contribution to growth in shareholder wealth; and
- providing a clear structure for earning rewards.

### *Non-executive directors remuneration*

Fees and payments to non-executive directors reflect the demands and responsibilities of their role. Non-executive directors' fees and payments are reviewed annually by the Board. The Board may, from time to time, receive advice from independent remuneration consultants to ensure non-executive directors' fees and payments are appropriate and in line with the market. The Chairman's fees are determined independently to the fees of other non-executive directors based on comparative roles in the external market. The Chairman is not present at any discussions relating to the determination of his own remuneration.

ASX listing rules require the aggregate non-executive directors' remuneration be determined periodically by a general meeting. This amount is currently capped under the Constitution at \$750,000 per annum. Any increase to the aggregate amount needs to be approved by shareholders. Directors will seek approval from time to time, as appropriate. This aggregate annual sum does not include any special remuneration which the Board may grant to the directors for special exertions or additional services performed by a director for or at the request of the Group, which may be in addition to or in substitution of the director's fees.

The Company has entered into an appointment letter with each of its non-executive directors. Non-executive fees, inclusive of superannuation but exclusive of GST (where applicable), are currently as follows:

Name of Non-Executive Director	Fees per annum
David Krall	\$120,000
John Dyson	\$65,000
Roger Price	\$65,000
Alison Ledger	\$65,000
Tim Finlayson	\$65,000

Non-executive directors also receive an additional \$15,000 per annum for chairing a Board committee.

### *Executive remuneration*

The Group aims to reward executives based on their position and responsibility, with a level and mix of remuneration which has both fixed and variable components.

The executive remuneration and reward framework has four components:

- base pay and non-monetary benefits;
- short-term performance incentives;
- long-term performance incentives; and
- other remuneration such as superannuation and long service leave.

The combination of these comprises the executive's total remuneration.

The Remuneration and Nomination Committee recommends to the Board the fixed remuneration packages for the executive team and these are reviewed annually.

### *Short-term incentive plan ('STI Plan')*

The STI Plan is designed to reward eligible employees for their efforts toward the accomplishment of the Group's goals during the plan year. Under the STI Plan, the decision to pay any bonus remains at the full discretion of the Board, based on recommendations by the Remuneration and Nomination Committee.

The key components of the cash-based STI Plan are:

- participants are entitled to receive a percentage of their fixed remuneration as an annual cash bonus;
- payment of an annual cash bonus is based on individual key performance targets and objectives and the Group's performance against key performance indicators; and
- key performance indicators are set annually and may include measures such as revenue, earnings before interest, tax, depreciation and amortisation ('EBITDA'), gross profit margin and growth targets, or other targets as considered appropriate and set by the Board.



#### *Long-term incentive plan ('LTI Plan')*

The LTI Plan is designed to assist in the reward, retention and motivation of the Group's senior management and other key employees ('participants'). Under the rules of the LTI Plan, the Board has a discretion to offer awards (being options to acquire shares; performance rights to acquire shares; and/or shares, including those acquired under a limited recourse loan funded arrangement) to nominated participants.

A summary of the rules of the LTI Plan is set out below:

- the LTI Plan is open to participants, as determined by the Board. Participation is voluntary;
- the Board may determine the type/number of awards to be issued under the LTI Plan to each participant and other terms of issue such as: service-based conditions and/or performance hurdles; any amount payable on the grant of the awards; the exercise price of any option granted; the period during which a vested option can be exercised; and any forfeiture conditions or disposal restrictions applying to the awards and any shares that a participant receives upon exercise of their options or performance rights;
- the Board may, in its discretion, also determine that the Company will issue limited recourse loans to participants to use for the purchase of shares as part of a share award under the LTI Plan;
- when any service-based conditions and/or performance hurdles have been satisfied, participants will receive fully vested shares or their options/performance rights will become vested and will be exercisable over shares, as applicable;
- each vested option and performance right enables the participant to be issued or to be transferred one share upon exercise, subject to the rules governing the LTI Plan and the terms of any particular offer;
- participants holding options or performance rights are not permitted to participate in new issues of securities by the Company but adjustments may be made to the number of shares over which the options or performance rights are granted and/or the exercise price (if any) to take into account changes in the capital structure of the Company that occur by way of pro rata and bonus issues in accordance with the rules of the LTI Plan and the ASX Listing Rules.
- the LTI Plan limits the aggregate number of awards that the Company may grant without shareholder approval, such that the sum of all awards on issue (assuming all options and performance rights were exercised) do not at any time exceed in aggregate 10% of the total issued capital of the Company as at the date of any proposed new awards; and
- the Board may delegate management and administration of the LTI Plan, together with any of their powers or discretions under the LTI Plan, to a committee of the Board or to anyone or more persons selected by them as the Board thinks fit.

During the financial year the Group offered performance rights to eligible participants under the LTI Plan.

#### *Group performance and link to remuneration*

Remuneration for all staff is directly linked to the performance of the Group. The overall level of reward is based on the achievement of revenue and EBITDA thresholds as well as the individual's performance assessment score. No bonus is payable unless the thresholds are met and the ultimate amount payable remains at the discretion of the Board. Refer to the section "Additional information" below for details of the total shareholders return and earnings. Total shareholders return represents a key measure for the LTI plan.

#### *Use of remuneration consultants*

The Group did not engage remuneration consultants during the year ended 30 June 2018 (2017: \$30,000).

#### *Voting and comments made at the Company's 2017 Annual General Meeting ('AGM')*

At the AGM, 99.8% of the votes received supported the adoption of the remuneration report for the year ended 30 June 2017. The Company did not receive any specific feedback at the AGM regarding its remuneration practices.

#### **Details of remuneration**

##### *Amounts of remuneration*

Details of the remuneration of key management personnel of the Group are set out in the following tables.

The key management personnel of the Group consisted of the following directors of Audinate Group Limited:

- David Krall - Chairman and Non-Executive Director
- Lee Ellison - Chief Executive Officer
- John Dyson - Non-Executive Director
- Roger Price - Non-Executive Director
- Alison Ledger - Non-Executive Director
- Tim Finlayson - Non-Executive Director

# Directors' report

30 June 2018

And the following persons:

- Rob Goss - Chief Financial Officer and Company Secretary
- Aidan Williams - Chief Technology Officer

	Short-term benefits			Post-employment benefits	Long-term benefits	Share-based payments	
	Cash salary and fees	Cash bonus	Non-monetary	Super-annuation	Long service leave	Equity-settled	Total
	\$	\$	\$	\$	\$	\$	\$
<b>2018</b>							
<i>Non-Executive Directors:</i>							
David Krall (Chairman)	120,000	-	-	-	-	-	120,000
John Dyson	59,831	-	-	5,169	-	-	65,000
Roger Price	59,360	-	-	5,640	-	-	65,000
Alison Ledger	73,060	-	-	6,940	-	-	80,000
Tim Finlayson	73,079	-	-	6,921	-	-	80,000
<i>Executive Directors:</i>							
Lee Ellison	365,802	191,449	17,970	-	-	58,684	633,905
<i>Other Key Management Personnel:</i>							
Rob Goss	237,830	64,969	-	19,940	-	19,561	342,300
Aidan Williams	203,256	58,937	-	19,940	12,401	39,123	333,657
	<u>1,192,218</u>	<u>315,355</u>	<u>17,970</u>	<u>64,550</u>	<u>12,401</u>	<u>117,368</u>	<u>1,719,862</u>

The 2017 table below represents remuneration paid by the Group consisting of Audinate Pty Ltd and its subsidiaries for the entire financial year and Audinate Group Limited and its subsidiaries for the one day to 30 June 2017.

	Short-term benefits			Post-employment benefits	Long-term benefits	Share-based payments	
	Cash salary and fees	Cash bonus	Non-monetary	Super-annuation	Long service leave	Equity-settled	Total
	\$	\$	\$	\$	\$	\$	\$
<b>2017</b>							
<i>Non-Executive Directors:</i>							
David Krall (Chairman)	69,370	-	-	-	-	-	69,370
John Dyson	12,970	-	-	-	-	-	12,970
Roger Price	11,845	-	-	1,125	-	-	12,970
Alison Ledger	10,892	-	-	1,035	-	-	11,927
Tim Finlayson	10,892	-	-	1,035	-	-	11,927
<i>Executive Directors:</i>							
Lee Ellison	335,964	167,905	18,249	-	-	11,311	533,429
<i>Other Key Management Personnel:</i>							
Rob Goss	108,003	47,500	-	9,744	-	63,480	228,727
Aidan Williams	216,354	48,802	-	16,987	-	9,550	291,693
	<u>776,290</u>	<u>264,207</u>	<u>18,249</u>	<u>29,926</u>	<u>-</u>	<u>84,341</u>	<u>1,173,013</u>

The proportion of remuneration linked to performance and the fixed proportion are as follows:

Name	Fixed remuneration 2018	2017	At risk - STI 2018	2017	At risk - LTI 2018	2017
<b>Executive Directors:</b>						
Lee Ellison	61%	67%	30%	31%	9%	2%
<b>Other Key Management Personnel:</b>						
Rob Goss	75%	51%	19%	21%	6%	28%
Aidan Williams	71%	80%	18%	17%	11%	3%

Non-executive directors did not receive share options or other performance linked incentives during the year ended 30 June 2018 and 30 June 2017.

No cash bonus was forfeited by key management personnel for the year ended 30 June 2018 and 30 June 2017.

#### Service agreements

Remuneration and other terms of employment for key management personnel are formalised in service agreements. Details of these agreements are as follows:

Name: Lee Ellison  
Title: Chief Executive Officer  
Agreement commenced: 19 April 2017  
Term of agreement: Ongoing, employed by Audinate, Inc.  
Details: Fixed: Lee receives a fixed remuneration package ('FRP') of US\$283,000 and is eligible to participate in various employee benefit programs maintained by Audinate, Inc., which includes 80% company sponsored payment of health and dental insurance coverage, as well as other employee related benefits.

STI: Lee is also eligible to receive an annual STI of up to 50% of his FRP, subject to achieving the annual targets against key performance indicators and personal objectives as agreed with the Board for that year. Any payment for over achievement of annual targets, is at the discretion of the Board.

LTI: Lee has participated in the Company's legacy Employee Share Option Plan ('ESOP') and may exercise his vested options under the ESOP. Lee is also eligible to participate in the LTI Plan and was issued an initial grant of 267,811 performance rights for nil consideration on listing. In addition, subsequent to listing, the Company has granted Lee 1,995,000 performance rights which will be automatically exercised into shares on 15 September 2019 provided Lee does not resign for the period of nine months from the date of grant.

Termination: Either party may terminate the employment contract by giving 6 months' written notice. The Company can elect in its discretion to make a payment in lieu of notice or place Lee on garden leave for all or part of that notice period.

Restraint: After termination Lee will be subject to non-competition, non-solicitation of client and non-poaching of employees' restrictions, within the United States of America and Australia for a maximum period of 6 months.

# Directors' report

## 30 June 2018

Name: Rob Goss  
Title: Chief Financial Officer and Company Secretary  
Agreement commenced: 19 April 2017  
Term of agreement: Ongoing, employed by Audinate Group Limited  
Details: Fixed: Rob receives a FRP of \$257,000 including mandatory superannuation contributions.

STI: Rob is also eligible to receive an annual STI up to 25% of his FRP, subject to achieving the annual targets against key performance indicators and personal objectives as agreed with the Board for that year. Any payment for over achievement of annual targets, is at the discretion of the Board.

LTI: Rob has participated in the Company's ESOP and may exercise his vested options under the ESOP.

Termination: Either party may terminate the employment contract by giving 3 months' written notice. The Company can elect in its discretion to make a payment in lieu of notice or place Rob on garden leave for all or part of that notice period.

Restraint: After termination Rob will be subject to non-competition, non-solicitation of client and non-poaching of employees' restrictions, within the United States of America, Australia and the United Kingdom for a maximum period of 12 months.

Name: Aidan Williams  
Title: Chief Technology Officer  
Agreement commenced: 19 April 2017  
Term of agreement: Ongoing, employed by Audinate Group Limited  
Details: Fixed: Aidan receives a fixed remuneration package of \$235,000 including mandatory superannuation contributions.

STI: Aidan is also eligible to receive an annual STI up to 25% of his FRP, subject to achieving the annual targets against key performance indicators and personal objectives as agreed with the Board for that year. Any payment for over achievement of annual targets, is at the discretion of the Board.

LTI: Aidan has participated in the Company's ESOP and may exercise his vested options under the ESOP.

Termination: Either party may terminate the employment contract by giving 6 months' written notice. The Company can elect in its discretion to make a payment in lieu of notice or place Aidan on garden leave for all or part of that notice period.

Restraint: After termination Aidan will be subject to non-competition, non-solicitation of client and non-poaching of employees' restrictions, within the United States of America, Australia and the United Kingdom for a maximum period of 12 months.

All other senior management are employed under written terms of employment with the Group. The key terms and conditions of their employment include:

- remuneration packages;
- eligibility to participate in the STI and LTI Plans;
- notice of termination of employment provisions, with the relevant notice period of up to 3 months; and
- for some of those executives, post-employment restrictions covering non-competition, non-solicitation of clients for a maximum duration of up to 3 months.

Key management personnel have no entitlement to termination payments in the event of removal for misconduct.



## Share-based compensation

### Issue of shares

There were no shares issued to directors and other key management personnel as part of compensation during the year ended 30 June 2018.

### Options

The terms and conditions of each grant of options over ordinary shares affecting remuneration of directors and other key management personnel in this financial year or future reporting years are as follows:

Grant date	Vesting date and exercisable date	Expiry date	Exercise price	Fair value per option at grant date
30/06/2017	30/06/2017	17/08/2019	\$0.062	\$0.022
30/06/2017	30/06/2017	23/06/2022	\$0.260	\$0.090
30/06/2017	30/06/2017	23/08/2022	\$0.260	\$0.090
30/06/2017	30/06/2017	16/01/2023	\$0.260	\$0.090

Options granted carry no dividend or voting rights. The options set out in the table above represent options granted in exchange for options in Audinate Group Limited as part of the restructure which took place at the date of the IPO on 30 June 2017.

There were no options over ordinary shares granted to or vested by directors and other key management personnel as part of compensation during the year ended 30 June 2018.

### Performance rights

The terms and conditions of each grant of performance rights over ordinary shares affecting remuneration of the executive director and other key management personnel in this financial year or future reporting years are as follows:

Name	Number of rights granted	Grant date	Expiry date	Share price hurdle for vesting	Fair value per right at grant date
Lee Ellison	267,811	30/06/2017	30/06/2022	\$0.000	\$0.810
Lee Ellison	1,995,000	02/08/2017	15/09/2019	\$0.000	\$0.810
Rob Goss	89,270	30/06/2017	30/06/2022	\$0.000	\$0.810
Aidan Williams	178,541	30/06/2017	30/06/2022	\$0.000	\$0.810

Apart from the performance rights expiring in 2019, the remaining performance rights vest in three tranches after the release of the annual results in 2020, 2021 and 2022.

Performance rights commence vesting upon achieving total shareholder return equal to the 50th percentile of the ASX Emerging Companies Index and vest fully at the 75th percentile.

Performance rights granted carry no dividend or voting rights and no rights vested during the year ended 30 June 2018.

### Additional information

The earnings of the Group for the five years to 30 June 2018 are summarised below:

	2014*	2015*	2016*	2017**	2018
	\$	\$	\$	\$	\$
Sales revenue	6,519,830	8,035,464	11,903,452	15,062,845	19,653,493
EBITDA	(816,516)	25,944	(64,362)	783,540	558,933
Profit after income tax	(101,710)	516,383	54,451	(20,443,388)	2,544,339

\* Relates to the Group prior to the restructure that occurred at the time of the IPO at 30 June 2017.

\*\* EBITDA in the 2017 financial year is calculated excluding the one-off impacts of IPO expenses and the change in fair value of redeemable preference shares.

# Directors' report

## 30 June 2018

The factors that are considered to affect total shareholders return ("TSR") are summarised below:

	2017	2018
Share price at financial year end (\$)	1.53	3.92
Basic earnings per share (cents per share)	(573.55)	4.20
Diluted earnings per share (cents per share)	(573.55)	3.96

### Additional disclosures relating to key management personnel

#### Shareholding

The number of shares in the Company held during the financial year by each director and other members of key management personnel of the Group, including their personally related parties, is set out below:

	Balance at the start of the year	Received as part of remuneration	Additions	Disposals/ other	Balance at the end of the year
<i>Ordinary shares</i>					
David Krall	293,958	-	-	-	293,958
Lee Ellison	820	-	-	-	820
John Dyson*	204,921	-	-	-	204,921
Roger Price**	49,181	-	18,175	-	67,356
Tim Finlayson**	122,951	-	-	-	122,951
Rob Goss**	820	-	604,408	-	605,228
Aidan Williams	1,714,364	-	97,041	-	1,811,405
	2,387,015	-	719,624	-	3,106,639

\* Entities associated with John Dyson hold 10,602,602 ordinary shares as at 30 June 2018.

\*\* Includes indirect holdings

#### Option holding

The number of options over ordinary shares in the Company held during the financial year by each director and other members of key management personnel of the Group, including their personally related parties, is set out below:

	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other**	Balance at the end of the year
<i>Options over ordinary shares</i>					
David Krall	186,042	-	-	-	186,042
Lee Ellison*	320,000	-	-	-	320,000
Rob Goss*	690,000	-	(604,408)	(85,592)	-
Aidan Williams	204,000	-	(97,041)	(2,959)	104,000
	1,400,042	-	(701,449)	(88,551)	610,042

\* Held indirectly

\*\* Other includes the impact of cashless exercise

All of these options were fully vested and exercisable at 30 June 2018. However they are all subject to escrow provisions as described in the prospectus.

#### Performance rights holding

The number of performance rights over ordinary shares in the Company held during the financial year by each director and other members of key management personnel of the Group, including their personally related parties, is set out below:

	Balance at the start of the year	Granted	Vested	Expired/ forfeited/ other	Balance at the end of the year
<i>Performance rights over ordinary shares</i>					
Lee Ellison	267,811	1,995,000	-	-	2,262,811
Rob Goss	89,270	-	-	-	89,270
Aidan Williams	178,541	-	-	-	178,541
	<u>535,622</u>	<u>1,995,000</u>	<u>-</u>	<u>-</u>	<u>2,530,622</u>

No performance rights over ordinary shares had vested at 30 June 2018.

***This concludes the remuneration report, which has been audited.***

#### Loans to directors and executives

Prior to the IPO, Audinate Pty Limited offered option-holders an interest bearing, non-recourse loan in order to fund the exercise price of options for shares in Audinate Pty Limited. As a part of the restructure described in the prospectus these shares were then exchanged for shares in Audinate Group Limited. The total value of the loans outstanding at 30 June 2018 was \$90,738 (2017: \$117,953), inclusive of a loan outstanding to Aidan Williams of \$38,731 (2017: \$36,613).

#### Shares under option

Unissued ordinary shares of Audinate Group Limited under option at the date of this report are as follows:

Grant date	Expiry date	Exercise price	Number under option
30/06/2017	23/11/2018	\$0.036	30,000
30/06/2017	17/10/2019	\$0.062	448,042
30/06/2017	09/12/2019	\$0.062	10,000
30/06/2017	09/01/2020	\$0.062	10,000
30/06/2017	21/08/2020	\$0.062	42,000
30/06/2017	09/12/2020	\$0.062	460,000
30/06/2017	11/06/2022	\$0.260	158,000
30/06/2017	23/08/2022	\$0.260	508,800
30/06/2017	31/01/2023	\$0.260	48,000
			<u>1,714,842</u>

#### Shares under performance rights

Unissued ordinary shares of Audinate Group Limited under performance rights\* at the date of this report are as follows:

Grant date	Expiry date	Exercise price	Number under rights
30/06/2017	30/06/2022	\$0.000	1,038,509
02/08/2017	15/09/2019	\$0.000	1,995,000
29/06/2018	30/06/2022	\$0.000	34,566
			<u>3,068,075</u>

\* ASX restricted quoted performance rights

No person entitled to exercise the performance rights had or has any right by virtue of the performance right to participate in any share issue of the Company or of any other body corporate.

# Directors' report

## 30 June 2018

### Shares issued on the exercise of options

The following ordinary shares of Audinate Group Limited were issued during the year ended 30 June 2018 and up to the date of this report on the exercise of options granted:

Date options exercised	Exercise price	Number of shares issued
31/08/2017	\$0.260	813,209
31/08/2017	\$0.062	402,567
23/10/2017	\$0.260	24,000
23/10/2017	\$0.062	10,000
17/11/2017	\$0.062	19,734
01/02/2018	\$0.260	7,290
01/02/2018	\$0.062	9,788
21/02/2018	\$0.260	4,000
21/02/2018	\$0.062	20,000
23/03/2018	\$0.260	45,896
23/03/2018	\$0.062	29,412
23/04/2018	\$0.062	10,000
04/05/2018	\$0.260	8,000
21/05/2018	\$0.260	3,652
12/06/2018	\$0.036	5,943
25/06/2018	\$0.260	9,354
		<u>1,422,845</u>

### Shares issued on the exercise of performance rights

There were no ordinary shares of Audinate Group Limited issued on the exercise of performance rights during the year ended 30 June 2018 and up to the date of this report.

### Indemnity and insurance of officers

During the financial year, the Company had a policy in place in respect of directors' and officers' liability and legal expenses insurance contracts, for current directors, including senior executives, employees and officers and for former directors, officers and employees of the Company for a period of 12 months and directors, senior executives, secretaries and employees of its Group, excluding actions brought in a court in the United States of America or Canada. The policy prohibits disclosure of the premiums paid.

The policy covers:

- costs and expenses incurred by the relevant officers in defending proceedings, whether civil or criminal and whatever their outcome; and
- other liabilities that may arise from their position, with the exception of conduct involving a wilful breach of duty or improper use of information or position to gain a personal advantage.

The Company has also entered into a Deed of Access ('Deed') and Indemnity with all past and present directors, which provides an indemnity to the directors for legal costs and any liability arising from negligence of the director, to the extent permitted by law. In addition, the Deed allows the Company to advance a director an interest free loan equal to any legal costs which, in the Company's opinion, are not permitted to be indemnified under the law. Any such advance is repayable by the director at the conclusion of the proceedings.

### Indemnity and insurance of auditor

The Company has not, during or since the end of the financial year, indemnified or agreed to indemnify the auditor of the Company or any related entity against a liability incurred by the auditor.

During the financial year, the Company has not paid a premium in respect of a contract to insure the auditor of the Company or any related entity.

### Proceedings on behalf of the Company

No person has applied to the Court for leave to bring proceedings on behalf of the Company, or to intervene in any proceedings to which the Company is a party for the purpose of taking responsibility on behalf of the Company for all or part of those proceedings.



### Non-audit services

Details of the amounts paid or payable to the auditor for non-audit services provided during the financial year by the auditor are outlined in note 21 to the financial statements.

The directors are satisfied that the provision of non-audit services during the financial year, by the auditor (or by another person or firm on the auditor's behalf), is compatible with the general standard of independence for auditors imposed by the Corporations Act 2001.

The directors are of the opinion that the services as disclosed in note 21 to the financial statements do not compromise the external auditor's independence requirements of the Corporations Act 2001 for the following reasons:

- all non-audit services have been reviewed and approved to ensure that they do not impact the integrity and objectivity of the auditor; and
- none of the services undermine the general principles relating to auditor independence as set out in APES 110 Code of Ethics for Professional Accountants issued by the Accounting Professional and Ethical Standards Board, including reviewing or auditing the auditor's own work, acting in a management or decision-making capacity for the Company, acting as advocate for the Company or jointly sharing economic risks and rewards.

### Officers of the Company who are former partners of Deloitte Touche Tohmatsu

There are no officers of the Company who are former partners of Deloitte Touche Tohmatsu.

### Auditor's independence declaration

A copy of the auditor's independence declaration is set out on the following page.

### Auditor

Deloitte Touche Tohmatsu continues in office in accordance with section 327 of the Corporations Act 2001.

This report is made in accordance with a resolution of directors.

On behalf of the directors



---

David Krall  
Chairman

27 August 2018  
Sydney

# Auditor's independence declaration



Deloitte Touche Tohmatsu  
ABN 74 490 121 060  
Grosvenor Place  
225 George Street  
Sydney, NSW, 2000  
Australia

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[www.deloitte.com.au](http://www.deloitte.com.au)

27 August 2018

The Board of Directors  
Audinate Group Limited  
Level 1, Suite 2  
458 – 468 Wattle Street  
Ultimo, NSW 2007

Dear Board Members

## **Audinate Group Limited**

In accordance with section 307C of the Corporations Act 2001, I am pleased to provide the following declaration of independence to the directors of Audinate Group Limited.

As lead audit partner for the audit of the financial statements of Audinate Group Limited for the financial year ended 30 June 2018, I declare that to the best of my knowledge and belief, there have been no contraventions of:

- (i) the auditor independence requirements of the Corporations Act 2001 in relation to the audit; and
- (ii) any applicable code of professional conduct in relation to the audit.

Yours sincerely

*Deloitte Touche Tohmatsu*  
DELOITTE TOUCHE TOHMATSU

A handwritten signature in black ink, appearing to read "Joshua Tanchel".

Joshua Tanchel  
Partner  
Chartered Accountant

Liability limited by a scheme approved under Professional Standards Legislation.

Member of Deloitte Touche Tohmatsu Limited

# Consolidated statement of profit or loss and other comprehensive income

for the year ended 30 June 2018

	Note	Consolidated 2018 \$	2017 \$
<b>Revenue</b>			
Sales		19,653,493	15,062,845
Cost of goods sold		(5,011,451)	(3,802,226)
Gross margin		14,642,042	11,260,619
<b>Expenses</b>			
Employee expenses	5	(8,838,047)	(7,289,702)
Marketing expenses		(2,337,707)	(1,603,253)
Administration and other operating expenses		(2,907,355)	(1,584,124)
Depreciation and amortisation	5	(1,451,757)	(1,088,987)
Initial public offering expenses		-	(1,694,328)
Conversion of redeemable preference shares		-	(18,547,790)
Finance costs		-	(400)
Total expenses		(15,534,866)	(31,808,584)
<b>Operating loss</b>		(892,824)	(20,547,965)
Other income	6	157,257	152,551
<b>Loss before income tax (expense)/benefit</b>		(735,567)	(20,395,414)
Income tax (expense)/benefit	7	3,279,906	(47,974)
<b>Profit/(loss) after income tax (expense)/benefit for the year attributable to the owners of Audinate Group Limited</b>		2,544,339	(20,443,388)
<b>Other comprehensive income</b>			
<i>Items that may be reclassified subsequently to profit or loss</i>			
Foreign currency translation		(16,162)	(103,955)
Other comprehensive income for the year, net of tax		(16,162)	(103,955)
<b>Total comprehensive income for the year attributable to the owners of Audinate Group Limited</b>		2,528,177	(20,547,343)
		<b>Cents</b>	<b>Cents</b>
Basic earnings per share	8	4.20	(573.55)
Diluted earnings per share	8	3.96	(573.55)

The above consolidated statement of profit or loss and other comprehensive income should be read in conjunction with the accompanying notes

# Consolidated statement of financial position

as at 30 June 2018

	Note	Consolidated 2018 \$	2017 \$
<b>Assets</b>			
<b>Current assets</b>			
Cash and cash equivalents	9	13,631,026	18,694,193
Trade and other receivables	10	1,819,323	2,030,127
Receivable from issue of shares		-	4,062,354
Current tax asset	7	1,344,029	901,936
Inventories	11	1,224,814	767,015
Other assets	12	276,247	246,346
Total current assets		<u>18,295,439</u>	<u>26,701,971</u>
<b>Non-current assets</b>			
Property, plant and equipment	13	691,011	365,447
Intangibles	14	3,879,196	2,000,750
Deferred tax	7	1,874,195	-
Total non-current assets		<u>6,444,402</u>	<u>2,366,197</u>
<b>Total assets</b>		<u>24,739,841</u>	<u>29,068,168</u>
<b>Liabilities</b>			
<b>Current liabilities</b>			
Trade and other payables	15	2,165,151	2,557,814
Payable to selling shareholders		-	7,029,899
Income tax payable	7	22,742	34,216
Employee benefits		1,662,980	1,359,954
Provisions		72,633	33,285
Unearned revenue		133,689	163,705
Total current liabilities		<u>4,057,195</u>	<u>11,178,873</u>
<b>Non-current liabilities</b>			
Employee benefits		308,836	304,818
Total non-current liabilities		<u>308,836</u>	<u>304,818</u>
<b>Total liabilities</b>		<u>4,366,031</u>	<u>11,483,691</u>
<b>Net assets</b>		<u>20,373,810</u>	<u>17,584,477</u>
<b>Equity</b>			
Contributed capital	16	63,287,617	63,261,592
Reserves	17	521,535	302,566
Accumulated losses		<u>(43,435,342)</u>	<u>(45,979,681)</u>
<b>Total equity</b>		<u>20,373,810</u>	<u>17,584,477</u>

The above consolidated statement of financial position should be read in conjunction with the accompanying notes



# Consolidated statement of changes in equity

for the year ended 30 June 2018

**Audinate Group Limited**  
**Consolidated statement of changes in equity**  
**For the year ended 30 June 2018**



<b>Consolidated</b>	<b>Contributed capital \$</b>	<b>Reserves \$</b>	<b>Accumulated losses \$</b>	<b>Total equity \$</b>
Balance at 1 July 2016	29,392	243,672	(25,536,293)	(25,263,229)
Loss after income tax expense for the year	-	-	(20,443,388)	(20,443,388)
Other comprehensive income for the year, net of tax	-	(103,955)	-	(103,955)
Total comprehensive income for the year	-	(103,955)	(20,443,388)	(20,547,343)
<i>Transactions with owners in their capacity as owners:</i>				
Contributions of equity, net of transaction costs (note 16)	63,035,050	-	-	63,035,050
Share-based payments (note 29)	-	162,849	-	162,849
Issue of shares on exercise of options in Audinate Pty Limited	138,126	-	-	138,126
Issue of shares as employee share gift	59,024	-	-	59,024
Balance at 30 June 2017	<u>63,261,592</u>	<u>302,566</u>	<u>(45,979,681)</u>	<u>17,584,477</u>
	<b>Contributed capital \$</b>	<b>Reserves \$</b>	<b>Accumulated losses \$</b>	<b>Total equity \$</b>
Balance at 1 July 2017	63,261,592	302,566	(45,979,681)	17,584,477
Profit after income tax benefit for the year	-	-	2,544,339	2,544,339
Other comprehensive income for the year, net of tax	-	(16,162)	-	(16,162)
Total comprehensive income for the year	-	(16,162)	2,544,339	2,528,177
<i>Transactions with owners in their capacity as owners:</i>				
Share-based payments (note 29)	-	235,131	-	235,131
Issue of shares on exercise of options	43,512	-	-	43,512
Share issue costs	(17,487)	-	-	(17,487)
Balance at 30 June 2018	<u>63,287,617</u>	<u>521,535</u>	<u>(43,435,342)</u>	<u>20,373,810</u>

*The above consolidated statement of changes in equity should be read in conjunction with the accompanying notes*

# Consolidated statement of cash flows

## for the year ended 30 June 2018

	Note	Consolidated 2018 \$	2017 \$
<b>Cash flows from operating activities</b>			
Receipts from customers (inclusive of GST)		19,678,955	15,079,335
Payments to suppliers and employees (inclusive of GST)		(19,166,193)	(14,407,491)
Interest received		251,490	51,541
Interest and other finance costs paid		-	(1,562)
Research and development incentive received for research activities		334,210	598,975
Income taxes paid		(62,066)	(80,440)
Net cash from operating activities	27	<u>1,036,396</u>	<u>1,240,358</u>
<b>Cash flows from investing activities</b>			
Payments for property, plant and equipment		(627,030)	(138,903)
Payments for intangibles		(3,028,735)	(2,307,518)
Research and development incentive received for development activities		<u>680,000</u>	<u>580,955</u>
Net cash used in investing activities		<u>(2,975,765)</u>	<u>(1,865,466)</u>
<b>Cash flows from financing activities</b>			
Proceeds from issue of shares		4,086,341	16,987,866
Payments to selling shareholders		(7,029,899)	-
Share issue transaction costs		<u>(115,204)</u>	<u>(777,000)</u>
Net cash from/(used in) financing activities		<u>(3,058,762)</u>	<u>16,210,866</u>
Net increase/(decrease) in cash and cash equivalents		(4,998,131)	15,585,758
Cash and cash equivalents at the beginning of the financial year		18,694,193	3,108,435
Effects of exchange rate changes on cash and cash equivalents		<u>(65,036)</u>	<u>-</u>
Cash and cash equivalents at the end of the financial year	9	<u><u>13,631,026</u></u>	<u><u>18,694,193</u></u>

*The above consolidated statement of cash flows should be read in conjunction with the accompanying notes*

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 1. General information

The financial statements cover Audinate Group Limited ('Company' or 'parent entity') as a consolidated entity consisting of Audinate Group Limited and the entities it controlled (collectively referred to as the 'Group') at the end of, or during, the year. The financial statements are presented in Australian dollars, which is Audinate Group Limited's functional and presentation currency.

Audinate Group Limited is a listed public company limited by shares, incorporated and domiciled in Australia. Its registered office and principal place of business is:

Level 1, 458 Wattle Street  
Ultimo NSW 2007

A description of the nature of the Group's operations and its principal activities are included in the directors' report, which is not part of the financial statements.

The financial statements were authorised for issue, in accordance with a resolution of directors, on 24 August 2018. The directors have the power to amend and reissue the financial statements.

### Note 2. Significant accounting policies

The principal accounting policies adopted in the preparation of the financial statements are set out below. These policies have been consistently applied to all the years presented, unless otherwise stated.

#### New or amended Accounting Standards and Interpretations adopted

The Group has adopted all of the new and amended Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB') that are mandatory for the current reporting period. The adoption of these Accounting Standards and Interpretations did not have any significant impact on the financial performance or position of the Group.

Any new or amended Accounting Standards or Interpretations that are not yet mandatory have not been early adopted.

These general purpose financial statements have been prepared in accordance with Australian Accounting Standards and Interpretations issued by the Australian Accounting Standards Board ('AASB'), as appropriate for for-profit oriented entities. These financial statements also comply with International Financial Reporting Standards ('IFRS') as issued by the International Accounting Standards Board ('IASB').

#### Historical cost convention

The financial statements have been prepared under the historical cost convention.

#### Critical accounting estimates

The preparation of the financial statements requires the use of certain critical accounting estimates. It also requires management to exercise its judgement in the process of applying the Group's accounting policies. The areas involving a higher degree of judgement or complexity, or areas where assumptions and estimates are significant to the financial statements, are disclosed in note 3.

#### Parent entity information

These financial statements present the results of the Group only. Supplementary information about the parent entity is disclosed in note 28.

#### Principles of consolidation

The consolidated financial statements incorporate the assets and liabilities of all subsidiaries of Audinate Group Limited as at 30 June 2018 and the results of all subsidiaries for the year then ended.

Subsidiaries are all those entities over which the Group has control. The Group controls an entity when the Group is exposed to, or has rights to, variable returns from its involvement with the entity and has the ability to affect those returns through its power to direct the activities of the entity. Subsidiaries are fully consolidated from the date on which control is transferred to the Group. They are de-consolidated from the date that control ceases.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 2. Significant accounting policies (continued)

Intercompany transactions, balances and unrealised gains on transactions between entities in the Group are eliminated. Unrealised losses are also eliminated unless the transaction provides evidence of the impairment of the asset transferred. Accounting policies of subsidiaries have been changed where necessary to ensure consistency with the policies adopted by the Group.

The acquisition of subsidiaries is accounted for using the acquisition method of accounting. A change in ownership interest, without the loss of control, is accounted for as an equity transaction, where the difference between the consideration transferred and the book value of the share of the non-controlling interest acquired is recognised directly in equity attributable to the parent.

Where the Group loses control over a subsidiary, it derecognises the assets including goodwill, liabilities and non-controlling interest in the subsidiary together with any cumulative translation differences recognised in equity. The Group recognises the fair value of the consideration received and the fair value of any investment retained together with any gain or loss in profit or loss.

#### Operating segments

Operating segments are presented using the 'management approach', where the information presented is on the same basis as the internal reports provided to the Chief Operating Decision Makers ('CODM'). The CODM is responsible for the allocation of resources to operating segments and assessing their performance.

#### Foreign currency translation

The financial statements are presented in Australian dollars, which is Audinate Group Limited's functional and presentation currency.

#### Foreign currency transactions

Foreign currency transactions are translated into Australian dollars using the exchange rates prevailing at the dates of the transactions. Foreign exchange gains and losses resulting from the settlement of such transactions and from the translation at financial year-end exchange rates of monetary assets and liabilities denominated in foreign currencies are recognised in profit or loss.

#### Foreign operations

The assets and liabilities of foreign operations are translated into Australian dollars using the exchange rates at the reporting date. The revenues and expenses of foreign operations are translated into Australian dollars using the average exchange rates, which approximate the rates at the dates of the transactions, for the period. All resulting foreign exchange differences are recognised in other comprehensive income through the foreign currency reserve in equity.

The foreign currency reserve is recognised in profit or loss when the foreign operation or net investment is disposed.

#### Revenue recognition

Revenue is recognised when it is probable that the economic benefit will flow to the Group and the revenue can be reliably measured. Revenue is measured at the fair value of the consideration received or receivable.

#### Sales revenue

Sales revenue includes sale of goods and licence fee revenue.

Sale of goods revenue is recognised at the point of sale, when the risks and rewards are transferred to the customer and there is a valid sales contract. Amounts disclosed as revenue are net of sales returns and trade discounts.

Revenue from licence fees, on software sales, is recognised on the transferring of significant risk and rewards of the software which normally occurs when the customer has access to the software.

Unearned revenue represents amounts received from customers in advance of the services to be provided. Typically this relates to discreet maintenance contracts or the maintenance element of a bundled customer contract. They are recognised as unearned revenue in the statement of financial position and transferred to profit or loss when the support and maintenance services have been provided.

## Note 2. Significant accounting policies (continued)

### *Government grants including research and development incentives*

Government grants and the research and development incentives are recognised when there is reasonable assurance that the entity will comply with the conditions attaching to them and the grants will be received. Government grants are recognised in profit or loss on a systematic basis over the periods in which the entity recognises as expenses the related costs for which the grants are intended to compensate.

In the prior year the incentive receivable was apportioned between other income and the development asset based on the split of expenditure in the claim, in accordance with the requirements of AASB 120 'Accounting for Government Grants and Disclosure of Government Assistance'. Upon entering into a tax consolidated group Audinate recognised the incentive through profit or loss as an income tax benefit in accordance with AASB 112 'Income Taxes'.

### *Interest*

Interest revenue is recognised as interest accrues using the effective interest method. This is a method of calculating the amortised cost of a financial asset and allocating the interest income over the relevant period using the effective interest rate, which is the rate that exactly discounts estimated future cash receipts through the expected life of the financial asset to the net carrying amount of the financial asset.

### *Other revenue*

Other revenue is recognised when it is received or when the right to receive payment is established.

### **Income tax**

The income tax expense or benefit for the period is the tax payable on that period's taxable income based on the applicable income tax rate for each jurisdiction, adjusted by the changes in deferred tax assets and liabilities attributable to temporary differences, unused tax losses and the adjustment recognised for prior periods, where applicable.

Deferred tax assets and liabilities are recognised for temporary differences at the tax rates expected to be applied when the assets are recovered or liabilities are settled, based on those tax rates that are enacted or substantively enacted, except for:

- when the deferred income tax asset or liability arises from the initial recognition of goodwill or an asset or liability in a transaction that is not a business combination and that, at the time of the transaction, affects neither the accounting nor taxable profits; or
- when the taxable temporary difference is associated with interests in subsidiaries, associates or joint ventures, and the timing of the reversal can be controlled and it is probable that the temporary difference will not reverse in the foreseeable future.

Deferred tax assets are recognised for deductible temporary differences and unused tax losses only if it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

The carrying amount of recognised and unrecognised deferred tax assets are reviewed at each reporting date. Deferred tax assets recognised are reduced to the extent that it is no longer probable that future taxable profits will be available for the carrying amount to be recovered. Previously unrecognised deferred tax assets are recognised to the extent that it is probable that there are future taxable profits available to recover the asset.

Deferred tax assets and liabilities are offset only where there is a legally enforceable right to offset current tax assets against current tax liabilities and deferred tax assets against deferred tax liabilities; and they relate to the same taxable authority on either the same taxable entity or different taxable entities which intend to settle simultaneously.

During the financial year, Audinate Group Limited (the 'head entity') and its wholly-owned Australian subsidiaries formed an income tax consolidated group under the tax consolidation regime, which has resulted in a deferred tax asset being recognised.

The head entity and each subsidiary in the tax consolidated group continue to account for their own current and deferred tax amounts. The tax consolidated group has applied the 'separate taxpayer within group' approach in determining the appropriate amount of taxes to allocate to members of the tax consolidated group.

In addition to its own current and deferred tax amounts, the head entity also recognises the current tax liabilities (or assets) and the deferred tax assets arising from unused tax losses and unused tax credits assumed from each subsidiary in the tax consolidated group.



# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 2. Significant accounting policies (continued)

Assets or liabilities arising under tax funding agreements with the tax consolidated entities are recognised as amounts receivable from or payable to other entities in the tax consolidated group. The tax funding arrangement ensures that the intercompany charge equals the current tax liability or benefit of each tax consolidated group member, resulting in neither a contribution by the head entity to the subsidiaries nor a distribution by the subsidiaries to the head entity.

#### Current and non-current classification

Assets and liabilities are presented in the statement of financial position based on current and non-current classification.

An asset is classified as current when: it is either expected to be realised or intended to be sold or consumed in the Group's normal operating cycle; it is held primarily for the purpose of trading; it is expected to be realised within 12 months after the reporting period; or the asset is cash or cash equivalent unless restricted from being exchanged or used to settle a liability for at least 12 months after the reporting period. All other assets are classified as non-current.

A liability is classified as current when: it is either expected to be settled in the Group's normal operating cycle; it is held primarily for the purpose of trading; it is due to be settled within 12 months after the reporting period; or there is no unconditional right to defer the settlement of the liability for at least 12 months after the reporting period. All other liabilities are classified as non-current.

Deferred tax assets and liabilities are always classified as non-current.

#### Cash and cash equivalents

Cash and cash equivalents includes cash on hand, deposits held at call with financial institutions, other short-term, highly liquid investments with original maturities of three months or less that are readily convertible to known amounts of cash and which are subject to an insignificant risk of changes in value.

#### Trade and other receivables

Trade receivables are initially recognised at fair value and subsequently measured at amortised cost using the effective interest method, less any provision for impairment. Trade receivables are generally due for settlement within 30 days.

Collectability of trade receivables is reviewed on an ongoing basis. Debts which are known to be uncollectable are written off by reducing the carrying amount directly. A provision for impairment of trade receivables is raised when there is objective evidence that the Group will not be able to collect all amounts due according to the original terms of the receivables. Significant financial difficulties of the debtor, probability that the debtor will enter bankruptcy or financial reorganisation and default or delinquency in payments (more than 90 days overdue) are considered indicators that the trade receivable may be impaired. The amount of the impairment allowance is the difference between the asset's carrying amount and the present value of estimated future cash flows, discounted at the original effective interest rate. Cash flows relating to short-term receivables are not discounted if the effect of discounting is immaterial.

Other receivables are recognised at amortised cost, less any provision for impairment.

#### Inventories

Raw materials and finished goods are stated at the lower of cost and net realisable value on a 'weighted average cost' basis. Cost comprises of direct materials and delivery costs, direct labour, import duties and other taxes, an appropriate proportion of variable and fixed overhead expenditure based on normal operating capacity, and, where applicable, transfers from cash flow hedging reserves in equity. Costs of purchased inventory are determined after deducting rebates and discounts received or receivable.

Net realisable value is the estimated selling price in the ordinary course of business less the estimated costs of completion and the estimated costs necessary to make the sale.

#### Property, plant and equipment

Plant and equipment is stated at historical cost less accumulated depreciation and impairment. Historical cost includes expenditure that is directly attributable to the acquisition of the items.

## Note 2. Significant accounting policies (continued)

Depreciation is calculated on a straight-line basis to write off the net cost of each item of property, plant and equipment over their expected useful lives as follows:

Leasehold improvements	Lease term
Furniture and fittings	4 - 10 years
Computer and engineering equipment	1 - 10 years

The residual values, useful lives and depreciation methods are reviewed, and adjusted if appropriate, at each reporting date.

An item of property, plant and equipment is derecognised upon disposal or when there is no future economic benefit to the Group. Gains and losses between the carrying amount and the disposal proceeds are taken to profit or loss.

### Leases

The determination of whether an arrangement is or contains a lease is based on the substance of the arrangement and requires an assessment of whether the fulfilment of the arrangement is dependent on the use of a specific asset or assets and the arrangement conveys a right to use the asset.

A distinction is made between finance leases, which effectively transfer from the lessor to the lessee substantially all the risks and benefits incidental to the ownership of leased assets, and operating leases, under which the lessor effectively retains substantially all such risks and benefits.

Operating lease payments, net of any incentives received from the lessor, are charged to profit or loss on a straight-line basis over the term of the lease.

### Intangible assets

Intangible assets are initially recognised at cost. Indefinite life intangible assets are not amortised and are subsequently measured at cost less any impairment. Finite life intangible assets are subsequently measured at cost less amortisation and any impairment. The gains or losses recognised in profit or loss arising from the derecognition of intangible assets are measured as the difference between net disposal proceeds and the carrying amount of the intangible asset. The method of amortisation and useful lives of finite life intangible assets are reviewed annually. Changes in the expected pattern of consumption or useful life are accounted for prospectively by changing the amortisation method or period.

#### *Research and development*

Research costs are expensed in the period in which they are incurred. Development costs are capitalised when it is probable that the project will be a success considering its commercial and technical feasibility; the Group is able to use or sell the asset; the Group has sufficient resources; and intent to complete the development and its costs can be measured reliably. Capitalised development costs are amortised, commencing from the time the asset's development reaches the condition necessary for it to be capable of operating in the manner intended by management. Amortisation is calculated on a straight-line basis over the period of their expected benefit, being their finite useful life of three years.

#### *Other intellectual property with an indefinite useful life*

Significant costs associated with intellectual property are deferred and not amortised. Intellectual property has an indefinite life and is tested for impairment annually. The assessment of indefinite life is reviewed annually to determine whether the indefinite life continues to be supportable. If not, the change in useful life from indefinite to finite is made on a prospective basis.

#### *Software*

Significant costs associated with software are deferred and amortised on a straight-line basis over the period of their expected benefit, being their finite life of 3-5 years.

### Impairment of non-financial assets

Non-financial assets are reviewed for impairment whenever events or changes in circumstances indicate that the carrying amount may not be recoverable. An impairment loss is recognised for the amount by which the asset's carrying amount exceeds its recoverable amount.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 2. Significant accounting policies (continued)

Recoverable amount is the higher of an asset's fair value less costs of disposal and value-in-use. The value-in-use is the present value of the estimated future cash flows relating to the asset using a pre-tax discount rate specific to the asset or cash-generating unit to which the asset belongs. Assets that do not have independent cash flows are grouped together to form a cash-generating unit.

#### Trade and other payables

These amounts represent liabilities for goods and services provided to the Group prior to the end of the financial year and which are unpaid. Due to their short-term nature they are measured at amortised cost and are not discounted. The amounts are unsecured and are usually paid within 30 days of recognition.

#### Redeemable preference shares

Preference shares which are redeemable at the option of the noteholder are classified as a liability in the statement of financial position. Due to the operability of the anti-dilution clauses in the preference shareholder agreements, the preference shares are considered to include a derivative liability. As such the preference shares are considered to represent a liability with an equity conversion option derivative with the entire instrument being accounted for at fair value through profit or loss.

#### Provisions

Provisions are recognised when the Group has a present (legal or constructive) obligation as a result of a past event, it is probable the Group will be required to settle the obligation, and a reliable estimate can be made of the amount of the obligation. The amount recognised as a provision is the best estimate of the consideration required to settle the present obligation at the reporting date, taking into account the risks and uncertainties surrounding the obligation. If the time value of money is material, provisions are discounted using a current pre-tax rate specific to the liability. The increase in the provision resulting from the passage of time is recognised as a finance cost.

#### Employee benefits

##### *Short-term employee benefits*

Liabilities for wages and salaries, including non-monetary benefits, annual leave and long service leave expected to be settled wholly within 12 months of the reporting date are measured at the amounts expected to be paid when the liabilities are settled.

##### *Other long-term employee benefits*

The liability for annual leave and long service leave not expected to be settled within 12 months of the reporting date are measured at the present value of expected future payments to be made in respect of services provided by employees up to the reporting date. Consideration is given to expected future wage and salary levels, experience of employee departures and periods of service. Expected future payments are discounted using market yields at the reporting date on high quality corporate bonds with terms to maturity and currency that match, as closely as possible, the estimated future cash outflows.

##### *Defined contribution plans*

A defined contribution plan is a post-employment benefit plan under which an entity pays fixed contributions into a separate entity and will have no legal or constructive obligation to pay further amounts. Obligations for contributions to defined contribution plans are recognised as an employee related cost in profit or loss when they are due.

##### *Share-based payments*

Equity-settled transactions are awards of shares, or options over shares, that are provided to employees in exchange for the rendering of services.

The cost of equity-settled transactions are measured at fair value on grant date. Fair value is determined using either the Binomial or Black-Scholes option pricing model that takes into account the exercise price, the term of the option, the impact of dilution, the share price at grant date and expected price volatility of the underlying share, the expected dividend yield and the risk free interest rate for the term of the option, together with non-vesting conditions that do not determine whether the Group receives the services that entitle the employees to receive payment. No account is taken of any other vesting conditions.

## Note 2. Significant accounting policies (continued)

The cost of equity-settled transactions are recognised as an expense with a corresponding increase in equity over the vesting period. The cumulative charge to profit or loss is calculated based on the grant date fair value of the award, the best estimate of the number of awards that are likely to vest and the expired portion of the vesting period. The amount recognised in profit or loss for the period is the cumulative amount calculated at each reporting date less amounts already recognised in previous periods.

Market conditions are taken into consideration in determining fair value. Therefore any awards subject to market conditions are considered to vest irrespective of whether or not that market condition has been met, provided all other conditions are satisfied.

If equity-settled awards are modified, as a minimum an expense is recognised as if the modification has not been made. An additional expense is recognised, over the remaining vesting period, for any modification that increases the total fair value of the share-based compensation benefit as at the date of modification.

If the non-vesting condition is within the control of the Group or employee, the failure to satisfy the condition is treated as a cancellation. If the condition is not within the control of the Group or employee and is not satisfied during the vesting period, any remaining expense for the award is recognised over the remaining vesting period, unless the award is forfeited.

If equity-settled awards are cancelled, it is treated as if it has vested on the date of cancellation, and any remaining expense is recognised immediately. If a new replacement award is substituted for the cancelled award, the cancelled and new award is treated as if they were a modification.

### Fair value measurement

When an asset or liability, financial or non-financial, is measured at fair value for recognition or disclosure purposes, the fair value is based on the price that would be received to sell an asset or paid to transfer a liability in an orderly transaction between market participants at the measurement date; and assumes that the transaction will take place either: in the principal market; or in the absence of a principal market, in the most advantageous market.

Fair value is measured using the assumptions that market participants would use when pricing the asset or liability, assuming they act in their economic best interests. For non-financial assets, the fair value measurement is based on its highest and best use. Valuation techniques that are appropriate in the circumstances and for which sufficient data is available to measure fair value, are used, maximising the use of relevant observable inputs and minimising the use of unobservable inputs.

Assets and liabilities measured at fair value are classified, into three levels, using a fair value hierarchy that reflects the significance of the inputs used in making the measurements. Classifications are reviewed at each reporting date and transfers between levels are determined based on a reassessment of the lowest level of input that is significant to the fair value measurement.

For recurring and non-recurring fair value measurements, external valuers may be used when internal expertise is either not available or when the valuation is deemed to be significant. External valuers are selected based on market knowledge and reputation. Where there is a significant change in fair value of an asset or liability from one period to another, an analysis is undertaken, which includes a verification of the major inputs applied in the latest valuation and a comparison, where applicable, with external sources of data.

### Issued capital

Ordinary shares are classified as equity.

Incremental costs directly attributable to the issue of new shares or options are shown in equity as a deduction, net of tax, from the proceeds.

### Earnings per share

#### *Basic earnings per share*

Basic earnings per share is calculated by dividing the profit attributable to the owners of Audinate Group Limited, excluding any costs of servicing equity other than ordinary shares, by the weighted average number of ordinary shares outstanding during the financial year, adjusted for bonus elements in ordinary shares issued during the financial year.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 2. Significant accounting policies (continued)

#### *Diluted earnings per share*

Diluted earnings per share adjusts the figures used in the determination of basic earnings per share to take into account the after income tax effect of interest and other financing costs associated with dilutive potential ordinary shares and the weighted average number of shares assumed to have been issued for no consideration in relation to dilutive potential ordinary shares.

#### **Goods and Services Tax ('GST') and other similar taxes**

Revenues, expenses and assets are recognised net of the amount of associated GST, unless the GST incurred is not recoverable from the tax authority. In this case it is recognised as part of the cost of the acquisition of the asset or as part of the expense.

Receivables and payables are stated inclusive of the amount of GST receivable or payable. The net amount of GST recoverable from, or payable to, the tax authority is included in other receivables or other payables in the statement of financial position.

Cash flows are presented on a gross basis. The GST components of cash flows arising from investing or financing activities which are recoverable from, or payable to the tax authority, are presented as operating cash flows.

Commitments and contingencies are disclosed net of the amount of GST recoverable from, or payable to, the tax authority.

#### **New Accounting Standards and Interpretations not yet mandatory or early adopted**

Australian Accounting Standards and Interpretations that have recently been issued or amended but are not yet mandatory, have not been early adopted by the Group for the annual reporting period ended 30 June 2018. The Group's assessment of the impact of these new or amended Accounting Standards and Interpretations, most relevant to the Group, are set out below.

#### *AASB 9 Financial Instruments*

This standard is applicable to annual reporting periods beginning on or after 1 January 2018. The standard replaces all previous versions of AASB 9 and completes the project to replace AASB 139 'Financial Instruments: Recognition and Measurement'. AASB 9 introduces new classification and measurement models for financial assets. A financial asset shall be measured at amortised cost, if it is held within a business model whose objective is to hold assets in order to collect contractual cash flows, which arise on specified dates and solely principal and interest. All other financial instrument assets are to be classified and measured at fair value through profit or loss unless the entity makes an irrevocable election on initial recognition to present gains and losses on equity instruments (that are not held-for-trading) in other comprehensive income ('OCI'). For financial liabilities, the standard requires the portion of the change in fair value that relates to the entity's own credit risk to be presented in OCI (unless it would create an accounting mismatch). New simpler hedge accounting requirements are intended to more closely align the accounting treatment with the risk management activities of the entity. New impairment requirements will use an 'expected credit loss' ('ECL') model to recognise an allowance. Impairment will be measured under a 12-month ECL method unless the credit risk on a financial instrument has increased significantly since initial recognition in which case the lifetime ECL method is adopted. The standard introduces additional new disclosures. The Group will adopt this standard from 1 July 2018. It is not expected to significantly impact the financial statements on the basis that the main financial assets recognised represent cash and cash equivalent and trade receivables that do not carry a significant financing component and involve a single cash flow representing the repayment of principal, which in the case of trade receivables is the transaction price. Both asset classes will continue to be measured at face value. Other financial asset classes are not material to the Group. Financial liabilities of the Group are not impacted as the Group does not carry them at fair value, and the impact of its adoption will be minimal.



## Note 2. Significant accounting policies (continued)

### *AASB 15 Revenue from Contracts with Customers*

This standard is applicable to annual reporting periods beginning on or after 1 January 2018. The standard provides a single standard for revenue recognition. The core principle of the standard is that an entity will recognise revenue to depict the transfer of promised goods or services to customers in an amount that reflects the consideration to which the entity expects to be entitled in exchange for those goods or services. The standard will require: contracts (either written, verbal or implied) to be identified, together with the separate performance obligations within the contract; determine the transaction price, adjusted for the time value of money excluding credit risk; allocation of the transaction price to the separate performance obligations on a basis of relative stand-alone selling price of each distinct good or service, or estimation approach if no distinct observable prices exist; and recognition of revenue when each performance obligation is satisfied. Credit risk will be presented separately as an expense rather than adjusted to revenue. For goods, the performance obligation would be satisfied when the customer obtains control of the goods. For services, the performance obligation is satisfied when the service has been provided, typically for promises to transfer services to customers. For performance obligations satisfied over time, an entity would select an appropriate measure of progress to determine how much revenue should be recognised as the performance obligation is satisfied. Contracts with customers will be presented in an entity's statement of financial position as a contract liability, a contract asset, or a receivable, depending on the relationship between the entity's performance and the customer's payment. Sufficient quantitative and qualitative disclosure is required to enable users to understand the contracts with customers; the significant judgements made in applying the guidance to those contracts; and any assets recognised from the costs to obtain or fulfil a contract with a customer. The Group will adopt this standard from 1 July 2018. It is not expected to significantly impact the financial statements on the basis that most of the Group's revenue is recognised at the time of transfer of goods and services to customer which represents the satisfaction of the primary performance obligation. Revenue related to maintenance performance obligations is already deferred and amortised over the service period.

### *AASB 16 Leases*

This standard is applicable to annual reporting periods beginning on or after 1 January 2019. The standard replaces AASB 117 'Leases' and for lessees will eliminate the classifications of operating leases and finance leases. Subject to exceptions, a 'right-of-use' asset will be capitalised in the statement of financial position, measured at the present value of the unavoidable future lease payments to be made over the lease term. The exceptions relate to short-term leases of 12 months or less and leases of low-value assets (such as personal computers and small office furniture) where an accounting policy choice exists whereby either a 'right-of-use' asset is recognised or lease payments are expensed to profit or loss as incurred. A liability corresponding to the capitalised lease will also be recognised, adjusted for lease prepayments, lease incentives received, initial direct costs incurred and an estimate of any future restoration, removal or dismantling costs. Straight-line operating lease expense recognition will be replaced with a depreciation charge for the leased asset (included in operating costs) and an interest expense on the recognised lease liability (included in finance costs). In the earlier periods of the lease, the expenses associated with the lease under AASB 16 will be higher when compared to lease expenses under AASB 117. However EBITDA (Earnings Before Interest, Tax, Depreciation and Amortisation) results will be improved as the operating expense is replaced by interest expense and depreciation in profit or loss under AASB 16. For classification within the statement of cash flows, the lease payments will be separated into both a principal (financing activities) and interest (either operating or financing activities) component. For lessor accounting, the standard does not substantially change how a lessor accounts for leases. Had the standard been adopted from 1 July 2017, and using the transitional rules available, the Group would have recognised a lease liability, being the present value of the lease commitments as disclosed in note 23 discounted using the Group's incremental borrowing rate, with a corresponding increase in property, plant and equipment. However, the Group will adopt this standard from 1 July 2019 and the actual impact will depend on the operating lease assets held by the Group as at 1 July 2019 and the transitional elections made at that time.

### *IASB revised Conceptual Framework for Financial Reporting*

The revised Conceptual Framework has been issued by the International Accounting Standards Board ('IASB'), but the Australian equivalent has yet to be published. The revised framework is applicable for annual reporting periods beginning on or after 1 January 2020 and the application of the new definition and recognition criteria may result in future amendments to several accounting standards. Furthermore, entities who rely on the conceptual framework in determining their accounting policies for transactions, events or conditions that are not otherwise dealt with under Australian Accounting Standards may need to revisit such policies. The Group will apply the revised conceptual framework from 1 July 2020 and is yet to assess its impact.

### *Other amending accounting standards*

Other amending accounting standards issued are not considered to have a significant impact on the financial statements of the Group as their amendments provide either clarification of existing accounting treatment or editorial amendments.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 3. Critical accounting judgements, estimates and assumptions

The preparation of the financial statements requires management to make judgements, estimates and assumptions that affect the reported amounts in the financial statements. Management continually evaluates its judgements and estimates in relation to assets, liabilities, contingent liabilities, revenue and expenses. Management bases its judgements, estimates and assumptions on historical experience and on other various factors, including expectations of future events, management believes to be reasonable under the circumstances. The resulting accounting judgements and estimates will seldom equal the related actual results. The judgements, estimates and assumptions that have a significant risk of causing a material adjustment to the carrying amounts of assets and liabilities (refer to the respective notes) within the next financial year are discussed below.

#### *Share-based payment transactions*

The Group measures the cost of equity-settled transactions with employees by reference to the fair value of the equity instruments at the date at which they are granted. The fair value is determined by using either the Binomial or Black-Scholes model taking into account the terms and conditions upon which the instruments were granted. The accounting estimates and assumptions relating to equity-settled share-based payments would have no impact on the carrying amounts of assets and liabilities within the next annual reporting period but may impact profit or loss and equity.

#### *Income tax*

The Group is subject to income taxes in the jurisdictions in which it operates. Significant judgement is required in determining the provision for income tax. There are many transactions and calculations undertaken during the ordinary course of business for which the ultimate tax determination is uncertain. The Group recognises liabilities for anticipated tax audit issues based on the Group's current understanding of the tax law. Where the final tax outcome of these matters is different from the carrying amounts, such differences will impact the current and deferred tax provisions in the period in which such determination is made.

#### *Recovery of deferred tax assets*

Deferred tax assets are recognised for deductible temporary differences only if the Group considers it is probable that future taxable amounts will be available to utilise those temporary differences and losses.

#### *Useful life of capitalised development costs*

The Group regularly considers the useful life of development costs, which is currently estimated to be three years. In determining the appropriate useful life for these assets a range of factors are taken into account including the specific nature of the asset created, risk of technical obsolescence, business performance and market conditions. To the extent that there is a change to the useful life of these assets (not related to impairment) the amortisation charge is changed prospectively.

### Note 4. Operating segments

#### *Identification of reportable operating segments*

The Group operates in one segment, based on the internal reports that are reviewed and used by the Board of Directors (who are identified as the Chief Operating Decision Makers ('CODM')) in assessing performance and in determining the allocation of resources.

As a result, the operating segment information is as disclosed in the statements and notes to the financial statements throughout the report.

#### *Major customers*

Most of the Group's major customers are multinational companies that Audinate may transact with in multiple countries. Due to the corporate structure of the Group this revenue is accounted for by Audinate Pty Limited in Australia. The top ten customers represent approximately 50% (2017: 52%) of the Group's revenue during the year ended 30 June 2018 and of that amount the largest customer represents approximately 15% (2017: 23%) of the Group's revenue.

#### Note 4. Operating segments (continued)

##### Geographical information

	Sales to external customers		Geographical non-current assets	
	2018 \$	2017 \$	2018 \$	2017 \$
Australia	19,566,426	14,939,667	6,299,814	2,275,099
United Kingdom	-	-	17,267	12,098
Hong Kong	-	-	1,016	1,671
United States of America	87,067	123,178	126,305	77,329
	<u>19,653,493</u>	<u>15,062,845</u>	<u>6,444,402</u>	<u>2,366,197</u>

The majority of the Group's revenue is generated from sales contracts between Audinate Pty Limited and a range of international companies. The geographic split of this revenue is: a) Americas 40% (2017: 38%); b) Asia 24% (2017: 33%); and c) Europe and Middle East 36% (2017:29%). Occasionally the international offices may generate some revenue related to marketing activities.

#### Note 5. Expenses

	Consolidated 2018 \$	2017 \$
Loss before income tax includes the following specific expenses:		
<i>Depreciation and amortisation</i>		
Depreciation of property, plant and equipment	130,229	103,326
Amortisation of intangibles	<u>1,321,528</u>	<u>985,661</u>
Total depreciation and amortisation	<u>1,451,757</u>	<u>1,088,987</u>
<i>Rental expense relating to operating leases</i>		
Minimum lease payments	<u>364,157</u>	<u>366,287</u>
<i>Employee benefit expenses</i>		
Salaries and wages	7,190,559	6,162,134
Superannuation	508,201	428,203
Share-based payments	235,131	67,443
Other costs	<u>904,156</u>	<u>631,922</u>
Total employee benefit expenses	<u>8,838,047</u>	<u>7,289,702</u>

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 6. Other income

	Consolidated 2018 \$	2017 \$
Net foreign exchange loss	(70,028)	(219,972)
Research and development incentive	-	320,982
Interest revenue	227,285	51,541
	<u>157,257</u>	<u>152,551</u>

For the year ended 30 June 2018 the research and development incentive was accounted for as an income tax benefit as explained in note 2 under the section headed 'Government grants including research and development incentives'.

### Note 7. Income tax

The Group incurs an income tax expense in its overseas subsidiaries relating to the net taxable profit generated on services provided to the Group.

	Consolidated 2018 \$	2017 \$
<i>Income tax expense/(benefit)</i>		
Current tax	(1,300,121)	47,974
Deferred tax - origination and reversal of temporary differences	473,310	-
Prior period adjustment	(105,590)	-
Adjustment recognised on tax consolidation	(2,443,181)	-
Adjustment recognised on tax consolidation - impact of change of tax rate	(117,733)	-
Adjustment recognised on tax consolidation - impact of change of tax rate on DTA	213,409	-
Aggregate income tax expense/(benefit)	<u>(3,279,906)</u>	<u>47,974</u>
<i>Numerical reconciliation of income tax expense/(benefit) and tax at the statutory rate</i>		
Loss before income tax (expense)/benefit	(735,567)	(20,395,414)
Tax at the statutory tax rate of 27.5% (2017: 30%)	(202,281)	(6,118,624)
Tax effect amounts which are not deductible/(taxable) in calculating taxable income:		
Conversion of redeemable preference shares	-	5,564,337
Amortisation of development costs (pre 30 June 2017)	111,416	-
Expenditure claimed for research and development incentive	556,670	993,063
Other non-assessable items	(122,653)	526,265
Utilisation of prior period losses	-	(376,373)
Reduction in current period research and development incentive	-	(540,694)
Non-deductible expenses	68,476	-
Research and development incentive benefit	(1,344,029)	-
	<u>(932,401)</u>	<u>47,974</u>
Adjustment recognised on tax consolidation	(2,443,181)	-
Adjustment recognised on tax consolidation - impact of change of tax rate	(117,733)	-
Adjustment recognised on tax consolidation - impact of change of tax rate on DTA	213,409	-
Income tax expense/(benefit)	<u>(3,279,906)</u>	<u>47,974</u>

## Note 7. Income tax (continued)

	Consolidated 2018 \$	2017 \$
<i>Deferred tax asset</i>		
Net deferred tax asset comprises temporary differences attributable to:		
Intangible assets	1,693,897	-
Employee liabilities	395,233	-
Blackhole expenditure	258,966	-
Accrued expenses	73,724	-
Other	27,283	-
Provisions	19,187	-
Prepayments	(1,467)	-
Depreciation - ACA adjustment	(38,135)	-
Development costs	(554,493)	-
Deferred tax asset	<u>1,874,195</u>	<u>-</u>

During the year, Audinate Group Limited (the 'head entity') and its wholly-owned Australian subsidiaries formed an income tax consolidated group under the tax consolidation regime, which has resulted in a deferred tax asset being recognised.

	Consolidated 2018 \$	2017 \$
<i>Current tax asset</i>		
Current tax asset	<u>1,344,029</u>	<u>901,936</u>

Current tax asset represents an estimate of the amount receivable from the Australian Tax Office inclusive of the research and development incentive.

	Consolidated 2018 \$	2017 \$
<i>Income tax payable</i>		
Income tax payable	<u>22,742</u>	<u>34,216</u>

## Note 8. Earnings per share

	Consolidated 2018 \$	2017 \$
Profit/(loss) after income tax attributable to the owners of Audinate Group Limited	<u>2,544,339</u>	<u>(20,443,388)</u>
	Number	Number
Weighted average number of ordinary shares used in calculating basic earnings per share	60,598,965	3,564,389
Adjustments for calculation of diluted earnings per share:		
Options over ordinary shares	1,627,891	-
Performance rights	1,995,000	-
Weighted average number of ordinary shares used in calculating diluted earnings per share	<u>64,221,856</u>	<u>3,564,389</u>



# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 8. Earnings per share (continued)

	Cents	Cents
Basic earnings per share	4.20	(573.55)
Diluted earnings per share	3.96	(573.55)

At 30 June 2018, there were no (2017: 3,265,042) options over ordinary shares excluded from the calculation of the weighted average number of ordinary shares used in calculating diluted earnings per share due to being anti-dilutive.

### Note 9. Current assets - cash and cash equivalents

	Consolidated 2018 \$	Consolidated 2017 \$
Cash at bank	1,810,453	17,138,351
Cash on deposit	11,820,573	1,555,842
	<u>13,631,026</u>	<u>18,694,193</u>

### Note 10. Current assets - trade and other receivables

	Consolidated 2018 \$	Consolidated 2017 \$
Trade receivables	1,738,464	1,717,594
Other receivables	80,859	312,533
	<u>1,819,323</u>	<u>2,030,127</u>

#### Past due but not impaired

Customers with balances past due but without provision for impairment of receivables amount to \$34,464 as at 30 June 2018 (\$16,320 as at 30 June 2017).

The Group did not consider a credit risk on the aggregate balances after reviewing the credit terms of customers based on recent collection practices.

The ageing of the past due but not impaired receivables are as follows:

	Consolidated 2018 \$	Consolidated 2017 \$
3 to 6 months overdue	<u>34,464</u>	<u>16,320</u>

### Note 11. Current assets - inventories

	Consolidated 2018 \$	Consolidated 2017 \$
Raw materials - at cost	364,181	345,456
Finished goods - at cost	860,633	421,559
	<u>1,224,814</u>	<u>767,015</u>

## Note 12. Current assets - other assets

	Consolidated 2018 \$	Consolidated 2017 \$
Prepayments	170,448	140,940
Deposits	105,799	105,406
	<u>276,247</u>	<u>246,346</u>

## Note 13. Non-current assets - property, plant and equipment

	Consolidated 2018 \$	Consolidated 2017 \$
Leasehold improvements - at cost	192,291	175,711
Less: Accumulated depreciation	(87,645)	(55,118)
	<u>104,646</u>	<u>120,593</u>
Furniture and fittings - at cost	76,864	67,385
Less: Accumulated depreciation	(22,351)	(18,402)
	<u>54,513</u>	<u>48,983</u>
Computer and equipment - at cost	1,039,273	607,872
Less: Accumulated depreciation	(507,421)	(412,001)
	<u>531,852</u>	<u>195,871</u>
	<u>691,011</u>	<u>365,447</u>

### Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Leasehold improvements \$	Furniture and fittings \$	Computer and equipment \$	Total \$
Balance at 1 July 2016	105,687	15,950	201,909	323,546
Additions	40,065	35,882	69,280	145,227
Depreciation expense	(25,159)	(2,849)	(75,318)	(103,326)
Balance at 30 June 2017	120,593	48,983	195,871	365,447
Additions	16,580	9,377	429,836	455,793
Depreciation expense	(32,527)	(3,847)	(93,855)	(130,229)
Balance at 30 June 2018	<u>104,646</u>	<u>54,513</u>	<u>531,852</u>	<u>691,011</u>

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 14. Non-current assets - intangibles

	Consolidated 2018 \$	2017 \$
Development costs	6,685,734	3,762,932
Less: Accumulated amortisation	<u>(3,171,819)</u>	<u>(1,860,206)</u>
	3,513,915	1,902,726
Intellectual property	259,917	116,860
Less: Accumulated amortisation	<u>(65,875)</u>	<u>(18,836)</u>
	194,042	98,024
Software - at cost	171,239	-
	<u>3,879,196</u>	<u>2,000,750</u>

#### Reconciliations

Reconciliations of the written down values at the beginning and end of the current and previous financial year are set out below:

Consolidated	Development costs \$	Intellectual property \$	Software \$	Total \$
Balance at 1 July 2016	1,265,022	3,846	-	1,268,868
Additions*	1,604,529	113,014	-	1,717,543
Amortisation expense	<u>(966,825)</u>	<u>(18,836)</u>	-	<u>(985,661)</u>
Balance at 30 June 2017	1,902,726	98,024	-	2,000,750
Additions	2,922,802	105,933	171,239	3,199,974
Amortisation expense	<u>(1,311,613)</u>	<u>(9,915)</u>	-	<u>(1,321,528)</u>
Balance at 30 June 2018	<u>3,513,915</u>	<u>194,042</u>	<u>171,239</u>	<u>3,879,196</u>

\* Net of research and development incentive received for development activities.

### Note 15. Current liabilities - trade and other payables

	Consolidated 2018 \$	2017 \$
Trade payables	1,201,252	734,529
Accrued expenses	403,815	1,561,711
Other payables	<u>560,084</u>	<u>261,574</u>
	<u>2,165,151</u>	<u>2,557,814</u>

Refer to note 19 for further information on financial instruments.

## Note 16. Equity - contributed capital

### Fully paid ordinary shares

	2018 Shares	Consolidated 2017 Shares	2018 \$	2017 \$
Ordinary shares - fully paid	<u>60,936,358</u>	<u>59,513,513</u>	<u>63,287,617</u>	<u>63,261,592</u>

### Ordinary shares

Ordinary shares entitle the holder to participate in dividends and the proceeds on the winding up of the Company in proportion to the number of and amounts paid on the shares held. The fully paid ordinary shares have no par value and the Company does not have a limited amount of authorised capital.

On a show of hands every member present at a meeting in person or by proxy shall have one vote and upon a poll each share shall have one vote.

### Share buy-back

There is no current on-market share buy-back.

### Capital risk management

The Group's objectives when managing capital is to safeguard its ability to continue as a going concern, so that it can provide returns for shareholders and benefits for other stakeholders and to maintain an optimum capital structure to reduce the cost of capital.

Capital is regarded as total equity, as recognised in the statement of financial position, plus net debt. Net debt is calculated as total borrowings less cash and cash equivalents.

In order to maintain or adjust the capital structure, the Group may adjust the amount of dividends paid to shareholders, return capital to shareholders, issue new shares or sell assets to reduce debt.

The capital risk management policy remains unchanged from the 30 June 2017 financial statements.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 16. Equity - contributed capital (continued)

#### Movements in ordinary share capital

Details	Date	Shares	Issue price	\$
Balance	01 July 2016	1,549,303		29,392
Issue of shares in Audinate Pty Ltd - exercise of options	29 November 2016	5,000	\$0.072	360
Issue of shares in Audinate Pty Ltd - exercise of options	29 November 2016	7,083	\$0.124	878
Issue of shares in Audinate Pty Ltd - exercise of options	11 May 2017	45,000	\$0.072	3,240
Issue of shares in Audinate Pty Ltd - exercise of options	2 June 2017	1,856,221	\$0.072	133,648
Conversion of shares on group reorganisation - two shares in the Company for each existing share in Audinate Pty Ltd	30 June 2017	3,462,607	\$0.000	-
Issue of shares in the Company - conversion of convertible redeemable preference shares	30 June 2017	41,064,509	\$1.220	50,098,701
Issue of shares in the Company - employee gift offer	30 June 2017	48,380	\$1.220	59,024
Issue of shares in the Company - IPO	30 June 2017	11,475,410	\$1.220	14,000,000
Share issue costs		-	\$0.000	(1,063,651)
Balance	30 June 2017	59,513,513		63,261,592
Issue of shares in the Company - exercise of options	31 August 2017	813,209	\$0.260	5,824
Issue of shares in the Company - exercise of options	31 August 2017	402,567	\$0.062	7,805
Issue of shares in the Company - exercise of options	23 October 2017	24,000	\$0.260	6,240
Issue of shares in the Company - exercise of options	23 October 2017	10,000	\$0.062	620
Issue of shares in the Company - exercise of options	17 November 2017	19,734	\$0.062	620
Issue of shares in the Company - exercise of options	1 February 2018	7,290	\$0.260	1,895
Issue of shares in the Company - exercise of options	1 February 2018	9,788	\$0.062	607
Issue of shares in the Company - exercise of options	21 February 2018	4,000	\$0.260	1,040
Issue of shares in the Company - exercise of options	21 February 2018	20,000	\$0.062	1,240
Issue of shares in the Company - exercise of options	23 March 2018	45,896	\$0.260	11,933
Issue of shares in the Company - exercise of options	23 March 2018	29,412	\$0.062	1,824
Issue of shares in the Company - exercise of options	23 April 2018	10,000	\$0.062	620
Issue of shares in the Company - exercise of options	4 May 2018	8,000	\$0.260	2,080
Issue of shares in the Company - exercise of options	21 May 2018	3,652	\$0.260	950
Issue of shares in the Company - exercise of options	12 June 2018	5,943	\$0.036	214
Issue of shares in the Company - exercise of options	25 June 2018	9,354	\$0.260	-
Share issue costs		-	\$0.000	(17,487)
Balance	30 June 2018	60,936,358		63,287,617

The table above includes shares issued to employees under a cashless exercise election.

### Note 17. Equity - reserves

	Consolidated 2018 \$	2017 \$
Foreign currency reserve	(104,906)	(88,744)
Share-based payments reserve	626,441	391,310
	<u>521,535</u>	<u>302,566</u>



## Note 17. Equity - reserves (continued)

### Foreign currency reserve

The reserve is used to recognise exchange differences arising from the translation of the financial statements of foreign operations to Australian dollars.

### Share-based payments reserve

The reserve is used to recognise the value of equity benefits provided to employees and directors as part of their remuneration, and other parties as part of their compensation for services.

### Movements in reserves

Movements in each class of reserve during the current and previous financial year are set out below:

Consolidated	Foreign currency \$	Share-based payments \$	Total \$
Balance at 1 July 2016	15,211	228,461	243,672
Foreign currency translation	(103,955)	-	(103,955)
Share-based payments	-	162,849	162,849
Balance at 30 June 2017	(88,744)	391,310	302,566
Foreign currency translation	(16,162)	-	(16,162)
Share-based payments	-	235,131	235,131
Balance at 30 June 2018	(104,906)	626,441	521,535

## Note 18. Equity - dividends

There were no dividends paid, recommended or declared during the current or previous financial year.

## Note 19. Financial instruments

### Financial risk management objectives

The Group's activities expose it to a variety of financial risks: market risk (including foreign currency risk, price risk and interest rate risk), credit risk and liquidity risk. The Group's overall risk management program seeks to minimise potential adverse effects on the financial performance of the Group.

The Group's policy is not to trade in or use financial instruments to hedge its risks.

Risk management is carried out by the Board of Directors ('the Board'). The Board uses different methods to measure different types of risks to which the Group is exposed. These methods include ageing analysis for credit risk and sensitivity analysis in the case of interest rate risk.

### Market risk

#### Foreign currency risk

The Group's US dollar denominated sales for the year ended 30 June 2018 was approximately US\$15.2 million (2017: US\$11.2 million) on which the risk of foreign exchange movement was partially offset against exchange rate movement of US dollar denominated for purchases of approximately US\$8.5 million (2017: US\$7.2 million).

#### Interest rate risk

At the reporting date, the Group had no variable rate borrowings. Cash at bank earns interest at floating rates based on daily bank deposit rates.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 19. Financial instruments (continued)

As at the reporting date, the Group had the following variable rate cash and cash equivalents:

Consolidated	2018		2017	
	Weighted average interest rate %	Balance \$	Weighted average interest rate %	Balance \$
Cash at bank	-	1,810,453	-	17,138,351
Cash on deposit	1.90%	11,820,573	2.50%	1,555,842
Net exposure to cash flow interest rate risk		13,631,026		18,694,193

No sensitivity analysis has been performed for the exposure to interest rate risk on the Group's bank balance as the exposure is not significant.

#### Credit risk

Credit risk refers to the risk that a counterparty will default on its contractual obligations resulting in financial loss to the Group.

The Group trades only with recognised and creditworthy independent third parties. The Group has a strict code of credit, including obtaining agency credit information, confirming references and setting appropriate credit limits. The Group monitors the receivables on an ongoing basis and its exposure to bad debts is not significant.

There is no significant concentration of credit risk as the Group's trade receivables are spread over a number of diversified customers. The Group does not hold any collateral or other credit enhancements over these balances.

The Group's bank balance are deposited with creditworthy banks with no recent history of default.

The maximum exposure to credit risk at the reporting date to recognised financial assets is the carrying amount, net of any provisions for impairment of those assets, as disclosed in the statement of financial position and notes to the financial statements.

#### Liquidity risk

Prudent liquidity risk management requires the Group to maintain sufficient liquid assets (mainly cash and cash equivalents) to be able to pay debts as and when they become due and payable.

The Group manages liquidity risk by maintaining adequate cash reserves by continuously monitoring actual and forecast cash flows and matching the maturity profiles of financial assets and liabilities.

#### Remaining contractual maturities

The following tables detail the Group's remaining contractual maturity for its financial instrument liabilities. The tables have been drawn up based on the undiscounted cash flows of financial liabilities based on the earliest date on which the financial liabilities are required to be paid.

Consolidated - 2018	Weighted average interest rate %	1 year or less \$	Between 1 and 2 years \$	Between 2 and 5 years \$	Over 5 years \$	Remaining contractual maturities \$
<i>Non-interest bearing</i>						
Trade payables	-	1,201,252	-	-	-	1,201,252
Other payables	-	560,084	-	-	-	560,084
Accrued expenses	-	403,815	-	-	-	403,815
Total non-derivatives		2,165,151	-	-	-	2,165,151

**Note 19. Financial instruments (continued)**

<b>Consolidated - 2017</b>	Weighted average interest rate %	1 year or less \$	Between 1 and 2 years \$	Between 2 and 5 years \$	Over 5 years \$	Remaining contractual maturities \$
<i>Non-interest bearing</i>						
Trade payables	-	734,529	-	-	-	734,529
Other payables	-	261,574	-	-	-	261,574
Accrued expenses	-	1,561,711	-	-	-	1,561,711
Payable to selling shareholders	-	7,029,899	-	-	-	7,029,899
Total non-derivatives		<u>9,587,713</u>	<u>-</u>	<u>-</u>	<u>-</u>	<u>9,587,713</u>

The cash flows in the maturity analysis above are not expected to occur earlier than contractually disclosed above.

**Note 20. Fair value measurement**

The carrying amounts of trade and other receivables and trade and other payables are assumed to approximate their fair values due to their short-term nature.

**Note 21. Remuneration of auditors**

During the financial year the following fees were paid or payable for services provided by Deloitte Touche Tohmatsu, the auditor of the Company:

	<b>Consolidated</b>	
	<b>2018</b>	<b>2017</b>
	<b>\$</b>	<b>\$</b>
<i>Audit services - Deloitte Touche Tohmatsu</i>		
Audit or review of the financial statements	<u>100,000</u>	<u>100,000</u>
<i>Other services - Deloitte Touche Tohmatsu</i>		
Investigating accountant services	-	235,000
Additional accounting and tax advice	<u>-</u>	<u>120,000</u>
	<u>-</u>	<u>355,000</u>
	<u><u>100,000</u></u>	<u><u>455,000</u></u>

**Note 22. Contingent liabilities**

The Group had no contingent liabilities at 30 June 2018 and 30 June 2017.

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 23. Commitments

	Consolidated 2018 \$	2017 \$
<i>Lease commitments - operating</i>		
Committed at the reporting date but not recognised as liabilities, payable:		
Within one year	385,314	368,539
One to five years	742,098	1,126,145
	<u>1,127,412</u>	<u>1,494,684</u>

Operating lease commitments includes contracted amounts for offices. The leases have various escalation clauses. On renewal, the terms of the leases may be renegotiated. Refer to note 2 for details on the impact of AASB 16 'Leases' which applies to the Group from 1 July 2019.

### Note 24. Key management personnel disclosures

#### Compensation

The aggregate compensation made to directors and other members of key management personnel of the Group is set out below:

	Consolidated 2018 \$	2017 \$
Short-term employee benefits	1,537,944	1,058,746
Post-employment benefits	64,550	29,926
Share-based payments	117,368	84,341
	<u>1,719,862</u>	<u>1,173,013</u>

### Note 25. Related party transactions

#### Parent entity

Audinate Group Limited is the parent entity.

#### Subsidiaries

Interests in subsidiaries are set out in note 26.

#### Key management personnel

Disclosures relating to key management personnel are set out in note 24 and the remuneration report included in the directors' report.

#### Transactions with related parties

There were no transactions with related parties during the current and previous financial year.

#### Receivable from and payable to related parties

There were no trade receivables from or trade payables to related parties at the current and previous reporting date.

#### Loans to/from related parties

As described in the directors' report, Audinate Pty Limited offered employees interest bearing, non-recourse loans in order to fund the exercise of options prior to the IPO. The total value of the loans outstanding at 30 June 2018 was \$90,738 (2017: \$117,953), inclusive of a loan outstanding to Aidan Williams of \$38,731 (2017: \$36,613).

There were no other loans to or from related parties at the current and previous reporting date.

## Note 25. Related party transactions (continued)

### Terms and conditions

All transactions were made on normal commercial terms and conditions and at market rates.

## Note 26. Interests in subsidiaries

The consolidated financial statements incorporate the assets, liabilities and results of the following subsidiaries in accordance with the accounting policy described in note 2:

Name	Principal place of business / Country of incorporation	Ownership interest	
		2018 %	2017 %
Audinate Pty Limited	Australia	100%	100%
Audinate, Inc.	United States of America	100%	100%
Audinate Limited	United Kingdom	100%	100%
Audinate Limited	Hong Kong	100%	100%
Audinate Holdings Limited	Australia	100%	100%

## Note 27. Reconciliation of profit/(loss) after income tax to net cash from operating activities

	Consolidated	
	2018 \$	2017 \$
Profit/(loss) after income tax (expense)/benefit for the year	2,544,339	(20,443,388)
Adjustments for:		
Depreciation and amortisation	1,451,757	1,088,987
Fair value on redeemable preference shares	-	18,547,790
Share-based payments	235,131	162,849
Employee gift shares	-	59,024
Change in operating assets and liabilities:		
Decrease in trade and other receivables	210,804	51,490
Increase in inventories	(457,799)	(345,962)
Increase in deferred tax assets	(1,874,195)	-
Increase in current tax asset	(442,093)	(298,065)
Increase in other operating assets	(29,901)	(46,880)
Increase/(decrease) in trade and other payables	(434,153)	1,393,838
Increase/(decrease) in other operating liabilities	(167,494)	1,070,675
Net cash from operating activities	<u>1,036,396</u>	<u>1,240,358</u>

## Note 28. Parent entity information

Set out below is the supplementary information about the parent entity.

### Statement of profit or loss and other comprehensive income

	Parent	
	2018 \$	2017 \$
Profit/(loss) after income tax	<u>1,344,029</u>	<u>(1,694,328)</u>
Total comprehensive income	<u>1,344,029</u>	<u>(1,694,328)</u>

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 28. Parent entity information (continued)

#### Statement of financial position

	Parent 2018 \$	2017 \$
Total current assets	15,370,125	21,029,899
Total assets	73,976,610	79,636,384
Total current liabilities	2,757,979	9,787,878
Total liabilities	2,757,979	9,787,878
Equity		
Contributed capital	71,568,930	71,542,834
Accumulated losses	(350,299)	(1,694,328)
Total equity	71,218,631	69,848,506

#### Guarantees entered into by the parent entity in relation to the debts of its subsidiaries

The parent entity had no guarantees in relation to the debts of its subsidiaries as at 30 June 2018 and 30 June 2017.

#### Parent entity information

The information presented for the current period is from 1 July 2017 to 30 June 2018 and the comparative information is presented from the date of incorporation of the Company on 19 April 2017 to 30 June 2017.

#### Contingent liabilities

The parent entity had no contingent liabilities as at 30 June 2018 and 30 June 2017.

#### Capital commitments - Property, plant and equipment

The parent entity had no capital commitments for property, plant and equipment as at 30 June 2018 and 30 June 2017.

#### Significant accounting policies

The accounting policies of the parent entity are consistent with those of the Group, as disclosed in note 2, except for the following:

- Investments in subsidiaries are accounted for at cost, less any impairment, in the parent entity.
- Dividends received from subsidiaries are recognised as other income by the parent entity and its receipt may be an indicator of an impairment of the investment.

### Note 29. Share-based payments

#### Options

Under the Employee Share Option Plan ('ESOP'), the Company's Board of Directors ('Board'), or a committee of the Board, may grant incentive and non-qualified stock options to employees, officers, directors, consultants, independent contractors, and advisors to the Company, or to any parent, subsidiary, or affiliate of the Company. The purpose of the ESOP is to attract, retain, and motivate eligible persons whose present and potential contributions are important to the Group's success by offering them an opportunity to participate in the Company's future performance through equity awards of stock options and stock bonuses.



## Note 29. Share-based payments (continued)

Set out below are summaries of options granted under the plan:

### 2018

Start date	End date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other*	Balance at the end of the year
30/06/2017	23/11/2018	\$0.036	36,000	-	(6,000)	-	30,000
30/06/2017	17/10/2019	\$0.062	913,042	-	(465,000)	-	448,042
30/06/2017	09/12/2019	\$0.062	40,000	-	(30,000)	-	10,000
30/06/2017	09/01/2020	\$0.062	10,000	-	-	-	10,000
30/06/2017	21/08/2020	\$0.062	58,000	-	(16,000)	-	42,000
30/06/2017	09/12/2020	\$0.062	460,000	-	-	-	460,000
30/06/2017	11/06/2022	\$0.260	188,000	-	(30,000)	-	158,000
30/06/2017	23/08/2022	\$0.260	740,000	-	(231,200)	-	508,800
30/06/2017	31/01/2023	\$0.260	770,000	-	(722,000)	-	48,000
30/06/2017	03/04/2023	\$0.260	50,000	-	(50,000)	-	-
			-	-	127,355	(127,355)	-
			3,265,042	-	(1,422,845)	(127,355)	1,714,842

\* Other includes the impact of cashless exercise

### 2017

Start date	End date	Exercise price	Balance at the start of the year	Granted*	Exercised	Expired/ forfeited/ other	Balance at the end of the year
30/06/2017	23/11/2018	\$0.036	-	36,000	-	-	36,000
30/06/2017	17/10/2019	\$0.062	-	913,042	-	-	913,042
30/06/2017	09/12/2019	\$0.062	-	40,000	-	-	40,000
30/06/2017	09/01/2020	\$0.062	-	10,000	-	-	10,000
30/06/2017	21/08/2020	\$0.062	-	58,000	-	-	58,000
30/06/2017	09/12/2020	\$0.062	-	460,000	-	-	460,000
30/06/2017	11/06/2022	\$0.260	-	188,000	-	-	188,000
30/06/2017	23/08/2022	\$0.260	-	740,000	-	-	740,000
30/06/2017	31/01/2023	\$0.260	-	770,000	-	-	770,000
30/06/2017	03/04/2023	\$0.260	-	50,000	-	-	50,000
			-	3,265,042	-	-	3,265,042

\* The options over shares in Audinate Pty Ltd were cancelled in exchange for options in the Company under the restructure.

1,714,842 options were exercisable at the end of the financial year (2017: 3,265,042).

The weighted average share price during the financial year was \$2.95 (2017: \$1.50).

### Share Rights

Set out below are summaries of performance rights granted:

### 2018

Grant date	Expiry date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of the year
30/06/2017	30/06/2022	\$0.000	1,038,509	-	-	-	1,038,509
02/08/2017	15/09/2019	\$0.000	-	1,995,000	-	-	1,995,000
29/06/2018	30/06/2022	\$0.000	-	34,566	-	-	34,566
			1,038,509	2,029,566	-	-	3,068,075

# Notes to the consolidated financial statements

## for the year ended 30 June 2018

### Note 29. Share-based payments (continued)

2017

Grant date	Expiry date	Exercise price	Balance at the start of the year	Granted	Exercised	Expired/ forfeited/ other	Balance at the end of the year
30/06/2017	30/06/2022	\$0.000	-	1,038,509	-	-	1,038,509
			-	1,038,509	-	-	1,038,509

The weighted average remaining contractual life of performance rights outstanding at the end of the financial year was 3 years (2017: 4).

The performance rights issued on 29 June 2018 were valued based on a share price of \$1.22, an exercise price of zero, volatility of 51%, a risk-free interest rate of 2.63% and probability weighting reflecting the probability of meeting the vesting conditions. The fair value of the share rights based on these inputs is \$0.81.

Apart from the performance rights expiring in 2019, the remaining performance rights vest in three tranches after the release of the annual results in 2020, 2021 and 2022.

Performance rights commence vesting upon achieving total shareholder return equal to the 50th percentile of the ASX Emerging Companies Index and vest fully at the 75th percentile.

### Note 30. Events after the reporting period

No matter or circumstance has arisen since 30 June 2018 that has significantly affected, or may significantly affect the Group's operations, the results of those operations, or the Group's state of affairs in future financial years.

# Directors' declaration

for the year ended 30 June 2018

**Audinate Group Limited**  
**Directors' declaration**  
**30 June 2018**



In the directors' opinion:

- the attached financial statements and notes comply with the Accounting Standards and other mandatory professional reporting requirements;
- the attached financial statements and notes comply with International Financial Reporting Standards as issued by the International Accounting Standards Board as described in note 2 to the financial statements;
- the attached financial statements and notes give a true and fair view of the Group's financial position as at 30 June 2018 and of its performance for the financial year ended on that date; and
- there are reasonable grounds to believe that the Company will be able to pay its debts as and when they become due and payable.

The directors have been given the declarations required by section 295A of the Corporations Act 2001.

On behalf of the directors

A handwritten signature in black ink, reading "David Krall".

---

David Krall  
Chairman

27 August 2018  
Sydney



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## Independent Auditor's Report to the members of Audinate Group Limited

### Report on the Audit of the Financial Report

#### Opinion

We have audited the financial report of Audinate Group Limited (the "Company") and its subsidiaries (the "Group") which comprises the consolidated statement of financial position as at 30 June 2018, the consolidated statement of profit or loss and other comprehensive income, the consolidated statement of changes in equity and the consolidated statement of cash flows for the year then ended, and notes to the financial statements, including a summary of significant accounting policies and other explanatory information, and the directors' declaration.

In our opinion, the accompanying financial report of the Group is in accordance with the Corporations Act 2001, including:

- (i) giving a true and fair view of the Group's financial position as at 30 June 2018 and of its financial performance for the year then ended; and
- (ii) complying with Australian Accounting Standards and the Corporations Regulations 2001.

#### Basis for Opinion

We conducted our audit in accordance with Australian Auditing Standards. Our responsibilities under those standards are further described in the Auditor's Responsibilities for the Audit of the Financial Report section of our report. We are independent of the Group in accordance with the auditor independence requirements of the Corporations Act 2001 and the ethical requirements of the Accounting Professional and Ethical Standards Board's APES 110 Code of Ethics for Professional Accountants (the Code) that are relevant to our audit of the financial report in Australia. We have also fulfilled our other ethical responsibilities in accordance with the Code.

We confirm that the independence declaration required by the Corporations Act 2001, which has been given to the directors of the Company, would be in the same terms if given to the directors as at the time of this auditor's report.

We believe that the audit evidence we have obtained is sufficient and appropriate to provide a basis for our opinion.

#### Key Audit Matters

Key audit matters are those matters that, in our professional judgement, were of most significance in our audit of the financial report for the current period. These matters were addressed in the context of our audit of the financial report as a whole, and in forming our opinion thereon, and we do not provide a separate opinion on these matters.

Liability limited by a scheme approved under Professional Standards Legislation.

Member of Deloitte Touche Tohmatsu Limited

Key Audit Matter	How the scope of our audit responded to the Key Audit Matter
<p><b>Tax consolidation</b></p> <p>As at 30 June 2018 the Group has recognised Deferred tax assets to the value of \$1.874 million as disclosed in Note 7.</p> <p>Significant judgement is required by management due to:</p> <ul style="list-style-type: none"> <li>• A new tax consolidated group was formed on 1 July 2017. Upon joining the tax consolidated group, for tax purpose, the value of the assets held by Audinate Pty Ltd were reset and an Allocable Cost Amount "ACA" calculation was required; and</li> <li>• Assessment of the recoverability of the deferred tax asset requires significant management judgement regarding the generating of future taxable income.</li> </ul>	<p>Our audit procedures included, but were not limited to:</p> <ul style="list-style-type: none"> <li>• Understanding the process that management undertakes to develop the forecast model and evaluating whether the forecasts had been appropriately adjusted for the differences between accounting profits and taxable profits;</li> <li>• Comparing forecasts to Board approved business plans;</li> <li>• Assessing historical forecasting accuracy by comparing actual performance to budgets;</li> <li>• Testing on a sample basis management's model for future taxable profit for mathematical accuracy;</li> <li>• Evaluating the recoverability of deferred tax assets;</li> <li>• Recalculating deferred tax asset balances which comprise a combination of timing differences between tax and accounting values.</li> <li>• Reviewing management's valuations of the reset assets;</li> <li>• Reviewing management's assessment for adoption of the relevant accounting standards;</li> <li>• Engaging the use of our Deloitte Tax and Corporate Finance experts to assist with: <ul style="list-style-type: none"> <li>◦ Reviewing the ACA calculation;</li> <li>◦ Reviewing of the tax calculation;</li> <li>◦ Reviewing the external valuation supporting the value of the software and patents;</li> </ul> </li> </ul> <p>We also assessed the appropriateness of the disclosures in Note 7 to the financial statements.</p>

## Other Information

The directors are responsible for the other information. The other information comprises the information included in the Directors' Report and ASX Additional Information, which we obtained prior to the date of this auditor's report, the other information also includes the annual report (but does not include the financial report and our auditor's report thereon) which is expected to be made available to us after that date.

Our opinion on the financial report does not cover the other information and we do not express any form of assurance conclusion thereon.

In connection with our audit of the financial report, our responsibility is to read the other information and, in doing so, consider whether the other information is materially inconsistent with the financial report or our knowledge obtained in the audit, or otherwise appears to be materially misstated. If, based on the work we have performed on the other information that we obtained prior to the date of this auditor's report, we conclude that there is a material misstatement of this other information, we are required to report that fact. We have nothing to report in this regard.

When we read the annual report, if we conclude that there is a material misstatement therein, we are required to communicate the matter to the directors and use our professional judgement to determine the appropriate action.

# Independent auditor's report



## **Responsibilities of the Directors for the Financial Report**

The directors of the Company are responsible for the preparation of the financial report that gives a true and fair view in accordance with Australian Accounting Standards and the Corporations Act 2001 and for such internal control as the directors determine is necessary to enable the preparation of the financial report that gives a true and fair view and is free from material misstatement, whether due to fraud or error.

In preparing the financial report, the directors are responsible for assessing the ability of the Group to continue as a going concern, disclosing, as applicable, matters related to going concern and using the going concern basis of accounting unless the directors either intend to liquidate the Group or to cease operations, or has no realistic alternative but to do so.

## **Auditor's Responsibilities for the Audit of the Financial Report**

Our objectives are to obtain reasonable assurance about whether the financial report as a whole is free from material misstatement, whether due to fraud or error, and to issue an auditor's report that includes our opinion. Reasonable assurance is a high level of assurance, but is not a guarantee that an audit conducted in accordance with the Australian Auditing Standards will always detect a material misstatement when it exists. Misstatements can arise from fraud or error and are considered material if, individually or in the aggregate, they could reasonably be expected to influence the economic decisions of users taken on the basis of this financial report.

As part of an audit in accordance with the Australian Auditing Standards, we exercise professional judgement and maintain professional scepticism throughout the audit. We also:

- Identify and assess the risks of material misstatement of the financial report, whether due to fraud or error, design and perform audit procedures responsive to those risks, and obtain audit evidence that is sufficient and appropriate to provide a basis for our opinion. The risk of not detecting a material misstatement resulting from fraud is higher than for one resulting from error, as fraud may involve collusion, forgery, intentional omissions, misrepresentations, or the override of internal control.
- Obtain an understanding of internal control relevant to the audit in order to design audit procedures that are appropriate in the circumstances, but not for the purpose of expressing an opinion on the effectiveness of the Group internal control.
- Evaluate the appropriateness of accounting policies used and the reasonableness of accounting estimates and related disclosures made by the directors.
- Conclude on the appropriateness of the directors' use of the going concern basis of accounting and, based on the audit evidence obtained, whether a material uncertainty exists related to events or conditions that may cast significant doubt on the Group ability to continue as a going concern. If we conclude that a material uncertainty exists, we are required to draw attention in our auditor's report to the related disclosures in the financial report or, if such disclosures are inadequate, to modify our opinion. Our conclusions are based on the audit evidence obtained up to the date of our auditor's report. However, future events or conditions may cause the Group to cease to continue as a going concern.
- Evaluate the overall presentation, structure and content of the financial report, including the disclosures, and whether the financial report represents the underlying transactions and events in a manner that achieves fair presentation.
- Obtain sufficient appropriate audit evidence regarding the financial information of the entities or business activities within the Group to express an opinion on the financial report. We are responsible for the direction, supervision and performance of the Group's audit. We remain solely responsible for our audit opinion.





We communicate with the directors regarding, among other matters, the planned scope and timing of the audit and significant audit findings, including any significant deficiencies in internal control that we identify during our audit.

We also provide the directors with a statement that we have complied with relevant ethical requirements regarding independence, and to communicate with them all relationships and other matters that may reasonably be thought to bear on our independence, and where applicable, related safeguards.

From the matters communicated with the directors, we determine those matters that were of most significance in the audit of the financial report of the current period and are therefore the key audit matters. We describe these matters in our auditor's report unless law or regulation precludes public disclosure about the matter or when, in extremely rare circumstances, we determine that a matter should not be communicated in our report because the adverse consequences of doing so would reasonably be expected to outweigh the public interest benefits of such communication.

#### **Report on the Remuneration Report**

##### *Opinion on the Remuneration Report*

We have audited the Remuneration Report included on pages 15 to 23 of the Directors' Report for the year ended 30 June 2018.

In our opinion, the Remuneration Report of Audinate Group Limited, for the year ended 30 June 2018, complies with section 300A of the Corporations Act 2001.

##### *Responsibilities*

The directors of the Company are responsible for the preparation and presentation of the Remuneration Report in accordance with section 300A of the Corporations Act 2001. Our responsibility is to express an opinion on the Remuneration Report, based on our audit conducted in accordance with Australian Auditing Standards.

*Deloitte Touche Tohmatsu*  
DELOITTE TOUCHE TOHMATSU

A handwritten signature in black ink, appearing to read "Joshua Tanchel".

Joshua Tanchel  
Partner  
Chartered Accountants  
Sydney, 27 August 2018

# Shareholder information

## SHAREHOLDER INFORMATION AS AT 14 SEPTEMBER 2018

Shareholder Information required by the Australian Securities Exchange Limited (ASX) Listing Rules and not disclosed elsewhere in the Report is set out below.

### Substantial shareholders

The number of securities held by substantial shareholders and their associates, as advised to the Company and ASX, are set out below:

Name	Date of Notice	Number of Securities	%
Yamaha Corporation	10/07/2017	6,289,308	10.57
Smallco Investment Manager Limited	31/08/2018	5,675,902	9.31
Telstra Super Pty Ltd as trustee for Telstra Superannuation Scheme (Telstra Super)	22/06/2018	3,674,178	5.82
Australian Super Pty Ltd	06/03/2018	3,508,463	5.77

### Number of security holders and securities on issue

Audinate Group Limited has issued the following securities:

- 60,936,358 fully paid ordinary shares held by 2,929 shareholders;
- 1,714,842 unlisted options held by 34 option holders; and
- 3,068,075 unlisted performance rights held by 24 performance right holders.

### Voting rights

The voting rights attached to ordinary shares are that on a show of hands, every member present, in person or proxy, has one vote and upon a poll, each share shall have one vote for each share held.

Option holders and performance right holders do not have any voting rights on the options and rights held by them.

### Distribution of security holders

Category	Fully Paid Ordinary shares		
	Holders	Shares	%
1 – 1,000	1,130	644,315	1.13
1,001 – 5,000	1,179	2,957,857	5.19
5,001 – 10,000	349	2,674,738	4.69
10,001 – 100,000	233	5,998,351	10.53
100,001 and over	34	44,719,651	78.46
<b>Total</b>	<b>2,925</b>	<b>56,994,912</b>	<b>100.00</b>

### Unmarketable parcel of shares

The number of shareholders holding less than a marketable parcel of ordinary shares is 43 based on Audinate Group Limited's closing share price of \$3.70, on 14 September 2018.

### Twenty largest shareholders of quoted equity securities

Details of the 20 largest shareholders of quoted securities by registered shareholding are:

No.	Name	No. of shares	%
1	J P Morgan Nominees Australia Limited	17,328,575	30.40
2	HSBC Custody Nominees (Australia) Limited	5,590,336	9.81
3.	Yamaha Corporation	4,098,361	7.19
4	National Nominees Limited	3,036,624	5.33
5	Citicorp Nominees Pty Limited	2,950,661	5.18
6	Aidan Michael Williams	1,713,544	3.01
7	UBS Nominees Pty Ltd	956,187	1.68
8	Geetha Varuni Witana	944,882	1.66
9	HSBC Custody Nominees (Australia) Limited - A/C 2	696,361	1.22
10	BNP Paribas Noms Pty Ltd <DRP>	681,241	1.20
11	BCCR Minnamurra Pty Ltd	604,408	1.06
12	Mr Chris Ware	569,846	1.00
13	ITR Investments Pty Limited <Ian Reid No 2 Family A/C>	463,640	0.81
14	Brispot Nominees Pty Ltd <House Head Nominee A/C>	434,751	0.76
15	CS Fourth Nominees Pty Limited <HSBC Cust Nom Au Ltd 11 A/C>	430,376	0.76
16	RJWX3 Family Superannuation Managers Pty Ltd <RJWX3 Family Superannuation Fund A/C>	409,837	0.72
17	Washington H Soul Pattinson And Company Limited	395,000	0.69
18	Dunecove Pty Limited <Pencars Super Fund A/C>	295,673	0.52
19	CS Third Nominees Pty Limited <HSBC Cust Nom Au Ltd 13 A/C>	264,791	0.46
20	Fabemu No 2 Pty Ltd <Gibbon Superannuation Fund A/C>	204,919	0.36
<b>Total</b>		<b>42,070,013</b>	<b>73.82</b>
<b>Total on Register</b>		<b>56,994,912</b>	<b>100.00</b>

# Shareholder information

## **Restricted securities and securities subject to voluntary escrow**

There are currently 3,941,446 unquoted restricted ordinary shares.

## **Unquoted Securities**

There are 1,726,108 unquoted options with varying exercise prices and expiry dates held by 34 options holders. All options are held under the Company's employee incentive scheme.

There are 3,068,075 unquoted Performance Rights held by 24 performance right holders. All Performance Rights are held under the Company's employee incentive scheme.

There are 3,941,446 unquoted restricted fully paid ordinary securities held by 4 holders. 2,190,947 restricted shares, representing 55.59% are held by Yamaha Corporation and 1,456,451 restricted shares, representing 36.95% are held by Mr David John Myers.

## **On market buy-back**

There is no current on market buy-back.

## **Statement regarding use of cash and assets**

During the period since being admitted on the official list of the ASX and 30 June 2018 Audinate Group Limited has used its cash and assets readily convertible to cash that it had at the time of ASX admission in a way consistent with its business objectives set out in the prospectus dated 13 June 2017.





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