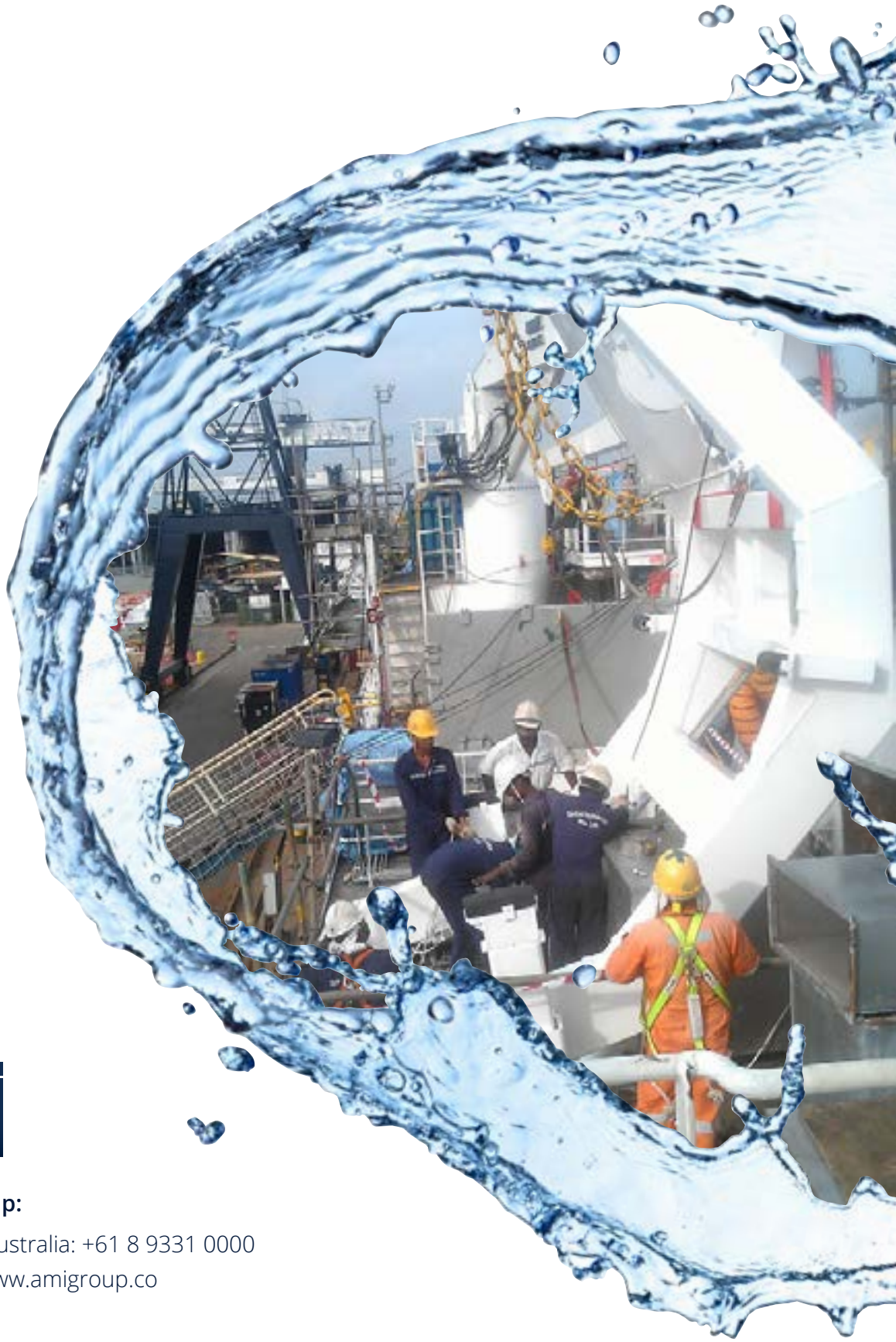
Marine & Offshore Excellence

AMI SALES
CORPORATE PROFILE



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THE AMI GROUP

A multifaceted portfolio of companies including marine sales and equipment service, safety products, electronics manufacture, satellite communications & airtime, navigation charts, and water treatment & purification, for leisure, commercial, defence and offshore marine interests. Specialist products, accessories and services for sailing, caravan and RV customers.

AMI Group partners benefit from extensive service coverage across Australasia, combined buying power, inter-agency support and an established logistical network.

www.amigroup.co

DIRECTORS STATEMENT

AMI Sales is owned and operated by hands-on directors, each responsible for their own areas of expertise. These areas of responsibility are Sales, Operations & Logistics, Technical, and Finance & Administration.

This policy of hands-on operations of the company ensures that no matter where or when you are dealing with AMI Sales, there is a director overseeing proceedings to give our valued customers the service they expect and deserve.

AMI Sales is accredited to ISO - 9001:2008, ensuring that industry-leading quality and assurance are provided to all our clients.

OUR GUARANTEE

AMI Sales success has been due to its ability to provide consistent product reliability while delivering the highest standards of service and professionalism for over 30 years.

We have the capacity to take responsibility for any project, from initial conception to handover. Our customers are provided with the highest quality products and service at all times.

OVER 30 YEARS OF MARINE EXPERTISE

Established in 1986, AMI Sales is Australia & Southeast Asia's leading systems integrator and specialist agent for a wide range of the world's best marine, electronic, offshore & safety products.

AMI has established itself as a leader in its marketplace and we have developed an extensive distribution network across Australia, Southeast Asia and beyond.

Alongside our project operations, AMI has a service division which installs, maintains and repairs a large range of equipment including communications, navigation, safety and environmental systems. Our certified engineers carry out radio surveys for flag, state and class societies.

We also have a manufacturing operation, which produces internal comms systems, (Decktalk), high quality terminal junction boxes, electronic signal distribution boxes and other products which are used in major new build or retrofit projects designed around navigation and electronic equipment.

An in-house design team allows us to control projects of any size from initial conception to final commissioning.

We are currently approved by DNV, ABS, GL, AMSA and a number of State marine bodies.

AMI GROUP: A TIMELINE

1986 AMI Sales begins operating in Perth as a marine equipment and electronics distributor

1995 Our New South Wales branch opens in Sydney

1997 Our Queensland branch opens near Brisbane

1999 AMI expands into marine electronics servicing following a merger with Bowater Marine

2003 Our South Australia branch opens in Adelaide

2004 AMI establishes Navionics Australia and enters into a franchise agreement with Navionics SPA for the Asia Pacific Region.

2006 We venture overseas with the opening of AMI Marine International PTE Ltd in Singapore

2008 AMI acquires Smartsat

2010 We open our office in Vung Tau, Vietnam

2010 AMI Establishes two new business Divisions;
- Global Maritime Data and Airtime Services (GMDAS)
- Water Environmental Treatment Systems Solutions (WETSS)

2013 AMI acquires majority interest in TMQ Electronics

2015 AMI Group engages Island Marine Services Singapore in a Strategic Alliance

2015 Shipmatic Singapore PTE LTD join the AMI Group to further enhance the service capability in the region.

2015 Nautical Supplies joins AMI Group.

2015 AMI opens its Somerville based Victorian branch

PRESENTING THE AMI GROUP

Marine Chandlery and Specialty Sail and Rigging Services

Nautical Supplies is a Darwin based marine retail supply business established over 35 years ago with a reputation as the premier supplier of ships chandlery, safety equipment, & sail-making services.

NAUTICAL SUPPLIES

Ship Servicing and Specialist Project management

Shipmatic Singapore Pte Ltd established in 1992, based in Singapore with service partners in Vietnam and Australia to provide servicing of marine navigational electronic equipments.

Marine Equipment Supply/ service across South East Asia

The South East Asian arm of AMI, AMI Marine International is a base of operations for ship service and sales support throughout the region. A specialist in GMDSS,

Singapore

Vietnam & Singapore

SHIPMATIC SINGAPORE

Marine Equipment Supply and Specialist Agent

AMI Sales; a full scope provider of Sales and Service for Leisure and Commercial Marine. Ideally positioned to provide the best solutions for ship/boat builders, chandleries & marine sales.

AMI has a long established reputation with major shipyards and builders, and an extensive service capability across leisure, commercial, defence & offshore projects. Primary areas of expertise include navigation equipments, satcomms, radio, thrusters/engine controls and marine equipment.

AMI SALES

Australia wide

Airtime, hardware and Satellite Communications

GMDAS (Global Maritime Data and Airtime Services) is a one-stop destination for all satellite communications requirements in the Australasia region. Our product range includes technology from Inmarsat, Iridium and VSAT.

GLOBAL MARITIME DATA & AIRTIME SERVICES (GMDAS)

AMI Marine & Offshore Excellence

AMI Marine International Pte Ltd

NAUTICAL SUPPLIES
AMI Maritime Pty Ltd t/as Nautical Supplies

GMDAS
Inmarsat & VSAT Airtime Solutions
Stay connected anywhere

LSG

NAVIONI
THE LEADER IN ELECTRONI

Business units including marine sales and equipment service, manufacture, satellite communications & airtime, navigation charts, and water treatment & purification, for leisure, commercial, defence and offshore marine interests. Specialist products, accessories and services for sailing, caravan and RV customers.

and Nav/Comm sales and service, AMI Marine International works closely with key shipbuilders and yards, as well as vessel owners to carry out surveys and installations.

AMI MARINE INTERNATIONAL

Safety Equipment Supply and Repair

LSG specialises in the sales and service of marine safety equipment and has done so since December 1985. LSG is the largest Australian owned life raft service and supply company.

Marine Electronics Manufacture and Wholesale

TMQ International Pty Ltd is a 100% Australian owned and operated manufacturer / wholesaler of high quality marine based products, supplying the professional, commercial and recreational marine industries.

Water and Environmental Systems supply and service

Water and Environmental Treatment Systems/Solutions (WETSS) is one of the latest additions to the AMI group of companies. WETSS focus is on water treatment for Marine, Offshore and Land Based applications.

Leaders in Electronic Navigation Charts

Everybody is familiar with GPS as used in cars and airline displays that show the progress of flight. Not everybody is aware that Navionics is the one that pioneered it all.

Navionics manufacture leading charts for Australia & world wide.

Caravan and Motorhome Accessories

Smartsat is Australia's leading supplier of fully automatic satellite systems for caravans and motor homes. It is also Australia's sole importer of Europe's best-selling Oyster systems.

DARWIN

GOLD COAST

SYDNEY

PERTH

ADELAIDE

MELBOURNE

TMQ INTERNATIONAL PTY LTD

LIFERAFT SERVICING GROUP

SMARTSAT CARAVAN & RV ACCESSORIES

WETSS: WATER & ENVIRONMENTAL TREATMENT SYSTEMS / SOLUTIONS

NAVIONICS AUSTRALIA

CS AUSTRALIA

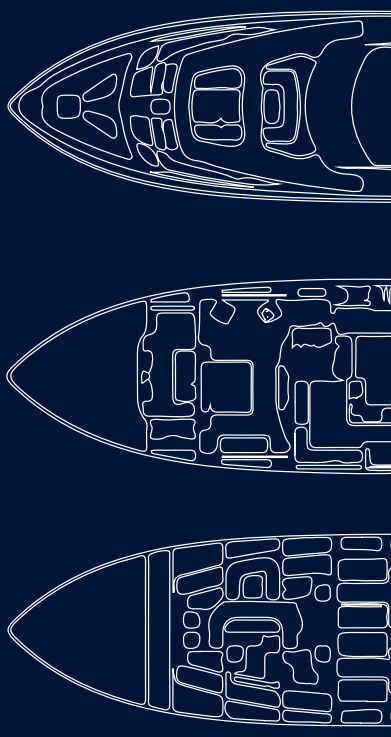
SMARTSAT Specialist Products for Caravan & Motorhome Enthusiasts

TMQ

wetss Water & Environmental Treatment Solutions

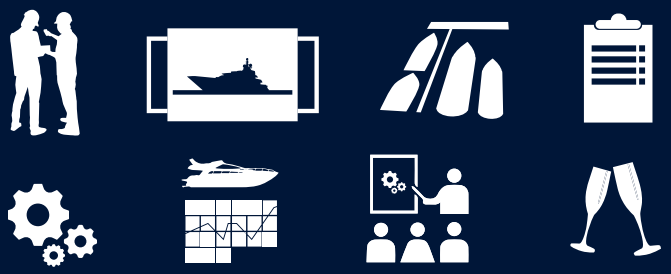
AMI GROUP

SERVICE QUALITY ASSURANCE



The Service Division has the backing of the latest test equipment to support our products and projects. All test equipment is calibrated and maintained to the highest NATA standards. Our QA-approved Technical and Equipment Databases allows us to quickly track any required information for AMI Sales-supplied equipment.

Our Service Division conforms to a rigid check system which ensures the customer is aware of the operational status, testing and condition of his equipment after installation or during maintenance checks over the life of the equipment.

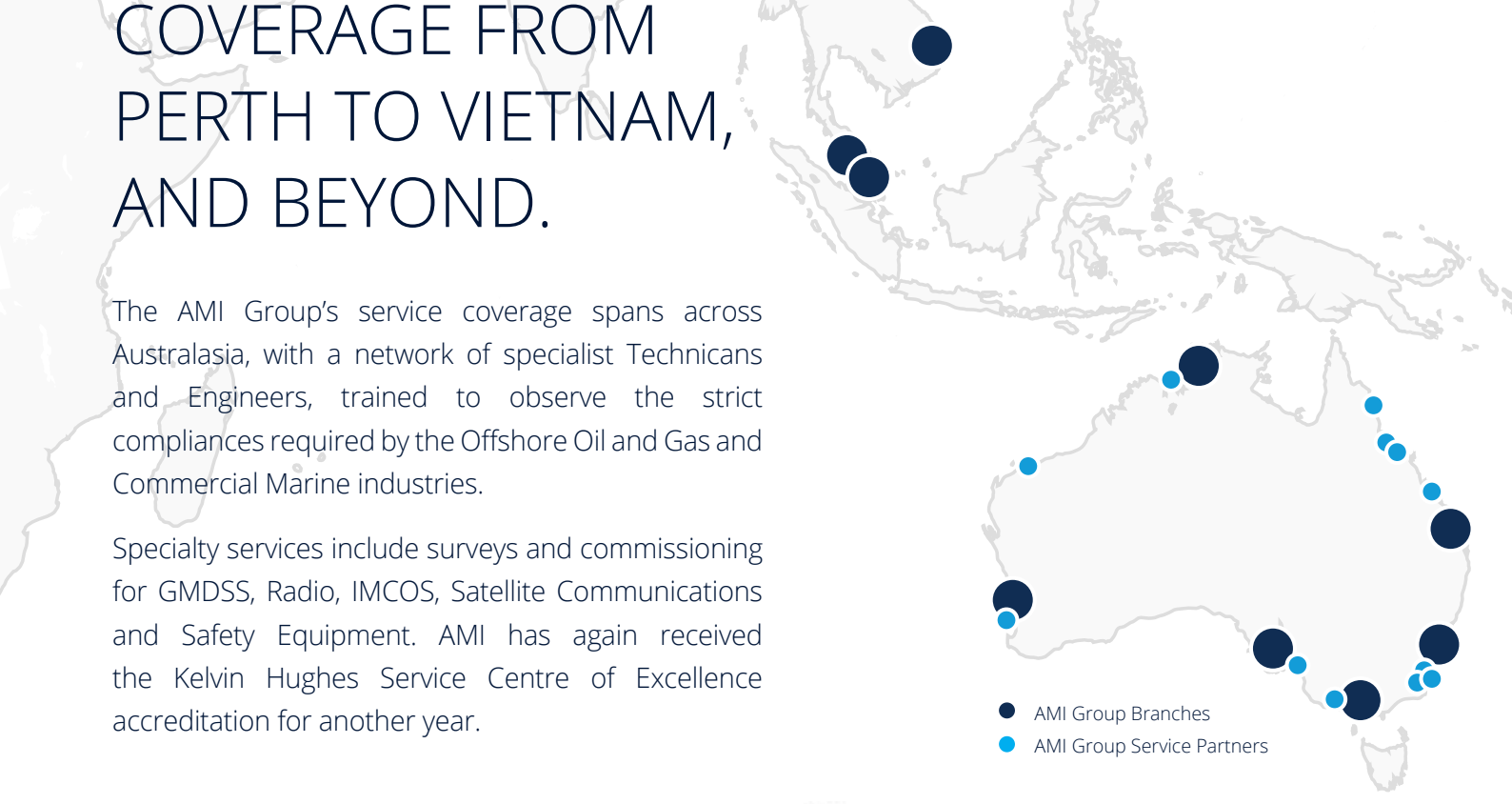


From inital site surveys, project supervision and liason, to sea trials and commissioning, AMI maintain involvement from start to finish.

COVERAGE FROM PERTH TO VIETNAM, AND BEYOND.

The AMI Group's service coverage spans across Australasia, with a network of specialist Technicans and Engineers, trained to observe the strict compliances required by the Offshore Oil and Gas and Commercial Marine industries.

Specialty services include surveys and commissioning for GMDSS, Radio, IMCOS, Satellite Communications and Safety Equipment. AMI has again received the Kelvin Hughes Service Centre of Excellence accreditation for another year.



SAFETY

Dependable safety and survey equipment is a vital consideration throughout the international maritime community.

The range includes pyrotechnics; lifebuoys; all sizes of liferafts, M.E.S., EPIRBS, SARTS and many more quality tested lines - most of which are available immediately to accommodate the urgent delivery nature of safety equipment.

ENVIRONMENT

AMI Sales have been actively engaged in the supply of environmental and associated systems for over 20 years. We continue to expand our product offerings in this market - one that is critical within the maritime and offshore markets.

Bilge water, on board waste, oil spill detection, product green passports and other environmental necessities that range within the ever growing requirements to keep our planet clean, are an important factor in the growth of AMI Sales.

ELECTRONICS

AMI is a specialist supplier and integrator of internationally renowned electronics products and systems from leisure craft through to complex GMDSS and IBS installations.

We provide a range of services in this field from obligation-free quotations & system design through to installation and completion across a wide range of industries, specialising in 'turnkey' integrated packages.

All AMI Sales' technical and sales staff are carefully selected, factory trained, and well informed of the latest regulations and significant developments constantly evolving throughout the marine and offshore industry worldwide.

AMI's Directors and senior management are constantly on the look out for the best quality products around the world.

KELVIN HUGHES

SKIPPER
SKIPPER ELECTRONICS AS

SIMRAD

JRC Japan Radio Co., Ltd.

COMMERCIAL SERVICE

AMI proudly stands behind its products, services and personnel, which has resulted in some commercial service agreements with customers in excess of ten years. AMI conforms within strict quality guidelines, with factory trained staff and a network of accredited service agents, backed by branches across Australasia positioned to support key shipyards and commercial builders.

AMI Group offer high seas sales and service to blue water operators, with technicians available to fly out from service locations in Australia, Singapore and Vietnam.

LEISURE AND LUXURY

Whether planning a refit or a new build, AMI can supply premium products from leading manufacturers - many the preferred partners of prestigious international ship builders, such as Sunseeker and Horizon Yachts. Products available for motorboats and cruising vessels, through to sailboats and superyachts.

In addition to supply, AMI can project manage and plan the installation of electronic equipment to meet the requirements of the customer, or to seamlessly integrate with existing systems. AMI specialise in Integrated Bridge Systems and upgrades, and both internal and external communications packages.

OFFSHORE/OIL & GAS

AMI Sales extends its high level marine equipment sales, service and technology to the Offshore Oil & Gas Industry.

AMI Sales has been operating in Australia and Southeast Asia for over two decades and has successfully built up a network that services ships and the marine industry.

AMI Sales offers that same enhancement service to the Offshore Oil & Gas Industry throughout Australia and South East Asia.

AMI Sales provides professional advice and obligation-free quotes for our range of marine equipment focused around marine electronics, satellite and multimedia integrated communications, navigation, monitoring, control, night vision, environmental & equipment.

AMI Sales has a team of skilled technicians to install, commission and support the equipment we supply operating under ISO-9001:2000 accreditation and class society approvals.

AMI Sales' Offshore Division is making more possible for the Oil & Gas Industry

MAJOR PRODUCTS

AMI Sales' dedicated team of engineers and projects specialists develop and integrate systems for all of our electrical products.

Our range of electronic/electrical products includes:

- Alarm & Monitoring Systems
- Amplifiers
- Antennas
- Audio Systems
- Autopilot Equipment
- Cameras
- Communication Systems
- Compasses & Gyros
- Detection Systems
- Echo Sounders
- Fish Finders
- Lighting
- Modems
- Night Vision
- Oil Spill Detection
- Power Supply Systems
- Radars
- Recording Equipment
- Satellite systems
- Searchlight Systems
- Security and Surveillance
- Speakers
- System-Monitoring
- Vessel Tracking
- VHF Radios
- Wind and Direction Systems

WHOLESALE AND MANUFACTURE OF FIT TO PURPOSE MARINE ELECTRONICS

TMQ International PTY LTD - A member of the AMI Group

TMQ International is a 100% Australian owned and operated manufacturer / wholesaler of high quality marine based products, supplying the professional, commercial and recreational marine industry since 1974 - and still growing. The core range includes reliable and purpose built Autopilots, computer based electronic chart software, NMEA networking solutions, Public Address/talkback systems and more.

Rugged, reliable and versatile, the range features easy to read displays, options for customisation based on vessel configuration, and continual refinement based on ongoing research and development within a changing and diverse industry.

AP47
AUTOPILOT

AP55
AUTOPILOT

AP4
AUTOPILOT

AP9
AUTOPILOT

DECKTALK
PUBLIC ADDRESS SYSTEM

Decktalk Intercom

Decktalk offers an elegantly simple VoIP based intercom for leisure or commercial vessels.

Decktalk is also available as a full public address system including Amplifier and General alarm. Full range of accessories and customisable to suit various vessel setups.