

Micro Cap Conference

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INTELLIGENT
MONITORING GROUP

ASX:IMB

All Australian Security Solution.

TODAY'S SPEAKERS



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(ASX:IMB)



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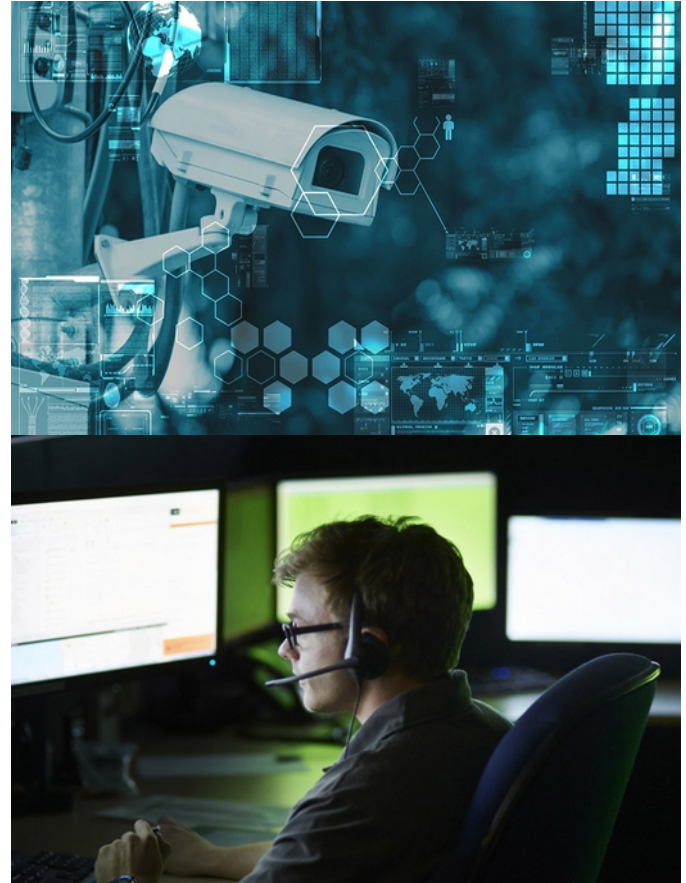
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IMG OVERVIEW

Australia's largest independent security monitoring provider with >70,000 connections

- Intelligent Monitoring Group ("IMG") provides **AI Graded monitored security and IOT solutions** that ensure the safety and protection of Australian businesses, homes and individuals **24 hours a day, 365 days a year** from 3 control rooms across Australia
- 95% of IMG's revenue is subscription based with a **diversified and "sticky" customer base** across government, commercial, residential and personal emergency response
- The Australian security industry remains **highly fragmented**, with no clear market leader, paving the way for potential consolidation at attractive returns
- **Technology change (IOT & Ai)** has created **opportunities** to extend the Company's existing skills into new complementary areas, such as high resolution cameras
- The use of smart, high resolution cameras, with monitoring capability will create substantial opportunities for many industries over the coming decade as **cameras are used as alarms**



About Intelligent Monitoring Group

Australia's largest independent security monitoring provider with >70,000 connections



>70,000

Australia's largest independent security monitoring provider with connections, focused on wholesale distribution



700+

Working alongside resellers across Australia



95%

Revenue is subscription based with diversified "sticky" customer base across government, commercial, residential and personal emergency response with an average customer tenure of 7 years



39%

Gross margin in FY2022 with strong core cashflow generation, high margin and scalable cost base providing strong operating leverage



\$5.9m*

Proforma FY2022 EBITDA following acquisition of Australian Inland Security and full implementation of Patriot



~\$9.9m

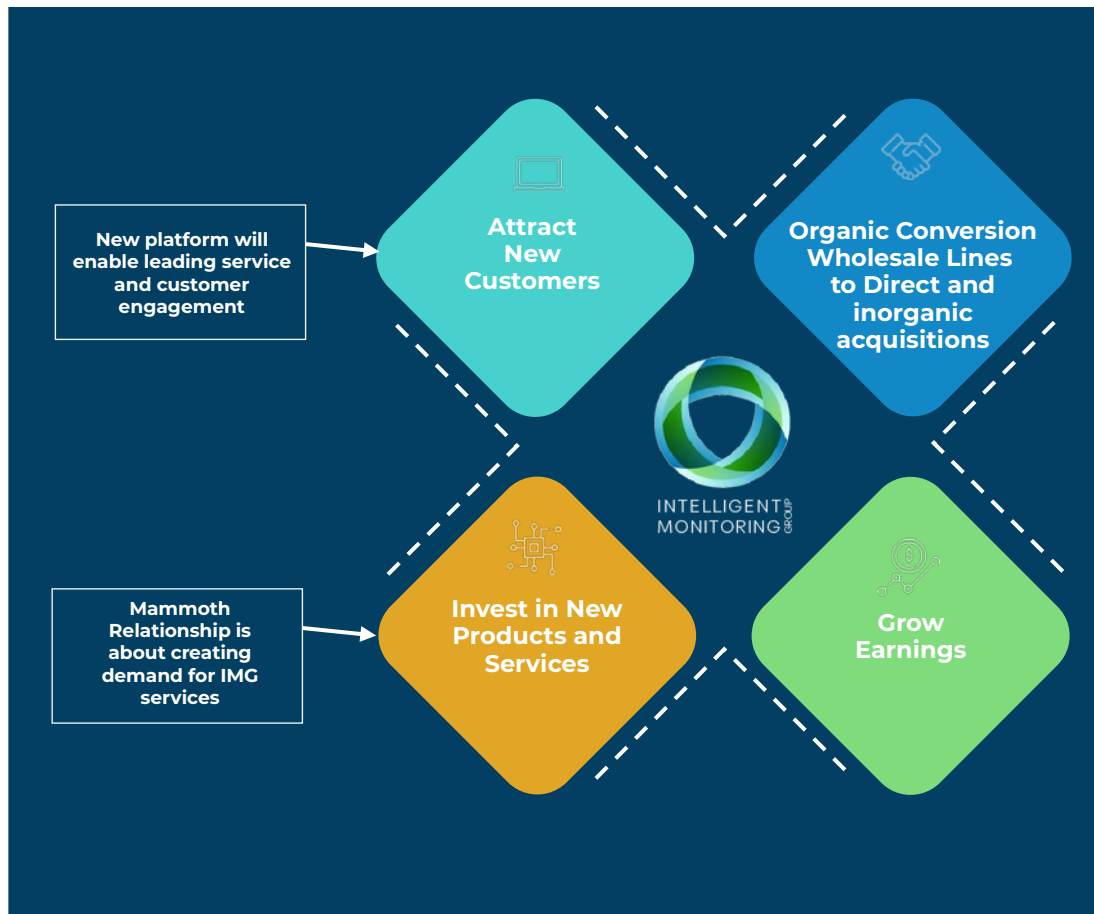
Market Cap
(as at 17-Oct-22 @ \$0.075cps)



\$23.5m

Net Debt
(as at 30-June-2020)

GROWTH MODEL



Attractive Incremental Economics

- Incremental Gross Margin of approx. 80%
- Additional operating staffing required for every ~7,000 lines/devices
- Target EBITDA Margin >30% by 2025

2025 Goal

Target 150,000 Customers

- 50,000 Wholesale lines
- 50,000 Direct lines
- 50,000 Devices

150,000 Total Customers

FINANCIAL OVERVIEW

Strong margins and addition of value

- Intelligent Monitoring achieved a FY22 Adjusted EBITDA of \$3.6m versus \$3.4m in guidance for Capital Raise
- Proforma FY22 EBITDA target of \$5.9m
 - This lift in EBITDA is due to acquisition of AIS, and MTG and benefits from the new platform being realised
- **The company is now effectively targeting a reported Adjusted EBITDA of at least \$5.9m for FY23**

P&L Summary

		FY22 Guidance	FY22 Actual	Proforma FY22
Revenue	\$m	23.1	23.1	32.1
EBITDA	\$m	3.4	3.6	5.9
NPATA	\$m	1.1	1.6	3.0
<i>EBITDA margin</i>	%	15%	16%	18%

Work up to Proforma FY22

		Proforma FY22
EBITDA FY22	\$m	3.6
Australian Inland Security	\$m	1.6
Patriot implementation	\$m	1.25
EBITDA	\$m	6.45
Mammoth Technology Group	\$m	-0.5
Proforma IMB EBITDA		5.9

CAPITAL STRUCTURE

Capital Structure		April-22	Pro-Forma FY22
Share price	<i>\$/share</i>	0.20	0.075
Market Capitalisation	<i>\$m</i>	13.3	9.9
Cash	<i>\$m</i>	5.6	7.0
Debt	<i>\$m</i>	27.3	30.5
Net Debt	<i>\$m</i>	21.7	23.5
Enterprise Value	<i>\$m</i>	35.0	33.4
P/E	x	12.1	3.3
Gearing (Gross Debt/EBITDA)	x	8.1	4.6
Gearing (Net Debt/EBITDA)	x	6.4	4.0

FY22 KEY MILESTONES

FY22 was a significant year for IMG as now focuses on new growth opportunities

Implemented a new core monitoring platform

- Provides IMG with the ability to leverage AI within its operations and further enhance its monitoring capabilities
- Platform enhancements are expected to realise a range of efficiencies which are anticipated will be material to FY23 and FY24 profit

Continued M&A activity

- Acquired 100% of a NSW regionally based Integrated Security Business, Advanced Inland Security Group, for \$5m
- Acquired 100% of Mammoth Technology Group, to offer its range of security and IOT related products across IMG's 700-reseller client base

Repositioned to focus on organic growth

- Emerging success with new customer wins
- New sales team in place to hunt volume from existing customer base and new clients



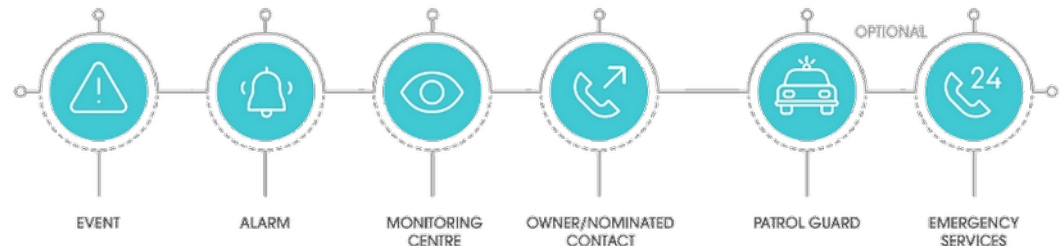
VIDEO VERIFICATION

Saving on human based patrol costs and call outs

AI powered smart cameras have hundreds of uses, from human detection, vehicle identification and classification, to people counting, heat mapping and facial recognition. AI cameras are very affordable and can be remotely monitored by our AI graded control rooms, saving time and money.

Our Virtual video patrols provide an alternative to human guards with a video based virtual patrol service with AI functions. Add PA speakers for 2 way communication.

Perfect for exterior building checks. We can respond to traditional interior alarms by accessing onsite cameras.



We estimate our **existing customers** already have **~375,000 cameras being used**. That's **(5x 75,000 users)** and **>95% are not currently monitored**.

This means they need to **need to replace about ~75,000 cameras a year just to keep in business** (assume average camera life 5 years) **& there are often more uses for cameras & need for them as time goes on.**

We should be able to **monitor 75% of our commercial signal alarm customers** (which are ~50% of our install base) Which means **we have a target of 27,000 video verification customers** in our current client base.

MAMMOTH

TECHNOLOGY GROUP





THE JOURNEY SO FAR...

Came on board end of May post acquisition by IMG as head of customer and innovation after 3 years developing Monkey Vision a Security disruptor.

After visiting our top 20 customers around the country quickly identified a huge opportunity with the existing customer base.

Customers are called "bureaus" in the security industry, typically man with a van and a ladder. These customers are mostly security installers or electricians that have grown their businesses over time. Many of IMGs biggest customers are regional.

A common theme we found is the desire to be part of something bigger and help them with innovation, exclusive branded products, marketing, promotions and tech support.

Pro Series Industrial Grade Product Range

4G, WiFi & POE Cameras Sold To Direct Customers & Security Installers

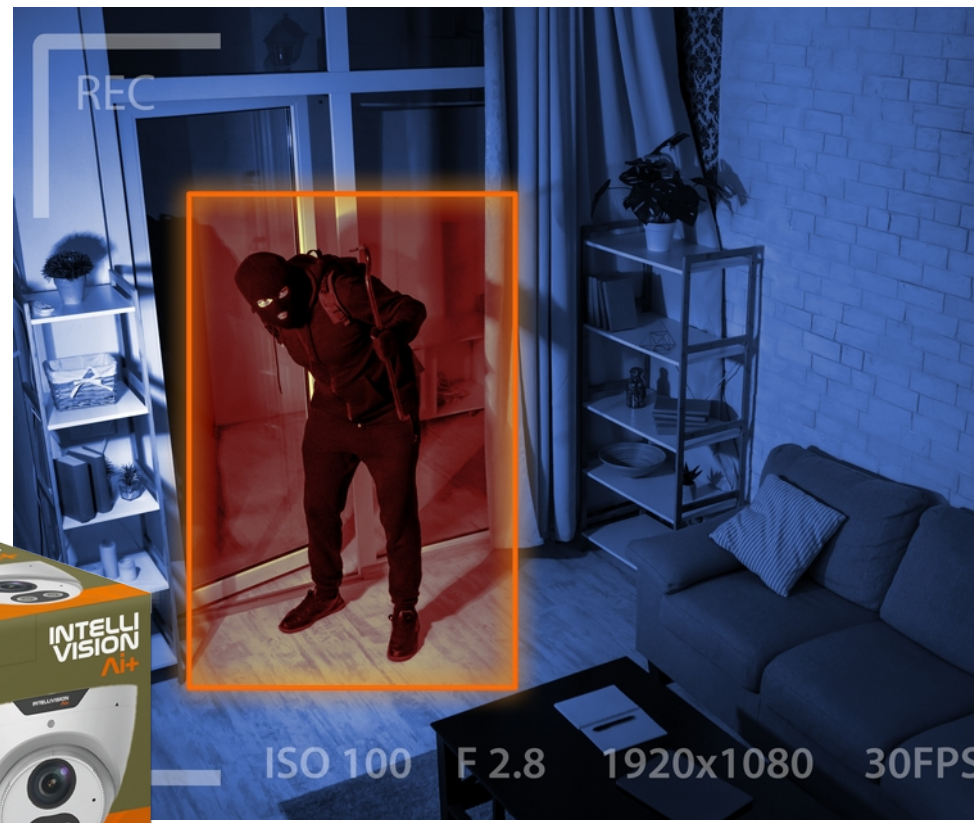


AUSSIE BUILT



INTELLIVISION AI + PRODUCT RANGE

Dealer exclusive, connected to video monitoring, managed services, AI functions



CONSUMER SELF INSTALL (DIY) BATTERY POWERED WIFI PRODUCT RANGE

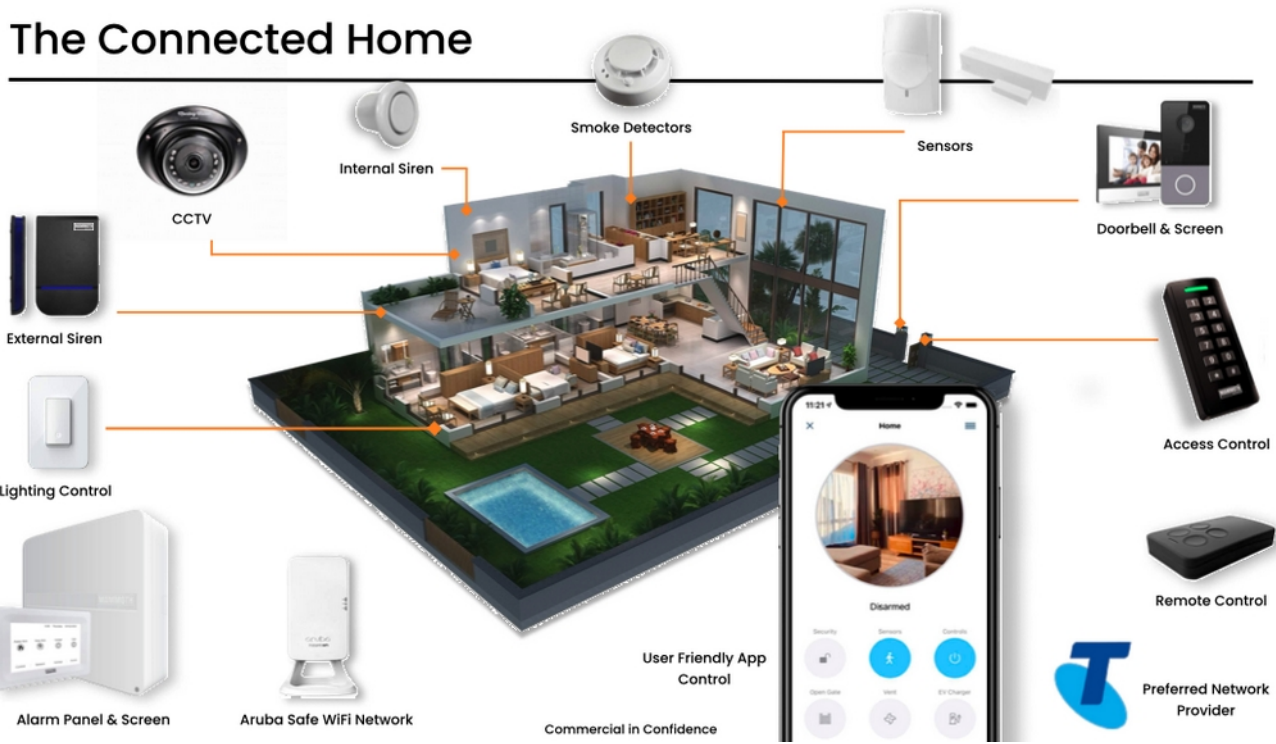
Huge Category Growth Potential

Simple.
BY *Monkey Vision*



CUSTOMER SOLUTIONS & INSTALLATION FOR SMART LIVING

Strong margins and addition of value



ACCORDING TO MASTER BUILDERS AUSTRALIA'S (MBA) LATEST FORECAST.
"176,000 NEW HOMES ARE FORECASTED TO BE BUILT IN AUSTRALIA IN 2023"





Easy to use app



Fast 24/7 response by professionally trained response operators



User location & live tracking



Pre-determined emergency response plan



Employee welfare check-in service



WE'RE HERE WHEN YOU NEED US

24/7 monitored safety app providing protection for you, your employees and families

Our most basic responsibility as an employer, is to ensure that every worker returns home safely at the end of each day.

yoursafe is an app that turns any smartphone into a powerful, 24/7 personal security device and provides a safety solutions to help businesses comply with their Duty of Care for lone, isolated, remote and high-risk workers as well help to move their mobile staff more efficiently with added safety.

The **yoursafe** app is a professionally monitored safety app providing the people with 24/7 safety monitoring on demand. Features include safety alerts and tracking as well as welfare check-ins.

How the safety monitoring works:



yoursafe SOS alert activated



platform receives alert and location is reported



operator contacts user to determine what assistance is required



action is taken based on the users pre-determined emergency response plan



assistance is sent and contacts notified if required



THE SCIENCE OF SECURITY

UNIQUE CUSTOMER JOURNEY

Like nothing you've seen before

We're bringing a new and exciting full customer experience to 525 Chapel Street, South Yarra.

Opening in the middle of November.

Watch this space!



Special Offer

To everyone here today.

Connect your alarm & security cameras to Mammoth Security & we'll better your current price.

We'll do a security audit of your home or workplace and...

**We'll give you a
FREE Lamborghini URUS!**



...and we're not kidding!

12V Lamborghini URUS

Kids Ride On Toy Car
With Remote Control

For 3 – 8 years.

RRP \$540



LET OUR EYES
BE YOUR EYES



OUR BRANDS



Products

- CCTV
- Alarm Systems
- PERS
- Access Control



Wholesale Monitoring

- Burglary & intrusion
- Fire & medical alarms
- Personal emergency & duress response
- Facilities & asset monitoring
- Environmental monitoring
- Video verification, virtual guarding & escorts



Direct Installation, Service, Maintenance & Monitoring, Patrols & Alarm Response

- Integrated Security Solutions:
 - Alarms & Detection
 - CCTV & Video Surveillance
 - Access Control
- 24/7 remote Security Services:
 - Alarm Monitoring
 - Video Verification
 - Video Guarding
- System service & maintenance
 - Ad-Hoc
 - Scheduled maintenance
- Technical support



Guarding & Training

- Site Manpower
 - Guarding
 - Events
- Secure Transport
- Concierge Services
- Executive Protection
- Corporate Risk Consulting
- Training
 - Personal Safety
 - First Aid

REFRESHED BOARD AND EXECUTIVE TEAM

Committed & Aligned Executive Management Team & Board



DENNISON HAMBLING
Managing Director

Joined Jan 2020,
Executive Director August 2021

Significant experience in direct investment and rebuilding companies

Former Head of Public & Private Equity 360 Capital Group

Current Non Executive Director of Cardioscan – a global healthcare monitoring platform



PETER KENNAN
Non-Executive Chairman

Joined Jan 2020,
Chairman Effective July 2021

Founder of Black Crane and has significant experience in investing and assisting turnaround companies

Current Non Executive Director MMA Offshore Limited (ASX; MRM)



DIMITRI BACOPANOS
Non-Executive Director

Joined 2016

Significant experience in mergers and acquisitions

Former Executive Director of Transaction Advisory Services at EY



ROB HILTON
Executive Director

Joined 2022

Founder – The Promotions Factory (est, 1988) now TPF Group

34 years of experience in sales and marketing

Has built promotional strategies and executed global award winning campaigns for the biggest brands in Australia