THREAT PROTECT

INTELLIGENT MONITORING GROUP

AGM Presentation

28 November 2022

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)

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

Jason Elks
Non-Executive Director

Joining Dec 2022

Significant experience in corporate improvement and aligning values of staff to business

Formal Business

Reports	Financial Statements and Reports
Resolution 1	Adoption of Remuneration Report
Resolution 2	Re-election of Director – Peter Kennan
Resolution 3	Re-election of Director – Robert Hilton
Resolution 4	Approval of placement capacity (7.1A Mandate)
Resolution 5	Issue of performance rights to Robert Hilton
Resolution 6	Issue of performance rights to Dennison Hambling

Financial Statements & Reports

To receive and consider the annual financial report of the Company for the financial year ended 30 June 2022 with the declaration of the Directors, the Directors' report, the Remuneration Report and the auditor's report.

Resolution 1 – Adoption of Remuneration Report

To consider and, if thought fit, to pass the following resolution as a **non-binding resolution**:

"That for the purposes of section 250R(2) of the Corporations Act and for all other purposes, approval is given for the adoption of the Remuneration Report as contained in the Company's annual financial report for the financial year ended 30 June 2022."

Resolution 1 – Proxies Received

For	Against	Abstain	Proxy's Discretion
7,813,200	20,001	80,124,941	28,404

Resolution 2 – Re-election of Director – Peter Kennan

To consider and, if thought fit, to pass the following resolution as an **ordinary resolution**:

"That, for the purpose of clause 14.2 of the Constitution, Listing Rule 14.5 and for all other purposes, Peter Kennan, a Director, retires by rotation, and being eligible, is re-elected as a Director."

Resolution 2 – Proxies Received

For	Against	Abstain	Proxy's Discretion
87,954,673	1	3,469	28,404

Resolution 3 – Re-election of Director – Robert Hilton

To consider and, if thought fit, to pass the following resolution as an **ordinary resolution**:

"That, for the purpose of clause 14.4 of the Constitution, Listing Rule 14.4 and for all other purposes, Robert Hilton, a Director, who was appointed an additional Director on 5 July 2022, retires, and being eligible, is re-elected as a Director."

Resolution 3 – Proxies Received

For	Against	Abstain	Proxy's Discretion
87,934,673	20,002	3,468	28,404

Resolution 4 – Approval of 7.1A Mandate

To consider and, if thought fit, to pass the following resolution as a **special resolution**:

"That, for the purposes of Listing Rule 7.1A and for all other purposes, approval is given for the Company to issue up to that number of Equity Securities equal to 10% of the issued capital of the Company at the time of issue, calculated in accordance with the formula prescribed in Listing Rule 7.1A.2 and otherwise on the terms and conditions set out in the Explanatory Statement, until the earlier of:

(i)   the date that is 12 months from the date of this Meeting;

(ii)   the time and date of the Company's next annual general meeting; and

(iii)   the time and date of Shareholder approval of a transaction under Listing Rule 11.1.2 or 11.2."

Resolution 4 – Proxies Received

For	Against	Abstain	Proxy's Discretion
87,954,553	3,469	121	28,404

Resolution 5 – Issue of Performance Rights to Related Party – Robert Hilton

To consider and, if thought fit, to pass the following as an **ordinary resolution**:

"That, for the purposes of Listing Rule 10.11 and for all other purposes, approval is given for the Company to issue 5,000,000 Performance Rights to Robert Hilton (or his nominee) on the terms and conditions set out in the Explanatory Statement."

Resolution 5 – Proxies Received

For	Against	Abstain	Proxy's Discretion
87,820,679	137,343	121	28,404

INTELLIGENT MONITORING GROUP

Resolution 6 – Issue of Performance Rights to Related Party – Dennison Hambling

To consider and, if thought fit, to pass the following resolution as an **ordinary resolution**:

"That, for the purposes of Listing Rule 10.11 and for all other purposes, approval is given for the Company to issue up to 1,850,000 Performance Rights to Dennison Hambling (or his nominee) on the terms and conditions set out in the Explanatory Statement."

Resolution 6 – Proxies Received

For	Against	Abstain	Proxy's Discretion
87,840,679	117,342	122	28,404

INTELLIGENT MONITORING GROUP

Company Update
**Dennison Hambling,
Managing Director**

IMG OVERVIEW

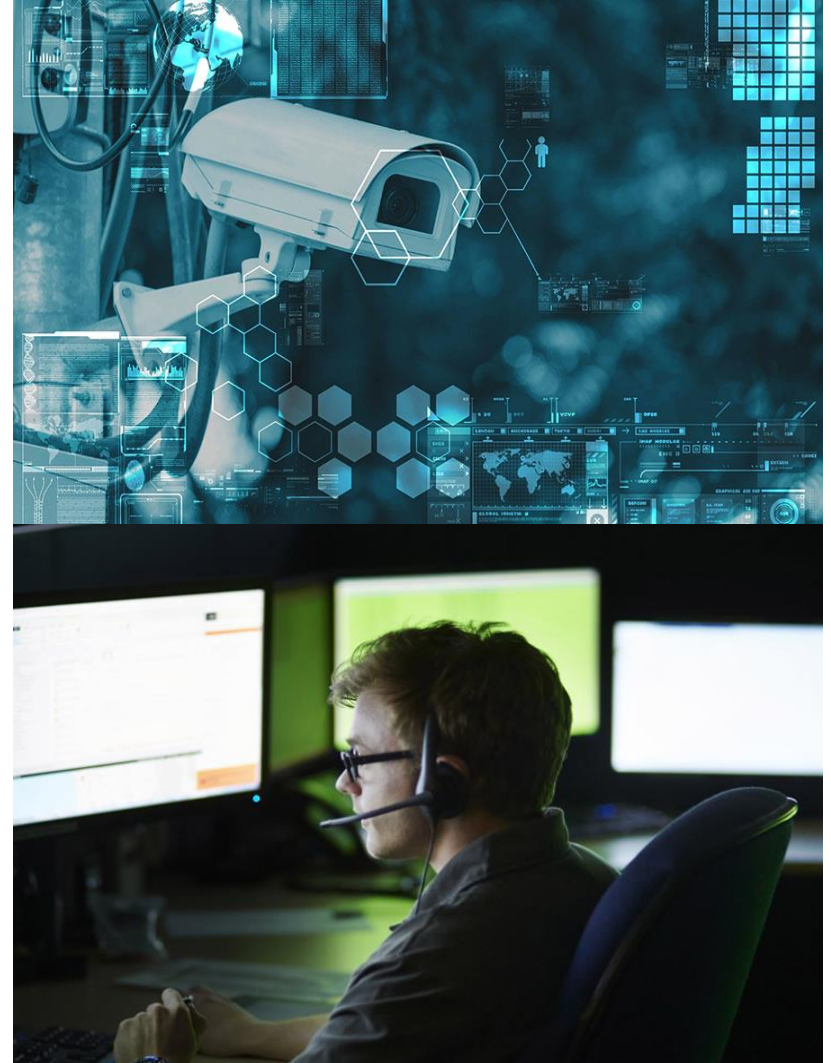## Australia's largest independent security monitoring provider with >70,000 connections

Intelligent Monitoring Group ("IMG") provides **A1 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 >75,000 connections

>75,000
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 a diversified customer base across government, commercial, residential and personal emergency response with and 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

~$22.9m
Market Cap
(as at 21-Nov-22 @ $0.175cps)

$23.5m
Net Debt
(as at 30-June-2022)
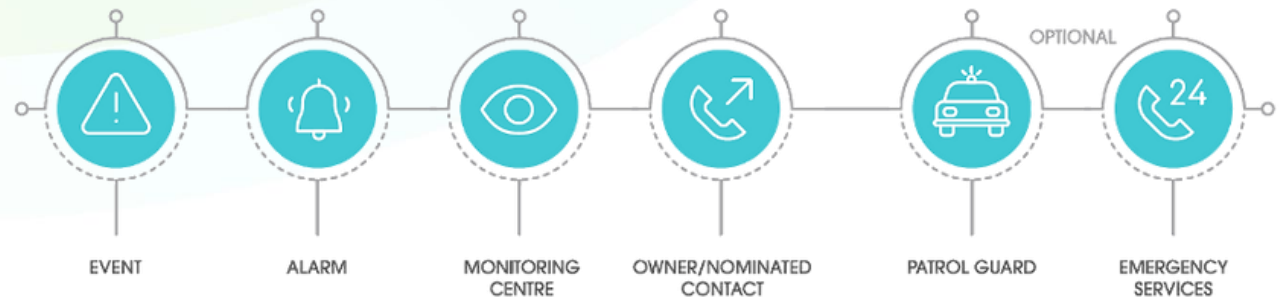
VIDEO VERIFICATION

Saving on human based patrol costs and call outs

AI powered smart cameras have hundreds of uses, from human detection, vehicle identification and classification, people counting, heat mapping, and facial recognition.

Cameras are very affordable and can be remotely monitored by our control rooms saving money and time.

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

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

OPTIONAL

| EVENT | ALARM | MONITORING CENTRE | OWNER/NOMINATED CONTACT | PATROL GUARD | EMERGENCY SERVICES |

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.

FY22 KEY MILESTONES

FY22 was a significant year for IMG as it 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

FY22 key indicators

Positive signs of strategy working

Camera verification rising

IMG has 38 customers now with cameras being verified or with regular patrols. On average each customer has 8 cameras monitored

Leads to higher ARPU and higher margin

PERS Strategy accelerating

Personal emergency alarm response customers increased +27% FYTD over 2021.

The launching of the yoursafe app, and a wider medical product range will help lift growth further

Camera partnerships have begun

IMG customers have seen the first promotion of Monkey vision cameras and product with monitoring attached.

The first criminal activity has already been captured by one this range, in the field.

Bunnings order
Deepening relationship for MTG

MTG first supplied cameras to Bunnings online in 2020.

With the acquisition of MTG by IMG, Bunnings has taken the next step and after considering its ranging, placed an order for Simple by Monkey cameras from MTG.

Bunnings will have exclusive use of this brand, and we intend to develop the relationship and this entry level product into the marketspace that sits underneath a professional monitoring offer.

We see future product offers, which will be pitched at growing the size and penetration of devices into the security market and aide our monitoring operations.
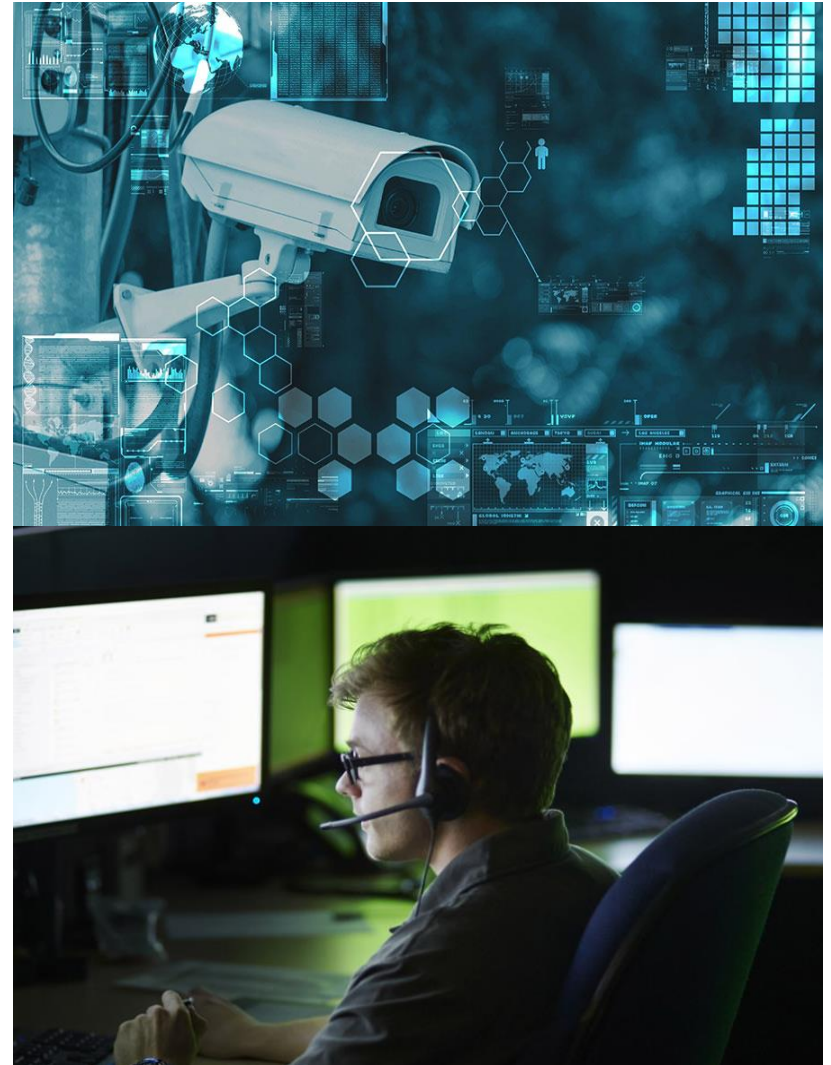
Yoursafe app soft launch

Replacing formerly licenced technology

yoursafe
by Intelligent Monitoring Group

Lone worker & safety monitoring solution

your**safe** is an app that turns any smartphone into a powerful, 24/7 personal security device and provides safety solutions to help businesses comply with their duty of care for lone, isolated, remote & high-risk workers.

With on-demand emergency alerts and staff welfare check-in features, **you**r**safe** is backed by Grade A1 24/7 professional monitoring where the professionally trained & licenced monitoring response staff will respond to the users alert within minutes.

your**safe app features:**
- Easy to use app
- 24/7 professional back to base monitoring
- Fast 24/7 response by trained operators
- User location & live tracking
- Pre-determined emergency response plan
- User check-in service
- Bluetooth devices for easy activation

your**safe portal features:**
- Customisable app with white label branding
- Easy user management platform
  - User on & off boarding
  - User information management
  - Contact escalation management
  - User reporting
  - Seamless integration with 24/7 monitoring platform
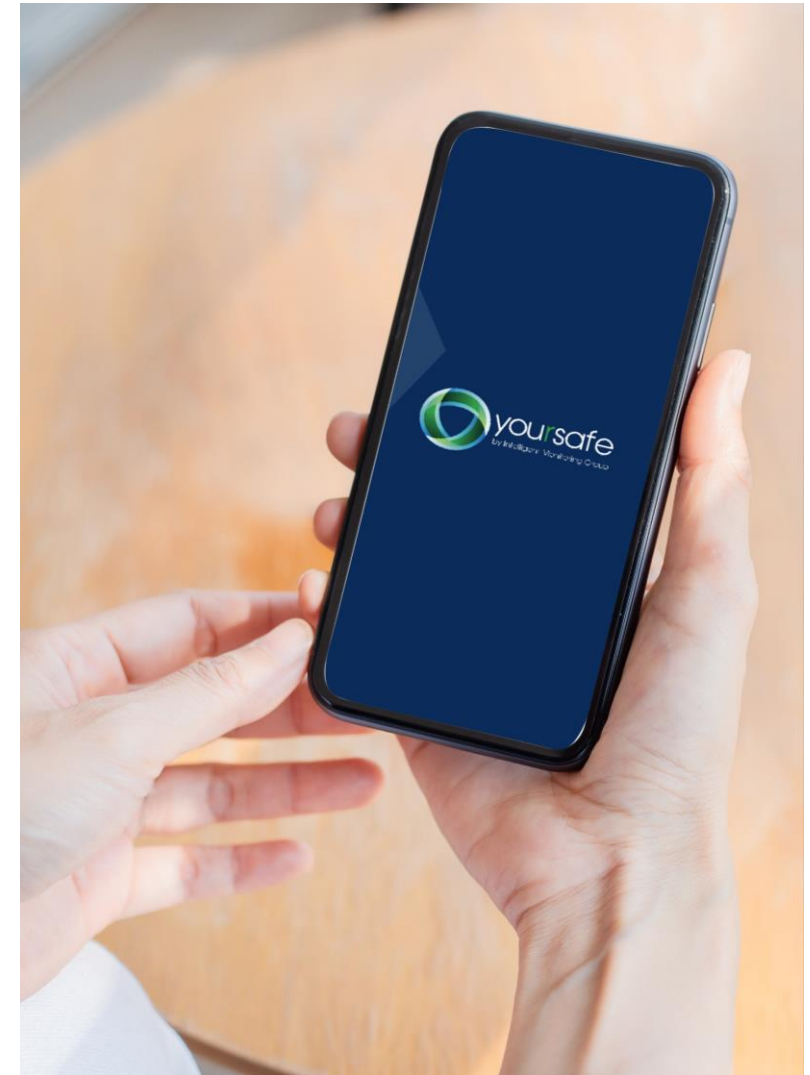
UNIQUE CUSTOMER JOURNEY

Like nothing you've seen before

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

Now open, on an appointment basis

Trading update

Expect a strong FY23 for underlying profit

- ✓ Beat the FY22 guidance of $3.4m achieving a FY22 Adjusted EBITDA of $3.6m

- ▪ Forecast (capital raising) 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 upgraded this to a <u>reported</u> adjusted EBITDA of at least $5.9m for FY23 (Sept 2022)

- ✓ For the month of October IMG (ex MTG losses) delivered an annualised EBITDA >$6m pa. On track to meet guidance, with a strong 2H forecast.

- ✓ Still significant Patriot based efficiencies to roll out Dec/Jan/Feb (~$1m pa annualised)

- ✓ Expect Mammoth to trend to profitable post Bunnings deal

P&L Summary		FY22 Guidance	FY22 Actual	Expected FY23
Revenue	$m	23.1	23.1	32.1
EBITDA	$m	3.4	3.6	5.9
NPATA	$m	1.1	1.6	3.0
EBITDA margin	*%*	*15%*	*16%*	*18%*
Work up to Proforma FY23				
				Expected FY23
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
Expected IMB EBITDA				**5.9**

CAPITAL STRUCTURE

Capital Structure		April-22	Nov-22
Share price	$/share	0.20	0.175
Market Capitalisation	**$m**	**13.3**	**23.5**
Cash	$m	5.6	7.0
Debt	$m	27.3	30.5
Net Debt	$m	21.7	27.5
Enterprise Value	**$m**	**35.0**	**50.6**
P/E	x	12.1	7.7*
Gearing (Net Debt/EBITDA)	x	6.4	4.6

* Using expected underlying EBITDA of $5.9m, forecast interest costs, and estimated tax position (IMG retains $17.181m of tax losses as at FY22)

Conclusion

Clear vision, strong profit outlook and exciting growth opportunities being delivered

Business on track to meet or exceed its EBITDA guidance of $5.9m pa

Business trading at budget (ex MTG) at October, on track for FY23, but pointing further to a strong FY24.

Positive momentum continues

▪ Video verification (underway)
▪ PERS strategy (underway)
▪ Bunnings/retail relationships (starting)

Thankyou for your support

The Board and executive team would like to thank its owners (shareholders), staff and counterparties. Its been a significant year for the business and we look forward to growing with all parties into FY23

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Authorised for release by the Board of Intelligent Monitoring Group Limited