



INTELLIGENT  
MONITORING GROUP

An Intelligent Monitoring Group Company ASX:IMB

## Annual General Meeting October 2024

OUR BRANDS



# THE IMG BOARD OF DIRECTORS



**DENNISON HAMBLING**  
Managing Director

Joined Jan 2020,  
Managing Director August  
2022

Significant experience in  
direct investment and  
rebuilding  
companies

Former Head of Public &  
Private Equity - 360 Capital  
Group



**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

\* Owns & represents 137m  
shares



**ROB HILTON**  
Non-Executive Director

Joined July 2022

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

\* Owns 8.5m shares



**Jason Elks**  
Non-Executive Director

Joined Dec 2022

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

Material improvement  
achievements include:  
New Century Mine and Rio  
Tinto Canada



**Mark Brisson**  
Non-Executive Director

Joined April 2024

Former MD of Chubb Fire &  
Security

Non-executive director of  
Nasdaq listed, Shine Union  
Group.

# FORMAL BUSINESS

- 1 Financial Statements and Reports
- 2 Resolution 1: Adoption of Remuneration Report
- 3 Resolution 2: Re-election of Director – Peter Kennan
- 4 Resolution 3: Re-election of Director – Mark Allen Brisson
- 5 Resolution 4: Approval of 7.1A Mandate
- 6 Resolution 5(A): Ratification and approval of prior issue of shares to certain institutional investors on 4 June 2024 under Listing Rule 7.1
- 7 Resolution 5(B): Ratification and approval of prior issue of shares to certain institutional investors on 4 June 2024 under Listing Rule 7.1A
- 8 Resolution 6: Approval of IMG Incentive Plan
- 9 Resolution 7: Approval of grant 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 2024 with the declaration of the Directors, the Directors' report, the Remuneration Report and the Auditor's report.

## RESOLUTION 1

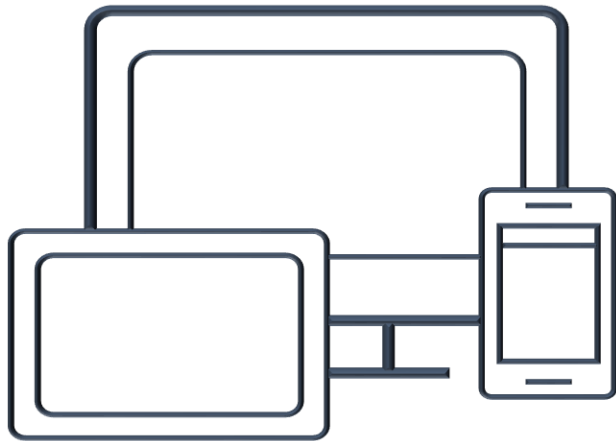
### Adoption of Remuneration Report

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 2024.”*

# RESOLUTION 1 – PROXIES RECEIVED

For	Against	Abstain	Proxy's Discretion
52,623,214	12,261,167	142,076,171	1,262



## RESOLUTION 2

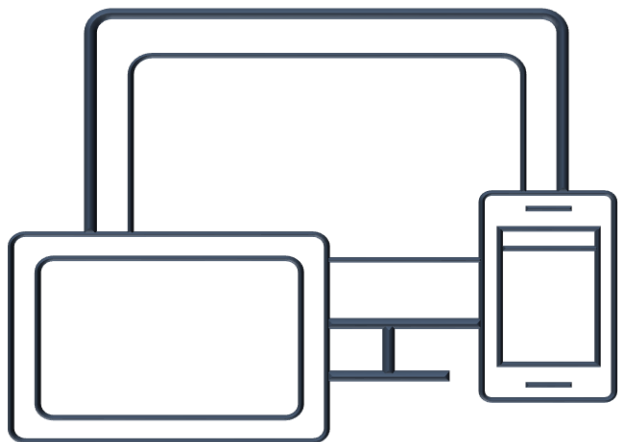
### Re-election of Director – Peter Kennan

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 14.4 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
206,660,652	0	299,900	1,262





## RESOLUTION 3

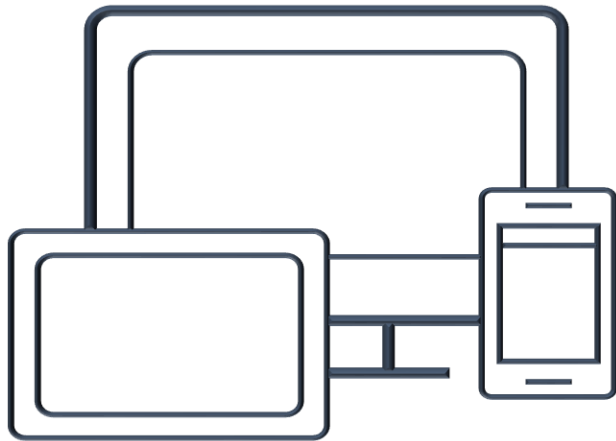
### Re-election of Director – Mark Allen Brisson

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, Mark Allen Brisson, a Director, who was appointed an additional Director on 31 May 2024, retires, and being eligible, is re-elected as a Director.”*

## RESOLUTION 3 – PROXIES RECEIVED

For	Against	Abstain	Proxy's Discretion
206,660,652	0	299,900	1,262



## RESOLUTION 4

### Approval of 7.1A Mandate

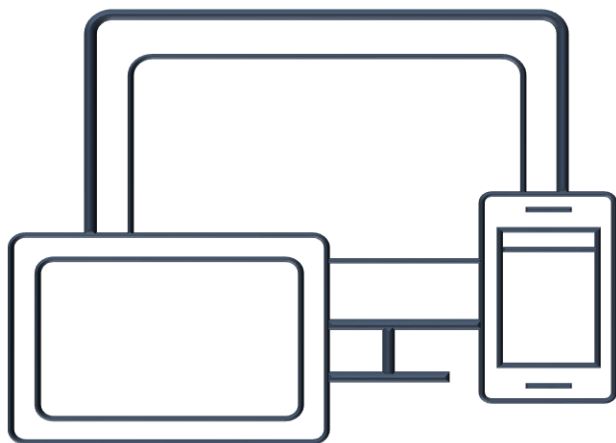
To consider and, if thought fit, to pass the following resolution as a **special resolution**:

*“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
202,484,196	4,179,856	299,900	1,262



## RESOLUTION 5(A)

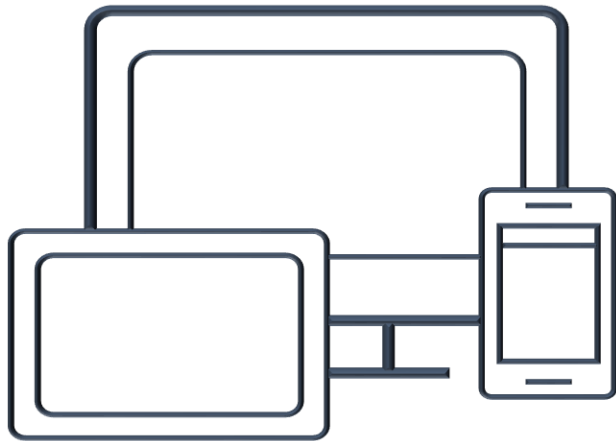
Ratification and approval of prior issue of shares to certain institutional investors on 4 June 2024 under Listing Rule 7.1

To consider and, if thought fit, to pass, with or without amendment, the following resolution as an **ordinary resolution**:

*“That, for the purposes of Listing Rule 7.4 and for all other purposes, approval be given to ratify the prior issue to certain institutional investors of 36,217,176 Shares under Listing Rule 7.1 at \$0.32 per Share as detailed in the Explanatory Statement.”*

# RESOLUTION 5(A) – PROXIES RECEIVED

For	Against	Abstain	Proxy's Discretion
157,848,406	10,373	416,889	1,262



## RESOLUTION 5(B)

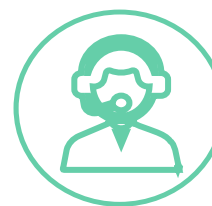
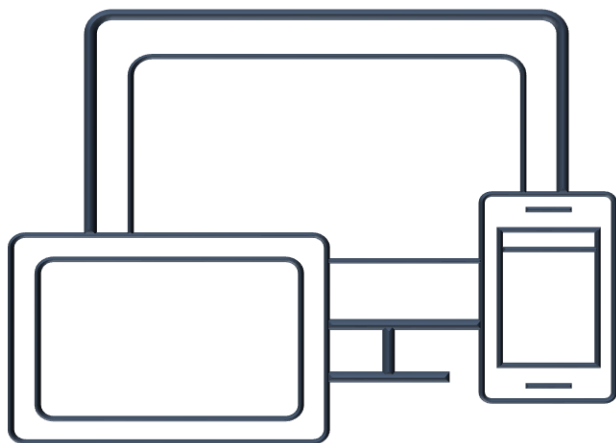
Ratification and approval of prior issue of shares to certain institutional investors on 4 June 2024 under Listing Rule 7.1A

To consider and, if thought fit, to pass, with or without amendment, the following resolution as an **ordinary resolution**:

*“That, for the purposes of Listing Rule 7.4 and for all other purposes, approval be given to ratify the prior issue to certain institutional investors of 36,217,176 Shares under Listing Rule 7.1A at \$0.32 per Share as detailed in the Explanatory Statement.”*

# RESOLUTION 5(B) – PROXIES RECEIVED

For	Against	Abstain	Proxy's Discretion
157,848,406	10,373	416,889	1,262





## RESOLUTION 6

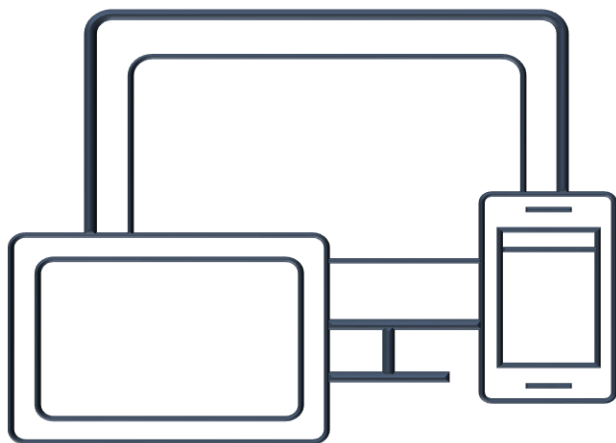
### Approval of IMG Employee Incentive Plan

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

*“That, for the purposes of Listing Rule 7.2 (Exception 13) and for all other purposes, approval be given for the future issue of Shares, Options and Performance Rights under the IMG Employee Incentive Plan during the three years following the date of the Meeting, as detailed in the Explanatory Statement.”*

# RESOLUTION 6 – PROXIES RECEIVED

For	Against	Abstain	Proxy's Discretion
194,395,941	12,264,711	299,900	1,262



## RESOLUTION 7

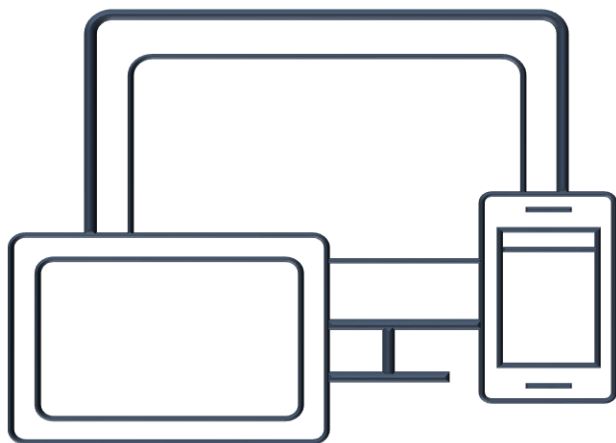
### Approval of grant of Performance Rights to Dennison Hambling

To consider and, if thought fit, to pass, with or without amendment, the following resolution as an **ordinary resolution**:

*“That, for the purposes of Listing Rule 10.14 and for all other purposes, approval be given for the grant of 2,650,000 Performance Rights (with vesting conditions) to Mr Dennison Hambling, Managing Director of the Company, and the issue of up to 2,650,000 Shares upon the vesting of those Performance Rights, under the IMG Employee Incentive Plan, on the terms detailed in the Explanatory Statement.”*

# RESOLUTION 7 – PROXIES RECEIVED

For	Against	Abstain	Proxy's Discretion
194,395,941	12,268,111	296,500	1,262



**AGM  
MANAGEMENT  
PRESENTATION**



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# ABOUT INTELLIGENT MONITORING GROUP (IMG)

Customer base of over 210,000 businesses, homes, and individuals across Australia and New Zealand.



We operate out of all major cities in Australasia - Adelaide, Brisbane, Melbourne, Sydney, Canberra, Perth, Launceston, Auckland, Wellington, Hamilton, and Christchurch, with a presence in many other locations.



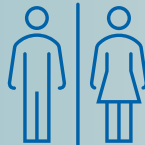
Stable recurring revenue base of approximately \$6.8 million per month



530 full-time employees across Australasia



Approximately 43% female and 57% male employees



Share market value of ~\$230m and are 47% owned by a fund run by Black Crane (managed by our Chairman, Peter Kennan).



# GROUP VISION & VALUES



**We will become the leader in Professional Security and Security-related services for Businesses, Homes, Families, and Individuals in Australasia.**

We will do this by providing the best professional service at the best value, with the latest technology available anywhere.



## TRANSPARENCY

We have the courage to be honest and share information, taking accountability for our actions.



## INCLUSIVENESS

We respect and trust one another, regardless of our differences.



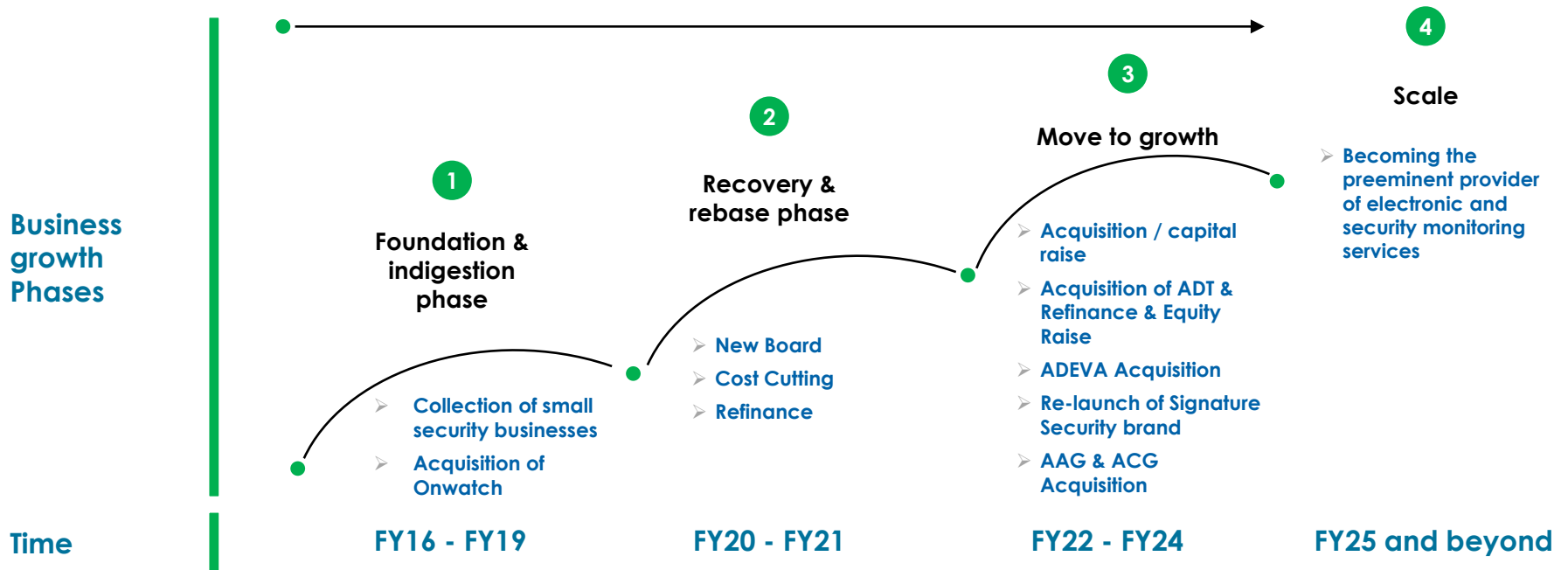
## EXCELLENCE

We strive to be leaders with a commitment to continuous improvement & celebrating our successes.

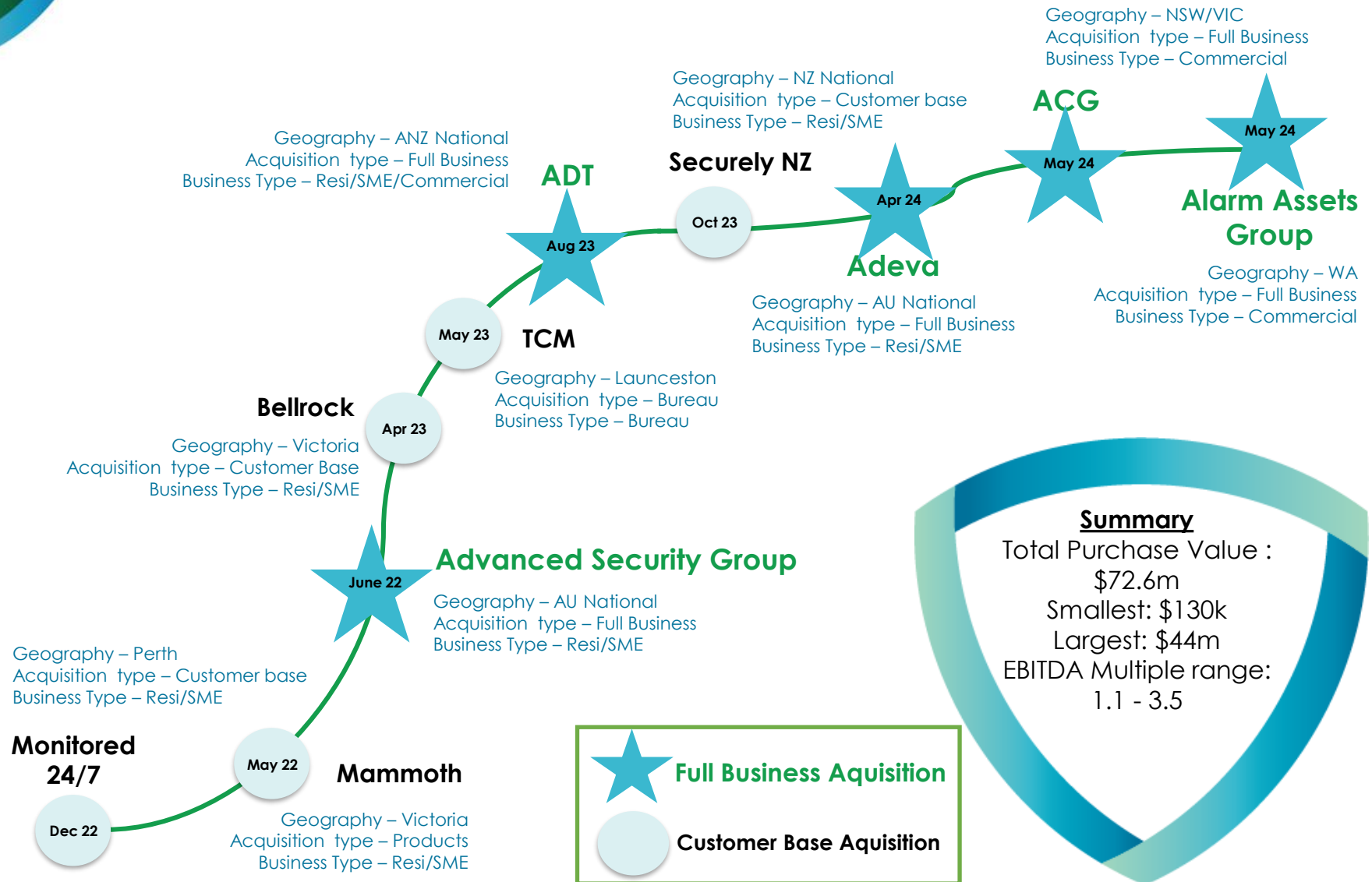


# COMPANY TIMELINE

Current team have delivered a successful business turnaround and are now focused on growth and scaling up its new platform and services



# IMG ACQUISITIONS



# STRONG AND SIMPLE GROUP STRUCTURE



INTELLIGENT  
MONITORING GROUP

Australia  
Residential / SME /  
Commercial / ADT  
Care

Australia  
Residential / SME

Australia  
Wholesale  
Monitoring business

New Zealand  
Residential / SME  
/Commercial / ADT  
Care



Australia – 81% of Group  
EBITDA

New Zealand –  
19% of Group  
EBITDA



## UPDATE ON ACG & AAG SINCE ACQUISITION

- ACG & AAG acquired in July (as subsidiaries of ADT)

Since July:

- Key AAG contract won and expanded to second state in Australia (from a WA focus priorly)
  - ACG key contract resigned for 3 years, with value uplift. Opportunity to assist a complete refit of this customers system during 2H25 and beyond.
  - ACG working on a number of significant customer expansion projects (from within its current customer base) to be delivered during FY25 and beyond
- 
- Both businesses trading to expectations and are expected to trade ahead of FY24 in FY25.



## UPDATE ON ADEVA (SIGNATURE SECURITY)

- Purpose was to unlock the customer experience for IMG Residential customers and be the engine for Sybersense rollout and virtual guarding and patrol services in Australia.

Since June:

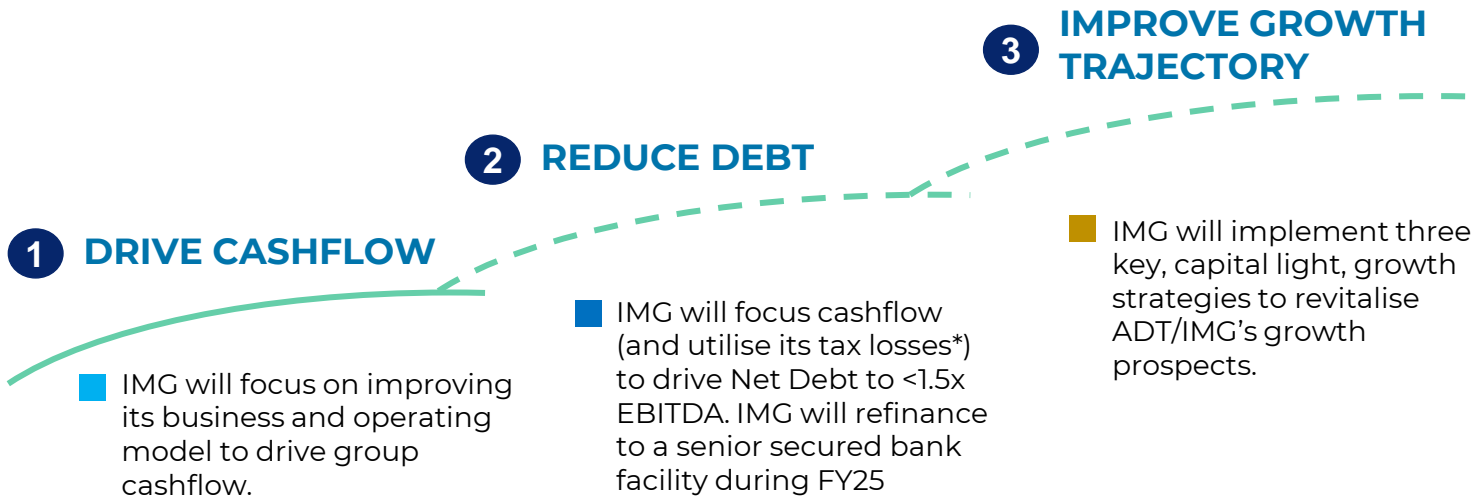
- Total rebrand to Signature Security
  - Major restructuring project ("Project Funnel Web"). Integrating the direct customer base of IMS, and the residential operations of ADT Australia. This resulted in significant operational change.
  - Now a new focused, hungry team, looking to grow significantly as we move into 2H25.
- 
- Significant one-off change costs have been incurred in 1Q25 to position this business for a strong remainder of FY25.



# **GROUP STRATEGY & GROWTH**



# CORPORATE STRATEGY



\* Tax losses of \$23.4m as at FY2024



# GROWTH AREAS

## Commercial & Enterprise business security

Goal is to return to \$130m+ revenue business, from ~\$40m today. We are a technology business with a security focus.

### Current overview

Industries we serve:  
Mining & Resources  
Banking & Finance  
Retail  
Healthcare  
Transport  
Aviation  
Government  
Manufacturing  
Petroleum & more...

Customer Tenure:  
Long term sticky  
customers with  
average tenure of 10 -  
15yrs

Average monthly  
revenue:  
Our long-term  
customers generate  
an average of \$4.2m  
monthly revenue





# GROWTH AREAS

## Residential security

Lower the upfront cost of security via new security systems, and then improve monitoring value through use of video (grow market penetration from <5% currently)

### Current overview

We sign-up approximately 200 new customer sites every month

Since June 24, 20% of New Customers are DIY and growing.

Package paid for at point of sale.

Reduced installation time from 6wks to 3wks with 80% jobs managed by in-house technicians

DIY delivery averages 7 days



# GROWTH AREAS

## ADT Care

By using best-in-class monitoring and customer service, we can help keep ageing Australasians in their homes longer.

### Current overview

Enhanced customer service and delivery, driving steady growth in our customer base.

Invested in a dedicated ADT Care team (in both countries) to elevate customer support and service quality.

Re-signing core partners MSD (NZ), PASA (SA, AU)

Achieved accreditation as an NDIS partner, expanding our service capabilities and reach.



# GROWTH AREAS

## Wholesale - Monitoring

Support our wholesale customers with the latest monitoring services and support them as they increasingly look to retire and transition from the industry.

### Current overview

Proud to be the exclusive Australasian partner of a large provider of Medical Alarm devices in Australia and a leading Global Safety App

In FY24, we experienced a remarkable 650% surge in connected cameras for video monitoring.

Streamlined our business focus to wholesale monitoring only, significantly enhancing customer service.



## ACCESS TO KEY PRODUCTS ESTABLISHED

Since 2022 - IMG has introduced completely new products and service platform

Access to the latest  
Access Control  
systems reestablished

Introduction of  
globally leading, easy  
to install residential  
and SME security  
systems

A complete new  
back-end system (in  
IMS), tied with access  
to the best video  
management  
software now  
established.

IMG now has access to solutions for virtually every relevant problem that our wide range of customers may have, at preferential rates, and with a network of skilled sales, service and technical people.

# RE-INVENTING GUARDING



**GUARD**

**signature**  
**GUARD**

# GUARDING

## SEE MORE, WORRY LESS: GUARDING YOUR PEACE OF MIND

Physical Guarding – Reliant on humans with technology as a back-up

Video Guarding – Reliant on technology with humans as a back-up

Point of difference

- 1 Patrolling:** Regularly monitoring the premises for suspicious activities.
- 2 Access Control:** Verifying identities and granting access to authorized individuals.
- 3 Monitoring Surveillance Systems:** Watching video feeds to detect unusual activity.
- 4 Incident Response:** Swiftly addressing emergencies and reporting incidents.
- 5 Report Writing:** Documenting incidents and observations for records.
- 6 Customer Service:** Assisting visitors and employees while ensuring safety.
- 7 Safety Checks:** Inspecting facilities to ensure safety compliance.
- 8 Conflict Resolution:** De-escalating disputes in a calm and professional manner.

- 1) Continuous Monitoring with Real-Time Notifications:** Watching live feeds for suspicious behavior and receiving alerts from cameras.
- 2) Incident Documentation:** Logging unusual activities for future reference.
- 3) Real-Time Alerts:** Notifying law enforcement of immediate threats.
- 4) System Maintenance:** Regularly checking video equipment to ensure functionality.
- 5) Footage Review:** Analyzing recorded video for evidence after incidents.
- 6) Data Management:** Storing and managing footage in compliance with cloud backup.
- 7) Collaboration:** Supporting on-site management teams during incidents.
- 8) Reporting:** Compiling detailed reports on incidents and monitoring activities.
- 9) Policy Enforcement:** Ensuring adherence to security policies through surveillance.
- 10) Threat Assessment:** Evaluating potential security risks based on data.
- 11) 24/7 Off-Site Support:** Providing continuous monitoring without personnel limitations.
- 12) Incident Investigation:** Contributing video evidence and insights to investigations.
- 13) Technology Updates:** Recommending improvements and evaluating security gaps.
- 14) Emergency Preparedness:** Assisting in developing and reviewing emergency response plans.

- ✓ **Cost-Effective Security:** Reduces costs by minimizing on-site personnel.
- ✓ **24/7 Surveillance:** Continuous monitoring deters crime and ensures safety.
- ✓ **Rapid Response:** Enables quick response to incidents in real-time.
- ✓ **Advanced Technology Integration:** Utilizes AI and analytics for enhanced threat detection.
- ✓ **Scalability and Flexibility:** Easily adjusts to changing security needs.
- ✓ **Comprehensive Coverage:** Monitors multiple sites from a centralized platform.
- ✓ **Reduced Liability:** Provides evidence to protect against claims.
- ✓ **Enhanced Operational Efficiency:** Informs decisions and improves resource allocation.
- ✓ **Customizable Solutions:** Tailors services to meet specific business needs.

## GUARDING SIMPLY PUT...

### Physical Guarding



Risk of incident being missed and perpetrator getting away

### Video Guarding






VS



Real time incident reporting and perpetrator getting caught

# SUMMARY: COMPANY TRANSFORMED DURING 2024

Largest security monitoring company in Australasia

	Customers	EBITDA	Market Cap	Net Debt	ND:EBITDA
1H 2023 (Pre ADT)	~70,000	\$5.3m Proforma annualised	\$16.6m (SP = \$0.127cps)	\$28.9m (1-year left)	>5.0x
FY24 (Full year)	~190,000 (+25,000 fire lines =>210,000)	\$34.8m FY24 (ADT 12-month period)	\$247.7m (SP = \$0.75cps)	\$68.3m	1.7x
2021 Target (for 2025)	~150,000	Target: \$15m			2-3x
Status					





## SUMMARY

1. We have developed some key comparative advantages:
  - National coverage of our technical people (96 technicians in Australia, 40 technicians in NZ).
  - Leading technology operating platform, increasingly focused on proactive video services.
  - Two of the few Brands that are recognised as key providers (ADT & Signature Security)
2. We are focused on being increasingly customer friendly and solving real life problems. Video patrols, verification and surveillance only emerging area in Australia.
3. We are in strong financial shape and will refinance our debt by the minimum interest payment period (Feb 2025) being enforced by our lenders.
4. We remain ambitious and are focused on growing into the ASX300 which will cement our position as the only recognised and significant player in our markets.

**Commercial Office:**

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Sydney 2208  
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**Intelligent Monitoring Group  
Limited**

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East Perth WA 6004

**Authorised for release by the  
Board of Intelligent Monitoring  
Group Limited**



INTELLIGENT  
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