



INTELLIGENT
MONITORING GROUP

An Intelligent Monitoring Group Company ASX:IMB

Half-Year Result Presentation February 2025

OUR BRANDS





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1H25 RESULTS OVERVIEW

- IMG delivered an adjusted EBITDA of \$17.5m.
- Revenue +43%; EBITDA +23%. EBITDA Margin 22%. Adjusted Cashflow +44%
- Guidance reaffirmed for adjusted (pre FY25 acquisitions) EBITDA of >\$38m for FY25. Including Acquisitions, adjusted delivered EBITDA is now expected to be >\$40m.
 - This compares to a like-for-like adjusted EBITDA of \$26.9m in FY24 (ADT 12-month adjusted) or +48.7% (incl acquisitions).
- Cash in the bank of \$26.2m as of Dec 2024. Tax losses available of \$23.4m (at June 2024).
- Gross Debt of \$83.7m; Placing the business on a Net Debt : FY25 EBITDA ratio of 1.4x
- Refinancing successful. March 17th drawdown. Funding costs fall from 15% to <7%pa with gross debt of approximately \$85m and an acquisition facility of \$35m available.
- EV (fully diluted): Pro forma adjusted EBITDA of 6.6x (at \$0.535cps) – trading below global comparatives.



AGENDA



About Intelligent Monitoring Group (IMG)



Group Structure



Company Timeline



Group Vision



Group Financials



Group Strategy & Growth



FY24 Summary



FY25 Focus

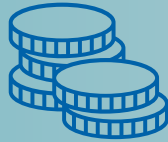
ABOUT INTELLIGENT MONITORING GROUP (IMG)

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.

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



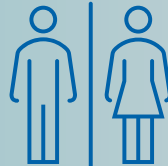
Stable recurring revenue base of approximately \$6.9 million per month



570 full-time employees across Australasia



Approximately 43% female and 57% male employees



Share market value of ~\$195m. IMB is owned by investors such as Black Crane (36%), Allan Gray (13.2%), MA Financial (8.6%) and a range of quality Australasian institutions and private investors.



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



signature
SECURITY GROUP



Intelligent
Monitoring
Solutions

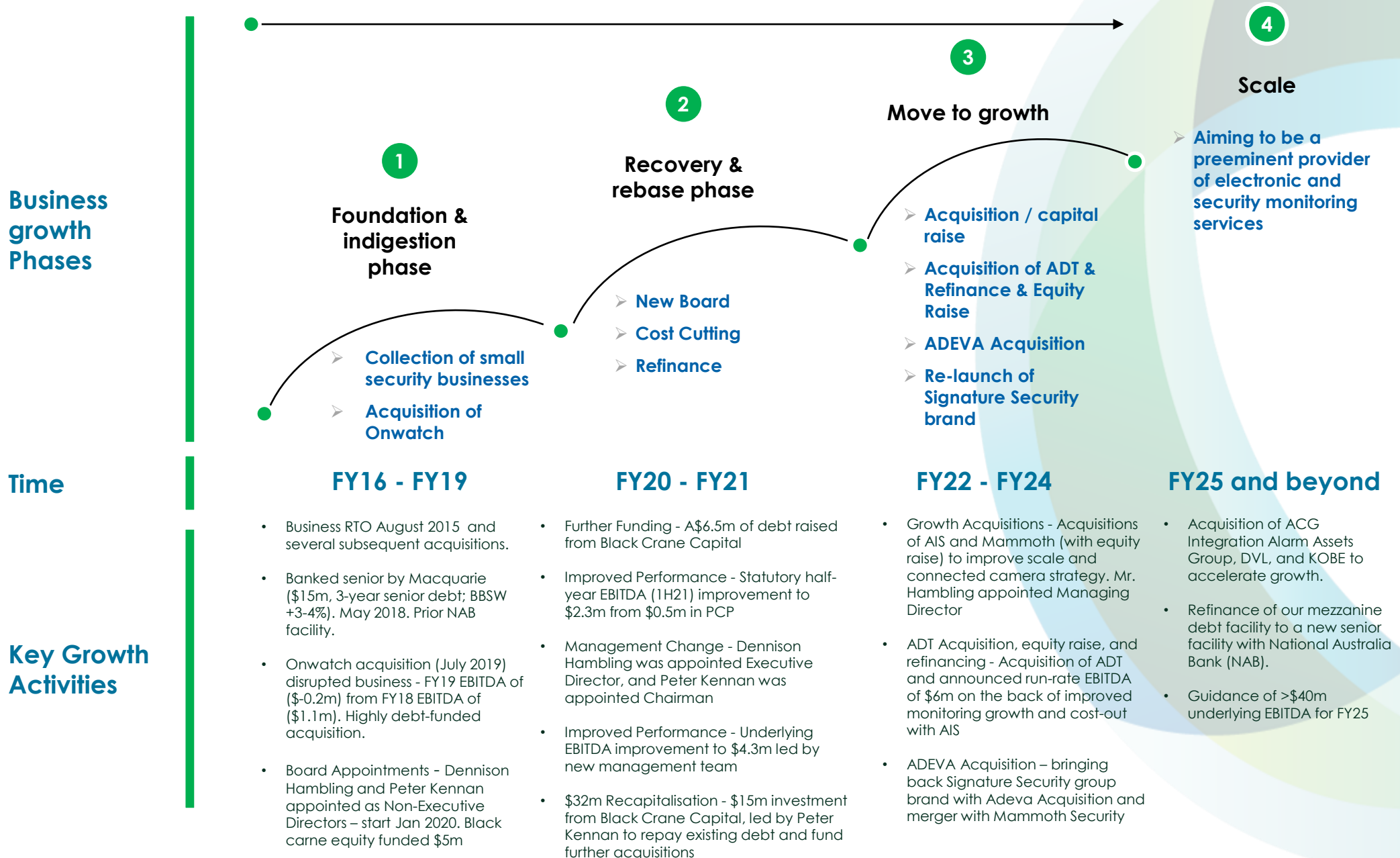


Australia – 69% of
Group EBITDA

New Zealand
– 31% of
Group EBITDA

COMPANY TIMELINE

Current team have delivered a successful business turnaround and are now focused on growth



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.

GROUP FINANCIALS



PROFIT & LOSS OVERVIEW

Strong and improving P&L

- Adjusted EBITDA is \$17.5m +23.4%, with an EBITDA Margin of 22%
 - Margin reflects the end of capitalization of 3G and ADT-owned customer work in Australia.
- Non-recurring items of \$7.6m (see slide).
- Amortisation is significantly impacted by non-cash ADT acquisition effects and new depreciation schedule (see slide).
- ADT NZ (32% of EBITDA) Revenue +4%; EBITDA +15% in AUD.
- Significant Tax Shield of \$23.4m to be utilized over the next few years

P&L Summary		1H25	1H24*
Revenue	\$m	80.8	55.7
Gross Profit	\$m	30.6	26.2
EBITDA	\$m	17.5	14.2
EBITDA margin	%	22%	25%
Depreciation (and leases)	\$m	1.2	1.5
Operating EBIT	\$m	16.2	12.7
Amortisation (and customer contracts)	\$m	9.0	2.8
Abnormal items**	\$m	7.6	6.9
Finance Costs	\$m	9.2	7.4
Tax (benefit)	\$m	-0.5	0
Reported Profit/Loss	\$m	-9.1	-4.3
Profit/Loss before abnormal items and amortisation	\$m	7.5	4.5

* EBITDA in 1H24 included 5 months ownership of ADT, and former capitalisation policy.

** Includes AAG, ACG & DVL acquisitions, refinance, integration and Transitional Services Agreement costs.

EBITDA OVERVIEW

Reconciliation to Statutory accounts

EBITDA Reconciliation				
		1H25	1H24	
Reported EBITDA	\$m	9.9	7.3	Per Statutory accounts
Impairment of receivable	\$m	1.3	0.7	Impairment of acquired receivables on review
Impairment of assets	\$m	4.3	0.4	Impairment of acquired assets on review
Business acquisition, integration, restructuring and refinancing costs	\$m	1.9	3.5	Various costs relating to the close out of the JCI TSA, acquisitions of ACG, AAG, DVL, and KOBE as well as the refinancing of the Balance Sheet and several internal optimisation projects resulting in one-off costs of redundancy and software implementation
Loss/(gain) on sale of investment	\$m	0	1.3	The sale of AIS has incurred a headline loss, however, the long-term wholesale agreement that has been entered into makes this a technical adjustment in the boards' opinion
Share based expense	\$m	0.3	1.1	The impact of the change in value of the contingent performance shares on issue, which is related to the positive change in share price over the period.
Interest income	\$m	-0.2	0	The impact of the change in value of the contingent performance shares on issue, which is related to the positive change in share price over the period.
Total Non-Recurring Items	\$m	7.6	6.9	Per P&L Summary
Adjusted EBITDA (rounded)	\$m	17.5	14.2	Per Management accounts

DEPRECIATION & AMORTISATION OVERVIEW

Reconciliation to Statutory accounts

Depreciation & Amortisation reconciliation				
		1H25	1H24	
Depreciation & Amortisation in cost of services	\$m	5.3	0.7	As reported
Depreciation and amortisation expense	\$m	4.9	3.6	As reported
Total Depreciation and Amortisation	\$m	10.2	4.3	
Split into: (per note 7 of financial report)				
Business depreciation	\$m	0.3	0.4	Core stay in business CAPEX
Lease depreciation	\$m	0.9	1.1	Cost of leases amortised
Depreciation (management accounts)	\$m	1.2	1.5	
Subscriber assets	\$m	1.9	0.0	A mixture of contracted pre-IMG sales, and ADT Care customer growth
Intangible amortization (non-cash)	\$m	7.1	2.8	Non-cash amortization of acquired brand and customer book
Amortisation (management accounts)	\$m	9.0	2.8	
Total Depreciation and Amortisation	\$m	10.2	4.3	

REGIONAL BREAKDOWN

Underlying growth in business

- Good Revenue growth in Australia, driven by underlying growth (+6.2%), and acquisitions during the period (ACG, AAG, Adeva & DVL).
- Adjusted EBITDA in Australia of 19.7% following ceasing of capitalisation, and ADT owned contracts, and bedding in of Signature Security.
- NZ Business delivered underlying growth (+4.1%) and margin improvement as it implemented business improvement initiatives.
 - NZ economy resulting in strong tendering activity (from a new government).
 - NZ business completed Salesforce.com rollout in Jan 2025, and will launch ADT Guard by April 2025 which is expected to improve growth prospects

P&L Summary (1H25)		Australia	NZ	Corporate
Revenue	\$m	60.5	20.2	0.1
Revenue growth	%	6.2%	4.1%	
Total Revenue Growth	%	66.6%	4.1%	
Adjusted EBITDA	\$m	14.6	5.4	-2.5
EBITDA margin	%	19.7%	26.5%	

BALANCE SHEET

Stable balance sheet ready with refinancing achieved

- Cash position of \$26.2m (pre-settlement of KOBE and debt refinancing costs).
- Gross Secured Debt of \$83.7m, Adj Net Debt of \$57.1m.
 - Net Debt to Underlying 1H25 annualised EBITDA of 1.6x
 - Net Debt to FY25 guidance EBITDA of 1.4x
- Debt: New NAB facility in place from 17th March 2025. 15%p interest rate falls to <7%pa.
- A further acquisition facility of \$35m is available.
- Tax losses of \$23.4m available for future periods.

Balance Sheet Summary			
		1H25	FY24
Cash	\$m	26.2	25.6
Receivables	\$m	25.0	22.8
Inventory	\$m	6.4	5.2
Property, Plant & Equipment	\$m	19.5	16.0
Goodwill	\$m	92.9	77.7
Other Assets	\$m	7.6	7.1
Total Assets	\$m	177.7	154.4
Accounts Payable	\$m	21.0	20.2
Debt	\$m	83.7	79.2
Other liabilities	\$m	29.8	27.5
Total Liabilities	\$m	134.1	126.9
Equity	\$m	43.6	27.5

CASHFLOW OVERVIEW

Continuing improvement in operating cashflows throughout Q1 into Q2 and throughout 2H25 expected

- The business generated underlying operating cash flow of \$7.5m pre-non-recurring costs (Q1: \$0.9m, Q2 \$6.6m); +44.2%.
 - YTD period includes non-recurring cash items of \$2.0m
 - Include ACG, AAG & DVL acquisition, equity raise, and debt refinance costs of \$0.9m
 - Final JCI Transition costs of \$0.5m
 - Project Funnel Web costs of \$0.5m
 - Also includes, priorly disclosed (4C), \$3.6m cash timing drag from AAG, ACG and DVL acquisitions
 - Capex of \$5.2m.
 - \$2.8m of this relates to NZ 3G & medical alarm upgrades (sold as operating leases).

Cashflow Summary			
		1H25	1H24
Operating Cashflows	\$m	1.9	1.4
Nonrecurring costs*	\$m	2.0	3.8
Impact of acquisition cashflow timing	\$m	3.6	
Operating Cashflows before Nonrecurring effects	\$m	7.5	5.2
Investing Cashflows	\$m	22.4	50.9
Includes Acquisitions^	\$m	17.2	38.9
Capex#	\$m	5.2	12.0

* Acquisition, refinancing, and restructuring costs

^ AAG, ACG, and DVL

All Capex inclusive of business use PPE

REFINANCING WILL DRIVE HIGHER CASHFLOW AND PROFIT

Significant uplift in underlying profit and cashflow, will occur post refinancing in March

- With a new debt package set to be in place during March, the change in the effective interest rate will drive a significant uplift in underlying cashflow & profit
 - IMG will move from an effective 15% interest rate to ~7%, thus reducing overall interest costs by \$7.6m pa.
 - At this rate, the underlying cashflow and profit would have been increase +83% and +83% in these results, as an example.
- **At this rate, and current profitability. The business should generate \$27.2m underlying profit, and \$27.2m underlying operating cashflow on an annualised basis, post refinancing.**

Refinance effect			
		Profit before abnormal items and amoristation	Underlying Cashflow from current activitives
1H25A	\$m	7.5	7.5
Plus, Finance Costs	\$m	9.2	9.2
Less New Finance costs (est.)	\$m	3.1	3.1
Post refinancing effect on profit and cashflow	\$m	13.6	13.6
Uplift in underling profit & cashflow	%	+81%	+81%
Annualised	\$m	27.2	27.2

IMPACT OF REFINANCING ON 2HFY25 RESULT

Debt refinancing will have an impact on P&L and Cashflow in 2H2025 and FY2025.

- Securing new finance with NAB to replace the TOR/LCI facility in March will have the below impacts
 - Deliver real cash to the P&L through reduced Finance costs \$7.6m saving in FY26 (or \$12.2m versus 1H annualised cost)
 - One off fees \$2m for establishment of new debt facility (which will be a one-off cost in 2H25)
 - One time P&L impact of -\$4.6m related to the capitalised costs of the prior facility not fully amortised

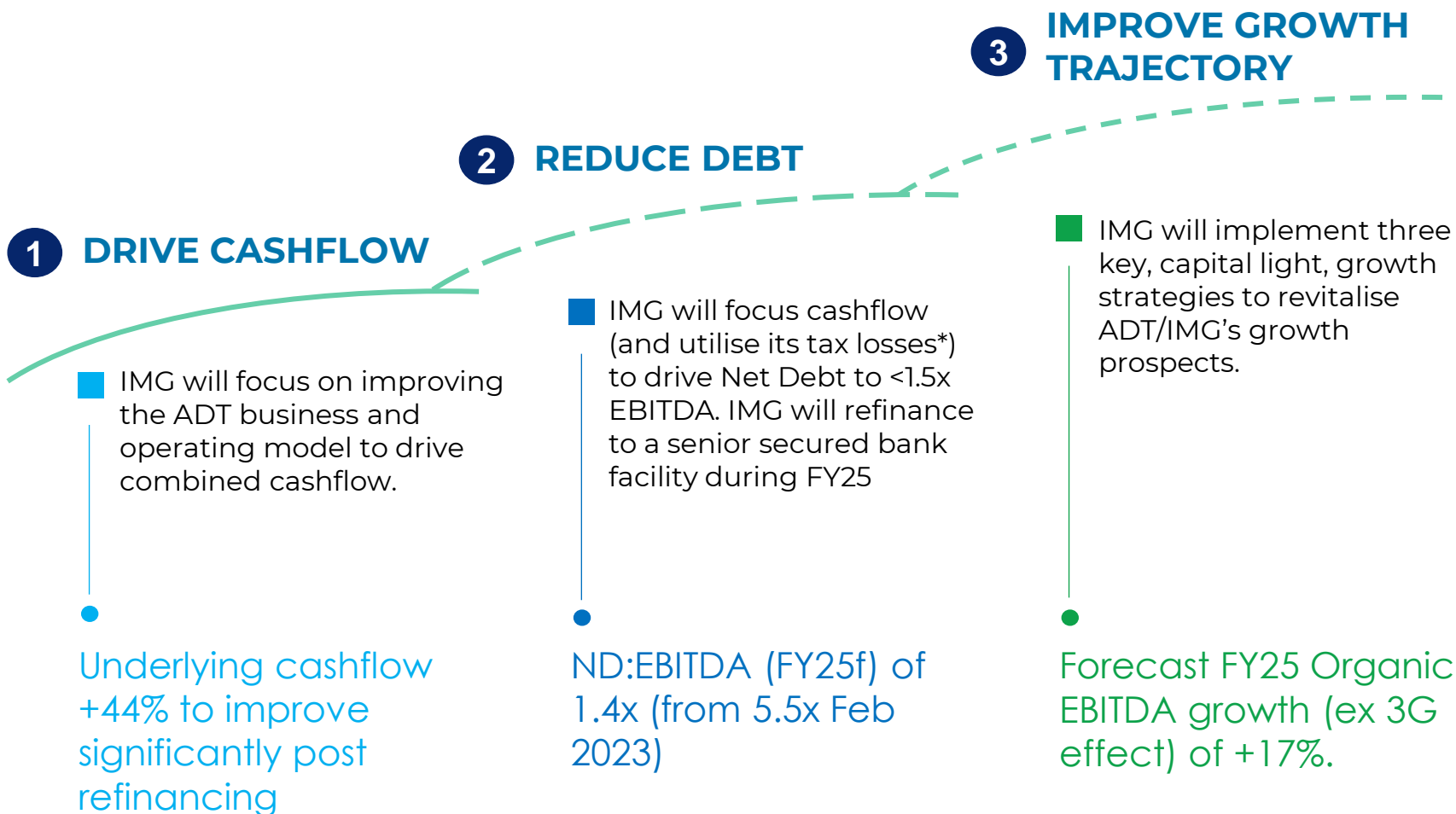
Refinancing Impact on P&L		1H25	2H25*	FY25	FY26e
Interest	\$m	9,2	4.6	13.8	6.2
Nonrecurring costs					
Facility and advisory fees	\$m	0	2.0		
Prior facility capitalised costs written off	\$m	0	4.6		

* Based on expected debt refinance occurring on 17th March 2025

GROUP STRATEGY & GROWTH



CORPORATE STRATEGY – FY23 & FY24



* Tax losses of \$23.4m as of June 2024

THREE GROWTH AREAS

Looking to grow in growing markets



Commercial & Enterprise

The goal is to quickly return ADT Commercial to >\$130m+ revenue business, from ~\$55m today. We are a technology business with a security focus.



Security Monitoring

1. We have lowered the upfront cost of residential security via new security systems, and
2. have now introduced a video guarding and patrolling service to drive customers back towards a monitored security solution

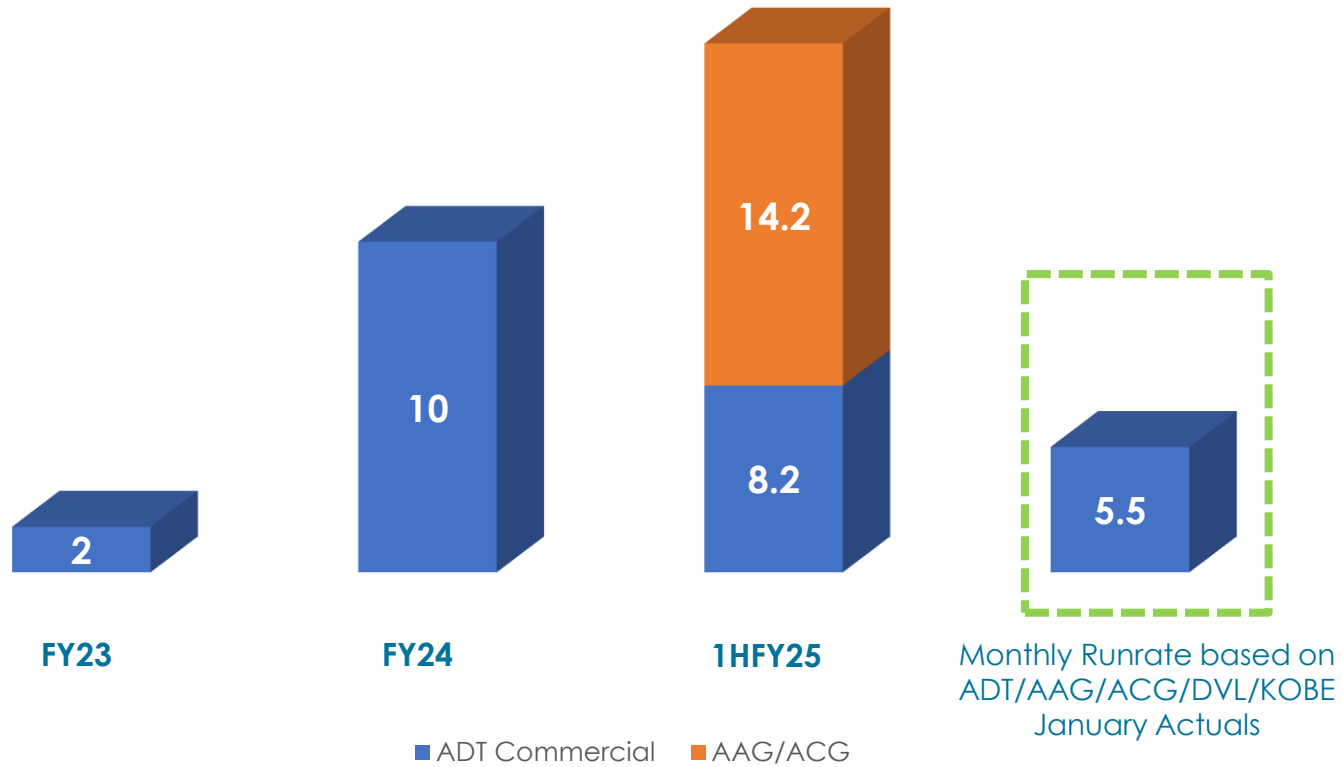


ADT Care

By using best-in-class monitoring and customer service, we can help keep ~1m ageing Australians in their homes longer.

ADT COMMERCIAL GROWTH

Revenue (\$m)



ADT COMMERCIAL BUSINESS OVERVIEW

- ❖ Mining
- ❖ Government & Public Sector
- ❖ Education
- ❖ Manufacturing & Industrial
- ❖ Commercial Real Estate
- ❖ Energy
- ❖ Transportation
- ❖ Retail
- ❖ Healthcare



Government of Western Australia
East Metropolitan Health Service



and Many More...

VIDEO GUARDING & MONITORING



58

Active monitored site — keeping a vigilant eye on potential threats and ensuring the safety of our customers

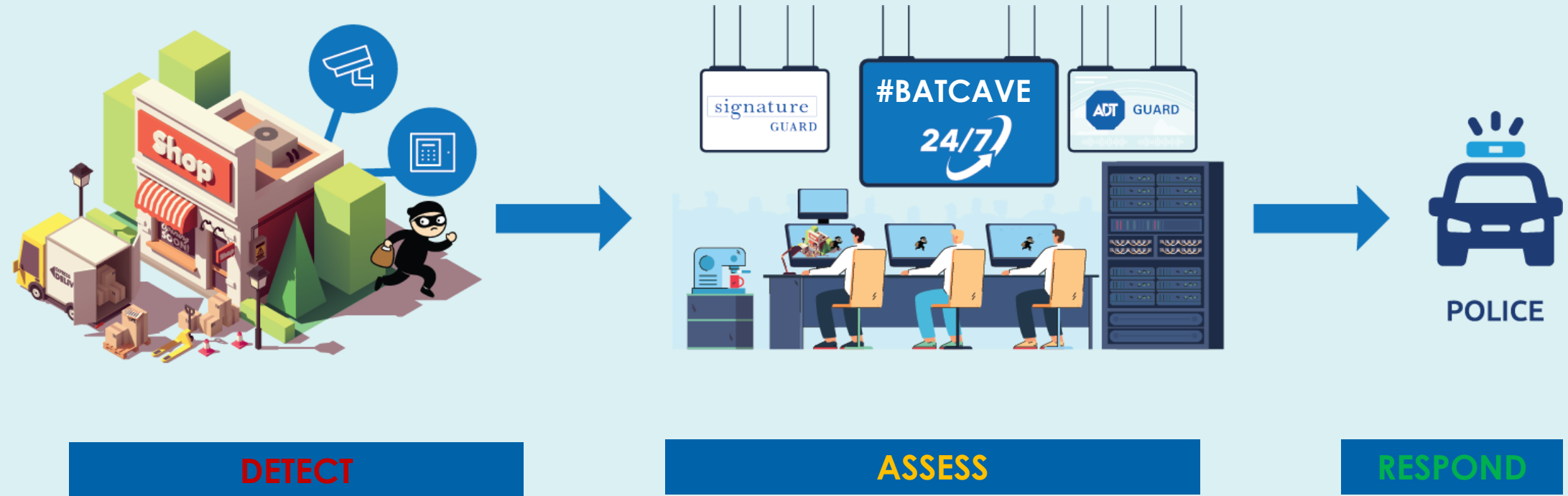
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Confirmed arrests have been made—swift, efficient, and effective. Police respond faster to verified events, equipped with critical video evidence

2

Attempted burglaries, stopped before it could happen—saving our customers thousands in damages and asset loss

HOW VIDEO GUARDING/MONITORING WORKS?



signature
GUARD

ADT GUARD

WHAT IS VIDEO GUARDING/MONITORING?

Video Guard enables security cameras to act as alarm systems for real-time video monitoring, eliminating false alarms and improving response times.



Arming & scheduling

(just like a traditional alarm system) for cameras



Automated broadcasts

(talk-down) for active deterrent and on-site announcements



Cloud recording

of all critical event detection for 365 days



Proactive video

response from the monitoring centre and in the CHeKT mobile app



Real-time video awareness

to ensure expedited emergency response



Highly accurate video AI detections

from supported 3rd party cameras

WHY VIDEO GUARDING/MONITORING?



Rapid Response

Immediate communication with authorities through real-time alerts and verified video footage drastically reduces incident response times, enabling faster, more effective law enforcement action.



Advanced Technology Integration for Scalable, Customizable Security Solutions

Utilizing cutting-edge technology to enhance security capabilities, with easily adjustable solutions that evolve with customer needs and can be tailored to meet specific organizational requirements.

24/7

Proactive Monitoring for Enhanced Asset Protection

A proactive monitoring model that supports asset protection, ensuring continuous security and swift response to potential threats.



Cost-Effective Security

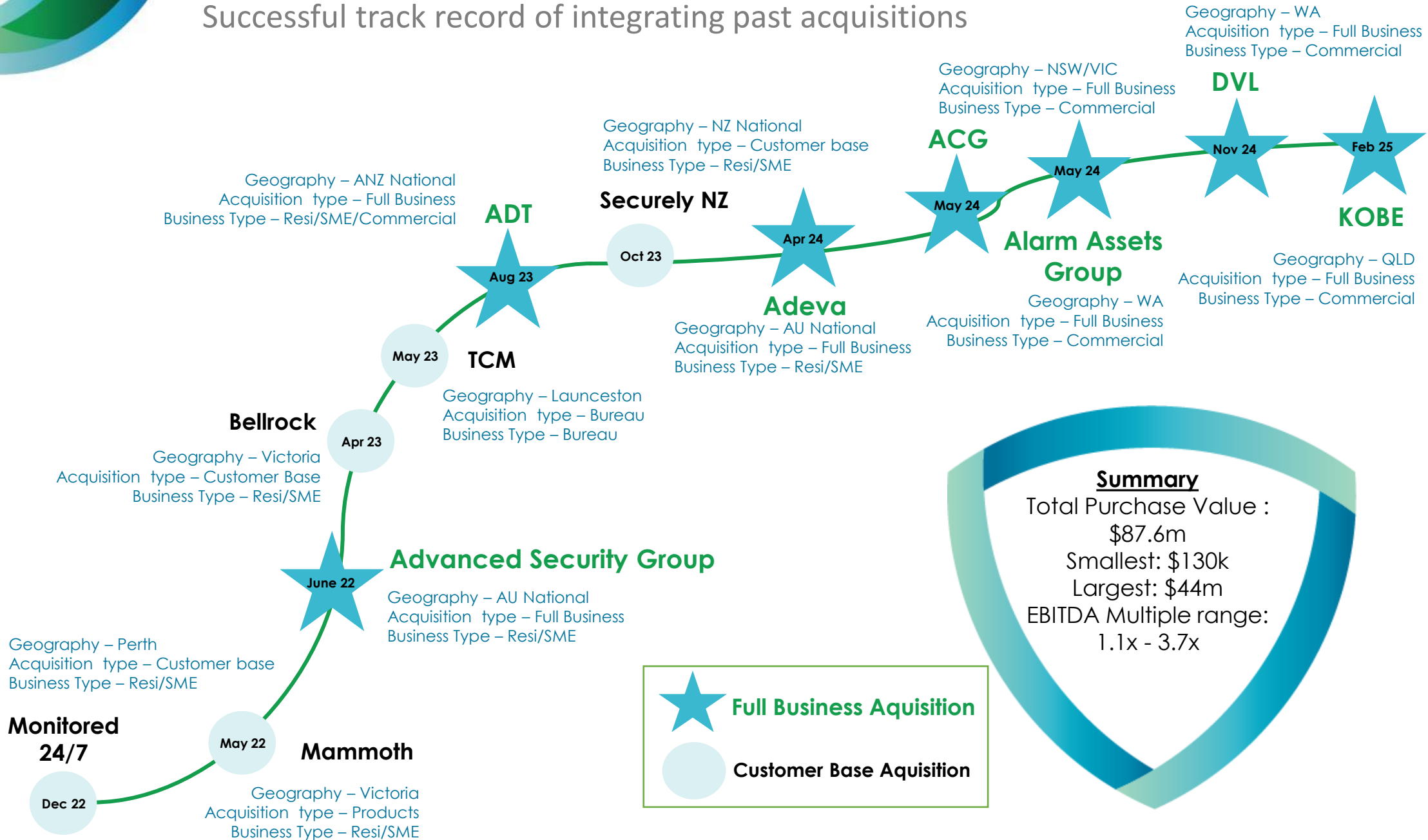
High-quality 24/7 guarding protection at a fraction of the cost, ensuring constant security without compromising on service.

INORGANIC GROWTH INITIATIVES



IMG HISTORICAL ACQUISITIONS

Successful track record of integrating past acquisitions



IMG FUTURE ACQUISITIONS ROADMAP

Pipeline of accretive
Acquisitions to drive
inorganic growth

Strategic rationale for any further M&A

- 🕒 Grow geographical coverage of our direct wage technicians and skilled workforce
- 🕒 Open further vertical customer bases to accelerate growth prospects

Criteria:

Must remain financially accretive (max 3.5x EBITDA) and be long-term sustainable operations



1H25 SUMMARY

- Corporately: 1H 2025 marked the end of a financial period in which IMG:
 - ✔ Finalised our transition from JCI's systems and introduced our own ERP system
 - ✔ Refinanced our debt to NAB
 - ✔ Settled ACG Integration and Alarm Assets Group
 - ✔ Created Signature security and worked to integrate various group business lines into its operation
 - ✔ Raised Equity and acquired DVL
 - ✔ Completed DD on Kobe (acquired in Feb 2025).
 - ✔ Completed the 3G upgrade assignment for the ADT Australia organization
 - ✔ Prepared to launch ADT Guard and Signature Guard.

2H 2025 is focused in consolidating on the gains and opportunities inherent in our operations and delivering on the outlook provided. Achieving guidance implies a strong 2H25, which we expect to set the platform for a stronger still FY26 result.

FINANCIAL OVERVIEW

Financials				
		1H23 Prior to ADT	1H25	% Change
Share price	\$cps	0.127 **	0.535 ***	321%
Market Cap (fully diluted)	\$m	16.6	206.8	1135%
Net Debt	\$m	28.9	57.1	98%
Enterprise Value	\$m	45.5	263.9	476%
EBITDA (annualised)*	\$m	5.3	40.0	655%
EV / EBITDA	X's	8.6	6.6	-23%
Net Debt / EBITDA	X's	5.5	1.4	-74%

* EBITDA excluding transition costs and equity raising, debt restructure & associated costs

** 27 Feb 2023

*** COB 26 Feb 2025

Significant change in financial scale for IMG

- Business ends 1H25 larger in all material financial metrics (than prior to ADT acquisition)
- Guidance (incl acquisitions) EBITDA of \$40.0m leads to
 - EV: EBITDA 6.6x
 - FY25 Net Debt: Proforma EBITDA of 1.4x
- **Today IMG is 23% cheaper than before the ADT acquisition (on an EV: EBITDA basis) and now refinanced to senior debt – making it the cheapest and safest it has been since current Management arrived.**



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