INTELLIGENT MONITORING GROUP

An Intelligent Monitoring Group Company ASX:IMB

IMB Coffee Microcaps
July 2025

OUR BRANDS

ADT

signature SECURITY GROUP

Intelligent Monitoring Solutions

INTELLIGENT MONITORING GROUP

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ABOUT INTELLIGENT MONITORING GROUP (IMG)

Leading Security Provider in an Under-Penetrated Market with a Strong Balance Sheet

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 $6.9 million per month

599 full-time employees across Australasia

Approximately 43% female and 57% male employees

Share market value of ~$172m. IMB is owned by investors such as Black Crane (35%), Allan Gray (13.2%), MA Financial (11.0%) and a range of quality Australasian institutions and private investors.

OUR BRANDS

Clear and targeted go-to-market brand structure supporting all customer segments.

INTELLIGENT MONITORING GROUP

ADT — Australia & New Zealand
Direct to Customer

signature SECURITY GROUP — Australia
Partner to Industry

Intelligent Monitoring Solutions — Australia
Wholesale Provider

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.

FY25 Q4 4C RESULTS OVERVIEW

- Net operating cash flow of $17.0m for 4Q 2025.
  - First "clean" quarter post-debt refinance and acquisitions.
- Underlying operating cash flow for FY25 of $32.4m pre-refinancing, acquisition, and ADT/JCI transition costs.
- Unaudited EBITDA for FY25 $38.6m – timing of several large service contracts outstanding and expected early in FY26. Between $38-40m guidance.
- Unaudited underlying earnings growth of +8.2% for FY25.
- $24.0m cash in bank plus $35m acquisition facility available
- Buyback facility to be enacted to provide flexibility in coming periods. Morgan's Financial appointed manager.

OPERATING CASHFLOW OVERVIEW

Strong Operating Cashflow

- Operating cashflow $17.0m for 4th Qtr.
- Minimal Non-recurring items of $0.1m in 4th Qtr. (see slide) .
- Underlying Operating Cashflow for FY25 of $32.4m
- Total Non-recurring cash costs for FY25 of $20.2m reflecting a year of transition from JCI, further M&A and the significant refinancing undertaken.

Cashflow Summary

		June Qtr	June-Sept-Dec Qtr(s)	FY25
Operating Cashflow	$m	17.0	-4.9	12.1
Less				
Refinancing related costs				
Refinancing debt expenses	$m	0.0	8.3	8.3
Repayment of payment plans to complete refinancing	$m	0.0	2.1	2.1
One-off refinancing costs	$m	0.0	2.0	2.0
Acqusition related, M&A and JCI Transition costs	$m	0.1	7.8	7.9
Non-recurring items	$m	0.1	20.1	20.2
Operating Cashflow pre-non-recuring items	$m	17.0	15.3	32.4

OPERATING CASHFLOW OVERVIEW

Strong increase in cash in bank

- Operating cashflow $17.0m for Qtr.
  - Inventory build normalizing
  - Marketing spend lifting to support growth
  - Staff reflects growing numbers (599 FTE)
  - Interest costs fall to reflect the refinancing to long-term NAB facility
- Capex falling, NZ 3G costs peaking, and will fall over 1H26 – less than $10m in FY26
- Financing cashflow for quarter reflects lease accounting for group tenancies and car fleet.
- **Cash-in-bank grew $11.1m in Q4**, and only -$1.4m in the year of substantial investment, change, and growth costs in Qtr. 1, 2, and 3.

Cashflow Summary

		June Qtr	June-Sept-Dec Qtr(s)	FY25
Operating Cashflow	$m	17.0	-4.9	12.1
Comprised of:				
Receipts	$m	58.6	136.9	195.6
Products and operating costs	$m	18.8	65.6	84.4
Marketing	$m	1.1	2.0	3.1
Staff	$m	17.1	45.0	62.1
Admin & corporate	$m	3.4	7.2	10.6
Net Interest	$m	1.6	15.0	16.7
Tax paid (incl payment plans)	$m	0.6	3.0	3.6
Non recurring costs (TSA, M&A, Refinancing)	$m	0.1	2.8	2.9
Investing Cashflows	$m	4.0	30.8	34.8
Financing Cashflows	$m	1.8	19.4	21.3
Change in cash in bank	$m	11.2	-12.6	-1.4

UNAUDITED EARNINGS RESULT

Underlying (unaudited) earnings growth of +8.2% and positive momentum

Unaudited P&L Summary FY25				
		FY24	FY25	% change
Underlying EBITDA	$m	32.4	38.6	19.1%
Comprised of:				
Underlying impact of FY25 acqusitions	$m	0.0	3.5	
Business growth	$m	32.4	35.1	8.2%

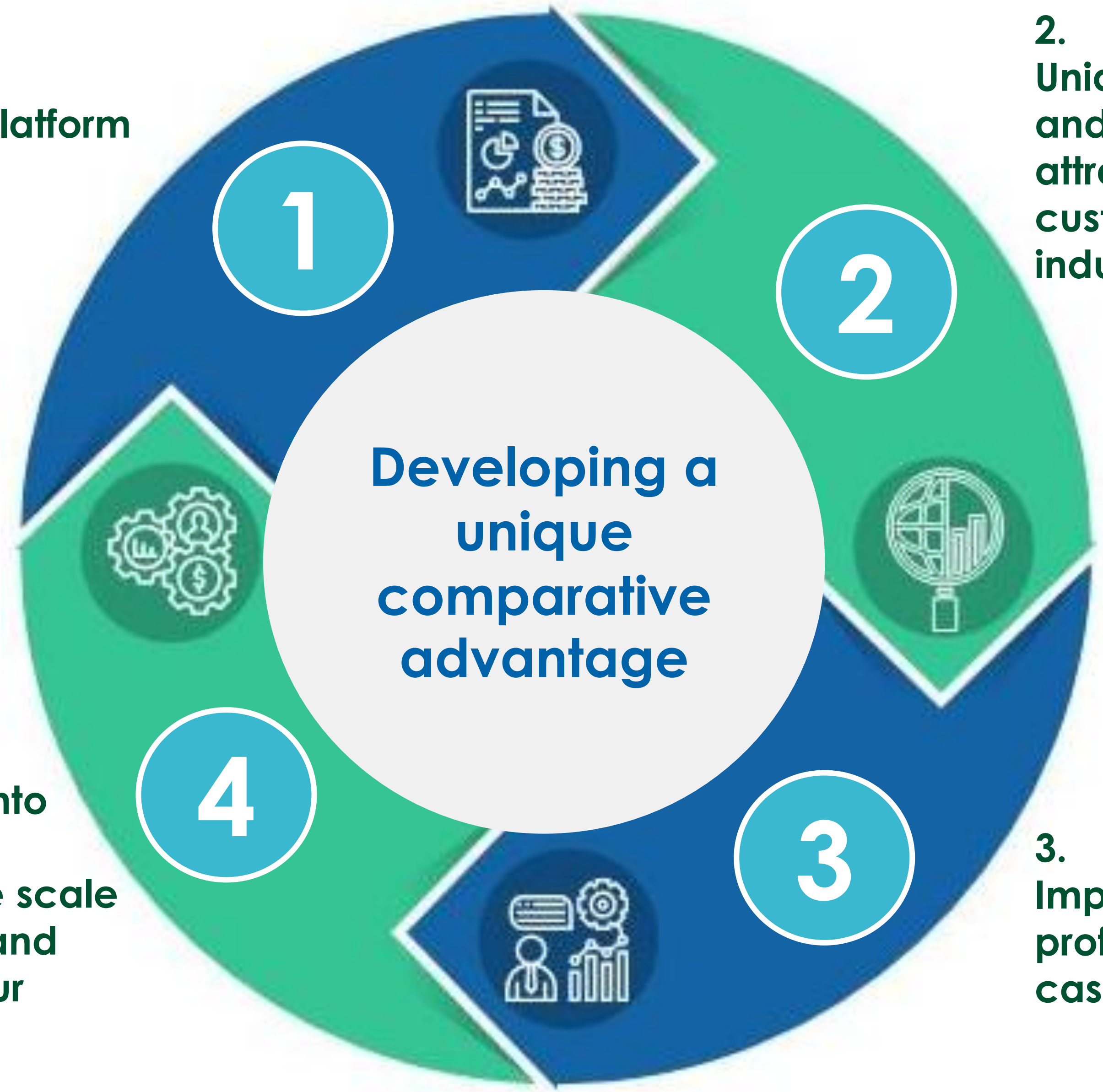
Q4 RESULTS SUMMARY

- Culmination of 3 years focus being beginning to flow through the business
- Business now a strong cash generator and looking to accelerate its underlying growth prospects.
- Buyback to be put in place to provide options for capital deployment, weighed against all other uses of capital.
- Pipeline of work and 2H EBITDA of $21.1m a strong foundation to expect an accelerating earnings profile through FY26. Guidance at AGM in October.
- $24.0m cash in bank plus $35m acquisition facility available creates the flexibility to pursue other potential M&A, without equity, to enhance the business and its prosects further.

CORPORATE STRATEGY

1.
Invest in our monitoring platform & people

2.
Unique scale, reach and technology attracts large-scale customers and industry partners



3.
Improves profitability and cashflow

4.
Reinvested into growing our comparative scale advantage and rewarding our stakeholders

"BATMAN" BEN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INTELLIGENT MONITORING GROUP

MARKET OVERVIEW

Security System Installation and Monitoring industry in Australia

Industry at a Glance

Revenue
$2.3bn
'20-'25 ↓0.8%
'25-'30 ↑1.3%

Employees
10,784
'20-'25 ↓0.4%
'25-'30 ↑1.4%

Businesses
1,664
'20-'25 ↑0.3%
'25-'30 ↑1.5%

Wages
$964.0m
'20-'25 ↓0.2%
'25-'30 ↑0.9%

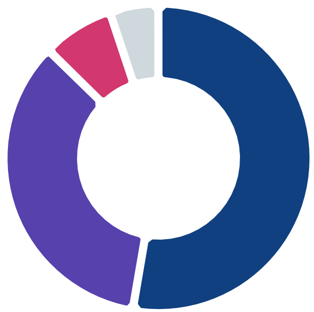
Profit
$172.3m '20-'25 ↓10.0%

Profit Margin
7.5% '20-'25 ↓4.7pp

Major Players

	Revenue	Market Share
Chubb Fire & Security	$247.0m	10.8%
Wilson Group	$115.5m	5.0%
Intelligent Monitoring Group	$104.0m	4.5%
Other Companies	$1.8bn	79.7%

Products & Services Segmentation



Security system monitoring and surveillance ($1.2bn) 52.7%
Security system installation ($797.1m) 34.7%
Security system repairs and maintenance ($172.3m) 7.5%
Other security system services ($117.2m) 5.1%

Key External Drivers

Drivers	Impact
Demand from non-residential building construction	Positive
Level of criminal activity	Positive
Dwelling commencements	Positive
Number of businesses	Positive

Source: IBISWorld, September 2024

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