



INTELLIGENT MONITORING GROUP

An Intelligent Monitoring Group Company ASX:IMB

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OUR BRANDS



TODAY'S SPEAKER



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(ASX:IMB)



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WHAT DOES INTELLIGENT MONITORING GROUP (IMG) DO?

IMG, through its subsidiaries:

- ADT,
- Signature Security and
- Intelligent Monitoring Solutions

Is trusted by over 210,000 businesses, homes and people to monitor and protect their property and lives from a range of risks.

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.



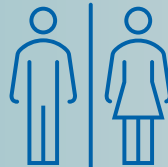
Stable recurring revenue base of approximately \$6.8 million per month



530 full-time employees across Australasia



Approximately 43% female and 57% male employees

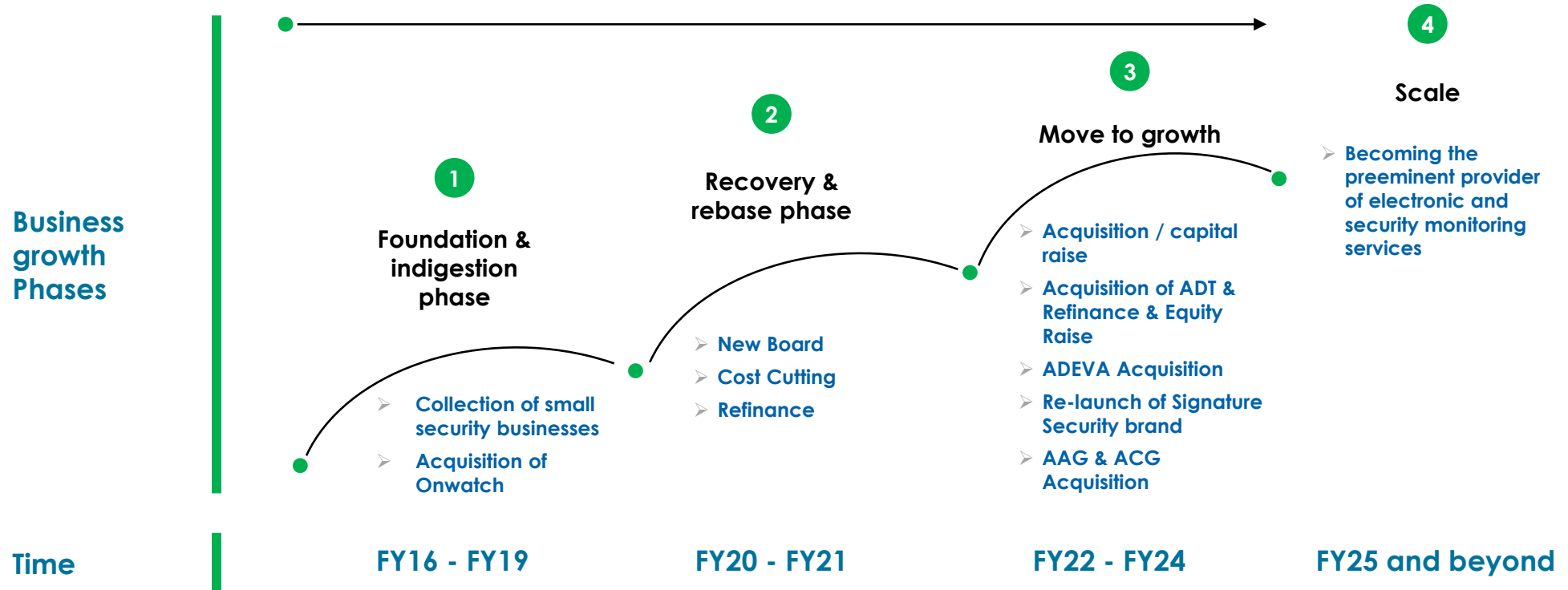


Share market value of ~\$230m and are 47% owned by a fund run by Black Crane (managed by our Chairman, Peter Kennan).



COMPANY TIMELINE

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





FY24 RESULTS OVERVIEW

- IMG delivered a normalized (ADT 12-month period) EBITDA of \$34.8m.
 - Reported Adj EBITDA of \$32.6m (versus guidance of \$32-32.5m)
 - Proforma 12 mth ADT result of \$34.8m (versus guidance of \$33.5-34m, and original guidance of \$31m).
- Adjusted Cash in bank of \$11.7m (actual cash = \$25.6m before payment for ACG & AAG post period).
- Net Debt of \$68.3m; Placing the business on a Net Debt : (pro forma) EBITDA ratio of 1.7x
- All in interest cost of 15%pa expected to be refinanced by Feb 2025 to a senior facility.
- Share price increased +175% during FY2024
- EV: Pro forma EBITDA of 7.8x (at \$0.75cps) – trading below global comparatives

SUMMARY: COMPANY TRANSFORMED DURING 2024

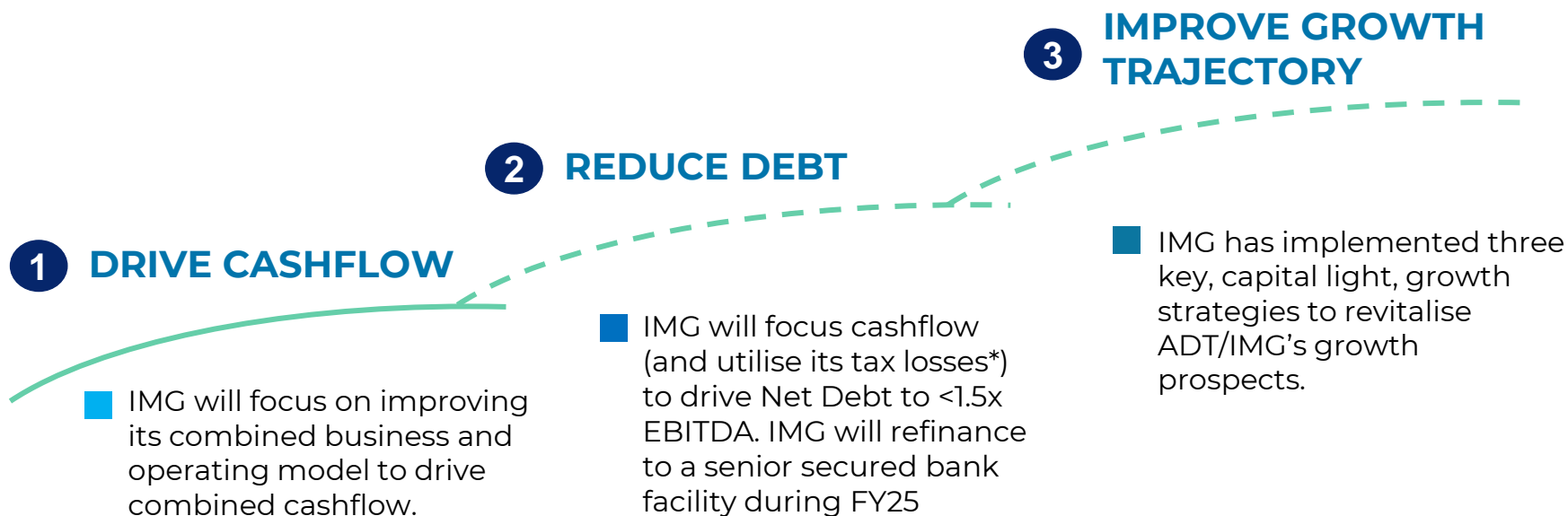
Largest security monitoring company in Australasia

	Customers	EBITDA	Market Cap	Net Debt	ND:EBITDA	EV:EBITDA
1H 2023 (Pre ADT)	~70,000	\$5.3m Proforma annualised	\$16.6m (SP = \$0.127cps)	\$28.9m (1-year left)	>5.0x	8.6x
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	7.8x
2021 Target (for 2025)	~150,000	Target: \$15m			2-3x	~10x EBITDA
Status	✓	✓	✓	✓	✓	✗

GROUP STRATEGY & GROWTH



CORPORATE STRATEGY



* Tax losses of \$23.4m as at FY2024



THREE GROWTH AREAS

Looking to take share in growing markets

Commerical & Enterprise

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

Residential security

We have lowered the upfront cost of security via new security systems, and will improve monitoring value to grow market penetration from <5% currently to global levels of 30%

ADT Care

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

RE-INVENTING GUARDING



GUARD

signature
GUARD

VIDEO 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.

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

SIMPLY PUT...

Physical Guarding



Risk of incident
being missed and
perpetrator getting
away

VS

Video Guarding



Real time incident
reporting and
perpetrator getting
caught



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.



INTELLIGENT
MONITORING GROUP

APPENDIX



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 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

PROFIT & LOSS OVERVIEW

Strong and improving P&L

- Adj EBITDA \$32.6m, with 12mth equivalent EBITDA \$34.8m. EBITDA Margin 26.7% (inside targeted 25-30% range)
- Abnormal or non-recurring items of \$12.8m include costs of ADT acquisition, 2x equity raises, 1x debt refinance, and the transition cost for ADT off JCI's systems during FY24 (see slide).
- Amortisation and depreciation are significantly impacted by non-cash ADT acquisition effects (see slide).
- ADT NZ (19% of EBITDA) Revenue +6%; EBITDA +11% in NZD, in a tough economy, but operationally stable year.
- Significant Tax Shield (\$23.4m) expected to hold for several at current normalized NPBT levels

P&L Summary		FY24	FY23
Revenue (11 mths ADT)	\$m	121.8	24.3
Gross Profit (11 mths ADT)	\$m	56.9	10.0
Adjusted EBITDA* (11 moths ADT)	\$m	32.6*	3.6
EBITDA margin	%	26.7%	15.2%
Adjusted EBITDA (ADT 12 months)	\$m	34.8	3.6
Depreciation (and leases)	\$m	3.7	0.9
Operating EBIT (11mth ADT)	\$m	28.9	2.8
Amortisation (and customer contracts)	\$m	14.0	6.4
Abnormal items**	\$m	12.8	3.5
Finance Costs	\$m	16.0	5.4
Tax (benefit)	\$m	-0.2	0
Reported Profit/Loss	\$m	-13.8	-11.9
Profit/Loss before abnormal items and amortisation (11 Months ADT)	\$m	13.0	-2.6

* EBITDA annualised for 12 months ownership of ADT excluding non-recurring costs (relating to the acquisition and integration of ADT, refinancing, and sale of AIS [after tax])

** Includes ADT business acquisition, refinance, divestiture, integration and Transitional Services Agreement costs

*** Prepared on a pro-forma basis assuming ADT, ACG and AAG were acquired on 1 July 2023.

1H24 BALANCE SHEET

Reset, stable balance sheet ready for refinancing

- Finish FY24 with a strong cash position of \$11.7m (\$25.6m pre settlement of ACG and AAG).
- Gross Secured Debt of \$80m, Adj Net Debt of \$68.3m.
- Net Working Capital lifted \$13m and is expected to reduce through FY25 as cash collection cycle improves
- ADT is ceasing its “ADT owned” services throughout 1st Qtr FY25. This will eliminate security services customer capex in the short to medium term.
- Debt: TOR & Longreach with a July 2026 term date. Minimum interest is to be paid through Feb 2024.

Balance Sheet Summary			
		FY24	FY23
Cash	\$m	25.6	5.3
Receivables	\$m	22.3	3.8
Inventory	\$m	5.2	0.8
Property, Plant & Equipment	\$m	16.0	1.9
Goodwill	\$m	77.7	24.1
Other Assets	\$m	7.6	1.4
Total Assets	\$m	154.4	36.4
Accounts Payable	\$m	20.2	5.9
Debt	\$m	79.2	29.1
Other liabilities	\$m	38.9	3.1
Total Liabilities	\$m	138.3	38.1
Equity	\$m	16.1	-1.7

CASHFLOW OVERVIEW

Continuing improvement in operating cashflows throughout FY24 and expected into FY25

- The business generates strong underlying operating cash flow - \$20.8m pre-non-recurring costs
 - YTD period includes significant refinance, ADT deal, and transition costs (\$12.7m) as expected
 - Significant change in Net working capital of \$13m (from -\$3m) will decline during FY25 as new ERP and payment systems take effect.
 - Interest(\$16.0m) reflects the ongoing cost of the facility required for ADT purchase from August 2023. IMG is working on refinancing this during FY25.
 - Capex of \$18.5m relating to legacy pipeline sales commitments on acquisition, medical alarm products (sold as operating leases), and execution of 3G upgrade project. (See breakdown page)
 - Transition costs to JCI have ceased at end of July 2024.
- IMG expects to make strong FCF in FY25.

Cashflow Summary

		FY24	FY23
Underlying EBITDA	\$m	19.8***	3.6
Nonrecurring costs*	\$m	12.7	3.5
Working Capital	\$m	10.0	-3.0
Interest paid	\$m	16.0	5.4
Tax paid (payment plan)**	\$m	1.9	1.9
Operating Cashflows	\$m	8.1	-3.1
Operating Cashflows (pre-non-recurring costs)	\$m	20.8	0.4
Investing Cashflows	\$m	-61.7	-3.5
Includes Acquisitions^	\$m	-43.2	-3.2
Capex#	\$m	-18.5	-0.3

* Acquisition, refinancing, and restructuring costs

** ATO payment plan \$1.995m remaining. Significant other tax losses remain

*** As per Financial Statements

^ ADT, Adeva and Securely

All Capex inclusive of business use PPE (see following slide)