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# ASX SMIDcaps Conference

(ASX: IPG)

24 September

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# What We'll Share Today

## Agenda

- Introduction - Who We Are
- Our Vision & Market Position
- FY25 Performance at a Glance
- Key Market Growth Drivers
- How We Are Executing on These Drivers
- Our Strategy & Competitive Advantage
- Why Invest in IPD



**Michael Sainsbury**  
Executive Director & CEO

# Who We Are

A connected group supporting the energy transition



Complete electrical engineering services for high and low voltage projects, specialising in EV charging infrastructure.



Manufacturer and distributor of electrical cables, specialty plugs, couplers, and receptacles for industrial applications.



Specialists in the supply, modification, repair and design of hazardous area electrical equipment.



Power distribution, energy management, and automation product distribution with custom assembly services.

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# Vision & Market Position

Our role in electrification, decarbonisation & infrastructure resilience

**Electrification** – delivering power distribution, automation & connectivity solutions.

**Decarbonisation** – enabling energy efficiency, EV infrastructure & renewable integration.

**Infrastructure resilience & growth** – supporting data centres, utilities & critical industries.



## Our Vision

To help build a future where sustainable electrical infrastructure creates a better life for all.



## Our Mission

To enhance every aspect of infrastructure through energy efficiency, automation and secure connectivity while prioritising the safety and wellbeing of people.

# FY25 Performance Snapshot

Strong performance underpins continued growth momentum

Revenue

**\$354.7m**

▲ Up 22.1% (PCP \$290.4m)



EBITDA

**\$46.4m**

▲ Up 19.3% (PCP \$38.9m)



NPAT

**\$26.2m**

▲ Up 17.0% (PCP \$22.4m)



Total Dividend

**12.6 cents**

▲ 16.7% Increase over FY24



# Market Growth Drivers

Structural growth drivers supporting long-term demand



## Data Centre Expansion

- Capture capacity that is expected to double by 2030.
- \$26B+ pipeline of new facilities.
- ESG upgrades driving efficiency.



## EV Market Acceleration

- Car sales tripled since 2022.
- 4x fleet growth needed by 2027.
- Infrastructure rollout underway nationally.



## Energy Transition

- Renewables integration reshaping grid.
- Utilities upgrading for resilience.
- Supportive regulation & ESG pressure.



## IPD Opportunity

- **Supplying core electrical infrastructure – switchgear, distribution boards, UPS, cabling etc.**
- **Strong position in EV charging, automation & hazardous area solutions.**
- **Proven track record delivering into data centres, utilities & major projects.**

# Executing on Growth Drivers Across Key Markets

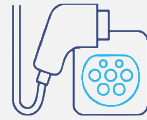
IPD delivering in data centres, EV adoption and critical infrastructure



## Amazon Data Centres



- Ongoing supply of power distribution units and busway systems.
- Supporting hyperscale facilities in a \$26B+ growth sector.



## NRMA National EV Charging Rollout



- Delivered 10 new EV charging sites across NSW in FY25.
- Full infrastructure delivery incl. electrical, civil and integration.



## Sydney Airport



- Secured turnkey HV electrical services contract.
- Strengthening resilience of a critical transport hub.

# Disciplined Strategy to Drive Long-Term Growth

Leveraging acquisitions, scalability and synergies across the Group



- Expand in high-growth markets: data centres, EV, renewables.

- Acquisitions add complementary products and services.



- Unlock synergies across operations and supply chain.

- Leverage shared systems to scale at lower cost.



- Enable customer decarbonisation through innovative solutions.

- Embed sustainability in operations, workforce and product design.

# Our Strategic Advantage

Built on global partnerships, product flexibility and technical excellence

## Deep OEM Partnerships

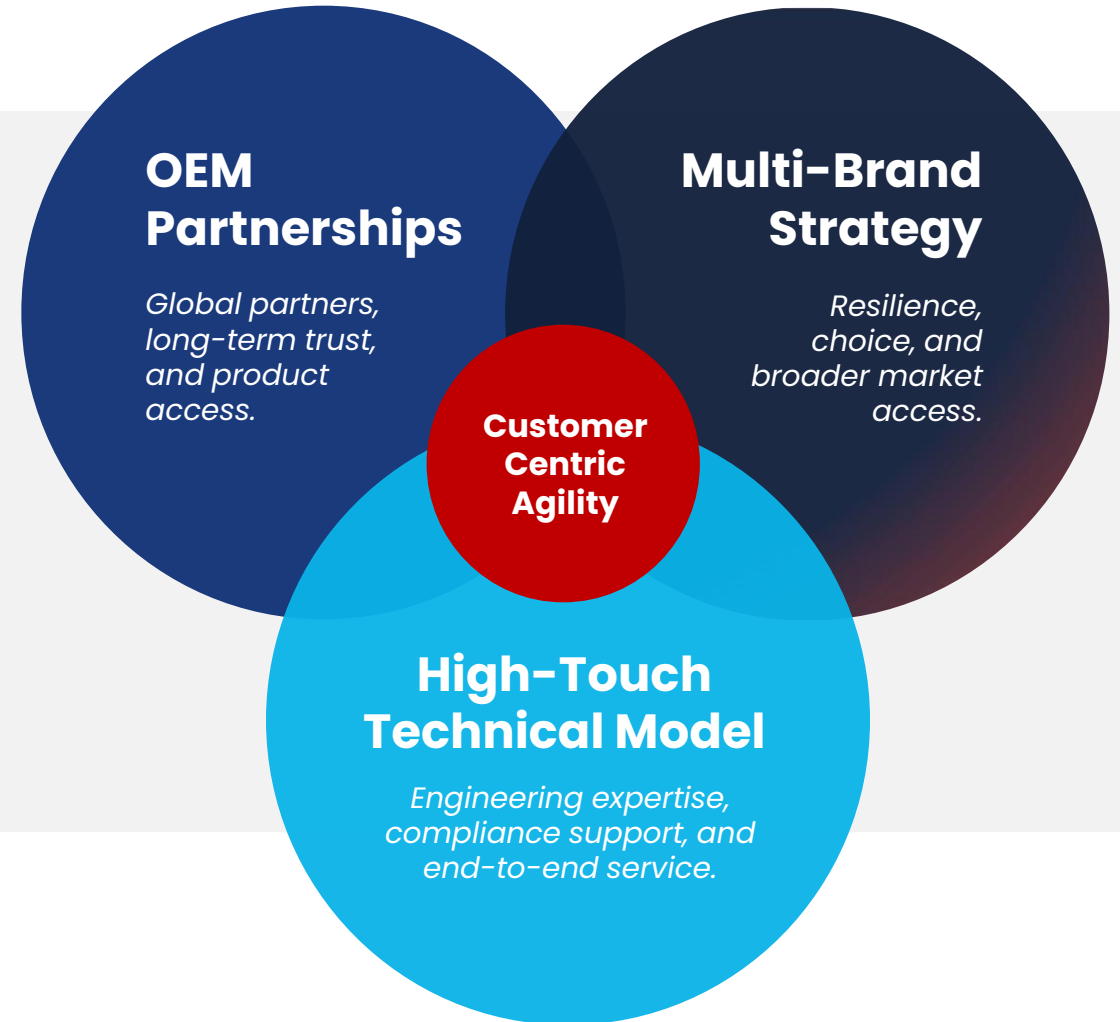
- Trusted relationships with global leaders like ABB and Emerson.
- Long-term pricing stability and supply chain confidence.
- Access to co-developed solutions and hard-to-replicate integration.

## Multi-Brand Strategy

- Reduces supply risk and improves lead time flexibility.
- Tailors the right solution for each application.
- Strengthens resilience and market coverage.

## High-Touch Technical Model

- Design specification and technical advice.
- Engineering and compliance support.
- Field and after-sales service throughout the project lifecycle.



# Why Invest in IPD

Positioned to capture long-term growth



## Growth Markets

Exposure to data centres, EV and renewables with demand driven by electrification and decarbonisation.



## Proven Execution

Proven execution across marquee projects, earnings growth and M&A integration.



## Scalable Model

Breadth of products, solutions and services driving operational leverage.



## Shareholder Value

Capital-light model delivering strong cash generation and dividends.

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# Q&A

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Thank you