



INTELLIGENT MONITORING GROUP

An Intelligent Monitoring Group Company ASX:IMB

IMG 2025 AGM – MD Presentation

10 November 2025

OUR BRANDS



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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.



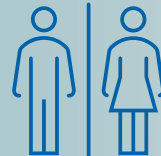
Stable recurring revenue base of approximately \$8.1m per month (\$7.1m monitoring and \$1m service in FY25)



Over 600 full-time employees across Australasia



Approximately 43% female and 57% male employees



Share market value of ~\$239m. IMB is owned by investors such as Black Crane (35%), Allan Gray (12.7%), MA Financial (12%) and a range of quality Australasian institutions and private investors.



OVERVIEW – FY25 RESULTS

A strong FY2025 year – first full year of ADT ownership

- Reported FY25 Group EBITDA of \$38.4m.
- Underlying operating cash flow for FY25 of \$31.1m pre-refinancing, acquisition, and ADT/JCI transition costs.
- Unaudited underlying* earnings growth of +8.2% for FY25.
- Acquisition of DVL & Kobe during the period. Added positively to the ADT Commercial security business.
- Probability and time weighted installation and new customer revenue pipeline of \$36.6m, at the end of the period - primarily from Commercial & Enterprise Security. From \$0m in August 2023 at the time of ADT acquisition.
- Launch of ADT Guard – A new Ai solution to provide complete perimeter security 24/7, with direct threat verified response to police.

*Pre-acquired earnings and transition and refinancing costs.

OVERVIEW – POST PERIOD

Good start to the year, with +24% lift in deliverable pipeline.

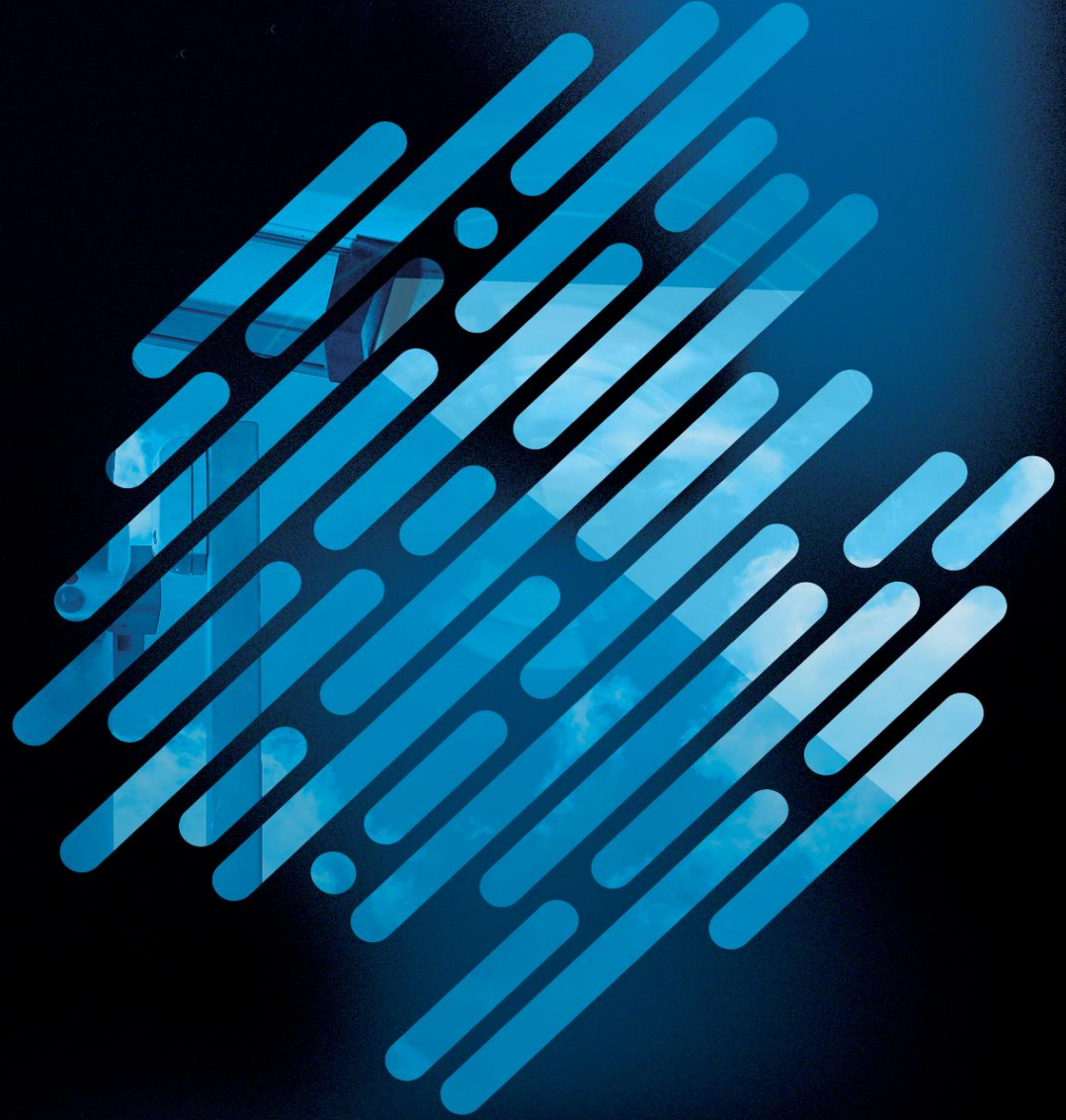
- Acquisition of Western Advance (West) for \$4.5m (in August 2025). Adding expertise in Oil & Gas customer segment and further strengthening the WA and wider ADT operation.
- Acquisition of BNP Securities. A key strategic position to help build and scale the ADT Guard opportunity in the commercial and enterprise world.
- Probability and time weighted installation and new customer revenue pipeline grows to \$45.5m +24% in 1Q with further Commercial & Enterprise customer wins. Work to be deployed over FY26.
- IMG announces today a review of the ADT Care NZ business. This business is the last “capex” business in IMG’s operations. As the 3G rollout comes to an end, IMG is considering all options for this business and will update the market by the end of the year.

FY26 GUIDANCE

- FY25 Group EBITDA of FY25 \$38.4m.
- **The company expects to deliver an underlying EBITDA of between \$43-47m for FY26. This represents growth of +12-24% over FY25.**
- The result will depend on the timing of the delivery of the pipeline in place, which is expected to follow normal seasonal trends, any decisions around reinvestment in accelerating the ADT Guard opportunity, as the year progresses, and any decisions around the NZ Medical business review.

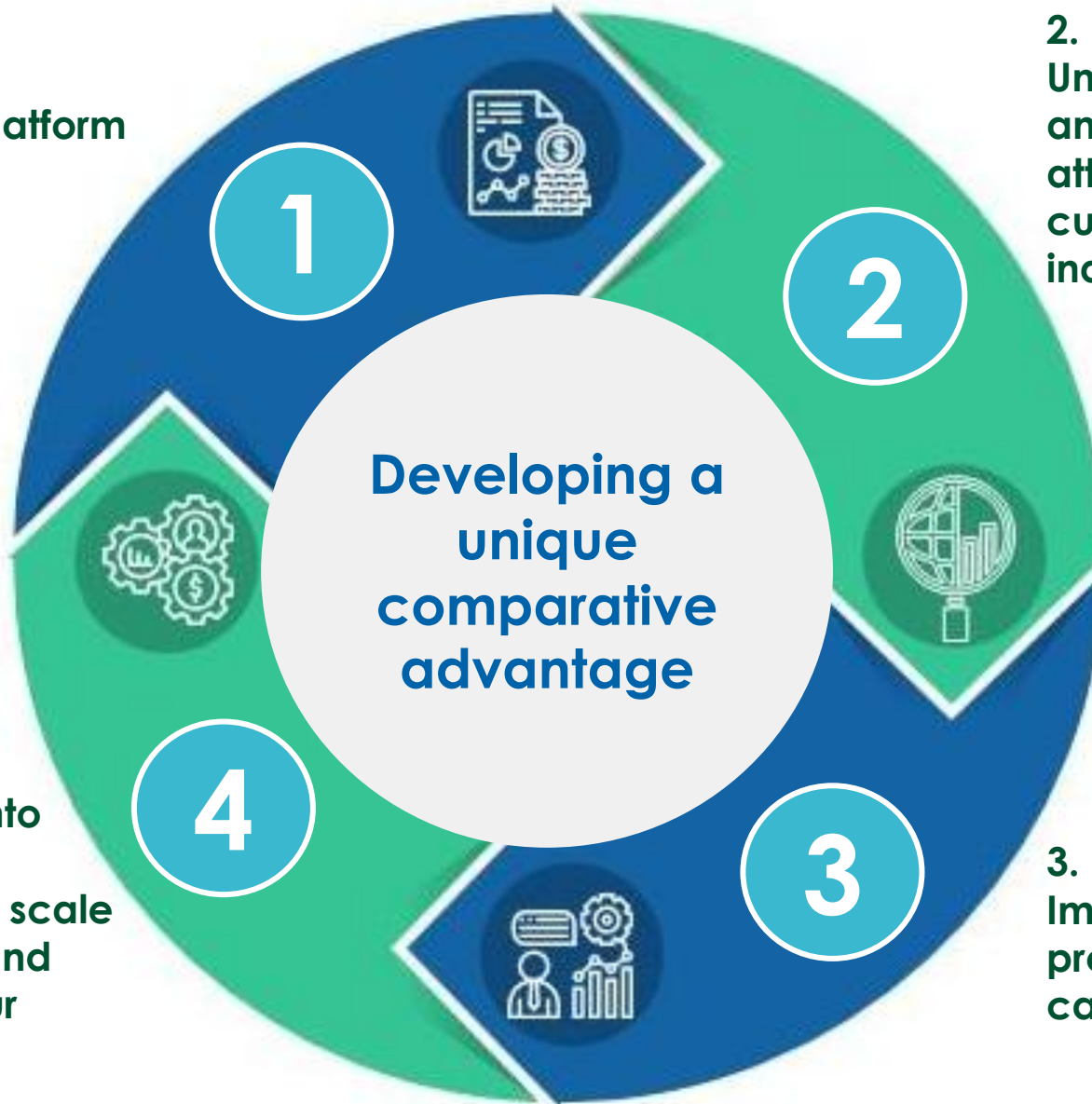
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GROUP STRATEGY & GROWTH



CORPORATE STRATEGY

1. Invest in our monitoring platform & people



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

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

3. Improves profitability and cashflow

SIGNIFICANT OPPORTUNITY FOR GROWTH



12.9 million



1.2 million

~7% have monitored intrusion alarms

~ A\$2.3bn electronic security market



AI Perimeter Security Penetration?

A\$9bn Total Security Market

IMG COMPETITIVE ADVANTAGE



Reach - National Coverage

Extensive presence across Australia ensures a unique and consistent service delivery, rapid response times, and support for multi-site clients.



Trust - Standards-Driven & Certified

IMG is looking beyond compliance—leveraging our industry leading ISO 9001, ISO 45001, ISO 27001, and ASIAL-certified frameworks not just as benchmarks, but as active systems to deliver the most trusted outcomes in quality, safety, and data protection.



Approach - Advanced Monitoring Capability

Our scale allows us to invest in AI-powered video analytics, remote monitoring, and virtual guarding—backed with unique A1/R1A certified monitoring centres.



These advantages, built on scale and company values allow us to deliver proactive, intelligent security solutions that set our brands apart across Australasia.



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