

# Taylor Collison Electrical & Defence Conference

1 December

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# What We'll Share Today

## Agenda

- Introduction
- Our Market Growth Drivers
- Q&A



**Michael Sainsbury**

Executive Director & CEO

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# Introduction

# 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.

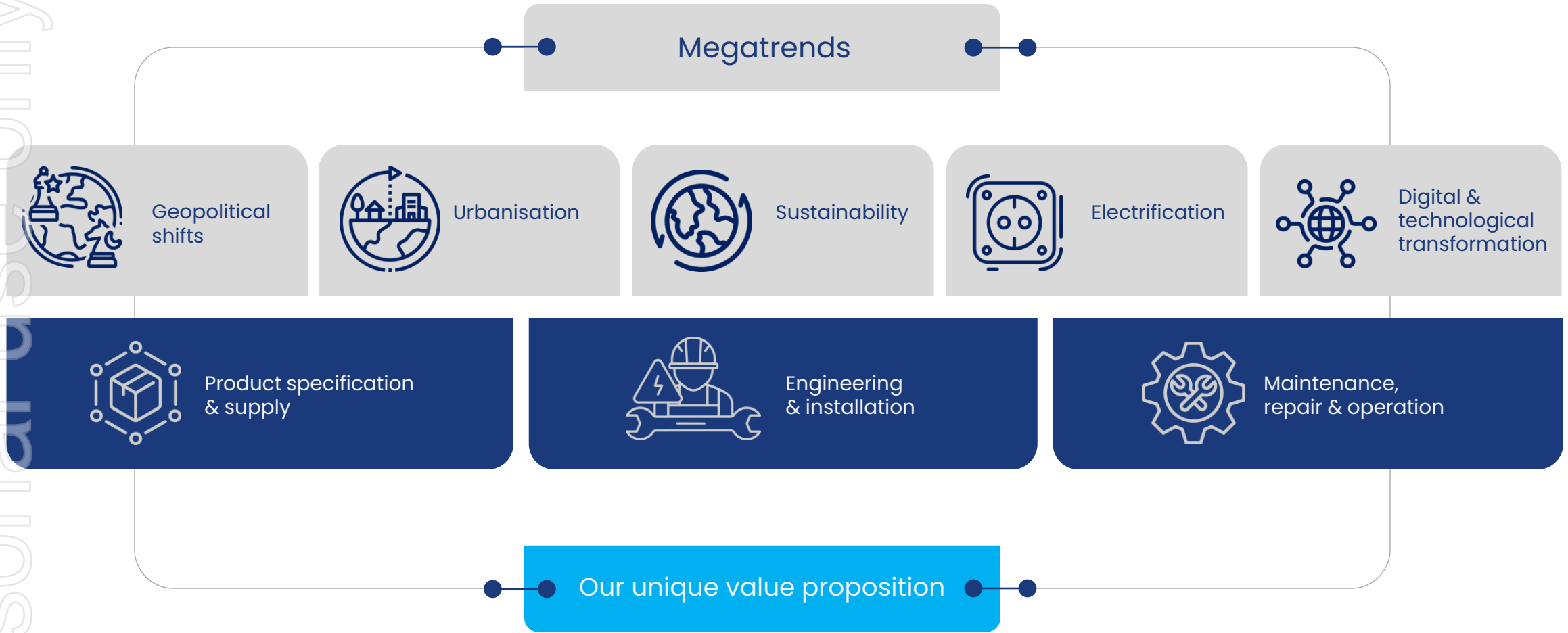
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# Our Market Growth Drivers

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# Energy Transition Supporting Strong Fundamentals

Leveraging our unique value proposition to secure long term growth



# Industrial Internet of Things & Smart Grid Digitalisation

Fuelling demand for connected energy solutions



## Data Sources

*Captures data from connected devices and infrastructure.*



## Edge Computing

*Processes data locally for faster decision-making.*



## Cloud Computing

*Stores, analyses, and integrates large-scale data.*



## Action & Insights

*Drives real-time operational improvements and automation.*

### Summary for investors

- IoT connects industrial devices for real-time monitoring and control.
- Enables efficiency, predictive maintenance, and better integration of renewables.
- Support by key technologies: AI & Machine Learning Edge & Cloud Computing, Digital Twins, Vision Systems, Augmented Reality, Smart HMLs.

### Why it Matters to IPD

- Demand growth for hardware (switchgear, boards, sensors) and integrated solutions enabling IoT.
- Edge computing increases need for local equipment such as distribution boards, power supplies, and network integration hardware.
- Positions IPD for growth in both new infrastructure and upgrade markets.

# Australian Data Centre Boom

Capitalising on data centre growth & ESG upgrades

## MARKET DRIVERS

### Unprecedented data centre expansion



**\$26B**

pipeline of new facilities



Sydney & Melbourne



Multi-hundred MW campuses



**+33% YoY**

**\$56.5M**

IPD Revenue

## WHY DCS NEED ELECTRICAL SPECIALISTS

### High power = high dependency on electrical infrastructure



**FASTEST GROWING** load on the NEM  
**DATA CENTRES**



Grid constraints



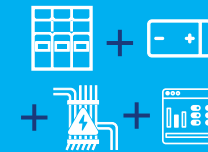
High-density AI workload requirements



Reliability standards

## WHY IPD BENEFIT

### Core Beneficiaries: Power distribution & energy management



Data centre requirements



IPD Product portfolio



Sustainability mandates

**PUE ≤ 1.4, NABERS 5-star**



Multi-year project visibility

# Water & Wastewater Infrastructure

A multi-billion-dollar national asset base requiring ongoing upgrades

## SECTOR DRIVERS

### Drivers of water & wastewater growth



Ageing infrastructure across treatment plants & pump stations



Rising population & industrial demand



Stricter environmental compliance & discharge standards



Increased focus on resilience (drought, floods, bushfire impacts)



Growing investment in digital & energy efficient water networks

Sources: State Government Water Infrastructure Programs (NSW, VIC, QLD).

## WHY THIS SECTOR RELIES ON ELECTRICAL & AUTOMATION SUPPLIERS

### Reliable power for continuous operations



Motor control & VSDs central to pumps, filtration & aeration systems



Growing automation needs for treatment optimisation & compliance



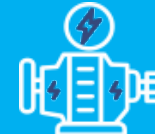
Increasing adoption of energy efficiency & renewable integration



Long asset life cycles → recurring upgrades & replacement demand

## WHY IPD BENEFIT

### Complete product coverage across key technologies



Strong OEM positions in water utilities & engineering contractors



Mission-critical equipment = high barriers to entry



Multi-year state government programs driving procurement visibility



Water & Wastewater = 13% of IPD FY25 revenue, with strong pipeline growth

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# Q&A

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# Thank you