

**Amended slides from InvoCare's 2019 Half Year Results Investor Presentation
16 August 2019**

InvoCare Limited (ASX:IVC) refers to its announcement made on 15 August 2019 released under the title of "HY 2019 Results Investor Presentation".

Following a request from investors, InvoCare has amended the format of the tables (slides 16, 17 and 18) to allow for consistency with previous investor presentations. For clarity, this is a change to assist with year on year comparison and not a correction.

In addition, a transposition error has been corrected on slide 3 from 8.9% to 9.8% for sales revenue growth.

In accordance with the listing rules, attached is a copy of the amended presentation.

- ENDS -

BACKGROUND

InvoCare, headquartered in Sydney, is the largest provider of funeral services in Australia, New Zealand and in Singapore. It is also the largest operator of private cemeteries and crematoria in Australia.

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InvoCare 2019 Half Year Results

15 August 2019

Martin Earp, CEO

Josée Lemoine, CFO

Damien MacRae, COO

Agenda

Overview	Martin Earp, CEO
Financial Results	Josée Lemoine, CFO
Operational Update	Damien MacRae, COO
Growing Shareholder Value	Martin Earp, CEO
Summary	Martin Earp, CEO

H1 2019 Overview

- > Deaths across InvoCare's markets are reverting back to historic norms at an estimated growth of 1.2% on PCP
- > Promising results from growth strategies
 - Protect & Grow (P&G) is delivering against expectations and driving customer satisfaction
 - Businesses acquired in 2018 have performed well and regional expansion continues
- > Underlying sales revenue growing at 9.8% delivered an increase in EBITDA of 13.3% and 8.6% in operating earnings after tax
- > Reported profit growth of 97% driven by strong returns from funds under management
- > Half year dividend of 17.5 cents per share, in line with PCP
- > New consumer offering established within Pet Cremation sector

Performance Summary H1 2019



Financials

Sales Revenue

\$241.5m ↑ 7.0%
Underlying ↑ 9.8%

Expenses

\$180.5m ↑ 4.4%
Underlying ↑ 9.4%

Operating EBITDA

\$62.8m ↑ 16.9%
Underlying ↑ 13.3%

Operating Earnings after tax

\$22.3m ↓ 5.2%
Underlying ↑ 8.6%

Reported Profit

\$41.1m ↑ 97.0%



EBITDA/Countries¹

Australia

\$52.2m ↑ 9.7%
Underlying ↑ 7.1%

New Zealand

\$6.1m ↑ 38.6%
Underlying ↑ 10.7%

Singapore

\$4.6m ↑ 119.0%
Underlying ↑ 117.5%

¹ in local currency



Pillars of Growth

Demographics

Deaths ↑ 1.2%

Market Share (R12)

Circa ↑ 110bps

Funeral Case

Average ↑ 2.2%

Operating Margin

↑ 220 bps

NPS

↑ +80

Protect & Grow

↑ 96 locations renovated

Notes

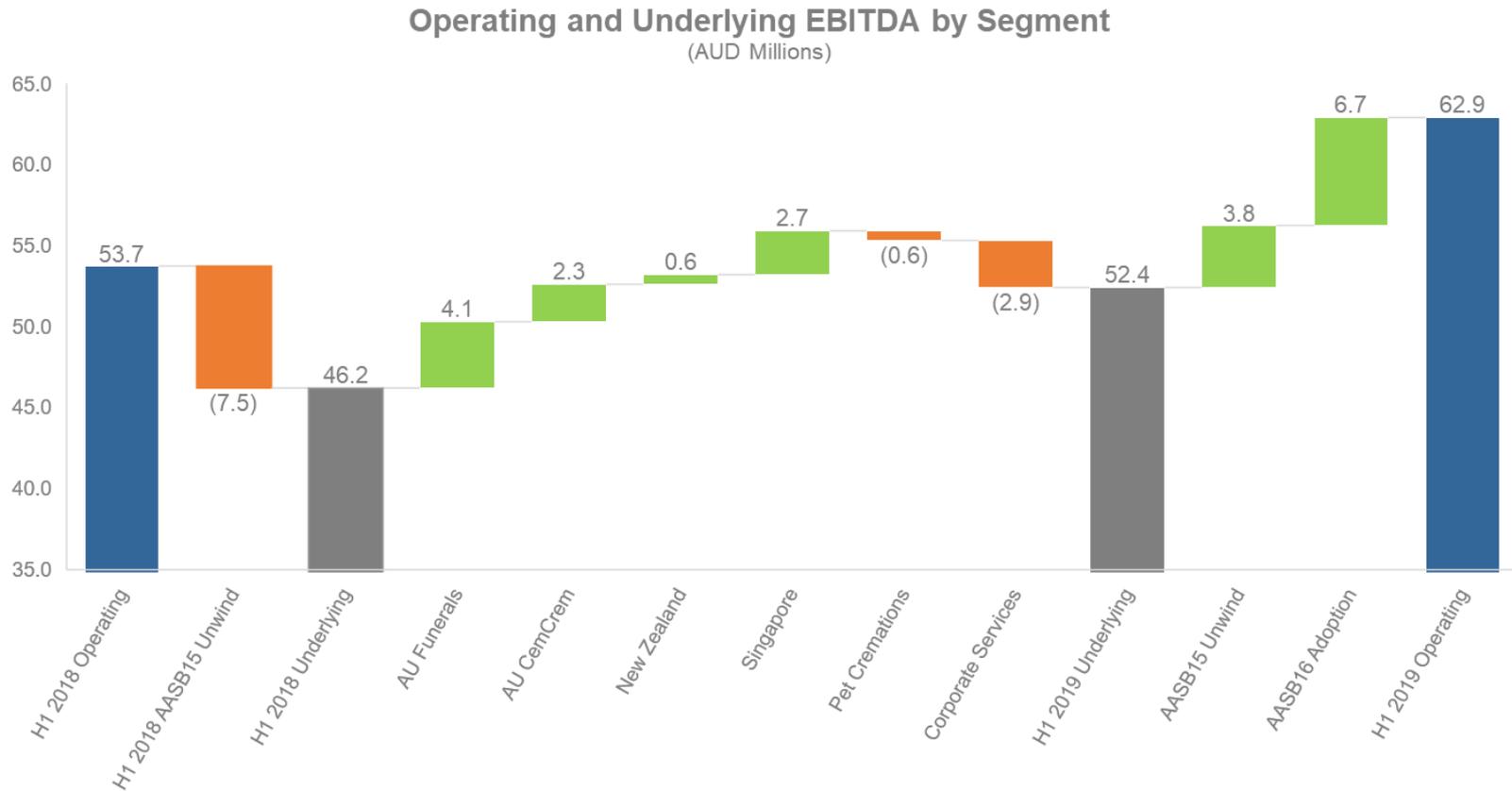
Figures quoted include AASB16 Impact and regional acquisitions
“Underlying” excludes AASB16 & AASB15 CemCrem unwind

Financial Results

Josée Lemoine, CFO

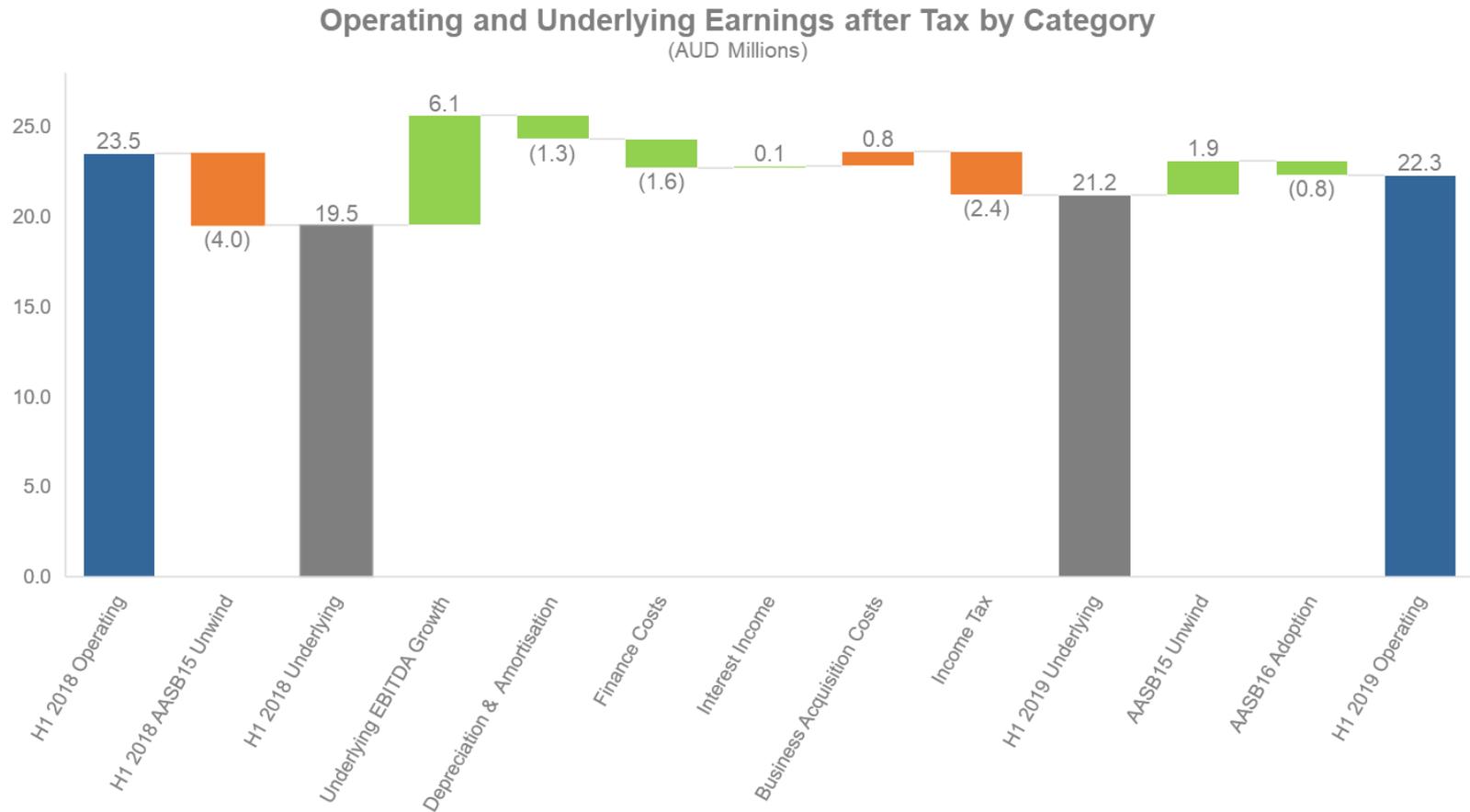
EBITDA Performance

Growth strategies delivers strong underlying results



Earnings after Tax Performance

Changes in accounting standards cloud strong underlying growth



Group Results – Income Statement

Consolidated Business	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
Operating sales revenue	225.7	241.5	15.8	7.0
Other revenue	1.0	1.8	0.8	87.9
Operating expenses	(172.9)	(180.5)	(7.6)	(4.4)
Operating EBITDA	53.7	62.8	9.1	16.9
<i>Operating margin</i>	23.8%	26.0%		<i>2.2ppts</i>
Operating earnings after tax	23.6	22.3	(1.2)	(5.2)
Net Profit¹	20.8	41.1	20.2	97.0
<i>Operating earnings per share</i>	21.6 c	19.8 c	(1.8 c)	(8.3)
Basic earnings per share	19.1 c	36.5 c	17.4 c	91.1
Dividend per share	17.5 c	17.5 c	-	-

Results benefitted from growth strategies initiated in 2017 & 2018

Operating sales revenue grew 7.0%. All geographies grew from either 2018 acquisitions, renovated locations and/or realisation of deferred memorial sales

Operating margin increased reflecting the adoption of AASB 16 *Leases* (reclassification of occupancy and facilities costs) and slightly offset by growth locations ramping up

Improved returns on **prepaid contract funds under management** are major contributor to reported statutory profit increase

Dividend of 17.5 cents per share represents a payout ratio of 88%

¹after tax & non controlling interest

Group Results

EBITDA to Operating Earnings

Consolidated Business	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
Operating EBITDA	53.7	62.8	9.1	16.9
<i>Operating margin</i>	23.8%	26.0%		2.2 pts
Depreciation & amortisation	(11.8)	(18.6)	(6.8)	(58.1)
Finance & net interest costs	(8.7)	(11.6)	(2.9)	(33.3)
Business acquisition costs	(1.3)	(0.6)	0.7	50.0
Operating earnings before tax	31.9	32.0	0.1	0.1
Income tax on operating earnings	(8.4)	(9.7)	(1.3)	(15.1)
<i>Effective tax rate</i>	26.3%	30.2%		(3.9) pts
Operating earnings after tax	23.5	22.3	(1.2)	(5.2)
Operating earnings per share	21.6 c	19.8 c	(1.8 c)	(8.3)
Interim ordinary dividend per share (paid October)	17.5 c	17.5 c	-	-

Operating earnings impacted unfavourably by -\$1.1m (pre tax) or -\$0.8m (after tax) following the adoption of the new accounting standard AASB 16 and the net impact from AASB15 unwind -\$3.0m (pre-tax) or -\$2.1m (after tax)

Depreciation up \$6.8m or 58.1% in line with adoption of new accounting standard (AASB 16: \$5.5m), impact of acquisitions and Protect and Grow investments

Finance and net interest costs increased \$2.9m reflecting impact of changes in accounting standard (AASB 16: \$2.3m)

Income tax on operating earnings of \$9.7m at an effective tax rate of 30.2% with PCP including prior period capital losses from USA sale

Group Results

Operating Earnings to NPAT

Consolidated Business	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
Operating earnings after tax	23.5	22.3	(1.2)	(5.2)
Non operating items pre-tax				
Gain/(loss) on disposal of non current assets	(0.1)	(0.1)	-	-
Gain/(loss) on disposal of a subsidiary	-	(0.2)	(0.2)	(100)
Gain/(loss) on Prepaid contracts	(3.9)	24.9	28.8	135
Tax on non operating items	1.2	(5.7)	(6.9)	(575.0)
Profit to minority interest	(0.1)	(0.1)	-	-
Net profit after tax¹	20.8	41.1	20.2	97.0
Basic earnings per share	19.1c	36.5c	17.4c	91.1

Higher returns on **Prepaid contracts** due to strong equities performance and property investment revaluations, highlighting the volatility in IVC reported profit resulting from **FUM mark to market** accounting

Tax on non operating items benefitted from \$1.5m arising from capital loss on disposal of investment in an on-line memorial associate

¹Attributable to ordinary equity holders of InvoCare

Cash Flow

Consolidated Business	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
<i>Ungeared pre-tax operating cash flows</i>	43.4	45.2	1.8	4.1
Finance costs	(6.4)	(7.9)		
Income tax paid	(18.6)	(10.5)		
Other Cash inflow / (outflow) pre-paid business	(5.6)	(4.4)		
<i>Net cash inflow from operating activities</i>	12.8	22.4	9.6	75.0
Cash flows from investing activities				
Purchase of subsidiaries and other businesses	(17.8)	(1.6)		
Purchase of property, plant & equipment	(39.9)	(30.1)		
Other investing inflows / (outflows)	4.4	5.0		
<i>Net cash outflow from investing activities</i>	(53.3)	(26.7)	26.6	49.9
Net cash flows from financing activities				
Payment for shares acquired by IVC Deferred Employee Share Plan Trust	(16.2)	-		
Net proceeds from / (repayments of) borrowings	82.6	(60.1)		
Payment of dividends	(30.3)	(17.6)		
Principal elements of lease payments*	-	(6.8)		
Share capital issue	-	86.0		
<i>Net cash inflow from financing activities</i>	36.2	1.5	(34.7)	-
Effects of exchange rate changes on cash and cash equivalents	0.2	0.0	-	-
Cash and cash equivalents at the end of the year	11.4	12.1	0.7	6.1

Cash conversion¹ at 72% (2018: 82%), adversely impacted by working capital movements with increase in memorial inventory to meet future requirements and increase in trade debtors during the transition to the new ERP system

One acquisition in Qld announced in July 2019

PP&E of \$30.1m in line with P&G plan. Decrease on PCP reflects the lower technology spend as delivery of telephony upgrade and first phase of ERP roll-out completed in PCP

Lower borrowings as a result of \$86.0m of share placement proceeds partly utilised for debt repayment

* Reclassification following adoption of AASB 16 Leases

¹ Cash Conversion: Operating EBITDA / ungeared pre-tax operating cash flows

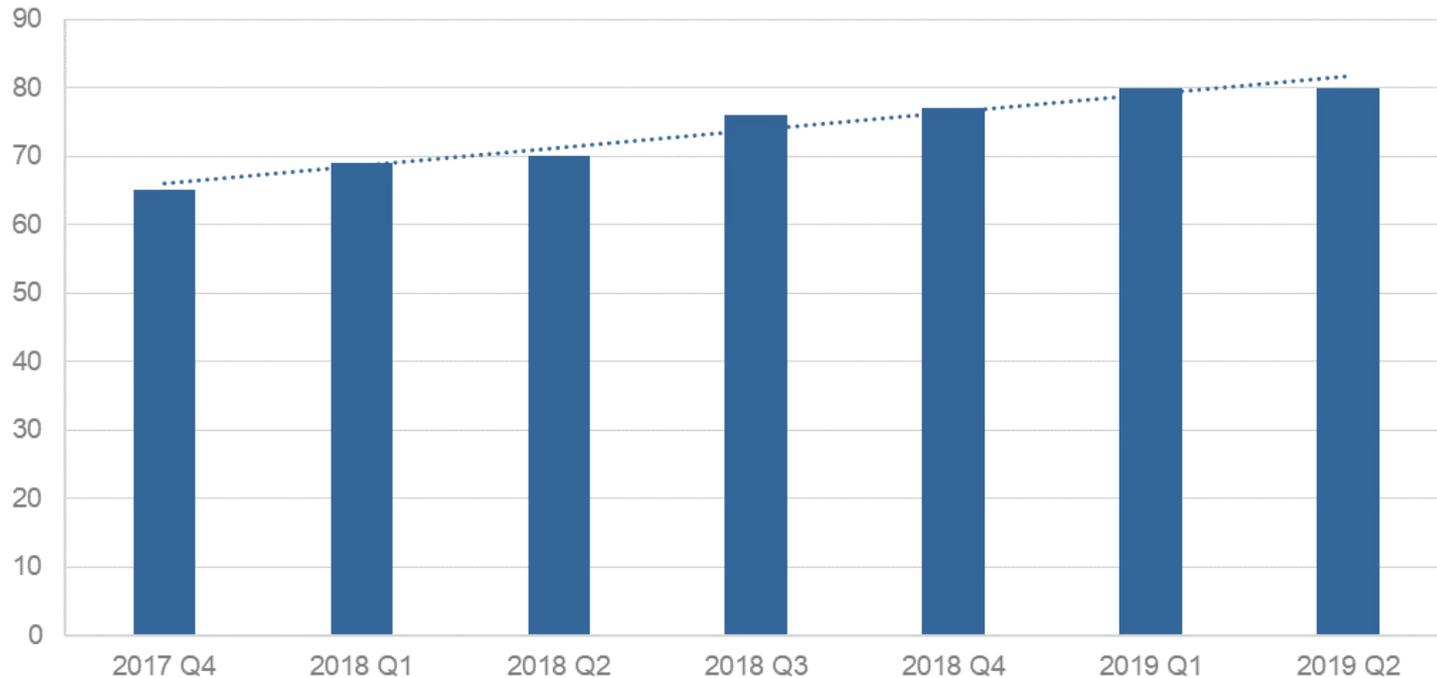
Operational Update

Damien MacRae, COO

Customer Focus

- > Customer feedback and satisfaction remains core to our service offering
- > Promising trend continuing, driven by Protect & Grow transformation, brand choice and value proposition

Net Promoter Score - Australia & New Zealand



H1 2019 Underlying Performance



Australian Funerals

Operating EBITDA

\$35.2m ↑ 13.2%

Volume

↑ 5.5%

Case Average

↑ 1.1%

NPS

+81



Australian Memorial Parks

Operating EBITDA

\$22.2m ↑ 11.6%

Volume

↑ 3.4%

Net Sales

↑ 6.2%

NPS

+71



New Zealand

Operating EBITDA

\$4.9m ↑ 10.7%

Volume

↑ 25.2%

Case Average

↓ 2.8%

NPS

+87



Singapore

Operating EBITDA

\$4.6m ↑ 117.5%

Volume

↑ 22.0%

Case Average

↑ 15.9%

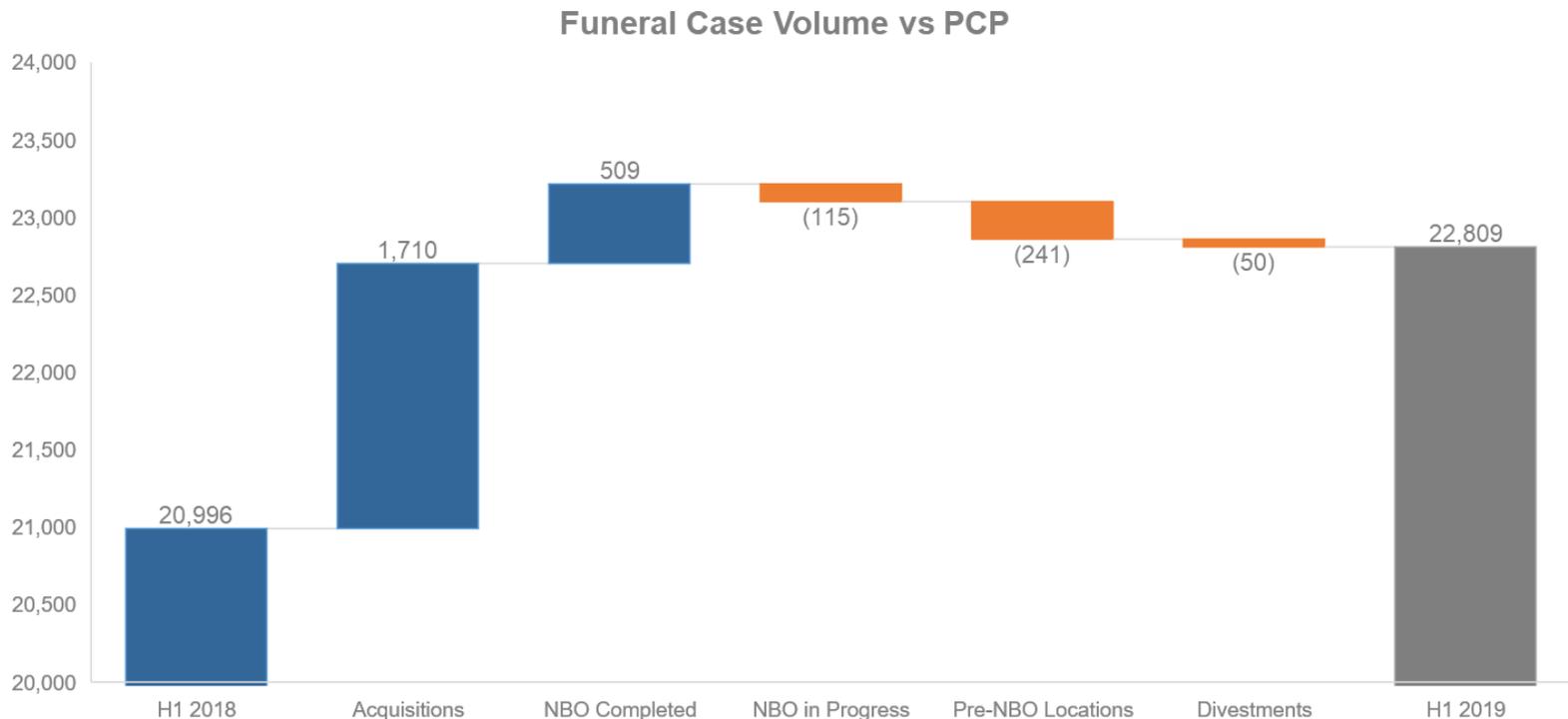
Likelihood to recommend

98.4%

Note: Underlying results are in local currency and exclude AASB16 & AASB15 CemCrem unwind

Funeral Performance

- > InvoCare has shown positive volume growth
- > Value of acquisitions accounted for 7.5% of total volume for H1 2019
- > Promising year on year growth for NBO completed locations while un-renovated locations continue to contract



Australian Results

	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
Case Volume				
Funerals	17,588	18,563	975	5.5
Memorial Parks (CemCrem)	11,342	11,722	380	3.4
Gross Sales				
Funerals	139.6	149.3	9.7	6.9
Memorial Parks (CemCrem)	47.1	50.0	2.9	6.2
Australian Sales	186.7	199.3	12.6	6.7
EBITDA				
Funerals	31.1	35.2	4.1	13.2
Memorial Parks (CemCrem)	19.9	22.2	2.3	11.6
Corporate Services	(11.0)	(13.9)	(2.9)	(26.4)
Underlying EBITDA	40.0	43.5	3.5	8.8
Pet Cremations	-	(0.6)	(0.6)	-
Total Underlying EBITDA	40.0	42.9	2.9	7.2

Notes

"Underlying" excludes AASB16 & AASB15 CemCrem unwind and includes acquisitions

Australian Results

Performance of Australian Funerals

- > Number of deaths increased 1.9% on PCP in Australian InvoCare markets for H1 2019
- > Market share increased 20bps (R12) with strong performance in QLD, VIC and TAS
- > Case average (comparable) grew ~2.3% through disciplined distribution and sale of broader products
- > EBITDA (comparable) performance grew at 7.7% through disciplined expense management, strong case average growth and a normalised volume market
- > Acquisitions provided an additional 994 cases & ~ \$1.7m EBITDA (underlying EBITDA 13.2%)

Performance of Australian Memorial Parks

- > Cemetery and crematoria (Memorial Parks) “at need” case volume increased ~ 3.4% during H1 (with an even growth spread across NSW & QLD)
- > Strong pre need sales during FY18 for developing crypt and private estate developments were recognised during H1FY19. Solid Pipeline of opportunity remains
- > Significant investment continues on developing product and park facilities to meet changing needs of customers

New Zealand

NZD	H1 2018	H1 2019	Variance to 2018	
Case Volume	2,766	3,463	697	25.2%
Gross Sales	\$24.0m	\$29.2m	\$5.2m	21.7%
Expenses	\$19.6m	\$24.3m	(\$4.7)m	(24.0)%
Underlying EBITDA	\$4.4m	\$4.9m	\$0.5m	10.7%

Notes

"Underlying" excludes AASB16 & AASB15 CemCrem unwind and includes acquisitions

Performance

- > Number of deaths decreased 2.6% on PCP in NZ InvoCare markets for H1 2019
- > Market share has improved 610bps (R12) due to acquisitions in InvoCare markets
- > Case volume increased due acquisition activity
- > Case average decreased 2.8% on PCP
- > Outstanding customer experience - NPS +87

Singapore

SGD	H1 2018	H1 2019	Variance to 2018	
Case Volume	642	783	141	22.0
Sales	\$6.7m	\$9.5m	\$2.8m	41.4%
Expenses	\$4.8m	\$5.1m	(\$0.3)m	(5.6)%
Underlying EBITDA	\$2.1m	\$4.6m	\$2.5m	117.5%

Performance

- > Number of deaths in Singapore increased 0.5% on PCP
- > Singapore's main funeral location reopened in May 2018 after being closed since October 2017. This impacts year on year comparison in H1 2019
- > Estimated market share increased 110bps (R12)
- > Refurbished facilities generating strong sales growth in H1 FY19, driven by volume and case average growth
- > Targeted new products & service offerings since re-opening have had good consumer acceptance

Growing Shareholder Value

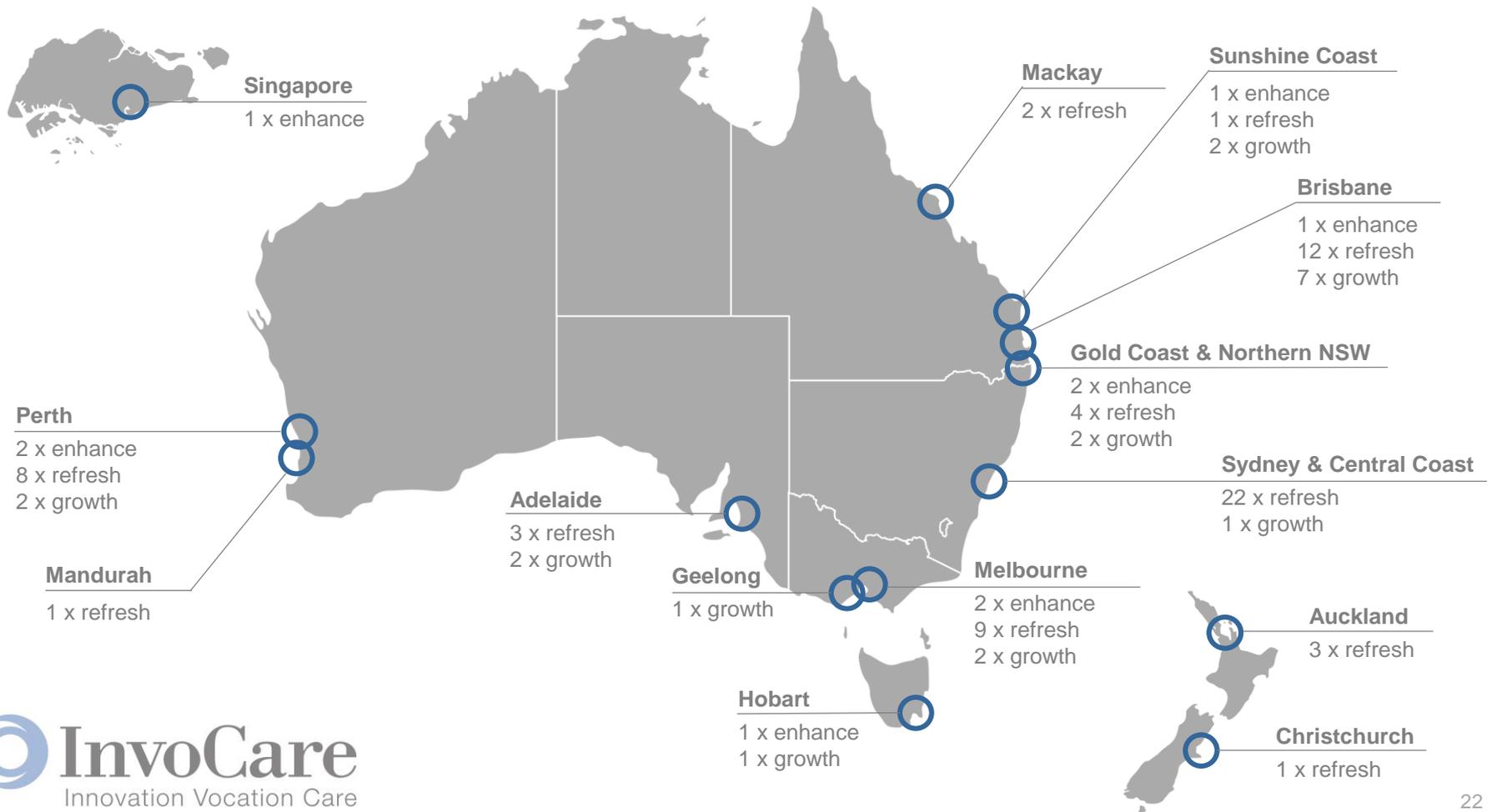
Martin Earp, CEO

Protect & Grow: Recap

- > The P&G strategy is driven by customers seeking to celebrate a life rather than mourn a death
- > Customers are seeking greater transparency (information and pricing) and an increased involvement in the funeral arrangement
- > The majority of customers want increased levels of service in a modern location that delivers value for money, preferably in one location with adequate parking
- > Meeting these needs requires a significant upgrade in properties and increased service levels for all elements of the funeral, especially the celebration of life
- > These improvements require significant capital, a large footprint of land in metropolitan centres and a willingness to derive a return over the long term
- > InvoCare saw an opportunity to create long term value for shareholders by increasing its market share by reinvesting capital to meet customer needs

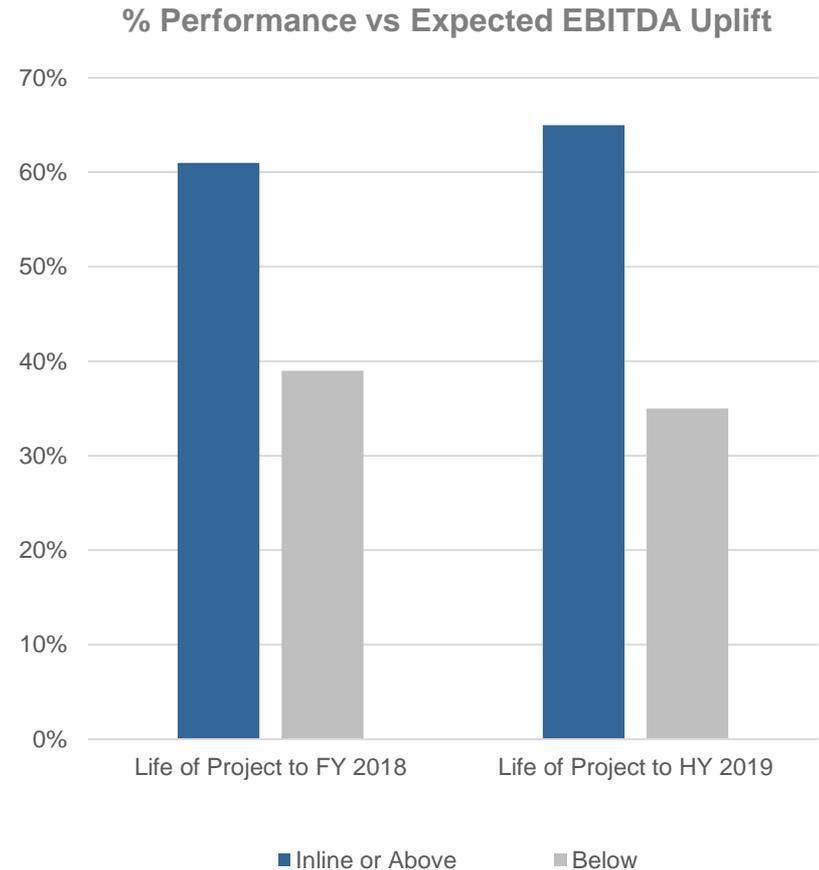
Protect & Grow: NBO

96 locations renovated at a cost of \$114m representing 41% of the total portfolio to be renovated. ~ 50% is expected by the end of 2019



Protect & Grow: NBO

- > The first cohort of NBO locations (48) now all have greater than 12 months trading data
- > EBITDA uplift against BAU continues to exceed expectations
- > As of 2018, project to date performance showed 61% of locations were performing inline or above expectations
- > For the life of the project, this total has now increased to 65% at the end of H1 2019
- > Early trading on recently renovated locations is experiencing a similar positive trend



Protect & Grow: Operational Efficiencies

- > ERP system has been rolled out to ~ 50% of portfolio with remainder to be completed by end of 2019
- > The first purpose built operational centre has been opened in Perth, WA which can cater for over 6,000 cases per annum
- > Two more operational centres are due to be completed by end of 2019



Shared Service Centre, Malaga WA

Protect & Grow: Culture

H1 2019

- > Continued focus on customer service training for staff
- > Ongoing recognition on high performance
- > Increased safety awareness training and monitoring
- > Positive trends in all key retention metrics

Planned for H2 2019

- > Full employee engagement survey to be conducted in H2 2019
- > Rolling out bespoke InvoCare Leadership program



Regional Expansion

- > Acquisitions since January 2018 total over 4,000 funeral cases and circa \$27m in revenue per annum
- > Recent acquisitions have been successfully transferred into InvoCare ownership
- > New local leaders are providing InvoCare with valuable insights and learnings into the regional markets
- > Strong and active pipeline of acquisition opportunities
- > Regional expansion continues with acquisition of Australian Heritage Funerals in Toowoomba, QLD
- > In addition to acquisitions, InvoCare will utilise national brands in green field developments

Pet Cremations

- > The humanisation of pets has driven strong growth in the pet care market sector
- > InvoCare has introduced a new consumer offering within the pet cremation sector
- > The pet cremation sector is a natural expansion of InvoCare's core business
- > A separate business unit was set up to develop this business
- > InvoCare acquired an existing pet cremation business in Sydney during 2018
- > The first Patch & Purr cremation facility opened in Wollongong in H1 2019



Summary

Martin Earp, CEO

Summary

A promising H1 2019 with positive contributions beginning to flow from key growth strategies:

- > The P&G strategy is exceeding expected EBITDA uplift against BAU and regional acquisitions have contributed positively towards growth in H1 2019
- > The increase in case average demonstrates that people are willing to pay for higher quality products and services if they believe that they are getting value for money
- > The increase in Net Promoter Score driven by the P&G strategy is a good indicator of long term success
- > The equity raising conducted in February 2019 has allowed InvoCare to strengthen the balance sheet whilst funding the future growth opportunities

The fluctuations with number of deaths associated with the critical winter trading period means we are not providing full year guidance

Funeral case volume growth for July 2019 was broadly in-line with expectations

Questions?

Appendices

Accounting Standard Changes

AASB16 Leases – effective 1 January 2019

- > Distinction between **operating and finance leases** is removed. Accounting for the Group's operating leases on balance sheet took effect from 1 January 2019 electing the **modified retrospective transition approach**, with no restatement of comparatives for the 2018 reporting period, as permitted by the standard.
- > From 1 January 2019, the Group recognised right-of-use assets of \$122.3m, lease related liabilities of \$139.1m and deferred tax assets of \$5.0m. **Overall net assets are \$11.8m lower.**
- > For the period to 30 June 2019, **Operating EBITDA** has increased by **\$6.7m**, reflecting the reduction of occupancy an facilities costs relating to operating lease payments that were included in EBITDA under the previous accounting standard. **Operating earnings after tax** have decreased by \$0.8m as the amortisation of the right-of-use assets and interest on the lease liability have resulted in increases in depreciation and amortisation and finance costs respectively.
- > **Net profit after tax** will decrease by approximately **\$1.5m** for 2019 as a result of adopting the new rules.

Impacts of AASB 16 Leases adoption \$'m – Debit / (Credit)	1 Jan 2019	6 months to Jun 2019			30 Jun 2019
	B/S	P&L	B/S	B/S New leases	B/S
Right-of-Use assets	122.3	(5.5)	(5.5)	4.1	120.9
Lease related liabilities	(139.1)	(2.3)	6.6	(4.1)	(138.9)
Additional depreciation and finance costs		(7.8)			
Reduction in occupancy and facilities expense		6.7			
Operating earnings before tax		(1.1)			
Operating earnings after tax		(0.8)			

Accounting Method Change

Change in method of tax effect accounting for the adoption of AASB 15 *Revenue from Contracts with Customers*

- > The Group changed the method of determining the tax base of its deferred revenue balance for purposes of calculating deferred tax assets, resulting in the recognition of an **additional \$16.6 million deferred tax asset** with a corresponding increase in retained earnings;
- > This change impacted the recognition of deferred tax assets on the Group's transition adjustment to AASB 15 and has been accounted for retrospectively as of 1 January 2018 for the Cemetery & Crematorium memorial products revenue stream only;
- > The Group considers the new method better attributes the tax impact of those transactions.
- > The deferred tax asset recognised represents the tax effect for the entire amount of revenue that has been taxed but will be recognised in the future for financial reporting purposes;
- > In addition, the Group has corrected an understatement of **deferred revenue and trade receivables** as at 31 December 2018 of **\$14.3 million**;
- > This understatement relates to cash received from memorial product customers where control of the interment right and associated memorial had not passed to the customer at 31 December 2018;

There are no changes to reported profit or cashflows for FY18 from these adjustments.

Refer to note 12 (d) of the Interim Financial report for more details

Underlying Business - EBITDA

	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
Underlying Revenue*	215.2	236.4	21.1	9.8
Other revenue*	1.0	1.8	1.0	87.9
Underlying expenses*	(170.0)	(185.9)	(15.9)	(9.4)
Underlying EBITDA*	46.2	52.3	6.1	13.3
<i>Operating margin</i>	<i>21.5%</i>	<i>22.1%</i>		<i>0.6</i>
Depreciation and amortisation*	(11.8)	(13.1)	(1.3)	(11.1)
Finance costs	(7.5)	(9.1)	(1.5)	(20.8)
Interest income	1.0	1.0	0.0	17.9
Business acquisition costs	(1.4)	(1.0)	1.0	55.4
Underlying earnings before tax*	26.2	30.4	4.1	15.7
Income tax on operating earnings*	(6.7)	(9.1)	(2.4)	(36.5)
<i>Effective tax rate</i>	<i>25.5%</i>	<i>30.0%</i>		<i>4.6</i>
Underlying earnings after tax*	19.5	21.2	1.7	8.6
<i>Underlying earnings per share*</i>	<i>17.9 cents</i>	<i>18.8 cents</i>	<i>0.9 cents</i>	<i>5.0</i>

*Non-IFRS financial information

Capital Management

Consolidated Business	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
Gross debt	331.4	352.1	20.7	6.2
Net debt	319.9	339.1	19.2	3.8
Liquidity buffer	118.6	97.9	(19.5)	(16.6)
Effective interest rate	4.5%	3.8%	0.7 ppts	
% of drawn debt at fixed rates	88.1%	85.8%		
Debt maturing in:				
> 12 – 24 months	-	200.0		
> 37 – 48 months	200.0	150.0		
> 49 – 60 months	150.0	-		
> 61 – 120 months	100.0	100.0		
Core debt metrics				
Interest cover	9.8 x	8.6 x	(1.2) x	
Gearing	2.8 x	2.6 x	(0.2) x	
Dividend per share	17.5 c	17.5 c	-	-

Net Debt increased in line with Protect & Grow investments and acquisition investments

Capital raise in March and April 2019 increased liquidity buffer to \$97.9m to continue to support the near-term **growth strategies** following the enhanced presence in regional markets in FY18 (capital deployed circa \$73m)

Gearing and interest cover – ratios within capital management framework

Capital Expenditure Summary

	H1 2018	H1 2019	Variance to 2018	
	\$'m	\$'m	\$'m	%
By Category:				
Facilities	17.3	24.1	6.8	39.3
Information technology	8.9	4.0	(4.9)	(55.1)
Motor vehicles	2.3	1.5	(0.8)	(34.8)
Other assets	1.0	0.5	(0.5)	(50.0)
Property acquisitions	1.4	-	(1.4)	(100.0)
Total capital expenditure	30.9	30.1	(0.8)	(2.6)
By Strategy:				
Business as usual	6.9	5.7	(1.2)	(17.4)
Protect & Grow	24.0	24.4	0.4	1.7
<i>Facilities</i>	16.3	21.0	4.7	28.8
<i>Information technology</i>	7.6	3.4	(4.2)	(55.3)
Total capital expenditure	30.9	30.1	(0.8)	(2.6)

Continued investment in **Protect and Grow** plan resulted in increase of \$4.7m in facilities capex

Lower technology spend reflecting delivery of telephony upgrade and first phase of ERP roll-out in PCP

Rollout of NBO projects on track

Notes: Presented on an accrual basis

Funds Under Management (FUM)

Consolidated Business	H1 2018	H1 2019	Variance to 2018		
	\$'m	\$'m	\$'m	%	
P&L impacts of undelivered contracts:					
FUM earnings	9.7	38.3	28.6	295	FUM mark to market volatility impacts IVC's reported profit
FUM liability increase	(9.4)	(10.0)	(0.6)	6	
Net pre-tax gain/(loss) on undelivered contracts	0.3	28.3	28.0	933.3	Strong performance of equities and property investment revaluations
Total Funds under Management	554.6	599.6	45.0	8.1%	Prepaid contracts sold continues to exceed redemptions by 5%
Asset Allocations:					
% in equities	19	37	-	18ppts	Redemptions make up 14% of funeral services
% in property	23	25	-	2ppts	
% in cash & fixed interest	58	38	-	(20ppts)	

Note: Funds under management are held in trust and independently managed

This presentation contains forward looking statements, which may be subject to significant uncertainties outside of IVC's control. No representation is made as to the accuracy or reliability of these forecasts or the assumptions on which they are based. Actual future events may vary from these forecasts.