IVE GROUP LTD
FY19 RESULTS PRESENTATION

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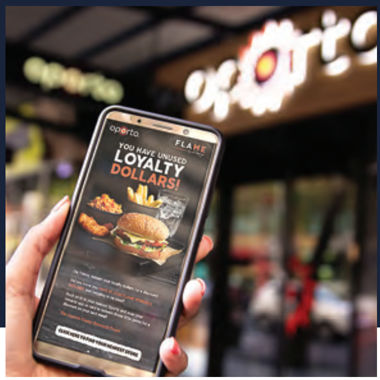
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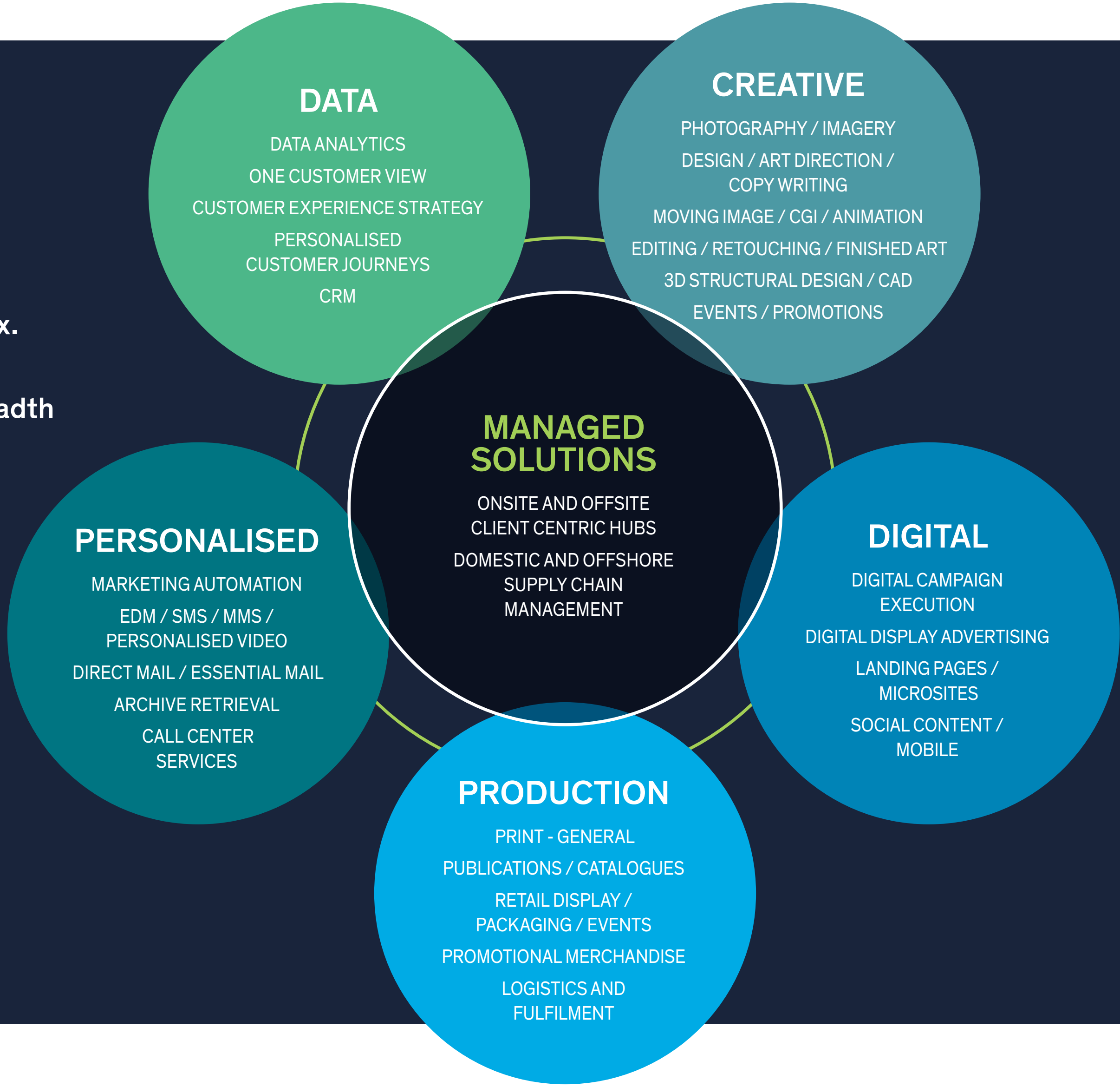


YEAR IN REVIEW

FINANCIAL PERFORMANCE DASHBOARD (PRO FORMA)

$724.2M
REVENUE
UP **4.1%**
PCP

$80.4M
EBITDA
UP **9.8%**
PCP

$37.5M
NPATA(1)
UP **4.4%**
PCP

16.3c
DPS
UP **5.2%**
PCP (FULL YEAR)

EPS(2)
UP **0.6%**
PCP

EBITDA MARGIN
11.1%

17.0%
ROFE(3)

(1) NPAT excluding amortisation of customer contracts
(2) NPAT/weighted average shares on issue
(3) EBIT/average funds employed where funds employed equals net assets plus net debt

YEAR IN REVIEW

FINANCIAL HIGHLIGHTS

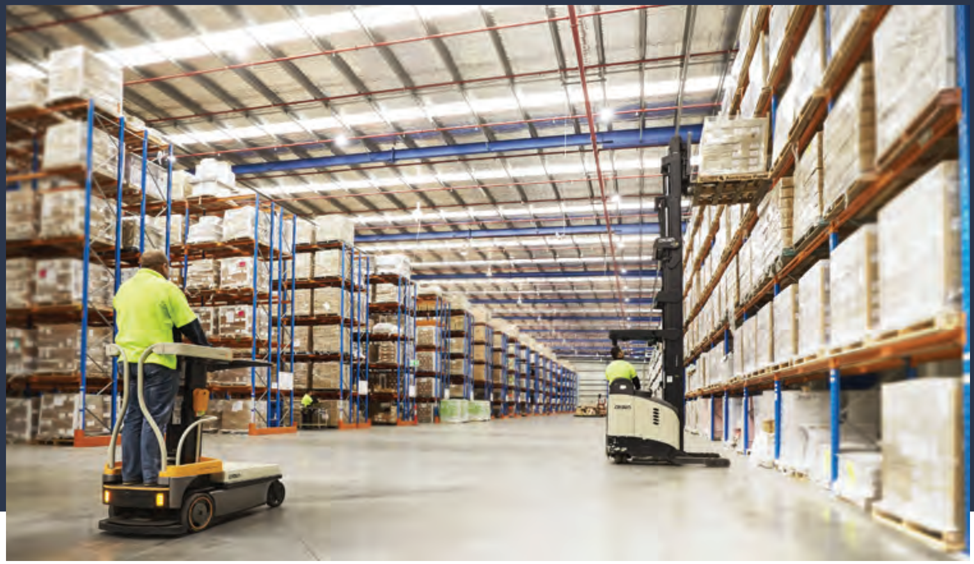
- Solid uplift in revenue and EBITDA on PCP
- EBITDA margin of 11.1% (5.5% increase over PCP)
- Restructure and acquisition costs minimal at $3.1M

KEY OPERATIONAL MILESTONES

- Final stage investment and official opening (November 2018) of $53M Franklin WEB NSW operation
- Additional investment of $6.4M in high speed continuous inkjet technology to support the Group's further expansion in personalised communications
- To support revenue growth, our logistics and fulfilment operation in Victoria was relocated to a new 15,000sqm facility
- Refinanced senior debt facilities for a new 4 year term

BRAND SIMPLIFICATION

- In November 2019 the Group will cease going to market under 4 divisional brands (Kalido, Blue Star, Pareto, IVEO). The evolution to one IVE brand is in recognition of our increasingly integrated offering, and will ensure we build further on the IVE brand to create a highly impactful, strong and simplified offer to the market



YEAR IN REVIEW

PAPER

The global pulp and paper market has experienced increased volatility over the last 12 months, resulting in:

- Meaningful increases in paper prices negatively impacting margin in our Franklin WEB business
- Tightening of supply requiring the Group to temporarily purchase significantly more inventory
- The global pulp & paper market has shown signs of stabilisation over the last 3 months

REVENUE

- Continued momentum across the Group with meaningful new client wins and effective cross sell
- A number of contract extensions
- No material client losses
- Kalido Asia has continued to experience an unacceptable level of bad debts

MIS UPGRADE

- In response to our growth and further integration over the last decade, the Group has commenced a comprehensive 2-3 year program of upgrading/enhancing our Management Information Systems (MIS). Total capital expenditure on this program is expected to be circa $3-4M

FY19 FINANCIAL RESULTS

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PROFIT AND LOSS

- Revenue increase of $28.8M (4.1% increase on PCP)
  - Organic growth of 2.4%
  - New client wins
  - Ongoing success of cross selling to existing customers
  - Key contract extensions
- Gross profit margin of 47.9% (48.7% in PCP)
  - Paper cost increases negatively impacted margin in Franklin WEB
  - Gross profit margin in all other areas of the business remained stable
- Production and administration costs all lower as a % to revenue to PCP driven by disciplined cost control as well as efficiencies through benefits of the Group's investment in Franklin WEB NSW
- EBITDA of $80.4M (9.8% increase over PCP)
  - Includes write off of prior period bad debts in Kalido, largely offset by the reversal of deferred goodwill in other income
- EBITDA margin of 11.1% (10.5% in PCP)
  - reflecting increased revenue and efficiency gains offset by unrecovered increases in paper costs and continued absorption of higher energy costs
- NPAT of $33.8M (4.5% increase on PCP) reflective of increased depreciation on Franklin WEB NSW facility being fully operational for the period

	PRO FORMA			
	ACTUAL FY2019 $M	ACTUAL FY2018 $M	VARIANCE $M	VARIANCE %
Revenue	724.2	695.4	28.8	4.1%
Gross Profit	347.1	338.6	8.5	2.5%
% of Revenue	47.9%	48.7%	–	(1.6%)
EBITDA	**80.4**	**73.2**	**7.2**	**9.8%**
% of Revenue	11.1%	10.5%	–	5.5%
EBIT	**57.7**	**54.3**	**3.4**	**6.2%**
% of Revenue	8.0%	7.8%	–	1.9%
Profit before tax	48.7	46.4	2.3	4.9%
NPAT	**33.8**	**32.4**	**1.4**	**4.5%**
NPATA	**37.5**	**35.9**	**1.6**	**4.4%**

The Pro Forma financial results are on a non IFRS basis
Excludes all restructuring and acquisition expenses (refer Appendix)

CAPITAL EXPENDITURE

Over the last 2 years IVE has heavily invested in a number of strategic initiatives to enhance our value proposition to customers and to further strengthen our market position. In FY19 the Group concluded the most significant investment program the sector has seen for many years, demonstrating continued confidence in the sector, and in our capacity as a business to execute major initiatives effectively

- Reflects final phase of the investment to establish Franklin WEB NSW including second 80 page press and ancillary equipment
- Additional investment in high speed continuous inkjet technology to support the Group's further expansion in personalised communications post the SEMA acquisition in September 2017 and subsequent integration
- MIS upgrade/enhancement (Year 1)
- The balance of $9.0M relates to group wide investment and maintenance expenditure
- FY20 and FY21 targeted and maintenance capital expenditure expected to be circa $8-10M annually excluding MIS upgrade/enhancement

	FY2019 $M
Franklin WEB NSW	12.9
Personalised communications	6.4
Group wide investment and maintenance	9.0
Sub Total	**28.3**
Group wide MIS project	1.0
Total capital expenditure	**29.3**

NET DEBT

- Net debt to pro forma EBITDA of $80.4M is 1.79×
- Equipment finance borrowings increase relates to investment in personalised communications strategy
- Increase in borrowings also driven by the higher working capital balance due to temporarily higher levels of paper inventory
- During the period the Group refinanced its senior debt facilities for a new 4 year term resulting in additional facility and covenant headroom at improved pricing - benefits to flow in FY20 and beyond

	ACTUAL FY2019 $M
Borrowings - short term	6.3
Borrowings - long term	168.9
Borrowings[1] - Sub Total	**175.2**
Cash	(31.5)
Net Debt	**143.7**

(1) Borrowings are gross of loan establishment costs

CASH FLOW & DIVIDEND

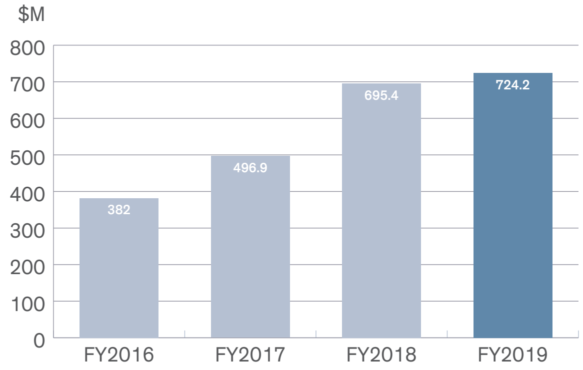
- Pro forma free cash conversion of 81.7% impacted by increased working capital due to higher paper inventory holdings
- We have now concluded our recent growth phase capital investment program, with annual expenditure to reduce significantly relative to prior periods
- Final deferred goodwill consideration paid in relation to SEMA acquisition
- There is no further deferred consideration payable from prior acquisitions
- Final dividend of 7.7 cents per share, fully franked
- Full year dividend of 16.3 cents per share, fully franked, with payout ratio of 71% of pro forma NPAT

	PRO FORMA FY2019 $M	STATUTORY FY2019 $M
EBITDA	**80.5**	**77.3**
Movement in NWC/non cash items in EBITDA	(14.7)	(14.8)
Free Cash Flow	**65.8**	**62.5**
Capital expenditure (net)	(21.9)	(21.9)
Payments for acquisitions & deferred consideration	(6.1)	(6.1)
Net cash flow before financing and taxation	**37.8**	**34.5**
Tax	(8.3)	(7.5)
Proceeds from bank loans	22.0	22.0
Payment of finance lease liabilities	(7.5)	(7.5)
New facility transaction costs	(1.0)	(1.0)
Dividends paid	(23.9)	(23.9)
Interest paid	(7.5)	(7.5)
Net cash flow	**11.6**	**9.1**
Free cash conversion to EBITDA	**81.7%**	**80.8%**

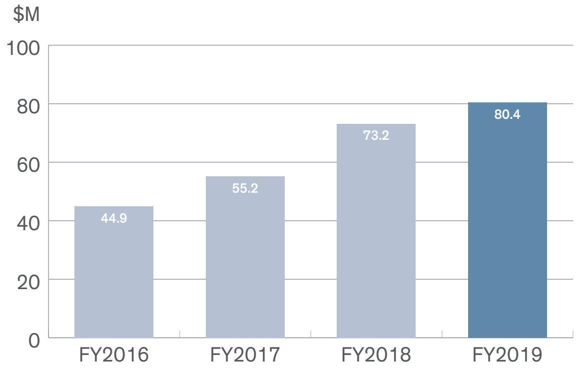
The Pro Forma financial results are on a non IFRS basis
Excludes all restructuring and acquisition expenses (refer Appendix)

HISTORICAL PERFORMANCE (PRO FORMA)

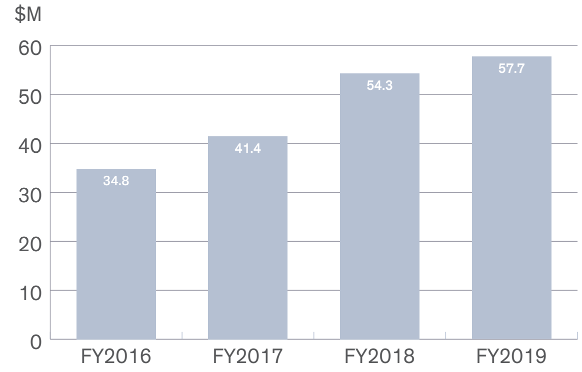
REVENUE



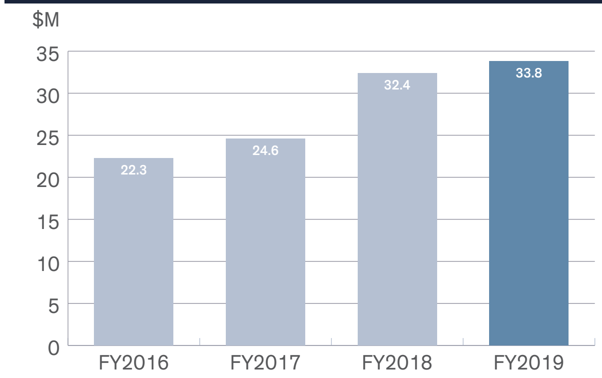
EBITDA



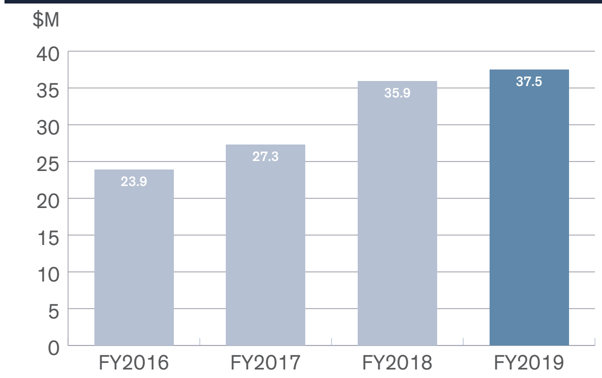
EBIT



NPAT



NPATA



The Pro Forma financial results are on a non IFRS basis
Refer Appendix B

OUTLOOK STATEMENT

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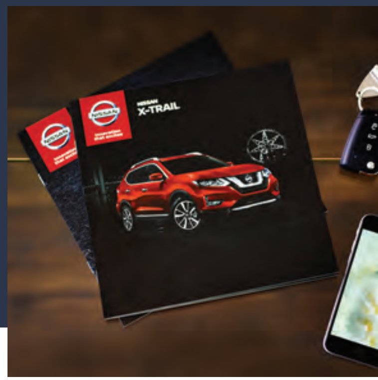
OUTLOOK STATEMENT

- Expected solid performance positions us well to generate strong free cashflow over the year ahead
- Working capital returning to normal levels following expected stabilisation in global pulp & paper markets
- Following a period of heavy investment in a number of strategic growth initiatives, FY20 capital expenditure will reduce to circa $8-10M (excluding the MIS upgrade/enhancement)
- No further deferred consideration payable from prior acquisitions
- Restructure costs are once again expected to be minimal



APPENDICES

IVE GROUP LTD: FY19 Results Presentation

APPENDIX A
NON IFRS FINANCIAL INFORMATION

In this Results Presentation, certain non-IFRS financial information has also been included to allow investors to understand the underlying performance of IVE.

The Directors believe that the results before restructuring and acquisitions costs, and Pro Forma comparisons, better reflect the underlying operating performance and is consistent with full year guidance, which differs from the Statutory presentation.

The non-IFRS Pro Forma financial information has not been audited or reviewed.

APPENDIX B
STATUTORY BALANCE SHEET, STATUTORY TO PRO FORMA NPAT RECONCILLIATION

STATUTORY TO PRO FORMA NPAT RECONCILIATION	FY 2019 ACTUAL
Statutory NPAT	**31.3**
Restructure costs	2.6
Acquisition costs	0.5
Prior facility write off costs	0.7
Tax effect of adjustments	(1.3)
Pro forma NPAT	**33.8**

	STATUTORY	
	ACTUAL JUNE 2019 $'M	ACTUAL JUNE 2018 $'M
CURRENT ASSETS		
Cash and cash equivalents	31.5	22.3
Trade, prepayments and others	120.6	126.0
Inventories	66.0	47.1
Total Current Assets	**218.1**	**195.4**
NON CURRENT ASSETS		
Deferred tax assets	13.5	16.0
Property, plant and equipment	135.3	123.7
Intangible assets and goodwill	163.6	170.3
Total Non Current Assets	**312.4**	**310.0**
Total Assets	**530.5**	**505.4**
CURRENT LIABILITIES		
Trade payables and provisions	128.5	131.8
Loans and borrowings	6.2	16.4
Current tax payable	2.9	1.3
Total Current Liabilities	**137.6**	**149.5**
NON CURRENT LIABILITIES		
Trade payables and provisions	19.8	21.7
Loans and borrowings	167.3	134.9
Total Non Current Liabilities	**187.1**	**156.6**
Total Liabilities	**324.7**	**306.1**
NET ASSETS	**205.8**	**199.3**
EQUITY		
Share Capital	156.5	156.3
Other Reserves	(0.5)	0.0
Retained Earnings	49.8	43.0
Total Equity	**205.8**	**199.3**

APPENDIX C
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