



Annual General Meeting

KEVIN BARRY Chairman

GARRY CHAPMAN UK Executive Chairman

17 November 2020



FY20 Financial Scorecard

ICS Group-Australia

Revenue from ordinary activities

\$6.08m ▲ +7%

Net assets

\$6.3m ▲ +3%

Earnings per share (basic)

11.65c ▲ +22%

Cash and equivalents at reporting date
(exc UK customers' cash)

\$2.38m

Profit after tax

\$1.23m ▲ +22%

NTA per ordinary share (cents)

36.5 ▲ +8%

Earnings per share (diluted)

11.65c ▲ +24%

Dividends paid

\$0.95m ▲ +38%

MBC-UK

UK Revenue

£3.25m ▲ +4%

UK profit (before tax and corporate recharges)

£0.96m ▲ +29%

ICS Corporate

ICS Group is in a strong financial position.

- FY 2020 record dividends of 9.0c per share (2019: 7.0c per share).
- Corporate cash \$2.38m at year end.

In a strong position to assess value accretive opportunities/acquisitions.

- Monetisation event for Open Learning listed in December Q4 2019.
- Continuing to review several business opportunities in the Australian/UK medical sectors with synergies to ICS/MBC.

ICS Looking Forward

Investment in MBC enables continued growth.

- Strong result for MBC after COVID-19 business interruption. Revenue is recovering to pre COVID-19 levels.
- Improving the performance of MBC through organic revenue and profit growth.
- Expansion in vertical and horizontal markets e.g. Insurance.
- Business platform & IT – including further improvement in business processes.
- Further revenue growth to leverage off platform investment.



ICS Looking Forward

FY 2021 guidance

- FY 2021 net profit after tax guidance will be provided with H1 2021 accounts.
- Subject to results and any capital management strategies and/or any acquisitions and investments- intention to maximise dividend payment.



Medical Billing & Collection (MBC)

MBC is the largest medical billing provider in the UK.

- Established outsourced option, 100% owned by ICS.
- Derives “annuity style” revenue from annualised recurring collections.
- Improved underlying growth in revenue and profitability.
- Implementing key operational changes and efficiencies to continue to improve operational leverage and these changes are now flowing to FY 2021 bottom line.
- The volatility in the £ exchange rate continues to impact results when expressed in our reporting currency AUD.

MBC FY20 highlights

Another year of strong growth.

- Revenue up 3.6% to £3,254,574
- Profit (before tax and internal charges) up 29% to £958,094.
- Continuing to add further clients to the portfolio
- Further investment in IT systems to keep ahead of structural changes in the industry and to further automate our internal system





Garry Chapman
Executive Chairman

Connery House

FY 2020 - The year of COVID-19

- YTD - Feb 2020 – Revenue increased by 20%
- YTD - Feb 2020 - Profit increased by 45%
- We were on course for excellent growth in both revenue and profitability.
- March 2020 UK went into lockdown.
- UK Government reached agreement with Private Hospitals to use their facilities for NHS patients and not private patients
- Majority of Consultants seconded to work full time in the NHS instead of working in the private sector



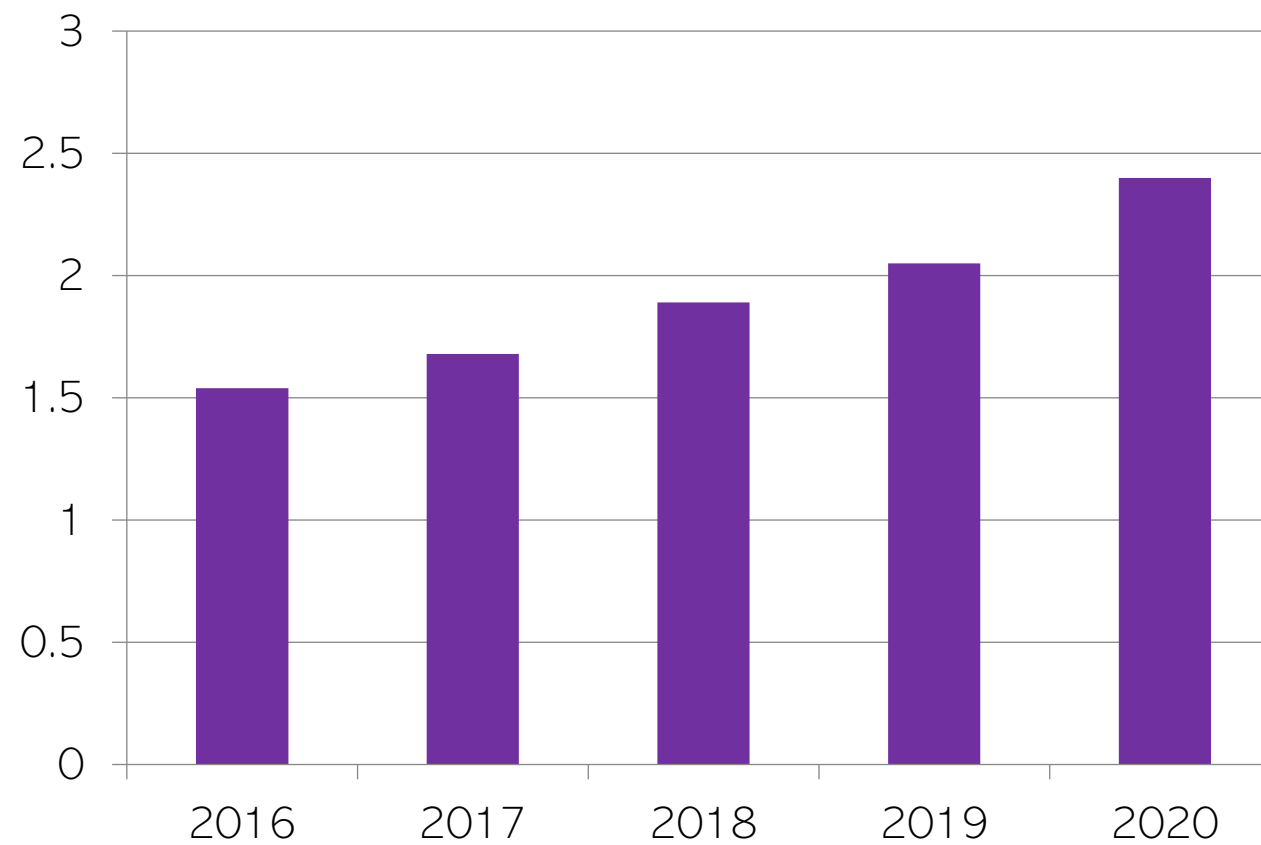
FY 2020 – The year of COVID-19

- Office closed with management remaining in situ
- Protect staff by implementing work from home policy
- Each staff member still had access to all IT systems
- Focus still on supporting our clients through this crises
- Action plan executed to reduce overheads
- Took advantage of government furlough scheme
- Reduced head count and cut overheads where possible



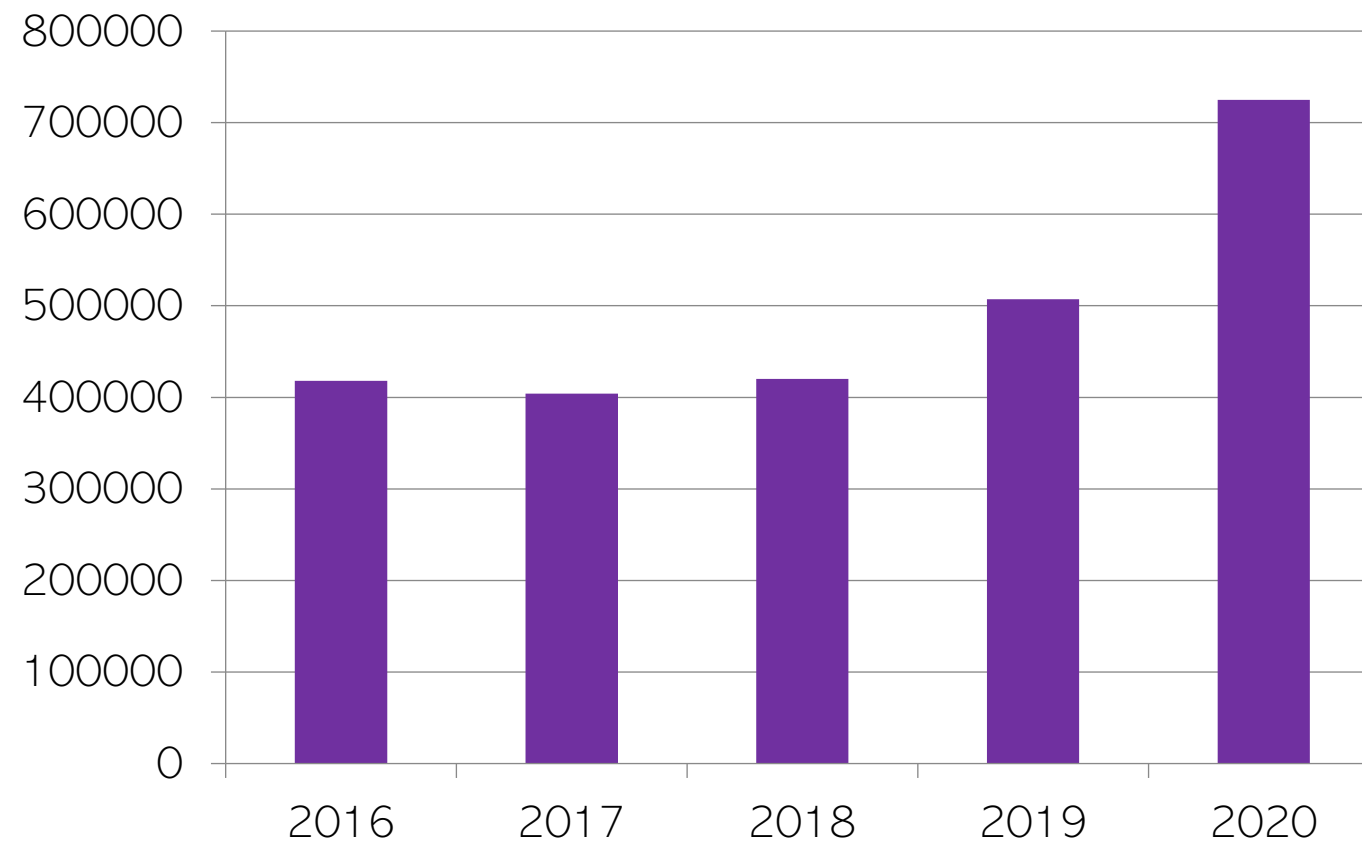
Growth of revenue (m)

July to February 20



Growth of profit

July to February 20

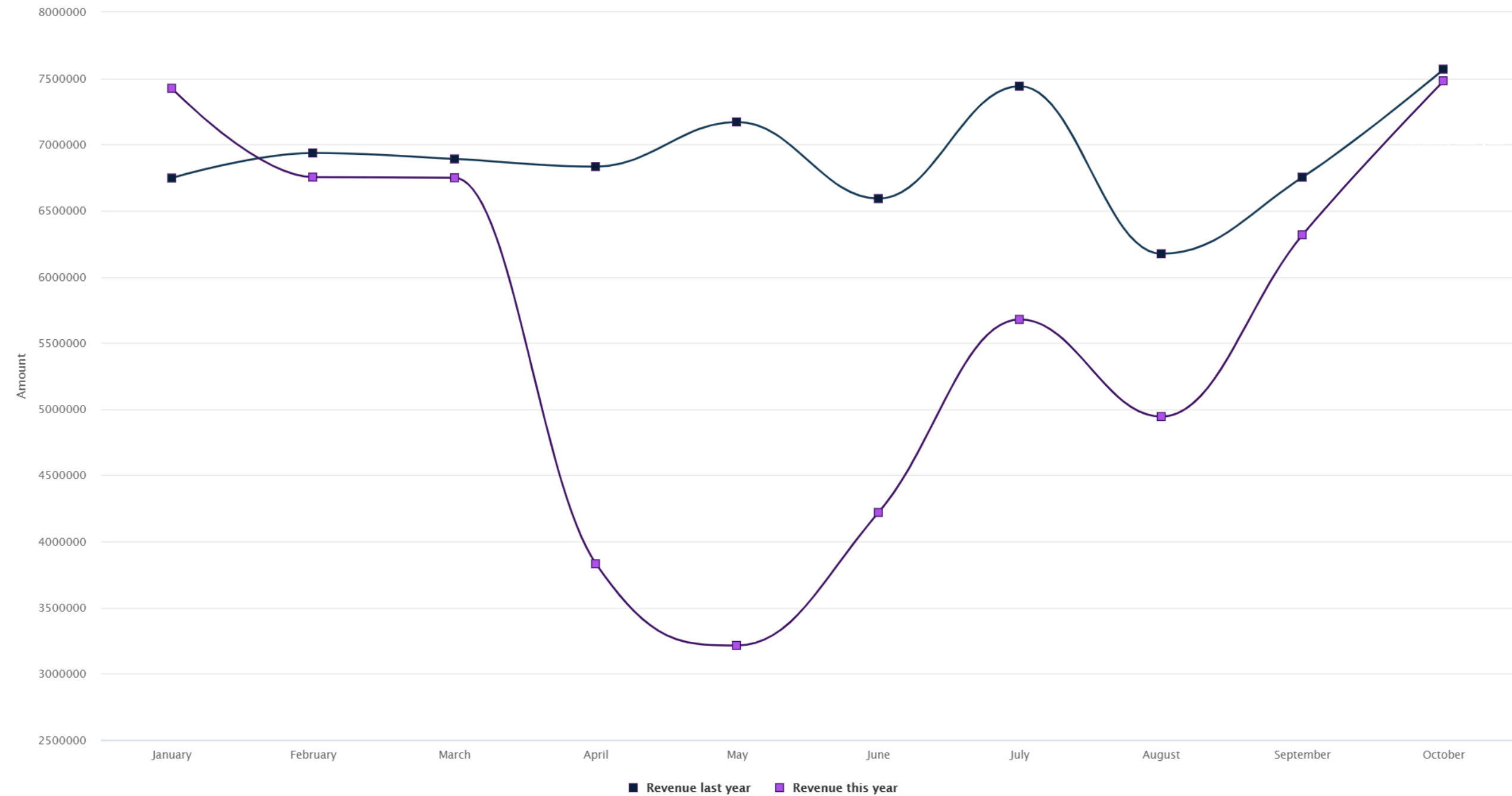


FY 2020 – The year of COVID-19

- April 20 onwards certain specialties start to thrive
- Lockdown works so NHS is not overwhelmed
- More Specialists come back to work
- Staff come back to the office
- Government release private hospitals from agreement
- Private patients start to seek treatment
- Recovery begins in earnest
- October 20 trading level back to normal



Revenue Summary (£)



Recovery Continues April- Oct 20

- Major National Hospital Group continues to grow
- Predominately Groups/Larger clients
- New clients continued to join every week, even during lockdown
- Billing book grows in excess of £10m
- In excess of 50 new consultants join MBC



Medical Indemnity JV

- Medical Broking Company established Sep 2018 -MBC owns 50% of the JV.
- Medical Indemnity Insurance - every consultant legal obligation for Medical Indemnity cover with market size in excess of £1bn
- Revenue model is recurring on an annual basis.
- Delay of launch to wider market due to lockdown so focus is on MBC clients.
- Webinar series launched in Autumn, twice weekly event.



Summary

- UK experiencing 2nd wave of pandemic, impact is much less than 1st wave
- Private hospitals currently staying open and patients continue to seek treatment
- Vaccine announcement with UK allocation of 40m doses is enough to treat 20m people
- Even more validation on our business model as new clients joining MBC on a weekly basis during lockdown
- Long term future is very positive as we continue to grow by client referrals



Business of the Meeting

Remuneration Report

- Board takes any feedback on the Remuneration Report seriously
- ICS Australian cash cost <\$525k for FY 2020

Re- election of James Canning-Ure as a Director



Question time

Thank you to:

- Shareholders for your continued support
- Garry and his team for improvement in MBC performance
- Fellow Board members for hard work and support

Questions?



Disclosure

Statements and material contained in this Presentation, particularly those regarding possible or assumed future performance, or potential growth of ICS Global Limited ("ICS"), industry growth or other trend projections are, or may be, forward looking statements. Such statements relate to future events and expectations and, as such, involve known and unknown risks and uncertainties.

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Actual results and developments may differ materially from those expressed or implied by these forward looking statements depending on a variety of factors.

Nothing in this presentation should be construed as either an offer to sell or a solicitation of an offer to buy or sell shares in any jurisdiction .

Items of business

Resolution 1 – Remuneration report

To consider, and if thought fit, to pass the following as a non-binding resolution:

To adopt the Company's annual Remuneration Report, presented in the directors' report for the year ended 30 June 2020.

Note to Shareholders: The vote on this item is advisory only and does not bind the Directors of the Company.

Items of business

Resolution 2 – Re-election of James Canning-Ure.

To consider, and if thought fit, to pass the following Resolution as an ordinary resolution:

That Mr James Canning-Ure, a Director retiring from office in accordance with Article 58 of the Constitution, being eligible, is re-elected as a Director of the Company

Proxy voting summary

Proxy Voting Summary

ICSGlobal Limited
Annual General Meeting
Tuesday, 17 November 2020

Security Classes
Fully Paid Ordinary Shares

Resolutions	For		Against		Open		Totals		Exclusions		Abstain		No Instruction Securities
	Holders %	Votes %	Holders %	Votes %	Holders %	Votes %	Holders	Votes	Holders	Votes	Holders	Votes	
1. To Adopt the Remuneration Report	21 61.77	3,059,605 86.86	10 29.41	75,088 2.13	3 0 8.82 0.00	387,690 0* 11.01 0.00	34	3,522,383	8	1,463,501	1	141,663	0
2. To re-elect Mr James Canning-Ure as a Director	36 85.72	4,635,431 91.29	3 7.14	54,426 1.07	3 7.14	387,690 7.64	42	5,077,547	0	0	1	50,000	0