

# Bell Potter

Emerging Leaders Conference

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**Michael Sainsbury**

Executive Director & CEO

# What we'll share today

## Agenda

- Who We Are
- What's Driving Demand
- Our Strategic Advantage
- Financial Performance
- Growth Strategy
- Why Invest in IPD



# Who We Are



## Our Vision

To help build a future where sustainable electrical infrastructure creates a better life for all.

## Our Mission

To enhance every aspect of infrastructure through energy efficiency, automation and secure connectivity while prioritising the safety and wellbeing of people.



# A Connected Group

Supporting every stage of the electrical value chain.



Power distribution, energy management and automation product distribution with custom assembly services.



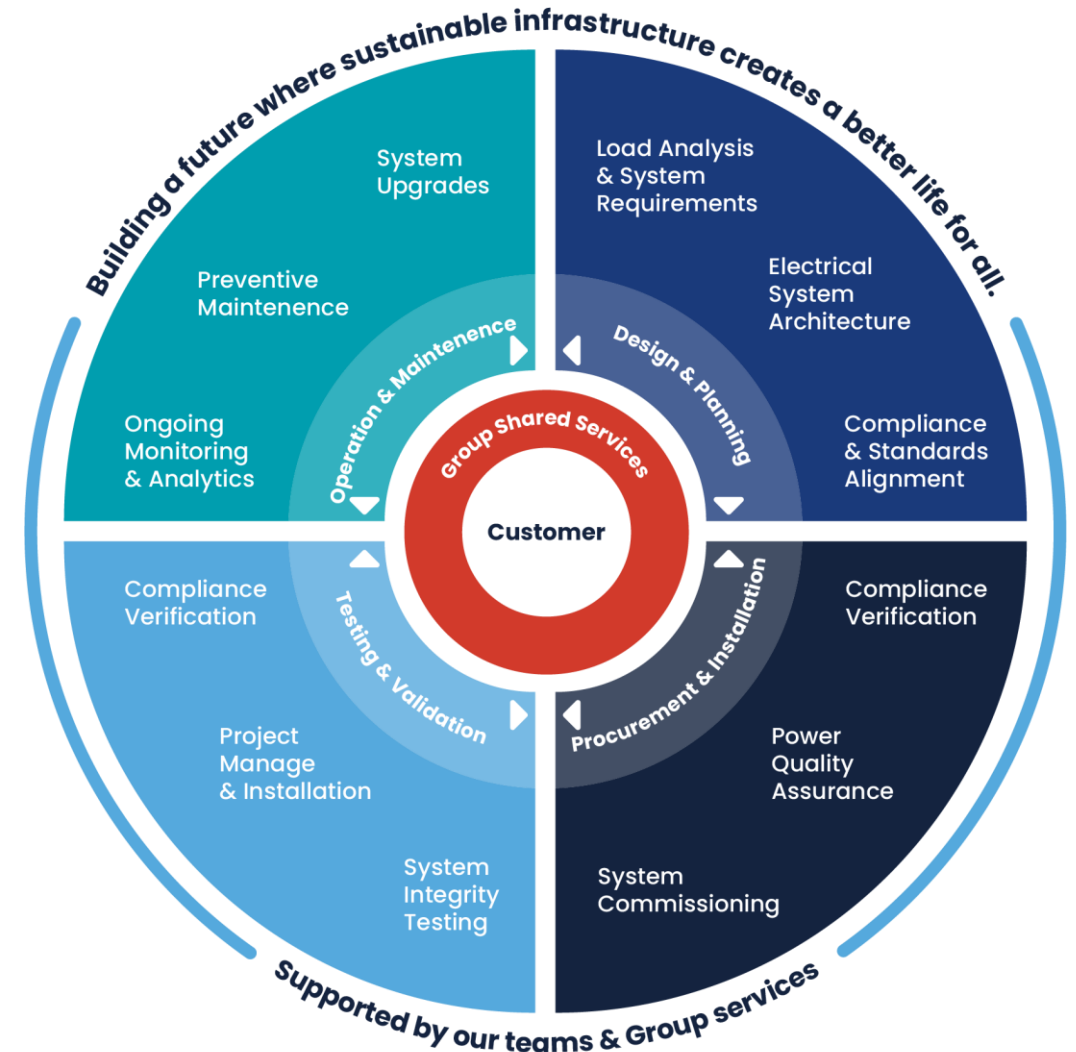
Manufacturer and distributor of electrical cables, specialty plugs, couplers, and receptacles for industrial use..



Specialists in the supply, modification, repair and design of hazardous area electrical equipment.



Complete electrical engineering services for high and low voltage projects, with a focus on EV charging infrastructure.



# A Snapshot

~8–10% share in Australia's expanding electrical distribution market.





# Industry Coverage

Diversified exposure unlocks a broad and resilient opportunity set.



## Utilities

Power & Energy  
Water  
Wastewater  
Renewables



## Resources

Iron Ore  
Precious & Rare  
Earth Metals  
Gold & Nickel  
Oil & Gas



## Infrastructure

Roads  
Rail  
Tunnel  
EV Charging



## Construction

Data Centres  
Commercial  
Buildings  
Educational Centres  
Airports  
Hospitals  
Retail  
Housing



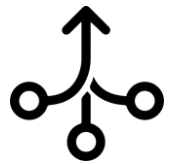
## Manufacturing

Food & Beverage  
Packaging  
Pharmaceuticals  
Cement, Plaster &  
Concrete  
Petroleum & Chemicals  
Wood, Timber & Glass  
Pulp & Paper

# What's Driving Demand

# The Problem We Solve

Enabling the shift to smart energy & digitalisation.



## Lagging Behind the Shift

- Over \$320B in energy investment expected by 2030 (Clean Energy Council).
- Rising pressure on industry to electrify, automate, decarbonise, and improve safety and compliance.
- Escalating need for sustainable, future-ready infrastructure to meet regulatory and customer expectations.



## The Upgrade Challenge

- Much of Australia's infrastructure is aging, manual, and incompatible with modern energy systems.
- Businesses face technical capability gaps in automation, monitoring, and system integration.
- Without the right support, many struggle to meet compliance and keep pace with demand.



## How We Help Bridge the Gap

- IPD Group provides complete support through products, engineering, and compliance acting as a trusted partner for industry.
- We deliver reliable, scalable, and future-ready solutions through strong global supply partnerships.
- Our role is to bridge the gap between outdated infrastructure and the modern demands of electrification, safety, and digitalization.



# Our Strategic Advantage

# Our Strategic Advantage

Built on global partnerships, product flexibility, and technical excellence.

## Deep OEM Partnerships

- Trusted relationships with global leaders like ABB and Emerson.
- Long-term pricing stability and supply chain confidence.
- Access to co-developed solutions and hard-to-replicate integration.

## Multi-Brand Strategy

- Reduces supply risk and improves lead time flexibility.
- Tailors the right solution for each application.
- Strengthens resilience and market coverage.

## High-Touch Technical Model

- Design specification and technical advice.
- Engineering and compliance support.
- Field and after-sales service throughout the project lifecycle.





# Financial Performance

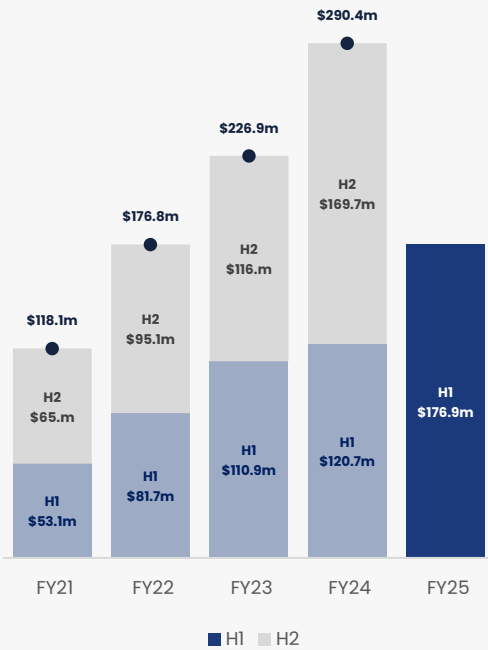


# Consistent Growth with a Scalable Model

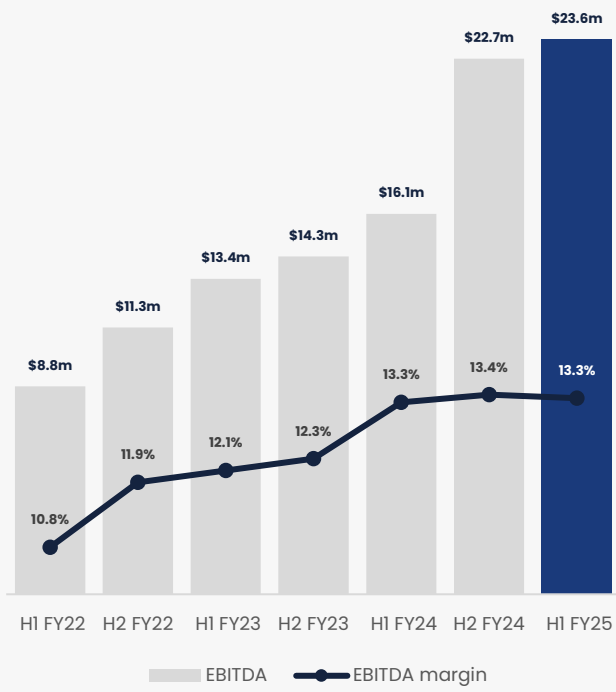
Strong product-led performance with margin expansion.

- Consistent revenue and EBITDA growth.
- A highly product-led revenue mix.
- A business model with scalable fundamentals and margin resilience.

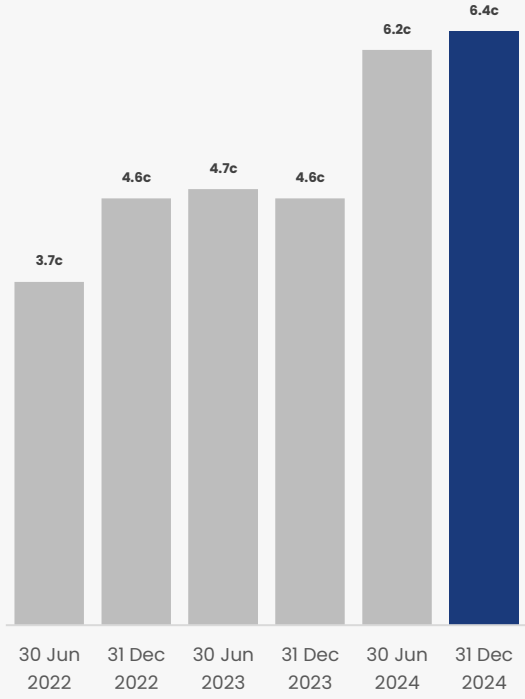
Revenue



EBITDA



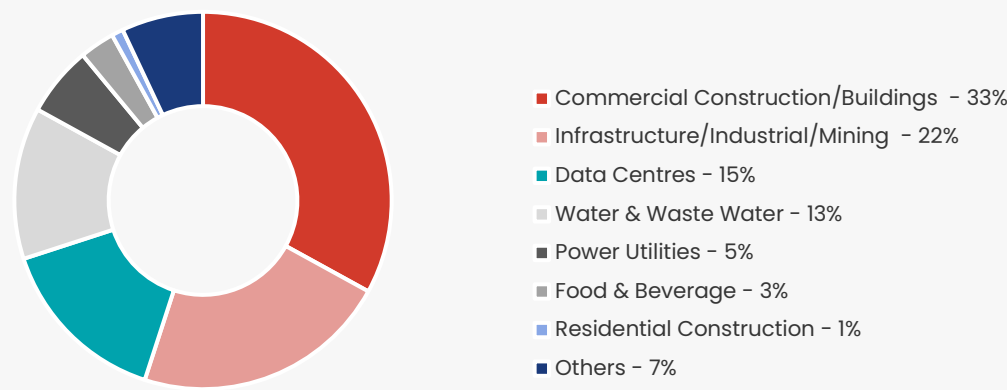
Dividends



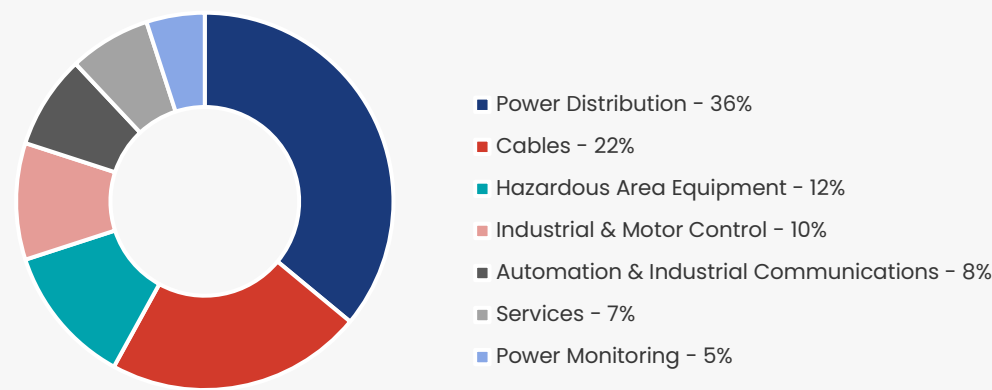
# Diversified Revenue

Resilient earnings profile across sectors & technologies.

1H FY25 – Revenue by End Market



1H FY25 – Revenue by Product



# Growth Strategy



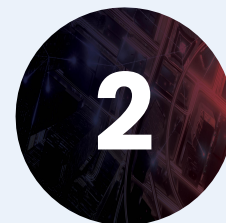
# Our Growth Strategy

Focused on market demand, margin growth, and disciplined acquisitions.



## Organic Growth through Market Demand

Strong tailwinds from electrification, EV infrastructure, grid upgrades and automation continue to drive demand. IPD is well positioned across these sectors, with a diversified portfolio aligned to high-growth applications.



## Market Expansion via Digital & Services

We're scaling margin through digital transformation, operational efficiency, and higher-value services like certified modifications, IECEx repairs, and engineering support.



## Disciplined M&A Execution

Recent acquisitions like EX Engineering and CMI have delivered strong results through efficient integration into our scalable model. We remain focused on strategic acquisitions that enhance capability, expand market reach, and create long-term shareholder value.



## Long-Term Value Creation

Strong financial performance, disciplined capital management, and ongoing investment in ESG, people, and digital capability underpin our long-term value strategy.

# Why Invest in IPD



# Why Invest in IPD

Strong fundamentals, scalable growth, and exposure to structural tailwinds.

## Strong recurring demand drivers

IPD is leveraged to the key long term demand themes including electrification, automation, and grid upgrades.

## Capital light, cash generative model

Our distribution-led structure delivers high cash conversion and steady margins.

## Track record of execution and scalability

Proven performance through earnings growth, M&A integration, and operational leverage.

## Positioned for structural tailwinds

We support major infrastructure projects, offering a stable and scalable growth profile over time.



# Q&A