



13 May 2024

FY24 Expected Profit Upgrade

ASX: IMB

ASX RELEASE

Highlights

- Intelligent Monitoring Group Limited ("IMG") is pleased to provide the following comments around expected FY24 Underlying EBITDA profitability.
- At the time of the acquisition of ADT (completed: August 2023), IMG guided to an expected underlying EBITDA of \$29.8m which equated to an annualized EBITDA of \$31m (to account for 11 months of ADT ownership). This was up from a proforma combined group EBITDA of \$24.8m in FY23.
- The board of directors ("Board") is pleased to announce this **expectation has now been lifted to:**
 - Between \$32.0-32.5m for expected underlying EBITDA FY24 (compared to \$29.8m)
 - Between \$33.5-34.0m for expected underlying annualized EBITDA (compared to \$31.0M).

Management Commentary

Dennison Hambling MD commented:

"The board, management, and staff, have worked hard over the past three years, taking IMG from being a small unintegrated series of businesses through to being the largest security monitoring business in Australasia, and one of only a few with a nationally recognized brand, in ADT, and now also recently Signature Security.

It is gratifying to see this hard work begin to pay off in what is a transforming business, with several significant growth areas - I believe that we have created a platform from which can now develop into an industrial operation, of true significance and purpose and which already reaches over 200,000 customers across Australasia in some form.

We are happy with where the business is tracking but now look to the future as we pass through the transition of ADT from JCI, the end of the 3G to 4G transition (in Australia) and the start of the Sybersense rollout, proper.

FY25 will be an interesting year for IMG, and we look forward to it with optimism."

-ENDS-

Authorisation: This announcement is authorised for release by the Managing Director of Intelligent Monitoring Group Limited.

INTELLIGENT MONITORING GROUP LIMITED

ABN 36 060 774 227

Suite 2, 1 Tully Road, East Perth WA 6004

Website:

www.theimg.com.au



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Contact details: For further information, please contact:

Company Enquiries:

Dennison Hambling
Managing Director
Intelligent Monitoring Group Limited
dhambling@theimg.com.au

Investor Relations, Media & PR:

Rod North
Managing Director
Bourse Communications Pty Ltd
+61 408 670 706
Email: rod@boursecommunications.com.au

About Intelligent Monitoring Group Limited

Intelligent Monitoring Group Limited (ASX: IMB) provides monitored security and IOT solutions that ensure the safety and protection of Australian businesses, homes and individuals 24 hours a day, 365 days a year.

The Company operates with the highest security accreditation from its two-significant monitoring centres.

GROWTH STRATEGY

The Australian security industry remains highly fragmented, with no clear market leader.

Given its stable revenue streams and fixed infrastructure cost model, the industry remains conducive to selective consolidation at attractive returns.

TECHNOLOGY A KEY DRIVER FOR CHANGE

Technology change (IOT & Ai) has created substantial opportunities to profitably extend the Company's existing skills into new complementary market areas and customer opportunities.

The use of Smart, High Resolution cameras, with monitoring capability will create substantial opportunities for growth in many industries over the coming decade. **'Cameras as alarms'**.

IMPORTANT INFORMATION

This announcement contains certain "forward-looking statements", including IMG's beliefs, assumptions and expectations. The words "expect", "anticipate", "estimate", "intend", "likely", "believe", "guidance", "should", "could", "may", "will", "predict", "plan", "propose", "goals", "aim", "target" and other similar expressions are intended to identify forward-looking statements. Any indications of, and guidance on, outlook, future operating performance, earnings and financial position and performance are also forward-looking statements. Forward looking statements involve inherent risks and uncertainties, both general and specific, and there is a risk that those predictions, forecasts, projections and other forward looking statements will not be achieved. Forward-looking statements, opinions and estimates provided in this presentation are based on assumptions and contingencies which are subject to change without notice, as are statements about market and industry trends, which are based on interpretations of current market conditions.

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