

2026

IVE Group Limited (ASX: IGL)

FY26 Results

ive

idea > execution

Melbourne
Sydney
Brisbane
Adelaide
Perth
Tasmania
International

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IVE Group is Australia's largest diversified marketing company

We operate across every major marketing discipline, giving brands the confidence that what they imagine can actually be delivered consistently (and brilliantly) in the real world.





A Century of Growth

Since 1921,
IVE has evolved
alongside brands,
technology and
consumer behaviour.

Through trusted partnerships and strategic acquisitions, we've brought strategy, data, creativity, production, technology and fulfilment into one connected system.

From idea to execution, we remove friction so brands can adapt with the times and complex marketing becomes simpler, faster and more effective.



Built for What's Next

Markets shift. Channels evolve. Customer expectations don't stand still.

IVE has spent more than 100 years evolving with every major change in media, technology and marketing, not by chasing trends, but by continuously building our capabilities around what brands need next. That's why we're still here. And why we're thriving.

Businesses navigating change, complexity or scale, don't need another supplier, they need experienced partners who know how to adapt and execute at pace.

We are the experts who've been doing it for over a century.

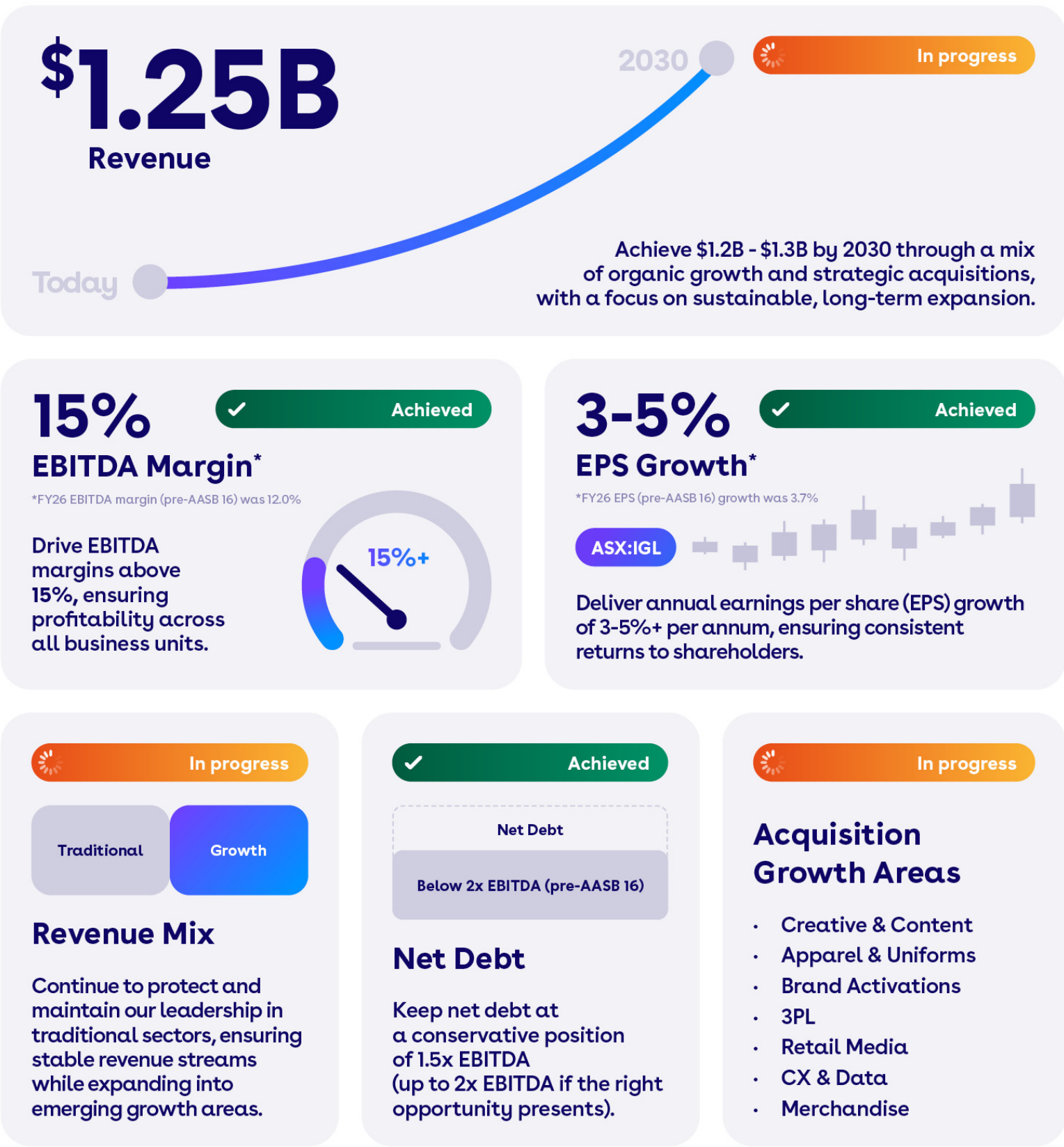


Our Vision

To be Australia’s leading integrated marketing solutions provider, delivering impactful, human-centred experiences across all channels.

The numbers on this page show where we are today and where we’re heading. Our 2030 ambitions set a clear benchmark for the scale, growth and performance we’re working towards as we bring this vision to life.

2030 Ambition



FY26 Highlights

- Strengthen & Scale

 - Expand 3PL Footprint
 - Launch Kemps Creek Packaging
 - Consolidate Victorian Operations
 - Consolidate Market Position through Impressu & BMS
 - Expand Queensland Production through Impressu
 - Expand Creative & Content through Daily Press acquisition
 - Enter the Events Sector
- Innovation

 - Refresh Customer Technology
 - Accelerate AI & Process Automation
- New Business Wins

BUNNINGS

Bapcor

maxisafe

DIRECTED Group

mirvac

SUBWAY
- Capital Management

 - Execute Share Buy-Back
 - Update Dividend Policy

> Performance overview

Disciplined full-year result consistent with guidance

Financial performance

- > Strong margin expansion
- > Difficult economic landscape contributed to revenue softness in catalogues and publishing
- > Cash flow remains strong
- > Gearing is conservative
- > On-market buyback resulted in the cancellation of a further 2,313,940 shares or ~1.5% of issued capital at an average cost of \$2.66 ps

Key initiatives

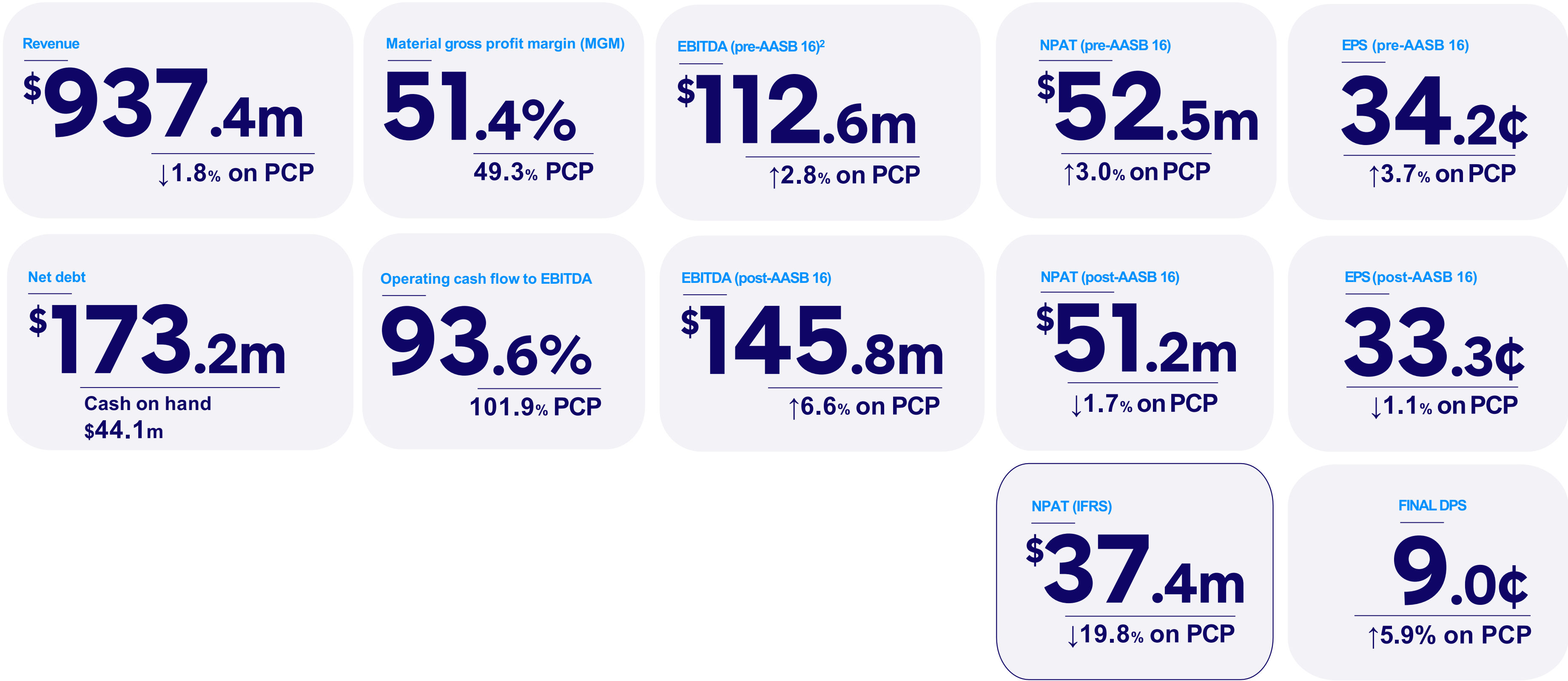
- > **3PL expansion**
 - Dandenong operational ahead of schedule
 - already at 85% capacity due to new client wins with benefits emerging in FY27
 - 84,000m² national footprint (60,000m² pcp)
- > **Kemps Creek, Sydney supersite**
 - fully operational during 4Q FY26
 - five BU's relocated and consolidated
 - efficiencies and capacity for growth
- > **Packaging**
 - JacPak relocated to Braeside in 2H FY26 for additional operational efficiencies
 - Kemps Creek plant now in production
 - major new clients, eg PepsiCo and Arnott's, came online in June 2026

Key initiatives (cont.)

- > **Lasoo**
 - strong momentum across all key metrics
 - on track to break even during FY28
- > **Acquisition initiatives** – revenue diversification and consolidation consistent with strategy
- > **Commercialising AI** – combining proprietary platforms, strategic partnerships, agentic solutions and an AI-certified workforce to drive recurring revenue, client value and productivity
- > **Sustainability** – initiatives ongoing including preparation for mandatory AASB S2 climate-related financial disclosure
- > **ESSSP** – Employee Salary Sacrifice Share Plan introduced resulting in ~\$1.2m worth of shares to be purchased on-market across FY27



> Resilient underlying financial performance¹



> 1. The underlying financial results are on a non-IFRS basis, exclude various non-operating items (refer Appendix A) and are not audited or reviewed
2. NPAT (pre-AASB 16) excludes non-cash lease impacts that will reverse over the life of the leases (refer Appendix B)

> Financials

> Underlying profit and loss¹

	FY26 \$m	FY25 \$m	Variance %
Revenue	937.4	954.8	(1.8)
Material profit	482.1	471.2	2.3
% of revenue	51.4%	49.3%	4.3
EBITDA	145.8	136.7	6.6
% of revenue	15.6%	14.3%	8.8
Depreciation and amortisation ²	52.3	44.2	18.2
EBIT	93.5	92.4	1.2
Net finance costs ²	18.3	16.0	14.6
NPBT	75.2	76.5	(1.7)
Income tax expense	24.0	24.4	(1.7)
NPAT	51.2	52.1	(1.7)
% of revenue	5.5%	5.5%	(0.7)
NPATA ³	54.9	55.7	(1.4)
% of revenue	5.9%	5.8%	1.0
NPAT (pre-AASB 16)	52.5	51.0	3.0
% of revenue	5.6%	5.3%	5.0

1. The underlying financial results are on a non-IFRS basis, exclude various non-operating items (refer Appendix A) and are not audited or reviewed

2. During the year, multiple business units relocated to new premises resulting in duplication of lease expenses. Where there has been a duplication in lease expense, the Group has included right-of-use-asset depreciation of \$4.5m and lease liability interest of \$2.2m as 'restructure costs'. Adjusting for this, depreciation and amortisation is \$58.5m and net finance costs is \$20.5m.

3. NPATA - NPAT excluding amortisation of acquired customer contracts



Underlying earnings

- > Further margin expansion more than offset revenue weakness
- > EBITDA up 6.6% to \$145.8m
- > EBITDA margin up to 15.6% from 14.3% pcp
- > NPAT down 1.7% to \$51.2m
- > Pre-AASB 16 NPAT up 3.0% to \$52.5m

Revenue

- > Revenue down 1.8% to \$937.4m¹
- > CX & Data, Premiums & Merchandise and 3PL performed well
- > New client wins: AGL, Arnott's, Bunnings, Campari, Direct Electronics, Dominos, Hello Fresh, Maxi-safe, Mirvac, Nestlé, PepsiCo, Ready Express, Stuart Alexander, Subway and Sydney Airport
- > Packaging new business wins (PepsiCo and Arnott's) commenced in June 2026

Material gross profit margin (MGM)

- > MGM improved to 51.4% from 49.3% pcp
- > All revenue streams experienced either stable or improved MGM
- > The further uplift in MGM reflects:
 - leveraging improved buying power as the Group's scale increases; and
 - business mix changes

Non-operating items

Non-operating items of \$20.4m pre-tax included:

- > \$6.6m Lasoo operating loss broadly in line with pcp and budget;
- > \$14.7m of restructure/relocation costs;
- > \$2.0m of acquisition costs; and
- > \$2.1m net profit on sale of fixed assets



1. Includes \$32.3m incremental impact of acquisitions

> Strong balance sheet

Net debt	FY26 \$m	1H FY26 \$m	FY25 \$m
Loans and borrowings ¹	217.3	222.5	164.5
Less cash	44.1	50.2	50.1
Net debt	173.2	172.3	114.4
Net debt/EBITDA (pre-AASB16)	1.54x	1.59x ²	1.05x
Net debt/EBITDA (post-AASB16)	1.19x	1.25x ²	0.84x

- > Cash at bank \$44.1m
- > Net debt increased to \$173.2m, reflecting acquisition funding and elevated capex for growth initiatives
- > Gearing is consistent with internal benchmark of 1.5x pre-AASB 16 EBITDA (<1.2x post-AASB 16 EBITDA)
- > Senior debt facility (including bank guarantees) increased by \$80m to \$330m in December 2025 to provide further capacity for expansion
- > Undrawn debt capacity of \$109m at year end (excluding bank guarantees)

>

1. Loans and borrowings are gross of facility establishment costs and exclude AASB 16 right of use liabilities impacts

2. Based on rolling 12-month EBITDA

> Capital expenditure

Supporting execution of major strategic initiatives

Capital expenditure	FY26 \$m	FY25 \$m
Investment and maintenance	16.8	9.8
Kemps Creek and Clarence Street fit outs	18.0	-
Packaging capacity expansion	15.4	18.2
Less asset sale proceeds	(7.0)	(3.0)
Total	43.2	25.0

- > Capital expenditure was \$43.2m (net of disposals)
- > Increase in investment and maintenance capex driven by Brand Activations and fit out and racking of new Dandenong South 3PL site
- > Significant fit-out costs associated with the new Kemps Creek supersite (gross of cash rent incentive received)
- > Packaging expansion - replacement of aging sheet-fed printing presses and other equipment to facilitate IVE’s packaging capacity expansionary plans at Kemps Creek
- > Capital expenditure is expected to normalise in FY27



> Cash flow and dividends

Operating cash conversion remains strong

Cash flow and dividends	FY26 \$m	FY25 \$m
EBITDA	145.8	136.7
Movement in NWC/non-cash items in EBITDA	(9.3)	2.6
Operating cash flow	136.4	139.3
Operating cash conversion to EBITDA	93.6%	101.9%
Dividend per share	18.5¢	18.0¢

- > Operating cash conversion to EBITDA remains strong at 93.6% reflecting working capital stability
- > Working capital is expected to remain relatively stable hereafter, broadly in-line with revenue (and seasonality)
- > Fully franked final dividend of 9.0¢ps (FY25 8.5¢ps), up 5.9% on pcps
- > Payout ratio of 55.3% rebased from >70% in FY22 and prior to retain capital for growth
- > FY27 dividend to be based on 55%-65% of underlying (pre-AASB 16) earnings



> Key initiatives

Kemps Creek

> Sydney supersite leveraging scale

Consolidated multiple sites for operating efficiencies and capacity expansion, consistent with strategy

- > Relocated to a 42,000m² supersite in Kemps Creek, Western Sydney
- > Site became operational in the final quarter of FY26
- > Business units consolidated into the Kemps Creek supersite included:
 - Print NSW – from Silverwater;
 - Brand Activations NSW – from Granville;
 - CX & Data – from Homebush;
 - Distribution – from Erskine Park; and
 - Paper storage (for Print Web Offset) – from Warwick Farm.
- > The benefits of the new supersite are expected to include:
 - avoidance of an additional \$3.1m pa in rental cost increases;
 - operating efficiencies including consolidation of leases, common operational functions such as despatch and receiving, reduced handover costs as well as reduced external labour hire and overtime
 - additional space to accommodate further expansion, particularly in packaging; and
 - more modern, fit-for-purpose working conditions for staff.
- > The NSW packaging facility became fully operational in May 2026 – in addition to providing additional capacity, NSW and Qld packaging client mandates will be migrated from Braeside to Kemps Creek to enhance speed to market and reduce transport costs



3PL expansion

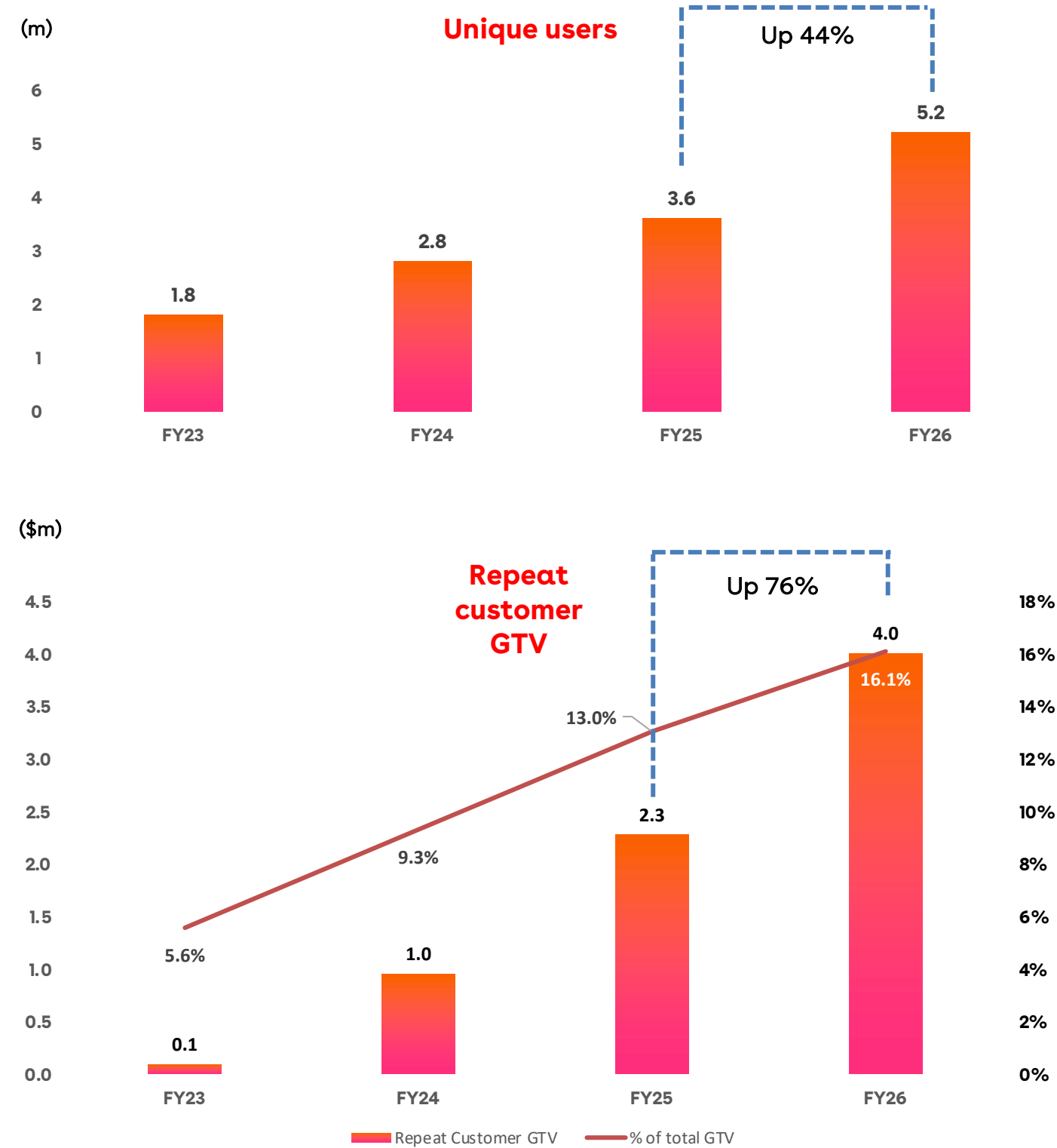
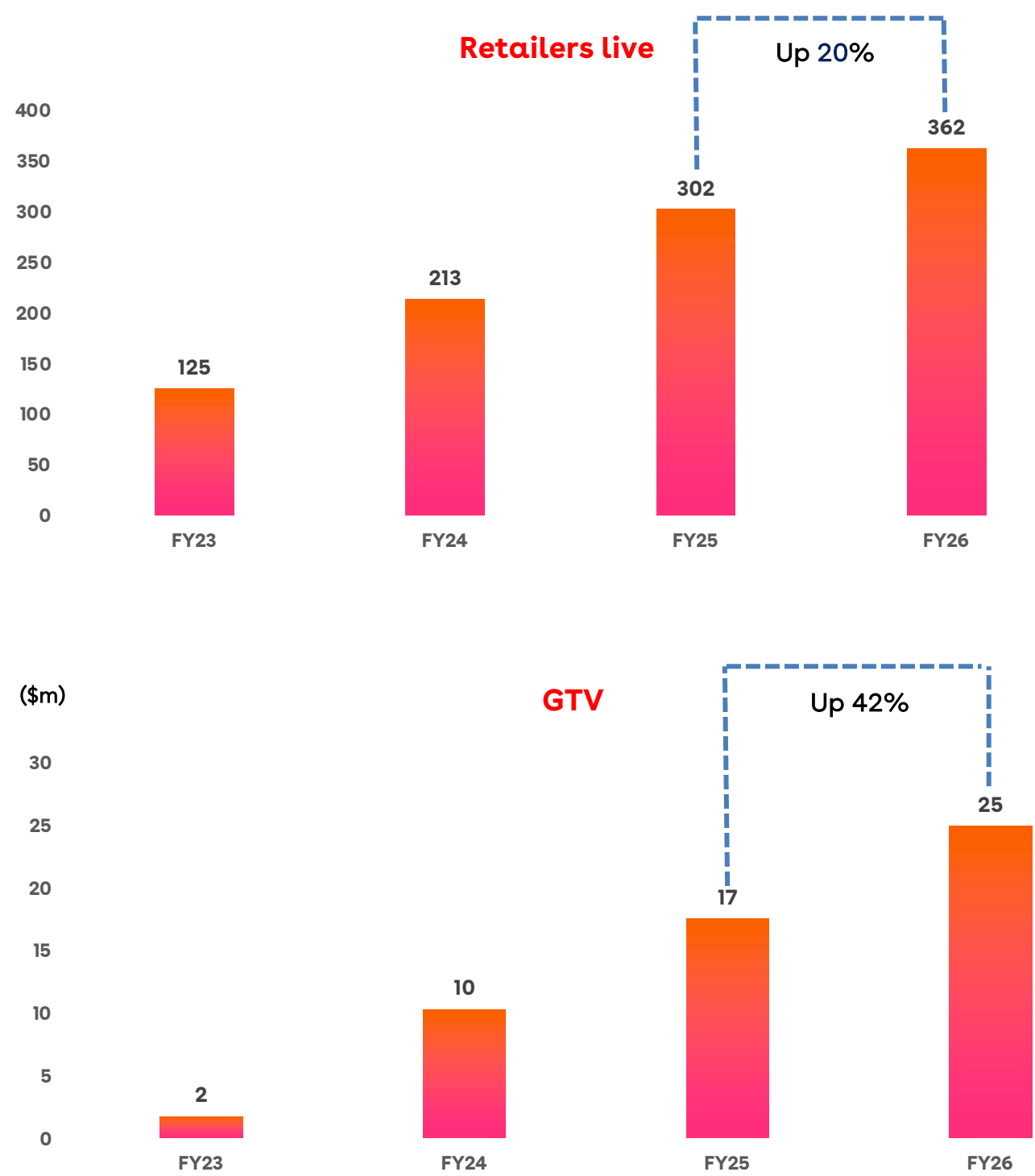
> 3PL – Dandenong South and leveraging existing distribution centres

Facilitating continued strong growth

- > Relocated to a brand new, purpose-built 33,000m² facility in Dandenong South, in July 2025
- > 3PL's largest site – provided an additional 60% of storage capacity for IVE's Victorian clients and increased national capacity by 30% to 80,000m² from 62,000m² previously
- > The benefits of the new 3PL site are expected to include:
 - additional space to accommodate further 3PL expansion;
 - dedicated in-house logistics services for JacPak (previously outsourced);
 - operational efficiencies through the consolidation of two existing Braeside warehouses, including common operating functions such as receiving and dispatch, kitting operations co-located with daily order fulfilment and reduced duplication of resources and equipment; and
 - more modern, fit-for-purpose working conditions for staff.
- > Including assumption of IVE's former NSW catalogue distribution site in Erskine Park (as well as leveraging distribution sites in WA, SA and Qld), 3PL now has an 84,000m² national footprint



> Lasoo...record retailer and user growth... delivering outsized growth in GTV¹ and repeat customer sales



>

1. Gross transaction value

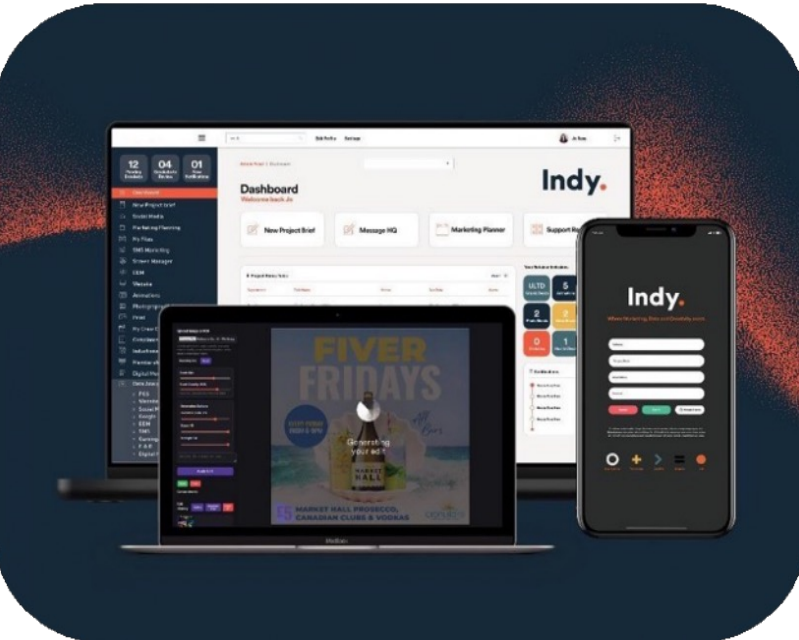
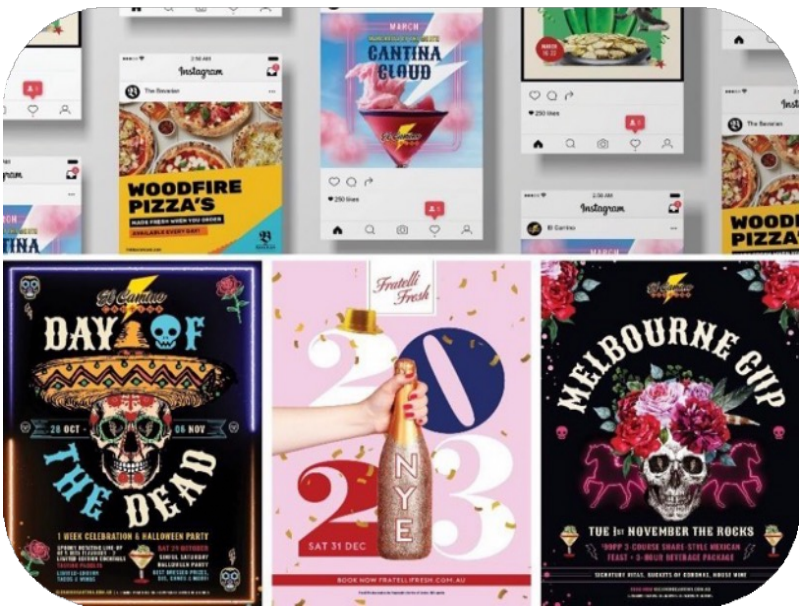
> 'Now to 2030' – acquisition initiatives



> Impressu

IVE acquired Impressu for \$13.5m and signed a long-term marketing agreement with Domino's Pizza Enterprises (DPE)

- > Impressu is a Brisbane-based print business providing digital and offset print, direct mail and letterbox marketing, signage and point-of-sale, warehousing and logistics solutions
- > Longstanding clients mainly span the quick service restaurant, retail, healthcare and public sectors with its largest customer representing the vendor, DPE
- > The acquisition was effective 4 November 2025
- > In conjunction with acquiring Impressu, IVE has signed a 6-year (+2) marketing services agreement with DPE for the continued supply of existing services provided by Impressu as well as expanding those services into IVE's other core capabilities including Creative & Content, CX & Data, Brand Activations, Events and Uniforms



> Daily Press

IVE acquired Daily Press for total consideration of up to \$35m

- > Daily Press is an Australian-based creative agency specialising in digital, social media and performance marketing
- > Advances IVE’s ambition to create a truly omni-channel value proposition by further strengthening IVE’s existing creative and content capabilities while adding depth in social and performance marketing as well as technology platforms
- > Daily Press was acquired effective 31 December 2025:
 - \$25m paid in cash on completion;
 - up to \$8m payable in deferred consideration subject to performance hurdles over calendar years 2026 and 2027; and
 - up to a further \$2m in deferred consideration (up to \$1m over calendar years 2026 and 2027) subject to stretch performance targets
- > Daily Press will be integrated into the Group’s Creative, Content and Integrated Solutions division and will relocate to IVE’s Sydney Head Office premises later in 2026, to leverage combined scale, capability and operating efficiencies
- > IVE expects to unlock synergies via the in-sourcing of print, distribution and activation services currently outsourced by Daily Press, with further revenue and cross-sell synergies expected as creative-led engagements flow across the Group’s broader production platform



> Commercialising AI



> Strategic investment in AI & automation for internal productivity & customer success

OUR AI ENGINE

Single data foundation

Snowflake enterprise data lake live across the Group - one source of truth powering every AI use case

Best-in-class AI partners

Salesforce Agentforce, Adobe and Anthropic Claude embedded across our platforms and client solutions

Proprietary AI, commercialised

Indy - AI products built in-house and taken to market with clients today

AI AT WORK INSIDE IVE TODAY

> Lead generation

> Research agents

> Dashboards & data visualisation

> RFP & proposal automation

> AI calling agents - Walker Network

> Fraud detection

> Cyber security

> Augmenting our 2,000+ specialists



BUILDING AN AI-CERTIFIED WORKFORCE - AI readiness training across the Group · new role types in market: Forward Deployed Engineers & AI specialists

IN PRODUCTION
ACROSS THE GROUP

CX & Data

Creative Strategy

Content & Integrated
Solutions

Brand Activations

Distribution



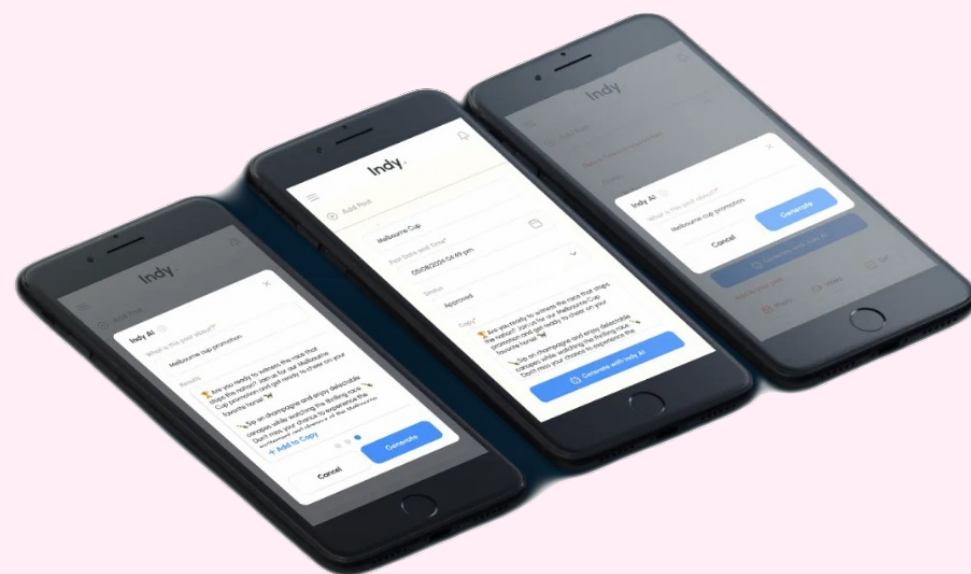
> Commercialising AI: real client solutions

INDY

Concept to creation. One location.

Indy AI is a proprietary tool within the INDY Platform, purpose-built to help brands and businesses generate on-brand design assets. It solves a core pain point for marketing teams: producing volumes of branded creative quickly, without sacrificing consistency or brand integrity.

- > **Sticky by design: Indy becomes the client's single workflow**
- ongoing monthly retainers



590
clients

1,500
active users

MARTECH · AGENTIC AI

Martech transformation, delivered through agentic AI

Building an agentic marketing platform with a leading B2C financial institution - deeper personalisation, real-time in-the-moment decisioning and omni-channel execution, driving speed to market and customer acquisition

- > **Commercial model shifted: professional-services hours → agentic retainer**

50%

targeted effort reduction on always-on campaign operations



> **Recurring revenue by design** - AI platforms and agentic solutions commercialised through ongoing retainers, building sustainable annuity income

> Using AI to enable and scale creative and content



Kia × Australian Open - campaign film

KIA · AUSTRALIAN OPEN

Campaign film blending live action with AI-generated sequences, produced at a fraction of traditional shoot cost and time.

WHERE WE USED AI

- 0:09 - Hot-air balloon
- 0:30 - Transition into car
- 0:45 - Tennis balls
- 1:49 - On-site activation
- 2:19 - Wheel transition
- 2:21 - Robot shots

100%

of robot shots AI-generated

> WATCH vimeo.com/1166492868/1e3e488183

> Smart creatives × smart tech - bringing the best of our creative minds together with AI to produce what neither could alone



> FY27 outlook and guidance

> FY27 outlook and guidance¹

- > Given continued significant economic uncertainty and subject to any strategic initiatives executed as part of the 2030 strategy, underlying NPAT on a pre-AASB 16 basis is expected to be broadly stable
- > Due to a ~\$6m (NPAT) adverse non-cash lease impact mainly associated with the Kemps Creek and Dandenong South leases (that will reverse over the life of the leases), underlying NPAT on a post-AASB 16 basis is expected to be down relative to FY26 (which included a \$1.3m adverse non-cash lease impact by comparison)
- > IFRS NPAT is expected to increase materially due to significantly reduced non-operating items (after allowing for AASB 16 impact)
- > Capital expenditure is expected to be significantly lower at around \$26m (net of disposal proceeds)
- > Net debt at 30 June 2027 is expected to be below 1.5x pre-AASB 16 EBITDA
- > As foreshadowed at the 2025 AGM, the Board intends returning to a dividend payout ratio based on 55%-65% of underlying (pre-AASB 16) earnings for the 2027 financial year

Key initiatives and areas of focus in FY27

- > Continue to execute 2030 strategy
- > Optimise the value of recent acquisitions while investigating other strategic opportunities
- > Executing on the Group's planned organic packaging strategy, particularly via the Sydney plant
- > Fully leverage the Dandenong 3PL relocation and Kemps Creek supersite
- > Continue to grow the breadth and depth of IVE's Creation and Content offering (including integrating and leveraging the Daily Press acquisition)
- > Continue to invest in, and drive further growth across, the Lasoo platform while improving Lasoo's profitability (ahead of breakeven during FY28)

1. Outlook and guidance is subject to risks as outlined in the Risk Management Framework on pages 25-26 of IVE Group Limited's 2026 Appendix 4E

2. Consistent with previous treatment, underlying NPAT *excludes*:

- a. an expected Lasoo operating loss of around \$3.5m post-tax (down from \$4.6m in FY26); and
- b. restructure and other costs of around \$3.5m post-tax

> Appendices

> Appendix A – IFRS P&L

Profit and Loss	FY26 \$m	FY25 \$m	Variance %
Revenue	941.8	959.2	(1.8)
Material profit	485.2	473.8	2.4
% of revenue	51.5%	49.4%	4.3
EBITDA ¹	127.1	129.6	(1.9)
% of revenue	13.5%	13.5%	-
Depreciation and amortisation ¹	54.0	45.9	17.5
EBIT	73.2	83.7	(12.6)
Net finance costs ¹	18.3	16.3	12.4
NPBT	54.8	67.4	(18.7)
Income tax expense	17.4	20.7	(16.0)
NPAT	37.4	46.7	(19.8)
% of revenue	4.0%	4.9%	(18.9)
NPATA	41.1	50.4	(18.4)
% of revenue	4.4%	5.3%	(17.6)
EPS (NPAT) cents	24.4	30.2	(19.3)
EPS (NPATA) cents	26.8	32.6	(17.9)

IFRS to underlying NPAT reconciliation	FY26 \$m	FY25 \$m
IFRS NPAT	37.4	46.7
Lasoo	6.6	6.2
Restructuring costs ¹	14.7	3.0
Acquisition costs	2.0	-
(Gain)/loss on sale of fixed assets	(2.1)	(0.6)
Other items	(0.8)	0.5
Pre-tax non-operating items	20.4	9.1
Tax effect of adjustments ²	(6.6)	(3.7)
Underlying NPAT (post-AASB 16)	51.2	52.1
Post-tax AASB 16 non-cash lease impact	1.3	(1.1)
Underlying NPAT (pre-AASB 16)	52.5	51.0

1. During the year, multiple business units relocated to new premises resulting in duplication of lease expenses. Where there has been a duplication in lease expense, the Group has included right-of-use-asset depreciation of \$4.5m and lease liability interest of \$2.2m within EBITDA as 'restructure costs'. Adjusting for this, EBITDA is \$133.8m., depreciation and amortisation is \$58.5m and net finance costs is \$20.5m.

2. Tax effect of adjustments also includes difference in effective tax rate between underlying and statutory profit

> Appendix B – underlying P&L (pre-AASB 16¹)

Profit and Loss	FY26 \$m	FY25 \$m	Variance %
Revenue	937.4	954.8	(1.8)
Material profit	482.1	471.2	2.3
% of revenue	51.4%	49.3%	4.2
EBITDA	112.6	109.5	2.8
% of revenue	12.0%	11.5%	4.8
Depreciation and amortisation	24.6	23.8	3.2
EBIT	88.0	85.6	2.8
Net finance costs	10.9	10.8	0.8
NPBT	77.1	74.9	3.0
Income tax expense	24.6	23.9	3.0
NPAT	52.5	51.0	3.0
% of revenue	5.6%	5.3%	5.0
NPATA	56.2	54.7	2.9
% of revenue	6.0%	5.7%	4.8
EPS (NPAT) cents	34.2	33.0	3.7
EPS (NPATA) cents	36.6	35.3	3.5
ROIC ²	16.2%	17.3%	(6.1)

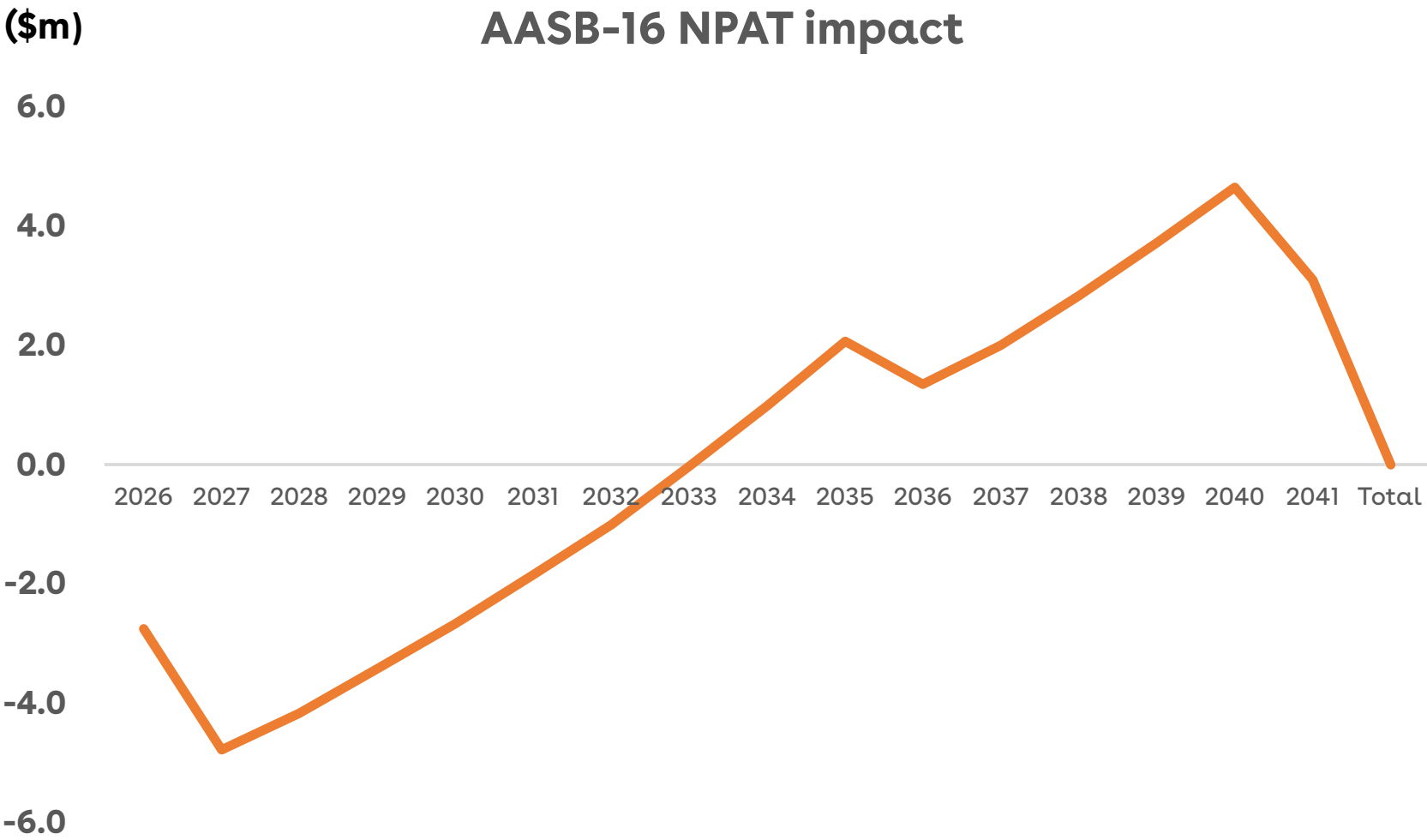


1. Excludes adverse post-tax non-cash AASB 16 timing difference driven by significant new long-term property leases that will reverse over the life of the leases
2. ROIC – underlying pre-AASB 16 NOPAT/average funds employed (where NOPAT represents tax-affected EBIT)

> Appendix C – AASB 16 leasing illustration¹

Kemps Creek and Dandenong South leases - AASB 16 (non-cash) NPAT impact (2026-2041)

Fiscal Year	Pre-AASB 16 (cash NPAT) ² (\$m)	Post-AASB 16 (NPAT) ³ (\$m)	AASB 16 NPAT impact ⁴ (\$m)
2026	-5.7	-8.4	-2.8
2027	-10.2	-15.0	-4.8
2028	-10.6	-14.8	-4.2
2029	-11.0	-14.5	-3.4
2030	-11.5	-14.1	-2.7
2031	-11.9	-13.8	-1.9
2032	-12.4	-13.4	-1.0
2033	-12.9	-12.9	-0.0
2034	-13.4	-12.4	1.0
2035	-13.9	-11.9	2.1
2036	-10.2	-8.8	1.3
2037	-10.1	-8.1	2.0
2038	-10.5	-7.7	2.8
2039	-10.9	-7.2	3.7
2040	-11.3	-6.7	4.6
2041	-6.7	-3.6	3.1
Total			0.0



> 1. The Group has numerous additional leases over industrial/commercial sites which will also contribute to the annual AASB 16 NPAT impact
2. Represents the total after-tax cash rental expense for the Kemps Creek and Dandenong South leases
3. Represents the total AASB 16 after-tax accounting charge which replaces cash rental expense with non-cash depreciation and interest expense amortised over the life of the leases
4. AASB 16 NPAT impact is purely a timing difference – cumulative P&L impact over the life of the lease(s) is nil

> Appendix D

IVE Group Limited Balance Sheet

Current Assets

Cash and cash equivalents	44.1	50.1
Trade receivables, prepayments and other	167.0	141.2
Inventories	79.4	79.2
Total Current Assets	290.6	270.5

Non-Current Assets

Deferred tax assets	21.2	18.9
Property, plant and equipment	147.4	119.1
Property, plant and equipment (ROUA)	260.3	103.8
Intangible assets and goodwill	194.4	151.4
Other	0.1	0.2
Total Non-Current Assets	623.3	393.4
Total Assets	913.8	663.9

Current Liabilities

Trade payables and provisions	170.6	154.7
Loans and borrowings	3.1	0.8
Lease liability (ROUA)	43.2	28.9
Current tax payable	7.3	12.4
Total Current Liabilities	224.2	196.8

Non-Current Liabilities

Trade payables and provisions	20.3	11.7
Loans and borrowings	211.1	159.1
Lease liability (ROUA)	240.3	83.6
Total Non-Current Liabilities	471.7	254.4
Total Liabilities	695.9	451.2
Net Assets	217.9	212.7

Equity

Share capital	159.9	166.1
Reserves	6.5	4.8
Retained earnings	51.5	41.8
Total Equity	217.9	212.7



> Disclaimer

Disclaimer

No recommendation, offer, invitation or advice

This presentation contains general information about the activities of IVE Group Limited (IVE) which is current as at 30 June 2026. It is in summary form and does not purport to be complete. It presents financial information on both a statutory basis (prepared in accordance with Australian accounting standards which comply with International Financial Reporting Standards (IFRS) as well as information provided on a non-IFRS basis.

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