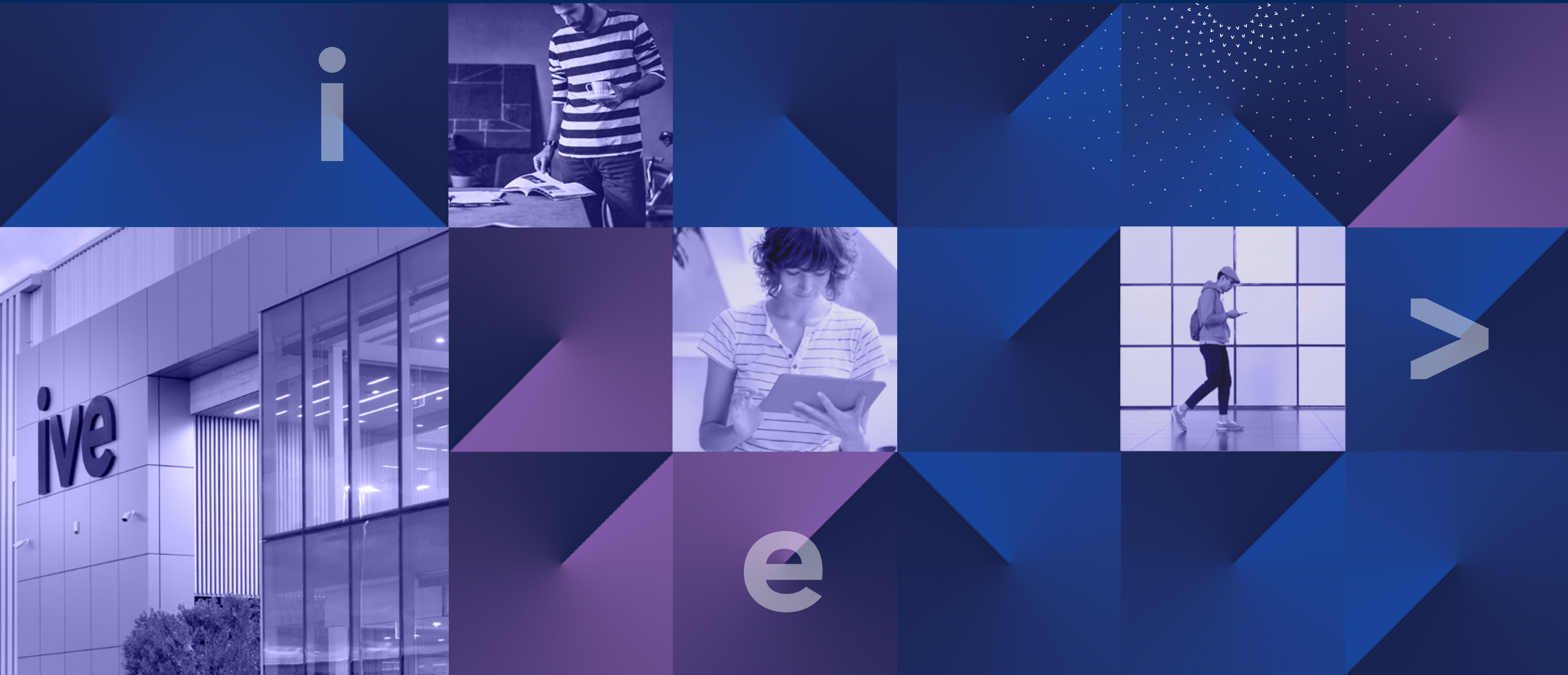
IVE Group Limited

FY22 Results Presentation



ASX : IGL 25 August 2022

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Contents

2022

Financial performance dashboard

A strong uplift in underlying financial performance following two years of unprecedented uncertainty and volatility

REVENUE
$759.0m
↑15.6% on PCP

EBITDA
$96.6m
↑13.3% on PCP

NPAT
$33.1m
↑66.1% on PCP

GROSS PROFIT MARGIN
46.6%
48.1% PCP

OPERATING CASH CONVERSION TO EBITDA OF
95%

NET DEBT
$76.8m

CASH ON HAND
$67.0m

EARNINGS PER SHARE
23.1c
↑71.1% on PCP

FINAL DIVIDEND
8.0c
PER SHARE FULLY FRANKED

The underlying financial results are on a non IFRS basis and are not audited or reviewed
The underlying results are on a continuing operations basis, post AASB16 and exclude non-operating items (refer Appendix A)
Underlying results exclude any net JobKeeper receipts in FY21

Key business highlights

Strong operating performance and shareholder returns

- Delivered on earnings guidance of $33.1m NPAT (up 66% on PCP)
- Earnings uplift driven by a 16% ($102.5m) increase in revenue over PCP, and leveraging the recalibrated cost base
- Earnings per share (EPS) of 23.1 cents (up 71% from 13.5 cents PCP)
- Final dividend declared of 8 cents per share taking full year dividend to 16.5 cents per share fully franked
- ROFE improved to 21% from 14%

Strategic initiatives

Active Display Group (ADG) and AFI Branding Solutions (AFI) acquisition and integration

- The acquisition of ADG and AFI completed on 1 November 2021 for consideration of $6.3m. $4.6m of the consideration was paid on completion, with the remaining $1.6m payable as deferred consideration subject to the achievement of agreed revenue targets over a 24 month period
- Post the full integration of both ADG and AFI into IVE's existing operations, the acquisitions are expected to contribute annual revenues of circa $45m, additional EBITDA of $6.5m and NPAT of $4m
- The integration of both businesses (5 sites) will be completed by 30 September 2022
- These acquisitions significantly expand our third party logistics (3PL) and retail display businesses as well as further diversifying our offering into events and exhibitions

Victorian site consolidation

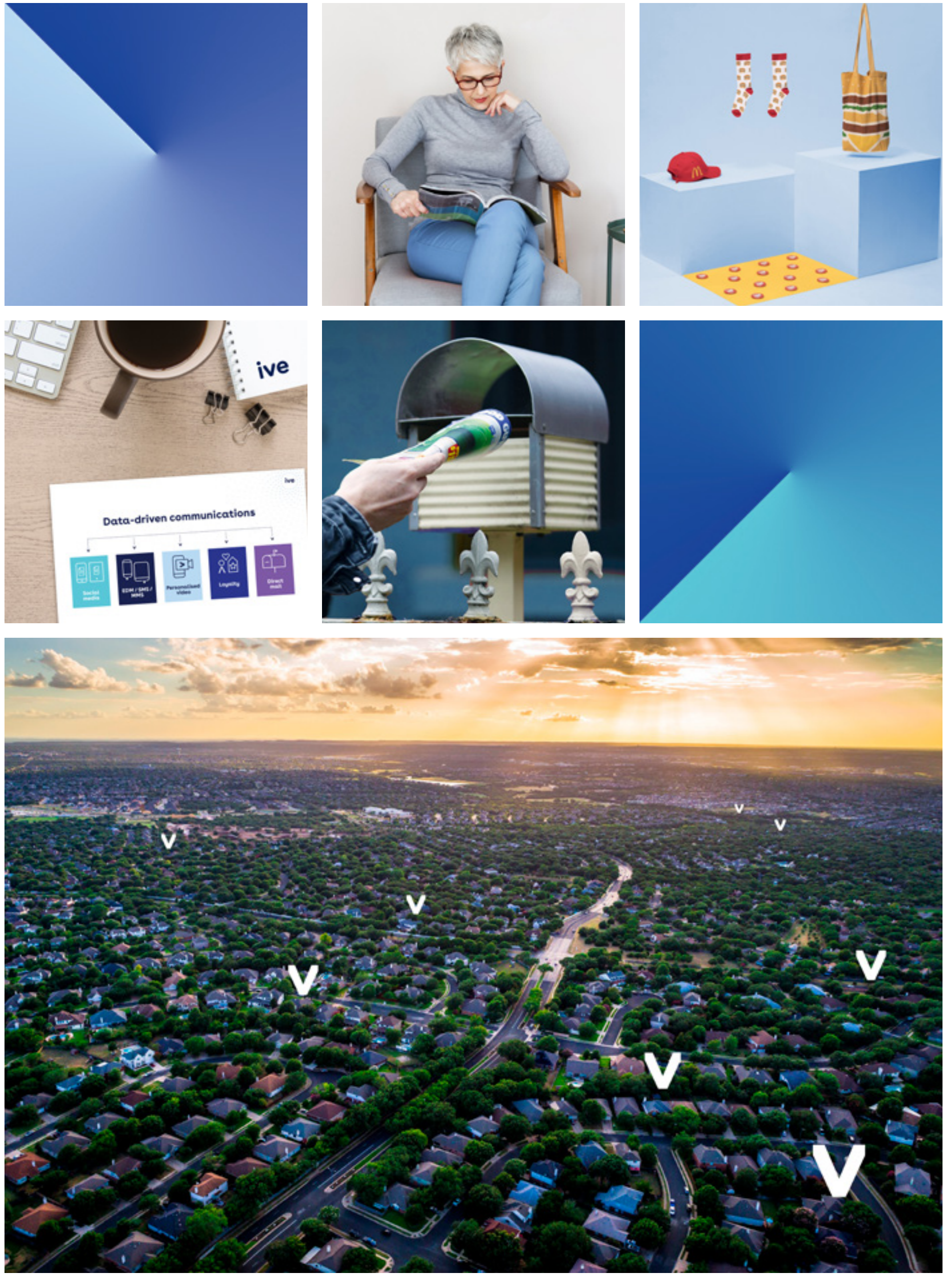
Over the last 2 years we have invested significantly in our Victorian site consolidation program. This will result in IVE operating from two precincts in Melbourne, driving further efficiencies and enhanced client service

- Our Sunshine facility (totalling 52,000 sqm across three co-located buildings) is the base for our Victorian web offset printing operations and letterbox distribution hub
- The new Braeside precinct (also totalling 52,000 sqm across four co-located buildings) is the base for our other Victorian operations spanning sheetfed & digital printing, data driven communications, retail display, and fulfilment & logistics
- Integration of both the ADG and AFI businesses into the Braeside precinct is nearing completion

Supply chain

Global supply chain disruption for both raw materials and finished goods required close attention throughout the year

- Our strategic decision to increase inventory holdings places us in a strong competitive position to respond to client demands
- During the year we benefited from clients moving revenue onshore from Asia, particularly across the retail display sector
- The Company remains well placed to manage this dynamic which is expected to continue for the foreseeable future, albeit we have seen an improvement in the stability of our supply chain over recent months



Balance sheet further strengthened

The Group's balance sheet has significantly strengthened over the last two years on the back of continued strong cash flow

- Net debt at 30 June 2022 was $76.8m, down $60.3m from $137.1m at 30 June 2020
- Cash at bank at 30 June 2022 was $67m, after repaying $35m of senior debt since August 2021
- Net debt of 1.1x pre AASB16 EBITDA is well below stated target of 1.5x
- At 25 August 2022 undrawn facilities were $55m
- The strength of our balance sheet places IVE in a very good position to invest in a range of organic initiatives, together with a combination of opportunistic 'bolt-on' acquisitions, or more strategic acquisitions to further broaden and diversify the Group's revenue and earnings

Financial results summary

2022

Profit and loss

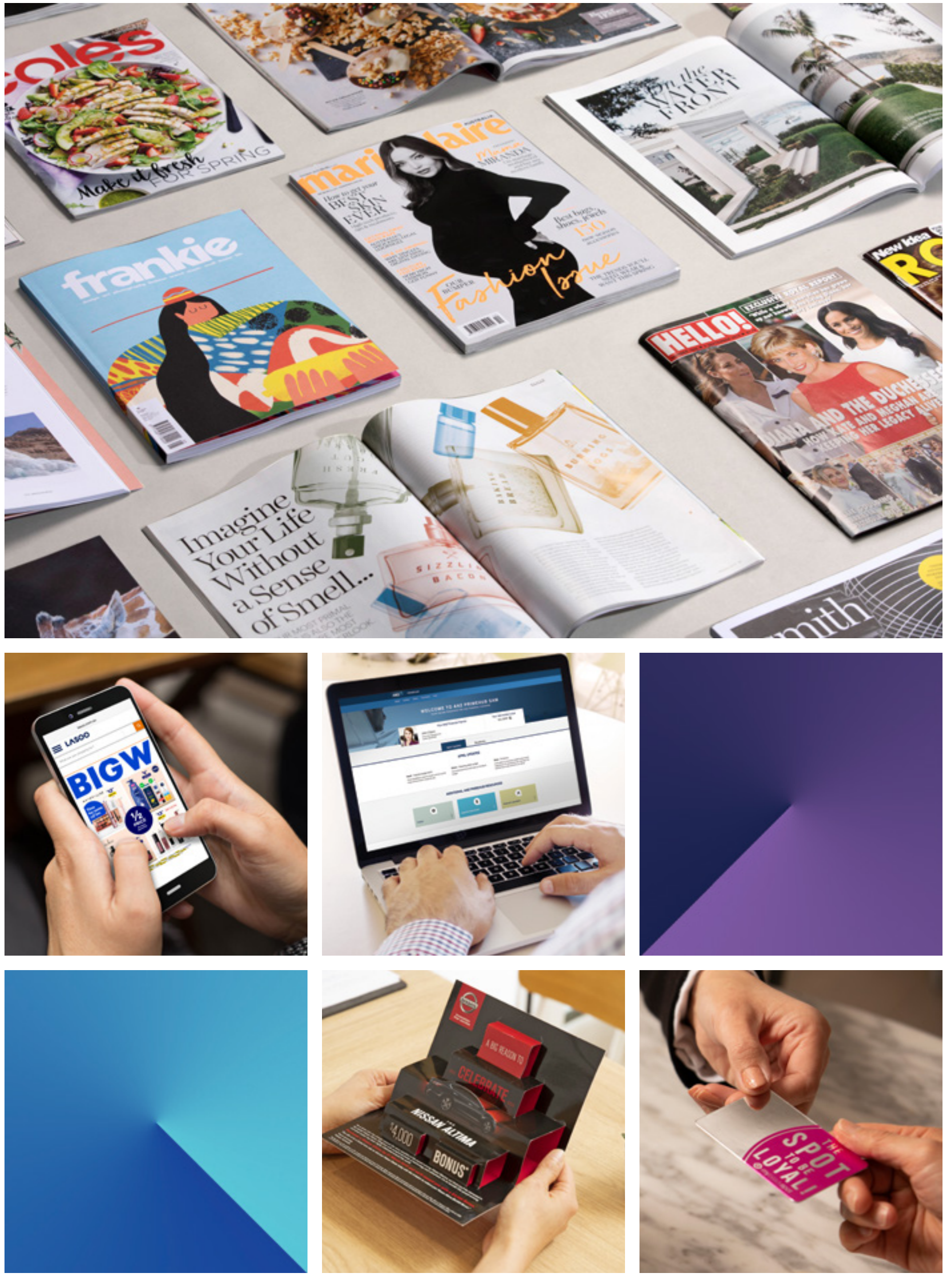
Strong uplift in underlying revenue, EBITDA and NPAT

	FY2022 $m	FY2021 $m	Variance $m	Variance %
Revenue	759.0	656.6	102.5	15.6%
Gross Profit	353.7	316.0	37.7	11.9%
% of Revenue	*46.6%*	*48.1%*	–	*(3.2%)*
EBITDA	96.6	85.3	11.4	13.3%
EBITDA margin %	12.7%	13.0%	–	(2.0%)
EBIT	54.6	38.1	16.6	43.4%
NPAT	33.1	19.9	13.3	66.1%
EPS cents	23.1	13.5	9.7	71.0%

The underlying financial results are on a non-IFRS basis and are not audited or reviewed

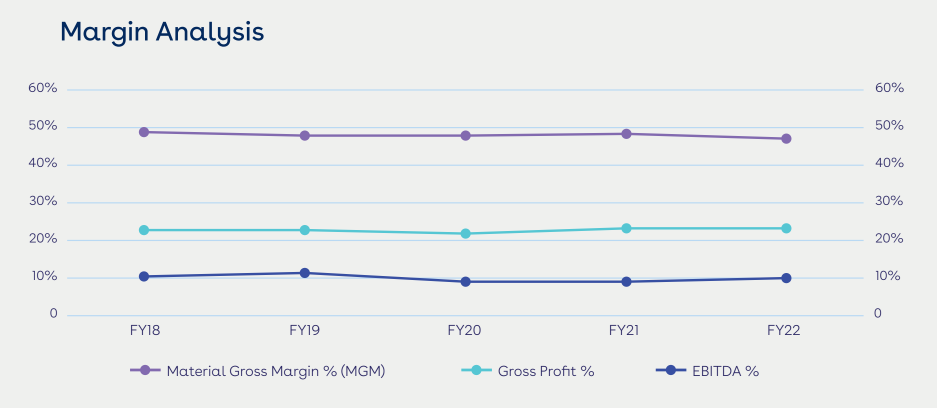
The underlying results are on a continuing operations basis and exclude JobKeeper, other income and non-operating items (refer Appendix C)

- Revenue increase of $102.5m (15.6%) over PCP
  - Full year revenue of $759.0m ($656.6m PCP)
  - Circa $30m of the increase over PCP includes 8 months of revenue from ADG and AFI (acquired 1 November 2021)
  - Revenue growth of 11.1% over PCP excluding ADG/AFI revenues reflects increased activity over COVID-19 impacted FY21, continued solid new business momentum, and ongoing strong client retention



Profit and loss (continued)

- Gross profit margin of 46.6% compared with 48.1% in PCP
  - The reduction in gross profit (revenue less material cost of goods sold) margin over PCP is primarily due to contractual timing differences of passing on recent paper price increases as previously foreshadowed
  - We intend retaining inventory at currently elevated levels to ensure no disruption to client service levels, and to place the business in a strong position to take advantage of growth opportunities. We are working closely with our clients to successfully manage flow-through price increases as a result of upward pressure on input costs
  - The Company's margins have remained stable over time



Includes discontinued operations, pre AASB16 & excluding JobKeeper

- EBITDA of $96.6m to PCP of $85.3m
  - increase of $11.4m (13.3%)
- NPAT of $33.1m to PCP of $19.9m
  - increase of $13.3m (66.1%)
- Growth in both EBITDA and NPAT over PCP primarily driven by uplift in revenue, offset in part by contractual timing differences of passing on recent paper price increases
- EPS of 23.1 cents per share to PCP of 13.5 cents per share (up 71% on PCP)
- Depreciation and amortisation of $42.0m to PCP of $47.2m (pre AASB16 depreciation excluding amortisation of $16.9m to PCP of $17.2m)
- Net Finance costs of $7.1m to PCP of $9.5m (pre AASB16 net finance cost of $3.7m to PCP of $6.3m)
- Non-operating items of $8.2m pre-tax (see Appendix A) excluded from underlying earnings
  - $4.9m for the relocation of 4 Victorian businesses to new Braeside precinct, including redundancies as a result of the ADG and AFI acquisitions and subsequent integration
  - $0.7m for acquisition costs related to ADG and AFI
  - $1.2m for one-off employee share issue
  - $1.7m software as a service cost not yet implemented

Balance sheet

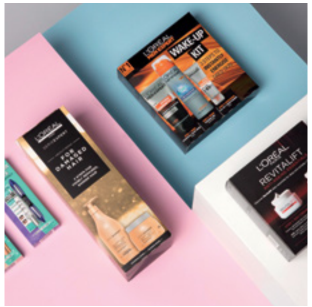
Further strengthened balance sheet provides significant capacity to support growth initiatives

	FY2022 $m	FY2021 $m
Loans & borrowings*	**143.8**	**183.8**
Less cash	67.0	106.5
Net Debt	**76.8**	**77.3**

** Loans & borrowings are gross of facility establishment costs*
** Excludes right of use liabilities impacts from adopting AASB16*

- Net debt at 30 June 2022 of $76.8m to $77.3m PCP
- Net debt of 1.1x pre AASB16 EBITDA is well below stated target of 1.5x
- Net debt was lower than guidance (provided on 22 June 2022) due to better-than-expected debtor collections in the month of June, a pleasing result given the Company's targeted and foreshadowed increase in inventory holdings
- The reduction in the cash balance on PCP reflected
  - $35m of senior debt repaid in August 2021
  - Increase in working capital (circa $30m of additional inventory) due to the building of inventory levels
- At 30 June 2022 undrawn facilities were $35.0m
- At 25 August 2022 undrawn facilities were $55.0m following a further $20.0m debt repayment in July 2022
- In May 2022 the Company successfully renewed its syndicated senior debt facility for a further 4 year term, with the maturity date extended to May 2026. The renewal achieved improvements in both the terms and pricing of the facility and is reflective of IVE's ongoing balance sheet strength, earnings quality, and strong relationship with syndicate members.





Capital expenditure

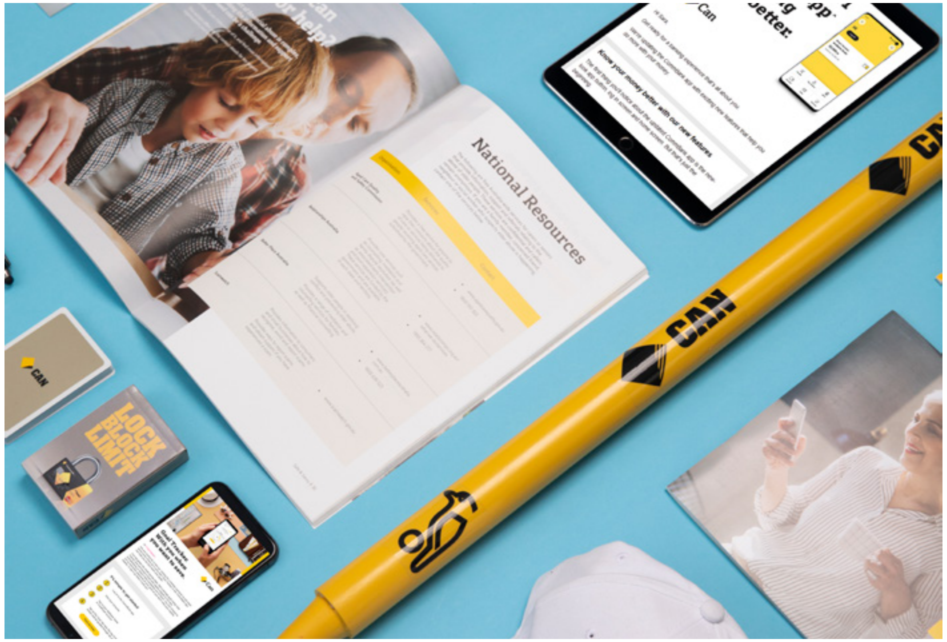
The Company's excellent operational footprint is the result of targeted investment over many years

	FY2022 $m
Group-wide targeted investment and maintenance	13.9
Lasoo investment	4.7
Total	**18.6**

Capital expenditure excludes addition of Braeside make good asset provision

Comments

- Full year capital expenditure of $13.9m excluding Lasoo investment
  - $3.8m relates to the Group's Victorian site consolidation
  - $3.7m relates to digital printing fleet upgrade and expansion
- Lasoo investment of $4.7m to provide a greatly enhanced and expanded Lasoo platform including user and customer experience (refer page 16)
- FY23 capital expenditure expected to be circa $14m



Cash flow and dividends

Strong free cash flow, disciplined management of working capital, uplift in dividend and improved ROFE

	Underlying FY2022 $m
EBITDA	**96.6**
Movement in NWC/non cash items in EBITDA	(4.9)
Operating cash flow	**91.7**
Operating cash conversion to EBITDA	95%
Dividend cents per share	**16.5**

The underlying financial results are on a non-IFRS basis and are not audited or reviewed

The underlying results are a continuing operations basis and exclude non-operating items (refer Appendix A)

- Operating cash flow of $91.7m, with 95% operating cash conversion
- Disciplined management of working capital, including reduced debtor days over period and strong collections, offset by the increase in inventory holdings to mitigate supply chain volatility as previously noted
- Dividends
  - final dividend of 8.0 cents per share fully franked, up 14% from 7.0 cents PCP
  - full year dividend of 16.5 cents per share fully franked, up 18% from 14.0 cents PCP
- The Company's dividend policy remains unchanged, targeting a full year payout ratio of 65-75% of underlying NPAT
- ROFE improved to 21% from 14%




Strategy and growth initiatives

2022

Continuation of the Group's long-term strategy to further diversify and grow revenue and earnings

A clearly defined and well executed strategy has cemented IVE as the largest integrated marketing communications business in Australia, holding leading market positions across all sectors in which we operate

Execution of our strategy has resulted in a diversified, resilient business supporting a consistently high dividend yield, and a strong balance sheet to pursue further growth opportunities

Investment, expansion and growth since IPO in December 2015

- Execution of our strategy has resulted in the compelling diverse value proposition IVE takes to market
- Strong free cash flow since listing and access to capital has enabled the Company to execute a transformational investment program that has further expanded our diversified integrated marketing communications offer
- IVE holds leading market positions across the marketing communications sector, has a strong and diverse client base, good revenue mix across a range of sectors, and has maintained stable margins
- The Group has consistently generated strong cash flow
  - Five year track record of strong operating and free cash flow since 2018:
    - operating cash flow of $380m
    - free cash flow of $290m
    - average operating cash conversion to pre AASB16 EBITDA of 100%
- The disciplined execution of our strategic investment program over the last 5 years has resulted in significant increases in both revenue and earnings, albeit FY20 and FY21 were COVID-19 impacted

Growth opportunities

- Continue to organically grow revenue and earnings on the strength of our integrated offer, world class operations, market position and competitive advantage
- Our strong balance sheet places us in a very good position to invest across a range of organic initiatives like Lasoo, together with attractive 'bolt-on' and strategic acquisitions that may present
- In this regard, the Company has allocated $30-40m to invest in a range of earnings accretive opportunities

Complementary 'bolt-on' acquisitions

We expect a number of 'bolt-on' acquisition opportunities will present over the coming 12-24 months. We have a demonstrable track record over many years of successfully acquiring and integrating businesses at low multiples to unlock synergies and drive EPS uplift

Lasoo

A significant organic initiative has been the investment to upgrade our digital catalogue platform, Lasoo. In FY22, we invested $4.7m to completely rebuild and market test the Lasoo platform

Pages 16-21 provide an overview of this important initiative

Packaging

We have previously communicated that the Company sees opportunities for both organic and acquisition growth in the packaging sector

Our near term focus is on finalising the strategy and plans to build our packaging capability over the coming two years. To this end, the Company has been working closely with an expert advisory firm in recent months to further develop and refine our strategy to move more aggressively into the packaging sector

- An in-depth analysis of the Australian packaging market and other packaging markets is now complete
- This work has confirmed that IVE's strategic imperative to grow our packaging offer is sound, and IVE should continue to actively seek an appropriate acquisition to expedite this strategy
- The analysis also identified other packaging markets which strongly complement IVE's key strengths, with the potential to further build out the breadth and depth of IVE's offering to its diverse customer base

lasoo

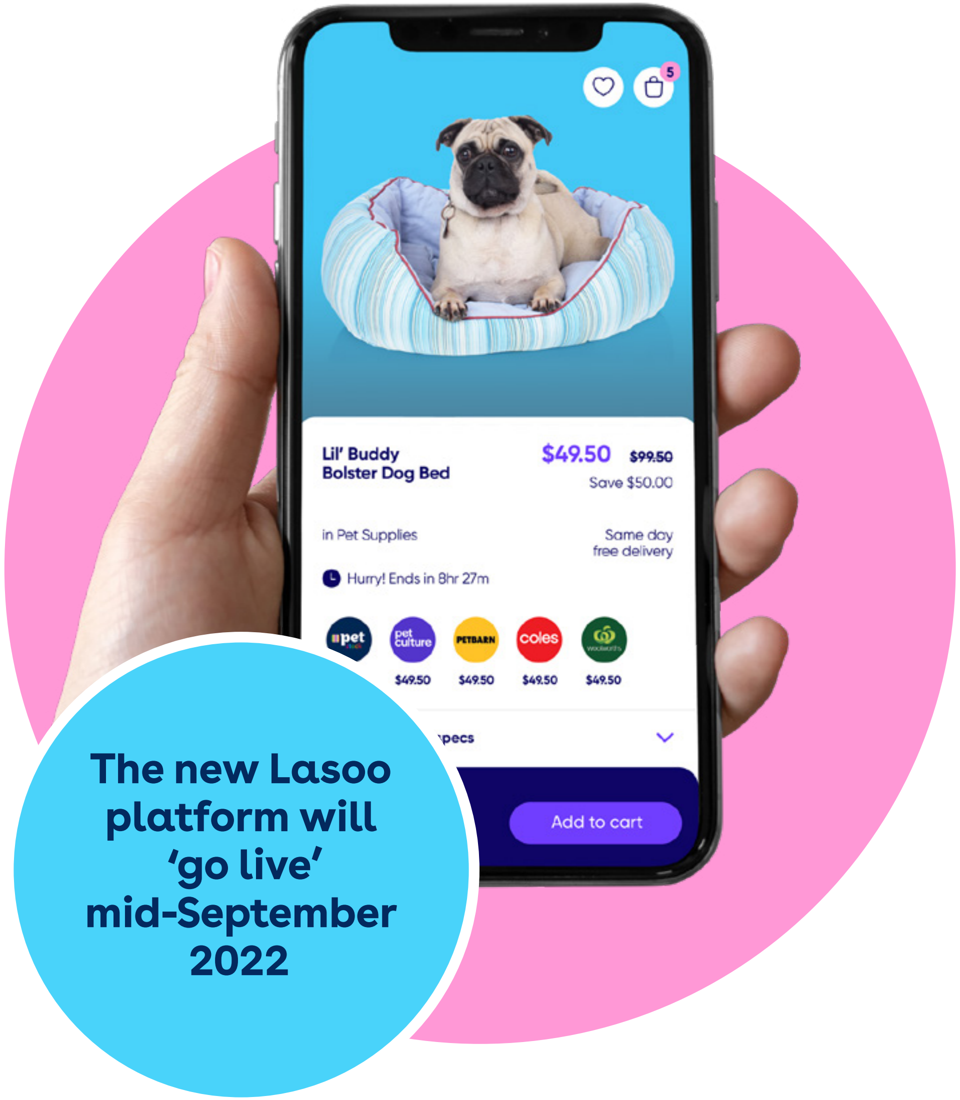
IVE's new e-Commerce enabled marketplace for retailers' specials

Lasoo today – significant loyal consumer and retailer base despite limited functionality

- Lasoo was established in 2007 and acquired by IVE in January 2020
- Lasoo has longstanding, loyal consumer and retailer support despite the limited functionality
  - Over 200,000 active users per month on average since 2016
  - 23% of current users visit the site daily
  - 8.6% of sessions result in a buy now click (demonstrating high purchase intent)
  - Many of Australia's major retailers are active on the platform including ALDI, Chemist Warehouse, Woolworths, Coles, Big W, Target, Kmart, The Good Guys and Australia Post
- The platform was historically positioned as a digital catalogue aggregation site
  - Offered as an adjunct (bundled service) to the printed catalogue
  - Minimal historical investment in functionality and marketing
  - Superficial and inefficient comparison of 'specials'
  - No transactional capability: users redirected to retailers' platforms
  - Generated only modest digital catalogue creation revenue for IVE
- We were unable to properly commercialise Lasoo given the limited historical functionality

Lasoo tomorrow – e-Commerce marketplace for retailers' specials

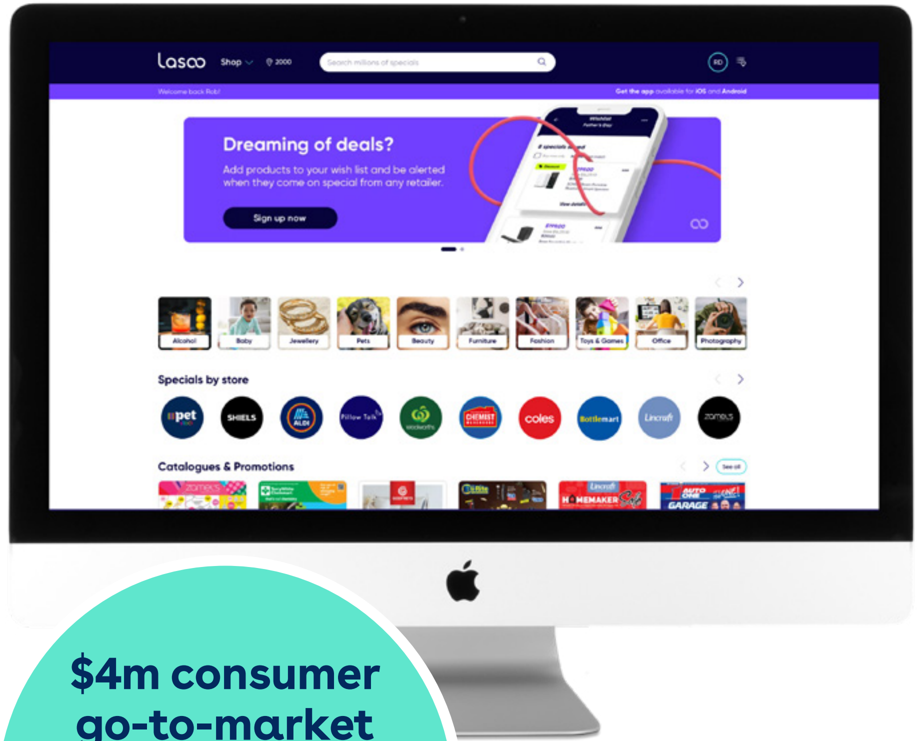
- IVE identified a meaningful opportunity to transform Lasoo into a superior platform to drive a greatly enhanced online consumer experience and to deliver commercial upside to our extensive retail client base and to IVE
- In FY22, the Group invested $4.7m to completely rebuild and market test the Lasoo platform
- This investment provides an opportunity to commercialise and grow our already active user base on the back of
  - Game changing upgrade of functionality
  - Greatly improved product range, pricing visibility, search and comparison engine
  - Consumers ability to easily discover, compare and purchase specials from multiple retailers on the one platform in a single transaction
- **IVE revenue will be derived from multiple sources**
  - Existing digital catalogue creation
  - New commission revenue via a fully integrated checkout capability
  - Other new revenue including
    - Lead conversion revenue for retailers not yet fully integrated
    - Advertising and product boosting revenue via a scalable self-service retailer portal
    - Data related revenue on a subscription basis



The new Lasoo platform will 'go live' mid-September 2022

Lasoo launch – strong retailer support, best-in-class tech stack & CX, experienced team

- Around 65 of Australia's leading retailers across a broad range of sectors confirmed for launch (previous platform peak of 42)
  - 30 new retailers
  - 13 existing IVE (retailer) clients
- 15 additional retailers will join post-launch due to integration timing
- Targeting further growth in retailer participation
  - As platform traffic increases and marketing drives heightened awareness
  - Cross-selling into IVE's 200+ retailer clients not already on Lasoo
- 80% of retailers will have full e-Commerce functionality at launch
- 20% of retailers will be on lead generation model (via click through to their own platforms) until integrated with e-Commerce capability
- Experienced team in place led by CEO, Rob Draper and Chief Product Officer, Matthew Paule, formerly of Domain Group
- Consumer go-to-market campaign and staff costs will total $4m pre-tax in FY23
- Scaleable best-in-class tech stack built on Amazon Web Services



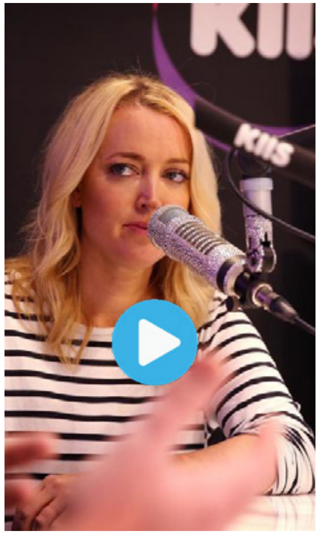
$4m consumer go-to-market campaign launching mid-September 2022

Lasoo go-to-market campaign

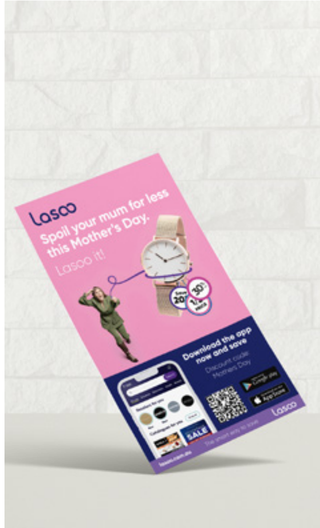
DOOH large format

DOOH small format/retail

Radio

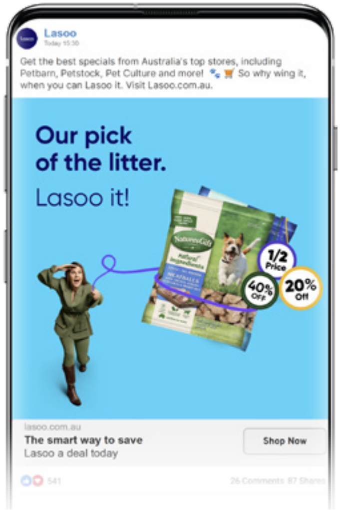


Print

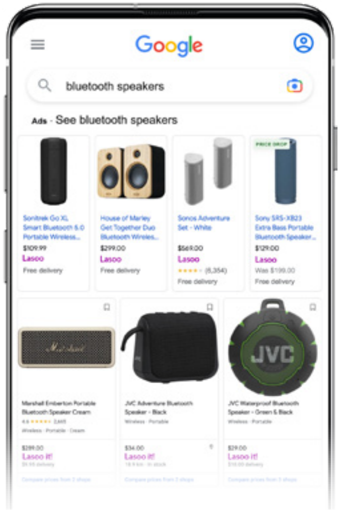


APEX native

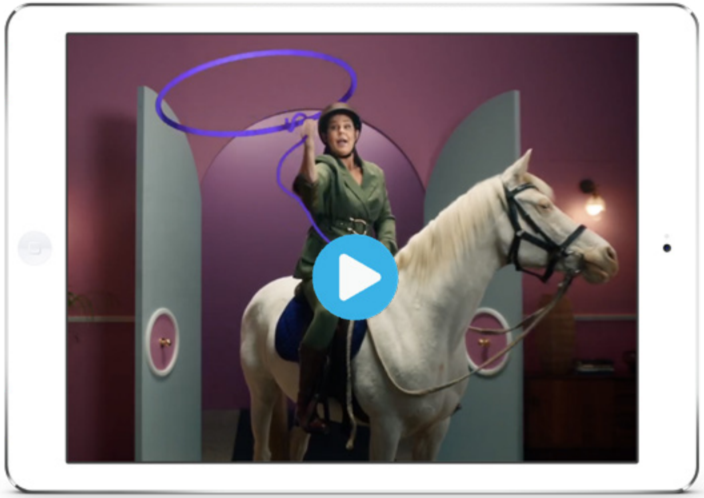
Social



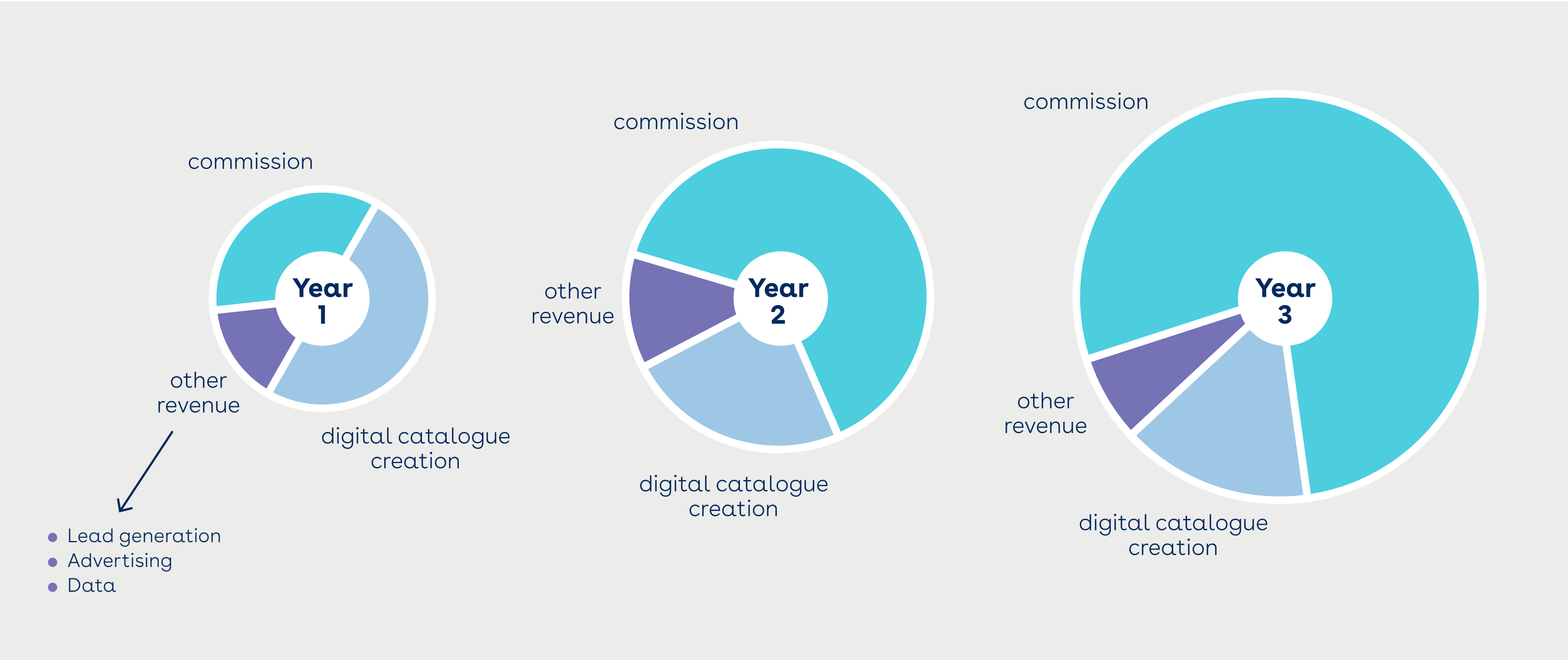
SEM



Digital TVC prospecting and remarketing



Lasoo – illustrative revenue model



Charts for illustrative purposes only.

Implementation Deed for prospective Ovato asset acquisition

On 10 August 2022, IVE announced it had entered into an implementation deed (**Implementation Deed**) with Ovato Limited (Administrators Appointed) (**Ovato**) and the Ovato Administrators (defined below) under which the parties agree to progress good faith negotiations for signing of an asset sale agreement pursuant to which IVE would acquire all or substantially all, or a material part or parts of, the business or assets of Ovato and its subsidiaries (**Proposed Transaction**)

On 21 July 2022, Christopher Clarke Hill, Ross Andrew Blakeley and Ben Peter Campbell of FTI Consulting (**Ovato Administrators**) were appointed as joint and several administrators of Ovato and the other members of the Ovato company group

IVE noted that clearance from the Australian Competition and Consumer Commission (**ACCC**) will be required in order for the Proposed Transaction to proceed

Outlook and guidance

2022

Outlook and guidance

The solid fundamentals of the business, combined with the strength of our balance sheet, place IVE in an ideal position to deliver growth over the year ahead

> As illustrated by the strength of our FY22 earnings, heightened operating leverage across the business has contributed to a significant uplift over FY21 performance, as existing client revenue rebounded post COVID-19 impacted FY21, combined with the benefit of new business

> We remain optimistic that revenue momentum will continue in the near term

> FY23 guidance*

- underlying EBITDA of $105m excluding Lasoo as noted below
- underlying NPAT of $36m excluding Lasoo as noted below
- the Company's dividend policy remains unchanged, targeting a full year payout ratio of 65-75% of underlying NPAT
- restructure and acquisition costs expected to be significantly less than FY22
- capital expenditure expected to be $14m

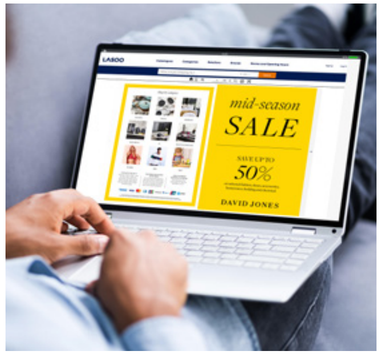
**FY23 underlying EBITDA and NPAT targets exclude an expected $3.3m after-tax loss associated with Lasoo's consumer go-to-market campaign and team buildout, and exclude any impact of the potential Ovato transaction*

> The Company has demonstrated its capacity to effectively manage our supply chain throughout a period of unprecedented volatility. Whilst we will maintain vigilance over our supply chain, it is encouraging to note that we are experiencing an improvement in the stability of our supply chain over recent months

> Initiatives

- Complete the Victorian business relocations and final phase integrations of ADG and AFI by 30 September 2022
- The successful launch of Lasoo in mid-September 2022
- Finalise and communicate our strategy and plans to move into the packaging sector

> The Company has allocated $30-40m of available capacity to drive earnings accretive growth opportunities



Appendices

2022

Appendix A

IFRS Profit and Loss

	FY2022 $m	FY2021 $m	Variance $m	Variance %
Revenue	759.0	656.5	102.5	15.6%
Gross Profit	353.7	316.0	37.7	11.9%
% of Revenue	*46.6%*	*48.1%*	–	*(3.2%)*
EBITDA	90.5	95.6	(5.1)	(5.4%)
Depreciation and amortisation	42.0	47.2	(5.2)	(11.1%)
EBIT	48.5	48.4	0.1	0.2%
Net finance costs	9.1	12.1	(3.0)	(24.5%)
NPBT	39.3	36.3	3.0	8.4%
Income tax expense	12.4	12.1	0.3	2.5%
NPAT from continung operations	26.9	24.2	2.8	11.4%
Discontinued Operations (NPAT)	0.0	4.8	(4.8)	–
NPAT	26.9	29.0	(2.0)	(7.1%)

IFRS to underlying NPAT reconciliation

	FY2022 $m
IFRS NPAT (continuing)	**26.9**
Restructure costs (site & acquisition relocation)	4.9
Acquisition costs	0.7
Software as a service (still in development stage)	1.7
Employee share issue	1.2
Other	(0.3)
Pre-tax non-operating items	*8.2*
Tax effect of adjustments	2.1
Underlying NPAT	**33.1**

Appendix B

Balance Sheet

	FY2022 $m	FY2021 $m
Current Assets		
Cash and cash equivalents	67.0	106.5
Trade receivables, prepayments and others	123.9	106.3
Inventories	74.2	43.8
Investments	0.0	1.8
Total Current Assets	**265.1**	**258.4**
Non Current Assets		
Deferred tax assets	17.2	15.2
Property, plant and equipment	100.2	100.1
Property, plant and equipment (ROUA)	105.9	96.2
Intangible assets and goodwill	133.3	130.2
Other (lease receivable)	2.9	–
Total Non Current Assets	**359.3**	**341.7**
Total Assets	**624.4**	**600.1**
Current Liabilities		
Trade payables and provisions	164.1	119.1
Loans and borrowings	3.8	2.8
Lease liability (ROUA)	32.4	27.9
Current tax payable	5.7	3.3
Total Current Liabilities	**206.0**	**153.1**
Non Current Liabilities		
Trade payables and provisions	13.3	12.2
Loans and borrowings	130.2	167.0
Lease liability (ROUA)	92.3	91.8
Total Non Current Liabilities	**235.9**	**271.0**
Total Liabilities	**441.8**	**424.1**
Net Assets	**182.6**	**176.0**
Equity		
Share capital	148.9	149.1
Other reserves	1.8	(0.2)
Retained earnings	31.9	27.1
Total Equity	**182.6**	**176.0**

Appendix C

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 2022. 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. This presentation is not a recommendation or advice in relation to IVE or any product or service offered by IVE's subsidiaries.

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Investors and potential investors should consult with their own professional advisors in connection with any investment decision in relation to IVE securities.

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