

1H25 Earnings Guidance

25 November 2024

IPD Group Limited (ASX: IPG, “IPD” or the “Company”) today provides guidance on the Group’s earnings for the half-year ending 31 December 2024 (“1H25”).

Based on unaudited results for the 4 months ending October 2024, and management forecasts for November and December, the Company provides the following earnings guidance range for 1H25:

| | 1H24 Statutory Result | 1H24 Pro Forma ¹ | 1H25 Guidance Range |
|---------------|-----------------------|-----------------------------|---------------------|
| EBITDA | \$16.1m | \$24.8m | \$22.5m – \$23.1m |
| EBIT | \$13.7m | \$21.4m | \$19.2m – \$19.8m |

1. IPD acquired EX Engineering on 21 July 2023 and CMI Operations on 31 January 2024. The Pro forma information presented includes the financial performance of EX Engineering and CMI Operations prior to acquisition and excludes acquisition related costs.

The Company also notes that:

- **Revenue** for 1H25 is forecast to exceed the pcp (Pro Forma);
- **Average monthly orders received** has grown 39% in Jul-Oct 2024 Vs 1H24 (Pro Forma); and
- **Order Backlog** (as at end October 2024) has grown to \$93.1m, a 50% increase on the pcp (Pro Forma).

Michael Sainsbury, IPD Group Limited CEO, said: “We are pleased to remain on track to deliver another half of revenue growth in a challenging environment. Amidst the wider macroeconomic challenges in the commercial construction sector, we have seen our order book transition from daily trade to larger and more complex orders, which typically have longer lead times and less certainty around delivery timing. This has resulted in a proportion of orders that would previously have already become invoiced Revenue now sitting in our Order Backlog. We have made additional investments into our operating cost base to generate and deliver these additional orders, which will impact margins for 1HFY25. Our operating cost base however is well placed to service future growth.

We remain excited by IPD’s ongoing evolution and the continued improvements to our overall value proposition and look forward to providing more details around today’s update at the Company’s AGM on Tuesday, 26 November 2024.”

For further information, please visit our website <https://ipdgroup.com.au/> or contact us directly at investorrelations@ipd.com.au.

This release has been authorised by the IPD Group Limited Board of Directors.

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About IPD

As a provider of electrical solutions in energy management and automation, IPD is dedicated to enhancing electrical infrastructure. The company focuses on energy efficiency, automation, and secure connectivity, prioritising the safety and wellbeing of people. Committed to innovation, IPD plays a pivotal role in the electrification and decarbonisation of the economy, paving the way for a cleaner, interconnected tomorrow.