



Distributor and service provider to the  
Australian electrical market

**EMERGING LEADERS CONFERENCE | 13 SEPTEMBER 2023**

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# What we'll share today

## Emerging Leaders Conference

Michael Sainsbury  
September 13, 2023

- Company overview
- Financial performance
- Our market
- Our focus
- Summary



# Company Overview



## 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.

# Our Businesses

IPD Group is comprised of businesses that specialise in the design, development and distribution of leading electrical products and technologies.



Electrical hardware distribution with product assembly and workshop for customised solutions.



Electrical vehicle charging hardware and infrastructure solutions.



Complete electrical engineering and service provider specialising in high and low voltage projects.



Provides compliant, fit-for-purpose electrical equipment and solutions for hazardous areas.

# Corporate snapshot



## CAPITAL STRUCTURE

ASX Code	IPG
ASX Share price	\$4.56 <sup>(1)</sup>
IPO Date	17 <sup>th</sup> December 2021
Shares on issue	86,587,070
Debt	Nil
Cash	\$20.8M
Market capitalisation	\$394M <sup>(1)</sup>

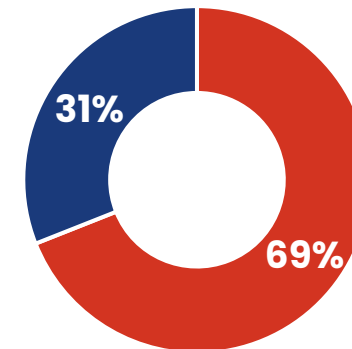
## SHARE PRICE<sup>(1)</sup>



## BOARD OF DIRECTORS

David Rafter	Non-Executive Chair
Andrew Moffat	Non-Executive Director
Michael Sainsbury	Executive Director & CEO
Mohamed Yoosuff	Executive Director - Strategic Development

## SHARE HOLDER BREAKDOWN<sup>(1)</sup>



■ External ■ Board, Management and Employees

1. As at 23 August 2023

# FY23 Results overview



## Financial performance

Continued strong organic growth for the Group

REVENUE

**\$226.9m**

↑ Up 28.3% (PCP \$176.8m)

EBITDA

**\$27.7m**

↑ Up 37.1% (PCP \$20.2m)

EBIT

**\$23.4m**

↑ Up 41% (PCP \$16.6m)

NPAT

**\$16.1m**

↑ Up 45% (PCP \$11.1m)

TOTAL DIVIDENDS – FY23

**9.3cents**

↑ Payout ratio of 50%

NET ASSETS

**\$72.9m**

(\$63.4m as at 30 June 2022)

NET CASH

**\$20.8m**

(\$25.4m as at 30 June 2022)

LTIFR <sup>(1)</sup>

**1.1 LTIFR**

PRODUCTS/SERVICES  
REVENUE SPLIT

**92% / 8%**

ROIC <sup>(2)</sup> / ROCE <sup>(3)</sup>

**20% / 29%**

1. Lost time injury frequency rate at 30 June 2023. LTIFR Average number of lost time injuries over the past 12 months for every 1,000,000 hours worked

2. Return on invest capital (ROIC) = NOPAT / Invested Capital. NOPAT = NPAT (no debt on balance sheet). Invested capital = Equity + lease liabilities

3. Return on capital employed (ROCE) = EBIT / Capital Employed. Capital employed = Total assets – current liabilities



# Sales & earnings growth

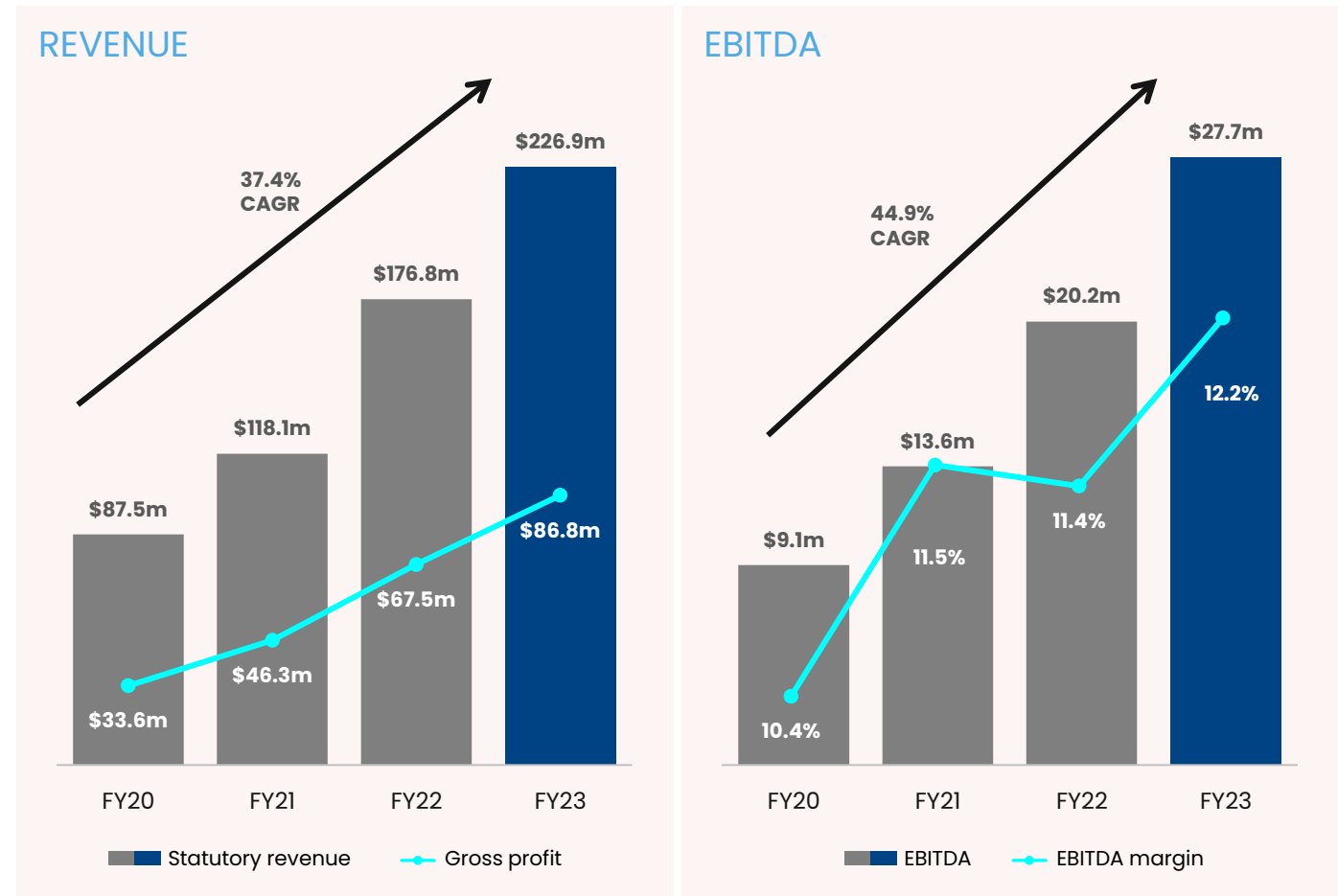
## Record revenue & EBITDA results

### Revenue of \$226.9million, up 28.3% on pcp

- Strong organic growth has been delivered predominantly by the existing product portfolio and growing market share
- Strong statutory growth displayed by a 37.4% CAGR

### EBITDA of \$27.7 million, up 37.1% on pcp

- There have been ongoing strategic investments made during the year, some of which include:
  - Expansion of the Gemtek team
  - Recruitment of specification focused business development managers across the country
  - Operational expansion with a new 4,000sqm warehouse
- While the Group has invested into these strategic initiatives during the financial year, the Group continued to deliver strengthening EBITDA margins, and a 44.9% EBITDA CAGR over the past four financial years



# Our Market

# Changing electrical landscape

## Expected electrification & energy transition by 2050<sup>(1)</sup>

### Industry drivers

#### Economic:

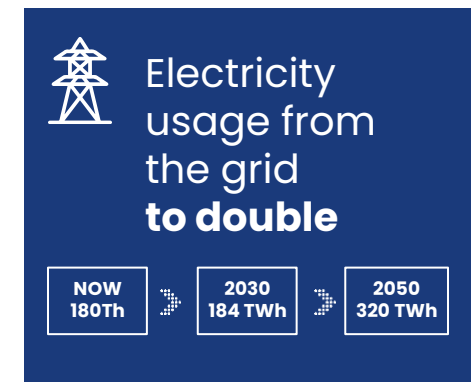
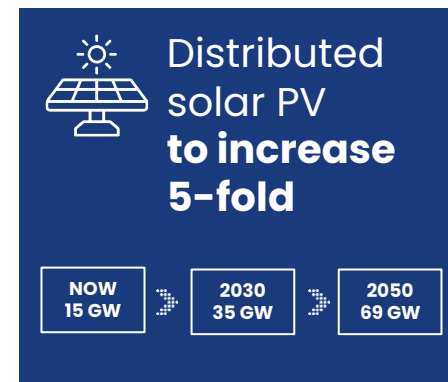
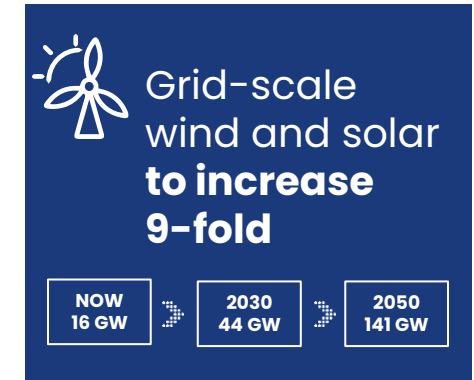
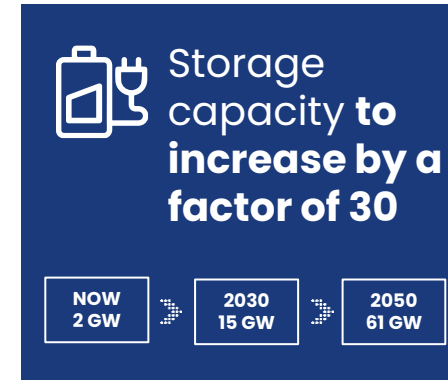
- Inflation and soaring electricity prices
- Rising demand for renewable electricity to drive industry expansion

#### Political:

- Government renewable energy schemes and incentives
- Installation expansion into corporate and residential buildings
- Development of large-scale energy storage infrastructure

#### Environmental:

- Impacts of population growth on the environment
- Growing environmental consciousness
- More companies are establishing environmental, social and governance (ESG) criteria



1. the-distributed-energy-resources-revolution-paper.pdf (cleanenergycouncil.org.au)  
<https://aemo.com.au/newsroom/media-release/aemo-releases-30-year-electricity-market-roadmap>

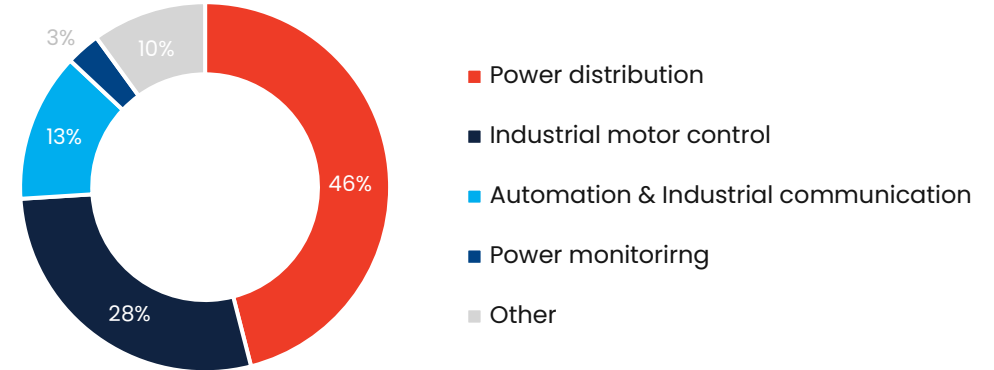


# Our products & customers

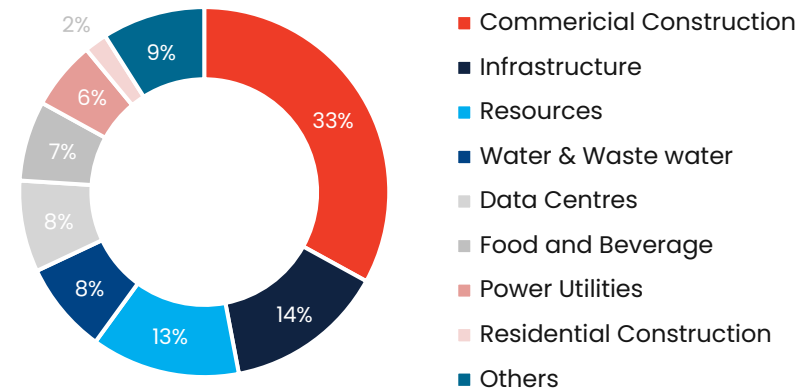
Our core product portfolio of power distribution, industrial motor control and automation products are at the forefront of the electrification wave.

- ~50% exposure to commercial construction & infrastructure end markets
- Resources & utilities are also key end markets
- Customers include switchboard manufacturers, OEMs and system integrators, electrical wholesalers, electrical contractors and power utilities.
- End user industries include commercial construction, residential construction, infrastructure, mining, power utilities, healthcare & education.

PRODUCT BY REVENUE



END CUSTOMER MARKETS



# Our Focus

# Our core business

Double digit growth at twice the market rate



**Power  
distribution**



**Energy  
management**



**Automation  
& control**



# EV charging – once in a generation opportunity

Estimated 20x more chargers will be required by 2030, which we conservatively estimate is a **\$1B AUD opportunity for IPD**, from a forecast \$18–20b required investment.

## Total market now to end 2027

**DC Fast Charging Market:**  
2,100 – 2,200 DC Chargers  
~650M AUD

**AC Charging Market:**  
>2 Million AC Chargers  
~4,000M AUD

## Australia's current EV fleet

By 2027, a projected 12x increase to 1M EVs

# IPD Group uniquely positioned

Ready to capitalise on EV charging infrastructure investments



#01

Gemtek's EV charging site assessment, infrastructure design and load management solutions.



#02

IPD product distributor for many brands of electrical distribution & charging equipment.



#03

IPD manufacturing of EV charging distribution boards.



#04

Addelec engineering, construction with service & maintenance capability.



# Ex Engineering acquisition

Significant step forward in expanding our service offerings and capabilities

Opportunity to expand Australia-wide

## Solid financials :

Revenue ~ \$12M

EBITDA \$2.5M

Purchase price ~\$10M

## Services hazardous environment customers

such as oil and gas, petrochemicals, mines, grain etc.

**Complex assembled products;** with sticky customers protecting profits.

**High barriers to entry** due to specialised knowledge and regulatory hurdles.





# Summary



# In conclusion

Tailwinds from electrification push & associated mandated changes

**Well-positioned to benefit from our recent acquisitions.**

**Uniquely positioned to capitalise on investments in EV charging infrastructure.**

**Resilience through multiple revenue streams from various sectors, products, and services.**



# Q&A





