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# Bell Potter Emerging Leaders Conference

**IVE Group**

27 May 2025

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# Agenda

## FY25 1H result recap

- Key highlights
- Financial performance dashboard

## Growth initiatives

- Packaging
- Creative and Content
- Third Party Logistics (3PL)
- Sydney supersite
- Lasoo

## Q&A

# Key *highlights*

## Financial performance - strong half year

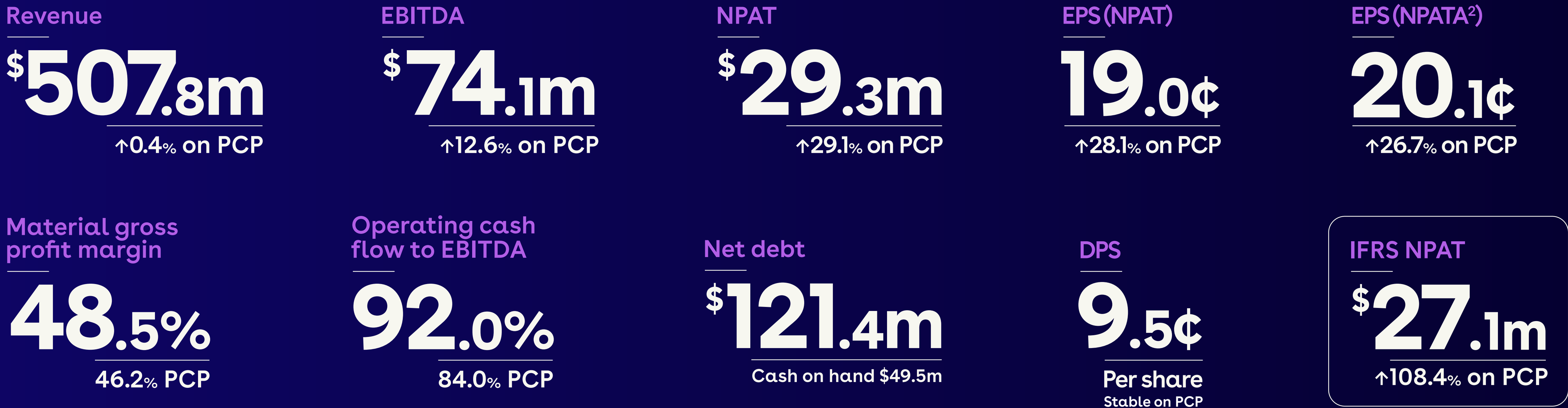
- > **All key profit metrics up significantly**
- > **Strong margin expansion**
- > **Further uplift in operating cash flow**  
working capital levels normalised
- > **Balance sheet further strengthened**  
gearing trending further below target

## Operational updates

- > **Ovato**  
cost synergies fully realised
- > **JacPak**  
cost synergies fully realised
- > **Elastic Group**  
fully integrated
- > **Catalogues**  
consumer and quantitative research driving  
stronger retailer engagement
- > **Sustainability**  
initiatives ongoing

# Financial performance dashboard<sup>1</sup>

Strong interim performance underpinned by margin expansion and normalisation in working capital



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. NPATA - NPAT excluding amortisation of acquired customer contracts



# Growth initiatives

## > Packaging

- JacPak revenue capacity committed
- equipment purchased for NSW organic expansionary plans

## > Creative and Content

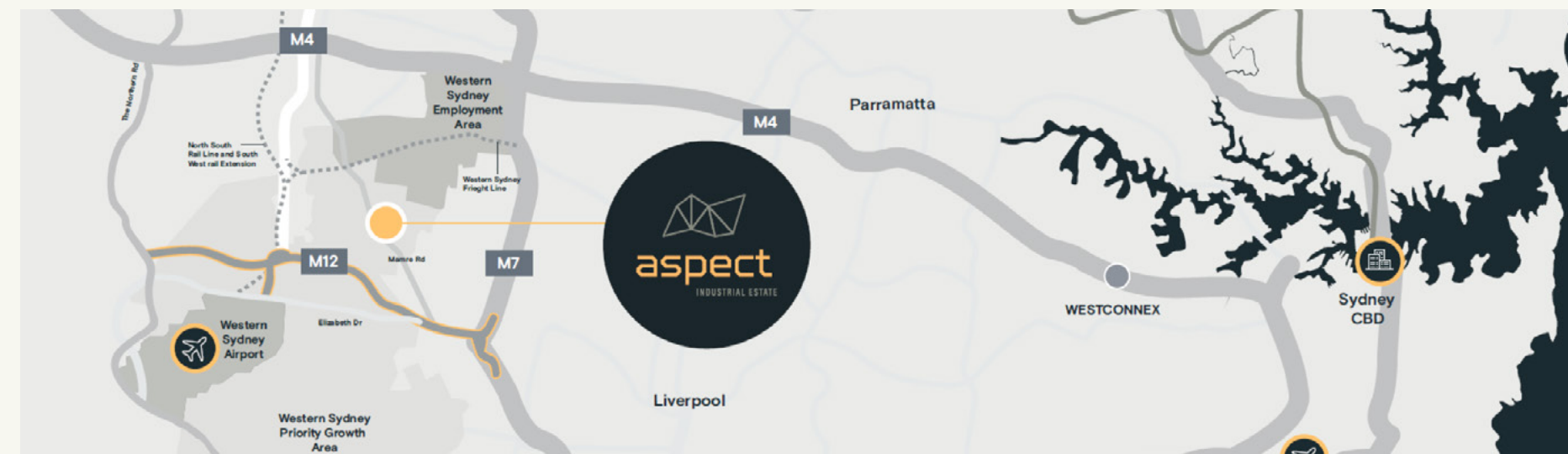
Elastic adding to service offering

## > Lasoo

continued strong momentum with ~300 retailers expected on the platform by year end

## > Sydney supersite

consolidating four business units at 42,000m<sup>2</sup> site in Kemps Creek in FY26 H2



## > 3PL

relocating to new 32,000m<sup>2</sup> site in Dandenong South in FY26 H1





# Q&A



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Authorised by the IVE Board

# Thank you

**Matt Aitken**  
Managing Director

Matt.Aitken@ivegroup.com.au  
+61 413 740 774

**Darren Dunkley**  
Chief Financial Officer

Darren.Dunkley@ivegroup.com.au  
+61 425 228 204

**Tony Jackson**  
Investor Relations

Tony.Jackson@ivegroup.com.au  
+61 410 499 043

ivegroup.com.au