ipd group

Annual General Meeting 2026



IPD Group Limited

ASX: IPG

24 November 2026

CEO’s ADDRESS

Michael Sainsbury



What we'll share today

Agenda

- Strategic & Operational Update
- Market Update
- Trading Update & Outlook
- Q&A

Strategic & Operational UPDATE



Our Connected Group

Diversified group positioned across key infrastructure markets



What drives us

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 Values

People first



Own it



Earn customers for life



Stronger together



Courage to evolve



Knowledge is our key



IPD Group Strategy

Committed to long-term shareholder value creation

Business Growth



Revenue growth - Revenue increased 16.8% to $414.3m supported by strong performance across IPD, CMI , Ex and Platinum Cables

Data Centre momentum - Revenue increased 27% to $71.5m as IPD Group supported multiple leading data centers developments

Accelerating growth - Acquisition of Platinum Cables, reinforcing the Group position within Mining and complementing CMI Electrical offering

Customer NPS - The aggregated IPD Group Net Promoter Score is +29, a result at the top end of B2B industry benchmarks of +10 to +30.

Operational Efficiency



Scalable Operations - Operating model allowing IPD Group to deliver large projects without any incremental investment leveraging our reliable supply chain and our international vendors capacity

Synergies & consolidation - Opened in Perth our WA HQ bringing together our IPD, CMI and Ex-Engineering teams allowing us to go from 4 sites to 1 co-located state of the art facility

Scaling and upskilling for growth - leveraging our shared services functions such as Group IT, HR, Finance and Marketing to accelerate Growth across the Group through synergies and expertise

IPD Group Strategy

Committed to long-term shareholder value creation

Sustainability



Reducing Environmental Footprint - 212m³of Landfill waste eliminated through sustainable packaging changes and 100% recycled packing materials

Supporting Net zero transition - accelerated electrification through solar power for our facilities and EV charging for staff and customers on premises

Making a Lasting Social Impact - supported 13 universities through partnerships, on-site training and advisory board memberships and opened our 3rd IPD switchgear laboratory providing hands-on learning experience to engineering students

People



Employee Wellbeing & Development - We delivered 7,000 of training hours across our businesses

Internal career evolution - 50 internal career appointments, development of clear career path for our employees

Talent Attraction & Retention - Attracting, retaining, and developing diverse talent coming from 40+ ethnicities to strengthen our team and uphold high standards

Employee net promoter score of 36 - representing an improvement of +8pts vs previous year

People and Culture

Our People and our customers are at the Centre of what we do

Aggregated IPD Group Employee Net Promoter Score

+8

36



- 82% completion rate (has gone 7%)
- Satisfaction score: 36.49 (has gone up 8.27%)
- CMI Electrical: +61.1 (54 resp)
- IPD : +50.5 (210 resp)

Aggregated IPD Group Customer Net Promoter Score

+10

29

8.6	Product quality	8.1	Quality of answers
8.2	Goods delivery	8.1	Responsiveness

Market UPDATE



Attractive end markets underpin future growth

Data centres lead momentum; mining, water and Healthcare add breadth



DATA CENTRES

x10 APPROVAL UPLIFT

Data centre building approvals have risen from 0.1% of GDP in January 2025 to 1% in July 2026 (in quarterly terms), with the value of data centre projects now the largest of major non-residential building types



HEALTHCARE

x2 BY 2028

The "Healthcare and Life Sciences precincts sector has already grown 43% since 2019 and is set to more than double by 2028

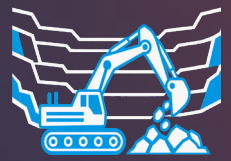


OVERALL CONSTRUCTION & ENGINEERING

14.5%

OF AUSTRALIA GDP

- Construction work done has risen to 14.5% of Australian GDP.
- Residential and non-residential building approvals as a % of GDP are at the highest level since 1973.
- Electrical infrastructure demand remains strong, supported by data centres, electrification, and renewable energy investment.



MINING

1.9% OF GDP

Mining sector construction (largely engineering construction), is almost 2% of GDP, above the 0.8% long run average.



WATER & WASTEWATER

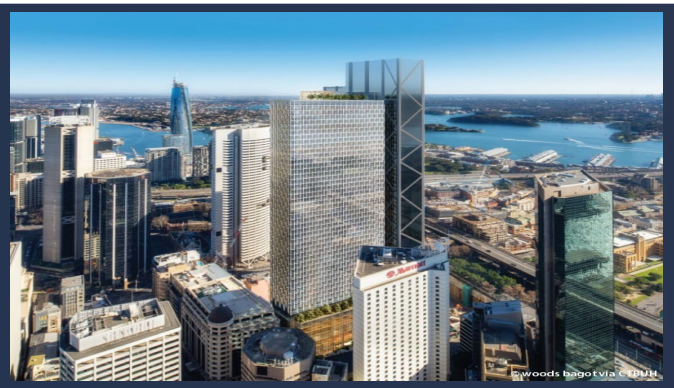
~$12bn PER YEAR

The water & wastewater sector is seeing major demand upgrades with the total projected capital expenditure for Australia's major water utilities expected to reach almost $12 billion per year by FY27

Sources: ABS, Macquarie, Water Services Association of Australia, AIHW, Property Council Australia, IBISWorld

Selected wins and projects

Diversified business growing penetration across multiple segments



COMMERCIAL CONSTRUCTION

55 Pitt Street | LANDMARK power solution

ON TRACK DELIVERY
ENABLED BY DESIGN SUPPORT

- Proactive engineering input and fast information flow
- FIP Electrical highlighted responsive project support



HYPERSCALE DATA CENTRES

Repeatable busway delivery across major developments

5 MAJOR CONTRACTOR PARTNERS

- Busway supplied across several Amazon developments
- Demonstrates scalable delivery across multiple projects



STADIUM & ENTERTAINMENT

Penrith Stadium redevelopment

PARTENERING WITH
New Edge Group and Relec Switchboards

- ABB LV Switchgear
- Distribution Boards, IPD Energy Management System

Selected wins and projects

Diversified business growing penetration across multiple segments



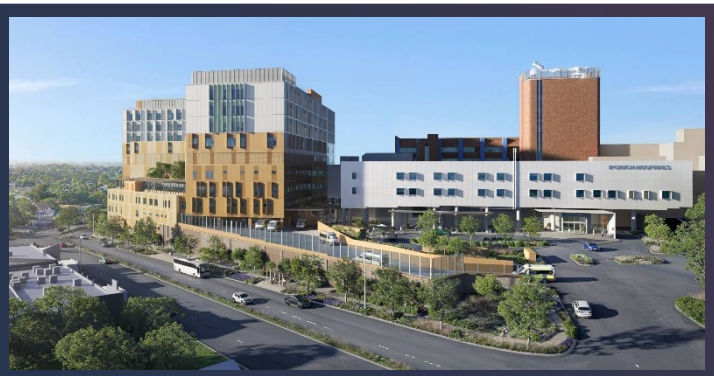
WATER INFRASTRUCTURE

Bowral sewage treatment capacity expanded for long-term growth

+44%

CAPACITY: 14,600 → 21,000 EP (Equivalent Person)

- Capacity supports community growth through 2046
- Average odor reduction of 62% for neighbouring residents



HEALTHCARE INFRASTRUCTURE

Resilient power across critical hospital environments

$800k

BUSWAY + SMART UPS DELIVERED

- Designed and delivered with Stowe Electrical
- Covers the main hospital, data centre and distributed UPS



MELBOURNE DATA CENTRES

Flexible infrastructure built for expansion

ABB LV SWITCHGEAR & BUSDUCT SUPPLIED

- Switchgear and busway delivered for high-density environments
- Supports future capacity growth and expansion

Trading UPDATE & Outlook



Trading Update and Outlook

Strong first-half performance reinforces confidence in the FY27 outlook

		Pro-forma		Underlying	
$m	1H27 Guidance Range	Pro-forma 1H26	1H27 Guidance vs 1H26 Pro-forma Change[1] (%)	Underlying 1H26	1H27 Guidance vs 1H26 Underlying Change[1] (%)
EBITDA	33.3 – 34.1	28.2	**+19.5%**	25.4	**+32.7%**
EBIT	28.6 – 29.4	24.1	**+20.3%**	21.7	**+33.6%**

Guidance is based on unaudited management accounts for the first 4 months of FY27 and management forecasts for November and December.

- The Group has commenced FY27 strongly, with revenue growth and improved earnings margins reflecting disciplined execution.
- 1H27 profitability is anticipated to improve materially on the prior corresponding period, with earnings margin expansion driven by a combination of operating leverage and continued cost discipline.
- A strong order book further reinforces confidence in the Group's outlook for FY27.
- In addition, on 23 November 2026 Addelec was notified that its obligations relating to the Kingsgrove Bus Depot Electrification project have now substantially completed, with only limited residual delivery commitments remaining. The Addelec business remains focused on core electrical infrastructure and services opportunities, and is on track to deliver a materially improved first half performance vs the pcp.

1. Based on the mid-point of the 1H27 guidance range

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Q&A

