

## IVE GROUP ANNOUNCES HALF YEAR RESULTS TO 31 DECEMBER, 2019

**26 February 2020 (Sydney):** IVE Group Limited (ASX: IGL) is pleased to announce its results for the six months ended 31 December 2019 (1H FY20). The market-leading business is performing well in a subdued market while continuing to deliver an attractive dividend for shareholders.

### Performance metrics reflect subdued economic activity during the period <sup>1</sup>

- Revenue down 4.1% to \$360.2m
- Pro Forma EBITDA down 7.8% to \$40.1m
- Pro Forma NPAT down 7.3% to \$17.6m
- IFRS NPAT \$12.4m (post AASB16)
- Free cash conversion to EBITDA of 67.4%
- Interim dividend declared of 8.6 cents per share, fully franked

Commenting on the Company's 1H FY19 performance, IVE Group's Executive Chairman Geoff Selig said: "The business continues to execute well on our strategy. This includes consolidating the diverse businesses we operate into the one IVE brand, reaffirming the powerful value proposition we take to market."

"Our business remains robust and diversified though economic conditions were subdued in the first half which is reflected in these results. Our commitment to creating value for customers and a solid dividend profile for shareholders remains undiminished"

### Outlook for the full year

IVE group expects the full year results to reflect continuing subdued customer activity in some sectors.

Commenting on the outlook, IVE Group Chief Executive Officer Matt Aitken said: "we are very pleased with our continued new business success and have over the period renewed a number of key contracts. We expect the softness in revenue from the retail sector to continue for the second half. Additionally, expenses such as paper prices and energy while stable, remain elevated."

"With this backdrop we expect to deliver full year Pro Forma EBITDA <sup>1</sup> in the range of \$75-79m, with gross profit margin expected to remain stable"

"Our focus remains unlocking the value from the strategic investments of the last 3 years. This opportunity was enhanced further with the recent acquisition of Salmat Marketing Solutions and Reach Media NZ – these businesses will contribute for the first time in 2H FY20."

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<sup>1</sup> - Comparisons relate to Pro Forma 1H FY20 vs 1H FY19 and are pre AASB16  
- The Pro Forma results are on a non IFRS basis and are not audited or reviewed  
- The Pro Forma results exclude all restructuring and acquisition expenses



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A tele-conference briefing for investors and analysts will be held on  
Wednesday, 26 February 2020 at 11:00am Australian Eastern Daylight Savings time.  
To pre-register for the briefing and avoid a queue when calling, please follow the link below:

<https://sl.c-conf.com/diamondpass/10003857-invite.html>

**Conference call dial-in numbers:**

**Australia: 1800 908 299 / 02 9007 8048**

**New Zealand: 0800 452 795**

Other international numbers: [here](#)

The Board has approved this announcement for release

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## About IVE Group

Founded in 1921 and listed on the Australian Securities Exchange in December 2015 (ASX:IGL).

IVE Group is Australia's leading holistic marketing company. With an unmatched breadth and depth of offering, IVE Group guides clients from idea to execution.

IVE Group helps brands navigate the complex marketing maze, and connects clients with customers wherever, whenever. Specialising in creative, data-driven communications, integrated marketing, production and distribution, IVE Group brings together the capabilities, specialists and technology needed to make customer connection seamless.

For more information [Click here to watch our video](#)