



Investor & Analyst Meeting

28 November 2005



ICE CORPORATION

2010 Highlights

- » **Rapid decline in Licensing revenue**
- » **Manufacturing/Trading revenue up 28%**
- » **Acquisition of Topaz and upgrade of its capability**
- » **New products launched RT9 Rectifier, RT8 Powershelf**
- » **MOU with Wuhan Putian Group**
- » **Distribution Agreement with M+H signed**
- » **Emergence of South America as a key market**
- » **Increase in Net Assets**

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Product Technology Transfer Fund

- » **Pudu takes 13% strategic stake in ICE**
- » RT9 Powershelf launched at Intelec 05
- » RT9 24V/50Amp version launched Nov 05



The Year In Review

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Financial Performance Review 2005

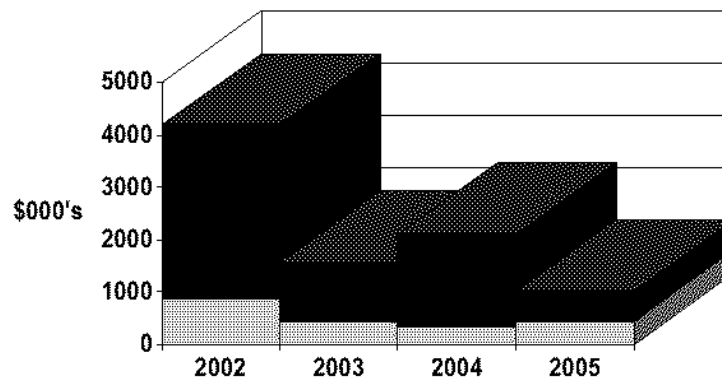
Year ended 30 June \$'000	2002	2003	2004	2005	% Change
Revenue					
Manufacturing/ Trading	4,237	4,868	6,384	8,147	28%
Licensing/ Royalties	4,185	1,557	2,105	999	(53%)
Other Revenue	-	70	58	86	48%
Total Revenue	8,422	6,495	8,547	9,232	8%
EBITDA					
Manufacturing/ Trading	249	755	1,364	577	
Licensing/ Royalties	2,649	90	595	(564)	
Corporate	(792)	(877)	(588)	(509)	
Total EBITDA	2,106	(32)	1,371	(496)	
Depreciation/Amortisation	(338)	(270)	(589)	(732)	
EBIT	1,768	(302)	782	(1,228)	
Interest	(1,001)	(519)	(23)	(39)	
EBT	767	(821)	759	(1,267)	

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2005-2006 Financial Review

■ Licensing
▨ Royalties

Licensing and Royalties Sales



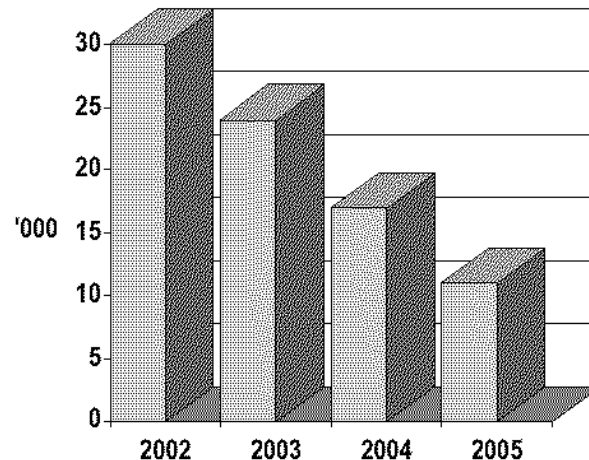
» Licensing:

- Sales rapidly declining
- No recovery expected

» Royalties:

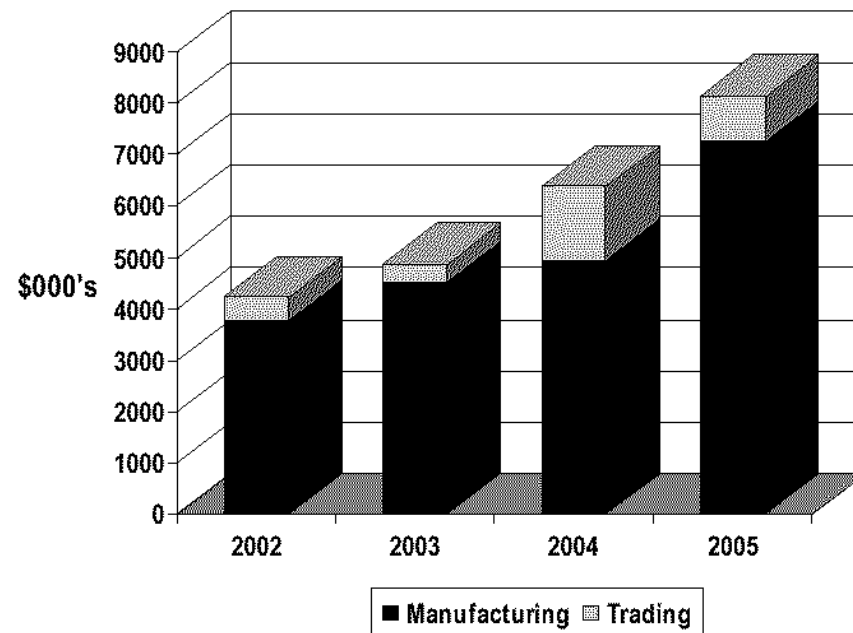
- Sales \$ better in 05
- Driven by RT7 in China (higher sales \$ per unit)
- Units sold by Licensees declining
- Will improve with RT9 in China

Royalties Units Sold by Licensees



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2012 2011 2010 2009 2008 2007 2006 2005 2004 2003 2002 2001 2000 1999 1998 1997 1996 1995 1994 1993 1992 1991 1990



- » Trend improving
- » Topaz strategy working
- » Industry pricing pressure
- » Cost pressure in transition
- » Margin growth to come from more offshore production and product cost downs

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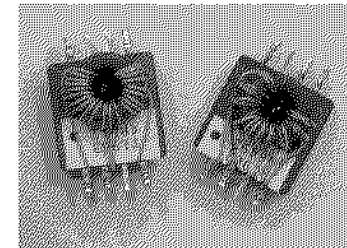
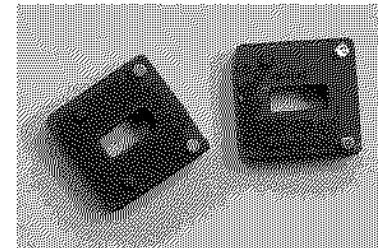
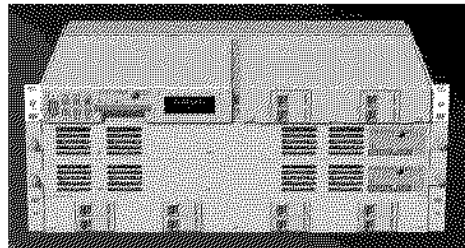
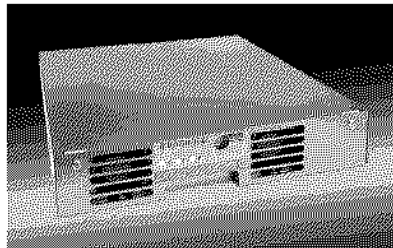
1990-1999 Major Corporate Milestones

- » Increased Group Net Assets and \$533k rights issue
- » Peter Hii joined board
- » Topaz production capacity expanded
- » RT8 and RT9 introduced as a manufactured product - linchpin of new business model
- » Introduced new middle management in Finance, Production, Purchasing and Sales Support
- » MRP systems introduced
- » New Accounting systems introduced

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New Products

- » RT9 Rectifier
- » RT8 Powershelves
- » Spoiler Actuator Coil for F1-11 jet fighter
- » Receive and Transmit Transformer for security application



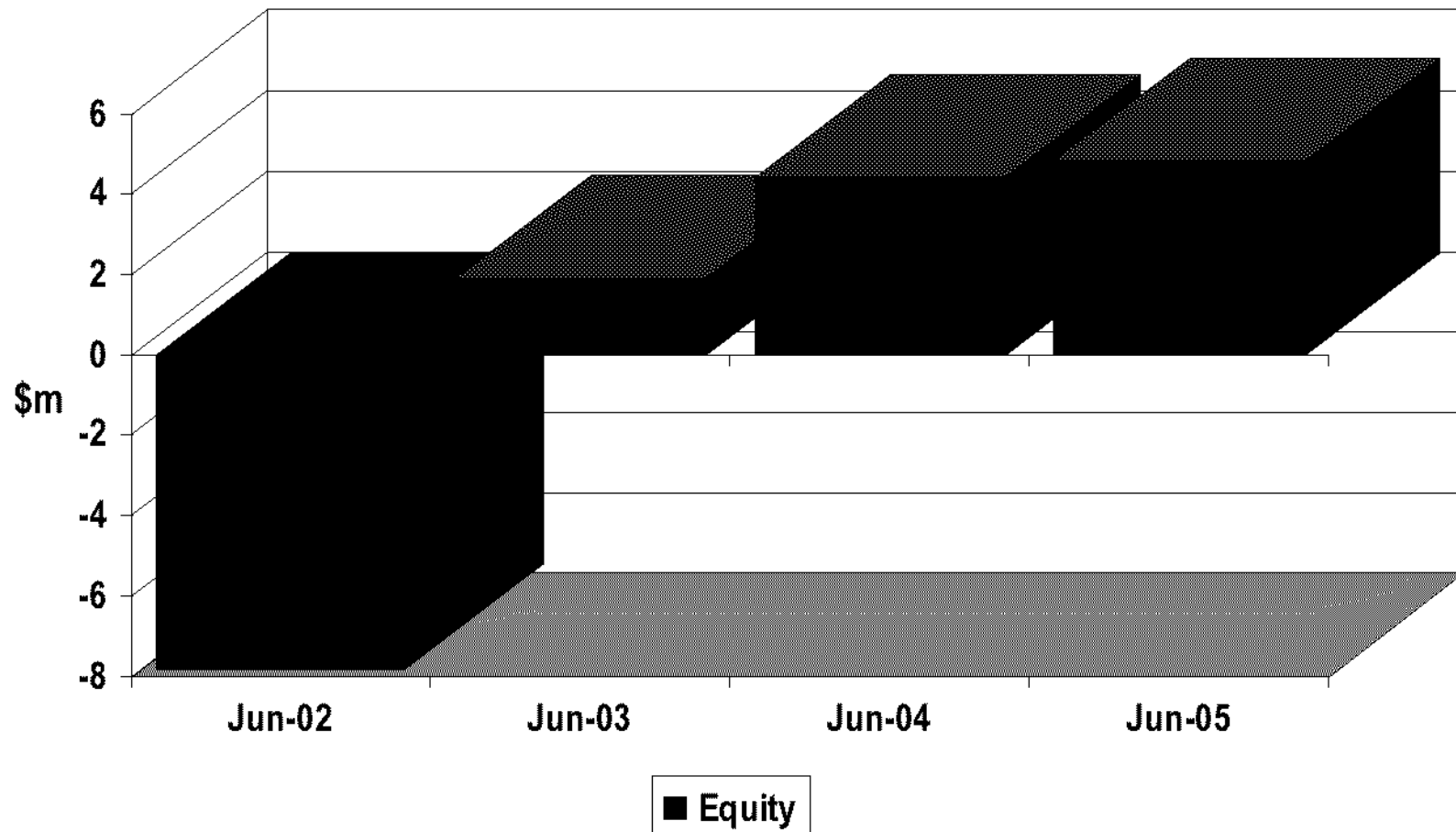
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ICE CORPORATION - 2014 HIGHLIGHTS

- » New Telecom DC power distributor established in Brazil
- » Growth experienced in USA, South America and Iran
- » M+ H Power appointed A&NZ Telecom market distributor
- » New Distribution opportunities in Indonesia, Philippines, Thailand and Middle East
- » Development of custom application for medical market

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Report on the "Breakdown" of Equity





Food Technology Today - 2005

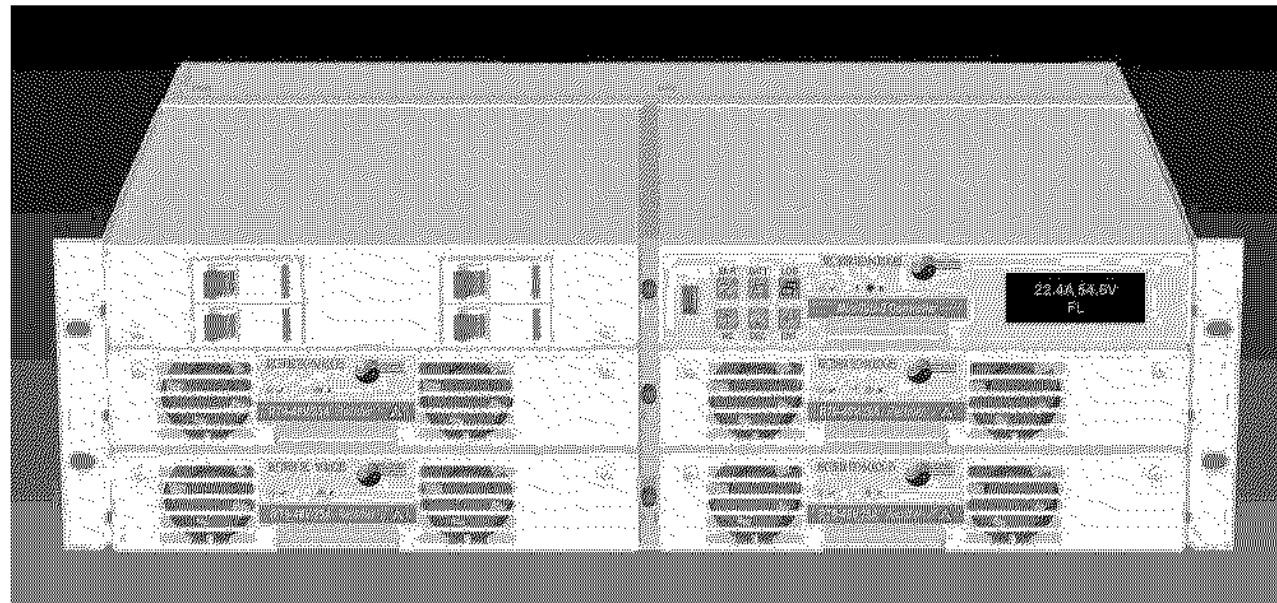
1 July to 28 November 2005

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New 7-year-old Technology

» RT9 Powershelves

- Design launch at Intelec 2005
- First module sale November 2005



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Strategic Alliance: Pudu Group Technology and Content

- » Pudu Group introduced as Strategic Alliance partner with 15% share placement
- » Strategic Alliance to focus on penetration of ICE products into the China market
- » Pudu Group owns Beijing's largest ISP
- » Pudu will have representative on ICE Board



Endless Possibilities

ICE CORPORATION

2014 Strategic Initiatives

- » **Continue core business**
- » **Cost downs through offshore**
- » **R&D to cost down products**
- » **CHINA “direct” - key sales focus**
- » **Expand distributor network elsewhere**
- » **New market opportunities in Custom Solutions (Protran) in Australia**

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China Market Opportunity

- » **China market key to future (as in past)**
- » **Large growing market (approx. AUD 1b p.a.)**
- » **ICE's best market positioning**
- » **12 years of legacy products in field**
- » **New Generation 3.5 products for sale in fiscal 2007**
(Incl. 33 Amp "compact rectifier" under 2003 AusIndustry Grant)
- » **Pudu to play key role**

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» Sales and Marketing Approach

- » Sales penetration emphasis
- » Direct “RTP” into market
- » Short and long term wins expected
- » More details announced when tactical evaluation completed end March 2006

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China Telco Market: A New Opportunity

» Finally, an Industry Comment:

- **“The China Telco market continued to grow throughout the period (Jan 2003 to Dec 2004), adding approximately 62 million mobile subscribers per annum (a 36 percent compound annual growth rate) – equivalent to a large European country. That growth rate is far higher than the United States (15 million per annum) or India (10 million per annum). From a broadband perspective, China now has the second highest number of activated lines at 22 million, just short of the United States at 32 million lines – China is likely to take the lead within the next few years”** (Deloitte Global Telco Index , 2005, p.4.)



Resolutions and Amendments

Resolutions 1 through 6

ICE CORPORATION

Investments and Reports

- » Statement of Financial Performance
- » Statement of Financial Position
- » Consolidated Financial Report
- » Reports of the Directors and Auditors

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2014-2015 Annual Report

» Remuneration Report

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2014 AGM Resolutions

- » Re-election of Mr. Malcolm Duncan as a Director
- » Election of Mr. Peter Hii as a Director
- » Appointment of Auditors
- » Approval of prior issue of shares



THANK YOU

Thank you