



TSX-V: ICGH

2025

Full Year + Q4

Duncan McCready, CEO and Director

John Penhale, CFO

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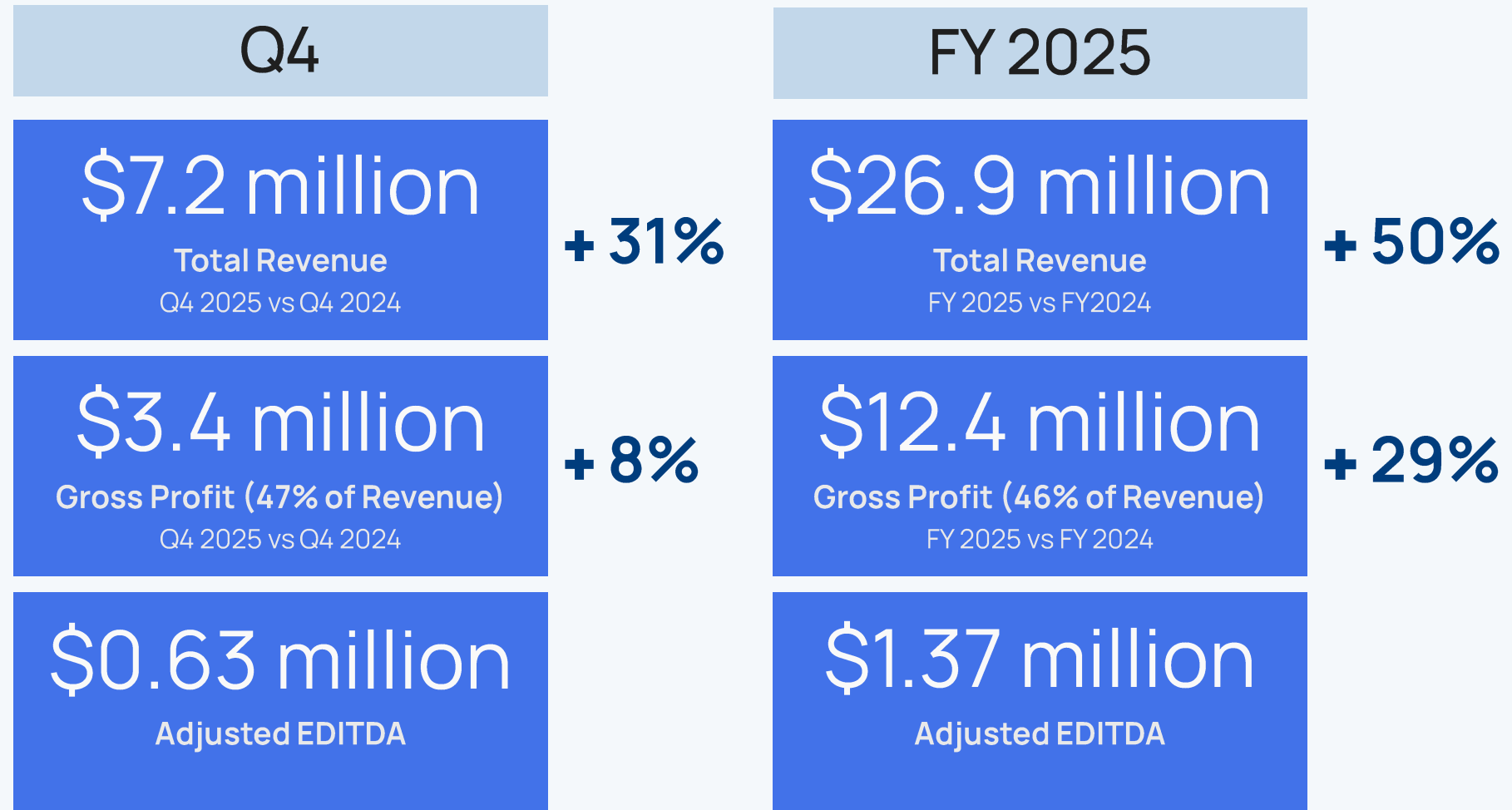
Duncan McCready,
CEO and Director



“We engage consumer audiences at scale driving commerce and data for brands and 90+ professional sports teams.”

Strong 2025 Growth – YoY

3 and 12-month Period
Ending December 31, 2025



Over 68%

Annual Recurring Revenue

2025 Operating Inflection

Key Performance Indicators

50% revenue growth in 2025, driven almost entirely organically, while expanding recurring revenue and demonstrating clear operating leverage

	Q1	Q2	Q3	Q4
Revenue (\$M)	6.0	6.5	7.3	7.2
Gross Profit (\$M)	2.7	3.0	3.3	3.4
Gross Margin	45%	46%	45%	47%
Adjusted EBITDA (\$M)	0.17	0.15	0.41	0.63
ARR (% Revenue)	68%	70%	66%	69%

2025 Investor Metrics

\$4.8 M

CASH POSITION
December 31, 2025

\$1.3 M

IMPROVEMENT IN OPERATING
CASH FLOW
FY 2025 vs FY 2024

66%

IMPROVEMENT IN ADJUSTED EBITDA
FY 2025 vs FY 2024

\$1.9 M

LONG-TERM DEBT REDUCTION
FY 2025 vs FY 2024

Building a Diversified, Integrated Consumer Engagement Platform

 ic engage

Digital Promotions

 ic mobile

Mobile Messaging

 ic insurance

Insurance Solutions



Digital Engagement

- Marketing Technologies
- Digital Promotions
- Social Media
- Incentives and Rewards
- Gamification

Revenue Model

- SaaS fees
- Professional service fees
- Commissions

**The customer logos shown represent a selection of organizations that are either current or past clients of IC Group Holdings Inc. and its subsidiaries. This is not an exhaustive list of clients and is provided for illustrative purposes only.*

***The logos shown represent a selection of leagues in which current or past clients of IC Group Holdings Inc. and its subsidiaries operate in. This is not an exhaustive list and is provided for illustrative purposes only.*

SELECT ENTERPRISE CUSTOMERS*



Wild Fork



PEPSICO

SELECT TEAM CUSTOMERS*



Toronto Blue Jays



Orlando Magic



Atlanta Falcons



Winnipeg Jets

90+ LIVE EVENT OPERATORS ACROSS THE FOLLOWING LEAGUES**





FY 2025

\$12.5 M

Revenue Performance

+31%
Growth

68%
Gross Margin

Q4 2025 PERFORMANCE

- \$3.5M Revenue
- +18% YoY Growth
- \$2.48M Gross Profit
- 72% Gross Margin

NEAR-TERM FOCUS

- Expand platform reach across live event ecosystem
- Increase repeat program activity and customer penetration
- Deepen integration with messaging and data capture



Mobile Messaging

- 1 of only 3 Aggregators in Canada
- Billions of Messages Annually Delivering:
 - Security Authentication
 - Notifications and Transactions
 - Marketing and Promotions

Revenue Model

- Messaging Traffic Fees
- Professional Service Fees

**The customer logos shown represent a selection of organizations that are either current or past clients of IC Group Holdings Inc. and its subsidiaries. This is not an exhaustive list of clients and is provided for illustrative purposes only.*

*** Represents a selection of brands that we currently or have processed messaging through our messaging gateway on behalf of our customers.*

CUSTOMER EXAMPLES*



BRAND TRAFFIC THRU MESSAGING GATEWAY**





FY 2025

\$12.5M

Revenue Performance

+86%

Revenue Growth
(100% Organic)

\$2.6M

Gross Profit

Q4 2025 PERFORMANCE

- Revenue: \$3.32M
- Growth: +49% YoY
- Gross Profit: \$0.65M
- Gross Margin: 20%

NEAR-TERM FOCUS

- Expand high-volume messaging traffic across enterprise and wholesale customers
- Improve margin profile through pricing optimization and carrier cost pass-through
- Convert platform scale into operating leverage



Specialty Insurance

- Event Cancellation
- Crisis Management
- Terrorism
- Liability
- Prize Pools – Skills Based Events
- Promotions & Incentives
- Contractual Bonus

Revenue Model

- Transactional
- Services & Professional Fees
- Profit Commissions

**The brand logos shown represent a selection of organizations that are either current or past clients or partners of IC Group Holdings Inc. and its subsidiaries. This is not an exhaustive list of clients and is provided for illustrative purposes only.*

BRANDS*





FY 2025

\$1.9M

Revenue Performance

+21%

Revenue Growth

\$1.3M

Gross Profit

Q4 2025 PERFORMANCE

- Revenue: \$0.38M
- Growth: +30% YoY
- Gross Profit: \$0.24M
- Gross Margin: 63%

NEAR-TERM FOCUS

- Expand product suite across sports, entertainment, and live events
- Increase recurring revenue through embedded insurance offerings
- Grow U.S. and international customer base

Milestones & Catalyst

2024–2025

Story For 2026

2027 And Beyond

Executed Milestones

- Transitioned to a public company (TSXV) – Feb 21, 2025.
- Completed strategic acquisitions forming IC Engage, IC Mobile, and IC Insurance.
- Successfully raised \$3.75 million to fund growth - Dec 19, 2025.
- Secured multi-year enterprise contracts with a Fortune 100 technology leader – Jun 19, 2025.
- Strong operational execution delivering 59% YTD Revenue Growth over same period in 2024.

Mobile Scale & Product Expansion

- Expansion of messaging channels improving revenue and margin take rates.
- Similar Growth to 2025 in messaging volumes with diversity across new messaging channels.
- Strategic investments in technology to support RCS Messaging and the expansion of live event solutions to commercialize data and brand activations.
- Development of new partnerships and enterprise customers to leverage proven consumer engagement platform.

Re-Rating & Strategic Optionality

- Stable, recurring enterprise revenue base established, supports premium valuation multiples
- Cross-sell across Engage, Mobile, and Insurance increases lifetime value
- Improved free cash flow visibility broadens investor universe beyond growth-only mandates
- Strategic optionality emerges

Public platform built • acquisitions integrated • capital secured • revenue quality proven • valuation re-rates

Why Invest?

Duncan M^cCready,
CEO and Director

- Enterprise-Grade, Global Customers
- Strong, Consistent Revenue Growth
- 68% ARR Providing Visibility to Future Performance
- Diversified, Scalable Business Model
- Attractive Entry Valuation



Let's Connect



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