



Annual General Meeting 28 October 2016

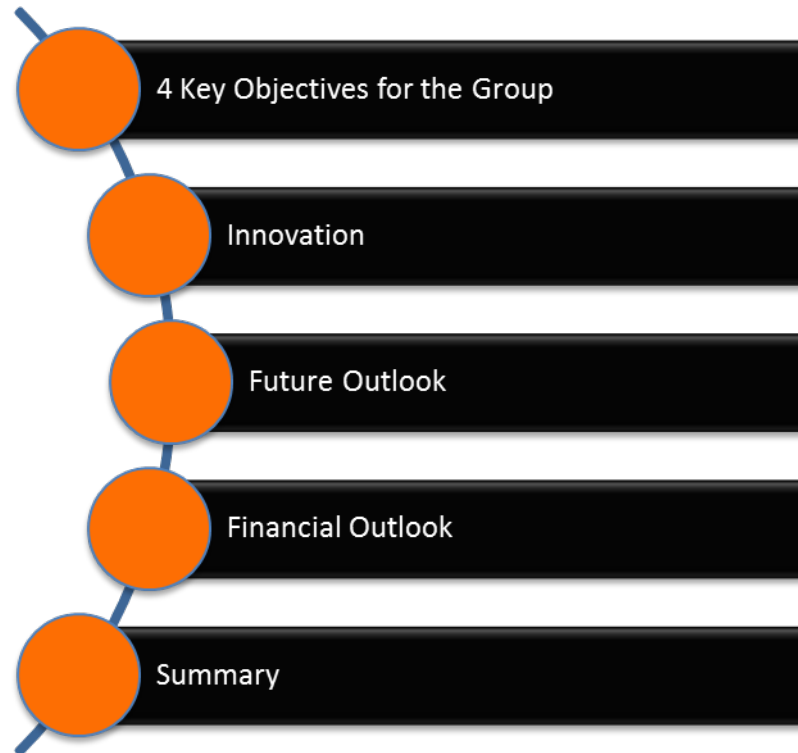
Management Presentation

Garry Valenzisi
General Manager

Inventis Limited



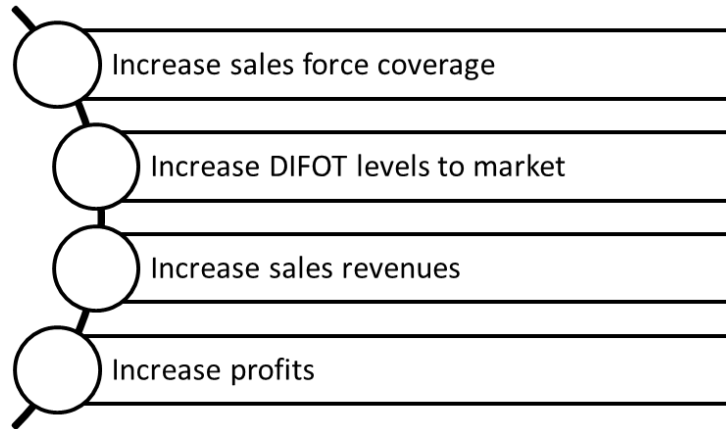
- AGENDA



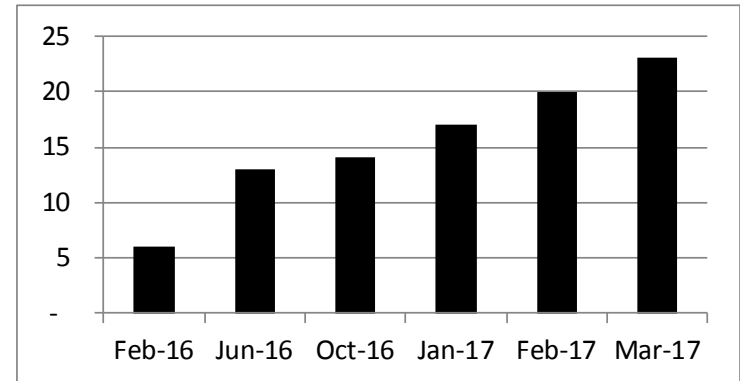
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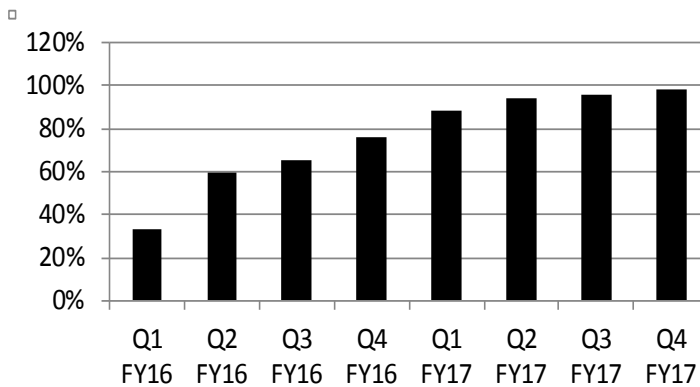
- 4 key objectives for the Group



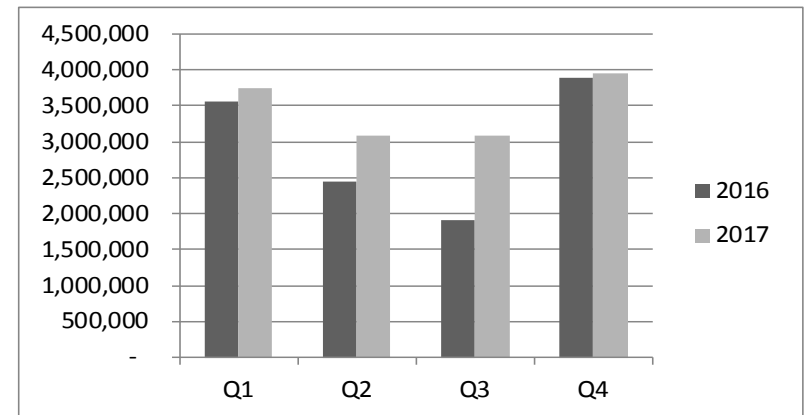
National Agent Coverage



DIFOT Level Trend



Quarterly Revenue Comparison

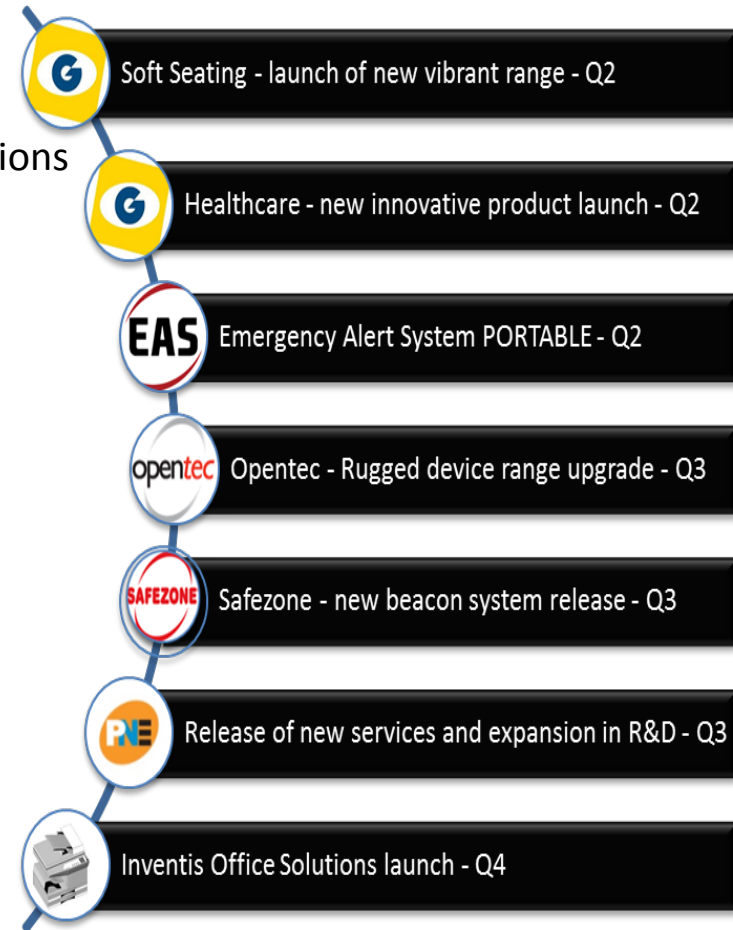


Inventis Limited



Innovation

- Innovative designs and products being launched all divisions
- Rebranding “InventisGregory” provides sales bandwidth
- Further research and Development expansion
- Creation of annuity income streams
- Acquired key experienced management
- International expansion of Technology Division
- Re-invigorated our Distributor network
- Multi disciplinary training of our sales team
- Significant improvement in operational efficiencies



Inventis Limited



- **Future Outlook**
- **IVT Group is expected to yield a consolidated revenue growth of 26.5%**
- Outcome 1 - Q1 consolidated revenues up 5.6%
- Outcome 2 - Q1 consolidated gross profit margin up 15.5%

- Continuing to grow and develop our national sales coverage
- Release of new innovative products throughout Quarter 2 and Quarter 3
- Expansion of Research and Development capabilities
- Expand upon partnerships with 2 leading commercial furniture retailers
- Restoration of key major account relationships
- Expansion into annuity income generation
- New product divisions planned

- **Financial Outlook**
- Forecasted double digit revenue growth FY17
- Forecasted FY17 NPAT doubles that of FY16

INVENTIS LIMITED ~ 2016 AGM ~ MANAGEMENT REPORT

Slide 1

Since joining Inventis in February 2016, my focus has been on driving the company's operational aspects to implement the final stages of the Board's restructuring initiatives for the business, which culminated in the consolidation of all divisions under the one roof, at Eastern Creek.

Slide 2

It is my view that the Company is well placed and will continue to strengthen its position in the market place through operational, sales and product innovation strategies.

Slide 3

Since the conclusion of our restructuring program, we have been able to achieve consistent increases in revenue over the past 5-months (see graph) coupled with a substantive improvement in our ability to deliver in full and on time (see graph), now standing at 96%. Importantly, in support of growth in the coming years, we have doubled our sales force nationally by adding quality, experienced people. (See graph)

Slide 4

To an outsider looking in, the Company appears to have vastly different divisions, and this is what I thought when I looked at the organisation. However, when you look closely, you can see that we are defined by our well-rounded ability to engage across a customer's organisation. Our advantage is that each of the 3 key areas of our business all have,

- innovative designs;
- own the intellectual property created;
- use an efficient and cost effective manufacturing model; and
- the wherewithal to take to market, the products we create.

Our continued focus on Innovation is bolstered by the following actions;

- Innovative designs and products being launched all divisions
- Rebranding "InventisGregory" provides sales bandwidth
- Further research and Development expansion
- Creation of annuity income streams
- Acquired key experienced management
- International expansion of Technology Division
- Reinvigorated Distributor network
- Multi-disciplinary training provided to sales team
- Significant improvement in operational efficiencies

The specific new product launch schedule to the right, displays a productive year ahead.

It is through these synergies that we aim to unlock value for our shareholders. That is, our focus is on "**Innovation**" and continual improvement in customer service, operational cost management and all aspects of better operational management.

Slide 5 ~ Future Outlook:

The Chairman has already discussed our results to 30 June 2016 and provided an update as to where we stand as at 30 September. What I want to focus on is the future.

Firstly, over the next 12 month period, the group is expected to yield a consolidated revenue growth of 26.5%.

- Quarter 1 FY17 has provided us with the following outcomes;
- Outcome 1 - Q1 consolidated revenues up 5.6%
- Outcome 2 - Q1 consolidated gross profit margin up 15.5%

Other opportunities for the Group include;

- Continuing to growth and develop our national sales coverage with no limitation
- Release of new innovative products throughout Quarter 2 and Quarter 3
- Expansion of Research and Development capabilities
- Expand upon partnerships with 2 leading commercial furniture retailers
- Restoration of key major account relationships
- Expansion into annuity income generation
- New product divisions planned

With strong open order books in place across Opentec and Inventis Technology and the launch of several core new products across all divisions of Inventis Limited, we find ourselves in an optimistic position for the Financial Year 2017.

Financial Outlook

- Forecasted double digit revenue growth FY17
- Forecasted FY17 NPAT is expected to be double that of FY16

In summary, with a substantive experienced sales team across the country, growth expectations through development of our existing distributor network and the expansion of both, the group is strongly positioned to achieve its FY 2017 objectives.

I thank you for your time today and for your continued support of the business.



Garry Valenzisi
General Manager

28 October 2016