

# Inventis Gregory Group



**inventis**  
*inspired solutions*

# Inventis Limited

ASX  
Listed

- Listed on the ASX in 1999

3<sup>past</sup>  
years

- Restructure commenced
- Divested NZ operations
- Centralised operations at Eastern Creek, NSW
- Combined shared Services (Inventis HR Services)

Today

- Inventis is looking to scale up & partner with key growth opportunities
- Invested in Winya Indigenous Furniture in September 2019.
- Future growth plans in F20 taking advantage of scale up opportunities
- Discussions taking place with partnering opportunities across furniture and technology in FY-2020
- Furniture pipeline quotes and tenders > \$5m (at Sep 2019)
- Technology pipeline quotes and tenders > \$4.8m (at Sept 2019)

## Our Vision

A leading Australian manufacturer and distributor of patented products including ergonomic commercial seating, advanced electronics, rugged computing and Emergency Alert System solutions.

# Inventis Group

## Statutory Results

Profitability	Statutory FY2019 \$'000	Underlying FY2019 \$'000	Statutory FY2018 \$'000	Variance Underlying FY2019 to FY2018 %
Revenue	11,798	11,798	8,175	44%
EBITDA	(357)	649	(2,070)	131%
One off adjustments				
Inventory rationalisation		1,006		
Accelerated amortisation		152		
EBIT	(740)	418	(2,324)	118%
Net finance expenses	(930)	(930)	(753)	
NPAT	(1,670)	(512)	(3,077)	83%

Balance Sheet		FY 2019 \$'000	FY 2018 \$'000	YoY Variance %
Long term debt interest bearing		4,192	3,000	40%
Total assets		6,520	8,416	(23%)
Cash and cash equivalents		425	418	2%
NTA cents		(0.9)	(0.7)	
Unrecognised deferred tax asset		4,429	4,455	
Available franking credits		1,539	1,539	

Note that the Group has unrecognised deferred tax assets of \$4,429,263 which if recognised would have enable the Group to recognise a net equity position of \$1,355,479 for the year ended 30 June 2019.

## Commercial Furniture Highlights



“striving to become the premier commercial furniture manufacturer in Australia”

- Stabilised Sales Revenue pipeline.
- Tenders with Government contracts won
- Developed and implemented streamlined import procurement strategy.
- Improved Efficiency in factory
- Improved organisational structure
- Established distributor channel focus



## Commercial Furniture Review

Profitability	Statutory FY2019	Underlying FY2019	Statutory FY2018	Variance Underlying FY2019 to FY2018
	\$'000	\$'000	\$'000	%
Revenue	7,697	7,697	6,076	27%
EBITDA	2,970	2,970	2,307	29%
One off adjustments				
Inventory rationalisation		733		
Shared Services (i)	(2,564)	(2,564)	(2,653)	
Divisional EBITDA	406	1,139	(346)	429%
Notes				
i: Unaudited				



## Technology Highlights



- Appointed New GM
- Streamlined Engineering capability and pipelines
- Streamlined R&D
- Worked on new US developments for EAS.





# Technology Review

Profitability	Statutory FY2019	Underlying FY2019	Statutory FY2018	Variance Underlying FY2019 to FY2018
	\$'000	\$'000	\$'000	%
Revenue	4,101	4,101	2,099	95%
EBITDA	1,691	1,691	738	129%
One off adjustments				
Inventory rationalisation		273		
Shared Services (i)	(1,444)	(1,444)	(1,171)	
Divisional EBITDA	247	520	(432)	220%
Notes				
i: Unaudited				



## Rugged Highlights



- Won major international Opentec Orders
- Established Customer exclusivity across Australia and New Zealand
- Australian Compliance Software





## Inventis Overview



- Initiated an external strategic review
- Finalised 3- year strategic plan in August-19
- Completed strategic Alliance with Winya Indigenous Furniture in Sept-19
- Appointed GM and Signed Supply Agreements with Winya
- Seeking to appoint group MD in Oct-19
- Focused on scaling up organisational size and paying down significant debt over next 3 years

## Capital structure



Top shareholders	Number Held
REN Nominees Pty Limited and Associates	239,600,000
Richtoll Pty Ltd	51,749,971
Toveken Properties Pty Ltd	51,749,971
Tony Hassan Noun and Associates	48,800,000
David Rex George Littlejohn and Associates	30,333,328

Category	Ordinary Shares
1 -1,000	16,174
1,001 – 5,000	371,240
5,001-10,000	481,275
10,0001-100,000	3,114,726
100,001-9,999,999,999	698,665,954
Rounding Total	702,649,369

\* The group currently has \$1.5M tax franking credits available.

## Future Developments



### Scaling revenue and business units

- Entered into a new strategic alliance with Winya Indigenous Furniture
- Exclusive supply agreement to ensure Winya has access to all of the product offering of the Furniture Division
- Great opportunity for Australian manufacturing to partner and ensure growth and future development of Australian Indigenous business
- Increasing total Network pipeline quotes and tenders by \$6Million
- Entered into new call option agreement to potentially buy 100% of Workstations Pty Ltd

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