



**inventis**  
*inspired solutions*



Inventis [ASX IVT]

Building faster growth and improved  
shareholder wealth

2020 Financial Year Results  
September 2020

Investor Presentation Inventis Ltd F20



## F20 Results Summary



EBITDA **+330.7%**  
EBIT **+119.7%**  
NPAT **+82.5%**



L4L Gross Margin % **+9%**



4 New Business Brands acquired late in F20

Winya **49%**  
(Associate)  
September 2019

Workstations **100%**  
November 2019

Bassett **100%**  
April 2020

Bevisco **Brand acquired**  
April 2020



4 New B2B Locations - National Showroom  
Footprint increased 25%

- Canberra
- Melbourne
- Perth
- Darwin

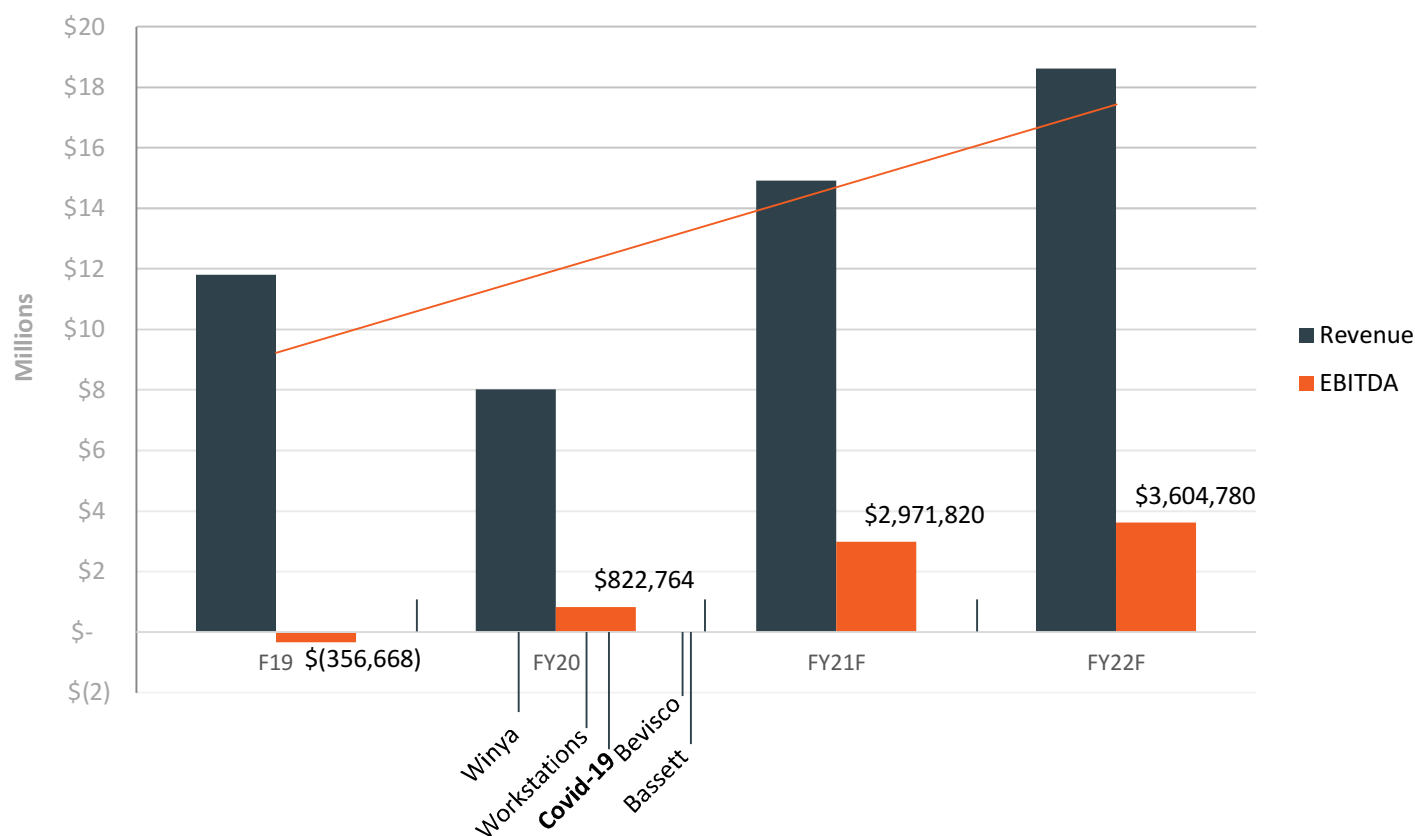


New Trademarks - Patent and Design registered

- WiLAS™ Technology
- Dual Density Mark II Gregory Chairs
- G- Smart™ Smart Chair
- Bevisco™

## Inventis Consolidated Revenue and Outlook

- The graph illustrates what the outcome of bringing in 4 new Business Brands into the group late in F20
- Growth estimates in 1st year post COVID-19 is expected to exceed >75%



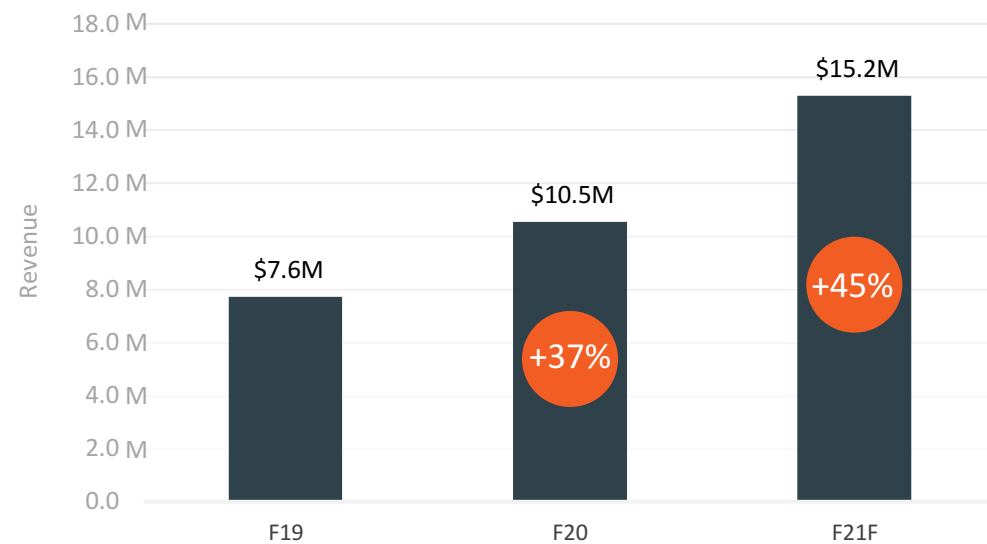
\*AASB16 transition into accounts in FY20 starting at 1/7/2019 taking into account the forecast going forward. Forecast dependent upon COVID border restrictions easing 2H20 and trading to go back to normality.  
EBITDA in Forecasts' years 2021 and 2022 assumes underlying results without reference to any abnormal expenses associated with things like capital raising or M&A activity..

## B2B Furniture Division Revenue and Outlook

### Furniture Division F20



### Furniture Division Growth Trend



## Trusted Management = safe hands



**Anthony Mankarios**

Managing Director

Anthony has over 25 years of experience in senior leadership roles. He has a proven ASX restructuring and growth record. Appointed Managing Director of Inventis Limited in October-19, Anthony was previously a Non-Executive Director with Inventis and the Chair of The Audit and Risk Committee.

Anthony's experience is well chronicled in the successes he has achieved in his former roles.



**Greg Welsh**

General Manager – Furniture

Greg Welsh has worked as CEO and in senior management roles in Sebel Furniture, Corporate Express (now Staples/Winc). Greg was appointed General Manager of the Furniture Division October 2019.

In 2018 Greg became the first Australian and one of only ten people globally to be Awarded for Leadership in the United Nations Sustainable Development Goals.



**Jeffry Stone**

General Manager – Technology

Jeff has over 25 years' experience in business development and business management.

He has been with the Inventis Group for 14 years as both Sales Manager for Gregory Commercial Furniture and General Manager for Inventis Technology.

## Major Achievements FY20

### F20 Key Events



Item	Completion Date
Investment and supply agreement in 49% Of Winya Indigenous Furniture	Sep-19
New Managing Director appointed - Anthony Mankarios	Oct-19
New GM Furniture - Greg Welsh	Oct-19
100% acquisition of Workstations Pty Ltd	Nov-19
Provisional Patent Wilas EAS	Dec-19
100% Acquisition Of Bassett Furniture Pty Ltd ( AUS)	Apr-20
Brand acquisition Bevisco Commercial Interiors	Apr-20
Provisional Patent - Smart Chair	Feb-20
Patent Seating - Dual Density Mk11 awarded	Feb-20
Coronavirus lockdowns	Mar-20
HoA - Technology supply agreement 4-DM.	Jun-20
HoA - Technology Australia Rugged Vehicles agency agreement	Jun-20
New Site Winya - Queanbeyan ( ACT) 74 Yass Road Queanbeyan	Feb-20
New Site Winya - NT	Jun-20
New Site Winya -WA 45 Welshpool Road , Welshpool WA	Jun-20



## Inventis Group

### Statutory Results

Profitability	Statutory FY20 \$'000	Statutory FY19 \$'000	YoY Variance %
Revenue **	\$ 8,015,770	\$ 11,798,019	(32.1)
EBITDA	\$ 822,764	\$ (356,668)	330.7
Depreciation and Amortisation	\$ (677,184)	\$ 382,923	(76.8)
EBIT	\$ 145,580	\$ (739,591)	119.7
Net finance expenses	\$ (438,384)	\$ (930,159)	52.9
NPAT*	\$ (292,804)	\$ (1,669,750)	82.5

Balance Sheet	Statutory FY20 \$'000	Statutory FY19 \$'000	YoY Variance %
Long term bank debt	\$ 5,621	\$ 4,192	34.1
Total assets	\$ 9,328	\$ 6,520	43.1
Cash and cash equivalent	\$ 557	\$ 425	30.9
NTA cents per share	\$ (0.007)	\$ (0.009)	17.9
Unrecognised deferred tax asset		\$ 5,010	
Available franking credits		\$ 1,539	

The company announced that it will review paying down all long- term debt with a Convertible Notes (CN) issue after March 21 offering existing shareholders a CN with a Franked Dividend

\* acquisition and finance abnormal costs associated with 49% investment in Winya Indigenous Furniture, 100% Workstations, 100% Bassett Furniture of \$157,798 are expensed in this period

\*\* Consolidated Revenue in F20 does not include Associate Winya Indigenous furniture.

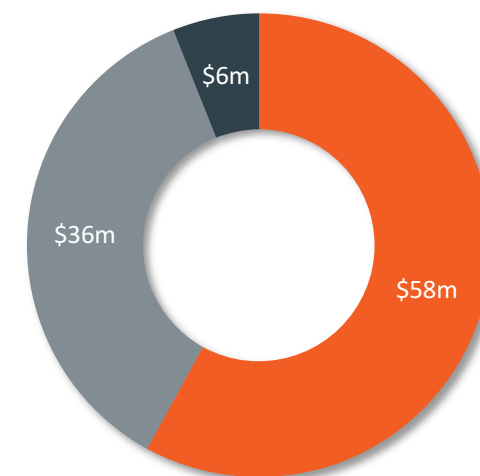
\*\*\* R&D costs ( Legal , Patent and Design works) \$273K taken up in expenses in F20 this is to do with G-smart etc.

## Inventis Group

### Summary – During a challenging COVID-19 period

	Variance %	F20	
Revenue Down	(32.1)	\$ 8,015,770	↓ ( Winya treated as associated and not included in this figure.)
EBITDA Up	330.7	\$ 822,764	↑↑↑
EBIT UP	119.7	\$ 145,580	↑↑↑
NPAT UP	82.5	\$ (292,804)	↑↑↑
Corporate Costs	(3.4)	715k	↓ F19 740k
Pipeline growth		F20	F19
Furniture	Up > 6x	>\$30M	>\$5M
Technology	Up > 10x	>\$68M	>\$4.8M
Expansion of new IP- Patent registrations and designs			
New R&D work on future Patents and designs re-instated.			
Group L4L GP%.	Up	9% increase on LYR	↑↑↑

### Total Group Network July-20 Activity



Open Posted Quotes	\$58,000,000
Opportunities being negotiated	\$36,000,000
Orders	\$6,000,000
<b>Total &gt; \$100Million plus.</b>	



## Inventis Limited – Corporate Slide

### Inventis Limited metrics

- ASX: IVT Share price over last 12 months to Aug 20; Up 100%
- Market Cap to Aug-20 - increase YoY to \$5.62M; Up 167%
- Long term debt \$5.6M new term lengthened till 2022
- Deferred tax assets \$5.01M
- Franking credits \$1.5M
- 100% Fully subscribed Capital Raise through RI in Jan-20 \$936K raised

### Manufacturing KPI's

- Furniture DIFOT up to 97% DIFOT, Technology DIFOT up to 91.7%
- GP L4L margins up 9% YoY
- Winya 49% associate grew showroom numbers by 4 new sites to date up 100%
- Workstations SEO traffic up 36.0%



## Furniture Divisions Review

- We have built up an enviable Australian Made manufacturing Commercial Office Furniture Division
- This includes game changing Technology and alignment with key Government contracts.
- The business is expected to grow significantly in FY21.
- We continue seeking further additions to the business through M&A.



Revenue		F20 Actual	F20 Annualised	YoY Variance
	Revenue	\$M	\$M	%
Gregory	FY	\$ 4.83	\$ 4.83	(37.2)
Winya Indigenous Office Furniture	Sep-19	\$ 4.62	\$ 5.40	20.1
Workstations (inc Bevisco Furniture Inc)	Nov-19	\$ 1.31	\$ 1.86	56.7
Bassett Furniture	Apr-20	\$ 0.32	\$ 1.28	(31.1)
Less intercompany		\$ (0.56)	\$ (0.56)	
<b>Total (Furniture Gross Network Sales)</b>		<b>\$ 10.52</b>	<b>\$ 12.81</b>	

Divisional Contribution to profit	Period From	F20 Actual EBITDA \$M
Gregory	Full YR	\$ 0.71
Winya Indigenous Office Furniture (100%)	Sep-19	\$ 0.20
Winya Indigenous Office Furniture (49%)		\$ 0.10
Workstations (inc Bevisco Furniture)	Nov-19	\$ 0.39
Bassett Furniture	Apr-20	\$ 0.11
<b>Total Furniture Division Segment Contribution (includes 49% associate)</b>		<b>\$ 1.31</b>

## Technology Divisions Review

- Technology projects were significantly affected by Covid-19 as border closures affected finalisation and commercialisation of product pipelines both nationally and internationally.
- The Division has built up pipeline awaiting contract finalisation of > \$55M.
- We anticipate 2H21 will allow for these contracts to conclude, based upon lifting of all travel restrictions.
- The business pipeline has expanded from >\$4.8M in F19 to over \$68M in FY20



Revenue	F20 Actual \$M	YoY Variance %
Technology	\$ 1.46	(19.3)
Opentec	\$ 0.30	(86.9)
<b>Total</b>	<b>\$ 1.76</b>	<b>(57.0)</b>

Divisional Contribution to profit (EBITDA)	F20
Technology	\$ 0.35
Opentec	\$ (0.26)
<b>Total Technology segment contribution</b>	<b>\$ 0.09</b>

Segment Summary	F20 \$M
EBITDA	
Furniture	\$ 1.31
Technology	\$ 0.09
HR services	\$ (0.16)
Property	\$ (0.09)
Board costs	\$ (0.32)
<b>Total</b>	<b>\$ 0.83</b>

## Progress towards FY21

### Tracking to our plans

- Inventis has turned the corner with a significantly improved EBITDA and earnings result compared to FY19, despite a very Challenging worldwide Covid-19 period. The Company remains on Jobkeeper.
- The group has strong pipelines and a robust R&D program that has delivered the most remarkable products like G- Smart - Smart Chair <sup>™</sup> owned by Inventis, Provisional Patent lodged in February-2020.
- Inventis technology has built up a strong pipeline signing numerous Heads of Agreements during this period.
- Due to Covid-19 supply based on HOA was deferred until international live product demonstration and delivery can be arranged.
- The group remains committed to being an Australian manufacturer and supplies quality products dealing with safety and health -WH&S products and engages with Indigenous business and employment.
- These products are generally prescribed or specified and not driven by spontaneous consumer behaviour.
- The Company has acquired interest in four different Australian brands over 6 months. This strategy has changed the dynamics of the previous business model creating a much better shareholder long term return expectation.
- The group has deferred tax assets and franking credits which it expects will be most likely fully utilised within the next 13 months.

## Gregory Commercial Furniture Highlights



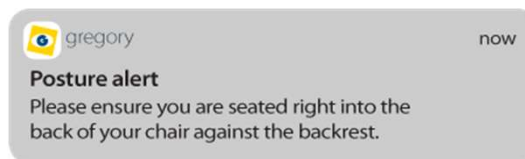
“ Becoming the premier commercial Australian office furniture manufacturer ”

- Created valuable Platinum dealerships across Australia as valued partners
- Better Servicing Government with Ergonomic Seating experts across Australia
- Expanding our “Ergonomic To The Core” traditions
- Improving designs with new sleek designs and WH&S focus.
- Managing mutual benefits with our R&D technology together with our Technology Division with the invention of G-Smart™ Smart Chair™

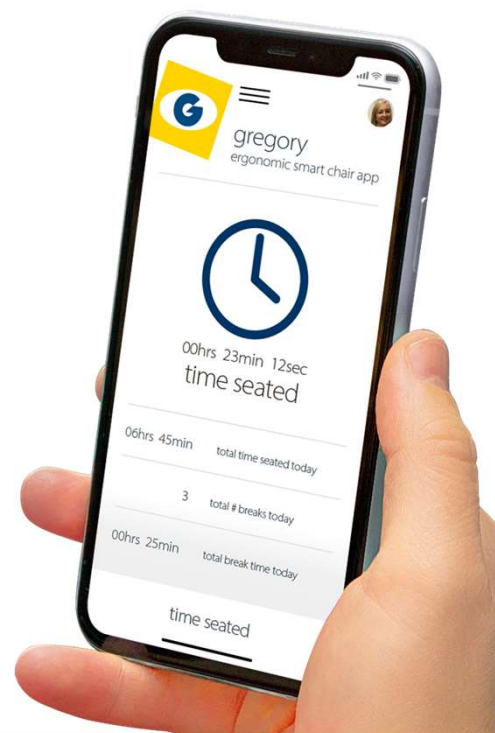
## The future office environment

### G-Smart™ | connected to your chair | ergonomics

- Built in seat foam sensors automatically detect when the user is seated incorrectly and sends a push notification message to the users' smartphone to alert them
- Revolutionary new Patented technology
- Sets new benchmark in WH&S and Risk Management
- Reduces the possibility of developing deep vein thrombosis (DVT)
- "Ergonomic To The Core" helps employee productivity & wellbeing
- Automatic asset auditing to reduce risk

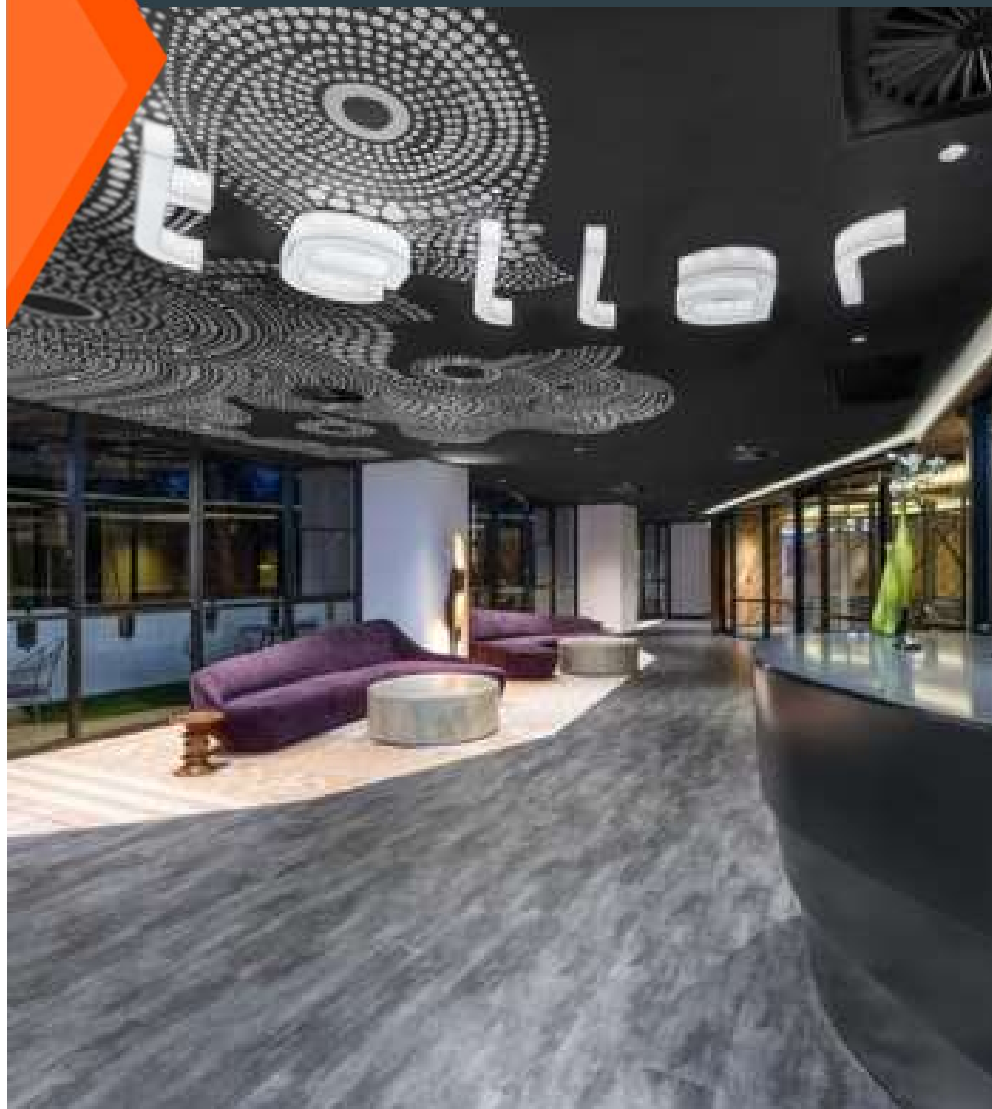


notifications to your smartphone





## Bevisco – B2B Complete Fitout highlights.



**bevisco**  
intelligent by design

“Enduring designs for office works space”

- Acquired the Bevisco Commercial Interiors Brand
- Operating within our existing Workstations Pty Ltd framework
- Trained staff developed > \$1.75 million in pipeline growth in FY21
- Expanding into Healthcare, Government infrastructure and Education.
- [www.bevisco.com.au](http://www.bevisco.com.au)

## Winya – Indigenous Office Furniture Highlights

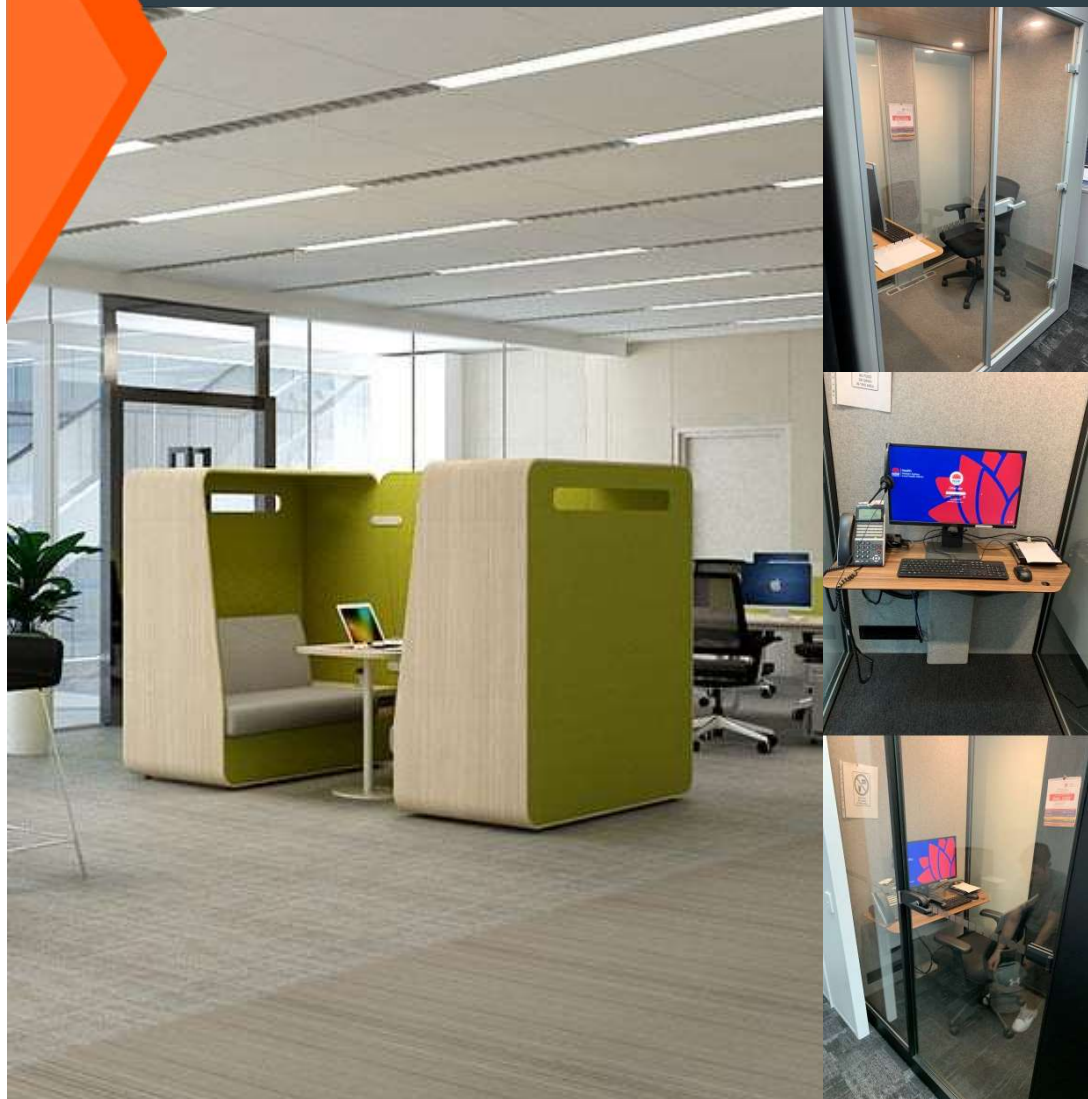


Winya

“Australia’s leading Indigenous office furniture Company”

- Group invested in 49% of associate Winya
- Inspirational Australian designed workspaces
- Broadened range of Soft-seating and sit-stand desks
- Prestigious multi-award-winning group, featuring future growth in major Government and financial sectors
- Supply Nation accredited member
- Expanding with Covid-19 Meeting Pods and workspaces
- 4 new showrooms

## Workstations – B2B Online SEO Highlights



“B2B supplier of mid-market office furniture to Government and Builders “

- Experiencing significant growth in Healthcare and Hospital works
- Attaining excellent online growth with sophisticated SEO management
- Developed sales with of unique “Medical Translator Covid-19 PODS”
- Fully Adapted to a WFH staff environment

## Bassett Furniture (Australia) Highlights

**Bassett** furniture  
FINE UPHOLSTERY



“Australian craftsmanship in commercial soft-seating:- lounges and sofas and train seats”

- Preferred supplier to State Public Transport and Rail Authorities.
- Australian Quality Workmanship and custom production.
- Innovation with new ranges set in FY21.
- Fine custom re-upholstery services to commercial clients.
- Leader in the Age Care soft- seating.
- [www.bassettfurniture.com.au](http://www.bassettfurniture.com.au)



## Developing a larger Technology Division- Highlights



- Expanded divisional pipeline from \$4.8M to \$68M in just over 12 months.
- Designed and developed Automated Track Worker Safety (ATWS) system to support global distribution opportunities.
- Secured FCC Certification on WiLAS™ Emergency Alert System for US Market.
- Developed new international sales and distribution opportunities in NZ, Philippines, US and EU.
- Registered “Inventis International” brand to capitalise on new vehicle opportunities.
- Partnered with Australia’s largest custom vehicle provider to create over \$40M in made-to-order vehicle solutions.
- Appointed new GM and sales staff (x2).
- Developed new R&D hardware and software relating to SmartChair for partner division.



## Board of Directors And Senior Management Team



**Tony Noun**  
Chairman



**Peter Bobbin**  
Non-Executive Director



**Anthony Mankarios**  
Managing Director



**Alfred Kobylanski**  
Chief Financial Officer &  
Company Secretary

## Management team



**Jeffry Stone**  
General Manager  
– Technology



**Greg Welsh**  
General Manager  
– Furniture



**Alfred Kobylanski**  
Chief Financial Officer &  
Company Secretary



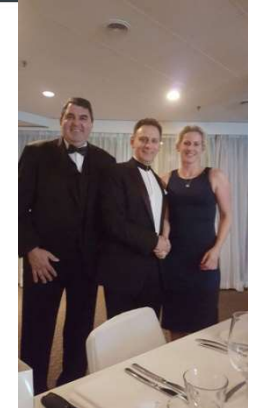
**Scott Downes**  
Marketing /  
Channel Manager



**Chantelle Knight**  
Co-Company Secretary  
& HR Manager



## Performance Culture and awards



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