



inventis
inspired solutions



Inventis [ASX IVT]

Building faster growth and improved
shareholder wealth

2021 Half Year Results
To 31 December 2020

Investor Presentation Inventis Ltd 1H21



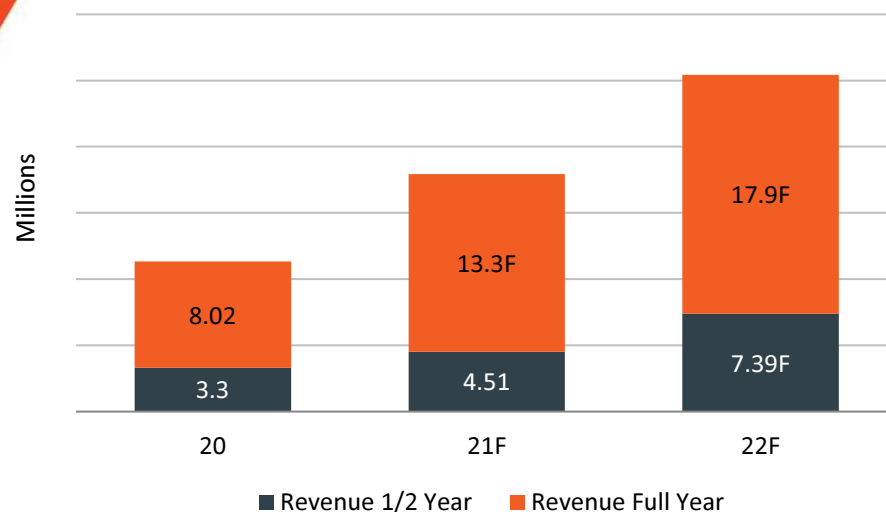
Summary Dashboard { ASX:IVT }



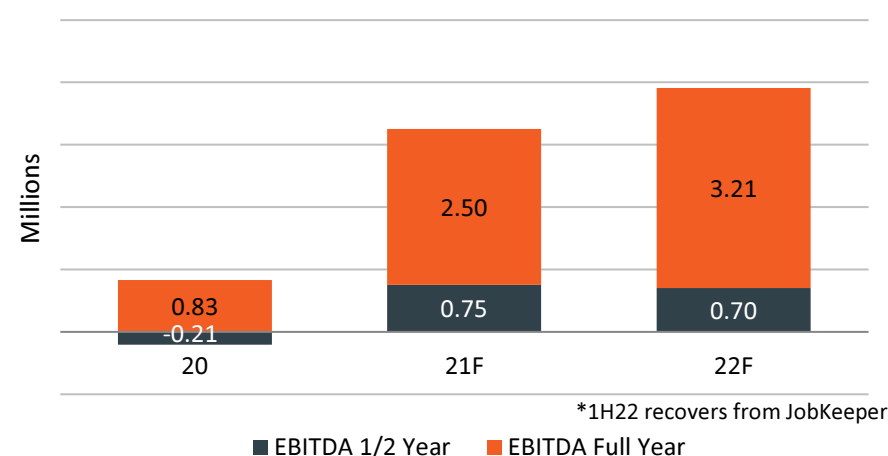
* EBITDA includes Winya 49% of associate

Inventis Consolidated Revenue and Outlook

Revenue



EBITDA



- EBITDA includes Winya 49% of associate
- Stronger Operating cashflow from operations (before interest expense). \$412.8K up +154.3% 1H21
- Winya 49% associate up +47% L4L 1H21 Revenue.

The company's trading has been impacted by COVID, despite this period an increase in Group Network Sales occurred of 56.6%, we anticipate, subject to normal trading conditions prevailing, additional revenue should start to materialise from our pipeline.

Inventis Group

Statutory Results

| Profitability | 1H21 \$Million | 1H20 \$Million | YoY Variance % |
|--|-------------------|-------------------|-------------------|
| Statutory Revenue ** | 4.51 | 3.34 | 35% |
| EBITDA (i) | 0.75 | (0.21) | 466% |
| Interest | (0.380) | (0.122) | (211%) |
| Depreciation and Amortisation (post ASSB-16) | (0.37) | (0.31) | (18%) |
| NPAT* | 0.01 | (639.400) | 100% |

| Balance Sheet | F21 \$'000 | F20 \$'000 | YoY Variance % |
|---------------------------------|---------------|---------------|-------------------|
| Long Term Bank Debt | 5,621 | 5,621 | 0% |
| Total Assets | 10,437 | 9,327 | 13% |
| Cash and Cash Equivalent | 533 | 556 | (4%) |
| NTA Cents Per Share | (0.06) | (0.09) | 33% |
| Unrecognised Deferred Tax Asset | | 4,736 | |
| Available Franking Credits | | 1539 | |

The company announced that it will review paying down all long- term debt with a Convertible Preference Share issue after March 21 offering existing shareholders a CPS with a suitable Franked Dividend or similar.

* Acquisition costs are incurred during this period of \$34k** Consolidated Revenue in 1H21 does not include Associate Winya Indigenous furniture.

*** R&D costs (Legal , Patent and Design works) \$122k.

Surplus funds from the potential Capital Raise will be used to fund growth opportunities in the near future.

(i) EBITDA includes 49% of associate Winya

Trusted Management = safe hands



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

Inventis Group

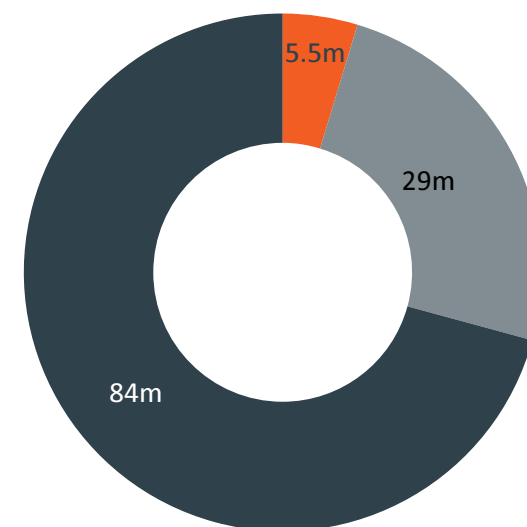
Summary

| | Variance % | 1H21 | 1H21 Winya 49% associate |
|----------------------------------|------------|-----------|--------------------------|
| Group Network Sales | 56.6 | 7,627,224 | 3,471,736 |
| EBITDA includes 49% of Associate | 466.0 | 751,699 | |
| NPAT | 100.0 | 1,456 | |

| Pipeline growth | 1H21 | 1H20 | Activity Variance |
|-----------------|---------|----------|-------------------|
| Furniture | > \$44M | > \$31M | 42% |
| Technology | > \$72M | > \$3.6M | 1928% |

- During a Covid-19 affected last 6 months, the Group grew its Pipeline and put forth plans to over deliver in the future.
- The numbers described in the Group Network Pipeline depicts current Sales and Purchase Orders, Open Posted Quotes and Opportunities (excluding the opportunities in Associate) that the Group is currently negotiating or has identified as potential business opportunities, which are being worked on. The opportunities and quote numbers do not necessarily represent future sales.

Current Group Network Pipelines



| | |
|--------------------|---------------|
| Orders | \$ 5,599,846 |
| Posted Open Quotes | \$ 29,375,505 |
| Opportunities | \$ 84,691,036 |
| Pipeline | \$119,666,387 |

Inventis Limited – Corporate Slide

Inventis Limited metrics

- ASX: IVT Share price over last 12 months to Dec-21-21 Up 109%
- Market Cap to Dec-21 - increase YoY to \$10.44M; Up 197%
- Long term debt \$5.6M new term lengthened till 2022
- Deferred Tax Asset \$4.73M (currently unrecognized, may be available subject to ongoing profitability)
- Franking credits \$1.5M
- Seeking to go to an EGM; raising \$8 Million in Convertible preference Shares or similar equity instruments.

Manufacturing KPI's and Associates.

- Furniture DIFOT up to 97% DIFOT, Technology DIFOT up to 91.7%
- Winya 49% associate grew showroom numbers by 4 new sites to date up 47% L4L in 1H20 Revenue.
- Workstations grew revenue by 124%.



Progress towards FY22

Tracking to our plans

- Inventis continues to outperform previous years and turn the corner with a significantly improved EBITDA and net earnings profit result compared to 1H20, despite a very challenging worldwide Covid-19 period. The Company beats earning targets.
- The Group has developed strong pipelines and a robust R&D program that has delivered the most remarkable products like G- Smart - Smart Chair™ owned by Inventis (Patents lodged in Dec-2020).
- Inventis Technology has built up a strong pipeline signing numerous Memorandum of Understandings during this period.
- Due to Covid-19 a supply based on HOA was deferred until international live product demonstrations 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 Group 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 \$18.2 Million of accumulated tax losses. It has unrecognised Deferred Tax Assets and Franking Credits. It may be in a position to utilise some or all of the deferred tax assets as and when they become available under the accounting standards.

Gregory Commercial Furniture Highlights



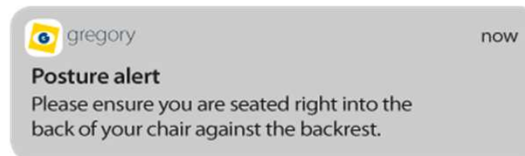
“ Establishing the premier commercial Australian office furniture manufacturer ”

- 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 a WH&S focus.
- Managing mutual benefits with our R&D technology together with our Technology Division with the invention of G-Smart™ Smart Chair™

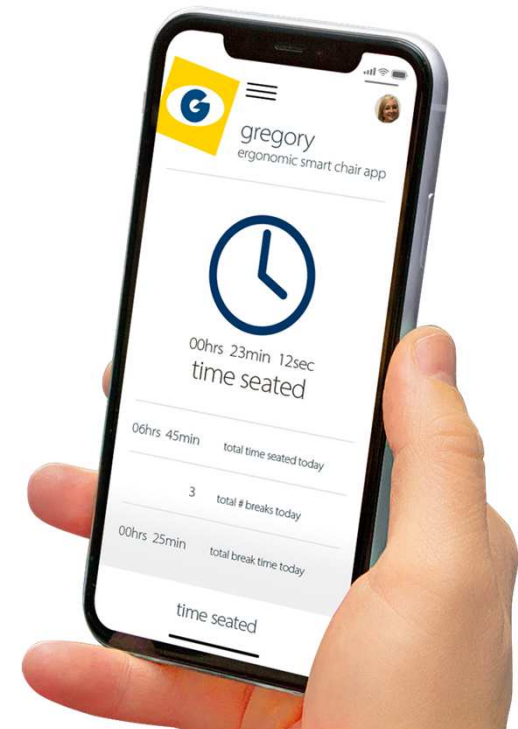
The future office environment

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



New Product - Project W

Project W | designed by women, made for everyone

- Extra small seat accommodates for the modern Australian workforce
- Chair designed to be suitable for the increasing number of petite employees in the workforce
- Coccyx relief system for improved comfort following child birth
- Enhanced lumbar support to relieve lower back issues
- Waterfall front edge to improve circulation



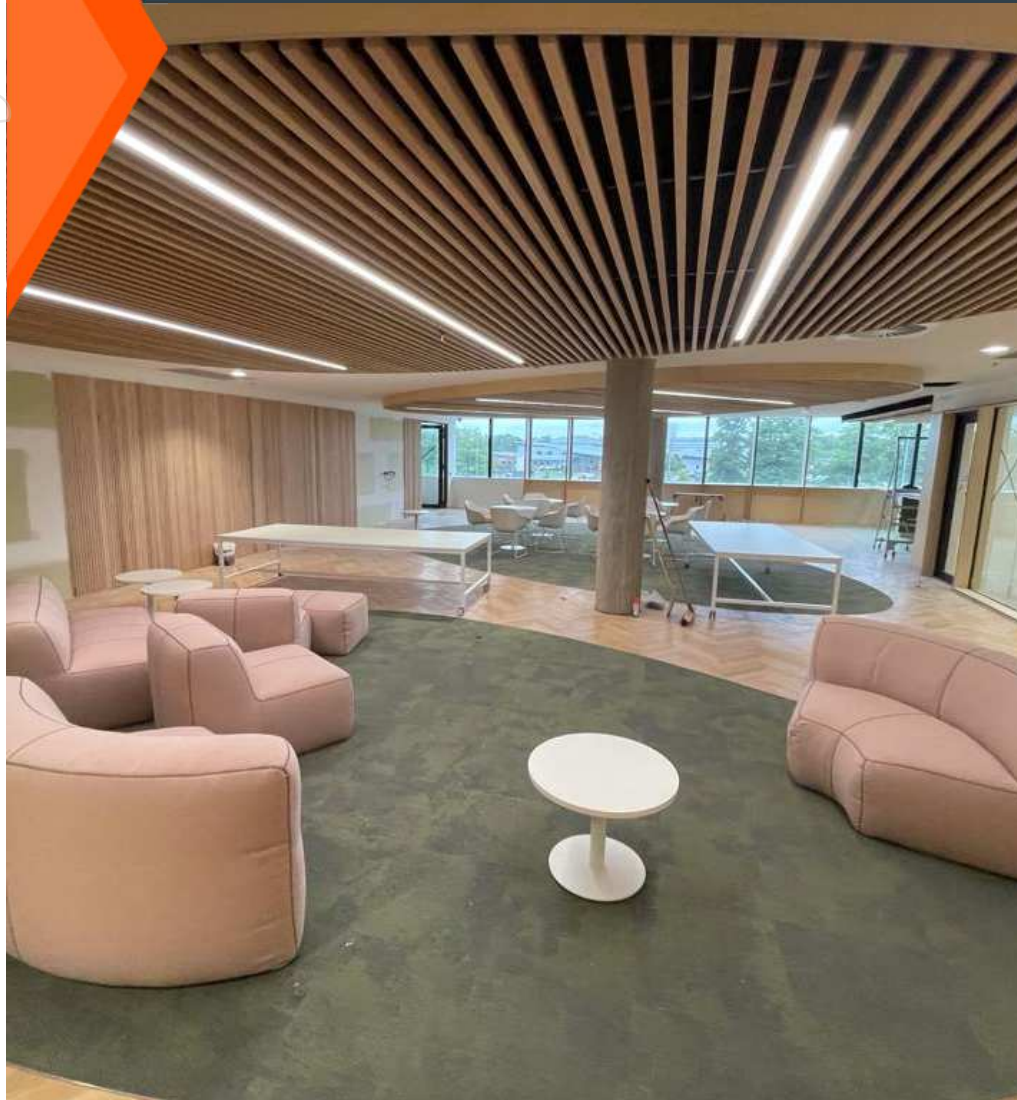
New Product - Booth seating

Gregory Access Booths / Portable Office ACCESS Pod



- The only Australian designed and manufactured wheelchair accessible portable Pod
- Fire sprinkler accessible roofing design
- Australian registered design and manufactured locally
- Commercial grade UV steriliser
- Integrated power

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 > \$4.1 million in pipeline growth in FY21
- Expanding into Healthcare, Government infrastructure and Education.
- 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- SA, NT, WA and ACT.

Workstations – B2B Online SEO Highlights



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

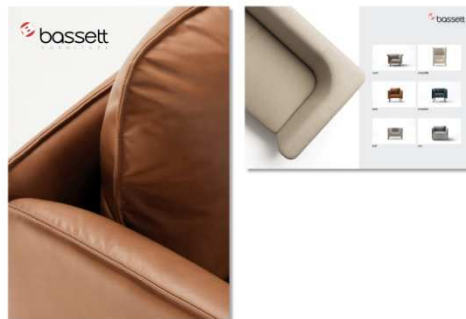
- State of the art Coleman Greig Fitout including Gregory Project W chair
- Experiencing significant growth in Healthcare and Hospital works
- Attaining excellent online growth with sophisticated SEO management
- Developed sales with of unique “Medical Translator Covid-19 PODS”
- Fully Adapted to a WFH staff environment

Bassett Furniture (Australia) Highlights

Bassett furniture
FINE UPHOLSTERY



New logo



New corporate identity



New ranges

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

- Seeking to enter into supply with major retail organisations
- Preferred supplier to State Public Transport and Rail Authorities
- Australian Quality Workmanship and custom production
- Innovation with new ranges set in FY21
- Complete rebrand with launch of new FY21 range
- Fine custom re-upholstery services to commercial clients
- Aim to be the leader in Aged Care soft-seating
- www.bassettfurniture.com.au

Developing a larger Technology Division- Highlights



- Expanded divisional pipeline from \$3.6M to >\$72M in just over 12 months during a Covid-19 period.
- 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” and “HazAvoid” brand to capitalise on new vehicle and safety alert opportunities.
- Partnered with Australia’s largest custom vehicle provider to create over \$40M in made-to-order vehicle solutions.
- Further Developed R&D hardware and software relating to SmartChair for partner division.



ATWS



- Wireless Automated Track Worker Safety ('ATWS') System
- ATWS is a low cost, modular, portable and wirelessly controlled warning solution for track workers operating on or near active rail corridors
- Train detection radar units, warning sirens, flashing warning beacon units and wearable warning devices
- February 2021 field testing completed on live tracks in the Hunter Valley.
- Major Distribution Agreement currently being negotiated in the UK, USA and Europe.

Pro-forma Balance sheet affect from a Potential Capital Raising

- By removing much of the Interest cost through a Capital raising of predominately equity classified instruments like correctly structured Convertible Preference Shares or similar the Group can take advantage of the following structural changes;
- We can reduce interest expense annually by as much as \$0.5 Million pa.
- The Company has currently > \$4.73 Million of Deferred Tax Assets.*(available subject to ongoing profitability)
- The improved equity position allows for improved cost of funds and growth opportunities to complete the extensive growth plans.
- Surplus funds from the capital raising after debt reduction will be used on growth opportunities to enhance returns to shareholders.
- Deferred Tax Assets are currently unrecognised. The Group, subject to profitability, may be in a position to utilise and recognise some or all of these assets in accordance with the accounting standards in the future.

Pro-forma Balance sheet adjustments

| | F21 * | F22 | |
|---|-----------|----------|------|
| | \$ 000 | \$ 000 | Note |
| Net Equity | (2,385.8) | 6,728.4 | i |
| Plus Forecast NPAT | 740.7 | 1,693.1 | ii |
| Plus Proposed Capital Raise at at 100% Subscription | 8,000.0 | 0.0 | |
| Plus Deferred Tax Asset Recognised | 373.5 | 3,989.5 | iii |
| Net Equity Post Capital Raise | 6,728.4 | 12,411.0 | |

i F21 Net Equity as at 31 Decmber 2020

ii F21 this represents 2H21 results forecast

iii This represnts the timing for the full recognition of deferred tax assets



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