



inventis
inspired solutions



Inventis [ASX:IVT]

Building faster growth and improved
shareholder wealth

Broker Capital Raise Hand-out
May 2021

Bassett furniture
FINE UPHOLSTERY

winya

bevisco
intelligent by design

WORKSTATIONS.COM.AU

GREGORY
innovating ergonomics, saving

inventis
technology

opentec

Inventis Limited Corporate Overview



Inventis Limited [ASX: IVT] Capital Raise

The Pursuit of Excellence

Bassett furniture
FINE FURNITURE

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innovating engineering solutions

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Recently



The Recent 6-months to 31.12.2020 result dashboard is shown below:



Bassett furniture
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Engineering & Technology

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Furniture Division Overview



Strategy shift

- Previously Gregory Commercial Furniture (GCF) was the Ergonomic furniture seating company.
- Main attributes consisted of patents with ergonomic design and posture and lumbar support for task seating with AFRDI & GECA certification. The main selling pathway focus was on Osteopaths and Government WH&S. GCF's market share was approximately 10% to 15%, which made it a significant player in a specialised niche market, that was previously declining over the recent past due to cheap imports.
- Present - The Australian Commercial Furniture Market size is approximately AUD \$1.2 billion. This market includes, task seating, executive seating, board room tables and seating, works stations and desks, visitor seating, drafting seating, healthcare seating, soft seating, lounges and booths.
- In FY2021 Inventis has begun growing into this space by acquiring an additional 4 brands with the capability to supply both the existing and target markets.
- Opportunities in the pipeline are aimed at closing additional ranges in ergonomics and sustainability to get us to where we aim to be. This is enhanced by the wave of sentiment against Chinese imports. Additionally, we are also currently working on securing more patents and locking in IP Value.

Furniture Australia Highlights



- Leader in ergonomic designed commercial furniture.
- Expanding into a larger office product market space.
- Innovative Australian made and sustainability story.
- Partnering with Winya Indigenous Furniture.
- Partnering in the Architectural Design Space with larger international manufacturers like Wilkhahn.
- Innovative Patents with G-smart – Smart Chair that connects to your phone via G-Smart app on apple and android devices.
- Growth in footprint across Australia with major Government contract supply agreements awarded.
- Innovation with registered design Project W chair.



notifications to your smartphone _____



Bassett furniture
FINE UPHOLSTERY

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redefining ergonomic seating

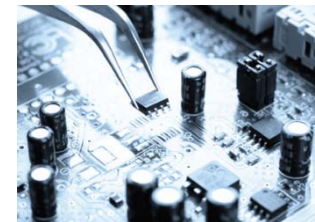
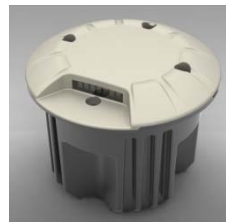
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Technology Brands



Designers & manufacturers of embedded electronic controls, safety warning solutions, road and rail advanced warning systems and rugged portable computing Solutions



Launching hazavoid.com



HAZAVOID
Wireless Emergency Alert Systems

EAS specialises in modular and scalable wireless warning siren and beacon solutions for premises occupant safety applications, including:

- premises lock down, evacuation siren systems
- hazard warning beacon systems (for factories, warehouses)
- custom designed supplementary warning systems



Siren Station



Sirens/Speakers



Remote



Opentec - Live Firing Exercises



Ultra Rugged Computers, Tablets and Handhelds

- Opentec is Australia's original rugged computer specialist.
- Pioneered ruggedised portable computer technologies back in the 1990's and continues to deliver market-leading ruggedised computers and computer-based solutions
- From Semi-Rugged to Fully Rugged solutions for general purpose field-based applications to Military Rugged models for Defence roles
- Notebook PC's, Tablet PC's, Ultra-mobile PC's (UMPC) and bespoke solutions



Impart - Vehicle Control Systems



Impart specialises in electronic control solutions and accessories for 12V and 24V powered (e.g. car, truck, trailer, boat, etc) systems, covering:

- CAN-Bus control systems
- emergency vehicle control systems
- vehicle device-specific controls (e.g. compressors)

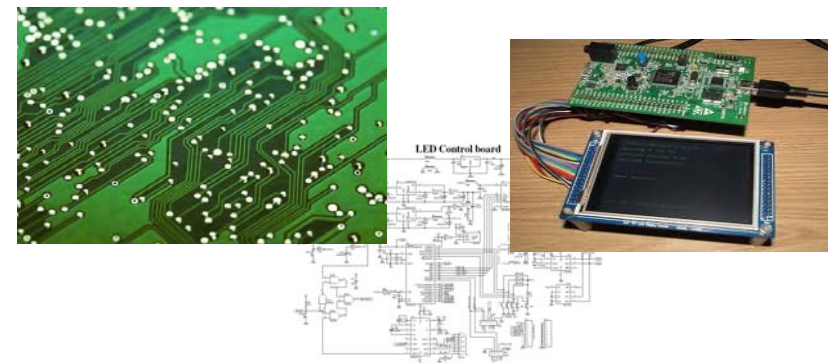


PNE Electronics

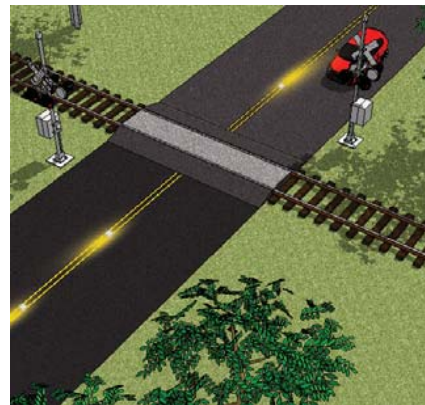


PNE specialises in electronic controls for 240V powered electrical, electronics and electro-mechanical devices, including:

- security and safety products
- heating, ventilation & cooling (HVAC) products
- 'green' products, such as power management and energy saving devices



Safezone Applications



ATWS - Automated Track Worker Safety System



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.
- Global applications for rail safety
- Negotiating MoU's for UK, EU, US, Middle East markets

Technology Pipeline

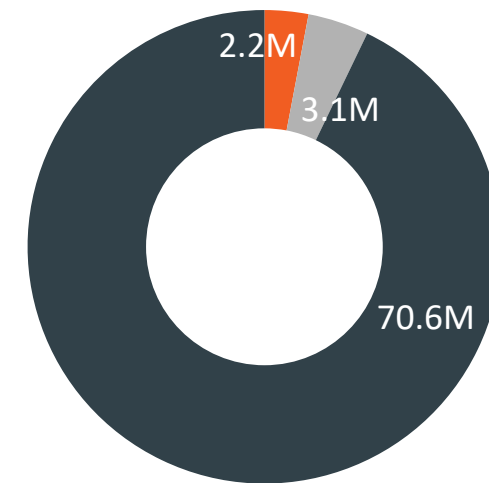


Current Technology Network Pipeline

31 March -21

	PO's	Open Quotes	Opportunities	Pipeline
< 12 months	\$2,104,000	\$2,295,925	\$14,721,772	\$19,121,697
>12 months	\$174,074	\$870,000	\$55,970,000	\$57,014,074
Total Pipeline	\$2,278,074	\$3,165,925	\$70,691,772	\$76,135,771

Purchase Orders, Quotes and Opportunities above are used as Pipeline, with Opportunities and Quotes having conversion rates ranging from 18-42% in general and may take potentially 12 months or more to close larger sales due to their complexity and field testing requirements.



PO's Open Quotes Opportunities

Group Opportunity



The objective is to grow into the larger \$1.2 billion market by organic growth using innovative designs and patents and through acquisitions. Even a 10% target gives ample growth opportunities for the Furniture Division.

The “Other Sectors” is \$125m size and Inventis Group is only \$16m of this segment. A huge growth potential to leverage on our Public Company strategy.

To do this we create a range of various design registrations and patents as well as partner with industry participants that offer larger scale R&D opportunities to exploit our target markets.

The Company requires working capital to commercialise its recent IP- Patents and to grow. It also needs to pay down expensive long- term Debt and legacy issues of a total of around \$6.6 Million.

To grow our Technology Division with improved overall revenue through diversified ranges improved innovation and a small bolt on acquisition in the near future.

The aim is to Raise \$8 Million with an initial \$4.2m pro-rata non-renounceable Rights Issue in the first instance followed by a series of placements under the 100m share cap approved by shareholders at an EGM in late June 2021.

Commercial Furniture Market Participants Estimates. Estimates only may vary from actuals only intended to provide scope.

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What has the Technology Division Contributed to the Furniture Division?



- The Technology Division shares Head Office Corporate services at Eastern Creek NSW with over \$500k p.a. shared between the Group.
- The division has also contributed valuable Intellectual Property (IP) and know how to enhance the value of the IP by helping create the Smart Phone apps, The G-Smart™ Patent and valuable engineering skills while employing a team of 3 full-time professionals in this field and working on various research and development projects aimed to enhance the Group's future revenue streams.
- The ATWS project along with the HazaVoid campaign was originated by the team.
- Providing valuable technical warranty services for electronic repairs in the Sit-stand Desk range that others cannot adequately provide in this market.

Inventis International



- Developing markets currently in Specialised Vehicle design and applications
- Mobile Command Vehicle pictured developed in conjunction with Impart



Vision and Mission of Inventis Group



Vision

The Company will deliver sustained growth in profit and dividends for its shareholders whilst maintaining a customer centric performance culture.

Mission

By making customers our focus, the group will deliver innovative advanced Australian manufactured product and services to create long term stakeholder value using the principles laid out in our declared organisational values and to enhance innovation and delivery of product to market.

“What we stand for”

“We do what we say” and “persist”.

Group Objectives



Pursuit of Excellence

- This aims to communicate the strategic direction for Inventis Limited in 2021 and beyond.
- To communicate the desired “Organisational Culture”.
- To communicate the desired Group “Vision” and “Mission” statements.
- To communicate suitable KPI’s and processes to adequately monitor progress toward the objectives as defined in the strategic review.
- To outline our plans for our financial management.

Group Key Success Factors



KPI's that will make
Inventis Great

- DIFOT (Delivery in Full and In Time) to over 95%.
- Improve conversion of opportunities to quotes and quotes to sales
- Improve "Time to Close" deals.
- Maintaining high Gross Profit Margins in dollars and percentage terms.
- Safety
- Maintaining positive culture and low staff turn-over.
- Innovation and design.
- Adequate inventory control

Tracking to our plans



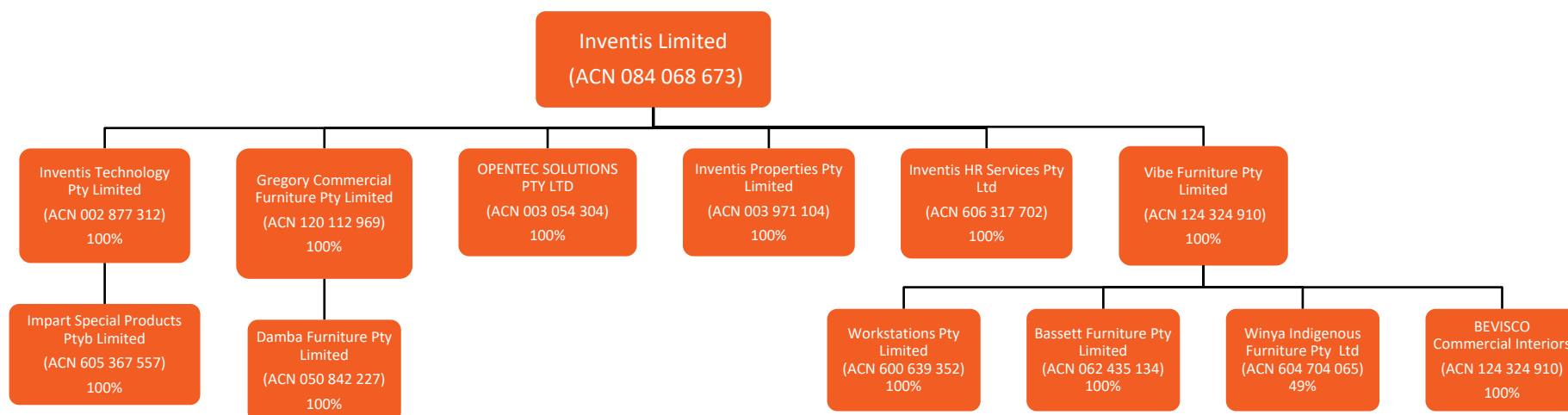
- Inventis continues to outperform previous years and turn the corner with a significantly improved EBITDA and net earnings profit result compared to 1H20, despite a very challenging worldwide Covid-19 period. The Company beats earning targets.
- The Group has developed strong pipelines and a robust research and development (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 and continuous to negotiate game changing deals for the future.
- Due to Covid-19 a supply based Technology Heads Of Agreement (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.
- We are seeing tailwinds in Government sector spending with healthcare, age care, infrastructure and defence all improving their F22 Budget spend capability.
- 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 long term shareholder 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.

Capital Raising

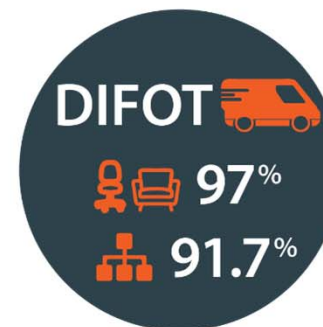


- The group has \$4.7m in Deferred Tax Assets, which has not been recognised in the Balance Sheet.
- The Group has a Franking Credits of \$1.5m.
- The Company's current Long Term fixed Financed Debt is \$5.62 million and Total Debt of \$6.6m.
- The Company's cost of capital and long- term benefits will improve if a restructure of the current Balance sheet is weighted toward equity rather than debt.
- The current long- term debt expires July 2022. This will require re-negotiation with THN our debt provider.
- There is a need to raise equity now and start the process toward achieving capital requirements for future improved performance and growth with an adequately leveraged Balance Sheet for the Company.
- The Company has a pipeline of special fit acquisitions that it is currently exploring, which adds synergies to the current Divisions.
- We will seek to raise capital of over \$4.2 million dollars less costs in tranche 1 by way of a pro-rata equity Issue followed by a placement or conversion of additional debt at some later stage to accommodate a suitable future acquisition.

Corporate Structure



Inventis Limited metrics



Funding requirements

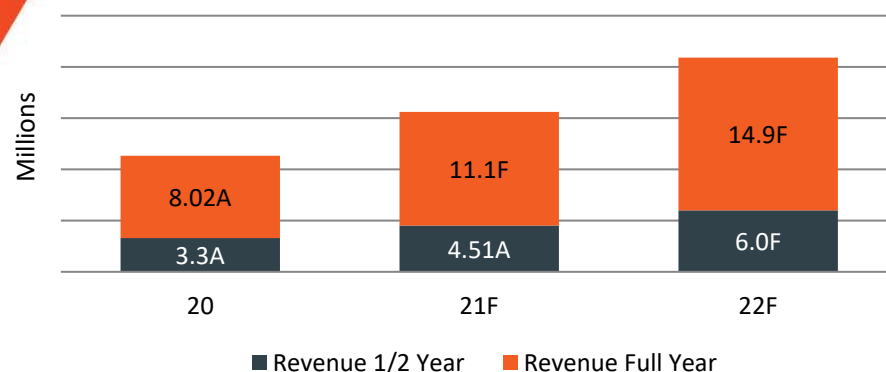


By December 2020, Inventis turned the corner with a small profit and an increased EBITDA. The group requires capital to continue to fulfil its future growth plans and to lower its cost base. These plans include paying down its \$6.6m long-term Debt and legacy issues (to reduce interest costs) and utilise funds for working capital to,

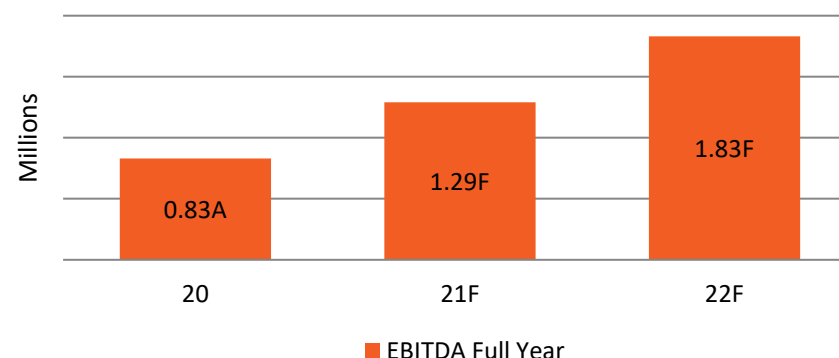
- Commercialise the new IP and Patents in the USA and UK.
- Enable growth by closing existing Technology Pipeline opportunities that requires R&D for ATWS in the UK.
- Develop a larger scale Commercial Furniture Group able to deliver sustainability objectives with recycling and additional product ranges aimed at Government, healthcare and corporates across a larger footprint nationally.
- Improve overall procurement by lowering its cost base and allowing better long- term advantages.
- Grow national footprint and improve overall profitability through sales and marketing synergies in each State.
- The tailwinds with increased Government spending in key verticals will allow for improved growth.
- Further growth opportunities are seen in,
 - The adoption of minimum quotas for procurement to go to Supply Nation certified Indigenous Companies.
 - The improved Patents.
 - Partnering agreements to supply broader ranges aimed at A&D.
 - Major negotiations with international and local companies will allow for uptake of the IP.
- The major headwind is the relatively unknown Covid-19 situation with the timing of completing the national vaccinations, international borders re-opening and the retention of quality personnel if our financial management plans are not materialised.
- Regardless the conversion of current pipeline opportunities will have the potential to improve the Group's Total Network Sales into the mid term in robust double- digit figures assuming the correct financial management position is put in place now and economic and global stability are maintained into the near future.

Revenue and Earnings Group Forecasts

Statutory Revenue



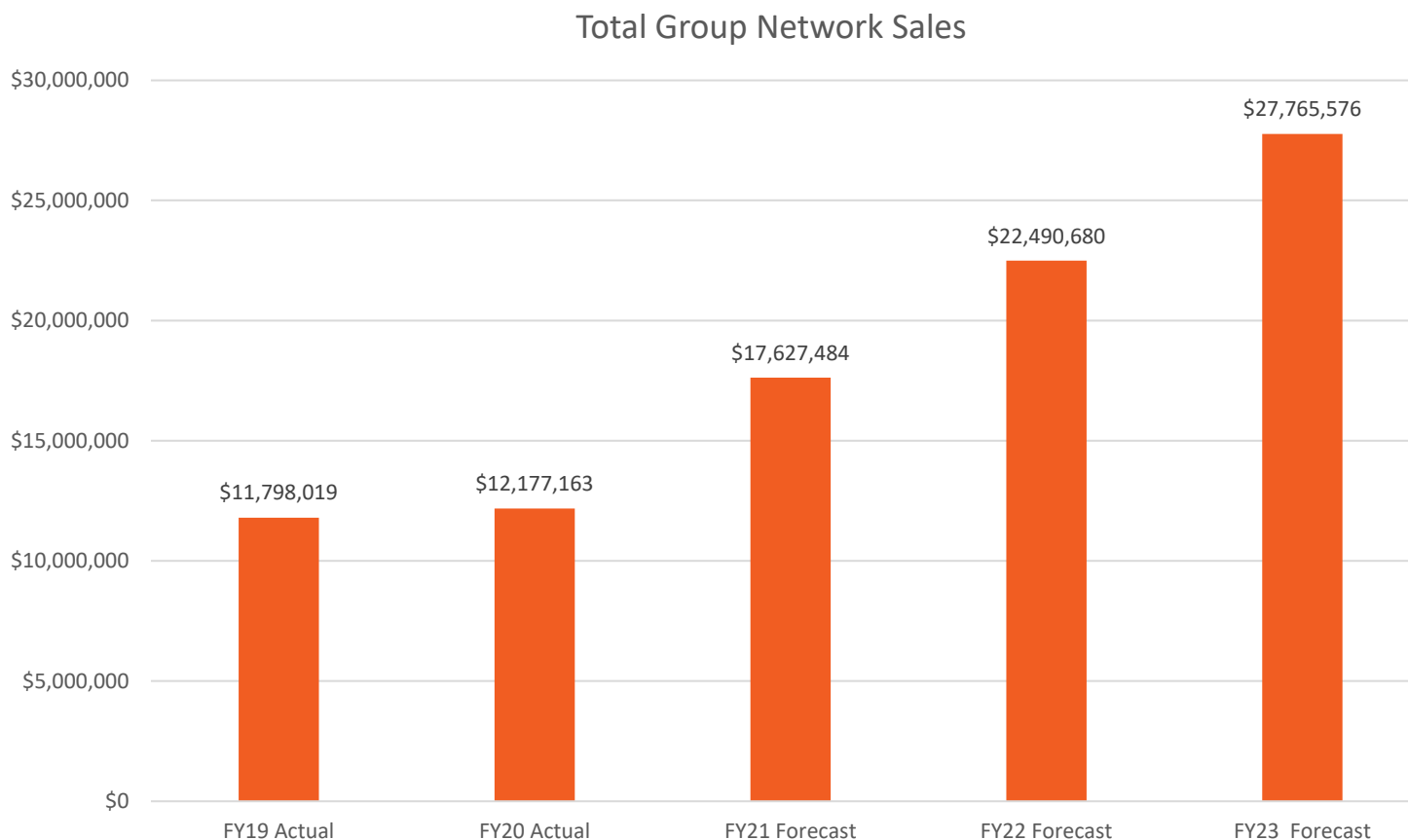
EBITDA



- Assumes capital raising has taken place on a fully subscribed basis.
- That conditions are maintained and improve post Covid-19.
- That Pipeline referred to is converted at the current run rates and the \$4.7Million deferred tax assets is not taken up in the balance sheet for the basis of this Forecast.
- That further Covid-19 lockdowns are avoided, and restriction are lifted in F22.
- Revised 2H21 EBITDA is due to delays resulting from clients' project delays and MoU's on major negotiations. These are factored into F22 and F23.
- Pipeline conversion can be affected by Covid-19 Border closures and lockdowns. A conservative approach was taken with potential upside of between \$5-7 m in additional Technology revenue by F23, which would lead to higher EBITDA forecasts if materialised.
- USD fluctuations
- Micro and macro economic stability.
- Risks associated with implementation of US Patent applications.
- Whilst no acquisition revenue is factored into these calculations future acquisitions are likely and will have an effect. These are unknown at present.
- Wages and salaries remaining relatively stable.

*1H22 recovers from JobKeeper

Growth Forecast – 3 year estimates



The figures above are forecasts only of group network sales including our associate Winya. These figures differ from published statutory results.

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Pro-Forma Balance Sheet



Inventis Limited
Statement of Financial Position
For the year ended 31 December 2020

	Half Year (4D) 31 Dec 2020	RI Capital Raise \$4.3 Tranche 1	Proforma 31 Dec 2020 after Tranche 1	Potential Capital Raise \$4 Tranche 2	Proforma 31 Dec 2020 after Tranche 2
Assets					
Current assets					
Cash and cash equivalents	533,528	1,303,805	1,837,333		1,837,333
Trade and other receivables	1,928,310		1,928,310		1,928,310
Inventories	2,098,627		2,098,627		2,098,627
Prepayments	73,534		73,534		73,534
Total current assets	4,633,999	1,303,805	5,937,804	0	5,937,804
Non-Current assets					
Property, plant and equipment	137,934		137,934		137,934
Right of Use Assets	1,988,708		1,988,708		1,988,708
Investments accounted for using the equity method	211,728		211,728		211,728
Other financial assets	66,677		66,677		66,677
Deferred tax assets	0		0		0
Intangible assets	3,398,242		3,398,242		3,398,242
Total non-current assets	5,803,289	0	5,803,289	0	5,803,289
Total Assets	10,437,288	1,303,805	11,741,093	0	11,741,093
Liabilities					
Current liabilities					
Trade and other payables	3,320,913	(1,000,000)	2,320,913		2,320,913
Interest-bearing liabilities	821,229		821,229		821,229
Lease liabilities	644,227		644,227		644,227
Employee benefits	905,994		905,994		905,994
Provision for Income tax	2,313		2,313		2,313
Total Current Liabilities	5,694,677	(1,000,000)	4,694,677	0	4,694,677
Non-Current Liabilities					
Interest bearing liabilities	5,621,041	(1,821,041)	3,800,000	(3,800,000)	0
Lease Liabilities	1,456,267		1,456,267		1,456,267
Employee benefits	51,087		51,087		51,087
Total non-current liabilities	7,077,308	(1,821,041)	5,256,267	(3,800,000)	1,456,267
Total Liabilities	12,771,984	(2,821,041)	9,950,943	(3,800,000)	6,150,943
Net Assets	(2,334,696)	4,124,846	1,790,150	3,800,000	5,590,150
Equity					
Share capital	34,565,293	4,124,846	38,690,139	3,800,000	42,490,139
Translation reserve	(1,096,140)		(1,096,140)		(1,096,140)
Reserves	17,982		17,982		17,982
(Accumulated losses)/Retained Earnings	(35,872,918)		(35,872,918)		(35,872,918)
Total Equity	(2,385,783)	4,124,846	1,739,063	3,800,000	5,539,063

Share Structure and EV



Shares On Issue			
Inventis Limited	949.96	million	
1:2 Offer Non -Renounceable Rights Issue.	474.98	million	
Total amount to Raise from RI	\$4.27	million	
Share Price at Close pre- RI	\$0.01		
4 Mth WAPV IVT shares	\$0.011		
RI-Offer Price	\$0.009	15% Discount on WAPV	
Market Cap (pre-Cap Raise)	\$10.45	million	
Total Debt and Finance	\$6.60	million	
EV- Enterprise Value	\$17.05	million	

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