



INVENTIS LIMITED

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30/07/2021

# Quarterly Activity Report

## Announcement to the ASX 30 July 2021

### General Operational Review

During the last quarter to 30 June 2021, the Group Business structure and activities remain unchanged.

The Group set forward plans and executed on the following:

- Completed a Non-renounceable Rights Issue on 12 June Which raised \$904K. The Shortfall Offer for \$3.36 Million was made in July 2021 and negotiations have been underway to fill the shortfall during this next quarter.
- Announced the Executive Share Option Plan participants for 2021-22.
- Signed various NDA's to explore potential M&A activity with external parties.
- Completed lodgement of the USA Patent of our WiLAS Hazavoid product.
- Successfully submitted tenders and offers for Government and larger corporate projects for FY-22.
- Created and developed additional cost control and quality management systems across the Group.

KPI summary FY21 vs FY20 % variance Pre-Audited Results	
<b>Network Sales</b>	
Furniture Revenue*	10.3%
Technology Revenue	55.9%
Total Group Network sales*	15.9%
<b>Statutory Revenue**</b>	31.7%
<b>Overall Pipeline Growth</b>	
Furniture Pipeline	88.7%
Technology pipeline	7.0%
Total Pipeline	31.9%
Cash & cash Equivalents (YoY 30th June)	36.1%

\*includes Winya 49% associate

\*\* Statutory IVT revenue

The Group overall cash improved during June year on year (YoY) by 36.1%.

The Group continues to manage costs in line with its revenue base during Covid-19 Lockdowns periods; and management has developed plans to reduce costs further by an estimated \$700K over the next twelve months from its initial cost targets in FY-22.

Covid-19 impacted the second half of the quarter with first Victoria then NSW and subsequently Qld entering Lockdown restrictions. Delivery and execution of project timelines, with both invoicing and supply chain restrictions playing a part in delaying and executing targets during these periods. Although these are matters, which are outside our control, the businesses have continued to function and win quotes and tenders for delivery into the next period.



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The Company's June-21 Group Network Sales were the highest in the Company's recent history.

The Company was informed in July that it was successful in its bid to become a preferred suppliers on the NSW Government Office and Education Furniture Contract.

Winya

Our Associate, Winya Indigenous Office Furniture, has also been informed that it was successful on bids and contracts and preferred supplier status with various projects, including ANZ "sustainability Branch roll-out", CBA, Victorian Universities, Government Furniture contracts and larger Corporate Projects with our range of Gregory product being specified.

Winya has also opened a pilot showroom location in central CBD at the Metcentre catering for the A&D market. A second pilot showroom is planned to open in Brisbane. Wilkhahn Furniture has joined into our Canberra showroom creating a quality experience for A&D and Government procurement.



Opentec ruggedised computers has been advised it has been successful in winning certain contracts due to start in July- 22 (FY23). It has also received further confirmation of a \$0.5 million order, for delivery in September 2021. Additionally, our Technology Division has been advised of the potential of a \$4.8 Million international bid being successful. The delivery timelines are currently being negotiated.



Our 100% owned Bassett Furniture has developed modern contemporary soft seating ranges consistent with our quality Australian made design capability. Robust orders have been received in late June-21 which will spill into July and August delivery.



Gregory has also been successful in winning additional lines being placed into mass merchant office suppliers and various B2B distribution outlets and has improved re-seller offerings that focus on the traditional Osteopath and its prescribed ergonomic healthcare solution offerings.

The Group continues to engage with re-sellers and improved "Delivery in Full and On Time" (DIFOT) to 99%. Client focus continues to generate high customer satisfaction and our survey results show strong brand recall and a trusted Gregory reputation and high levels of satisfaction for both clients and suppliers.

The new world first wheel-chair accessible "Gregory Office Pod" is now being sold into NSW healthcare and the G-Smart™ Smart Chair technology is also featuring in the new ergonomic "Firstline" seating range about to be launched and targeted toward our armed forces and police sectors, this chair has ability to talk to your mobile phone app.

The Project-W™ Chair designed by Women for everyone (option; featuring G-smart™) which has seen Inventis short-listed in the "Australian Financial Review's" - Most Innovative Company Awards FY-21. This showcases the Company's recent efforts and skill sets toward reaching its future goals.



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By order of the Board

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## About Inventis {ASX: IVT}

Inventis Limited is a diversified group of quality Australian manufacturing businesses including a Furniture Division owning 100% of Gregory Commercial Furniture Pty Ltd, Workstations Pty Ltd, Bevisco and Bassett Furniture Pty Ltd, it also has a 49% stake investment in Winya Indigenous Office Furniture Pty Ltd. It boasts a number of Australian Patent, designs and unique IP across the group. It owns Opentec Solutions Pty Ltd, Inventis Technology Pty Ltd and Inventis International Pty Ltd, a recently incorporated entity that plans to export technology globally.

The Group's current Managing Director is Anthony Mankarios (previously from Joyce Corporation Limited), who has already successfully integrated 4 new businesses in the last 12 months into the Inventis group, whilst managing the turn-around in the group's dynamics and its integrated fast growth prospects.

Inventis aims to be an innovator of commercial product whilst maintaining its Australian made identity.