



**inventis**  
*inspired solutions*

Inventis [ASX:IVT]

Building faster growth and improved  
shareholder wealth

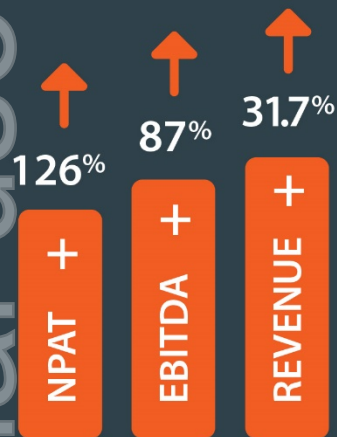
2021 Results summary

Investor Presentation Inventis Ltd F22

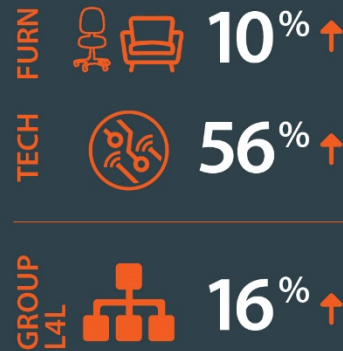


# Inventis Limited F21 Results Highlights

## FY21 Summary Dashboard



### Group Network Sales



### Cash equivalents



36.1% ↑

### Cash derived from operations

114% ↑



DIFOT 97% ↑

### Market Cap YoY July

+119.3%



# Inventis Group

## Statutory Results

Inventis Statutory	2021	2020	Variance	Inventis FY 21 Balancesheet	2021	2020
Revenue	\$ 10,559,337	\$ 8,015,770	32%		\$000's	\$000's
EBITDA	1,535,772	822,765	87%	Long term debt	5,595	5,621
YoY	87%	299%		Total Assets	11,835	9,288
Depreciation/Amortisation	701,137	677,185	4%	Cash and cash equivalents	758	557
EBIT	834,635	145,580	473%	NTA cents Per share	(0.005)	(0.007)
Interest	757,841	438,384	73%	Unrecognised tax asset	3,663	5,016
NPAT	76,794	(292,804)	126%	Available franking credits	1,539	1,539
YoY	126%	82%				

\*It is noted that the group has unrecognised deferred tax assets of \$3.6 million, based on tax rates of 26%, which is expected to be recognised in the next period. It is also important to note that the group announced a successful \$2.7 M capital raise in July 21, whereby funds were allocated to paying down debt and providing Working capital, these factors have positively affected the Net equity of the group since the reporting balance date 30<sup>th</sup> June 2021.

## Capital Raise - Allocations

- Group successfully raised capital to ensure a positive net equity.
- Achieved a 21% increase in total shareholders registered to 541.
- Achieved increase in institutional investors and investment funds by 24 additional sophisticated investors in July.
- Implemented initiatives to reward Executive team and sales staff during FY21.
- Created additional headroom in Debt facilities.

\* The group currently has \$1.54M tax franking credits available.

	Unaudited 30 June 2021	Capital Raise \$1.7 Tranche re RI Shortfall in July 2021	Adjusted Proforma after Shortfall	Capital Raise remaining RI shortfall	Proforma 30 June 2021 after final Shortfall Placement
<b>Assets</b>					
<b>Current assets</b>					
Cash and cash equivalents	757,948		757,948	52,000	809,948
Trade and other receivables	3,168,670		3,168,670		3,168,670
Inventories	2,287,764		2,287,764		2,287,764
<b>Total current assets</b>	<b>6,214,382</b>	<b>0</b>	<b>6,214,382</b>	<b>52,000</b>	<b>6,266,382</b>
<b>Non-Current assets</b>					
Property, plant and equipment	142,753		142,753		142,753
Right of Use Assets	1,665,173		1,665,173		1,665,173
Investments accounted for using the equity method	240,185		240,185		240,185
Other financial assets	76,618		76,618		76,618
Deferred tax assets	0		0		0
Intangible assets	3,395,779		3,395,779		3,395,779
<b>Total non-current assets</b>	<b>5,520,508</b>	<b>0</b>	<b>5,520,508</b>	<b>0</b>	<b>5,520,508</b>
<b>Total Assets</b>	<b>11,734,890</b>	<b>0</b>	<b>11,734,890</b>	<b>52,000</b>	<b>11,786,890</b>
<b>Liabilities</b>					
<b>Current liabilities</b>					
Trade and other payables	3,542,398	(563,750)	2,978,648	(913,000)	2,065,648
Interest-bearing liabilities	1,093,077	(20,000)	1,073,077		1,073,077
Lease liabilities	751,041		751,041		751,041
Employee benefits	944,070		944,070	(378,000)	566,070
<b>Total Current Liabilities</b>	<b>6,330,586</b>	<b>(583,750)</b>	<b>5,746,836</b>	<b>(1,291,000)</b>	<b>4,455,836</b>
<b>Non-Current Liabilities</b>					
Interest bearing liabilities	5,595,000	(1,068,000)	4,527,000	(177,000)	4,350,000
Lease Liabilities	1,103,369		1,103,369		1,103,369
Employee benefits	60,259		60,259		60,259
<b>Total non-current liabilities</b>	<b>6,758,628</b>	<b>(1,068,000)</b>	<b>5,690,628</b>	<b>(177,000)</b>	<b>5,513,628</b>
<b>Total Liabilities</b>	<b>13,089,214</b>	<b>(1,651,750)</b>	<b>11,437,464</b>	<b>(1,468,000)</b>	<b>9,969,464</b>
<b>Net Assets</b>	<b>(1,354,324)</b>	<b>1,651,750</b>	<b>297,426</b>	<b>1,520,000</b>	<b>1,817,426</b>
<b>Equity</b>					
Share capital	35,521,545	1,735,000	37,256,545	1,600,000	38,856,545
Reserves	(1,078,290)	(83,250)	(1,161,540)	(80,000)	(1,241,540)
(Accumulated losses)/Retained Earnings	(35,797,579)		(35,797,579)		(35,797,579)
<b>Total Equity</b>	<b>(1,354,324)</b>	<b>1,651,750</b>	<b>297,426</b>	<b>1,520,000</b>	<b>1,817,426</b>

# Dividend Policy

- Inventis intends to pay half of its net cash earnings in the form of a fully franked Dividend in the near future post Capital Raise. The balance will be retained for growth.
- Due to prior year losses being of \$14,087,557, the unrecognised deferred tax asset is estimated at \$3.6 m and Inventis currently can utilise up to \$1.54 million of Franking credits.
- This places the group in an advantageous position to pay fully Franked Dividends.
- The board has indicated that post Capital Raise completion, it intends to pay a fully franked Dividend.





## Commercial Furniture Highlights



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

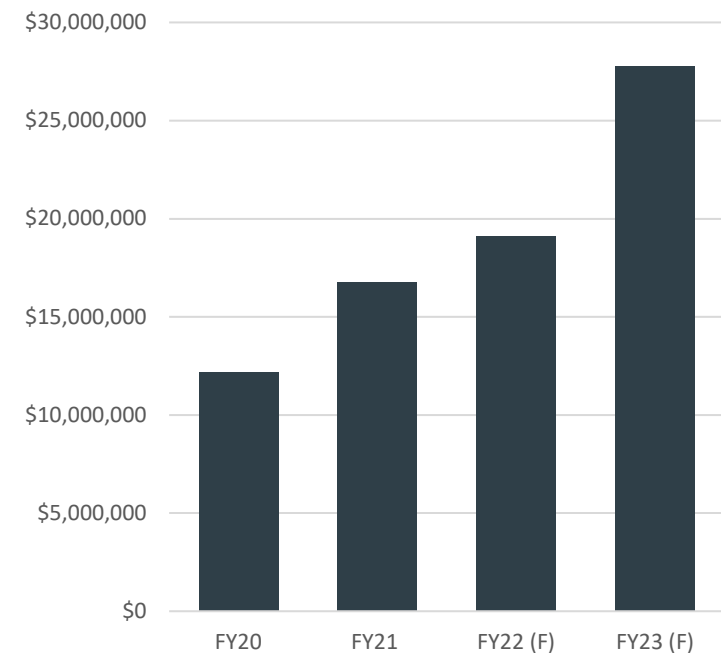
- Stabilised Sales Revenue and pipeline
- Tenders with NSW State Government supply tenders.
- Developed and implemented streamlined import procurement strategy.
- Improved Efficiency in factory to 99% DIFOT
- Improved streamlined organisational structure with <15% staff turn YoY pa reaching a new low.
- Established distributor channel focus with a 32% YoY increase in dealer sales.

## Divisional Results Summary Review

- The Company beat May-21 EBITDA estimates provided for F21 of \$1.29 million.

Divisional Break up		FY 21	FY20	Variance
Furniture	EBITDA	\$ 1,016,081	\$ 3,154,976	-68%
Technology	EBITDA	\$ 979,310	\$ 1,259,341	-22%
Corportate	Charges	(459,619)	(3,591,553)	-87%
<b>Total EBITDA</b>		<b>\$ 1,535,772</b>	<b>\$ 822,764</b>	<b>87%</b>
Shared service cost allocations		(1,317,475)	(3,008,029)	144%

Group Network Sales



## Technology Highlights

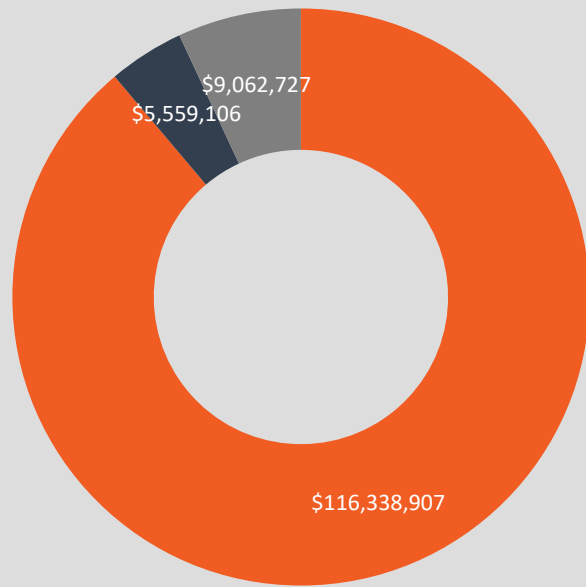


- Streamlined Engineering capability and pipelines.
- Worked on new US developments for Hazavoid [www.hazavoid.com](http://www.hazavoid.com)
- Developed a US marketing strategy and UK marketing strategy for Hazavoid.





# Pipeline Review



Pipeline Orders, Quotes & Opportunities	2021	2020	Variance
Furniture*	\$ 56,877,974	\$ 30,141,578	88.7%
Technology	\$ 76,135,771	\$ 69,362,333	9.8%
Total Pipeline	\$ 131,288,783	\$ 99,503,910	31.9%

Quotes

Orders and Current Invoicing

Opportunities

- The group has managed to win contracts and secure forward order commitments in F22 and F23. The overall pipeline has grown YoY by 31.9%

\*Includes Winya Indigenous furniture



## Rugged Highlights



- Won major international Opentec Orders
- Established Customer exclusivity across ANZ
- Australian Compliance Software



## Inventis Overview



- Reduced Debt and improved Finance facility headroom.
- Improved spread of share register by 21% and general share liquidity.
- Bedded down acquisitions and consolidated Australian manufacturing at Eastern Creek facility.
- Managed Costs down and found synergy and cost savings.
- Improved overall network sales and won a number of larger contracts .
- Achieved an Average compound growth in EBITDA of 193% each year for 2 years.

## Share Structure



**\$10.4m**

Market Capitalisation  
July 21

Enterprise value \$15.7 m.

Shares on Issue 62.48 m.

- The Directors and Management make up 5 spots in the top 20 shareholders ensuring focus on continuing performance and results.

Rank	Name	A/C designation	11 Aug 2021	%IC
1	MRS DEBRA ANN NOUN		11,980,000	19.20
2	INNOVATIVE MANAGEMENT PTY LIMITED	<THN SUPER FUND A/C>	6,750,000	10.82
3	CS THIRD NOMINEES PTY LIMITED	<HSBC CUST NOM AU LTD 13 A/C>	5,555,555	8.90
4	TOVEKEN PROPERTIES PTY LTD		5,174,991	8.29
5	RICHTOLL PTY LIMITED		4,529,273	7.28
6	DR DAVID REX GEORGE LITTLEJOHN		2,022,221	3.24
7	BOBBIN ED PTY LTD	<DOLCEZZA DI NON FARE A/C>	1,902,999	3.05
8	LOG-IT PTY LTD	<FALCON FIRE SUPER FUND A/C>	1,842,000	2.95
9	AUSTRALIAN PERPETUAL PROPERTIES PTY LTD		1,668,120	2.67
10	BASELINE PROFESSIONAL SERVICES PTY LTD	<KOBYLANSKI SUPER FUND A/C>	1,600,000	2.58
11	MR BRIAN PAUL HERMANN & WAIKATO TRUSTEE SERVICES LTD	CLYDE	1,333,333	2.14
12	STARBALL PTY LTD		1,116,012	1.79
13	NICHOLAS P S OLISOFF		750,000	1.20
14	YUCAJA PTY LTD	<THE YOEGLAR FAMILY A/C>	722,222	1.16
15	FALAFEL INVESTMENTS PTY LIMITED	<GRANT SUPER FUND A/C>	689,045	1.10
16	PETFERN CONSULTANTS PTY LTD	<PETFERN SF A/C>	669,999	1.07
17	RUSSELL ROY MALONEY		624,999	1.00
18	MR JOHN ROY WESTWOOD		552,500	0.89
19	JOELBESU INVESTMENTS PTY LTD	<TEMBO SUPER FUND A/C>	507,636	0.81
20	MR GREG WELSH	THE J & G WELSH SUPERANNUATION FUND	500,000	0.80
Total			50,490,905	80.91
Balance of register			11,912,312	19.09
Grand total			62,403,217	100.00



## 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 FY20, 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 <sup>™</sup> 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.
- 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, Agecare, 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 last 12 months. This strategy has changed the dynamics of the previous business model creating a much better shareholder long term return expectation.
- The Group previous years' 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 in 2H22.

## Future Developments

### Scaling revenue and business units

- 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.
- Signed collaborative HOA with Wilkhakn ( Europe's premium Boardroom furniture and Executive seating.)
- Won National Government furniture contracts as well as preferred supplier status on NSW and QLD state contracts.

# M&A growth Opportunity



- The Company currently has a pipeline of acquisition opportunities at various levels of negotiations.
- The Company has a solid Management team and Board with over 30 years experience in successful M&A and Corporate finance and operational management experience.
- An opportunity exists to scale up Revenue rapidly whilst taking advantage of the synergies afforded by the Company's existing business units, back-office facility and national and international distribution capabilities.
- The solid growth rates can continue going forward with the additional measures already put in place, subject to no deterioration of Covid-19 lockdown restrictions. M&A activity will heighten the chances for solid shareholder returns in the near future.

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