



FY 2016 Results Presentation

FY 2016 Highlights



- Record revenue performance – 58% increase to \$8.5m
- Contract wins and extensions totalling \$3.7m
- Strategic partnerships established – Sprooki & IDC
- Balance sheet strengthened and cost base reduced
- New capability added – SpotLite targets broad market cross section of SME's
- Growth platform now in place

Insights Retail - Highlights



- Major three year contract with The Good Guys
- Treasury Wine Estates contract secured
- Major brands renew contracts – Epson, TCL, Navman & Moët Hennessy
- New alliance with IDC



Moët Hennessy



TREASURY
WINE ESTATES



Insights Visitor – Highlights



- Successful installation at SupaCentre, Moore Park, Sydney
- Entered into Joint Venture to monetise circa six million passenger movements at Manly Wharf, Sydney NSW
- Teaming Agreement with Optus for Tennis Australia
- Entered into partnership with Singapore based Sprooki



MANLY
WHARF



OPTUS



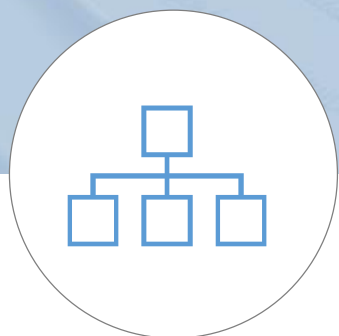
Sunshine Coast
COUNCIL

Condat - Highlights

- Revenue of \$7m booked and EBITDA of \$743,000
- Over \$2m of new contracts announced
- First contract secured out of Germany with Ericsson United Kingdom
- \$1m contract secured with ZDF



Operational progress to date



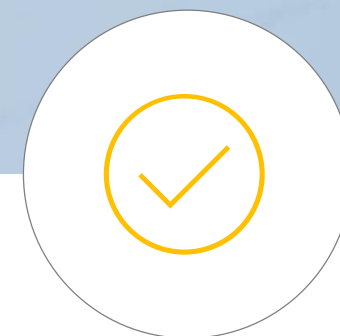
2014:
Established teams



2015:
Launched products
Acquired Condat



2016:
SpotLite launched
Partnerships established
Ongoing R&D investment



2017:
Implementation and sales
growth

Near term growth drivers



- \$4.52m funding facility provides Invigor with flexibility for growth
- Growing pipeline of major contracts for Insights Visitor, Insights Retail and Condat
- Encouraging take up for SpotLite in broad SME market – underpinning additional revenue stream
- Geographical expansion into Asian and European markets under consideration
- Confidence underpinned by conservative cost base, experienced leadership team and complementary SaaS product suite



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