

ASX Announcement

27 May 2015

Chairman's Address to Annual General Meeting

Attached is a copy of the Chairman's Address to be presented at today's Annual General Meeting of Invigor Group Limited and the accompanying presentation slides.

A video explaining Insights Retail Analytics is being shown at the meeting. The video can be accessed at vimeo.com/user36564000/insightsretail.

For further information, please contact:

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About Invigor Group Limited

Invigor Group is a leading information technology and digital solutions company. It specialises in innovative business intelligence, big data solutions for businesses and consumers which are supported by strategic consulting, development and marketing services. Invigor delivers its cloud based solutions to a broad range of clients including: retailers, brands, mobile network providers, local and state governments, advertising and media agencies.

INVIGOR GROUP LIMITED
ANNUAL GENERAL MEETING
WEDNESDAY 27 MAY 2015
CHAIRMAN'S ADDRESS

I would like to highlight the developments and activities of Invigor Group in the past year and further discuss the direction of the Company moving forward.

2014 was a transformational year for your Company and one of significant progress. We have invested time and effort in establishing a platform for growth that, in the near term, will position Invigor as one of Australia's leading data analytics and business intelligence companies across both business-to-business (B2B) and business-to-consumer (B2C) markets.

Big Data is fundamental to the growth and competitiveness of businesses today. It has become a key ingredient to the decision-making and investment decisions for a large number of organisations across multiple sectors, both public and private. Invigor Group is capitalising on this market opportunity, using its suite of big data products to adapt a scalable solution across multiple customers. Invigor's ability to connect this data enables its customers to more accurately target their market and achieve their goals with greater success.

Collecting, aggregating, analysing and deploying this data is at the heart of Invigor's business and gives us exposure to a very wide range of industry sectors. Our platform empowers customers to create value through data by making insightful decisions and taking insightful next actions. This allows customers to capture a slice of the multi-billion dollar market opportunity that can be unlocked using Big Data.

The Company has pursued organic and acquisition driven growth to establish itself as an industry leader. This gathered momentum during 2014 with the completed acquisitions of the balance of Global Group as well as Amethon in July and December respectively. Both acquisitions have given Invigor the technology platforms to develop and market the Insights suite of products that are at the core of the Company's service offering today.

Invigor's products give meaningful data to businesses and consumers alike. Businesses benefit from the Insights Retail Analytics range that provides a real time platform around pricing and intelligence in a number of markets. Meanwhile, Insights Visitor provides businesses with consumer intelligence and actionable insights arising from the growing use of mobile devices. Our latest product, Shopping Ninja, enables the consumer to determine the best value for money when shopping online.

While each product is valuable in its own right, and I will elaborate on the uptake of these products, there is even more value in the ability to leverage off the data we collect from each of these products. Connected Data is a major mantra for us. We are finding that when we speak to our customers they are seeking better information around their customers so they can tailor products and services more directly to them.

The ability to connect data from our range of products is a key differentiator to what is available in the market. So whilst a competitor may provide some of the same features we offer NO ONE today is able to provide the full range of information we gather for our clients. This means a customer, such as a major brand, may find our Insights Retail Analytics useful, but when combined with the very valuable data we gather from our Insights Visitor Solution and Shopping Ninja, brands and retailers alike can make far more relevant and useful marketing decisions.

Let me expand on the importance of what this actually means to a major retailer who wants to understand what customers are looking at in its stores – both physically and online. Our Insights Visitor Analytics product can assist here. But if the retailer wants to know how to better align its offering to its customers and make sure it is maximising its potential sales then our Insights Retail Analytics combined with Shopping Ninja will provide that data as well.

That is why we are now seeing significant traction with major enterprises around our solution. We currently are engaged in teaming agreements with Cisco, Ruckus and Big Air to name a few. We see these arrangements as capable of delivering sales of our products across a broad spectrum of the market.

We have now at least six major corporates/brands using or trialling our Insights Retail Analytics product and we see that momentum increasing substantially over the next few months. Shopping centre groups and major retailers are also evaluating our Insights Visitor solution. Also we are having good traction with Local government councils who are looking to use data from wifi precincts to improve services to ratepayers, local businesses and visitors to the area.

Shopping Ninja is a personalised online shopping assistant that will provide Australians with the best deal on consumer goods across a large range of retailers. It sits in the background until it has something to say, and unlike other shopping comparison web sites, follows you to the sites you want to shop on. Shopping Ninja currently covers most products in Consumer Electronics – such as TV's and cameras, Whitegoods – such as fridges, vacuum cleaners and washing machines and alcoholic beverages. Shopping Ninja will soon be available across other verticals and markets. The formal launch of Shopping Ninja will occur in early June and we have recently announced a \$6 million, three year advertising deal with Australian Traffic Network to promote Shopping Ninja across Radio and TV in Australia.

We will continue to seek bolt on acquisitions which will further entrench Invigor's position as a leading data analytics and business intelligence Company.

After a transformational 2014 the Company has positioned itself for substantial growth in revenue and earnings.

In relation to the KIT digital and Piksel matters, the Company is awaiting the distribution by the appointed KIT digital Creditors' Committee with timing and quantum of the distribution not yet determined. During March of this year we reached a settlement on the outstanding litigation matters between the Company and Piksel with both parties withdrawing the allegations made against each other. This settlement does not impact on the claims made to the KIT Creditors' Committee where we expect to see a reasonable payout. Settling this matter allows the management team to focus on building the core business.

We announced in April a \$2.0 million convertible note facility under which Marcel Equity or its nominees will provide funding to the Company to assist with our short term requirements. Resolutions in connection with this facility will be voted on by shareholders today. Earlier this month we announced a further \$2.0 million facility, of which \$1.4 million will be provided by Atlas Capital. I am also pleased to announce that the remainder of this facility will be underwritten by entities associated with Gary Munitz and Daniel Sekers – both executives of Invigor and who were majority vendors of Global Group. A meeting of shareholders will be held in July to consider resolutions in connection with this facility.

Finally, I would like to thank my fellow directors and the management team for their support and contribution to the Company.



Creating Value Through Data

Annual General Meeting
27 May 2015

Connecting The Dots

Creating Value Through Data

- Invigor Group uses its suite of **big data** products to adapt a **scalable solution across multiple customers**
- Invigor holds a unique ability to **connect data sets**, enabling customers to **target markets more accurately** and achieve their goals with greater success
- Customers of Invigor Group are capturing a slice of the **multi-billion dollar market opportunity** that can be unlocked using big data



Creating Value Through Data



Connecting The Dots

Invigor is capitalising on this **massive market** through it's flagship platform **Invigor Insights** and its personalised online shopping assistant application **Shopping Ninja**



Invigor Group is forecasting **\$10-10.5 million** in operating revenue and an EBITDA margin of approximately **23%** with substantial growth expected as the company continues to roll out its suite of services

Creating Value Through Data



Big Data Market Insights

- PricewaterhouseCoopers estimate that Australian retail and consumer businesses, by not leveraging their existing internal data, are missing an enormous opportunity worth...¹
- Big Data helps solve current advertising inefficiencies, with over **40%** of **\$500 billion** global advertising spend currently wasted ²
- Big Data market forecasted to be worth **\$50 billion** by 2017³



¹ Ref: IDC, Dec 2013 forecast & ADMA

² Australian Digital Marketing Association

³ Wikibon.org



Key Partnerships



Solution Partner



Solution Partner



Solution Partner

Creating Value Through Data



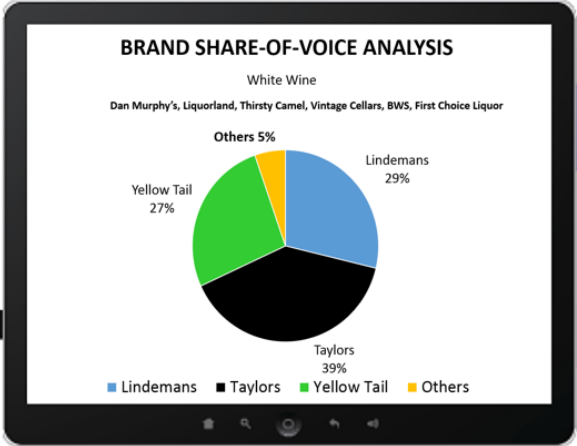
Insights Retail Analytics for Brand Owners & Retailers

Enhance brand and retail strategy decision making with real time Insights data



Average price by category, Alcohol

Brand share of voice, Alcohol



Insights Retail Analytics for Brand Owners & Retailers



Cloud based, business-to-business, competitive market insights software



Detailed live and historical pricing and product information for a number of consumer products



Personalised alerts for retailers and brands when reports are made available



Available to the alcoholic beverages, consumer electronics and whitegoods industries – health and beauty coming soon

Relevant to brands and retailers alike



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Insights Visitor Analytics

A holistic solution for retail property owners, venues, hotels, department stores, local governments, smart cities, websites and apps providing access to an almost infinite range of consumer usage, trends and behaviour information and delivering insights into customers interactions with competitors

A 360° VIEW OF VISITORS

1. Connect

Connect with your consumers through Wi-Fi, interact via Bluetooth and make them feel a part of your community.

4. Next Action

Create value for your organisation by increasing customer loyalty, brand advocacy, dwell time and revenue.



2. Learn

Learn more about your consumers. Who they are? What do they like? How do they perceive you?

3. Engage

Interact with your consumers in a meaningful and engaging way.

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Insights Visitor Analytics

ACTIONABLE INSIGHTS – THE PULSE OF YOUR BUSINESS



Stunning Insights. Intuitive Interfaces.

Insights web based dashboard and mobile friendly display keep you informed real-time. Have your venue performance at your fingertips with action alerts, traffic, conversion and more.

- **TRAFFIC**
Foot traffic, heat maps, flow maps, new vs repeat visitors and identify missed opportunities
- **VISITOR INFORMATION**
Demographic, sociographic, AIO's and trends
- **CONVERSIONS & GOALS**
Sales, window shopper to entry, return customers, increase average transaction value, optimise layouts, maximise marketing ROI and effective resource allocation

Creating Value Through Data



Shopping Ninja – Price Comparison for Consumers



How to shop with Shopping Ninja

1. Shop for any product across your favourite retailers
2. The Shopping Ninja browser plug-in will appear across the top of your screen automatically
3. Click through to the best retailer and enjoying savings on your purchase

Creating Value Through Data



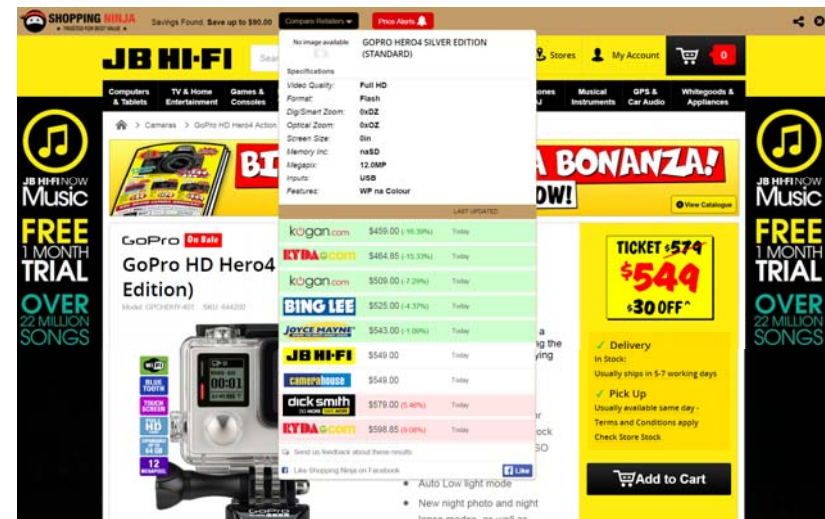
Shopping Ninja – Price Comparison for Consumers

Shopping Ninja is Australia’s first price comparison browser plug-in and mobile application that will provide Australians with the best value shopping on consumer goods across a large range of retailers.

Shopping Ninja covers over **100,000** products across **consumer electronics, whitegoods and alcoholic beverages** and is refreshed up to **three times a day**.

Shopping Ninja’s unique features

1. It’s retail agnostic
2. It has the most robust data set
3. It has an independent revenue stream



Creating Value Through Data

