

ASX Announcement

29 February 2016

Preliminary financial results announced with new financing facilities agreed

- **31 December 2015 preliminary results**
- **Future growth underpinned by 50% contracted and/or recurring revenue**
- **Condat forecasts \$8m revenue, 75% already committed**
- **Growing short list of larger and longer term deals for Insights**
- **New finance facilities agreed**
- **Share Purchase Plan announced**

Leading big data solutions company Invigor Group Limited (ASX: IVO) (“Invigor” or “the Company”) has today released its Appendix 4E – Preliminary Report for the year ended 31 December 2015. The results remain subject to audit completion.

Invigor has reported revenue for 2015 of \$5.3 million and a consolidated loss before interest, tax, impairments, depreciation and amortisation of \$2.1 million (subject to audit completion). The result reflects:

- the first full year contribution from the Insights product range;
- integration of Condat AG since becoming acquired effective 1 November 2015; and
- the impact of executive management and senior staff changes which occurred during the last quarter of 2015 which delayed the revenue generated by Australian operations, with significant one off costs, resulting in a direct effect on the bottom line result.

Please refer to the Appendix 4E and 31 December 2015 Preliminary Financial Statements released today for further information.

The Company today has more than 50% of its forecast 2016 revenue under contract or recurring. The acquisition of Condat at the end of 2015 has provided the Company with additional product and resources to enable it to execute on its strategy together with a more secure contracted revenue base.

Invigor has made a positive start to 2016 with contract wins for the Insights range together with increased downloads of its consumer product, Shopping Ninja. Currently the Insights Retail pipeline continues to grow with several major large scale and longer term contracts being finalised.

Additional information is contained in the accompanying presentation slides.

New Funding Facilities

Invigor advises that it is agreed terms with a fund controlled by L1 Capital Pty Ltd (“L1 Capital”) and has finalised a new agreement with Marcel Equity Pty Ltd (“Marcel”).

L1 Capital facility

Invigor has signed a Term Sheet for a short term facility with L1 Capital with a face value of \$1.0 million. Final documentation is expected to be executed this week.

Invigor will issue 3,000,000 shares to L1 Capital at Completion as collateral security for repayment of the loan (“Collateral Shares”). L1 Capital has the option to acquire the Collateral Shares for cash at the end of the Term at the lower of 7.6 cents per share and a 15 day VWAP calculation as defined in the agreement. The shares will be transferred back to the Company if not acquired by L1 Capital.

L1 Capital will also be granted 6,578,948 options over shares in Invigor (“Options”). The Options will have an exercise price of 7.6 cents each and will expire on 30 June 2018. There are no vesting terms.

Marcel facility

Invigor has also entered into a \$500,000 short term interest bearing loan facility with Marcel, a company associated with directors Gary Cohen and Gregory Cohen. The facility is available until 31 March 2017.

Share Purchase Plan

Invigor has today announced a Share Purchase Plan (“SPP”). Eligible shareholders are able to acquire up to \$15,000 of additional shares in the Company at 4.0 cents per share subject to the terms of the SPP. SPP documents are in the process of being despatched to eligible shareholders. The application period closes on 21 March 2016. Please refer to the SPP announcement made today for additional information.

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About Invigor Group Limited

Invigor Group (ASX:IVO) uses its complementary suite of big data products to source, aggregate, analyse and publish content for the benefit of businesses and consumers.

Today its interconnected data sets enable enterprise clients including retailers, brands, shopping centres and government bodies to identify and better understand competitors, consumers, markets and demographics while providing the consumer with the best value-for-money.

Using its current products and a pipeline of additional offerings Invigor will have the ability to provide an end-to-end solution spanning sales, product management, business intelligence, marketing, advertising, content creation and distribution, while monetising each step of the process.



Creating Value Through Data

Investor Presentation
February 2016

Company summary & investment highlights

Complementary suite of **big data products** that source, aggregate, analyse & publish insights & content – particular focus on retail sector

Rolled out three Key products with sustained growth in demand:

- **Insights Retail:** Competitive analytics platform for brands & retailers
- **Shopping Ninja:** Provides best value option to consumers on over one hundred thousand products
- **Insights Visitor:** Analytics platform that can extract data from any Wi-Fi hotspot or from Telcos

Acquired Condat AG: Smart media solutions including semantic engine & content distribution capability



Company summary & investment highlights

Today

- **Over 50% of IVO forecast revenue is already contracted or recurring**
- **Condat forecasting \$8m revenue with 75% already committed**
- **Refreshed management team positioned to grow the business**
- **Non-core business & assets exited – providing focus on key products**
- **Available cash at end of March – \$2.5m***

Positioned for growth for FY16

- **Insights** – growing pipeline, with focus on larger customers, 3 year & higher priced contracts
- **Shopping Ninja** – recently achieved 25,000 downloads – growth expected to continue as new verticals to be added
- **Condat AG** – solid contracted revenue, providing ability to influence how information is communicated & taking advantage of the shift to non-linear broadcasting

* Forecast



Corporate structure

Trading information (at 26/2/16)

Ticker	IVO
Price	\$0.05
Market capitalisation	~\$17.6m
52 week range	\$0.04 - 0.11
Shares on issue	353m

Management

Gary Cohen	Chairman & CEO
Richard Granger	COO
Gregory Cohen	Finance & Operations Director

12-month share price chart



Source: CommSec - 26/2/2016



2015 financial results¹

Consolidated:	
Revenue	\$5.3m
EBITDA	(\$2.1m) ²
NPAT	(\$3.1m) ²
Net assets	\$12.4m ²

1 Preliminary – subject to audit completion

2 Assuming no impairment charges required



What we do – complementary suite of big data products



Connecting the dots

Creating Value Through Data

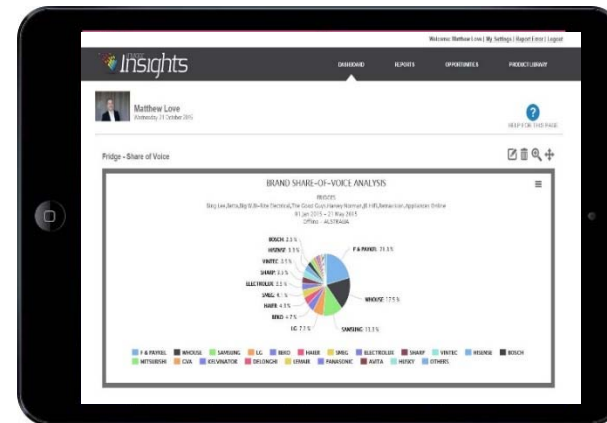
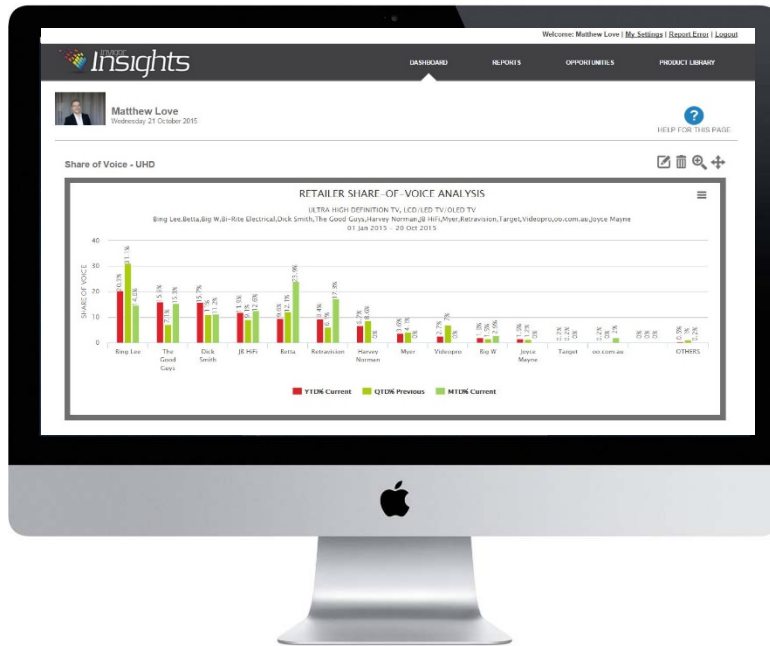
- Invigor uses its complementary suite of big data products to provide solutions to brands & retailers & their customers
- Invigor's interconnected data sets helps understand the competitive landscape & the market changes while providing the consumer with the best value-for-money.
- With Condat's capability Invigor can now facilitate the publishing of content through various digital channels & personalise that content.



Insights Retail



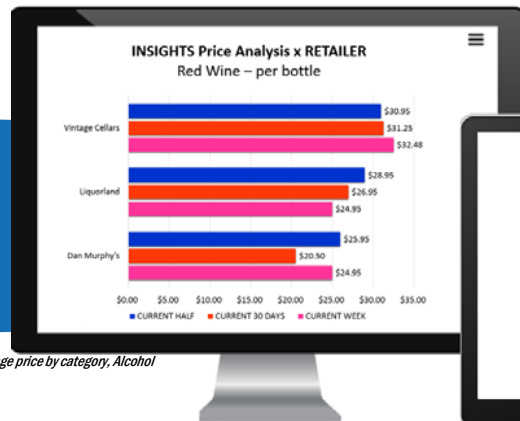
Competitive market intelligence platform for retailers & brands



Insights Retail analytics for brand owners & retailers

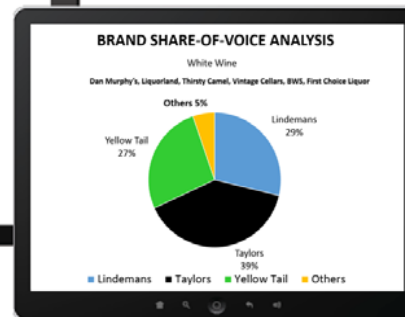
- Provides real-time data to brands/retailers on competitor products, pricing, advertising & other changes in the market
- Presently covers consumer electronics, whitegoods & alcohol verticals
- Customers include major brands & retailers
- Future customers include consultancy groups & research organisations

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



Average price by category, Alcohol

Brand share of voice, Alcohol



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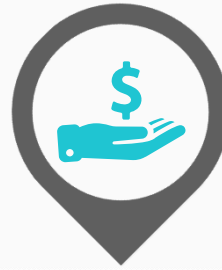


Insights Retail



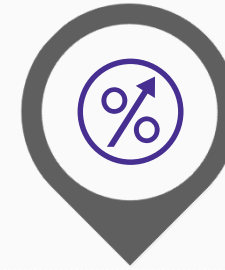
CUSTOMERS

Retailers
Brands
Market Research Firms
Consultancy Groups



REVENUE MODEL

Annual subscription fee
Professional Services
Data Consulting Services



GROWTH

Proprietary data
Shopping Ninja data
POS data
New product
Real-time price adjustment
Predictive analytics
Instore analytics
Online media monitoring
Global expansion



Insights Retail growth

- \$220k – Current annualised revenue from existing customers
- \$1m – Current annualised forecast revenue of customers on trial expected to close by Q2 FY16
- \$3m – Current pipeline where Invigor is shortlisted
- Rapid growth due to numerous customers moving from trial into full contracts
- 3 year contracts being standard term



Insights Visitor



Consumer analytics & engagement platform for bricks & mortar venues



Insights Visitor supports

Shopping centres, retailers, hotels & entertainment venues



Better understand & interact with visitors & customers



Improve in store sale conversion



Targeted advertising 1-to-1 or 1-to-many



Modify store layouts



Improve service & reduce head count



Better understand & price floor space



Enable crowd management



Better manage corporate spaces & client interactions

Unique selling proposition



Unique data set combines insights from Retail & Shopping Ninja , delivering unprecedented analytics on customers activities, interests & opinions



Combines Telco scale transaction volume & mobile analytics capability with the proven reporting engine of Insights Retail



Alert engine enables targeted messaging to clients' visitors & customers



'Next Action' logic can direct & report on customers upcoming interactions

Insights Visitor growth

- Gary Pianko appointed to lead Visitor team
- New contract signed with shopping centre group
- Forecast revenue – \$1m
- Key partnerships established with:



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Shopping Ninja

Helps consumers find the best value across 100,000 offers.

Can be installed on all devices across iOS, Android, Windows & Mac platforms:



Shopping Ninja – price comparison for consumers

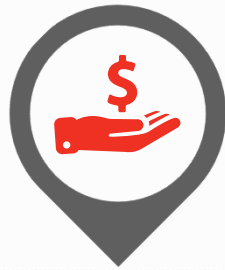


Shopping Ninja – growth in users & affiliates

- Excellent growth in uptake of Shopping Ninja since launch in May 2015
- More than 20 affiliates paying commissions to Invigor for sales generated
- Significant recent growth in affiliates including major retailers & brands across electronics & alcohol verticals



Shopping Ninja



REVENUE MODEL

**5% commission on sales generated
by Shopping Ninja**



GROWTH

Additional products

Cosmetics
Perfume
Vitamins

**Consumer engagement
Online Media Monitoring
Global Expansion**



Data

**Consumer interest
Consumer shopping habits
Consumer journey
Website & Marketing
effectiveness**



Condat AG



Smart media & mobility solutions provider aiming to deliver content in the **best possible way**



Smart Media Engine – **analyses semantic content of metadata automatically & enriches it with online information**



FY 16 Forecast revenue of **\$8 m**



Enables the **scheduling & editing of online content** to be made available as required



Existing clients including all Germany's **major public broadcasters & key private outlets**



Assists with **content creation & distribution** through various digital channels



Condat customers

Broadcast



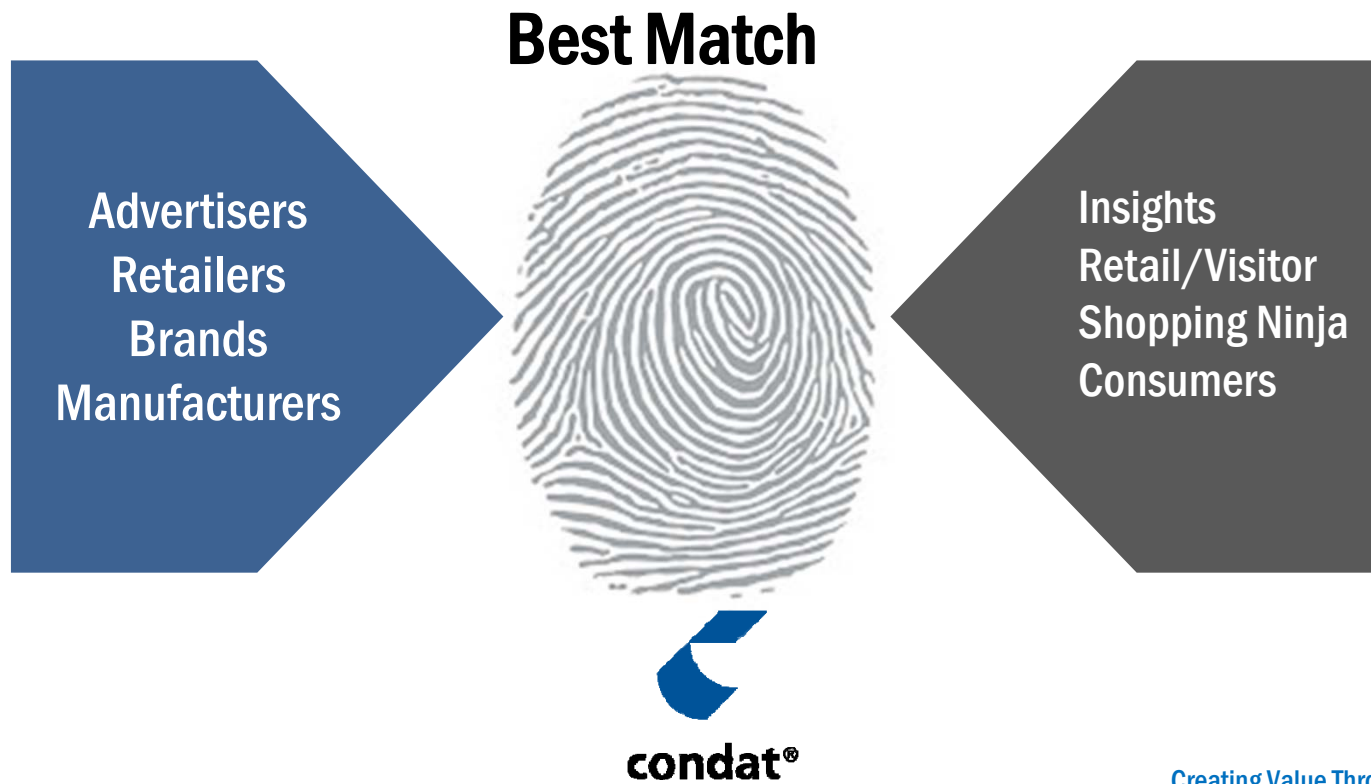
Corporate



German government



Where Condat fits with Insights



Invigor monetisation model

1. **Insights Retail** – Annual subscription based on number of categories & professional services
2. **Insights Visitor** – Annual subscription & professional services
3. **Shopping Ninja** – Commission on sales & promotional platform for brands & retail
4. **Insights Data** – Transaction based model
5. **Condat AG** – Software licence fees & professional services

All products work individually or may be combined to provide more meaningful data of consumer behaviour right through to personalised content distribution



Key revenue catalysts for 2016

- Build revenue with additional contracts for Insights Retail & Insights Visitor
- Growth in Shopping Ninja downloads & sales using the service
- New verticals to be launched in Shopping Ninja
- Ongoing integration of Condat capabilities to improve product offering
- Further contract wins by Condat
- Potential expansion into other markets



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