

A close-up photograph of a person's hand holding a black smartphone. The person is wearing a red long-sleeved shirt. Below the hand, there are several shopping bags with green handles and red and black straps. The background is blurred with warm, bokeh light effects.

INVESTOR PRESENTATION

November 2016

The logo for Invigor group, featuring a stylized 'i' with a colorful swirl above it, followed by the word 'invigor' in a bold, lowercase sans-serif font, and the word 'group' in a smaller, lowercase sans-serif font below it.

invigor
group

Suite of Solutions



<https://vimeo.com/127235196>



<https://vimeo.com/187258205>



<https://vimeo.com/191115189>

Investment Highlights

-  **Growing Data & Analytics Market**
Provides unique exposure to the rapidly growing market for data and analytics
-  **Diversified Revenue Streams**
Including blue chip customers
Pipeline of new revenue generating contracts continues to grow
Major growth opportunities based on new products
Media sales from more personalised content
-  **Experienced Team**
Highly experienced operations team in place – including head of European operations
-  **Stronger Balance Sheet**
Restructured debt to provide a stronger balance sheet




Invigor
group

Corporate overview

IVO Capital Structure Pro-Forma as at November 30, 2016	
Shares on issue	461.5m
Options on issue	65.4m
\$4m Convertible notes	133m
Market cap at \$0.020	\$9.23m
Cash at bank*	\$1.8m
52 week high	9.4c
52 week low	1.6c

Major shareholders	Shares	% held
Millinium Fund Unitholders	56.5m	12.2
H Investments International	52.5m	11.4
RJL Investments & Gregkar	51.2m	11.1
Top 20	202.7	43.9

*After \$4m convertible note issue and repayment of outstanding convertible notes.

Executive Directors & Management Team



Gary Cohen
Chairman &
CEO



Greg Cohen
Finance Director
& CFO



Michael Stone
Director of
Products



Leslie Cohen
Commercial
Director



Gareth Mair
Sales
Director



Ryan Yap
Product Development
Director



Camila Lima
Marketing
Manager

Non-Executive Directors



Tony Sherlock
Non-Executive
Director



John Hayson
Non-Executive
Director



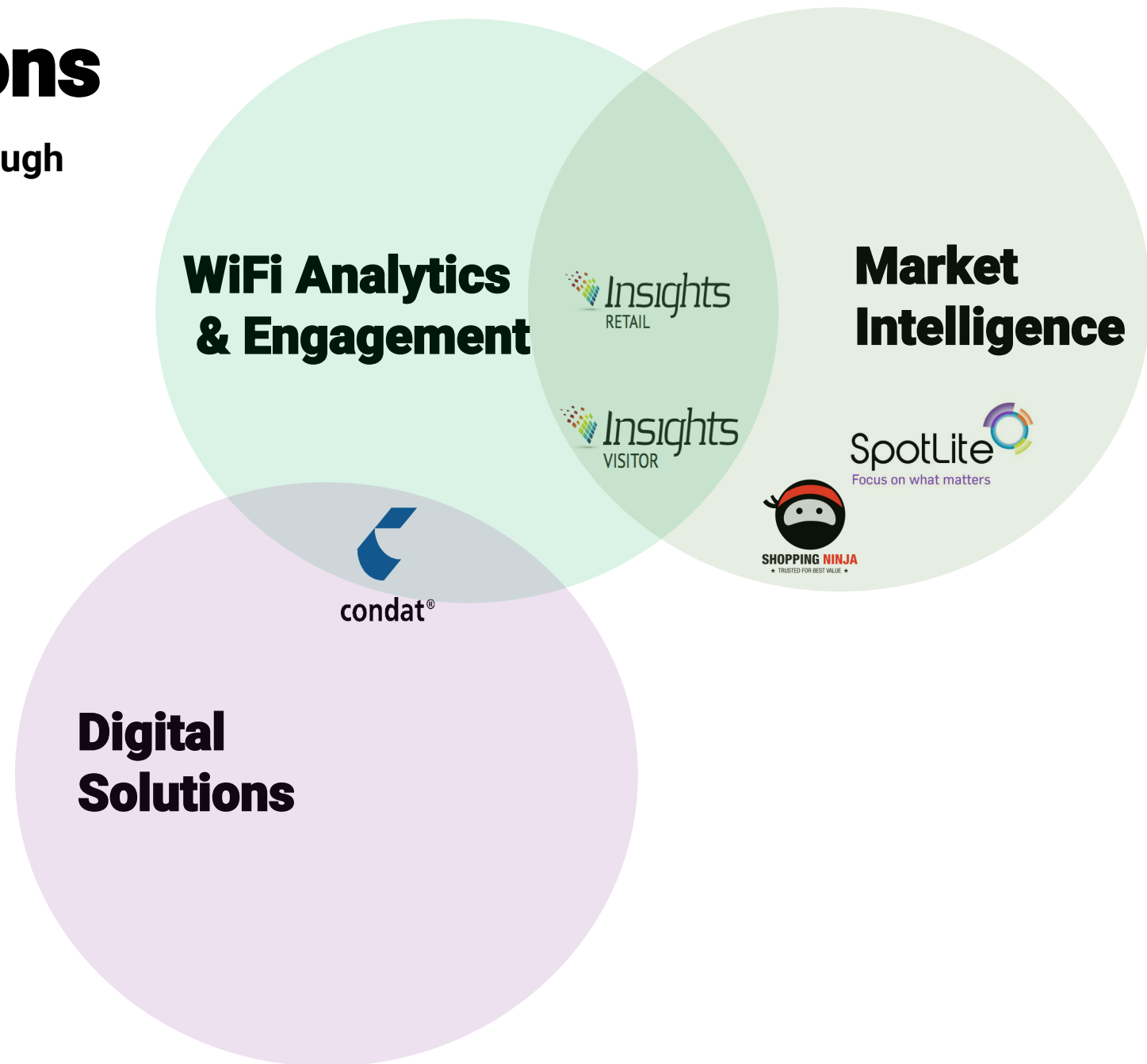
Roger Clifford
Non-Executive
Director



Jeremy Morgan
Non-Executive
Director

Suite of Solutions

Satisfying consumer demand through analytics and engagement



Revenue Model

Invigor has a diversified earnings profile with multiple growing revenue streams

	Insights Retail	Insights Visitor	SpotLite	Condat
Revenue Sources				
• Implementation and customisation	✓	✓		✓
• Annual SaaS revenue and support	✓	✓	✓	✓
• Consulting and advisory services	✓	✓		
Catalysts for Revenue Growth				
• Growing pipeline	✓	✓	✓	✓
• Enhanced Functionality	✓	✓	✓	✓
• Moving up customer value chain	✓	✓		✓
• Geographic expansion		✓		✓

Strong operational progress across all businesses

Market Intelligence



Retail

- 3 year contract with The Good Guys
- Treasury Wines (ASX:TWE) contract secured
- Epson, TCL and Navman all renew contracts
- Recent alliance with IDC, globally renowned data research group

SpotLite

- Scheduled for November release
- Low delivery cost driving high subscriber volume
- Targeting SME's in all markets
- Upsell potential to Insights Retail
- Significant new revenue stream



Strong operational progress across all businesses

WiFi Analytics & Engagement



- Successful deployment at Major CBD Shopping Centres & Sunshine Coast
- JV to monetise 6m annual passenger movements at Manly Wharf, NSW
- New contracts secured at Preston Market and Zoos Victoria
- Partnership secured with Sprooki for loyalty marketing purposes



Strong operational progress across all businesses

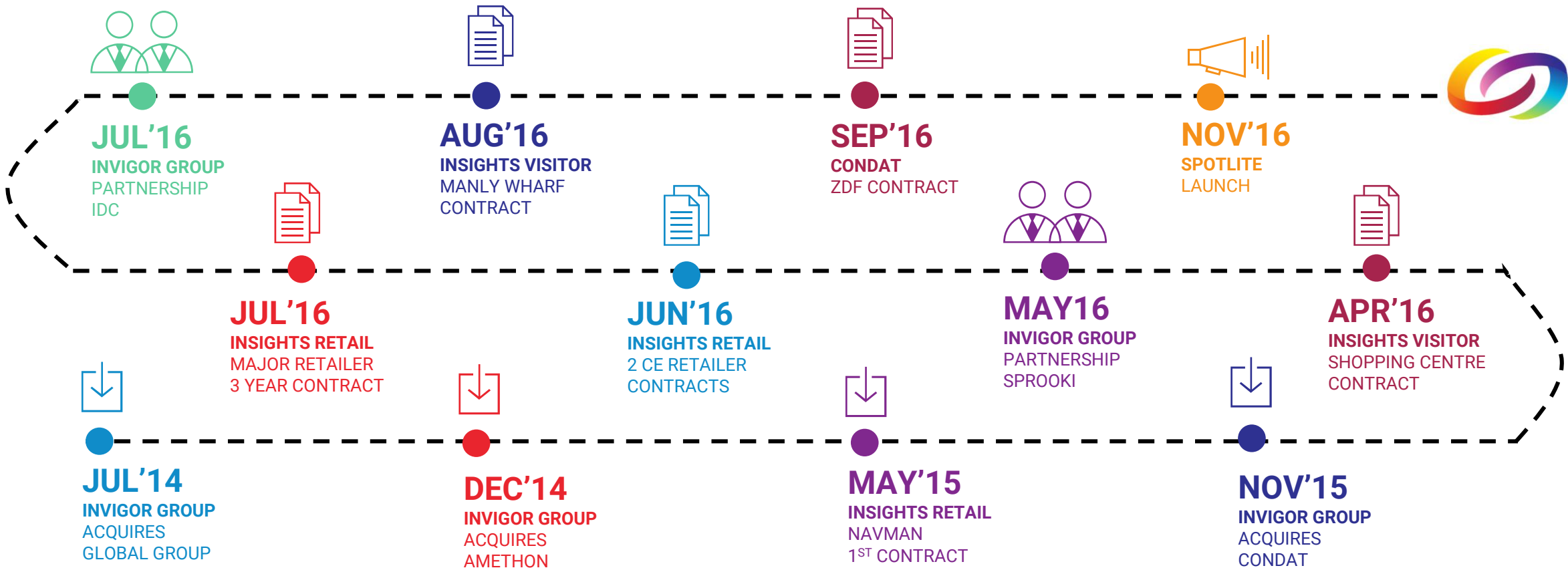
Digital Solutions



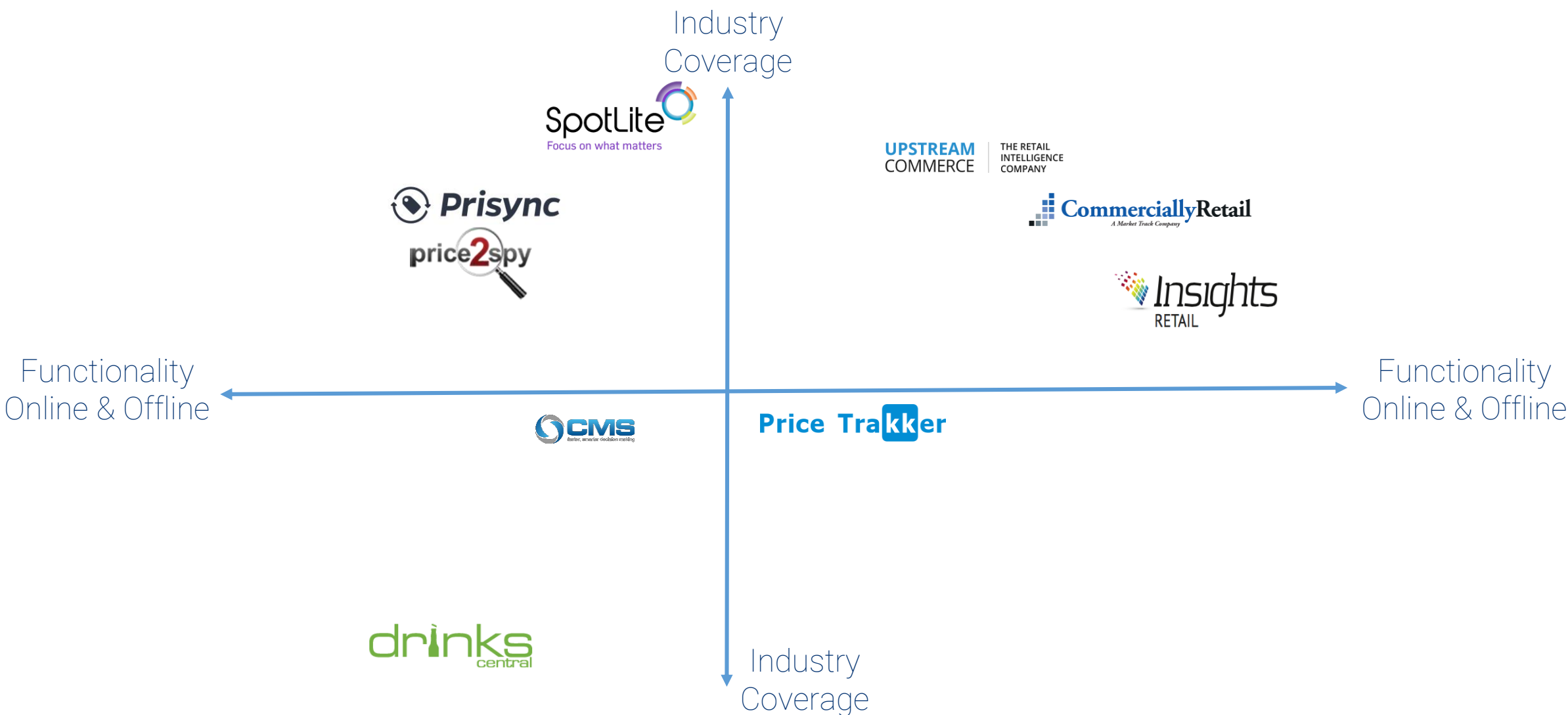
- \$900,000 worth of new contracts announced
- First major contract outside Germany with Ericsson UK
- Major contract with ZDF – Germany's largest public broadcaster



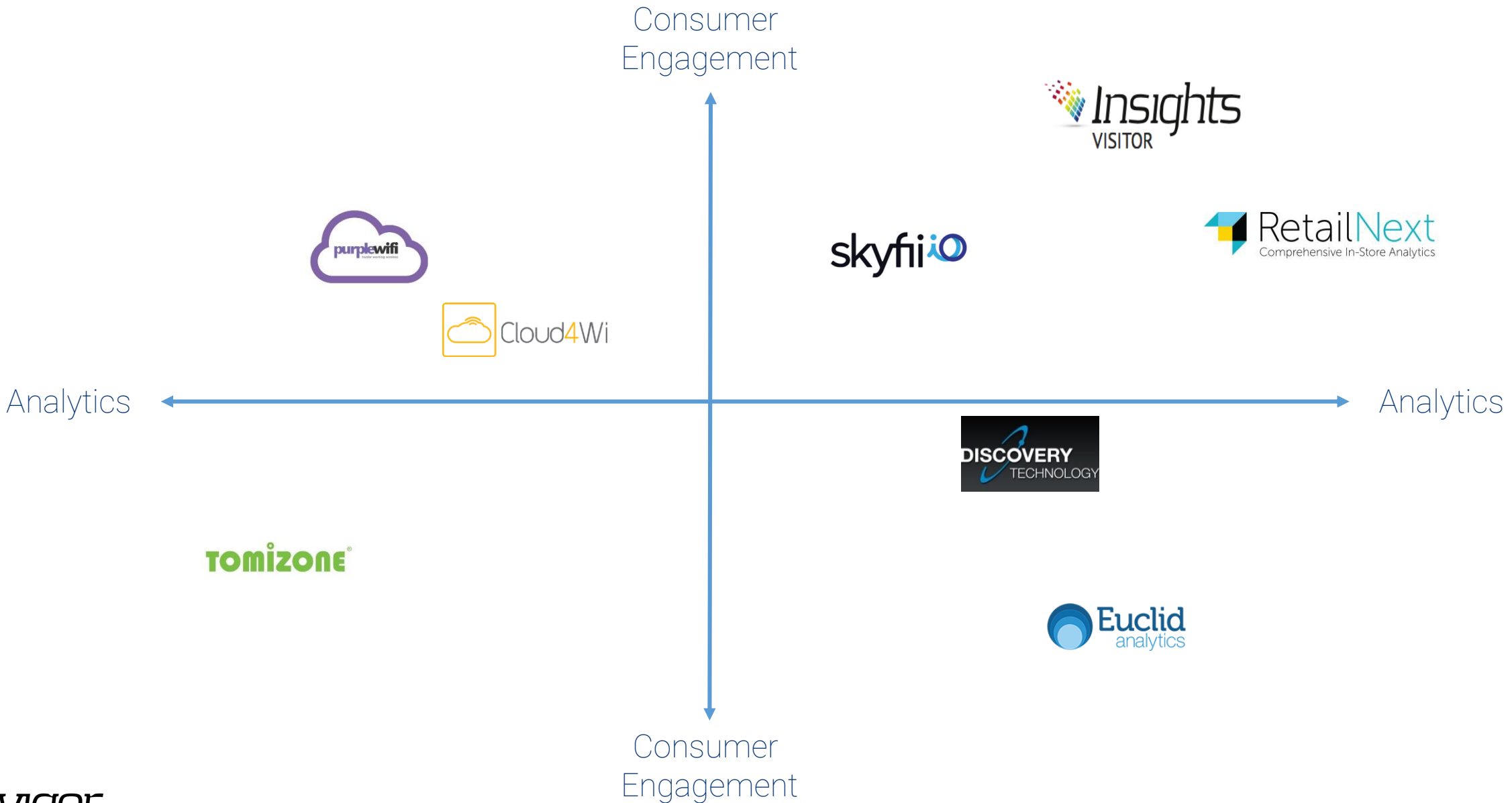
Corporate and Operational Milestones



Market Intelligence - Competitive Landscape

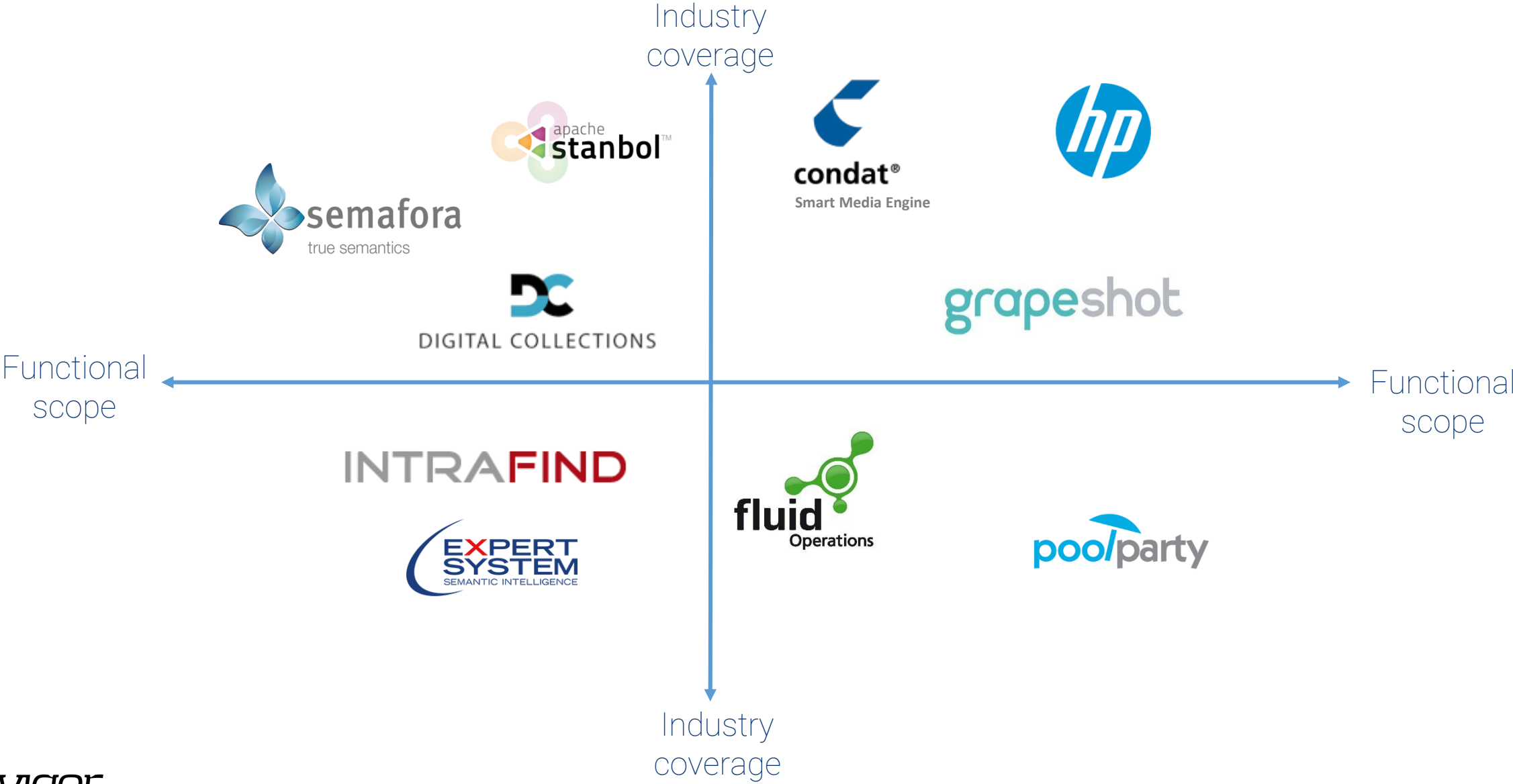


WiFi Analytics & Engagement - Competitive Landscape



Digital Solutions - Competitive Landscape

Media Analytics and Recommendation - Condat Smart Media Engine



Digital Solutions - Competitive Landscape

Mobile Workforce Management - Skyware Service Control



Asia-Pacific Partners & Teaming Agreements

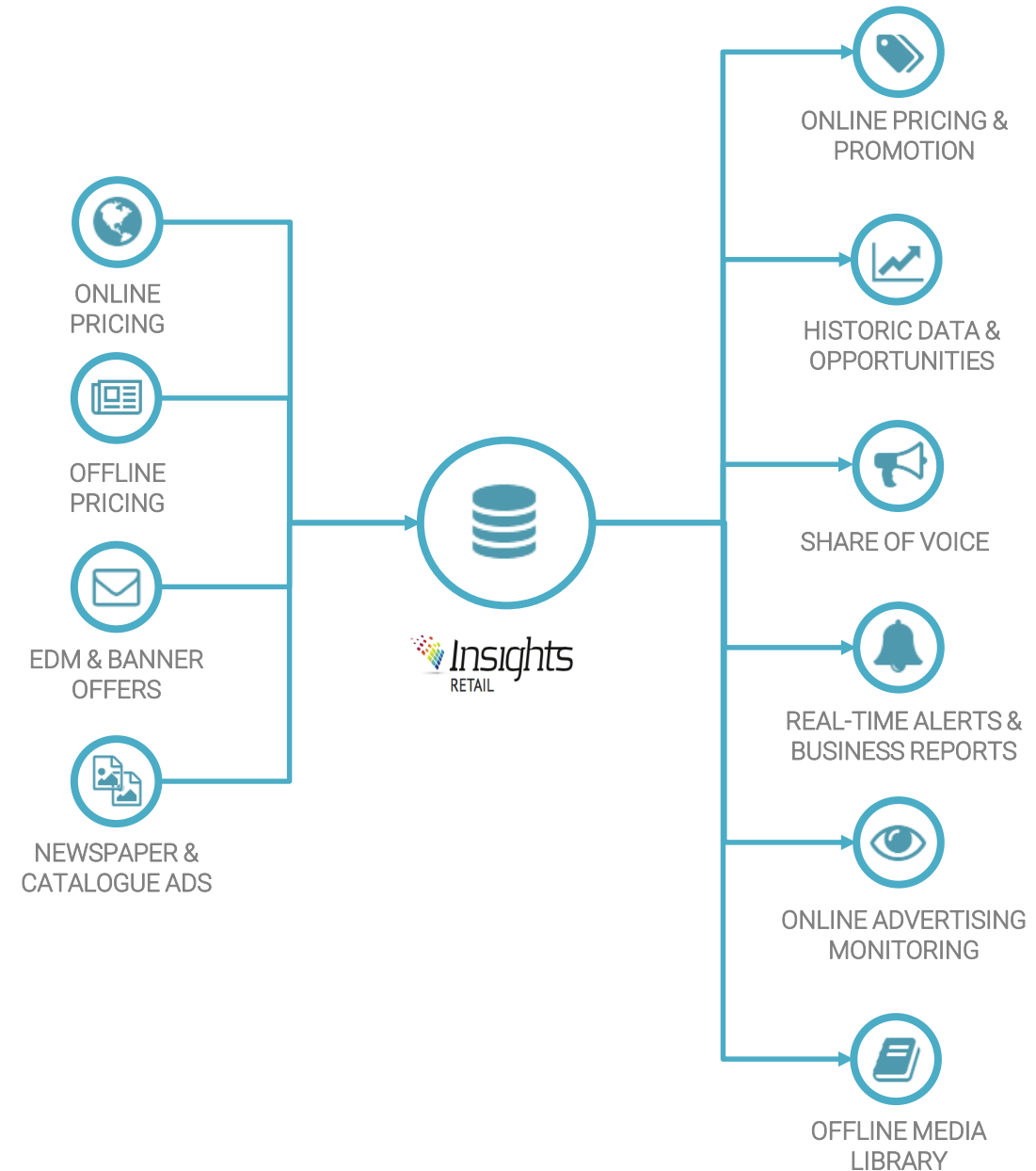


Product Overview

Insights Retail **provides real time pricing and promotion data** to maximise **revenue opportunities**, amplify share of voice and understand dynamic pricing environments.

- Real time insights into retailer's online & offline pricing as well as data from online (websites, online ad spends etc.) and print (catalogues, magazines, newspapers etc.) sources
- Client revenue opportunities are generated from valuable market reports, customisable based on specific needs
- Live alerts on price changes, new ads and catalogues
- Web browser agonistic, ability to access Insights Retail from any platform or smart device




- ~90 retailer websites covered
- ~94,000 products tracked
- ~350,000 webpages crawled

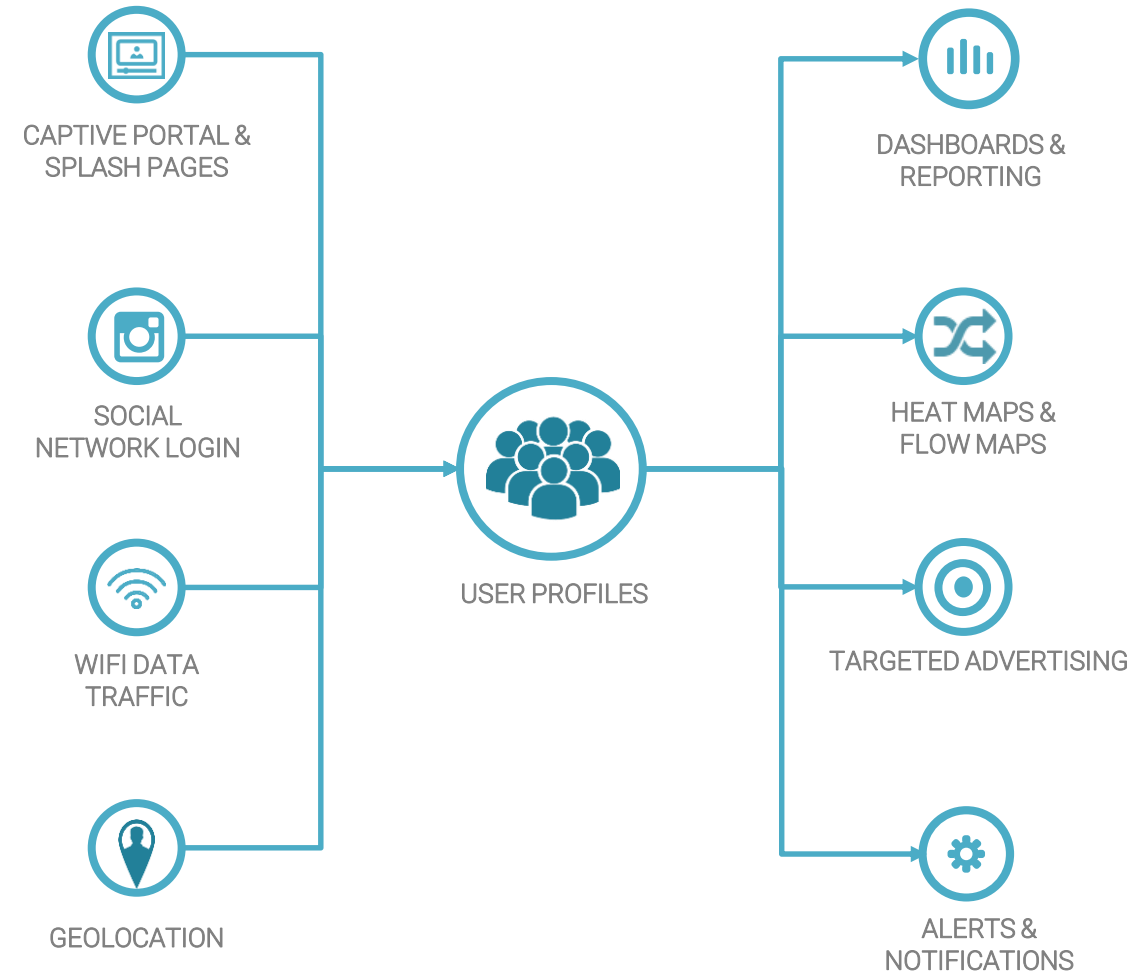


Product Overview

Insights Visitor is a WiFi analytics and engagement platform that turns your **WiFi network into insights** and **insights into revenue**.

- Broaden WiFi to more than just internet connectivity for customers including revenue generation, customer engagement and operational insights
- Revenue opportunities are generated from leveraging individual profiles to target promotions and offers via one-to-one or one-to-many campaigns
- Broad range of verticals: shopping centres, retail, transport hubs, hospitality, stadiums, convention centres, local government

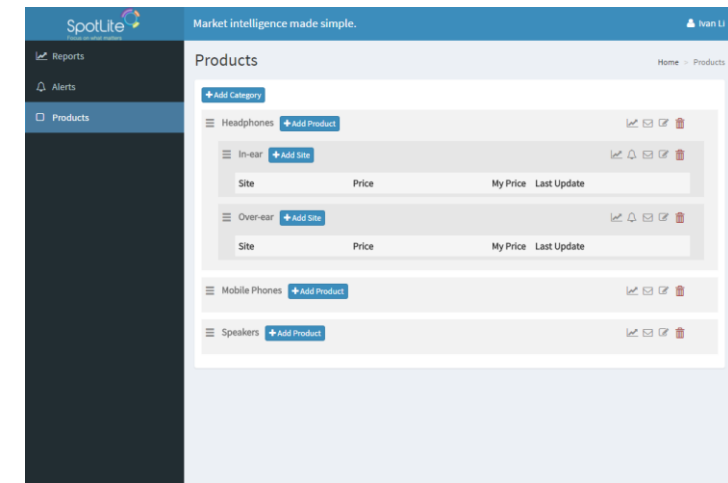
-  ~200,000 WiFi sessions enabled
-  ~2,000,000 unique devices observed
-  ~150,000,000 device location points tracked



Product Overview

SpotLite is an **affordable and easy-to-use price tracking solution** for SMEs - retailers and brands.

- SpotLite provides a low cost and affordable pricing platform for small to medium enterprises across a large addressable market
- Ability to upsell SpotLite clients to Insights Retail providing increasing revenue opportunities
- Scheduled for December release – provides another new revenue stream



Product Overview

Condat provides IT solutions for content providers and infrastructure operators.

- Condat supports broadcast media outlets to move their operations to an online distribution model
- Established for over 30 years and acquired by Invigor Group in 2015
- Smart Media Engine allows broadcasters to edit, assemble, store and playback its programming – substantially reducing product and distribution costs
- High profile and established customer base – gaining significant traction in European market
- Generating revenues from the growing need for semantic analysis and recommendation tools making personalised content available on demand



Established customer base:



Well Placed for Growth

Established and Validated

Invigor's product suite has been established and validated

Continuous Growth

Asia/Europe expansion
Strengthened balance sheet
Underpinned by growth in all business divisions
Ongoing discussions and assessment of strategic partnerships

New Revenue Streams

SpotLite launch to provide further revenue stream
Media sales from more personalised content
Pipeline of new revenue generating contracts continues to grow



Helping clients measure and influence the consumer journey.



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