



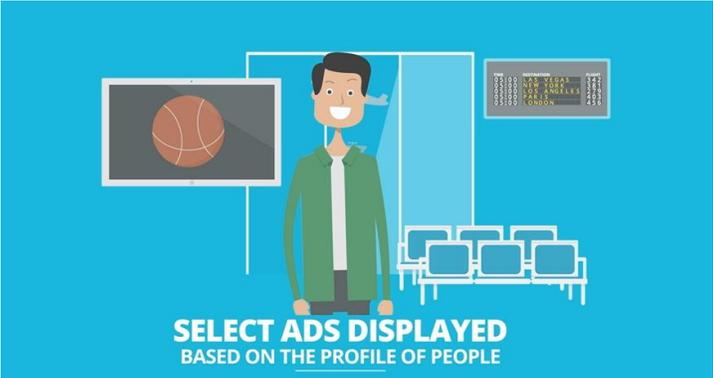
**INVESTOR  
PRESENTATION**  
November 2016

  
**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

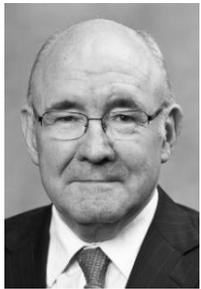


Ryan Yap  
Product Development  
Director



Camila Lima  
Marketing  
Manager

## Non-Executive Directors



Tony Sherlock  
Non-Executive  
Director



John Hayson  
Non-Executive  
Director



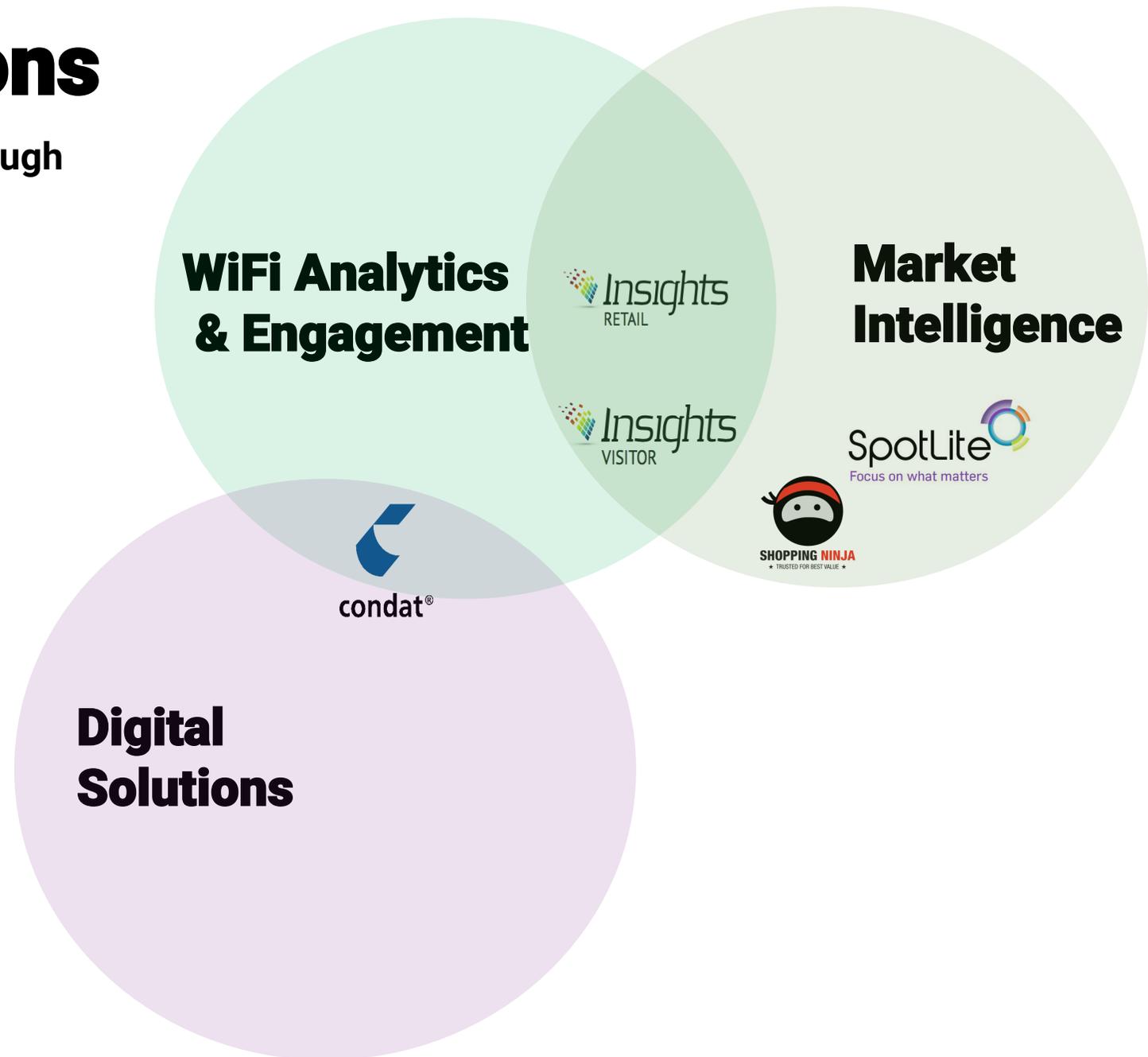
Roger Clifford  
Non-Executive  
Director



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
<b>Revenue Sources</b>				
• Implementation and customisation	✓	✓		✓
• Annual SaaS revenue and support	✓	✓	✓	✓
• Consulting and advisory services	✓	✓		
<b>Catalysts for Revenue Growth</b>				
• 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

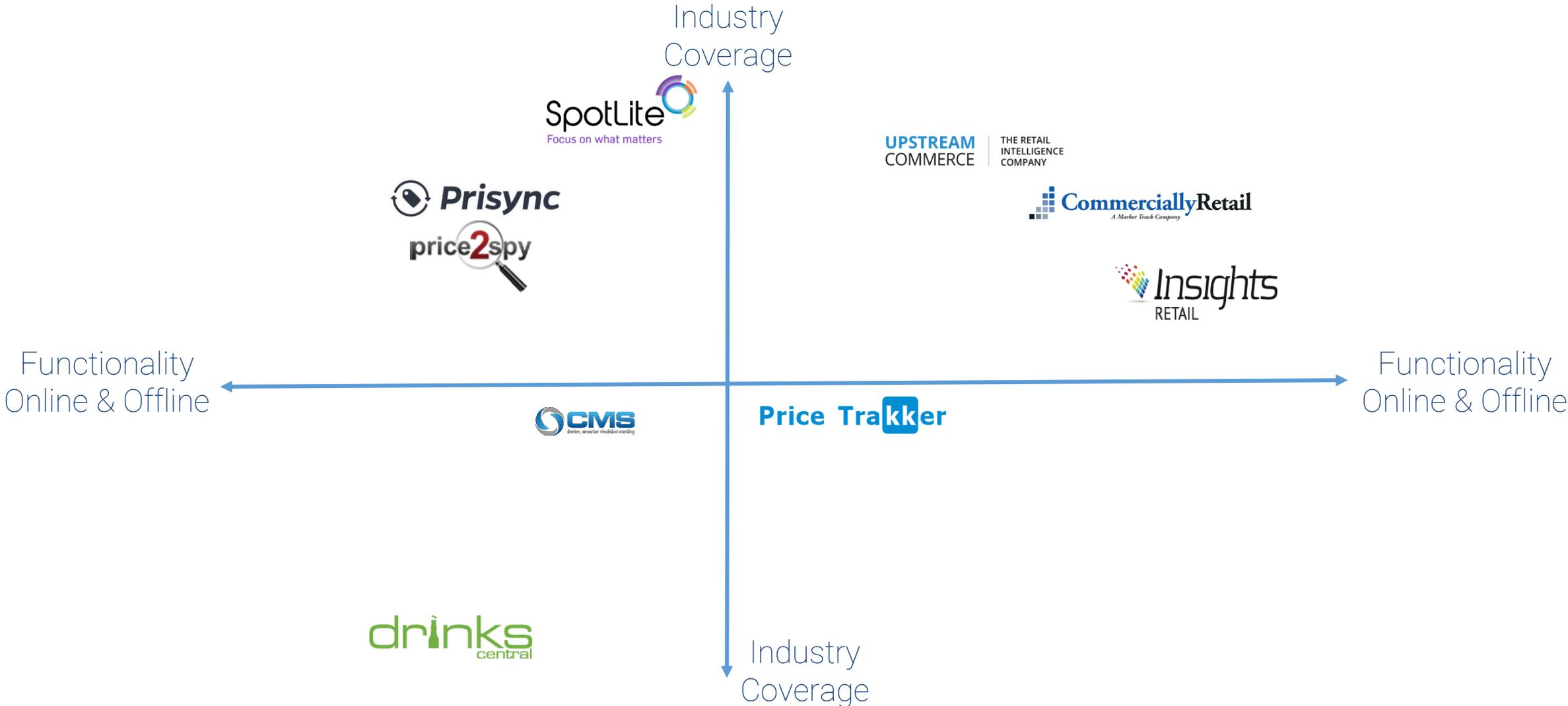


- \$900,000 worth of new contracts announced
- First major contract outside Germany with Ericsson UK
- Major contract with ZDF – Germany's largest public broadcaster

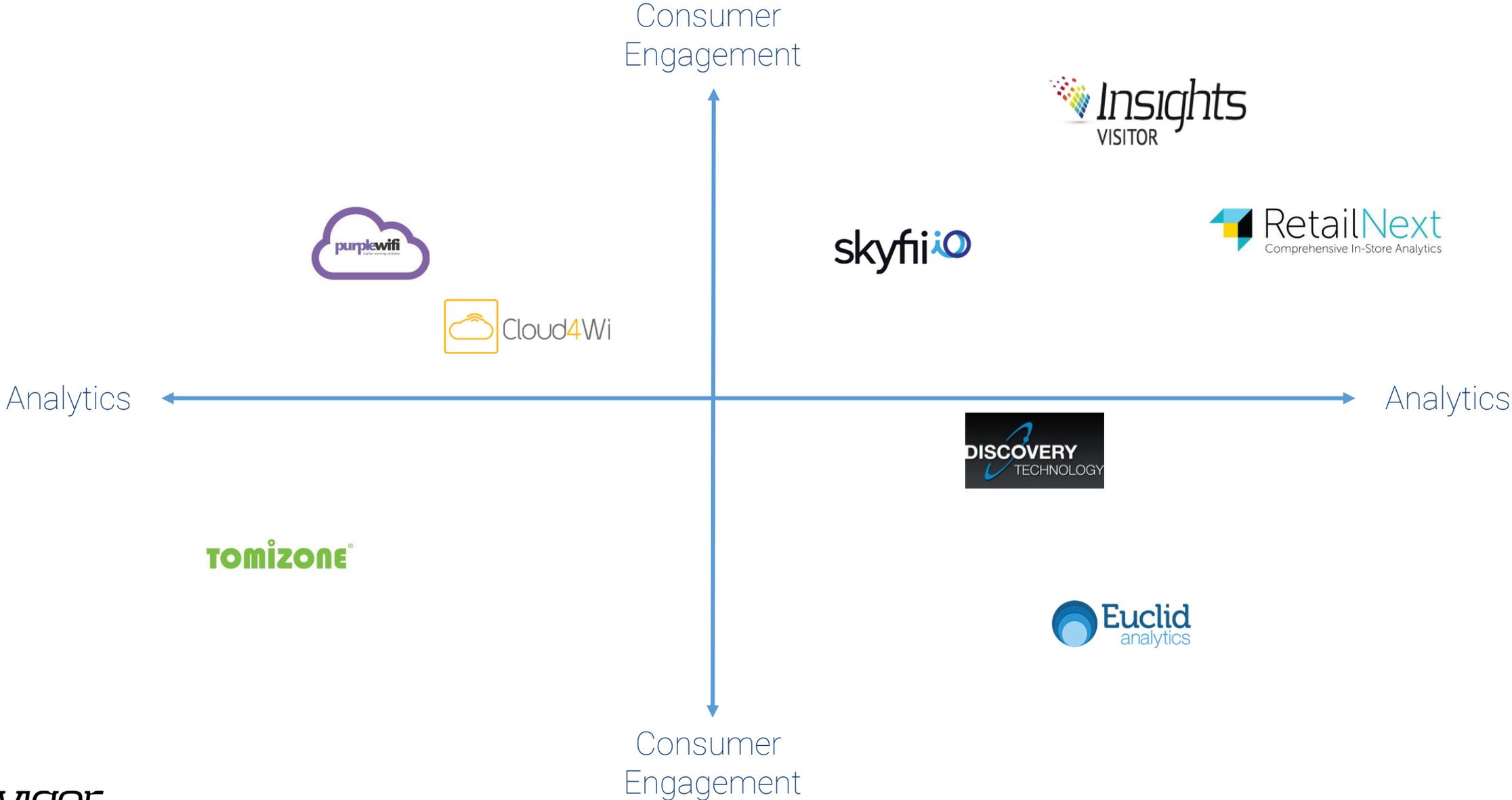




# Market Intelligence - Competitive Landscape



# 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

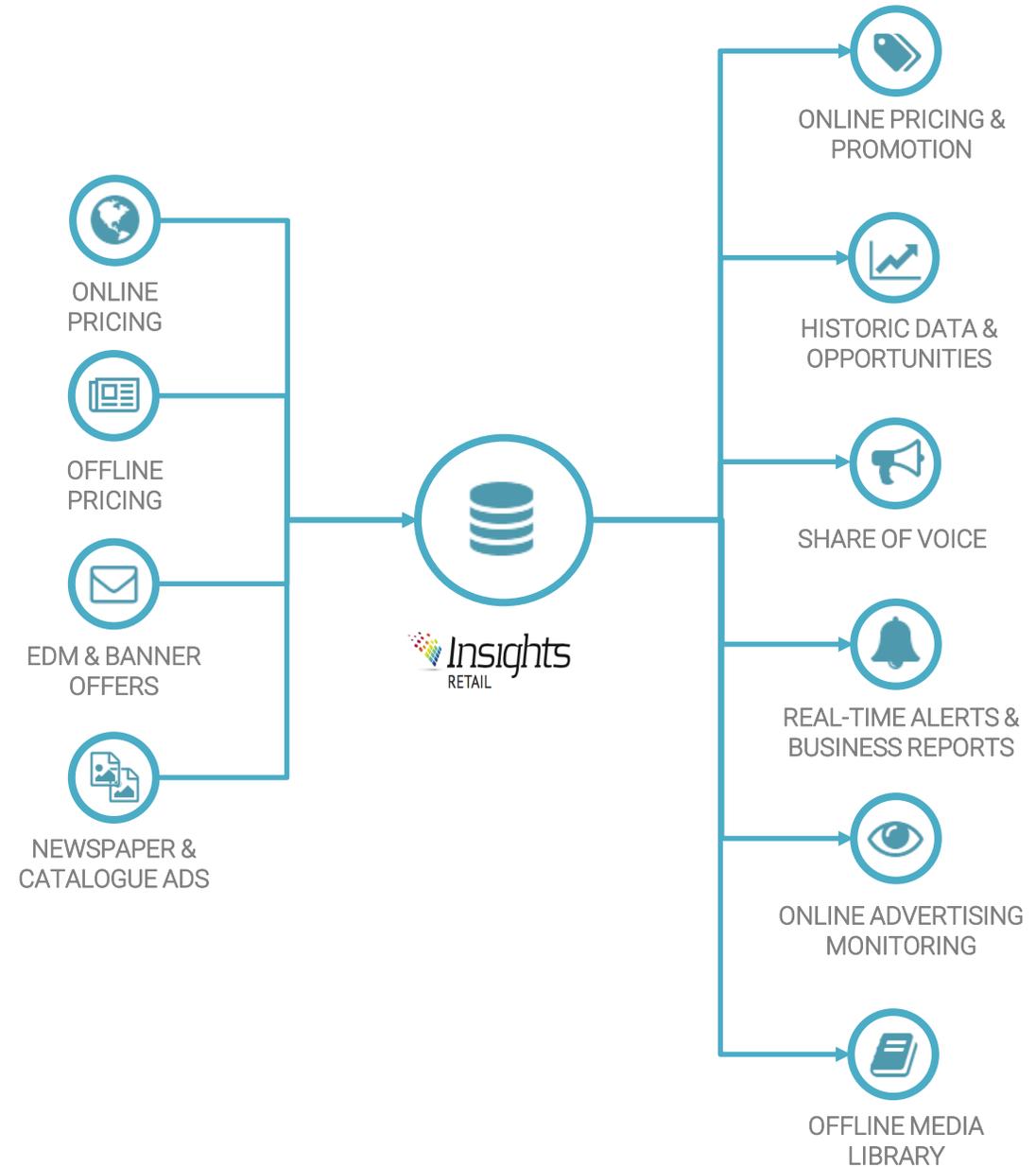


## Product Overview

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

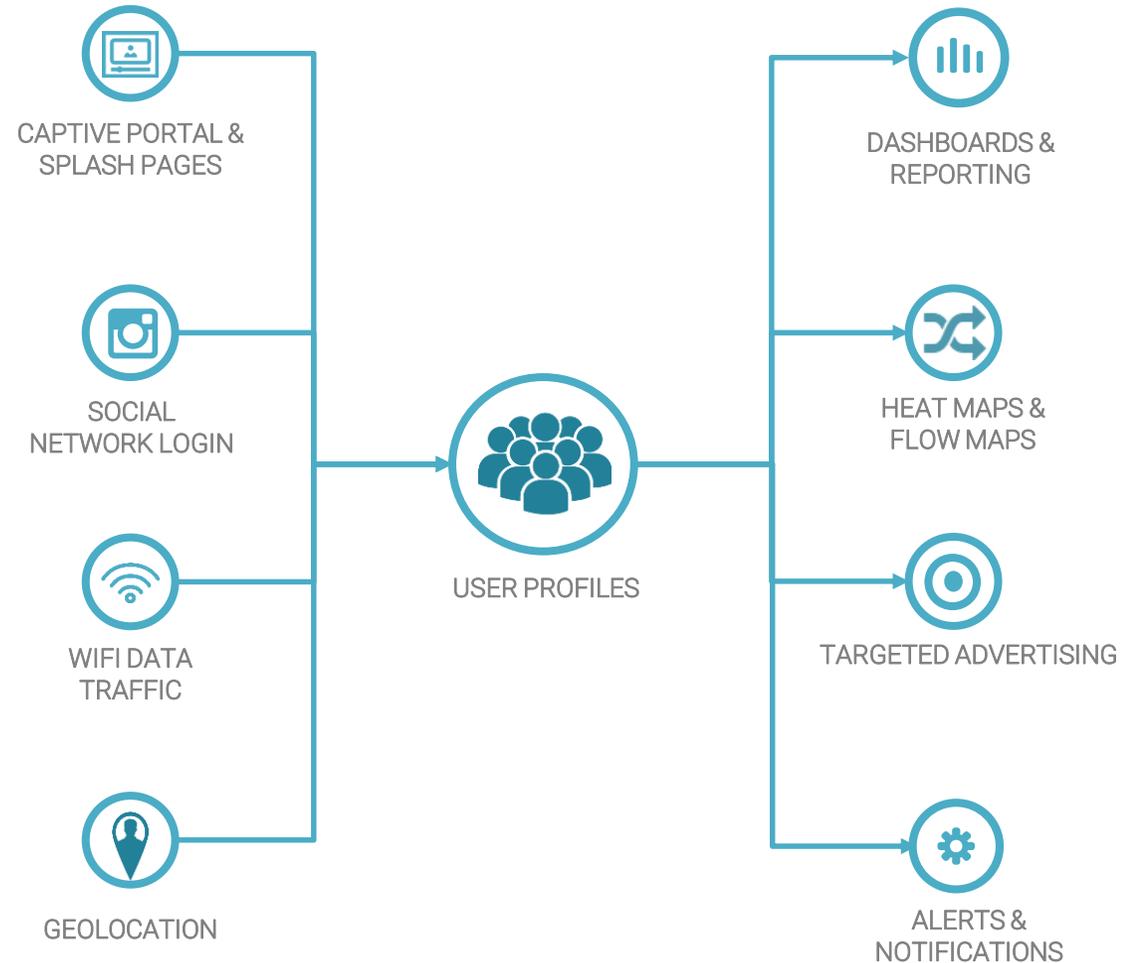


## Product Overview

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

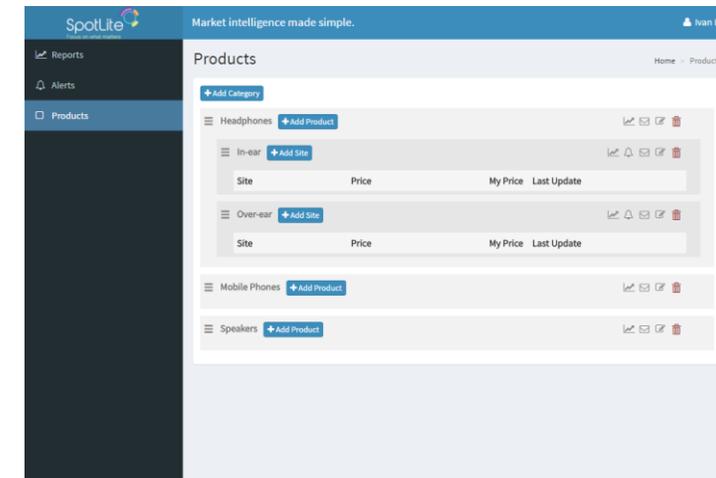
-  ~200,000 WiFi sessions enabled
-  ~2,000,000 unique devices observed
-  ~150,000,000 device location points tracked



## 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





condat®

## 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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Info@invigorgroup.com

  
**Invigor**  
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