



INVENTIS LIMITED

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Inventis Limited [ASX: IVT]

Chairman's Address to the Annual General Meeting – 26 November 2021

Last year I said what a year 2020 has been. We can certainly say the same for 2021 with another year dogged by COVID-19 lockdowns, uncertainty, and forced business closures. At Inventis, we are so fortunate to have a strong committed team of talented individuals and business leaders who are spearheading our overall turn-around and return to profitability and the creation of growth opportunities.

Before passing onto our Managing Director, I would like to briefly comment on some of the achievement highlights of 2021. These include,

1. \$2.7 Million dollar Capital Raise during the past 6 months to successfully re-structure our Balance sheet and create positive net equity. This included paying down long-term debt and creating an additional \$1 million in finance facility headroom.
2. Significant value creation through intellectual property innovation leading to Patent lodgements and approvals.
3. Advanced discussions with a number of potential M&A opportunities totalling over \$30 Million of additional aligned annual revenues and earnings accreditive of over \$7M EBITDA pa.
4. The creation of a diverse and culturally inclusive organisation that aims to reward its valued staff with various performance incentives. Something that our MD will speak more about today.
5. Increased and broadened our shareholder base and on behalf of all at IVT, I welcome our new sophisticated investors and funds onto the register.
6. The team has bedded down 4 acquisitions over the last 2 years and streamlined operations and centralised all manufacturing into our Eastern Creek NSW, site to create efficiency and structure.

In talking about the past year, I acknowledge the efforts and sacrifice of our Board, our Management and most importantly, our Staff in getting us through this tumultuous Covid period.

Notwithstanding COVID and its likely mutations and the impact of those on the world, Inventis is well placed to continue its growth and profitability with a number of M&A opportunities in the pipeline as well as initiatives to improve efficiency and enhance shareholder value.

I extend a special thank you to all our stakeholders for their continuing support as traverse the uncharted waters of a world learning to live with COVID.

Sincerely,

Dr Tony H Noun,

Chairman, Inventis Limited

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Managing Director's Address to the Annual General Meeting – 26 November 2021

Good morning all,

Thank you, Mr Chairman for the introduction.

I wanted to firstly comment of the extraordinary efforts of the team during this most difficult period during Covid Delta. When I took on the role in late 2019 I could never have imagined such a turbulent disruptive period that would beset the world and the country.

Our group shines with commitment and performance stamina on so many levels. I take this opportunity to highlight some of those milestones here for you.

Inventis Limited finished the 2021 financial year up in Statutory Revenue by 32% on the previous year, whilst generating a net profit to members of \$76,794 compared to a loss of (\$292,804) the previous year. EBITDA was up 87% to \$1,535,772 compared to \$822,765 in F20. This increase signifies an average Compound increase of 193% pa each year for two years.

We finished F21 with a cash balance of \$758K up 36% on F20. We finalised a capital raise through a Rights Issue and managed to achieve a 21% increase in the number of shareholders to 541, of which 24 are sophisticated investors and funds joining the register in July. From an overall perspective, we raised \$2.7 million.

During the year a number of initiatives took place in addition to those referred to by the Chairman these include:

- Winning the NSW Government preferential supplier office and Education Furniture state contract NSW.
- The Company was successful in larger bids for Technology quotes in Opentec.
- We signed partnership agreements for our associate Winya Indigenous Furniture with Wilkhahn and opened new sites for showrooms in Queanbeyan, WA and NT, subsequently opening in Tasmania and a Sydney CBD pop up at The Metcentre.
- Winya won significant defence Government contracts and was awarded the rollout for their sustainability contract with ANZ bank and many other smaller bank initiatives.
- We had the Patent Pending awarded for Australian and New Zealand Patent for G- Smart™ - smart Chair technology. Launching apps on apple and android.



- Creating exciting new innovation in Commercial furniture like “Project -W”, “Firstline” Police chair - aimed at the security business and armed forces.
- The “Gregory Office Pod” – created with a world first Wheelchair accessible design.
- Enhanced Production efficiency and delivered in full and on time at rates of 99%.
- Improved Gregory distribution with dealers increasing sales by 32% YoY.
- Managed to reduce overall staff turnover to below 15% YoY.
- Improved overall Group network pipeline sales, orders and quotes with negotiation of opportunities increasing year on year by 32% to >\$130M
- We also launched Hazavoid www.hazavoid.com.au. this new branding will assist with our endeavours this year to expand technology internationally with sales in Asia Pacific and the USA earmarked in 2HF22.



The near Future

In F22 we aim to secure larger international sales contracts and improve our international sales exposure with Technology like Hazavoid and G-smart. We aim to announce an agreement in the USA shortly to distribute Hazavoid globally.

We are currently seeking to bed down at least one aligned earnings accretive acquisition by quarter 3 of this financial year, while improving our delivery through dealers into Education and Healthcare.

We have currently a significant increase in tenders and quotes opportunities, our Gregory Chairs, Bassett Furniture and Winya Indigenous furniture continue to scale up into 2H22.

Our strategic position, in a world that is experiencing delayed shipments from China and rising costs of freight and raw materials, is to maintain and improve our Australian manufacturing sustainability profile, shortly we will announce new levels of safety and benefits offered in our ranges, which will encompass enhancements and add to the Safety Culture iApp as part of our exclusive holistic approach to Work From Home safety that Gregory will introduce in F22.

I can say that the next 6 months are shaping up well with larger opportunities presenting themselves. Additionally, we will continue to work through these opportunities as a team and I am confident we will deliver the desired results.



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Long term plan.

The Group is seeking to grow its net earnings significantly through technology, efficiency and strong network sales growth. We have accomplished this thus far in the last two years and have a strategic plan to bring on more aligned business revenues in the near future.

The group has successfully lodged new innovative patents and designs and has plans to continue to do so.

Management has outlined detailed plans, which the Board is currently working on to deliver the future growth expectations.

Managing Director

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