

INVENTIS LIMITED

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ANNOUNCEMENT TO THE ASX – 02 MARCH 2022

Inventis Limited [ASX: IVT] – Half Year Results Highlights



Onboarding of international multi-billion-dollar Group across North America and Asia Pacific to distribute Hazavoid technology is now complete.

In addition to our Australian patents, US patent has been granted for Hazavoid Technology.

Inventis Limited during the half year ending 31 December 2021, which was a most challenging Covid 19 lockdown period, still managed to increase Revenue by 18.4% over the same period the previous year. All business units performed well in general, despite experiencing Covid lockdown delays.

Furniture Division

The Companies within our Furniture Division, which coordinate larger commercial installations, were affected adversely as they absorbed procurement and management costs.

The Furniture Division was unable to finalise delivery and installations across affected sites. The overall business did not incur significant down-turn in sales and certainly not enough to qualify for the same level of Government support as compared to last year. The order books currently indicate a stronger invoicing period in the second half.

Gregory increased sales by 31% Year-on-Year and Operational EBITDA (excluding government support) is up by 963%.

We received significant orders of more than \$5M in total. However, we were unable to invoice these in the period to 31 December 2021 due to Covid related client site shutdowns. As a result of that, the remainder of the Furniture Division (which includes Bassett Furniture, Workstations and the 49% associate Winya) posted decreases in invoiced sales in the vicinity of 7-8% resulting in a lower head-line number EBITDA.

The Furniture Division pipeline is currently in excess of \$47million.



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Technology Division

Inventis Technology and Opentec increased sales by 169% overall during the six month period to 31 December 2021. Importantly, Operational EBITDA improved by 21% over the same period last year.

The Technology Division Pipeline currently exceeds \$79 Million. This is viewed as a strong result in the face of Covid 19 limitations on travel and reflects the strategy to maintain and build up business opportunities during and despite these limitations.

With overseas travel restrictions easing the Senior Management team will resume travel and talks with large multinationals and Government opportunities.

Corporate

The Group strengthened the balance sheet by raising \$2.7 million and improved net equity by 96% year-on-year. Overall, the Group managed to reduce operational expenditure by 7% year-on-year.

Summary of Operational Results

Inventis Statutory	1H22 \$000's	1H21 \$000's	Variance
Revenue	5,345,147	4,515,229	18%
EBITDA	249,516	751,699	(67%)
Depreciation/ Amortisation	(335,751)	(370,208)	(9%)
Operational expenditure	2,335,987	2,512,179	(7%)
Grants	415,890	1,109,405	(63%)
EBITDA L4L Comp *	943,031	751,699	25%
Interest net	(364,565)	(380,760)	(4%)
NPAT	(450,088)	1,455	N/A

Inventis Balance Sheet	2021 \$000's	2020 \$000's	Variance
Long term debt	4,536	5,621	(19%)
Total Assets	11,245	10,437	8%
Cash and cash equivalents	578	534	8%
NTA cents Per share	(0.60)	(0.60)	0%
	Jun-21	Jun-20	
Unrecognised tax asset	4,191	4,737	
Available franking credits	1,539	1,539	

* EBITDA L4L includes JobKeeper YoY

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Important post balance date events

Inventis Technology has signed an exclusive Heads of Agreement subject to ongoing Due Diligence to acquire the business and assets of Electronic Circuit Designs Pty Ltd. <u>www.ecd.com.au</u>

The business acquisition is expected to fit in well with our existing Technology business offering synergies with circuit board designs, manufacturing, application, and supply of technology.



The acquisition valuation cost is based on a three (3x) adjusted EBITDA basis, to the acquisition includes a Property with a book value of \$2.1 million.

Payments will be arranged in accordance with Company objectives. We anticipate the synergies, and the acquisition will yield extra net cashflow of over \$1 million before funding cost.



At the date of this announcement Anthony Mankarios (Managing Director) and Jeff Stone (GM Technology) are favourably engaged with contacts in Singapore and the Philippines with very encouraging discussions that are likely to yield positive outcomes of substance for the period ending 30 June 2022 and for Financial Year 2023.

Chantelle Knight Co-Company Secretary

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