



inventis
inspired solutions

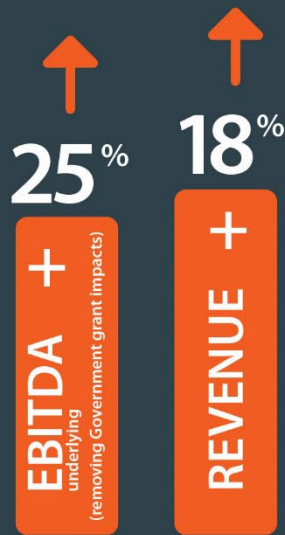
Inventis [ASX:IVT]

Building faster growth and improved
shareholder wealth

March 2022 – 1H22 Results

Inventis Limited F22 Half Year Highlights

1H22 Summary Dashboard



Statutory Revenue



Statutory Results

Inventis Statutory	1H22	1H21	Variance	Balance sheet	1H22	1H21	Variance
Revenue	5,345,147	4,515,229	18%		\$000's	\$000's	
EBITDA	249,516	751,699	(67)%	Long term debt**	4,536	5,621	(19)%
Depreciation/Amortisation	(335,751)	(370,208)	(9%)	Total Assets	11,245	10,437	8%
Operating expenses (OPEX)	2,335,987	2,512,179	(7%)	Cash and cash equivalents	578	534	8%
Grants	415,890	1,109,405	(63%)	NTA cents Per share	(0.06)	(0.06)	(0%)
EBITDA L4L Comp	943,031	751,699	25%		Jun 21	Jun 20	
Interest Net	(364,565)	(380,760)	(4%)	Unrecognised tax asset	4,191	4,737	
NPAT*	(450,088)	1,455	N/A	Available franking credits	1,539	1,539	

* At the end of the period the Company had over \$5M in orders to process and deliver.

Some of these orders could not be delivered during the covid-19 lockdowns.

** Recognised post 31 December as long term

Technology Transformation

Led by MD Anthony Mankarios since late 2019, Inventis has been transformed into an *innovation & technology* leading business;

- Commercial Furniture innovations (and patents) are in Smart Chair (app supported), Firstline (police specialist use design), Project W (unique design to us) and Access Pod (for todays world).
- Inventis Technology is opening up international business with Hazavoid (US patent registered) and Opentec Technology's smart innovation products.
- Current agreements are being formed across Asia Pacific and the USA to reap the benefits of this advance technology.
- Smart technology is reflected in the ECD acquisition adding to the technology transformation across the Group.

Technology Highlights



Inventis Technology	1H22	1H21	Variance
Revenue	1,864,224	692,980	169%
EBITDA	141,098	78,014	21%

- Has grown Revenue by 21%
- Has increased operational EBITDA by 10%
- Is seeking related accretive acquisitions
- Has been onboarded with US/ APEC Hazavoid distributor



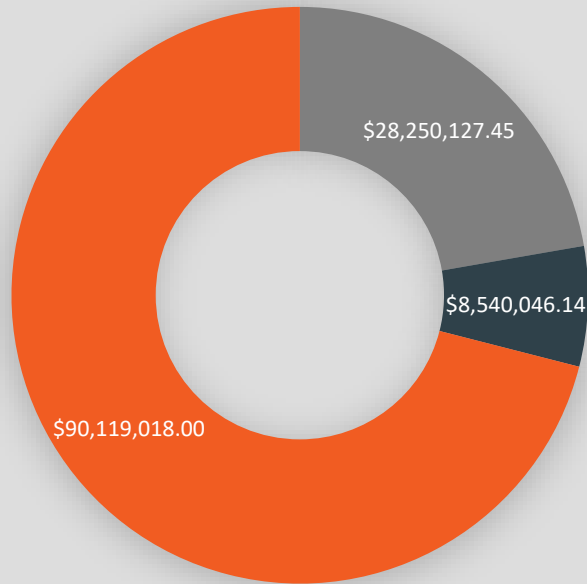
Commercial Furniture Highlights



“the technologically leading commercial furniture manufacturer in Australia”

Gregory	1H22	1H21	Variance
Revenue	2,207,721	1,681,044	31%
EBITDA	419,502	(48,609)	963%

Pipeline Review



- Quotes
- Orders and Current Invoicing
- Opportunities

*Includes Winya Indigenous Office Furniture

Pipeline Orders, Quotes & Opportunities JAN-22	1H22	1H21	Variance
Furniture*	47,505,759	32,904,006	44%
Technology	79,403,433	73,807,064	8%
Total Pipeline	126,909,191	106,711,070	19%



Rugged Highlights



- Grown revenue 506% YOY
- Improved Operational EBITDA by 81%
- Signed New FOCUS software agency deal.
- Continues to seek additional product extensions.



Tracking to our plans

- Operational efficiency gained by cost reductions and upskilling existing staff.
- Staff Turn over reduced to 11% pa, a new low for the Group, enhancing IP retention and reducing cash drain.
- DIFOT increased to plan reaching new highs of 99% during the period.
- Focus on Furniture installations with >\$5M of orders awaiting delivery in 2H22.
- Seeking smart synergistic and accretive acquisitions.
- Working on mass production of Project W, Firstline “Police Chair” and dealer enhancements
- Working to bring new accreditations to a new levels of excellence.
- Ensuring 2nd Half brings sustainability and reduced environmental footprint.
- Engaged with smart hires of intellectually skilled staff for future growth opportunities in Engineering.
- Enhanced the balance sheet with over \$2.7 Million in Capital Raised during the period.
- Completed our initial round of Staff incentive and Executive Options Grants.
- Aligned staff and shareholder values by the issue to all (12-month plus) staff with Inventis Limited shares in Jan-22 adding to the culture of employee empowerment and engagement.
- A number of acquisitions have occurred to better integrate supply chain and Technology across the group.

ECD - Electronic Circuit Designs- Technology Acquisition



ECD is the largest elevator controller manufacturer within Australia.
 Manufacturing customised controller design for hydraulic and traction elevators.

Also specialising in the design and manufacture of high quality, low cost, electronic control and information systems for the elevator industry, including shaft information systems, voice annunciator units, brake control boards and dot matrix displays.



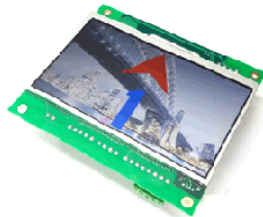
This is an important part of the growth plans both locally and internationally.

Aligns with the Inventis Group *Innovation & Technology* direction.

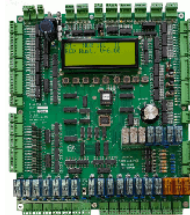
Factory 11 / 30 Perry Street,
 Matraville, N.S.W



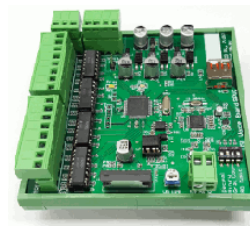
Brake Board



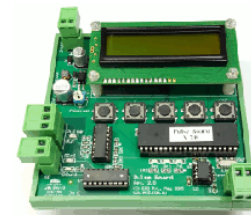
LCD Indicator



ECD Controller



Voice SP



Pulse Board



Soft Starter SMS

ECD - Financials

ECD	FYR19 Actuals	FYR20 Actuals	FYR21* Actuals (COVID)	FYR23f Forecast
Revenue	2,726,061	2,743,822	2,408,902	2,745,673
Operating expenses	922,070	937,949	906,662	969,012
Normalised EBITDA*	1,091,993	1,102,242	731,836	1,082,173

Expected Supply synergies

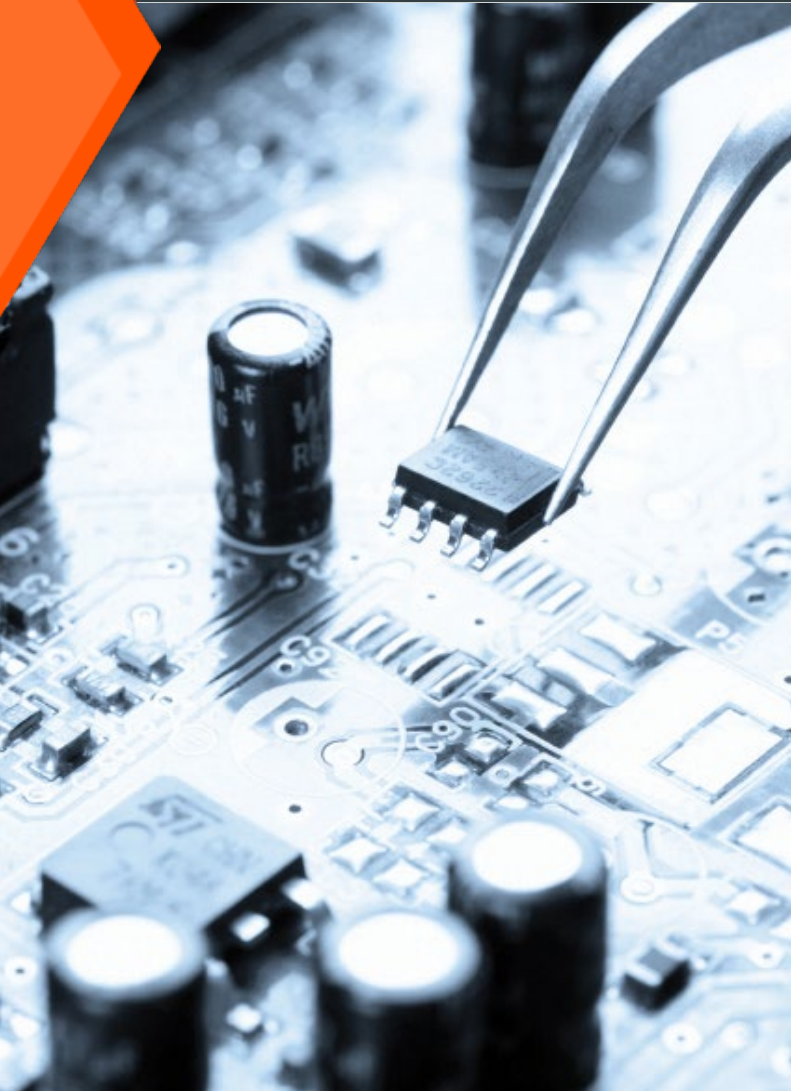
We anticipate Vertical Integration and HR synergies to the value of \$150k moving forward to FY23.

We anticipate this will bring a Forecast EBITDA with Synergies of over \$1 million in F23.

**This has undergone external Due Diligence and forecast information is based on the DD process.*



M&A growth Opportunity

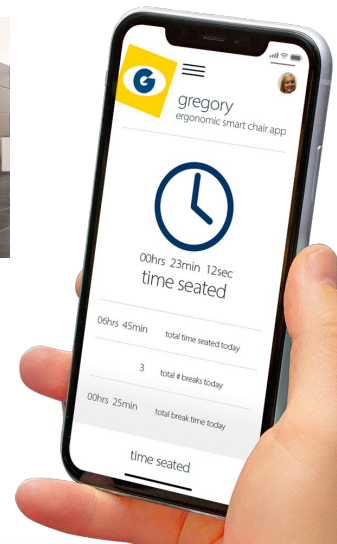
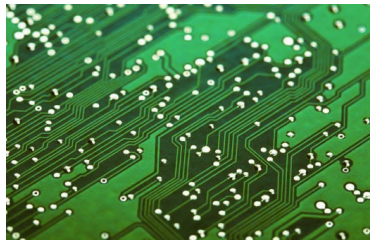


- Acquisition includes a property with an acquisition price of \$2.1 million. This plus the business acquisition sees continuity and a future home for Technology. (The property is located near the Botany port and 15 min from Sydney CBD).
- Payment for the Shares will be made in three tranches over the next 24 months, plus a vendor earn out subject to future performance.
- Business Acquisition value is based on a three (3x) adjusted EBITDA basis.
- All existing staff have signed ongoing employment contracts.



Renewed Finance Facility

- The Group had a debt facility which was due to be repaid on the 1 July 22 and was classified as a current liability as of 31 December 2021. After the reporting date the Company received confirmation of extension of the debt facility to 1 July 2025 and is therefore now classified as a long-term debt. The effect of this reclassification is a reduction of current liabilities to \$5,905,571, net current assets became \$117,339 and long-term liabilities increased to \$5,396,419.
- The Company has confirmed in April 2022 it signed a new extended finance facility to 1 July 2025. This includes a \$3.6 million facility to assist with funding the ECD acquisition and commercial property deal.



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