
ANNOUNCEMENT TO THE ASX – 31 August 2022

Inventis Limited [ASX: IVT] F22 Highlights

Inventis Limited {ASX: IVT} delivers compound gross networks sales growth average of 21% Year on Year (YOY) for the last three consecutive years. For the year ended 30 June 2022,

- Statutory Revenue grew by 9.4% YoY
- Furniture Business Sales Growth was 11% YoY
- Technology Business Sales Growth of 22% YOY
- Group Order book stood at circa \$14 million with significant growth expectations in F23.
- Group Network Pipeline Growth of more than 56% in the second half of FY2022.
- Net Profit After Tax (NPAT) up 260% YOY
- Cash Balance YOY Growth of 16.5%.

Managing Director, Anthony Mankarios, said “Despite significant national supply chain and Covid lockdown disruptions during the period, the Group still managed to outperform sales on a year on year basis achieving a 21% average annual compound growth trajectory in total group networks sales over the last three-year period.

The Company currently has \$3.27 million of unutilised Deferred Tax Assets, which it anticipates will be taken up in part or in full in this coming 12 months. We also have over \$1.53 million of franking credits from tax paid in prior years.

The Technology Division completed its acquisition of ‘Electronic Circuit Designs’ (ECD) based at Matraville, near Port Botany NSW.

ECD designs and manufactures Circuit Board, Voice Over Technology and owns its software design IP for electronic circuits used in the Lift Industry. It is the major supplier into that industry boasting a diverse top shelf client base across its national footprint. This business is expected to contribute circa \$1 million EBITDA in F23. The business is currently developing smart technology for escalators and WH&S maintenance of these escalators.

US Patent certification for Hazavoid™ Emergency Alert System was granted and we have recently established a US base at Montgomery Houston Texas from which to develop the US Hazavoid™ market. Consistent with our recognition of international market opportunities, we are currently also seeking representation into Southeast Asia with ECD, Hazavoid™ and Opentec.

Furniture Division sales grew by 11% YoY with the 49% associate Winya Indigenous Furniture achieving 30% growth in sales during the same period. It grew footprint into Darwin and is soon to open a modern showroom in Brisbane. This growth comes during a Covid lockdown period whereby the major players in the Office Industry reported modest overall single digit growth of circa 4% YoY.

Gregory Commercial Furniture has launched its new “AcoustiX” Office Pod, Police “Firstline” Chair and Project W Chair, all of which have received extremely positive feedback from the market.

Gregory continues to lead the market with technology and ergonomic design solutions.

Outlook

Whilst the national and broader international economies are being affected by inflation fears and rising interest rates, the Group is set to take advantage of heightened Government defence budget spending and Government spending overall in the areas it operates in.

The Furniture Division plans to open modern architect and design showrooms near Sydney CBD, toward the 4th quarter of FY23, and in Brisbane toward late 1st quarter FY23, and showcasing its new sustainability targets and made-in-Australia offerings across the A&D market.

The Group continues to seek aligned acquisitions in Australia to improve the overall Inventis footprint and synergies across its business units.

Most recently we have recruited Chief Operations Officer, Mr Matt Brown, to drive and enhance overall process and national dealer verticals with the sales team in both Gregory Commercial Furniture and Technology Divisions.

Issued by Order of the Board

Alfred Kobylanski
Company Secretary

Contacts

media@inventis.com.au

Ph: 02 8808 0440