



**inventis**  
*inspired solutions*

Inventis [ASX:IVT]

Building faster growth and improved  
shareholder wealth

August 22 – F22 Results

# Inventis Limited F22 Highlights

## F22 Summary Dashboard



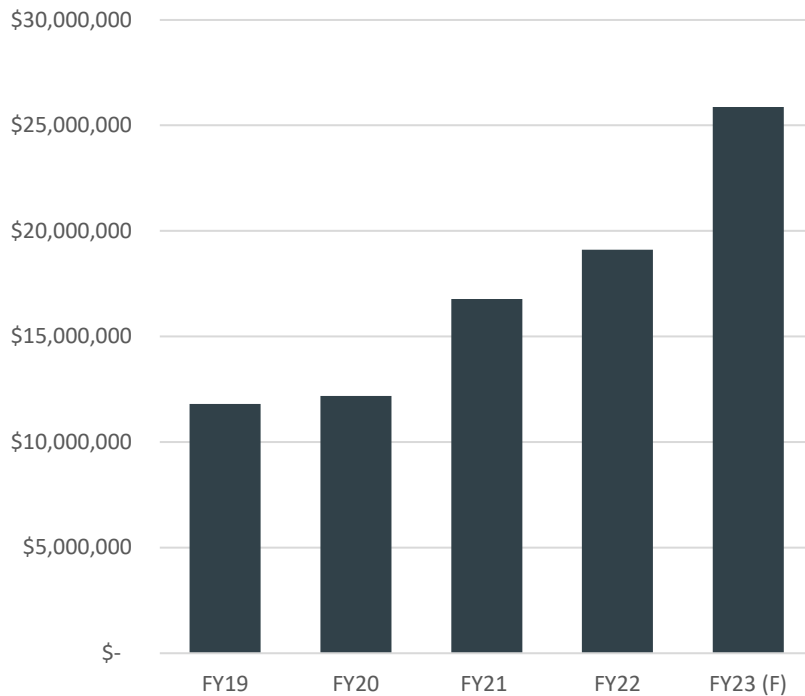
### Statutory Revenue



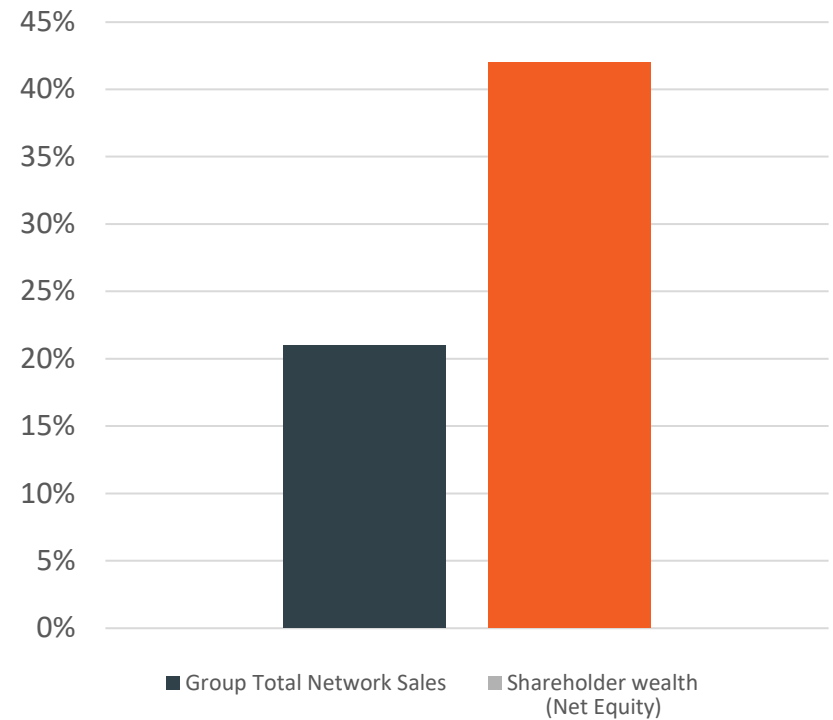
	<b>IP enhanced</b> US Patent, Aust/ NZ Patent, Sustainability, NDIS, AFRDI 160kg						
	<b>Greenhouse Emissions (est)</b> 9% ↓						
	<b>Cash</b> 16.5% ↑						
	<b>Shareholder Wealth (Net Equity)</b> 167% ↑						
	<b>Group Order Book (inc Winya)</b> 14m ↑						
	<b>Group Sales Pipeline</b> 50% ↑						
	<table border="0"> <tr> <td>Gregory</td> <td>98%</td> </tr> <tr> <td>Technology</td> <td>90%</td> </tr> <tr> <td>Opentec</td> <td>100%</td> </tr> </table>	Gregory	98%	Technology	90%	Opentec	100%
Gregory	98%						
Technology	90%						
Opentec	100%						

# Inventis Total Group Network Sales Growth

Total Group Network Sales  
(inc Winya 49% associate)



Average annual 3 year Compound growth rates.



# Inventis Group

## Statutory Results

Inventis Statutory	F22	F21	Variance	Balance sheet	F22	F21	Variance
Revenue	11,547,236	10,559,337	9.4%		\$000's	\$000's	
EBITDA	850,731	1,535,772	(44.6)%	Long term debt**	8,437	5,595	50.8%
Depreciation/Amortisation	678,354	701,137	(3.2)%	Total Assets	17,430	11,734	48.5%
EBIT	172,377	834,635	(79.3)%	Cash and cash equivalents	883	758	16.5%
Net Finance Expenses	938,426	757,841	23.8%	NTA cents Per share	(0.800)	(0.500)	
Income Tax	1,042,250	0	N/A		Jun 21	Jun 20	
NPAT	276,201	76,794	259.7%	Unrecognised tax asset	3,277	3,663	
				Available franking credits	1,539	1,539	

\* Unrecognised tax asset – DTA which is expected to be utilised in the coming 6 months. 3,277 Available franking credits - 1,539. The Group also has significant order book of in excess of \$14 million at present. Income tax utilisation of the DTA in the following occurred in F22 \$0.54M used against a tax liability resulting from a Tax liability on ECD acquisition. A further \$0.5 Million taken up against taxable income from Company tax returns.

## Technology Transformation

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

- Has developed strong management team focused on partnering with stakeholders and “doing what we say”, as evident by the strong 3 year historical consistency and turn around in results.
- Commercial Furniture innovations (and patents) are in Smart Chair (app supported), Firstline (police specialist use design), Project W (unique design to us) and AcoustiX Pod (for todays world).
- Inventis Technology is opening up international business with Hazavoid (US patent certified) 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. New USA location now operating in Houston Montgomery Texas 77356 USA.
- Smart technology is reflected in the ECD acquisition adding to the technology transformation across the Group.
- Partnering is occurring across the group taking on other smart technologies and assisting us to improve and offer the best in market.

# Technology Highlights



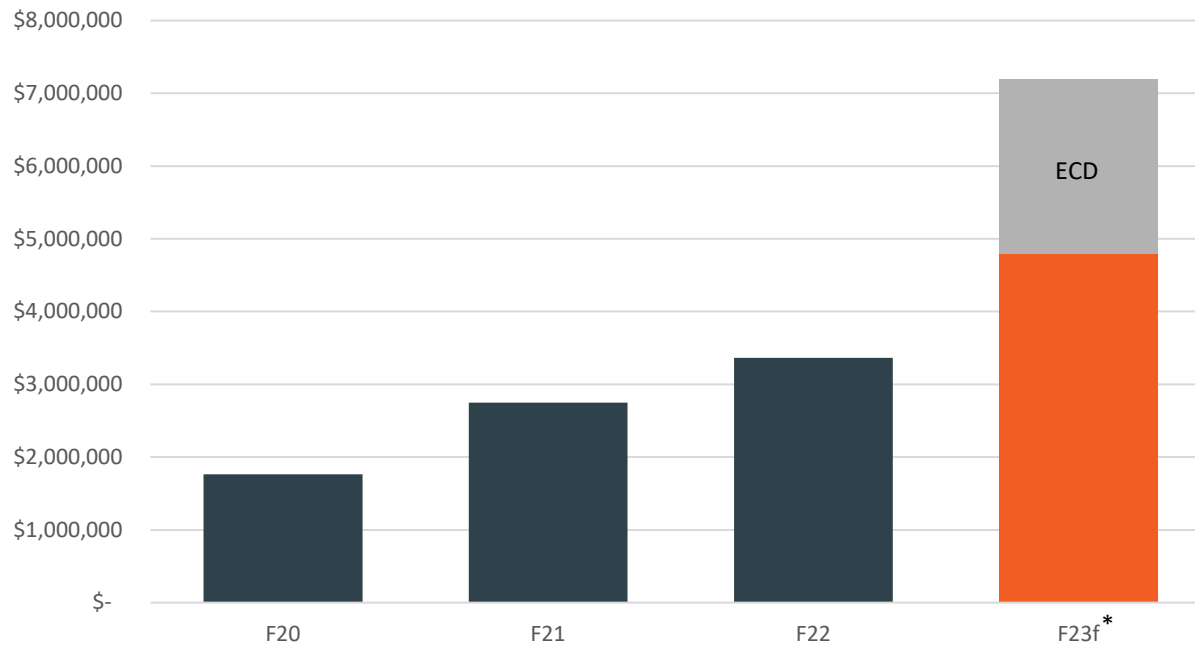
- Has grown Revenue by 22% YoY (inc 3mths ECD.)
- Completed aligned acquisition of ECD on 30<sup>th</sup> March 22.
- Has commenced distribution into the US with local office now in Montgomery, Houston Texas USA.
- Has received US patent Certification for Hazavoid Emergency Alert Systems.
- Opentec Signed New FOCUS software agency deal.
- Technology Development continues to seek additional product extensions.
- Achieved DIFOT of 100% during the year.
- Acquired ECD Matraville “ Bricks and Mortar” manufacturing site.



# Technology Revenue



Consolidated Technology Division Sales Historical



\*Includes 2.4m of ECD revenue

# Furniture Highlights



*“the technologically leading commercial furniture manufacturer in Australia”*

- Total Furniture Division grew annual Sales by 11.3% YoY and GCF growth at 10.6% YoY.
- Introduce technologically advanced AcoustiX Pods and Firstline Police Chairs to work in with Project W and G-Smart technology.
- Introduction of sustainability targets with additional recyclability uptake with more SKU's across manufacturing and lower green gas emissions.

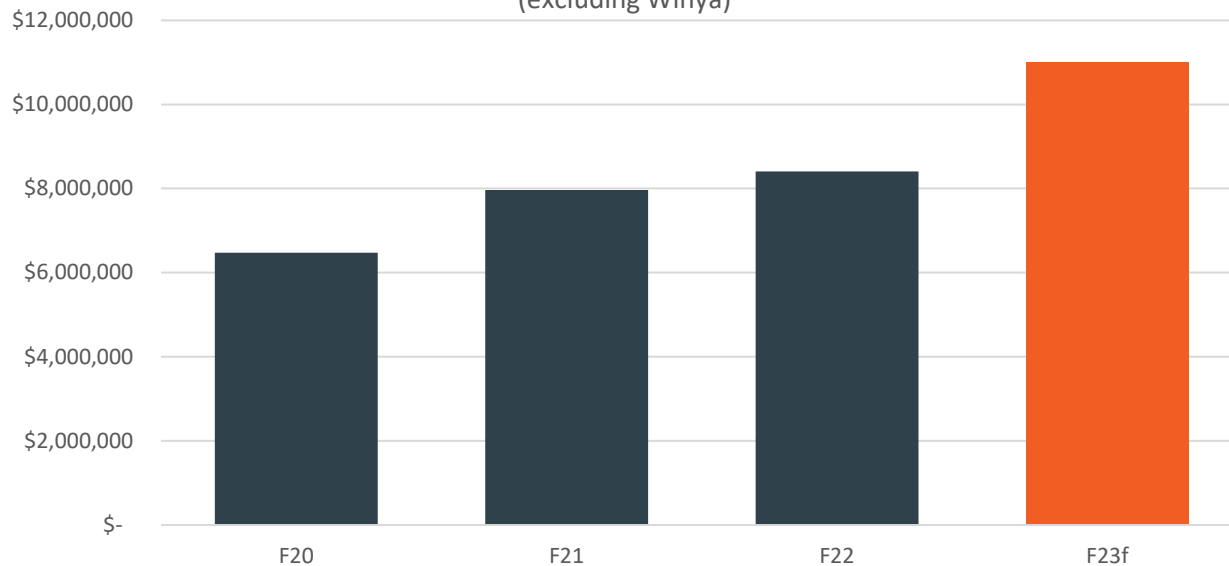




# Furniture Revenue



Consolidated Furniture Statutory Revenue progress  
(excluding Winya)



# Winya Highlights



Winya

*to "Sit now" in Wiradjuri dialect.*

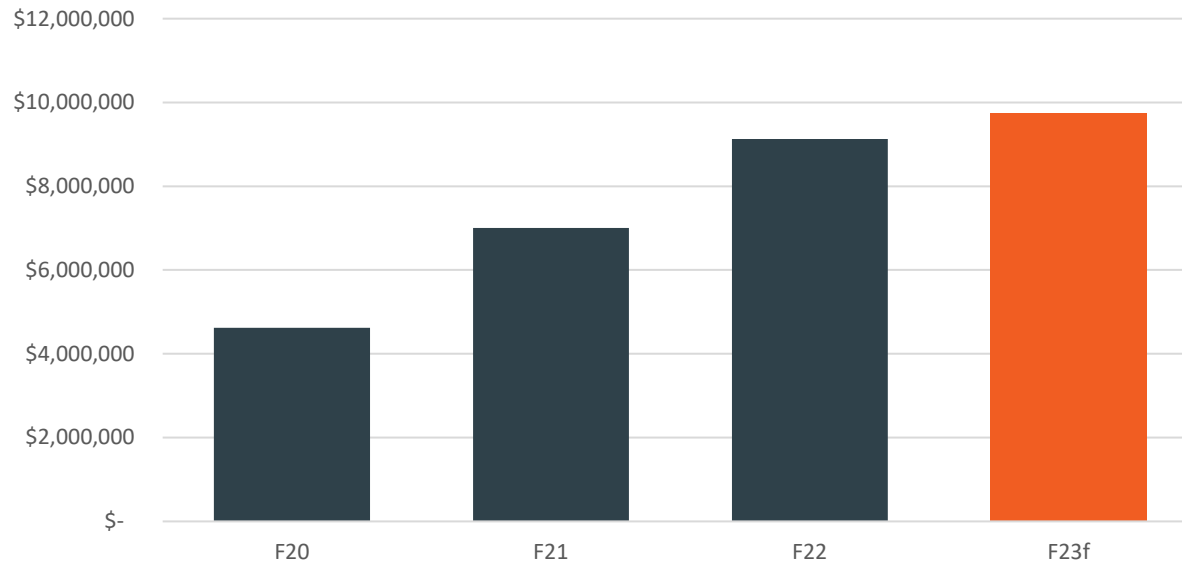
- Opened two new showrooms in Darwin and Brisbane CBD
- Opening Brisbane in September 2022
- Revamp of other larger sites to start in Q4. F23
- Focusing on Indigenous Development, remote community engagement and social economic change.



# Winya Indigenous Furniture (49% associate)



Winya Indigenous 49% associate Historical Revenue progress



# ECD - Electronic Circuit Designs (Technology Acquisition)



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

**ECD is the largest elevator controller manufacturer within Australia.**

Manufacturing customised controller design for hydraulic and traction elevators.

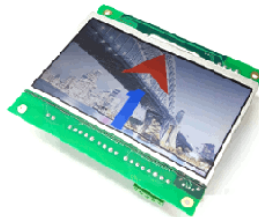
Also specialising in the design and manufacture of high quality, low cost, electronic control and information systems for the elevator industry, including shaft information systems, voice annunciator units, brake control boards and dot matrix displays.

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

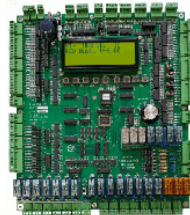
Aligns with the Inventis Group *Innovation & Technology* direction.



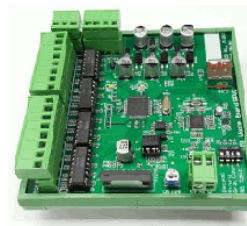
Brake Board



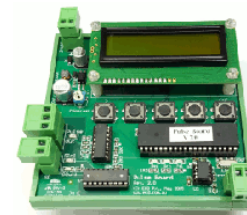
LCD Indicator



ECD Controller



Voice SP

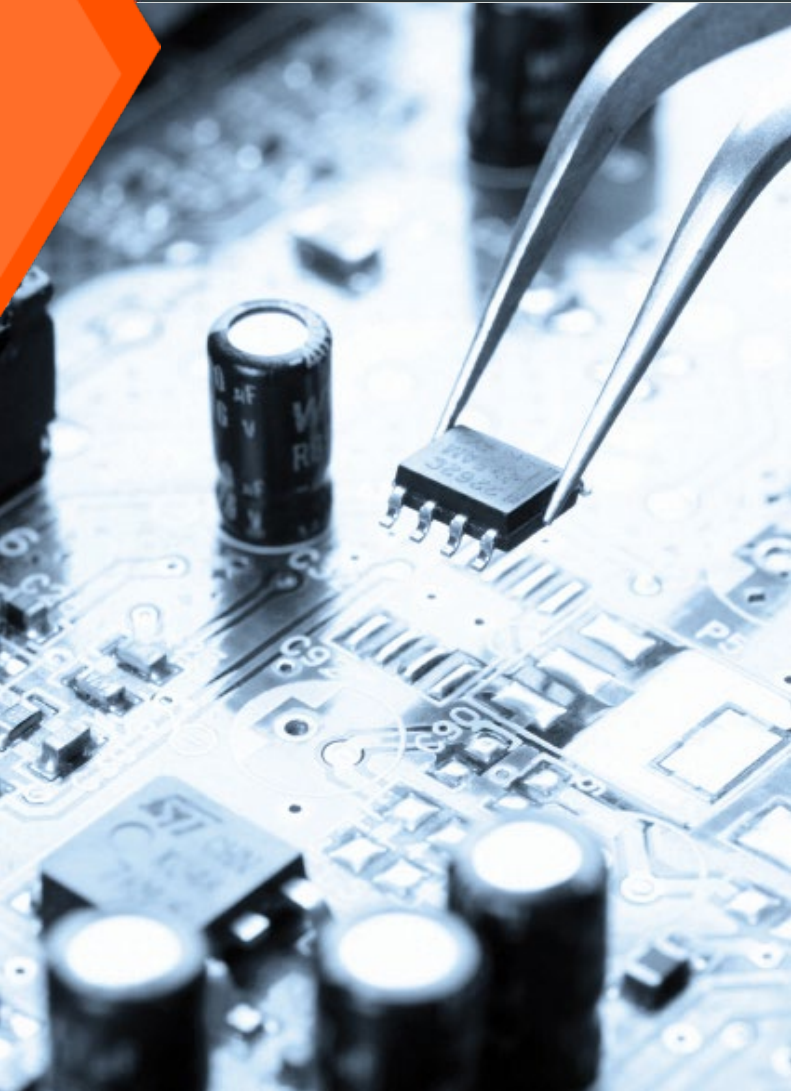


Pulse Board



Soft Starter SMS

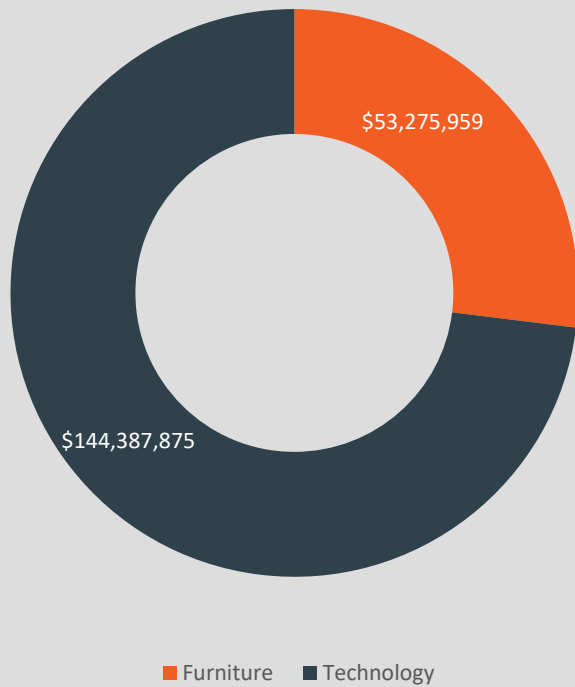
# M&A growth on track



- Acquisition includes a property. This plus the business acquisition sees continuity and a future home for Technology. (The property is located near the Botany port and 15 minutes 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.
- Integration completed and travelling to plans.



# Pipeline Review



\*Includes Winya 49% associate and ECD. Orders, Invoicing, Quotes and Opportunities being developed.

Pipeline Orders, Quotes & Opportunities July 22 – Last 6 Months	F22	1H22	Variance
Furniture*	\$53,275,959	\$47,505,759	12%
Technology	\$144,387,875	\$79,403,433	82%
Total Pipeline	\$197,663,834	\$126,909,191	56%



# Sustainability

- The Company is proudly 100% Australian owned and has two Australian manufacturing sites as well as regional development sites in Queanbeyan and Darwin NT.
- Inventis Technology and Furniture has achieved ISO 14001 following an extensive audit of our Environmental Management System by SAI Global. This is complementary of our existing sustainability certification to ISO 9001.
- Winya ( 49% associate) is actively promoting Indigenous development, working with remote community's supply chain procurement with aligned 100% owned and manufactured product and is socially responsible and active in sustainability measures across its supply chain.
- Committed to sourcing timbers from renewable sources and ensuring recyclable plastics and metal components are used in the production wherever possible with Australian made Chairs, Lounges and Tables.
- The Group has AFADI Green Tick accreditation , working toward AFRDI 160 Kg rating for the Gregory Chairs ranges and continues with AFRDI 6 certification maintaining the highest possible benchmark in safety and performance.
- The Group is committed to achieving zero emissions targets by 2030 and keeping steadfast toward the United Nations sustainability goals .
- The Group is committed to Modern anti slavery ACT 2018 and the Labour Compliance and is National Disability insurance Scheme compliant.
- The Company encourages large Government departments and Corporates NOT to throw Office Chairs into Land fill but utilise its services encouraged to achieve maximum sustainability.
- Gregory Chairs and Bassett Furniture are built to last with 10 -year warranties and a takeback program to help end of life replacement. Reducing the need for wasteful landfill.

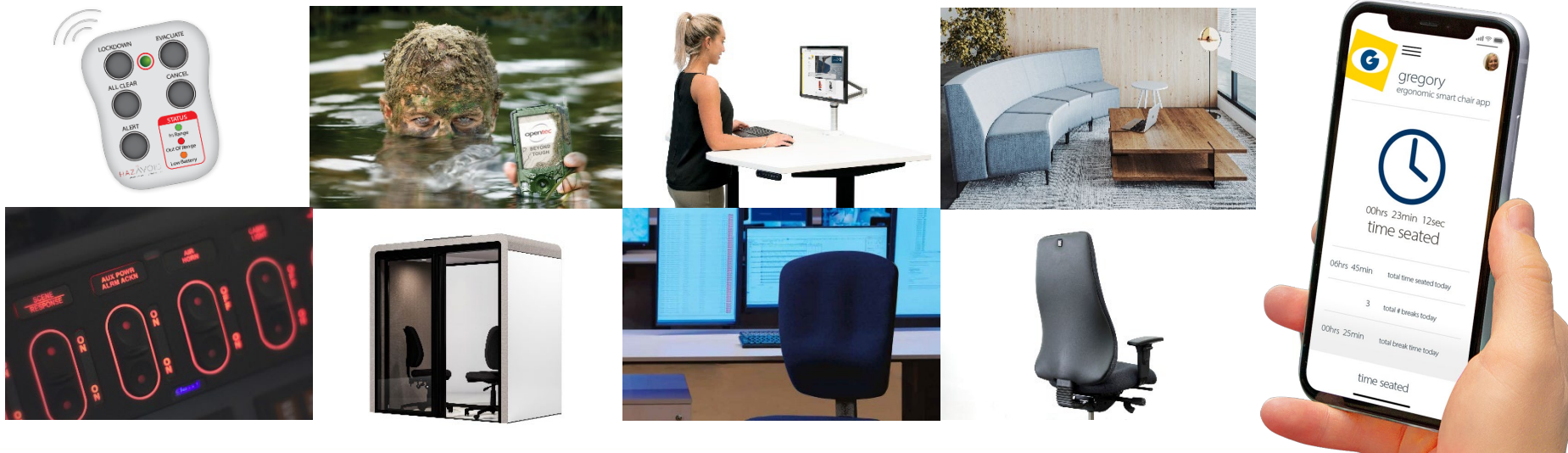
## END OF LIFE TAKE BACK SERVICE

- Gregory leads the Australian furniture industry with its Circular-Economy program to minimise its environmental impact. Many importers have “programs” to take back their seating at the end of the products life by the reality is that they lack event the basic manufacturing facilities to deliver on this promise.
- Gregory is a genuine Australian manufacturer and has a genuine local disassembly and recycling capability, to offer a genuine whole of life service. Gregory also has a refurbishment program to give a second life to various products. We currently provide this unmatched sustainability service to a number of the major banks for their visitor seating. Gregory also has the capability of refurbishing a large part of our range which allows our customers optimum sustainability opportunities and minimises waste.
- Gregory’s Circular-Economy take-back program means Gregory has the capability to take back and fully disassemble Gregory chairs at the end of their product life. Gregory will recycle individual components and recycle or dispose of components correctly in its factory. The take-back program is priced at \$35 per chair (this price will vary over the years due to inflation). Gregory can also take back non-Gregory chairs; this will involve a higher price as we are not aware of the material content or reusability in non-Gregory product.
- Our Circular-Economy take-back program optimises our ability to provide our customers with the best in class ergonomics and sustainability while minimising waste.



# 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 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.





## Tracking to our plans

- Operational efficiency gained by cost reductions and upskilling existing staff.
- Staff retention Policy working and upskilling and development of staff strategy paying dividend with low staff churn rates maintained in F22 and in early Q1 F23.
- DIFOT increased to plan, reaching new highs of up to 100% during the period.
- Focus on Furniture installations delivered strong Invoicing 4<sup>th</sup> Quarter F22.
- Seeking smart synergistic and accretive acquisitions completed with ECD.
- Working on mass production of Project W, Firstline “Police Chair” and dealer enhancements
- Working to bring new accreditations to a new levels of excellence and delivering our new sustainability vision.
- Engaged with smart hires of intellectually skilled staff for future growth opportunities in Engineering.
- Consistent development of stronger balance sheet with 3 -year average compound growth in net equity exceeding 42% pa.
- Completed our initial round of Staff incentive and Executive Options Grants and upskill development programs.
- A number of aligned acquisitions currently in pipeline aimed to deliver consistent growth in Compound Earnings and improved shareholder wealth into the future.

## Future Outlook

### Australian innovation

- The Company's Technology Division growth in the US has commenced with FCC approval/ US Patent Certification and a new base in Texas.
- The Winya Footprint growth continues with two new locations this year and a revamp in Sydney expected later in Q4.
- Gregory Commercial Furniture launches new ranges in Healthcare and related Ergonomic product that includes sustainable Acoustix Pod technology.
- Smart aligned acquisitions in the pipeline should see continuations of annual Revenue compound growth maintained upward of the current 21% trajectory.
- Inventis is working through advancements in sustainability reporting and its goals that is expected to be shared with stakeholders at the up coming AGM.



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