



Inventis ASX:IVT

Building Faster Growth and Improved Shareholder Wealth

March 2023 - 1H23 Results

Investor Presentation Inventis Ltd 1H23



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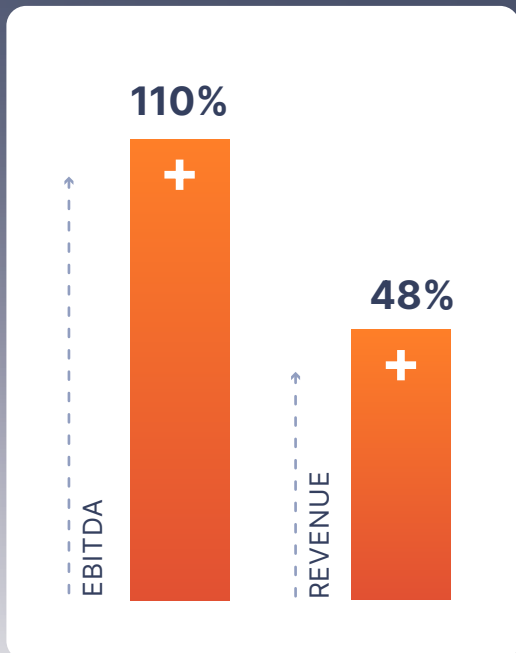
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The data should be read in conjunction with published 4D preliminary results and announcements and data found on the ASX and www.inventis.com.au, DD & audit are still in progress as at writing this presentation. Data is supplied like adjusted EBITDA, L4L, and other KPI's that are not AFRIS reporting terminology, these should be read in conjunction with the 4D and data is provided to the reader to better understand the underlying divisional and Company results.

Summary Dashboard

1H23 HIGHLIGHTS



Divisional Revenue - Statutory



Furniture
48%



Technology
49%



Network Sales



Winya (49% ASSOC.)
195%



Group Total
Network Sales
126%



DIFOT



Network Sales Order Book **12.1 M** ↑

Technology **\$4.2 M**

Furniture **\$7.9 M**

Cash YOY **67%** ↑

OPEX **7%** ↓



IP Enhanced

US Patent, Aus/NZ Patent, NDIS,
Sustainability, AFRDI 160kg

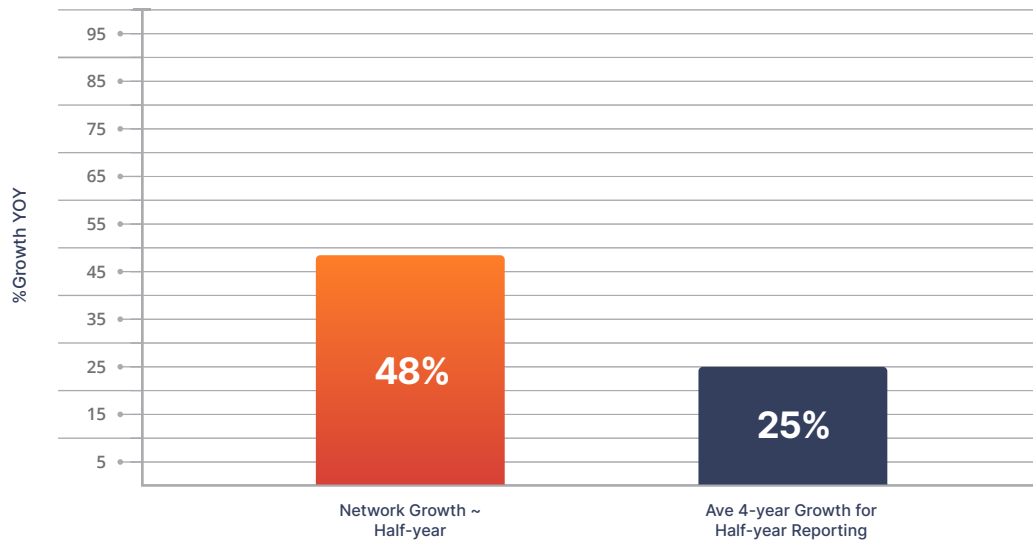
Statutory Results

Inventis Statutory	1H23	1H22	Variance
Revenue	\$7,935,447	\$5,345,148	48%
EBITDA*	\$523,196	\$249,515	110%
Depreciation/Amortisation	(\$346,121)	(\$335,751)	3%
Operating Expenses (OPEX)	(\$2,335,987)	(\$2,512,179)	(7%)
Grants	\$60,717	\$415,890	(85%)
EBITDA (Adjusted ex grants)	\$878,369	\$249,515	252%
Interest Net	(\$726,652)	(\$364,565)	(99%)
NPAT	(\$577,522)	(\$450, 088)	(28%)

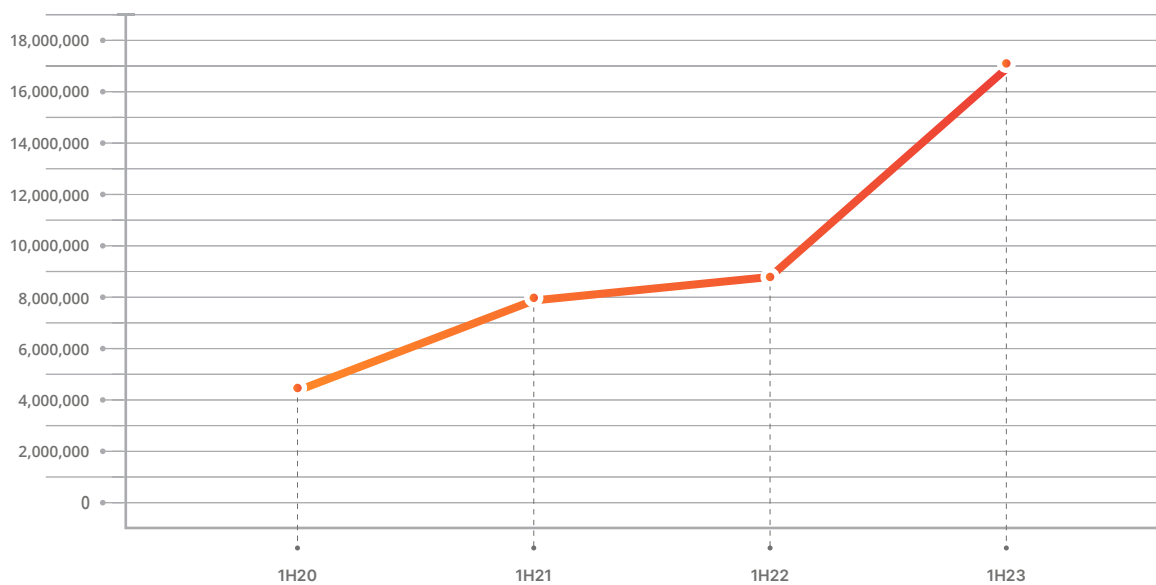
Balance Sheet	1H23	FY22	Variance
	\$000's	\$000's	
Long Term Debt	\$8,337	\$8,437	(1.2%)
Total Assets	\$18,491	\$17,430	6%
Cash & Cash Equivalents	\$966	\$833	16%
		Jun 22	
Unrecognised Tax Asset		\$2,717	
Available Franking Credits		\$1,539	

Recent Growth

Revenue Growth to 31 Dec 2022 (Unaudited)



Network Sales Growth - Last 4 Half-year Periods L4L



Technology Transformation

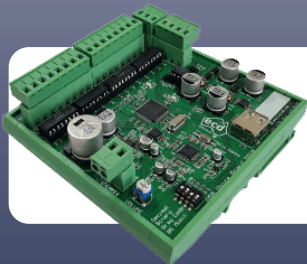
Our team, lead by our MD Anthony Mankarios since late 2019, has inspired a rapid transformation of the group to innovation & technology;

Commercial Furniture innovations (and patents) are in **Smart Chair** (app supported), **Firstline** (police specialist use design), **Project W** (unique design to us), and **Acoustic Pod** (for todays world with wheel-chair access).



Inventis Technology is expanding internationally with Hazavoid (US patent registered) and Opentec Technology's rugged computers and smart innovation products.

Current agreements are being formed across Asia Pacific and the USA to reap the benefits of this advance technology. The company has now advanced with Offices in **Texas, USA** and soon to open in **Manila, Philippines**.



Smart technology is reflected in the ECD acquisition adding to the technology advancement across the Group.

Acquisitions are all net earnings accreditive adding synergy and spreading the Public Company overhead across a larger network resulting in better overall performance and focus.

Technology Division Highlights

Inventis Technology Division	1H23	1H22	Variance
Revenue	\$2,781,858	\$1,864,224	49%
EBITDA (before Mgt Fees)	\$418,672	\$141,088	197%

Total Technology Division Revenue

49% YOY 1H23 

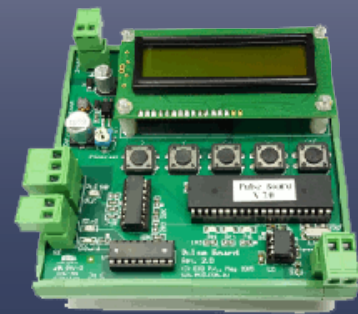
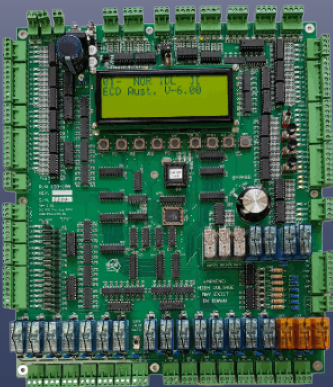
- ▶ Hazavoid (USA patent finalised).
- ▶ Expansion internationally with Montgomery, Texas, USA
- ▶ Manilla, Philippines ground - work with new office expected 2H23.
- ▶ Developed strategy for further expansion.
- ▶ Current Opentec Orders on hand \$3.6M currently at 28/02/23.





ECD Acquisition

- ▶ Settled international supply chain and inventory procurement initiatives.
- ▶ Created new contacts in South-East Asia for future expansion.
- ▶ EBITDA / interest rate on business show positive net gain.
- ▶ EBITDA for 1H23 is \$386,000.



Furniture Network Highlights

Furniture Network Highlights	1H23	1H22	Variance
Revenue	\$15,280,601	\$6,895,033	122%
EBITDA	\$2,062,304	\$800,770	158%
EBITDA (Adjusted ex grants)	\$2,270,727	\$657,075	246%

*Includes Winya non-equity adjusted.

Gregory Commercial Furniture Revenue

51% YOY 1H23 

- ▶ Major progress in Healthcare with the new Range released and major hospital fit outs at St. Vincent, Prince of Wales Hospital, Royal Melbourne Hospital, Redcliffe Hospital Qld.
- ▶ Health Services Victoria Contract
- ▶ New Pod release, with Wheelchair access and Australian registered flow through fire suppression design.
- ▶ First Line Chairs proving popular in police trials
- ▶ New Chair Designs for major banks
- ▶ Universities such as RMIT, Polytechnic
- ▶ Revised sustainability initiatives
- ▶ Improved AFRDI accreditation to 160 kg
- ▶ Now National Disability Insurance Scheme (NDIS) certified.

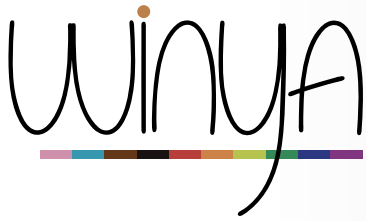


GREGORY 
the experts in ergonomics

Bassett
Custom Soft Furnishings

bevisco
intelligent by design

 **WORKSTATIONS.COM.AU**



Winya Indigenous Furniture (49% associate)

Revenue

195% YOY 1H23 

Delivered major contracts in F23.

Major Contracts:

- ▶ Award winning ANZ bank branch refits (Breathe Architects worked with us on these and they won an award)
- ▶ NT Government's Goyder Centre Fit-out
- ▶ Chisholm Prison
- ▶ Puckapunyal refit
- ▶ New Showroom in Sydney and Perth start 2H23.
- ▶ Warehouse in the NT and new showroom in Brisbane open 1H23.

Tracking to Our Plans

01

Operational efficiency gained by cost reductions and up-skilling existing staff. OPEX is down by 7%.

02

Historic staff turnover rate reduced to 7% pa, a new low for the Group, enhancing IP retention.

03

The recruitment of a new CFO and COO completed to enhance management focus on operational growth and synergies.

04

DIFOT increased to plan reaching new highs of 99% during the period.

05

Focus on Furniture installations with >\$12M of furniture network orders in hand awaiting delivery in 2H23.

06

Seeking smart synergy and accretive acquisitions aligned to bring additional capability in design and A&D markets.

07

Working on mass production of Project -W, Firstline "Police Chair" and dealer enhancements

08

Achieving new 160 KG AFRDI accreditation for GCF and working on advanced accreditations to new levels of excellence.

09

Ensuring the 2nd Half moves closer to our enhanced sustainability targets and onward toward net zero emission targets in 2030.

10

Engaged with additional smart hires of intellectually skilled staff for future growth opportunities in Engineering and design.

11

Open Projects Group. (commercial furniture manufacturer out of Ashmore QLD.) DD underway.



Future Acquisition - OPG Update Details

Whilst Legal DD is proceeding, this acquisition is not yet certain and it is important to note great deal of work is still required to complete should it proceed.

- ▶ Commenced Legal Due Diligence
- ▶ Confirmed Sales contracts and pipeline > \$23M
- ▶ PPG won apprentice and training awards for employer of the year in QLD.
- ▶ Completed major projects and have won significant work in F23/24
- ▶ Adds accretive earnings and capability inhouse Design and Projects management and trades
- ▶ Allows for future synergy with Furniture contracts
- ▶ Additional Large Manufacturing base in Queensland enhances reach with future Furniture Government contracts and distribution potential.

Deals include:

- ▶ New Co to buy business and assets.
- ▶ Retention of Principal with between 20% to 28.5% equity in OPG potential based on future earn out.
- ▶ Inventis retains 100% acquisition rights into the near future.
- ▶ Payments over 3 year tranches with inclusive minimum IVT share Issues of \$100K each x 2 over two years kept in escrow for 12 months.
- ▶ Future earn out based on performance including lifts of EBITDA and Revenue KPI's.

Photo Gallery

