



# INVENTIS [ASX:IVT] Building Faster Growth Through Innovating Technology

Financial Year 2023 Results

Broker Presentation F23



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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](http://www.inventis.com.au). At the time of compiling this presentation the Audit of the Group is currently underway. Thus, information contained herein may change.



## F23 IVT Summary Dashboard

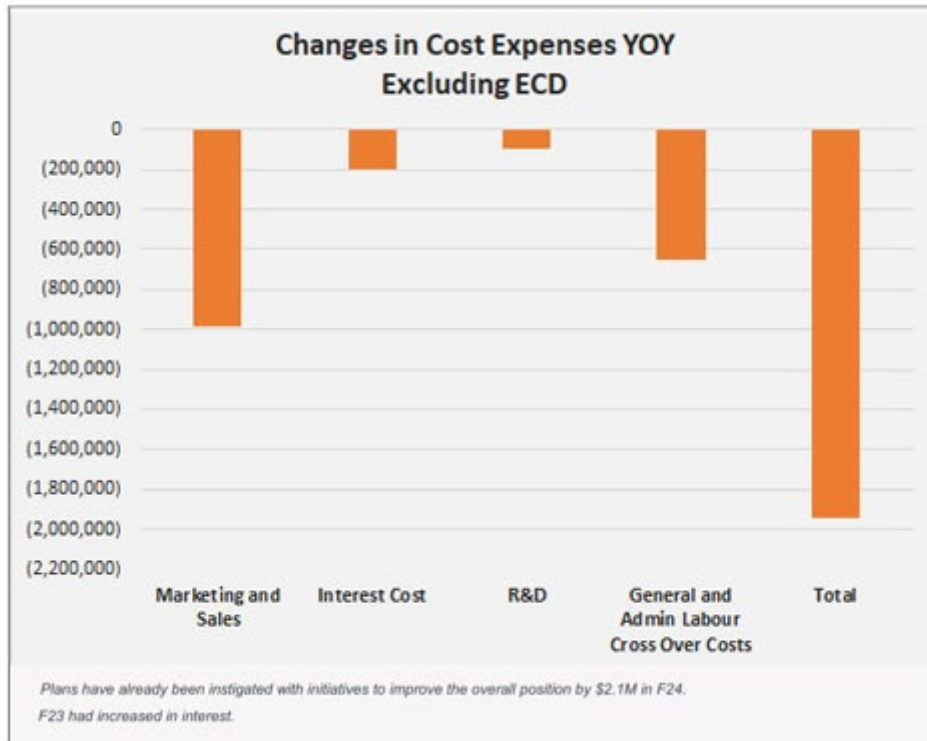


## Statutory Results

Inventis Statutory	F23	F22	Variance
	\$000's	\$000's	
Revenue	\$16,188	\$11,547	40%
EBITDA	\$402	\$645	-37%
Depreciation/ Amortisation	(\$792)	(\$645)	22%
EBIT	(\$390)	\$24	-1725%
Net Finance expenses	(\$1,563)	(\$940)	66%
Income Tax Benefit *	\$13	\$1,042	
(Loss) / NPAT	(\$1,941)	\$70	-2872%

Balance sheet	F23	F22 (Adjusted)	Variance
	\$000's	\$000's	
Long Term Debt	\$8,137	\$8,437	-4%
Total Assets	\$16,731	\$16,851	-0%
Cash and cash equivalents	\$947	\$883	7%
Net Assets	(\$1,289)	\$326	N/A
Net Tangible Assets/ share	(\$0.103)	(\$0.087)	
	<b>Jun-22</b>	<b>Jun-21</b>	
Unrecognised Tax Asset	\$3,374	\$3,277	
Available Franking Credits	\$1,539	\$1,539	

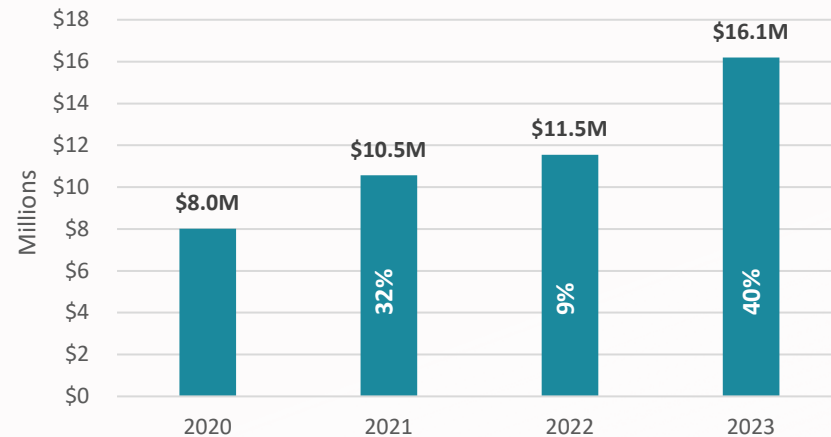
\*Note: In FY22 the Group recognised the following in relation to the Deferred tax asset.  
An amount of \$0.54 million related to the deferred tax liability in relation to the ECD acquisition that was offset against previously unrecognised deferred tax assets. In addition \$0.5 million deferred tax assets were utilised against tax income payable in line with income tax returns.



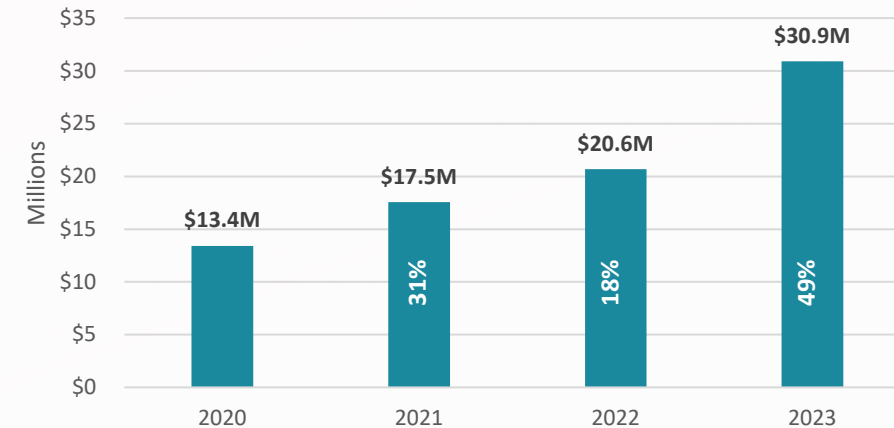
- While Sales Growth was robust across the Group, we saw an overall increase in Operating Costs Year on Year. The majority of which was made up of the following;
- Increase in Marketing and Sales Expenses, due primarily to
  - increases in headcount, with new Sales Personnel coming on board in the US and Philippines as well as domestically, and
  - Increased marketing spend and international travel attributable to the setup of the new offices in the USA and Philippines.
- General and Admin Labour Costs, due primarily to the crossover of positions in relation to changeover between departing and newly employed personnel
- Increases in Net Finance Expenses (Interest Cost), due primarily to the rolling interest rate increases by the RBA along with the full year impact of interest relating to the loans drawn on to finance the acquisition of ECD.
- The Group has put plans in place to re-align the expense base and build sales and market penetration to ensure a return to profitability

# Growth in Network Sales

### IVT Statutory Revenue



### Total Group Network Revenue (includes all sales for 49% associate Winya)

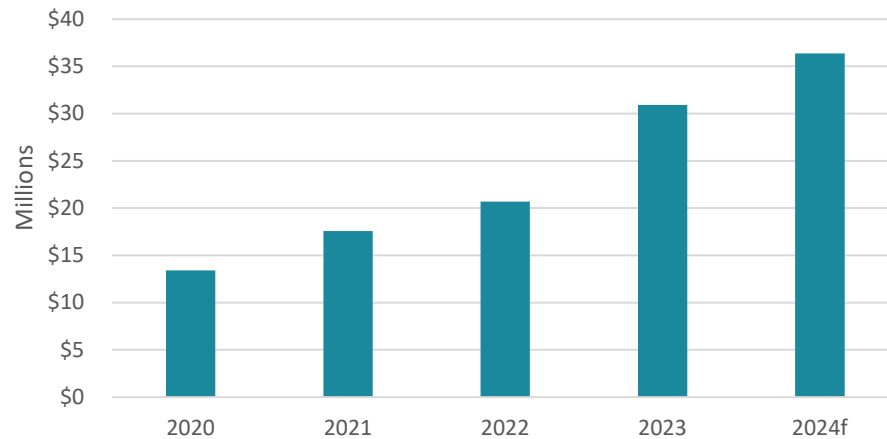


The Company's Statutory Revenue has grown from \$8 Million in F20 to just over \$16.1 Million in F23. This represents an average 27% average growth in Revenue during this period. The Group's Gross Total Network Sales (inc. all sales in 49% associate Winya) has grown to over \$30.8 Million during that same comparable reporting periods, an average annual growth of 49% pa. Winya sales F23 were \$14.72 million, Inventis has invested 49% in Winya.

# Strategic Plan Moving Forward



Total Group Network Revenue F24 forecast  
(includes all sales for 49% associate Winya)

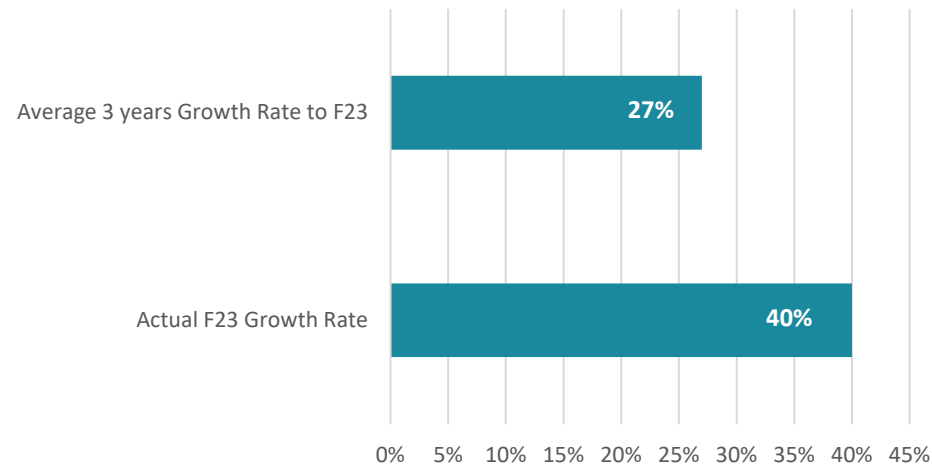


- The plan over F24 is to grow Network Sales from \$30.8M in F23 to over \$35M in F24. This will be done organically, and where commercially sensible, through additional complimentary and earnings accretive acquisitions through to F25.
- It is anticipated that achievement of this plan will show a lift in Group EBITDA potentially up to \$2.7M in F24.

# Growth Trajectory

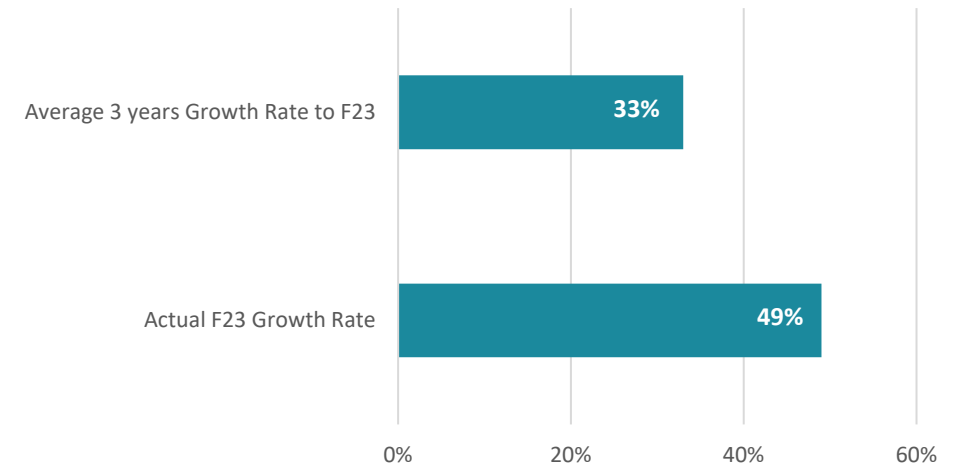


### Statutory Revenue Growth Rates



### Group Network Growth Rate

(inc all Winya 49% Associate)



The Group has grown at a faster trajectory in F23 than the 3- year average and has plans for further organic and net earnings accretive M&A activity





# 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 today's world with wheel-chair access).
- Inventis Technology is expanding internationally with Hazavoid (US patent registered) and Opentec Technology's smart innovation products.
- Current agreements are being formed selectively in Asia Pacific and the USA to reap the benefits of this advanced 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 transformation across the Group.
- Acquisitions are all net earnings accretive adding synergy and spreading the Public Company overhead across a larger network resulting in better overall performance and focus.



# Global Expansion into the Philippines



- The Expansion Globally has been driven by Patent Technology and demand for Hazavoid. We have also agreed to the distribution of Opentec Rugged Computers in the Philippines. The set up and costs have been taken up in F23
- The Technology Division's quote pipeline is the biggest it has been with demand now centered around the USA and the Philippines.
- The ECD acquisition is now being leveraged with Elevator Circuit controllers being offered in South-East Asia a massive market compared to Australia.

## INTERNATIONAL CLIENTS

In addition to our Australian clients, Inventis Technology has expanded its services to the USA and the Philippines.



# Hazavoid

(Patent - USA- ANZ to now globally)



Our Hazavoid presence is now established in the USA and the Philippines. We have grown local presence with plans to roll out to Catholic Schools and Government facilities in 2H24



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# USA Global Growth

(Strategy and Development)



- The Hazavoid Patent in USA is being leveraged to grow into the USA with FCCC certification.
- Texas office, sales staff and warehouse are now operational in Montgomery TX USA.
- Philippines office in Boniface Global City Manila now open. With NTA certification.



## Sector –Opportunities

- ✓ Government safety authorities
- ✓ Schools & University Campus
- ✓ Golf Courses
- ✓ Ports
- ✓ Places Of Worship
- ✓ Industrial and Shopping Malls
- ✓ Airports

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## List of current Official Endorsements of Hazavoid systems by reputable organizations globally.

- S.A.S.S (*Partner Alliance for safer Schools USA*)
- MMDA Metro Manila Development Association. Philippines
- NDRRMC- National Disaster Risk reduction Development association. Philippines.
- Golf NSW, Federal, Ryde Parramatta courses
- Golf QLD, Indooroopilly, Virginia and Brisbane courses

## Australian Opportunities will enhance global expansion

- Western Sydney Airport – new docking bay weather alert purchased to deliver test unit then roll out. Q2 F24
- Catholic Schools Sydney archdiocese approved and rollout Q2F24
- Current approved supplier to Parramatta archdiocese and approved DET NSW supplier.

Technology Division	F23	F22	Variance
	\$000's	\$000's	
Revenue	\$6,659	\$3,362	98%
EBITDA*	\$1,469	\$459	220%
Corporate MGT Fees	(\$945)	(\$762)	24%

\* Earnings before corporate service allocations

- Has grown Revenue by 98%
- Has increased operational EBITDA before MGT fees by 224%
- We have completed related accretive acquisitions with ECD.
- Has been onboarded with US/ APEC Hazavoid distributor and have now been formally endorsed by the NDRRMC - National Disaster Risk reduction Development association. The Philippines.



# Electronic Circuit Designs Acquired 100%.

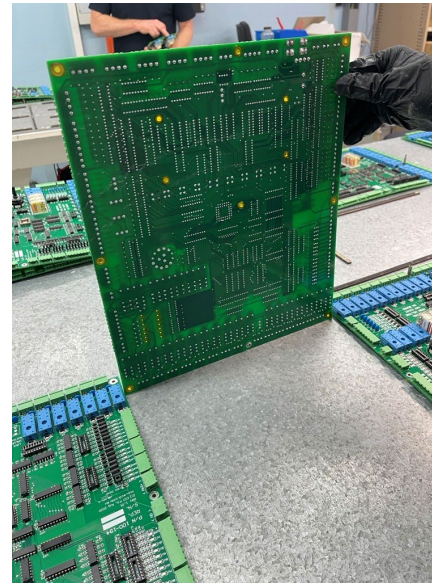
*ECD acquisition by Technology Division completed 1 April 2022 fully integrated in F23.*

- Manufacturing:- Property at Perry Street Matraville NSW (near Botany terminals) acquired with business.
- IP for “missing step” Escalator developed along side major client to introduce smart stop -sensor technology for potentially all escalators nationwide. Roll out began August 2023 for F24 to meet new Australian regulations (may have global implications)
- Expands opportunities abroad in F24 with Manila office leveraged new ECD clients.

ECD	F23	F22	Variance
	\$000's	\$000's	
Revenue	\$2,447	\$627	290%
EBITDA* unadjusted	\$1,008	\$263	283%
Corporate MGT Fees	(\$96)	(\$24)	303%

\* Earnings before corporate service allocations

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*striving to become the premier commercial furniture manufacturer in Australia*

IVT Furniture Division 100% Owned

Furniture Division	F23	F22	Variance
	\$000's	\$000's	
Revenue	\$10,180	\$8,405	21%
EBITDA*	\$797	\$1,488	(46%)
Corporate MGT Fees	(\$1,597)	(\$1,222)	(31%)

\* Earnings before corporate service allocations

- Continued growth in Ergonomic Furniture and Commercial Furniture sales.
- Expansion of related innovation and ranges across the Division.

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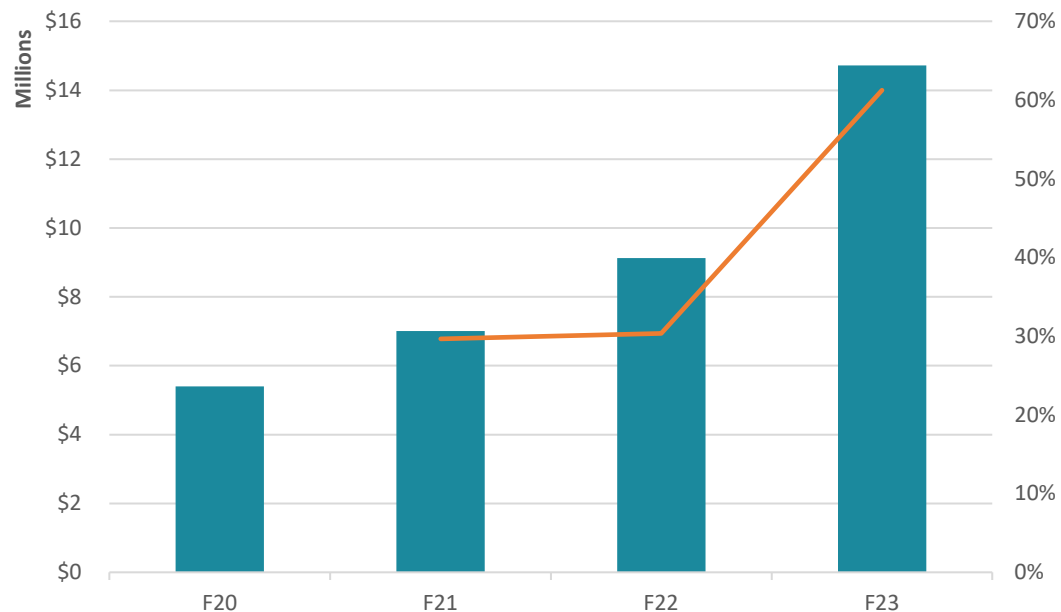




# Winya Indigenous Furniture (investment in 49% Associate)



Winya 3 Year Sales Growth to F23

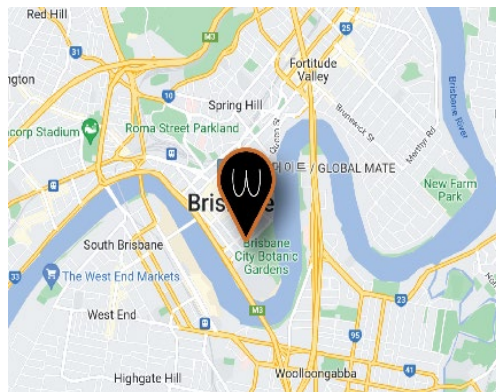


Winya Indigenous Furniture is a 51% owned Indigenous business. It is certified by Australia's first certified NSW Chamber of Commerce and Supply Nation .

In 2018 Winya was the First Company to be awarded by The United Nations for leadership and sustainable development. Winya a premier Indigenous Furniture business boasting unique contemporary Indigenous design using sustainable materials and putting back into First Nation communities with employment and sourcing.

Inventis has invested in this business and has supply and Australian manufacturing agreements in place.

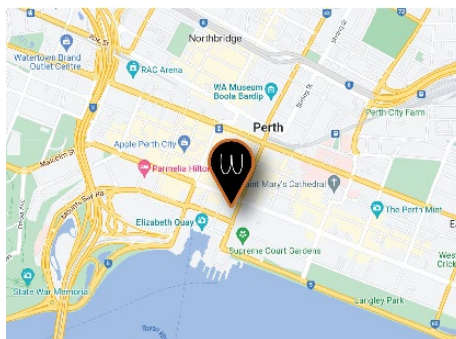
# Gregory National Dealers: Showroom Footprint



**Brisbane:**  
 113 Margaret Street, Brisbane City QLD



**Sydney:**  
 LV 7, 107 Pitt Street, Sydney CBD NSW 2000



**Perth:**  
 Unit 2/41 St Georges Terrace in Perth CBD WA 8000

- The national dealer's footprint for the Gregory Commercial furniture business grew by 34.4 % in F23 YOY on active new location dealers across the country. There are already plans to lift this by another 12.5% in F24.
- GCF also contributed to the expansion of the Winya showrooms nationally whilst focusing on new product development and efficiency.

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# Plans for Furniture Group



Our Gregory Commercial Furniture Division continues to lead innovation, with technology and Australian design enabling the development of world-first products focussed on the health and wellbeing of the user. Our technology is leading the way in large and small organisations that care about their team members' health with;

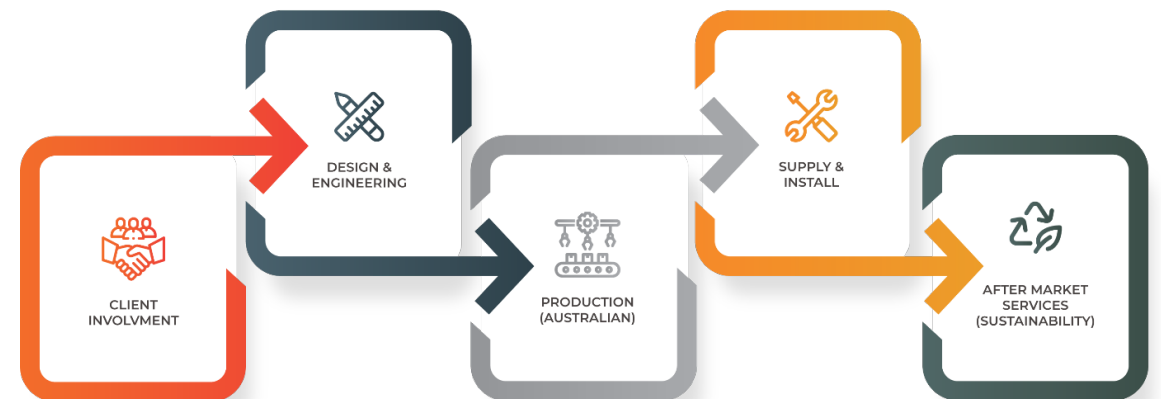
- G-Smart (mobile app and Smart Chair Technology)
- Project -W office and work-from-home Chair
- Gregory Acoustic Pod (very new!) which has drawn significant interest and new orders throughout FY23
- “Firstline” Chair for Australia’s personnel in our Armed Forces, Police and Security which has seen encouraging initial Police Departments feedback and support.

The Furniture Division has become a well-integrated Australian operation that provides technologically advanced product, sustainability, and environmentally responsible solutions; through its Associate Winya also working with Indigenous communities and engaging in socially responsible outlook to their growth.

Future plans involve integration of Design Cabinetry, joinery and full fit out services.

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## STRATEGY VISION



## Key plans Implemented

- Re-evaluation of operational efficiency, seeking additional cost reductions and upskilling existing staff.
- Managed challenging industry factory churn rates comprehensively by introducing 4 -day week cycles.
- Recruitment of new CFO and COO enhanced management focus on operational efficiency, growth and synergies. (Initial cost hike F23 but planned ongoing improvements.)
- DIFOT increased to plan reaching new highs of 99% during the period.
- Continuing to seek smart synergy with accretive acquisitions aligned to bring additional capability in design and A&D markets.
- Achieved the new 160 KG AFRDI accreditation for GCF and working on advanced accreditations to new levels, ensuring the Gregory excellence.
- Ensuring future sustainability and reduced environmental footprint with net zero targets planned into the mid-term.
- Engaged with additional smart hires of intellectually skilled staff for future growth opportunities in engineering.



# Latest Initiatives

## Signed Binding Heads of Agreement- GDK Group.

The agreement has two main parts.

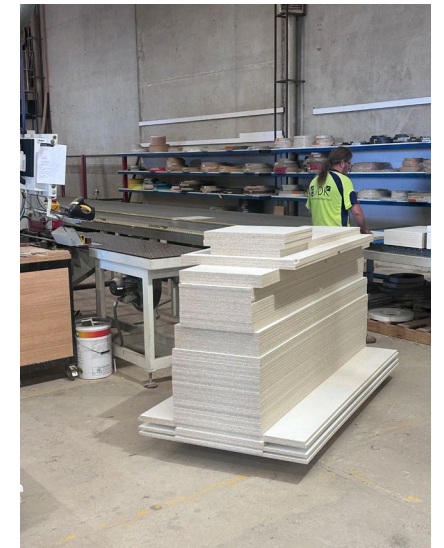
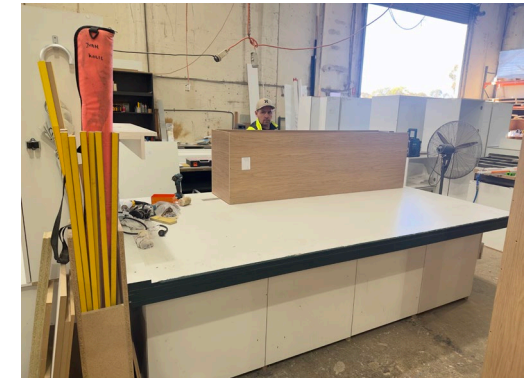
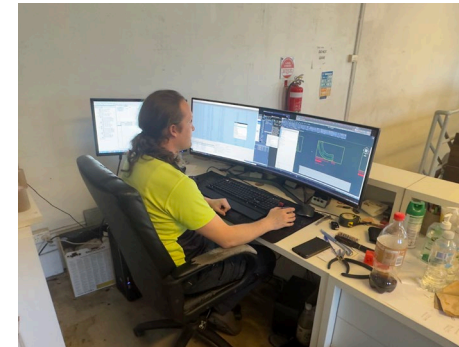
- **Stage 1**

Our Gregory Bassett operations will be relocated to unit 1 in the same complex that GDK operates from (268-270 Victoria Street Wetherill Park, NSW), as part of strategic collaboration and shared services that will help utilise efficiency and cost benefits to both parties. This is planned to be completed by end of January 2024. The ongoing overall cost savings to our Inventis Group are significant and the move will see common clients and projects maximised into the future. The anticipated overall ongoing savings for Gregory is Circa \$500K pa with opportunity for additional efficiency gains.

- **Stage 2**

GDK Group and Vibe Furniture will look to further collaborate through a joint venture with Vibe Furniture (a 100% owned subsidiary of Inventis). This will of course be subject to due diligence and finance approval as well as a range of commercial terms.

Inventis sees this as an exciting opportunity to expand its Commercial Furniture operations consistent with our Vision for growth in the Commercial Furniture space to encompass design, sales, build, delivery and install services.



# Commercial Furniture Products we make



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