

Inventis Limited [ASX:IVT]

# Explanation of 1H25 Sales Results

Broker Presentation

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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.

# 1H25 Sales Results



This Represents most up to date sales data to 28th February 2025.

Unaudited Management Accounts	YTD Feb 2025	YTD Feb 2024	Variance
Furniture Division	\$2,654,250	\$3,855,790	
Associate Winya non-equity accounted	\$9,666,082	\$7,062,532	
<b>Total Furniture Network Sales incl 49% associate (non-grouped)</b>	<b>\$12,320,332</b>	<b>\$10,918,322</b>	<b>13%</b>
Technology Division			
<b>Total Technology</b>	<b>\$7,710,176</b>	<b>\$4,937,722</b>	<b>56%</b>

*Note: These financials are not audited.*

# 4D Results and Explanation



	1H25	1H24	Variance
Sales Revenue IVT	\$4,864,289	\$7,845,694	(38%)

01

Due to invoice timing issues with larger snapshot in Technology a 28th February snapshot is posted here so as to give a better understanding to the 4D results.

02

The Company seeks investment funds to carry out growth plans for growth in the USA and Nationally. These plans include sales staff recruitment , additional Engineering services, marketing and sales and logistics with Hazavoid USA. Funds will ensure continuity to plan and forecasts.

03

The Company has made announcements to the possible asset sales and asset buy back schedules to assist with debt reduction. Progress will ensure major cost reductions by way of debt finance cost elimination.

04

The Furniture Division is in a once in a 20-year cycle where Government contracts nationally are being tendered resulting in delays which followed a widely publicised Builder's collapse in 2023/24. Progress is being seen with contracts being awarded commencing from April onward.

05

The company is in possession of requests for quotes from Government departments in the Philippines for Emergency vehicles exceeding sales expectations of over \$60 million if accepted. This is dealing with the Varley agency agreement which is exclusive to Inventis Technologies Philippines.

06

The Company is in possession of sales contracts awaiting finalisation of the formal bidding process in Palawan Island for Hazavoid.

07

The USA entity Hazavoid LLC has built up solid quote book and commenced selling, This process requires investment to fully capitalise on growth , it is also subject to a Grant application in progress for \$3Million.

08

Opentec Solutions has with it's overseas equipment Manufacturer helped develop IP which is world first and aims to service a large department of Government with mobility compute services and ongoing upgrades. This is also subject to a grant application process for \$1.5M.



# Cost-cutting and Funding

Rental reduced by 39% after FY24 & FY25 relocation for both Furniture and Technology Division with a total saving \$481K PA.

Location	Current Obligations			Old Obligations			Annualised Savings
	Rental	Outgoings	Total	Rental/ Loan Interest	Outgoings	Total	
Eastern Creek	-	-	-	\$635,402	\$189,602	\$825,004	\$825,004
Arndell Park	\$412,560	\$87,900	\$500,460	-	-	-	(\$500,460)
Matrville	\$80,004	\$8,000	\$88,004	-	-	-	(\$88,004)
ECD - Perry St	\$160,000	-	\$160,000	\$309,144	-	\$309,144	\$149,144
Pitt Street - Workstations	-	-	-	\$96,000	-	\$96,000	\$96,000
<b>Total</b>			<b>\$748,464</b>			<b>\$1,230,148</b>	
<b>Total Savings</b>							<b>\$481,684</b>

Opex to 31 Dec 24 is down 7% compared to SPLY and down 9% on budget, major reduction is in area of Operation, Sales and Marketing.

Commitment to restructuring plan FY24 - FY25 with ongoing headcount reduction to reduce overhead.

\*The company incurred a total of \$321,394 in one-off employment termination cost to bring about future savings in years 2024 and 2025.

Period	
FY24 Wage Savings	\$778,268
FY25 Wage Savings	\$1,279,584
Further reduction in FY25	\$440,066
<b>Total Savings*</b>	<b>\$2,497,917</b>

# Cost-cutting and Funding

(cont.)

Progressing toward upgrading to a more robust and reliable ERP system. This initiative is aimed at enhancing operational efficiency, improving data management and supporting the organisation's future growth and scalability.

The finalisation of additional IP developed and owned by the Company is expected to enhance sales.

01

The Company is seeking \$2.5M USD Hazavoid USA LLC funding by way of a 20% sale of equity in the LLC.

03

The Company has agreed with AFG Venture Group to seek external equity and hybrid funding solutions for up to \$8M to invest in the Technology growth plans.

02

The Company has progressed with Government IGP fund grants and is communicating with IGP advisors at present. The value of the two applications is \$4.45 Million.

04

The AGM has allowed the sale and buy back of ECD, The current offers are near \$3M and non-binding agreements are being negotiated funds will be used to retire debt.

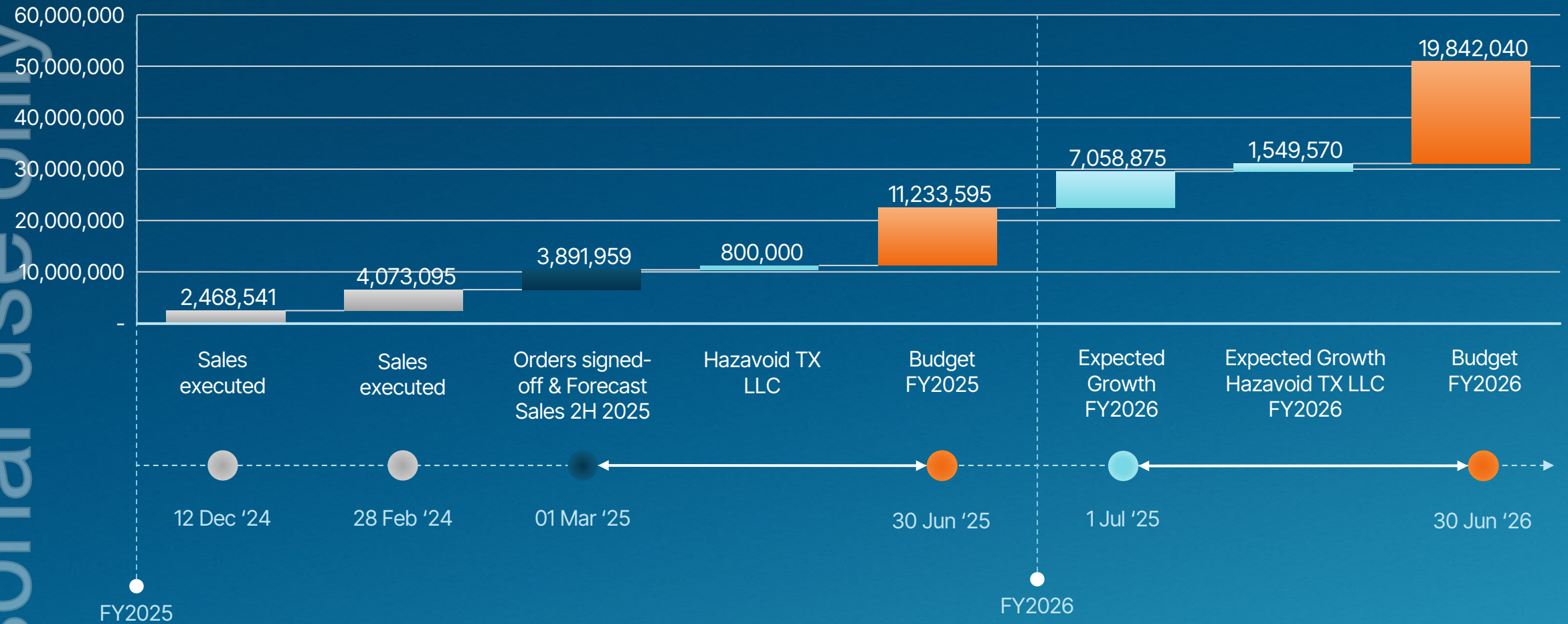
## Funding Facility as of 31 December 2024

Type	Lender	Facility Limits	Facility Utilised	Facility Not Utilised
Loan	THN Property Funding Pty Limited	\$7,925,000	\$7,038,235	\$886,765
Purchase Order & Invoice Funding	THN SPV1	\$7,200,000	\$1,904,359	\$5,295,641
Purchase Order & Invoice Funding	THN SPV23	\$500,000	\$135,553	\$364,447
Total		\$15,625,000	\$9,078,146	\$6,546,854



# Sales Bridging Forecast – Technology Division

FY2025-FY2026



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# Open Quotes and Expected Orders

Opentec

IVTT

IVTT PH

Hazavoid TX LLC

OPEN QUOTES  
\$82,873,158

OPEN QUOTES  
\$2,141,301

OPEN QUOTES  
\$90,030,797

OPEN QUOTES  
\$3,942,782

EXPECTED ORDERS  
\$29,005,605

EXPECTED ORDERS  
\$963,585

EXPECTED ORDERS  
\$9,003,080

EXPECTED ORDERS  
\$1,379,974

CONVERSION RATE  
35%

CONVERSION RATE  
45%

CONVERSION RATE  
10%

CONVERSION RATE  
35%

*Note: These are negotiated deals that are to be completed and there is no warranty that they will convert.*

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# Thank you.

7 Holbeche Road  
Arndell Park NSW 2148

61 2 8808 0400  
61 2 9631 2488

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