

ASX Announcement

25 May 2016

Chairman's Address to Annual General Meeting

Attached is a copy of the Chairman's Address to be presented at today's Annual General Meeting of Invigor Group Limited and the accompanying presentation slides.

The latest Investor presentation is also attached.

For further information, please contact:

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About Invigor Group Limited

Invigor Group is a leading information technology and digital solutions company. It specialises in innovative business intelligence, big data solutions for businesses and consumers which are supported by strategic consulting, development and marketing services. Invigor delivers its cloud based solutions to a broad range of clients including: retailers, brands, mobile network providers, local and state governments, advertising and media agencies.

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**INVIGOR GROUP LIMITED
ANNUAL GENERAL MEETING
WEDNESDAY 25 MAY, 2016
CHAIRMAN'S ADDRESS**

Good morning ladies and gentlemen. My name is Gary Cohen. As chairman of directors, I welcome all shareholders and guests to this annual general meeting of Invigor Group Limited.

Firstly, I would like to introduce my fellow directors present today; John Hayson, Roger Clifford, Jeremy Morgan and Tony Sherlock. Greg Cohen sends his apologies as he is currently unwell. I also have an apology from our Company Secretary who is overseas.

The notice calling this meeting was released on 21 April 2016. As there is a quorum present, I declare the meeting open.

Chairman's Address

I would like to highlight the developments and activities of Invigor Group in the past year and further discuss the direction of the Company moving forward.

During 2015 Invigor continued to further strengthen its foundations as we aim to become one of Australia's leading data analytics and business intelligence companies across business-to-business (B2B) and business-to-consumer (B2C) markets.

There is growing awareness regarding the role that big data can play in business. Understanding one's data enables businesses to grow, be more competitive and make better informed decisions. Invigor is capitalising on this market opportunity, offering its suite of big data products to customers across a range of sectors including retail and brands, shopping centres, hospitality and leisure, venues, event spaces, hotels and transport hubs. The Company is continually working to connect this data in ways that enable our customers to more accurately reach their target market, giving them the ability to market their products and services with greater success.

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The other thing that has become clear to us is that the data we are collecting is highly relevant to many of our customers to help them drive their business. A retailer can then not only understand the prices of his competitors, but also use our solutions to insure greater sales volume at a higher margin, drive online traffic into the store, and improve the customer's journey whilst in the store.

Furthermore, the data we are collecting and harnessing enables us to direct advertising and messaging to a user who is more likely to be favourably receptive to that message. Already we are using data we learn from Shopping Ninja to advise retailers what products are in demand and who are selling those products.

Our acquisition of Condat AG in the latter part of 2015 was particularly exciting in that it allows us to considerably strengthen our product suite. The acquisition provided additional product and resources to enable us to execute our strategy together with a more secure contracted revenue base. Condat's smart media suite complements our Insights Visitor range of solutions. Condat is a well-established Berlin-based company with clients that include Germany's major public broadcasters as well as key private outlets, thus providing a springboard to European markets and a massive opportunity for the Insights range to grow. We have recently announced a number of contract wins for Condat, including its first contract in the UK. These contract wins further validate our investment decision.

The past year saw some changes to Invigor's management as we moved from the development phase of our products to focus on sales and marketing.. There was a need to invest further in these aspects of the business and this required a different skill set. The management we now have, provides a strong foundation to drive these required strategies.

The outcome of these decisions – whilst having some unfortunate negative impact on our share price as some of the management shareholders exited their positions – has on the business front resulted in a substantial improvement in our overall business and operations.

First, we have simplified our business by exiting non-core activities. We sold our services business which has enabled us to focus on more profitable work and reduce our costs. We also have agreed to sell our non-core investment in MViD for \$2.2m, generating a good profit. This will release cash and strengthen our balance sheet. We have now received a part distribution from the Hyro business sale and we expect to receive further funds in the next 12 months.

Second, we have improved the capability of our technical delivery and moved all our hosting of our services onto Amazon Web Services – thereby providing an internationally rated service for the provision of our data.

Third and very importantly, we have significantly changed the quality of our earnings by driving higher value offerings from bigger and more substantial businesses. This has led to a substantially increased pipeline in terms of value and strategic value to the company. Whilst some of the impact of that process has resulted in a longer sales process, the outcome will more than compensate for this slight delay.

Fourth, the Company revenues have grown. The acquisition of Condat has underpinned our revenues with over \$8m forecast for the current year at a 20% EBITDA margin. As we reported previously, Condat was on track for this with \$2m revenue for the first quarter at slightly higher margins. Condat has also announced a number of contract wins during the first few months of the year. The sales pipeline for our Insights range has also continued to grow and we are quietly confident that the next few months will see the company converting these into substantial sales.

We have also been doing a major technical refresh of Shopping Ninja and will shortly be rolling out version 2.0. This will not only provide both a great online experience, but will also bring the benefits of that experience to major retailers. This week we announced a joint venture with the leading online digital media group, The Big Smoke, where we will jointly market digital content to businesses, whilst at the same time leveraging and promoting Shopping Ninja. This initiative is typical of the type of marketing we are seeking to explore where we can promote our products whilst at the same time generate revenue.

We took action to strengthen our balance sheet by implementing a share purchase plan for our shareholders in March. This was exceptionally well received and supported by raising over \$1.6m, including a separate placement to sophisticated investors. We see a very bright and exciting future for the Company and appreciate the support from our shareholders.

I also thank my fellow directors and our management team for their great work and contribution to the Company.

I am happy to answer questions before proceeding to the formal items of business.

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CREATING VALUE THROUGH DATA

Investor Presentation
May 2016



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*Enhance Your
Strategic
Decision
Making With
Real Time
Data*

**ACTIONABLE
INSIGHTS**



Creating Value Through Data

COMPANY SUMMARY

Invigor is a leading data analytics and business intelligence company offering solutions across business-to-business (B2B) and business-to-consumer (B2C) platforms for retail, brands, consumers, broadcast and media.

Our suite of products include -

INSIGHTS RETAIL: Competitive analytics platform for brands & retailers

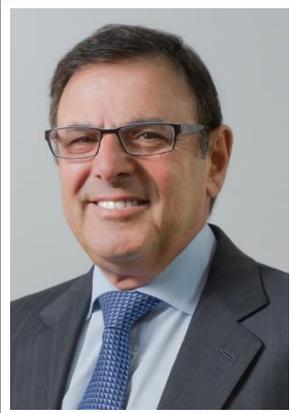
INSIGHTS VISITOR: Analytics platform providing actionable insights from bricks and mortar locations

SHOPPING NINJA: Provides best value option to consumers on over 100,000 offers

CONDAT AG: Smart media solutions including semantic engine & content distribution capability



KEY MANAGEMENT



GARY COHEN

Chairman and Chief Executive Officer

Gary has extensive experience in the information technology industry. Gary was Executive Chairman and Chief Executive Officer of iSOFT Group Limited, an ASX listed company, from 1999 until 2010. Gary built iSOFT into one of Australia's largest technology companies with operations in over 40 countries.



GREGORY COHEN

Executive Director

Greg has an extensive international background in financial services and general management gained from a 27 year career with Ford Credit, the captive financing arm of Ford Motor Company. Greg has significant expertise in the financial services sector and operational market experience in Australia, Europe, South East Asia, India and China.



Richard Granger

Chief Operating Officer

Richard is a seasoned World class IT industry leader with a prolific big ticket deal track record, extensive front line experience as a CIO / CTO. Richard has deep industry experience of transactions, governance, programme management in all cases both buy-side and sell-side.

WHAT WE DO

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Retail
Competitive market intelligence for brands and retailers



SHOPPING NINJA
★ TRUSTED FOR BEST VALUE ★

Best value options for consumers



Visitor
Consumer analytics for bricks and mortar locations

COMPLEMENTARY
SUITE OF BIG DATA
PRODUCTS



condat®
Smart media platform

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INSIGHTS RETAIL

Our customers are actioning real time data to maximise revenue opportunities, amplify share of voice and understand the dynamic pricing environment.

REAL TIME ACCESS TO ONLINE & OFFLINE COMPETITIVE PRICING

SHARE OF VOICE

VIEW LOST REVENUE & ADJUST PRICING IN REAL TIME

LIVE ALERTS ON PRICE CHANGES, NEW ADS & CATALOGUES

HOW
CAN
WE SEE
MORE?



INSIGHTS RETAIL – COMPETITIVE ADVANTAGES

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INSIGHTS VISITOR KEY FACTORS

3 key factors play a vital role in engaging our audiences and converting these conversations into meaningful commercial outcomes .



Where most organisations see one audience, we see thousands

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WHAT WE DO

complementary suite of big data products



CAPTIVE PORTAL & SPLASH PAGES



SOCIAL NETWORK LOGIN



DASHBOARDS & REPORTING



HEAT MAPS & FLOW MAPS



COMPATIBLE WITH ALL MAJOR WIFI VENDORS



API AVAILABLE FOR DATA ACCESS E.G.



MARKETING CAMPAIGN TOOLS



BUSINESS INTELLIGENCE PLATFORMS



Creating Value Through Data

SHOPPING NINJA

Invigor's B2C offering

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Helps consumers find the best value across **100,000 offers**. Also publishing the **most valued content** in the market for **Shoppers' benefits**.



Includes mobile phone and tablet.



Creating Value Through Data

CONDAT AG



SMART MEDIA & MOBILITY SOLUTIONS



ESTABLISHED TIER 1 CLIENTS



SMART MEDIA ENGINE



SCHEDULING & EDITING OF ONLINE CONTENT



CONTENT CREATION & DISTRIBUTION



FY 16 FORECAST REVENUE OF \$8 M



Condat is a major provider of smart media solutions to public and private broadcasters in Europe.

The Condat Smart Media Engine is a highly innovative solution for personalised navigation of text, pictures and videos for broadcasters, print and online publishers, Video on Demand platform operators and new media enterprises

CONDAT'S CUSTOMERS

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BROADCAST

ZDF **ARD**¹
DIGITAL

rbb 
Kabel Deutschland


unitymedia
kabel bw

WDR¹

DW Deutsche Welle

mdr¹

CORPORATE

M **vdek**
Die Ersatzkassen

MARKENVERBAND

vd
TÜV  **BDI**

 T-Systems

TOTAL

KKH Kaufmännische Krankenkasse **DB** Mobility Networks Logistics

GASAG

DAIMLER

GERMAN GOVERNMENT

 Deutscher Bundestag

Umwelt Bundes Amt 
Für Mensch und Umwelt

MONETISATION MODEL

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Insights Retail

Annual subscription based on number of categories & professional services



Insights Visitor

Annual subscription & professional services



Shopping Ninja

Commission on sales & promotional platform for brands & retailers



Insights Data

Transaction based model



condat®

Condat AG

Software licence fees & professional services



All products work individually or may be combined to provide more meaningful data of consumer behaviour right through to personalised content distribution

RECENT MILESTONES

- ✓ Condat announced quarterly revenue of **\$2.0m** with EBITDA for **\$420k** for the quarter
- ✓ Condat selected for EU InVID project as part of a consortium for the EU
- ✓ Condat secures **+\$250k** contract in the wind energy space
- ✓ Condat secures contract estimated at **+\$300k** with European Broadcaster
- ✓ Insights Retail signed two leading consumer electronics brands to further one year contracts
- ✓ Shopping Ninja achieved milestone of over 25,000 downloads
- ✓ JV with The Big Smoke to promote Shopping Ninja



KEY REVENUE CATALYSTS FOR 2016



Build revenue with additional contracts for Insights Retail & Insights Visitor



New verticals to be launched



Growth in Shopping Ninja downloads & sales using the service



Ongoing integration of Condat capabilities to improve product offering



Further contract wins by Condat



Potential expansion into other markets

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CORPORATE STRUCTURE

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TRADING INFORMATION (AT 20/5/16)

Ticker	IVO
Price	\$0.033
Market Capitalisation	~\$13m
52 week range	\$0.03 - 0.11
Shares on issue	394m

MANAGEMENT

Gary Cohen	Chairman & CEO
Richard Granger	COO
Gregory Cohen	Executive director & CFO

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