



FY18 H1 PRESENTATION

August 2018

EXECUTIVE SUMMARY

- SaaS solutions that enable brands, retailers and corporates to increase customers and revenue, and lower costs
- Operations in Australia, Asia and Europe
- Established and accepted technology gaining considerable customer uptake
- Blue chip customer base and partners
- Experienced retail and technology leadership team



FY 2018 H1 RESULTS & HIGHLIGHTS

- Revenue up 28% to \$1.81 million
- HY revenue from core Pricing and Loyalty operations **up 125%** to \$565,000 for the half
- Net losses have narrowed significantly
- Operations rationalised with IVO focused on strengthening Pricing and Loyalty operations
- Contracted revenue base and sales pipeline enhanced by Invigor's enhanced SaaS technology capabilities



HIGHLY EXPERIENCED LEADERSHIP

- CEO Gary Cohen – successful exit in Healthcare IT (iSoft in \$400M transaction)
- Chairman Bob McKinnon (ex CIO CBA, Westpac and MD Brookfield Multiplex)
- COO Claire Mula – deep experience in FMCG, media and technology sectors
- Underpinned by highly capable in-house technology development team



BOB McKINNON
Non-Executive Chairman
(formerly Westpac, CBA, Lendlease)



GARY COHEN
CEO and Executive Director
(formerly iSoft, Allco)



GREG COHEN
CFO and Finance Director
(formerly Ford Credit)



CLAIRE MULA
COO and Executive Director
(formerly Sprooki, Astro,
Fairfax, P&G)

Retailers & Brands
understand
‘WHY’
data-driven strategies are
the key to value creation
Invigor provides the
‘HOW’

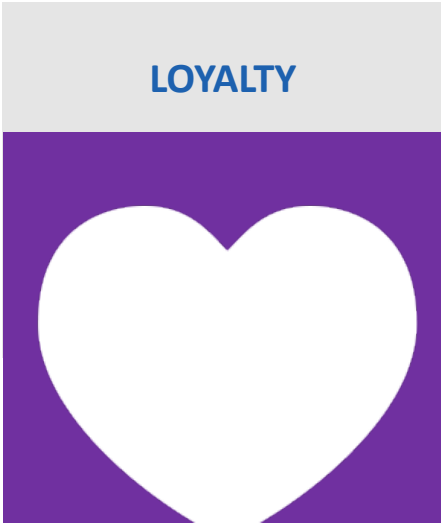
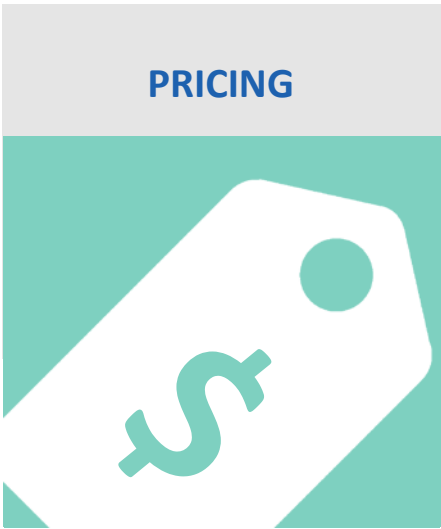


THE REASON WHY WE'RE DIFFERENT

- Laser focused on Retail & Commerce
- Experts in complex data sets (transaction, WiFi, loyalty, pricing)
- Experts in multi channel markets and across multiple geographies
- We begin with the end game : accelerated growth and long-term profitability



HOW: DATA & SOLUTIONS THAT DRIVE PROFITABLE COMMERCE





- Competitive pricing and promotional intelligence (online and offline) for Retailers & Brands
- Real-time monitoring across all industries, verticals, categories and geographies
- Specialised in Consumer Electronics and Liquor in Australia - 4 years historical data on 40+ retailers

CUSTOMERS



CUSTOMER SUCCESS – RETAILER (CONSUMER ELECTRONICS)



Real-time competitive pricing to meet “30 Day Price Guarantee” promise



> 8,000 products in multiple categories



> 40 retailers being tracked



> 100,000 price points daily



20.3% improved sales revenue



- Collect customer data and turn insights into drivers of acquisition, visits, sales, profit and lifetime value
- Dynamic customer segmentation and automated Campaign and Loyalty Management
- Engage customers in more personalised ways and dynamically measure uplift in traffic, sales, loyalty upgrades and improve ROI on investments

CUSTOMERS

Mercatus



aventus



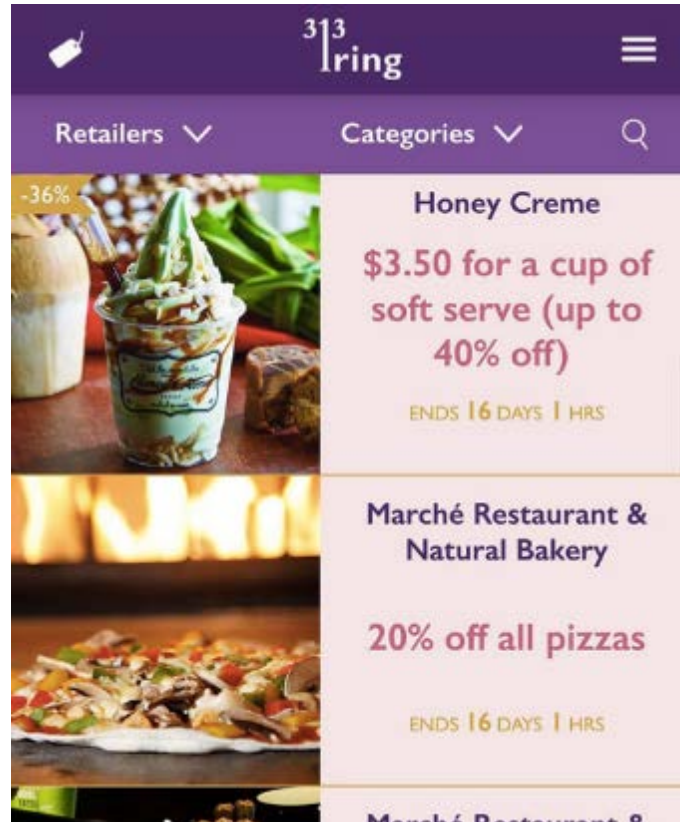
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LOYALTY CUSTOMER SUCCESS – LARGE ASIAN SHOPPING CENTRE GROUP



Personalised and location-based engagement drives off-peak visits and conversion to store



Automated Campaigns & Recommendations



30,000 Campaign Views



28% coupon sales when stores were closed



46% conversion from coupon downloads to sales



- Streamlines field service operations to reduce costs, time and grow customer lifetime value
- 2 modules:
 - **Dispatch** - facilitates planning and monitoring at head office
 - **Mobile** - on-site order and field force management

[See TillerStack's Investor Presentation \(May 2018\)](#)

CUSTOMERS



GASAG



MAHLE



FIELD SERVICE CUSTOMER SUCCESS – LARGEST CABLE NETWORK PROVIDER



Increase efficiency managing technical workforce and improve customer satisfaction



50 dispatchers and 400 field service workers – 100% work orders managed and supported by our solution



50% reduction in travel time per ticket lowering service operating costs



2 X more tickets per day per technician (from 3 to 7)



Improved number of 'First Call Fixes' boosting efficiency and customer satisfaction

POSITIVE OUTLOOK

- High profile/value contracts in Australia, Asia and Europe pending:
 - ~\$1M of revenue already committed for FY2018
 - ~\$400,000 recognisable in H2.
- New strategic partnerships and expansion into new sectors
- Large qualified revenue opportunities in pipeline
- Moving to more scalable transaction-based model
- Emphasis on strategic opportunities which leverages cost base and provides greater revenue synergies
- Drive to operational cash positive from new contracts/pipeline execution
- Balance sheet strengthened/restructured through \$668,000 placement and proposed convertible notes converted to equity



Gary Cohen

CEO

Gary.cohen@invigorgroup.com

Tel: +612 82519600

