



Investor Presentation

Update & Outlook
October 2019

Executive Summary

- Based in Sydney with offices in Singapore and Berlin Invigor Group has established operations in Australia, Asia and European markets.
- With industries being disrupted the opportunity for growth by connecting brands and suppliers to customers is a core focus with a suite of tailored solutions for brands and retailers to leverage data intelligence capabilities and connect directly to customers.
- Strong revenue growth expected from
 - Rollout of data insight solutions to major brands operating in Australia and Internationally
 - Contract renewals secured from major brands and retail groups
 - WeChat Pay partnership especially in Singapore
 - Rollout of Ad Freeway to major brands and publishers bringing more personalised and effective advertising campaigns
 - Retail solutions in the Australian liquor market tapping into a network of over 6000 retail outlets.
 - Launch of WeWine
 - Sun Asia Group supplying Australian produce into Asia.



A portfolio of data intelligence solutions designed to help businesses find value to grow revenue and margin

A value led suite of products tailored to each client to deliver a complete data driven analytics solution.

Invigor Brand Solutions

Designed for brands to connect with their customers.

- Collect and aggregate first, second, and third-party customer data to better understand customer journeys, acquisition and sales drivers, repeat visits and customer lifetime value.
- Develop a deeper understand customer profiles and segmentation.
- Overcome previous blockers by connecting directly to customers through loyalty driven solutions
- Engage customers in a personalised way to drive increased sales, improved ROI on existing investments and customer loyalty.

Invigor Retail Solutions

Designed for retailers to connect with their customers and become more competitive.

- Find actionable insights from existing POS data and better understand customer purchase behavior, promotional effectiveness and product mix.
- Get real-time market pricing and access competitor intelligence to help make better pricing decisions
- Improve productivity and build efficiencies through AI technology to build competitive pricing strategies and elasticity models
- Engage customers in a personalised way to drive increased sales, improved ROI on existing investments and customer loyalty.
- Enable payment method such as WeChat Pay to tap into new customer segments

SmartFarm WeWine

Connecting the agriculture and wine industry directly to customers.

- WeWine - provides a Chinese language versions of the cellar door experience the growing Chinese winery tourism market.
- Allows customer to purchase wines using WeChat Pay – in local currently (RMB)
- Provides a logistics pipeline to quickly and cost effectively ship wine from Australia to Mainland China whether purchased at Cellar Door or after they return home.
- Create advocates for Australian wineries and wines in Mainland China

AdFreeway

Designed for advertisers and retailers to improve marketing and advertising ROI.

- Drive improved ROI of advertising spend through a pay per click rather than impressions model.
- Increase customer engagement and loyalty through a highly targeted inventory of ads.
- Test creative messaging and platforms to understand segmentation
- Improve efficiencies of advertising spend through geo targeting and analytics.
- Allow public venues such as shopping centres, transport hubs, sporting arenas and hospitality venues to further monetise their visitors, customers and patrons.

TillerStack

Currently a wholly owned German based subsidiary of Invigor Group.

- A mobile workforce management solution that simplifies complex field technician maintenance and service processes.



The Problem We Solve

As markets become more digitized and channels more fragmented, **brands, suppliers, and retailers** need to find new ways to engage customers to grow revenue and margin.

How We Do It

Data Driven Solutions

Our team of experts turn complex data into valuable insights through a suite of products.

Drive Revenue & Margin Growth

With actionable insights derived from data, we enable new opportunities to grow profitability.

Platforms & Partnerships

Innovative platforms and partnerships with global partners such as WeChat Pay, we have the knowledge and experience to support growth.

Strong growth is expected to close out 2019, with ongoing benefits in 2020

Current activities in Australia and Asia in the next quarter. Setting Invigor up for a strong 2020.

Partnership with WeChat Pay

Launched WeChat Pay in Asia with its partnership with China based Winning Group.

Growing WeChat Pay in Club 21 Singapore

Major luxury and entertainment groups sign up to Invigor's WeChat Pay platform in Singapore.

Renewals with Major Brands & Retail Groups

Contract renewals of major brands and retail groups on the Company's pricing platform.

Australian Liquor Industry

Tapping into more than 6,000 outlets to deliver retail and pricing insights to the liquor industry.

Sun Asia Group Secures Major Contract

The Company's subsidiary, Sun Asia Group, has secured a major supply contract for Australian produce into Asia.

Partnerships with International Brands

Rollout of data insights solution to major brands operating in Australia and Internationally.

Growth with Ad Freeway Partnership

Rollout of Ad Freeway to major brands and publishers bringing more personalised and effective advertising campaigns.

Capturing the Chinese Wine Market with WeWine

Launch of WeWine – a WeChat-powered online community to market and sell Australian wine to Chinese domestic consumers and Chinese consumers in Australia

Who We Are

Operating across Australia, Asian, and European markets, Invigor is a B2B data intelligence and analytics company that provide data driven solutions to enable brands, suppliers and retailers to understand customers behavior, grow revenue and margin and build loyalty through actionable insights.

As markets become more digitized and channels more fragmented, brands, retailers, and suppliers need to innovate and find new ways to engage customers, grow profitability and drive customer loyalty. Invigor has developed a suite of solutions to address this problem.

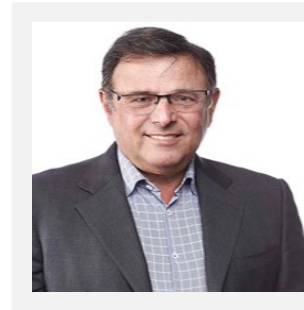
The Company's solutions include a brand solution which is designed to better understand customer journeys, sales drivers and customer lifetime value as well as help brands overcome previous channel blockers by connecting direct to customers through loyalty driven capability. The Company also has a retail solution designed to find actionable insights from Point-of-Sale data for retailers to better understand customer purchase behaviour and promotional effectiveness. Separately the Company provides real time market pricing and competitor intelligence to assist Brands and retailers with more effective pricing strategies.

During FY19, Invigor has been working on increasing advertising effectiveness with its partner Ad Freeway with a new product currently in the final stages of piloting at two major sites across Sydney, Manly Wharf and Circular Quay. There is significant potential to work with brands to assist them in their advertising campaigns.

Invigor Group is also drawing down on its newly formed partnership with WeChat Pay and Winning Group to scale advertising, retail and loyalty solutions in the Asian market starting with the Singapore luxury retail market.

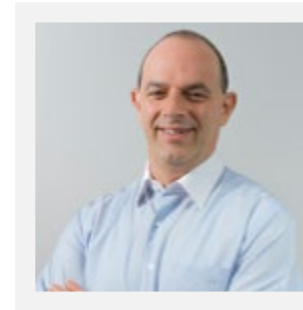
The Company was incorporated in 1998 and is based in Sydney, Australia.

Executive Leadership Team



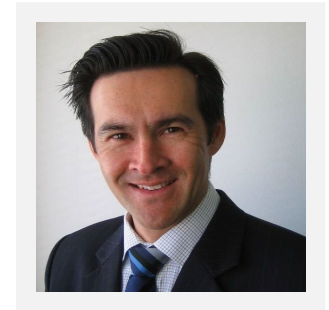
Gary Cohen

Chief Executive Officer
& Chairman



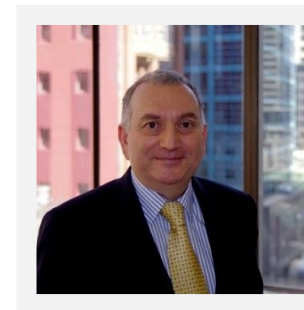
Greg Cohen

Chief Financial Officer



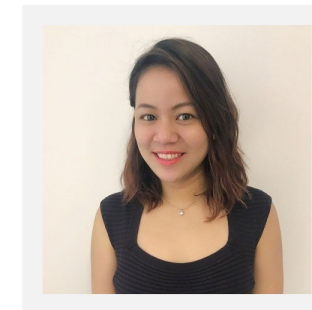
Michael Stone

Director of Products
& Engineering



Thierry Manor

Commercial Director



Shannon Liew

General Manager, Asia

Capital Structure

| Company Snapshot | |
|---|---------------------------------------|
| Name | Invigor Group Ltd. |
| Ticker | IVO |
| Current Share Price | 2.5c |
| Offer Details | |
| Transaction | Share Placement |
| Issue Price | 2c |
| Discount & Percentage | 0.5c 20% |
| Shares issued (m) | 22.8 |
| Amount to be raised, including secondary offer of \$304,000 | \$760,000 |
| Capital Structure | |
| Existing shares on issue including separate secondary placement (m) | 161.8 |
| Equity issue shares (m) | 22.8 |
| Pro forma shares on issue (m) | 184.6 |
| Pro forma mkt cap (\$m) @ 2c | \$3.7 |
| Pro forma net cash (\$m) | \$0.5 |
| External Debt (\$m) | \$8.3 of which \$5.3 is related party |
| Proforma EV (\$m) | \$12.5 |



Invigor Group Ltd. Contact Details

Gary Cohen

+61 2 8251 9601

+61 414 224 971

gary.cohen@invigorgroup.com

Greg Cohen

+61 2 82519 606

+61 418 177 845

greg.cohen@invigorgroup.com

DISCLAIMER: This document has been prepared by Invigor Group Limited (Invigor/Company). Invigor, its directors, officers and employees make no recommendation as to whether you should participate in the new issue by the Company, nor do they make any recommendation or representation to you concerning the financial products or the accuracy, reliability or completeness of the information provided or the performance of the Company. This note is intended to provide background information only and does not purport to make any recommendation upon which you may rely without taking further and more specific advice. Potential investors must make their own independent assessment and investigation of the opportunity and should not rely on any statement or the adequacy or accuracy of the information provided by Invigor. The information provided does not purport to cover all relevant information about any potential investment in the Company.

This document is intended solely for the information of the particular person to whom it was provided by Invigor and should not be relied upon by any other person. Although we believe that the advice and information which this document contains is accurate and reliable, the Invigor has not independently verified information contained in this document which is derived from publicly available sources, directors and proposed directors and management. Invigor assumes no responsibility for updating any advice, views, opinions, or recommendations contained in this document or for correcting any error or omission which may become apparent after the document has been issued. Invigor does not give any warranty as to the accuracy, reliability or completeness of advice or information which is contained in this document. Except insofar as liability under any statute cannot be excluded, Invigor and its directors, employees and consultants do not accept any liability (whether arising in contract, in tort or negligence or otherwise) for any error or omission in this document or for any resulting loss or damage (whether direct, indirect, consequential or otherwise) suffered by the recipient of this document or any other person. This document is being furnished to you solely for your information and may not be reproduced or redistributed to any other person. This is a private communication and was not intended for public circulation or publication or for the use of any third party, without the approval of and Invigor. This document has not been written for the specific needs of any particular person and it is not possible to take into account each investors individual circumstances and that investors should make their adviser aware of their particular needs before acting on any information or recommendation. Investors should refer to ASX releases made by the Company prior to making any investment decisions.

By accepting, accessing or viewing this document you acknowledge that:

- this document is published by Invigor by way of general information only;
- the information contained in this document has been obtained from sources that were accurate at the time of issue, however the information or advice has not been independently verified;
- Invigor does not make any representation as to the accuracy, completeness or reliability of this information;
- this document does not take into account your specific investment needs or other considerations that may be pertinent to you;
- you have considered whether any relevant part of this document is appropriate to your financial circumstances and investment objectives;
- this document is only intended for institutional and sophisticated clients to whom Invigor have issued the document;
- estimates, projections and other forward-looking statements contained in this document are provided as a general guide only and are not to be relied upon as an indication or guarantee of future performance;
- Invigor, their directors, officers and employees accept no liability for any direct or indirect loss or damage caused by any error or omission within this document or by persons relying on the contents of this document;
- this document does not constitute a recommendation, invitation, offer or solicitation or inducement to buy or sell any financial product, or to engage in or refrain from engaging in any transaction; and
- it is not the intention of Invigor to create legal relations on the basis of the information contained in the document.