

ASX RELEASE | 18 June 2021

Invigor Group 2020 AGM Presentation

Invigor Group Limited (ASX: IVO) attaches the AGM presentation slides to be delivered at Invigor's 2020 Annual General Meeting.

Approved and authorised for release by the Executive Chairman, Gary Cohen.

For further information, please contact:

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About Invigor Group

Invigor Group (ASX: IVO) is a B2B data intelligence and solutions company that turns data analytics into dollars for the retail and service industries. Invigor's innovation in owned retail platforms and unique cross-channel data ecosystem allows businesses to have a holistic view of their customers and competitive landscape to not only understand, but effectively engage with today's physical and digital consumers. Combined with proprietary data and predictive engines, Invigor Group provides strategic insights and recommendations that empower businesses to successfully influence future customer strategy and increase long-term profitability.

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2020 AGM

18 June 2021



Chairman's Address



Overview of 2020

- Significant shift to online commerce accelerated by the Pandemic
- Focus on core products that help customer manage multichannel sales environments
- Sale of non-core and less profitable interests
 - Tillerstack GmbH for profit of \$1.4m after sale costs
 - Reduced costs by \$1.7m per annum
- Propose restructure of balance sheet to remove \$10.8m debt with the view to reinstate ASX trading



CEO Designate – Rohan Dhowan

Market Trends

- Highest growth to date of online retail adoption
- Australian market now estimated to be worth \$50bn
- Global market worth \$4tn with 50% growth projected by 2024
- Invigor tools address a gap in the market that help businesses manage multichannel environments in real time



Value Proposition

- Helps Brands and Retailers remain competitive and capture wallet share
- Provide a single source of truth of competitor pricing and promotional activity
- Over 5 years historical data enables unprecedented tracking and trend analysis
- Successfully deployed in a variety of sectors including Liquor, Electronic Consumer Goods and State Government agencies with the ability to quickly adapt for other verticals across all geographies
- Growth in marketplace eg, Amazon has generated demand for price centric, AI driven solutions



Operational Changes

- New executive focussed on improving profitability and leveraging core strength
- Streamlined product set to 4 key Online Pricing products that addresses customer needs
- Set to capitalise on investment in R&D
- Growing sales team to capture upsell and cross sell opportunities and building pipeline across new verticals including FMCG and Health & Beauty both locally and internationally
- Vision is to be recognised as experts in Pricing solutions



Forecast Growth

- Doubled installed base over past 12 months
- Substantial growth expected with move to new verticals and geographies
- Marketing activities including customer testimonials planned to generate awareness and demand for Invigor solutions