

October 29, 2021

ASX Announcement

Appendix 4C September and Quarterly Activities Report July – September 2021

Invigor Group Limited (ASX: IVO) (“Invigor” or “the Company”), has released its Quarterly Activities Report for the period of 1 July to 30 September 2021, together with the Appendix 4C for the month and year to date as at 30 September 2021.

Approved and authorised for release by the Board

For further information, please contact:

Rohan Dhowan
CEO
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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. www.invigorgroup.com | info@invigorgroup.com | twitter.com/InvigorGroup | linkedin.com/company/invigor-group

29 October 2021

Quarterly Activities Report July - September 2021

Key Highlights

- **Revenue:** Q3 revenue up 125% YoY (excl TillerStack revenue and Covid Subsidy).
- **New Customer:** 10% growth YoY in new customer acquisition.
- **Users:** 25% YoY growth in SaaS platform users.
- Q3 revenue is \$431K from continuing operations (including JobSaver Subsidy) up from \$355k in Q2.

Renewals

- We had some major clients renew their SaaS subscription with us some with an increased scope.
- Renewals in Q3 included:
 - The Good Guys
 - Australian Liquor Marketers
 - Moet Hennessy; and
 - Pernod Ricard
- Within these customers there was a 7% increase in annual subscription from demand for more data.

New Customers

- We grew our customers by 10% adding Liquor Barons, an independent liquor group.
- The group has subscribed to Invigor's competitor pricing and promotions insights tool used by multiple departments within the group allowing them to make decision using accurate, timely and deep data.

User Growth

- Users numbers of our SaaS platform grew by 20% in Q3.
- This includes existing customers adding more users, new customers joining the platform and trial accounts setup for mature prospects.

Capital Management and Capital Raise

The company is finalising an \$8m raise through PAC Partners. It is anticipated that the results of this raise will be announced in the coming days. The Company has obtained an in-principle conditional approval from the ASX for a resumption of trading pending completion of the proposed restructuring and approval from Shareholders at a General Meeting of Shareholders currently scheduled for December.

Innovation

The development of new vertical markets for the Pricing Insight solution is underway with a target date for completion in early 2022. Expenditure on these initiatives in the quarter amounted to \$104,000.

Payments to Directors and Related Parties

During the quarter, total payments to Directors and related parties included in operating cash flows were \$266,000 which included:

- Reimbursement payments under cost sharing arrangements for rent, electricity, and IT support to Marcel Equity Pty Ltd (entity associated with Gary Cohen and Gregory Cohen) of \$147,000.
- Salaries, fees and expense reimbursements to Executive and Non-Executive Directors of \$119,000.

CEO Commentary

"I am extremely proud of our team achieving the above growth numbers despite the recent uncertainty in local and international markets. Covid lockdowns have continued to have an impact on new and existing customers and their decision making whilst still creating a higher need for live and consistent data. The closing of key potential opportunities remains a key focus, especially as we head into the holiday season.

Our team continues to focus on profitable revenue growth and exploring potential strategic partnerships, locally and internationally. Our customers continue to endorse and adopt our tool fueled by the need for better e-commerce data.

With a growing sales team, and a tech strategy directly aligned to our growth plans, we continue to build our pipeline and our sales forecast for the next quarter and beyond."

Approved and authorised for release by the Board.

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Rohan Dhowan CEO

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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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Appendix 4C

Monthly report for entities subject to Listing rule 4.7B

Name of entity

Invigor Group Limited

ABN

75 081 368 274

Month ended ("current month")

30 September 2021

Consolidated statement of cash flows	Current month	Year to date
	\$A'000	(9 months)
		\$A'000
Cash flows from operating activities		
1.1 Receipts from customers	101	1,229
1.2 Payments for	-	-
(a) research and development	-	-
(b) product manufacturing and operating costs (including new product innovation costs)	(38)	(239)
(c) advertising and marketing	-	-
(d) leased assets	-	-
(e) staff costs (including taxes and superannuation payments)	(37)	(984)
(f) administration and corporate costs	(105)	(1,137)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	-	-
1.5 Interest and other costs of finance paid	(15)	(235)
1.6 Income taxes paid (refund received)	-	-
1.7 Government grants and tax incentives	39	76
1.8 Other (provide details if material)	-	-
1.9 Net cash from / (used in) operating activities	(53)	(1,290)
2 Cash flows from investing activities		
2.1 Payments to acquire or for:		
(a) entities	-	-
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.2 Proceeds from disposal of:		
(a) entities	66	1,055
(b) businesses	-	-
(c) property, plant and equipment	-	-
(d) investments	-	-
(e) intellectual property	-	-
(f) other non-current assets	-	-
2.3 Cash flows from loans to other entities	(0)	(0)
2.4 Dividends Received	-	-
2.5 Other (provide details if material)	-	-
2.6 Net cash from / (used in) investing activities	66	1,055
Cash flows from financing activities		
3.1 Proceeds from issues of equity securities	-	-
3.2 Proceeds from issue of convertible debt securities	60	632
3.3 Proceeds from exercise of share options	-	-
3.4 Transaction Costs related to issues of equity securities or convertible debt securities	-	-
3.5 Proceeds from borrowings from Director related parties	-	357
3.6 Repayment of borrowings from Director related parties	-	(42)
3.7 Transaction Costs related to loans and borrowings	-	(30)
3.8 Dividends paid	-	-
3.9 Other - Proceeds from Borrowings	-	235
3.9 Other - Repayment of Borrowings	(76)	(1,003)
3.10 Net cash from / (used in) financing activities	(16)	149

4	Net increase (decrease) in cash and cash equivalents for the period	Current month	Year to date
		\$A'000	(9 months) \$A'000
4.1	Cash and cash equivalents at beginning of month/year to date	(91)	(8)
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(53)	(1,290)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	66	1,055
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(16)	149
4.5	Effect of movement in exchange rates on cash held	-	-
4.6	Cash and cash equivalents at end of period	(94)	(94)

5	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current month	Previous month
		\$A'000	\$A'000
5.1	Bank balances	0	1
5.2	Call deposits	-	-
5.3	Bank overdraft	(94)	(92)
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of month (item 4.6)	(94)	(91)

6	Payments to related parties of the entity and their associates	Current month
		\$A'000
6.1	Aggregate amount of payments to related parties and their associates included in item 1	40
6.2	Aggregate amount of payments to related parties and their associates included in item 2	-

6.3	Explanation necessary to understand the transactions included in items 6.1 and 6.2: Includes: 1. Payments to related parties under cost sharing arrangements for office rent and electricity 2. Payments to Directors for monthly fees and expense reimbursements 3. Payments to related parties for consultancy services provided
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7	Financing facilities	Total facility amount at month end	Amount drawn at month end
		\$A'000	\$A'000
7.1	Loan facilities	11,647	11,641
7.2	Credit standby arrangements	-	-
7.3	Other	-	-
7.4	Total financing facilities	11,647	11,641

7.5	Unused financing facilities available at month end (excluded from the total facility amount, and unused financing facilities at September month end is the facility with Marcel Equity Pty Ltd, refer to item 7.6 for further details)	-
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7.6	Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after month end, include details of those facilities as well.
	<p>National Australia Bank - 10.3% p.a. Interest Bearing, revolving, AUD 100,000 Secured Overdraft Facility Marcel Equity Pty Ltd (entity associated with Gary Cohen and Gregory Cohen) - 15% p.a. Interest Bearing AUD 7,500,000 Unsecured Facility, maturity 31 December 2021</p> <p>At September month end, the unused amount of the financing facility with Marcel Equity was not available for drawdown, and has been removed from the calculation of unused facilities calculation. The use of the undrawn facility is subject to the terms of the facility which provides Marcel Equity the discretion to approve each drawdown notice.</p> <p>Gary Cohen - 16% p.a. Interest Bearing AUD 1,000,000 Secured Loan, repayable on demand Partners For Growth IV, L.P. - 16% p.a. Interest Bearing AUD 217,000 Secured Loan, repayable on demand Karoo Investment Group - 15% p.a Interest Bearing AUD 220,000 Unsecured Loan, repayable on demand Glowaim Pty Limited - 20% p.a. Interest Bearing AUD 1,400,000 Secured Loan, principal repayable 31 October 2021, with accrued interest repayable by 15 January 2023. Finarch Holdings Pty Limited - 20% p.a. Interest Bearing AUD 875,000 Secured Loan, extended in July until 20 January 2022 with a redraw of AUD235,000 -30% p.a interest on redraw amount.</p> <p>John Hayson - 3% p.m. Interest Bearing AUD 500,000 Unsecured Loan, repayable on demand Other short-term loans - 15% p.a. interest, AUD 187,000 Unsecured Loans, repayable on demand Other short-term loans - 15% p.a. interest, AUD 761,000 Secured Loans, repayable 31 October 2021 Sophisticated investor - 17% p.a. interest, AUD 1,000,000 Convertible Note facility, repayable on demand Sophisticated investors - 15% p.a. interest, AUD 572,000 Convertible Note facilities, repayable March, May, June and August 2022 Sophisticated investor - 20% p.a. interest, AUD 233,333 Unsecured Facility, repayable on demand</p>

8	Estimated cash available for future operating activities	\$A'000
8.1	Net cash from / (used in) operating activities (item 1.9)	(53)
8.2	Cash and cash equivalents at month end (item 4.6)	(94)
8.3	Unused finance facilities available at month end (item 7.5), see further detail under Marcel Equity facility in item 7.6	-
8.4	Total available funding (item 8.2 + item 8.3)	(94)
8.5	Estimated months of funding available (item 8.4 divided by item 8.1)	(1.8)

8.6	If item 8.5 is less than 2 quarters, please provide answers to the following questions:
8.6.1	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not? The Company expects it may continue to have negative operating cash flow for the next few months, however it continues to see a significant improvement in new customer orders which are now being finalised and will result in improved operational cashflow in next few months.
8.6.2	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful? The Company has appointed a Corporate Advisor to assist in advising on strategic options including a capital raise and strategic partnerships. Since the appointment the Company has made significant progress. The Company has launched a capital raising of \$8m and is currently finalising a \$10.8m debt restructuring and new equity issue proposals to be considered by shareholders at an upcoming General Meeting to be called in early November and to be held in early December. The meeting documents are currently being reviewed by ASIC.
8.6.3	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis? Yes. In addition to the above, the Company has continued to collect the amortising promissory note installments from the sale of Tillerstack GmbH. Monthly instalments have been received since February 2021. The planned balance sheet restructure will eliminate approx \$15m of liabilities and result in improved working capital and allow the company to support the growth in future revenue opportunities.

Compliance statement

- This statement has been prepared in accordance with accounting standards and policies which comply with ASX Listing Rule 19.11A.
- This statement gives a true and fair view of the matters disclosed.

Date: 29 October 2021
Authorised by: The Board



Gregory Cohen, Director