

ASX Announcement

16 October 2017

Condat secures \$1.25M in new contracts

- **Recurring revenue generating contracts secured with major European media organisations RBB and GVL**
- **\$1.25M in revenue will be progressively booked over the next three years**
- **IVO successfully and progressively converting record pipeline of tenders and re-competes**

Leading big data solutions company **Invigor Group Limited (ASX: IVO)** (“Invigor”, “the Company”) is pleased to confirm two key contract renewals by its wholly-owned Berlin-based software solutions business, Condat AG (Condat).

As per the ASX announcement on 10 October 2017, Condat’s combined booked orders and tenders total \$2.7M and these contract renewals reflect the conversion to \$1.25M of revenue-generating contracts with German public broadcaster RBB and performance rights agency GVL.

The contracts range from 2018 to 2020 and strengthen Condat’s already established position as a leading vendor of IT-based smart media solutions across Europe, with a loyal client base that includes broadcasters, media companies, content distributors and infrastructure operators.

They continue Condat’s strong and longstanding business relationships with both RBB and GVL and demonstrate Condat’s ability to maintain high contract renewal rates.

Management Commentary:

Invigor’s CEO Gary Cohen said: “Condat continues its track record of delivering stable and predictable revenue streams over a number of years from its long-term contracts. It’s tendering pipeline is building all the time, and we are pleased to see the conversion from tenders to revenue-generating contracts.

“Condat’s suite of smart media solutions is now an indispensable for a growing number of blue-chip European media organisations. This loyal customer base means Condat has a strong track record for contract renewals, and this has generated a stable, reliable and growing revenue base.

“Invigor also continues to make strong progress in its operations across Australia and Asia with more contract successes pending. We anticipate reporting more contract wins from Condat also.”

– ENDS –

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About Invigor Group Limited

Invigor Group (ASX:IVO) uses its complementary suite of big data products to source, aggregate, analyse and publish content for the benefit of businesses and consumers.

Today its interconnected data sets enable enterprise clients including retailers, brands, shopping centres and government bodies to identify and better understand competitors, consumers, markets and demographics while providing the consumer with the best value-for-money.

Using its current products and a pipeline of additional offerings Invigor will have the ability to provide an end-to-end solution spanning sales, product management, business intelligence, marketing, advertising, content creation and distribution, while monetising each step of the process.