

## ASX Announcement

11 December 2017

### Invigor's Skyware Logistics division expands into Asia Pacific

#### Highlights:

- Skyware is a highly scalable and profitable division of Invigor's Condat business
- Significant growth opportunity in logistics and eCommerce's 'last mile' delivery
- Currently generating year on year growth of 100% and forecast to deliver \$2M in revenue during calendar year 2018
- Blue chip customer base includes Liberty Media, Deutsche Bahn and Daimler Benz
- Growing and large new business tenders and pipeline

Leading data and analytics solutions company, **Invigor Group Limited** (ASX: IVO) ("**Invigor**" or "**the Company**"), is pleased to announce the expansion of its logistics and workforce management solution, Skyware Service Control (Skyware), into the Asia Pacific region. Skyware's platform assists ecommerce companies with their requirements around 'last mile' of delivery and workforce mobility.

Skyware is a profitable and fast-growing division of Invigor's wholly-owned Berlin-based services and software solutions business, Condat AG. Based on Skyware's strong performance in Europe and its recent new client wins, Skyware has considerable potential to grow in the Asia Pacific.

Skyware is a unique and highly scalable cloud-based platform that helps its customers manage mobile workforce deployments and streamline delivery and mobile order management activities. The platform includes both automated, GPS-assisted field force dispatching, and mobile order management functionality. Skyware delivers major cost savings and productivity gains for its customers, which include globally recognised enterprises such as Daimler Benz, Liberty Media Group, and the operator of the German railway network Deutsche Bahn.

Skyware is currently forecast to generate \$2M in revenue in calendar year (CY) 2018, is profitable and currently experiencing year on year growth of 100%. Expansion into the Asia Pacific region and other key markets is expected to accelerate revenue and earnings growth in the business. Skyware's sales pipeline has grown significantly over the past six months.

**Invigor CEO Gary Cohen said:** "Given the recent success of other delivery optimisation platforms such as GetSwift, there is a significant opportunity to capitalise on the huge growth of eCommerce and logistics businesses that rely on a "last mile" eCommerce logistics solution such as Skyware to effectively deliver their products and services. Optimising workforce mobility to deliver productivity gains among large employers is also a largely untapped and growing market.

"We have identified Skyware as a high growth opportunity within Invigor, and launching the technology in Asia Pacific and other markets where we have a presence will lead to considerable revenue and earnings. We also see the opportunity to partner with many companies who are seeking to tackle the logistics issues created by eCommerce.

"We anticipate more contract wins from Skyware very shortly with other blue chip organisations. We are very encouraged by Skyware's potential and it is expected to deliver material value to our shareholders."

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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.

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