

ASX Announcement

16 January 2018

Invigor's Data Intelligence division secures \$850,000 in contract wins and renewals in Q1 2018

Highlights:

- Circa \$500,000 in newly contracted revenue will be booked in calendar 2018 – remainder will be recognized in FY 2019 and 2020
- Contracts wins and renewals are with leading blue chip brands
- Revenue additional to Condat and Skyware divisions
- Paid Pilot with leading Australian Liquor Retailer
- Bidding pipeline at record levels across all operating businesses

Leading data and analytics solutions company, **Invigor Group Limited** (ASX: IVO) ("**Invigor**" or "**the Company**"), is pleased to confirm that it has secured approximately \$850,000 worth of new contract wins and renewals in the first quarter of calendar 2018. The revenue is derived from the Company's core Data Intelligence business and includes contracts for Pricing and Loyalty solutions ranging from 1-3 years and is separate to the revenue from Condat and Skyware divisions.

\$500,000 of the \$850,000 of revenue will be recognised in calendar 2018 with the balance booked progressively out to 2020 based on the long term nature of some of the contracts.

Customers include Epson, Asahi and the recently announced Singapore Mall group win.

Invigor is also pleased to announce a new paid pilot program for a high profile and dominant Australian liquor retailer. The paid pilot will initially be across 2 major stores in Sydney and Melbourne and represents the first step towards a major opportunity to roll-out Invigor's best-in-class loyalty and insights solution across hundreds of retail stores nationwide, upon a successful pilot.

Invigor CEO, Gary Cohen said: "2018 has started very well for Invigor and we have strengthened our revenue base greatly. The growth in new contracts and the very high rate of renewals with market leading brands clearly demonstrates that demand for quality data intelligence is now growing rapidly. This is also well reflected in Invigor's new business pipeline which sits at record levels.

"The paid pilot with the major liquor retailer represents an exciting opportunity to showcase our solutions.

"We are witnessing similar levels of bidding in our Skyware and Condat operations which are also trading well. Invigor is in excellent shape with a growing revenue streams, a supportive investor base and operating divisions that have excellent growth prospects. More revenue-generating contracts will be reported shortly."

For further information, please contact:

Gary Cohen
CEO
+61 2 8251 9600

Released through: Ben Jarvis, Six Degrees Investor Relations: +61 (0) 413 150 448

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.

Web: www.invigorgroup.com | email: info@invigorgroup.com



Twitter: <https://twitter.com/InvigorGroup> | LinkedIn: <https://sg.linkedin.com/company/invigor-group>