

## ASX Announcement

20 March 2018

### Invigor's Skyware secures \$775,000 in new orders

#### Highlights:

- **11 orders across 4 customers totalling €485,000 (~\$775K) secured in last 90 days**
- **Order pipeline growing - well on track to meet revenue target of \$2million for CY 2018**
- **Initial Investment of \$1million confirmed**

Leading data and analytics solutions company, **Invigor Group Limited** (ASX: IVO) ("**Invigor**" or "**the Company**"), is pleased to confirm that its mobile workforce management solutions division (to be rebranded Tillerstack) has secured new contracts and signed work orders for Skyware over the last three months for €485,000 (~A\$775,000).

These contracts include significant recurring revenue from Unity Media Group (Skyware's longest standing customer), together with Enertrag (one of Europe's leaders in renewable energy production) and Edeka (one of Europe's largest food retailers as announced by Invigor on 8 January 2018).

Skyware's growing order pipeline for 2018, in conjunction with the addition of the new contracts and work tenders, means Invigor is confident that Skyware is well on track to meet the revenue target of \$2M for calendar year (CY) 2018, and with substantial opportunity for growth in ensuing years.

Furthermore, the Company is also pleased to confirm that it has banked \$500,000 from the Sophisticated Investor, as previously advised (see ASX Announcement dated 9 February), which provides the Investor with the option to convert to a 5% cornerstone shareholding in Tillerstack, which will house Skyware following the sale of Condat.

The Investor group has agreed to exercise its option to invest a further A\$500,000 with the option to convert into Tillerstack on the same valuation metrics, resulting in a total AUD\$1 million investment for a 10% of the Company. Invigor will assess opportunities to unlock the value of TillerStack for all shareholders.

**Invigor CEO, Gary Cohen said:** "These new contracts and work orders again confirm the outstanding growth potential of Skyware, and it further strengthens the sales and revenue pipeline for this very high growth division of Invigor's.

"This potential is also reaffirmed through the \$1 million investment we have secured for a potential 10% stake in Tillerstack, which will enable the Company to accelerate its plans to unlock the value of this fast growing business.

"Overall, we are very pleased with the progress being made with the Skyware division. More updates are pending."

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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. In today's dynamic, competitive world, Invigor's innovative solutions empower our clients to grow more profitably through intelligent decisions and data-driven management of their customers, competitors and staff.

Invigor's cloud-based solutions such as competitive pricing and promotion insights, loyalty and personalised engagement and field force management, goes beyond analytics to put data to work. Using a mix of artificial intelligence, technology and deep industry knowledge, Invigor is able to demonstrably improve productivity and growth.

Invigor is comprised of a passionate team of industry specialists in Australia, Asia and Europe. Its solutions are adopted by leading companies including retailers, consumer brands, shopping centres, ecommerce, transport, telcos and others and it continues to expand its customer footprint globally.

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