

ASX Announcement

17 March 2020

Invigor wins tender to supply data to WA's Economic Regulation Authority

- Invigor selected to supply alcoholic beverage pricing data to the Western Australian Economic Regulation Authority for their Container Deposit Scheme.
- Contract will deliver revenue in the range of \$100,000 to \$120,000 between March 2020 and July 2021.

Invigor Group Limited (ASX: IVO) (“**Invigor**” or “**the Company**”) has successfully tendered and won a contract with the Western Australian Economic Regulation Authority (ERA) to supply alcoholic beverage pricing as part of the State’s Container Deposit Scheme.

Invigor houses the largest pricing data base of alcoholic beverages across major retailers in Australia. Capturing online and offline pricing by retailer and by state the Company has previously supplied alcoholic beverage pricing as part of New South Wales State’s Container Deposit Scheme.

The contract was won pursuant to a tender from the Western Australian Government on behalf of the ERA. The contract is for the supply of Invigor’s Retail Pricing solution in respect of alcoholic beverages. Revenue in the range of \$100,000 - \$120,000 will be earned during the period March 2020 to July 2021.

The terms of the contract are under the Western Australian Government as set out in the Schedule below.

Comment from Invigor Group Executive Chairman – Gary Cohen “We’re very pleased to have won the tender to supply our Retail Pricing insights solution pricing to the WA ERA. Our team is looking forward to working with the ERA. Our data base of alcoholic beverages is a core part of our pricing capability and is a great example of how data can provide value to not only businesses but government departments.”

Schedule

The major terms of the contract are:

Contract Term: March 2020 to July 2021 with opportunity to extend and renew.

Payments Invoice Dates: March 2020 for initial set up fees, and instalments in July 2020, January 2021, and July 2021 following delivery of agreed data.

No Trial Period: The contract is not subject to a trial period or other conditions that are required to be satisfied before the parties proceed with the agreement.

The Contract is regulated by the Terms of supply to contracts of a similar nature by the Western Australian Government as set out in their General Conditions of Contract which can be viewed in detail from the following link:

[Request Conditions and General Conditions of Contract](#)

Authorised for release by the Chairman of the Board.

Gary Cohen

Executive Chairman

For further information, please contact:

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About Invigor Group – www.invigorgroup.com

Operating across Australia, Asian, and European markets, Invigor Group is a B@B data intelligence and analytics company that provide data driven solutions to enable brands, suppliers, and retailers to understand customer behaviour, grow revenue and margin and build loyalty through actionable insights. As markets become more digitised and channels more fragmented, brands, retailers, and suppliers need to innovate and find new ways to engage customers, grow profitability and drive customer loyalty. Invigor has developed a suite of solutions to address this problem. The Company's solutions include a brand solution which is designed to better understand customer journeys, sales drivers and customer lifetime value as well as help brands overcome previous channel blockers by connecting direct to customers through loyalty driven capability. The company also has a retail solution designed to find actionable insights from Point-of-Sale data for retailers to better understand customer purchase

behaviour and promotional effectiveness. Separately the Company provides retail time market pricing and competitor intelligence to assist Brands and retailers with more effective pricing strategies.