

## ANNOUNCEMENT TO THE ASX – 31 August 2020

### Inventis Limited [ASX: IVT] – Full Year Results FY20

#### Media Release

Despite Covid-19 Inventis Limited shows encouraging recovery with a solid boost to EBIT from previous year.

#### Highlights Statutory Accounts

EBITDA UP	↑	330.7%	to \$822.76K
EBIT UP	↑	119.7%	to \$145.6K
NPAT UP	↑	82.5%	to (\$292.8K)*



Expensed into F20 accounts.

\*Acquisition Costs (Finance and Due Diligence) \$157.8K

\* R&D costs (Legal and Patents' Designs) \$273.5K

Market Cap up (YoY Aug-20) ↑ +167%

#### Pipeline growth:

		F20	F19
Furniture B2B Sales +Pipeline	Up > 6X	>\$30M	>\$5M
Technology B2B Sales +Pipeline	Up > 10X	>\$70M	>\$4.8M

**Expansion of New IP- Australian Patent registrations and Designs  
New R&D work on future patents and designs re-instated.**

**Group L4L YoY %GP**                      Up  **By 9%**

**Commercial Furniture Division**

**Total Network Sales**                      Up  **By 37%**

**Strong pipeline of future acquisitions in due diligence and negotiation stages.**

Despite Covid-19 restrictions and consolidated revenue declines in F20 of 32% from F19, Inventis an Australian manufacturer of Commercial Office Furniture managed to gain momentum after a torrid last two years, with new trusted management expertise. The full annualised benefits of the acquisition revenue will be seen in F21.

Annualised IVT Group Total Network Sales \$14.5 Million pa. (including Winya, Workstations, Bevisco and Bassett acquired late in F20.) Total expected to exceed \$20M in F21.

The new management team delivered on four new acquisitions that have changed the dynamics of the group.

- Investment and supply agreement in 49% of Winya Indigenous Office Furniture Pty Ltd.
- 100% acquisition of Workstations Pty Ltd
- 100% Acquisition of Bassett Furniture Pty Ltd (AUS)
- Brand acquisition Bevisco Commercial Interiors- Bevisco™

The board and management have put together an impressive Australian made commercial furniture group with total group network sales expecting to exceed \$15.2M in F21.

This year's transition period has seen major developments in R&D with three new Patents that is set to change practices adopted by many corporates and Government departments, especially with the Work from Home (WFH) environment as we see ourselves moving to under Covid-19. It has placed Gregory Commercial Furniture and the Inventis group at the forefront of new benchmarking for WH&S and risk management.

- Australian Provisional Patent Application No. 2019904844- WiLAS  
Emergency Alert Systems

- Australian Provisional Patent #2020901303 lodged- Smart Chair™
- Patent Seating- #2019202821 Dual Density Mk11 awarded.

Consistent with the strategy set out by the incoming Managing Director Anthony Mankarios in October 2019. The Group's furniture division is gaining significant momentum with the latest two Australian made brands joining the group in April-19.

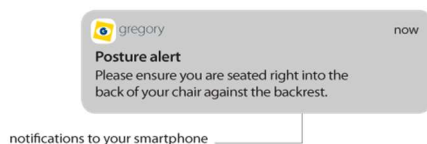
The Inventis technology business whilst suffering a significant reduction in Revenue as a direct result of international and state border closures was able to build its future pipeline x 10 fold in F20 toward an expected rebound in 2H21. The revenues are expected to deliver a significant increase in bottom line once the borders and international restrictions are eased.

Technology signed new Heads of Agreements securing cutting edge technology and favoured supply terms with a number of new clients in late F20.

By far the highlight is the inhouse collaboration effort between the two divisions Technology and Gregory Chairs developing the new app and Smart Chair called G- Smart.

The revenue implications of this is significant as over one third of the nation's workforce is WFH –“Working From Home”.

This Chair talks to your smart phone and allows Major Corporates and Government departments to better manage their staff welfare whilst working from home. “It is likely to change how we do things.” says Managing Director Anthony Mankarios.



## Contacts

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