



Creating Value Through Data



Condat acquisition summary



- Acquiring all issued shares in Berlin-based software solutions business Condat AG
- **\$4.5m acquisition** – \$2.25m payable in cash on terms, remainder in IVO scrip at 8.5 cents per share
- \$500k of cash consideration payable at completion, \$1.75m deferred until December 2016 – subject to holdback for any specified and agreed warranty claims up to \$800k
- Shares issued will be placed in escrow for up to **18 months**. Progressive release.
- Deal expected to be finalised by **early December 2015**, subject to satisfaction of conditions precedent, including shareholder approval.
- **Earnings accretive** – revenue \$7m (FY16e) with >15% EBITDA margin expected* – stable & recurring contracts established with major public broadcasters & private outlets
- **Significant cost synergies**
- Complementary IP towards developing **end-to-end big data solution**

*Based on information provided by Condat

Condat AG



Smart media & mobility solutions provider aiming to deliver content in the **best possible way**



Smart Media Engine – analyses semantic content of **metadata automatically & enriches** it with online information.



Projected revenue of **\$7.0m for 2016**, >15% operating EBITDA* – approx 50 staff



Enables the **scheduling & editing of online content** to be made available as required.



Existing clients including all Germany's **major public broadcasters & key private outlets**



Assists with **content creation & distribution** through various digital channels

*Based on information provided by Condat and the Vendor.

Customers



Broadcasters



Corporates



GASAG

DAIMLER

German government





Strategic benefits

- Valuable IP & tech savvy prowess adds depth & value to Invigor's products
- Significant cost synergies from joint development teams – lower cost infrastructure based in Berlin
- Provides opportunity to further develop Invigor's business plan at minimal additional cost
- Established reputation with major media & broadcasters in Germany
- Launch pad for Invigor Insights range into the European market





Valuable IP

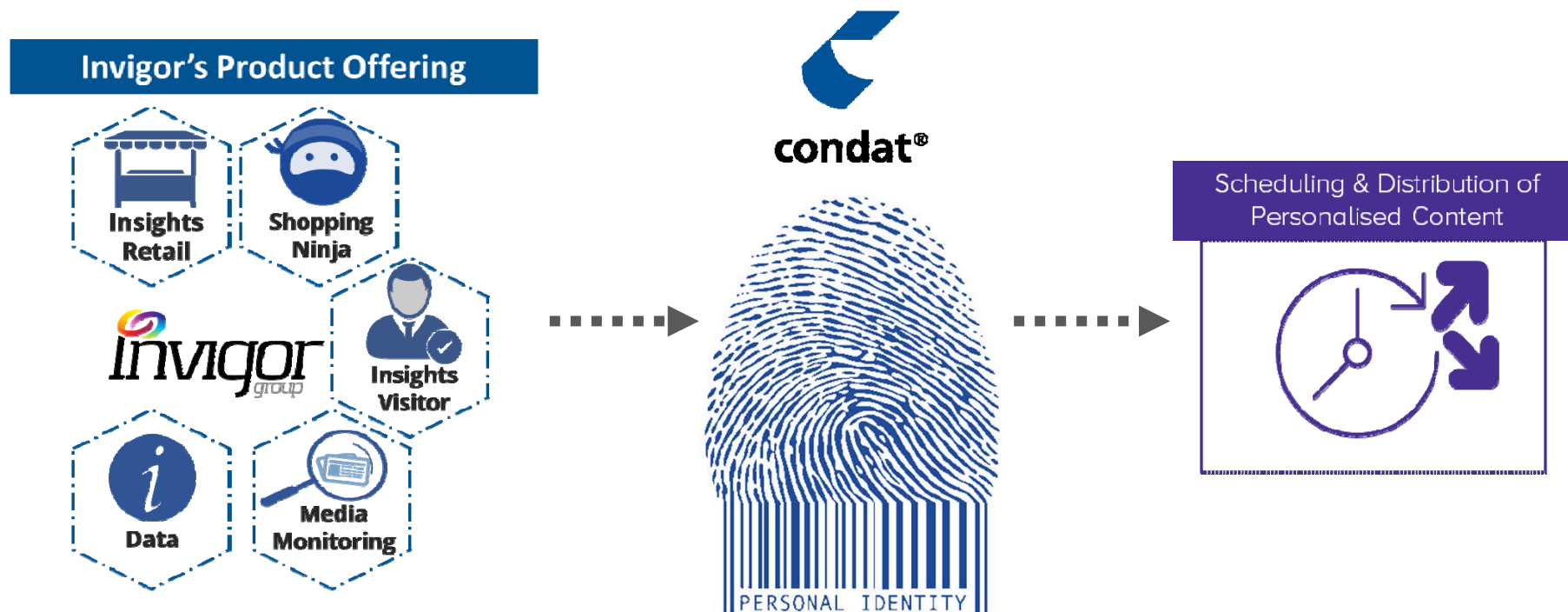
- Powerful content fingerprint engine across text, video & audio
- Broadcast distribution capability across all devices
- Broadcast scheduling & on demand platform
- Vast experience with NFC, beacon, RFID & video capture technologies
- Significant geo spatial technology experience

This will strengthen the Insights Visitor offering substantially & will accelerate the delivery of our product roadmap



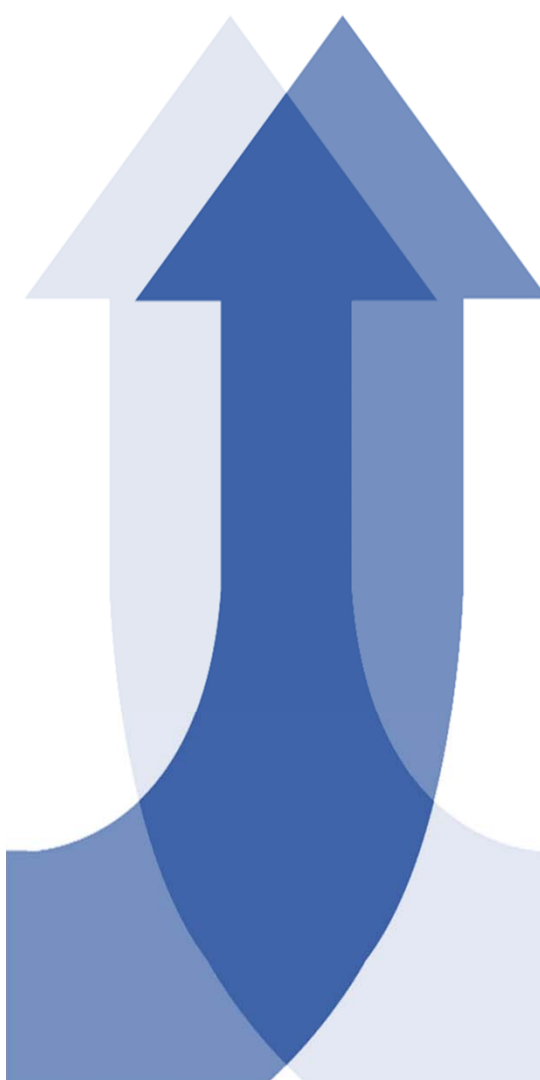


End-to-end data & content distribution





Commercial benefits

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- Condat platform provides improved capability in content management
 - Improved analysis of data taken from existing Shopping Ninja & Insights Visitor products
 - Value of analytics to users is enhanced by better identifying customer behaviour
 - Increases the value of data sold to promote goods and services to consumers
 - Potential to manage & publish more advanced content through various digital channels
 - Addresses feedback from retailers, who want to push content to consumers based on their interests & online searches



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Contact:

Gary Cohen

Executive Chairman

p: +61 2 8251 9600

e: gary.cohen@invigorgroup.com

Gary Munitz

Managing Director

p: +61 2 8251 9600

e: gary.munitz@invigorgroup.com