

ASX Announcement

10 November 2017

Invigor secures revenue-generating contract with Accolade Wines

- **Accolade is one of the largest producers of new world wines in the world**
- **Solution includes Retail module of Invigor’s unique cloud-based Insights 360 platform to provide valuable insights into industry and pricing conditions**
- **Contract is another major alcohol and beverage sector win for Invigor, further validating its industry-leading big data and data analytics solutions**

Leading big data solutions company **Invigor Group Limited (ASX: IVO)** (“**Invigor**”, “**the Company**”) is pleased to advise it has further strengthened its customer footprint in the alcoholic beverage market by signing leading international winemaker Accolade Wines as a revenue-generating client.

Under the revenue-generating sales agreement, Accolade Wines will deploy the Retail module of Invigor’s unique cloud-based Insights 360 platform to access insights that will allow it to rapidly respond to changes in industry and pricing conditions.

Accolade Wines is one of the largest producers of new world wines in the world. Its portfolio includes Hardys, which is the highest-selling Australian wine in Britain, the UK’s second largest wine brand Echo Falls, as well as the UK’s most popular South African brand Kumala.

Other leading brands owned by Accolade Wines include House of Arras from Tasmania; Mud House from New Zealand; and Petaluma, Grant Burge and St Hallett from South Australia.

Management Commentary:

Invigor CEO Gary Cohen said: “This contract clearly illustrates Invigor’s ability to deliver new revenue-generating contracts in the alcohol and beverage market, with Accolade joining Treasury Wine Estates, Pernod Ricard Australia and Moet Hennessy as a client of our unique cloud-based pricing analytics solution.

“Invigor is giving companies of all sizes, from small businesses through to industry-leading international enterprises, the tools they need to compete in a rapidly changing business landscape that is being disrupted by local and international e-commerce companies such as Amazon.

“Invigor has a robust sales pipeline and expects to secure additional clients across a range of product categories over the coming months.”

– ENDS –

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About Invigor Group Limited

Invigor Group (ASX:IVO) uses its complementary suite of big data products to source, aggregate, analyse and publish content for the benefit of businesses and consumers.

Today its interconnected data sets enable enterprise clients including retailers, brands, shopping centres and government bodies to identify and better understand competitors, consumers, markets and demographics while providing the consumer with the best value-for-money.

Using its current products and a pipeline of additional offerings Invigor will have the ability to provide an end-to-end solution spanning sales, product management, business intelligence, marketing, advertising, content creation and distribution, while monetising each step of the process.