

ASX Announcement

8 January 2018

Invigor's Skyware Logistics division secures contract with one of Europe's largest food retailers

Highlights:

- **First stage of contract worth more than A\$100,000 in Q1 with broader contract being negotiated**
- **Follows the recent announcement to launch Skyware in Asia Pacific**
- **Substantial growth in Skyware's order book and pipeline**
- **IVO's order book across all divisions is strengthening – further contracts imminent**

Leading data and analytics solutions company, **Invigor Group Limited** (ASX: IVO) ("**Invigor**" or "**the Company**"), is pleased to announce its logistics and workforce management solutions division, Skyware Service Control (Skyware), has secured a contract for logistics support with one of Europe's largest food retailers.

An initial contract valued at AUD\$100,000 has been secured for Q1 for the client's technical service division in Germany. A contract of greater scope, geography and value is being negotiated.

Skyware has a very strong footprint in various industries, including long-term contracts with leading blue chip customers such as Daimler (Automotive), Liberty Global (Telco) and Deutsche Bahn (Transportation). Skyware is now being actively sought by companies in a range of industries that recognise the cloud-based technology's cost-saving capabilities in workforce management and transport logistics including 'last mile' deliveries.

The Skyware order pipeline for 2018 continues to strengthen and now includes a substantial contract being negotiated in the healthcare sector, one of several fast-growing sectors requiring improved cloud-based logistics support. Given recent tendering activity and the expansion into the Asia Pacific, Invigor anticipates that the Skyware business is well on track to meet the revenue target of \$2M for calendar year (CY) 2018 and with substantial growth in the following years.

Invigor CEO Gary Cohen said: "What we anticipated just a few weeks ago regarding Skyware's growth potential is already being realised with this new contract and the substantial growth in the order book and pipeline. The potential growth for this division is enormous.

"Starting the year with such a great contract with a recognised blue chip food retailer reinforces the value of the Skyware technology which addresses fundamental ecommerce logistics processes that need to be optimised in many organisations and industries. We anticipate the contract's scope and value will grow very materially. We are witnessing a lot of opportunity for Skyware not only in workforce management optimisation, but also in transport logistics and 'last mile' deliveries. We will report on more contract wins shortly."

Invigor also anticipates announcing on a major new contract for its data and analytics solutions division for a large deployment in Asia imminently.

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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. Invigor's innovation in owned retail platforms and unique cross-channel data ecosystem allows businesses to have a holistic view of their customers and competitive landscape to not only understand, but effectively engage with today's physical and digital consumers. Combined with proprietary data and predictive engines, Invigor Group provides strategic insights and recommendations that empower businesses to successfully influence future customer strategy and increase long-term profitability.

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