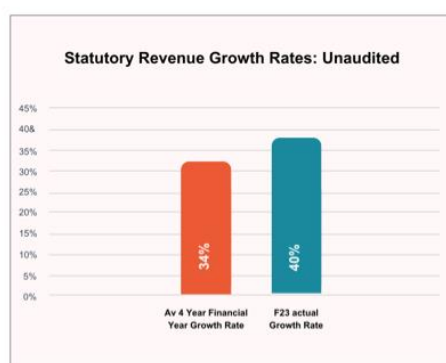


## General Operational Review

During the quarter ended 30 June 2023:-

Inventis growth in Statutory Revenue trajectory over last 4 years financial years vs This year actuals F23. (unaudited.)



- The consolidated cash balance stood at \$942,000, 67% up on the previous quarter. Additionally, our unused finance facilities stood at \$8.4 million as of 30<sup>th</sup> June 23.
- Sales across the Technology Division are robust in the 4<sup>th</sup> quarter F23 and year on year growth of 98.9% (YOY) for F23.
- The Company raised capital through a pro-rata Rights Issue, a total \$414K was raised with a commitment of up to a further \$300K toward a \$1.2 m raise objective which is subject to an EGM to be held on the 7<sup>th</sup> August 2023.
- ECD perform well and continues to display opportunities of scaling Globally. We have put in place plans for Manila in this 4<sup>th</sup> Quarter.
- Sales revenue for (the 49% owned associate) Winya continues to ahead of the same period last year.
- Inventis Technology's US operations in Montgomery Texas commenced in F23. The team is working hard at building relationships with key decision makers in the education and commercial sectors. They are leveraging its US patent (application No. 17/124,815) for its Emergency Alert System Hazavoid™. This patent provides protection to 17 December 2040. With the benefit of this patent, we are now working diligently to secure partnerships in response to US market demand for an emergency alert system. Other trademarks for Hazavoid and Inventis Technology have also been lodged in the USA. This has allowed our team to receive benefits from changing legislation in the USA in particular the education sector, we are starting to see progress toward future commitments for Hazavoid.
- Overall, the Technology Division finished the period up 98.9% on the same period last year, and has a robust order book.

## Acquisition plan updates.

In Q4 decisions were made to discontinue the “Open Projects Group” acquisition.

The Company has received several approaches, we continue to investigate opportunities that enhance our current business model and provide for synergy and future growth.

Our goal is to for the Group’s Statutory Revenue to approach Circa \$30 Million pa revenue by early F25.

## Trading

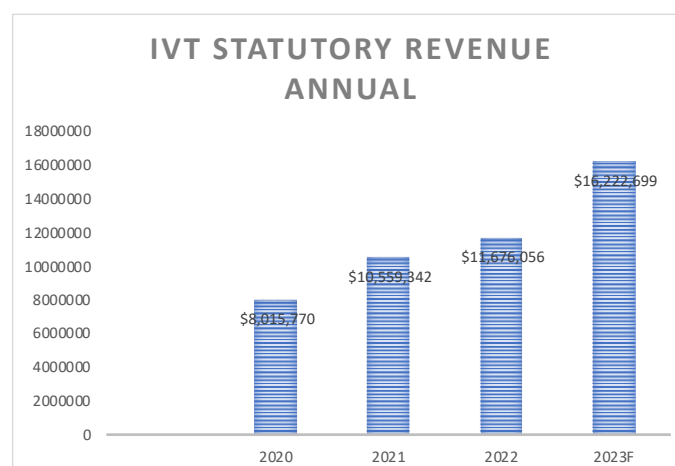
- The Total Group Network Furniture Sales (Note: Group Network Sales includes all of the sales in our 49% Winya associate) is up 49% to 30<sup>th</sup> June 23 on a YOY basis.

Gregory Commercial Furniture posting an annual year to date sales growth of 34.2 % YTD to 30 June 2023, aided by commercial furniture sales into Prince of Wales Hospital.

During this period the Healthcare range was launched, and additional work was completed on the new acoustic Pod. GCF supplied large orders into various Melbourne hospitals in the last quarter 2023 and various initiatives are taking place to launch additional new products.

Gregory chairs, notably a leader in Ergonomics, is now certified to the highest level (160kg multi shift) of any chair by AFRDI. Our systems are also NDIS Certified assuring users of the optimum level of ergonomic, customised safety and infection control processes for our medical seating. Environmental Certification is to ISO14001. Gregory continues to gain ground in Ergonomic seating using technology with the G-Smart (smart phone app for iPhone and android.)

- The Company continues to seek added synergy and improve people talent with key senior staff, whilst providing new opportunities across the group for the next year and beyond. The current management has a proven track record of sustained double-digit sales growth over the last four-year period. This financial year the trajectory has improved again over the last 4- year periods to June 30<sup>th</sup> 2023.

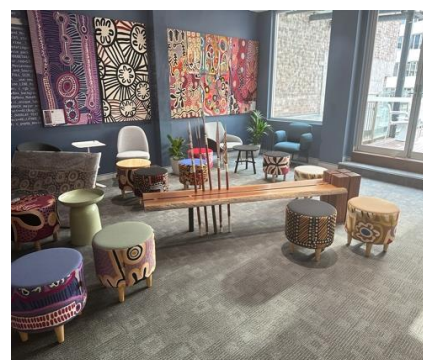
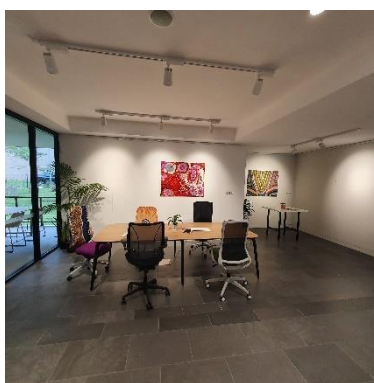
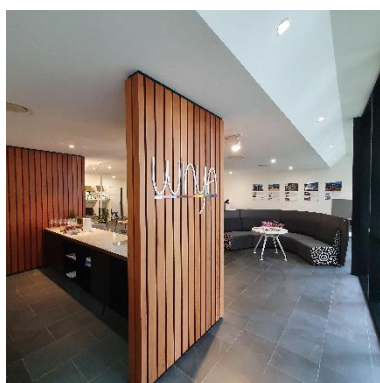


- Staff recruiting challenges have started to ease off during Q4. Data from some banking institutions relate to staff return to office rates in major CBD zones remaining under 50%

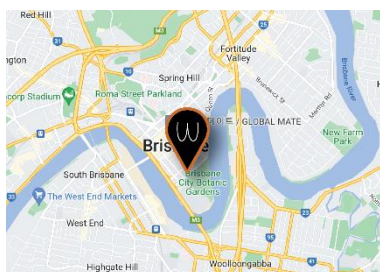
nationally post Covid. We moved manufacturing staff to a more sustainable attractive 4 day a week cycle, allowing for improved staff work life balances, whilst maintaining operational hours increasing production efficiency and improving staff retention.

- The Group has plans to enhance total profitable growth in F24 with various initiatives currently underway to improve intergroup synergy and efficiency.

#### Fourth Quarter 2023 update.

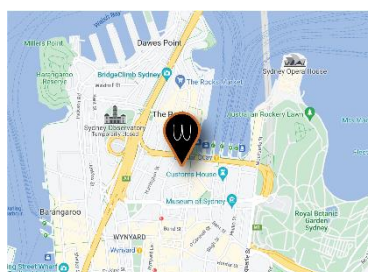


*Pictures of new Winya Brisbane and Sydney showrooms.*



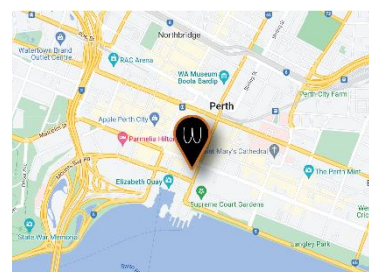
#### **Brisbane:**

113 Margaret Street, Brisbane City  
QLD



#### **Sydney:**

LV 7, 107 Pitt Street, Sydney CBD  
NSW 2000



#### **Perth:**

Unit 2/41 St Georges Terrace in  
Perth CBD WA 8000

Winya has settled into its new location at 7/ 107 Pitt Street Sydney. Winya plans to showcase its wider product ranges, with special focus in Australian made and innovative design work across a larger network of national showrooms.

Despite widely publicised logistic freight and delivery delays, our local Australian factories have maintained relatively high levels of Delivery in Full and on Time (DIFOT) KPI's of up to 91.1% and 98% during the last quarter across the manufacturing business. We thank our dedicated Australian manufacturing team and suppliers for this support.

Some purchase orders procured and received early in 2H23 were planned but not invoiced during the last quarter. This amounts to over \$2.6 M across the group but mainly in Opentec. This was a result of certain challenges in supply chain caused by added demand derived from the war in the Ukraine for

demand in particular components, ensuring high end electronics' lead times pushing out by over 6 months. This has had adverse effect on the group's reported profits as we have taken up the costs of this sales pipeline across multiple countries as we also expanded into the USA and the Philippines. The order book and sales pipeline opportunities for technology has grown at a rapid rate and we anticipate invoicing to occur by end 1<sup>st</sup> Quarter F24.

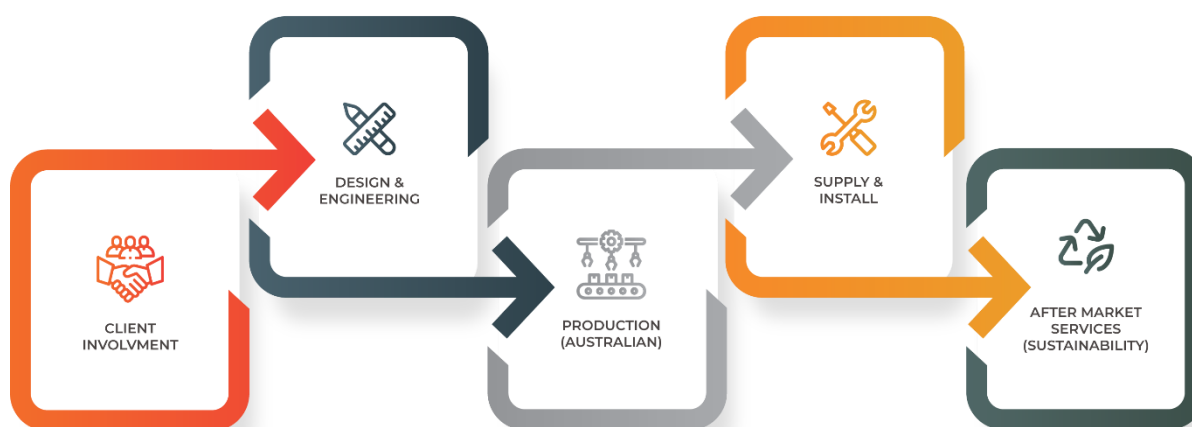
This coupled with the effects of RBA's rolling monthly interest rate increases has affected the local economy, increased our overall funding cost base significantly during this period especially during the last 6 months. Resulting in a slight drop off in 4<sup>th</sup> quarter group growth rates to 8%, with added costs of international marketing, interest paid and sales activities off- shore adding to our costs in Q4. The Total Group Network Growth (including 49% associate Winya) is still however, growing faster this year than in the last three years and in solid double digits of 49.1%

We are confident that growth in F24 activities and better profit margin initiatives will enhance the group's profitability in F24.

### The Group's current Strategy and Key focus

The Company has been on track with its plans to continue to grow in a substantive component of the Commercial Furniture market, which is estimated to be worth around \$1.5 Billion annually.

### STRATEGY VISION



Our Gregory Commercial Furniture Division continues to lead innovation, with technology and Australian design enabling the development of world-first products focussed on the health and wellbeing of the user. Our technology is leading the way in large and small organisations that care about their team members' health with;

- G-Smart (mobile app and Smart Chair Technology)
- Project -W office and work-from-home Chair
- Gregory Acoustic Pod (very new!) which has drawn significant interest and new orders into FY23

- “Firstline” Chair for Australia’s personnel in our Armed Forces, Police and Security which has seen encouraging initial Police Departments feedback and support.

The Furniture Division has become a well-integrated Australian operation that provides technologically advanced product, sustainability, and environmentally responsible solutions; through its Associate Winya also working with Indigenous communities and engaging in socially responsible outlook to their growth.

The Company has recently announced an EGM to be held on 7<sup>th</sup> August 2023 to deal with the potential shortfall shares that arose from the Rights Issue. All shareholders (except Directors and their related parties, which will require a respective EGM resolution) have been given the additional opportunity to apply for shortfall shares in their prospective applications.

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

Inventis Limited

**ABN**

40 084 068 673

**Quarter ended ("current quarter")**

30 June 2023

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date (12 months) \$A'000</b>
<b>1.</b>	<b>Cash flows from operating activities</b>		
1.1	Receipts from customers	4,066	16,202
1.2	Payments for		
	(a) research and development	(2)	(11)
	(b) product manufacturing and operating costs	(2,915)	(8,632)
	(c) advertising and marketing	(16)	(128)
	(d) leased assets	341	(54)
	(e) staff costs	(1,513)	(6,232)
	(f) administration and corporate costs	(233)	(1,310)
1.3	Dividends received (see note 3)		
1.4	Interest received	1	4
1.5	Interest and other costs of finance paid	(482)	(1,540)
1.6	Income taxes paid	0	0
1.7	Government grants and tax incentives	42	158
1.8	Other (provide details if material)	-	-
<b>1.9</b>	<b>Net cash from / (used in) operating activities</b>	<b>(711)</b>	<b>(1,543)</b>
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire or for:		
	(a) entities	-	-
	(b) businesses	-	(549)
	(c) property, plant and equipment	-	(65)
	(d) investments	-	-
	(e) intellectual property	-	(11)
	(f) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) entities	-	-
	(b) businesses	-	-
	(c) property, plant and equipment	-	-
	(d) investments	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (12 months) \$A'000
	(e) intellectual property	-	-
	(f) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	25
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>-</b>	<b>(600)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)	414	414
3.2	Proceeds from issue of convertible debt securities	-	-
3.3	Proceeds from exercise of options	-	-
3.4	Transaction costs related to issues of equity securities or convertible debt securities	(38)	(38)
3.5	Proceeds from borrowings	1,224	3,057
3.6	Repayment of borrowings	(510)	(1,231)
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>1,090</b>	<b>2,202</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of period	563	883
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(711)	(1,543)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	(600)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	1,090	2,202
4.5	Effect of movement in exchange rates on cash held	-	-
<b>4.6</b>	<b>Cash and cash equivalents at end of period</b>	<b>942</b>	<b>942</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts</b>	<b>Current quarter \$A'000</b>	<b>Previous quarter \$A'000</b>
5.1	Bank balances	942	563
5.2	Call deposits		
5.3	Bank overdrafts		
5.4	Other (provide details)		
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>942</b>	<b>563</b>



<b>6. Payments to related parties of the entity and their associates</b>	<b>Current quarter \$A'000</b>
6.1 Aggregate amount of payments to related parties and their associates included in item 1:	
Interest on related party borrowings	324
Directors' fees	62
Total Payments	386
6.2 Aggregate amount of payments to related parties and their associates included in item 2	-
<i>Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments.</i>	

7.	<b>Financing facilities</b> <i>Note: the term “facility” includes all forms of financing arrangements available to the entity.</i> <i>Add notes as necessary for an understanding of the sources of finance available to the entity.</i>	<b>Total facility amount at quarter end \$A’000</b>	<b>Amount drawn at quarter end \$A’000</b>		
7.1	Loan facilities	10,020	7,032		
7.2	Credit standby arrangements	-	-		
7.3	Other (please specify)				
	Invoice Financing including purchase order financing	7,200	1,759		
	Working Capital short term funding – 1	56	56		
	Working Capital short term funding – 2	475	475		
	Working Capital short term funding – 3	150	150		
7.4	<b>Total financing facilities</b>	17,901	9,472		
7.5	<b>Unused financing facilities available at quarter end</b>	8,429			
7.6	Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.				
	Type	Security	Lender	Interest Rate	Maturity Date
	Loan	Secured	THN Credit Acceptance Pty Ltd	10.00%	1 July 2025
	Mortgage	Secured	THN Property Fund Pty Ltd	10.00%	1 July 2025
	Debtor Finance	Secured	THN SPV1 Pty Ltd	15.67%	30 Sep 2023
	Debtor Factoring	Secured	THN SPV1 Pty Ltd	10.42%	Ongoing
	Purchase Funding	Secured	THN SPV1 Pty Ltd	10.42%	Ongoing
	Working capital - 1	Unsecured	Starball Pty Ltd	8.50%	Ongoing
	Working capital - 2	Secured	THN Property Fund Pty Ltd	15.67%	29/06/2024
	Working Capital – 3 ST	Unsecured	related party		31/08/2024

<b>8. Estimated cash available for future operating activities</b>	<b>\$A'000</b>
8.1 Net cash from / (used in) operating activities (item 1.9)	(711)
8.2 Cash and cash equivalents at quarter end (item 4.6)	942
8.3 Unused finance facilities available at quarter end (item 7.5)	8,430
8.4 Total available funding (item 8.2 + item 8.3)	9,371



<b>8.5</b>	<b>Estimated quarters of funding available (item 8.4 divided by item 8.1)</b>	<b>13.2</b>
<i>Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.</i>		
<b>8.6</b>	If item 8.5 is less than 2 quarters, please provide answers to the following questions:	
<b>8.6.1</b>	Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?	
	Answer:	
<b>8.6.2</b>	Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?	
	Answer:	
<b>8.6.3</b>	Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?	
	Answer:	
<i>Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.</i>		

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 31 July 2023



Authorised by: Michael Green  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, AASB 107: *Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – e.g. Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.