

ASX Announcement

25 May 2016

Chairman's Address to Annual General Meeting

Attached is a copy of the Chairman's Address to be presented at today's Annual General Meeting of Invigor Group Limited and the accompanying presentation slides.

The latest Investor presentation is also attached.

For further information, please contact:

Gary Cohen
Chairman and Chief Executive Officer
+61 2 8251 9600
gary.cohen@invigorgroup.com

About Invigor Group Limited

Invigor Group is a leading information technology and digital solutions company. It specialises in innovative business intelligence, big data solutions for businesses and consumers which are supported by strategic consulting, development and marketing services. Invigor delivers its cloud based solutions to a broad range of clients including: retailers, brands, mobile network providers, local and state governments, advertising and media agencies.

INVIGOR GROUP LIMITED
ANNUAL GENERAL MEETING
WEDNESDAY 25 MAY, 2016
CHAIRMAN'S ADDRESS

Good morning ladies and gentlemen. My name is Gary Cohen. As chairman of directors, I welcome all shareholders and guests to this annual general meeting of Invigor Group Limited.

Firstly, I would like to introduce my fellow directors present today; John Hayson, Roger Clifford, Jeremy Morgan and Tony Sherlock. Greg Cohen sends his apologies as he is currently unwell. I also have an apology from our Company Secretary who is overseas.

The notice calling this meeting was released on 21 April 2016. As there is a quorum present, I declare the meeting open.

Chairman's Address

I would like to highlight the developments and activities of Invigor Group in the past year and further discuss the direction of the Company moving forward.

During 2015 Invigor continued to further strengthen its foundations as we aim to become one of Australia's leading data analytics and business intelligence companies across business-to-business (B2B) and business-to-consumer (B2C) markets.

There is growing awareness regarding the role that big data can play in business. Understanding one's data enables businesses to grow, be more competitive and make better informed decisions. Invigor is capitalising on this market opportunity, offering its suite of big data products to customers across a range of sectors including retail and brands, shopping centres, hospitality and leisure, venues, event spaces, hotels and transport hubs. The Company is continually working to connect this data in ways that enable our customers to more accurately reach their target market, giving them the ability to market their products and services with greater success.

The other thing that has become clear to us is that the data we are collecting is highly relevant to many of our customers to help them drive their business. A retailer can then not only understand the prices of his competitors, but also use our solutions to insure greater sales volume at a higher margin, drive online traffic into the store, and improve the customer's journey whilst in the store.

Furthermore, the data we are collecting and harnessing enables us to direct advertising and messaging to a user who is more likely to be favourably receptive to that message. Already we are using data we learn from Shopping Ninja to advise retailers what products are in demand and who are selling those products.

Our acquisition of Condat AG in the latter part of 2015 was particularly exciting in that it allows us to considerably strengthen our product suite. The acquisition provided additional product and resources to enable us to execute our strategy together with a more secure contracted revenue base. Condat's smart media suite complements our Insights Visitor range of solutions. Condat is a well-established Berlin-based company with clients that include Germany's major public broadcasters as well as key private outlets, thus providing a springboard to European markets and a massive opportunity for the Insights range to grow. We have recently announced a number of contract wins for Condat, including its first contract in the UK. These contract wins further validate our investment decision.

The past year saw some changes to Invigor's management as we moved from the development phase of our products to focus on sales and marketing.. There was a need to invest further in these aspects of the business and this required a different skill set. The management we now have, provides a strong foundation to drive these required strategies.

The outcome of these decisions – whilst having some unfortunate negative impact on our share price as some of the management shareholders exited their positions – has on the business front resulted in a substantial improvement in our overall business and operations.

First, we have simplified our business by exiting non-core activities. We sold our services business which has enabled us to focus on more profitable work and reduce our costs. We also have agreed to sell our non-core investment in MViD for \$2.2m, generating a good profit. This will release cash and strengthen our balance sheet. We have now received a part distribution from the Hyro business sale and we expect to receive further funds in the next 12 months.

Second, we have improved the capability of our technical delivery and moved all our hosting of our services onto Amazon Web Services – thereby providing an internationally rated service for the provision of our data.

Third and very importantly, we have significantly changed the quality of our earnings by driving higher value offerings from bigger and more substantial businesses. This has led to a substantially increased pipeline in terms of value and strategic value to the company. Whilst some of the impact of that process has resulted in a longer sales process, the outcome will more than compensate for this slight delay.

Fourth, the Company revenues have grown. The acquisition of Condat has underpinned our revenues with over \$8m forecast for the current year at a 20% EBITDA margin. As we reported previously, Condat was on track for this with \$2m revenue for the first quarter at slightly higher margins. Condat has also announced a number of contract wins during the first few months of the year. The sales pipeline for our Insights range has also continued to grow and we are quietly confident that the next few months will see the company converting these into substantial sales.

We have also been doing a major technical refresh of Shopping Ninja and will shortly be rolling out version 2.0. This will not only provide both a great online experience, but will also bring the benefits of that experience to major retailers. This week we announced a joint venture with the leading online digital media group, The Big Smoke, where we will jointly market digital content to businesses, whilst at the same time leveraging and promoting Shopping Ninja. This initiative is typical of the type of marketing we are seeking to explore where we can promote our products whilst at the same time generate revenue.

We took action to strengthen our balance sheet by implementing a share purchase plan for our shareholders in March. This was exceptionally well received and supported by raising over \$1.6m, including a separate placement to sophisticated investors. We see a very bright and exciting future for the Company and appreciate the support from our shareholders.

I also thank my fellow directors and our management team for their great work and contribution to the Company.

I am happy to answer questions before proceeding to the formal items of business.

For personal use only

CREATING VALUE THROUGH DATA

Investor Presentation
May 2016



*Enhance Your
Strategic
Decision
Making With
Real Time
Data*

ACTIONABLE INSIGHTS



Creating Value Through Data

COMPANY SUMMARY

Invigor is a leading data analytics and business intelligence company offering solutions across business-to-business (B2B) and business-to-consumer (B2C) platforms for retail, brands, consumers, broadcast and media.

Our suite of products include -

INSIGHTS RETAIL: Competitive analytics platform for brands & retailers

INSIGHTS VISITOR: Analytics platform providing actionable insights from bricks and mortar locations

SHOPPING NINJA: Provides best value option to consumers on over 100,000 offers

CONDAT AG: Smart media solutions including semantic engine & content distribution capability

KEY MANAGEMENT

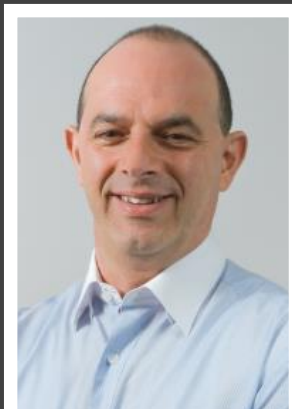
4



GARY COHEN

Chairman and Chief Executive Officer

Gary has extensive experience in the information technology industry. Gary was Executive Chairman and Chief Executive Officer of iSOFT Group Limited, an ASX listed company, from 1999 until 2010. Gary built iSOFT into one of Australia's largest technology companies with operations in over 40 countries.



GREGORY COHEN

Executive Director

Greg has an extensive international background in financial services and general management gained from a 27 year career with Ford Credit, the captive financing arm of Ford Motor Company. Greg has significant expertise in the financial services sector and operational market experience in Australia, Europe, South East Asia, India and China.



Richard Granger

Chief Operating Officer

Richard is a seasoned World class IT industry leader with a prolific big ticket deal track record, extensive front line experience as a CIO / CTO. Richard has deep industry experience of transactions, governance, programme management in all cases both buy-side and sell-side.

WHAT WE DO

5



Retail
Competitive market
intelligence for brands and
retailers



SHOPPING NINJA
★ TRUSTED FOR BEST VALUE ★

Best value options for
consumers



Visitor
Consumer analytics for
bricks and mortar locations

COMPLEMENTARY
SUITE OF BIG DATA
PRODUCTS



condat®

Smart media platform

INSIGHTS RETAIL

Our customers are actioning real time data to maximise revenue opportunities, amplify share of voice and understand the dynamic pricing environment.

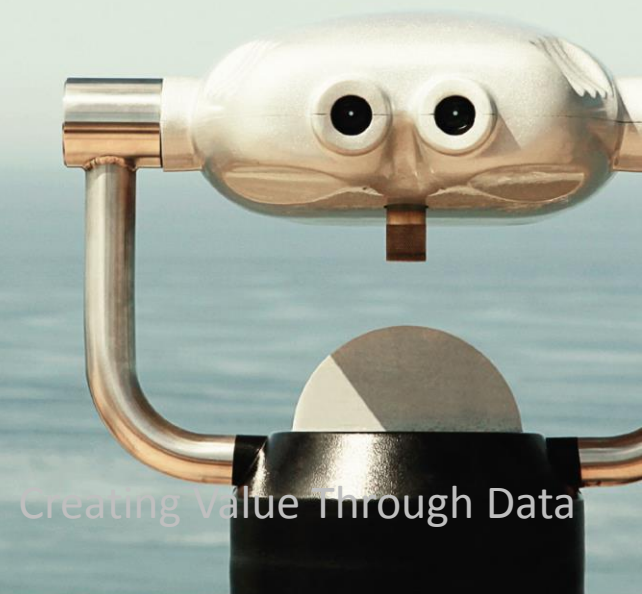
REAL TIME ACCESS TO ONLINE & OFFLINE COMPETITIVE PRICING

SHARE OF VOICE

VIEW LOST REVENUE & ADJUST PRICING IN REAL TIME

LIVE ALERTS ON PRICE CHANGES, NEW ADS & CATALOGUES

HOW
CAN
WE SEE
MORE?



Creating Value through Data

INSIGHTS RETAIL – COMPETITIVE ADVANTAGES

7



INSIGHTS VISITOR KEY FACTORS

3 key factors play a vital role in engaging our audiences and converting these conversations into meaningful commercial outcomes .



Where most organisations see one audience, we see thousands

For personal use only

WHAT WE DO

complementary suite of big data products

9



CAPTIVE PORTAL & SPLASH PAGES



SOCIAL NETWORK LOGIN



DASHBOARDS & REPORTING



HEAT MAPS & FLOW MAPS



COMPATIBLE WITH ALL MAJOR WIFI VENDORS



API AVAILABLE FOR DATA ACCESS E.G.



MARKETING CAMPAIGN TOOLS



BUSINESS INTELLIGENCE PLATFORMS



Creating Value Through Data

SHOPPING NINJA

Invigor's B2C offering

10

Helps consumers find the best value across **100,000 offers**. Also publishing the **most valued** content in the market for **Shoppers' benefits**.

Includes mobile phone and tablet.



Creating Value Through Data

CONDAT AG



**SMART MEDIA &
MOBILITY SOLUTIONS**



**ESTABLISHED TIER 1
CLIENTS**



**SMART MEDIA
ENGINE**



**SCHEDULING &
EDITING OF ONLINE
CONTENT**



**CONTENT CREATION
& DISTRIBUTION**



**FY 16 FORECAST
REVENUE OF \$8 M**

Condat is a major provider of smart media solutions to public and private broadcasters in Europe.

The Condat Smart Media Engine is a highly innovative solution for personalised navigation of text, pictures and videos for broadcasters, print and online publishers, Video on Demand platform operators and new media enterprises

CONDAT'S CUSTOMERS

12

BROADCAST



CORPORATE



GASAG

DAIMLER

GERMAN GOVERNMENT



MONETISATION MODEL

13

For personal use only



Insights Retail

Annual subscription based on number of categories & professional services



Insights Visitor

Annual subscription & professional services



Shopping Ninja

Commission on sales & promotional platform for brands & retailers



Insights Data

Transaction based model



condat®

Condat AG

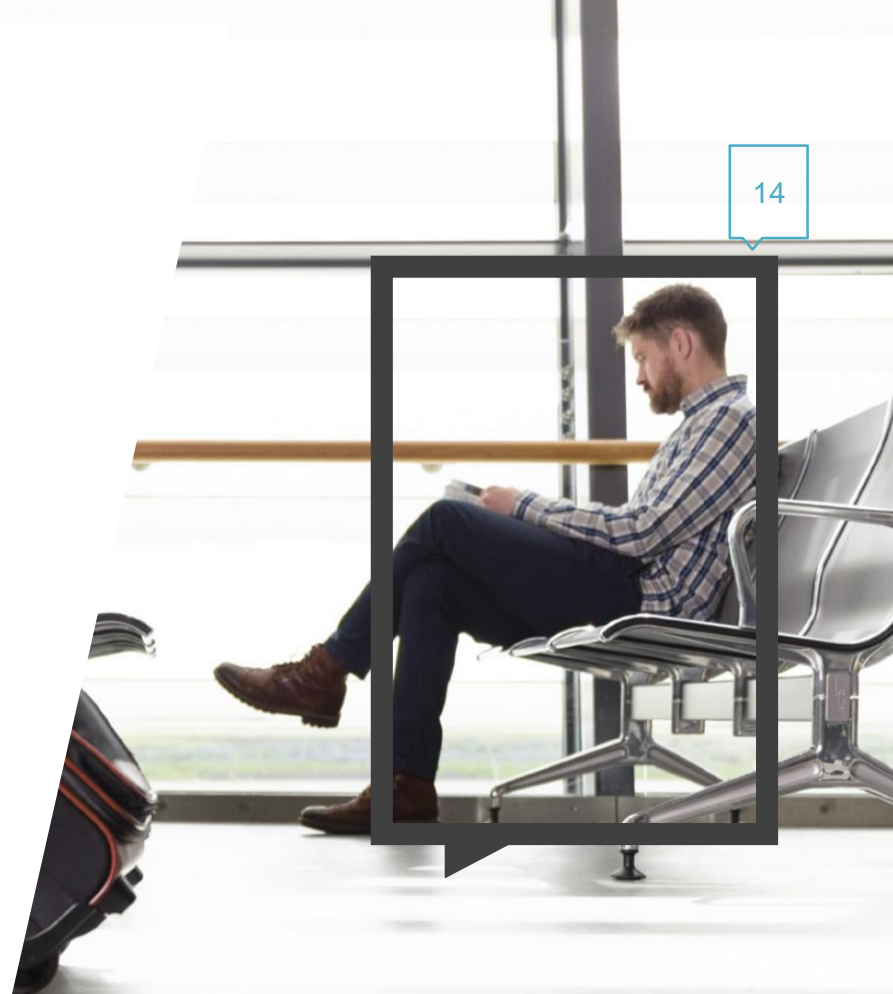
Software licence fees & professional services

All products work individually or may be combined to provide more meaningful data of consumer behaviour right through to personalised content distribution

RECENT MILESTONES

14

- ✓ Condat announced quarterly revenue of **\$2.0m** with EBITDA for **\$420k** for the quarter
- ✓ Condat selected for EU InVID project as part of a consortium for the EU
- ✓ Condat secures **+\$250k** contract in the wind energy space
- ✓ Condat secures contract estimated at **+\$300k** with European Broadcaster
- ✓ Insights Retail signed two leading consumer electronics brands to further one year contracts
- ✓ Shopping Ninja achieved milestone of over 25,000 downloads
- ✓ JV with The Big Smoke to promote Shopping Ninja



KEY REVENUE CATALYSTS FOR 2016

15



Build revenue with additional contracts for Insights Retail & Insights Visitor



New verticals to be launched



Growth in Shopping Ninja downloads & sales using the service



Ongoing integration of Condat capabilities to improve product offering



Further contract wins by Condat



Potential expansion into other markets

CORPORATE STRUCTURE

16

TRADING INFORMATION (AT 20/5/16)

Ticker	IVO
Price	\$0.033
Market Capitalisation	~\$13m
52 week range	\$0.03 - 0.11
Shares on issue	394m

MANAGEMENT

Gary Cohen	Chairman & CEO
Richard Granger	COO
Gregory Cohen	Executive director & CFO

NOTICE AND DISCLAIMER

This document contains general information about Invigor Group Limited ("Invigor") and its activities current at the date of presentation. It is information given in summary form and does not purport to be complete. While effort has been taken to ensure the accuracy of the material in this document, Invigor and its management has not verified the accuracy or completeness of the information or any statements contained in this document. This document should not be relied upon as a complete and accurate representation of any matters that a potential investor or lender should consider in evaluating Invigor. It does not constitute an offer for the sale of any securities or an invitation to purchase or subscribe for securities in Invigor Group Limited Ltd or in any subsidiary or other company affiliated with Invigor Group Limited.

Not financial product or investment advice

The information contained in this presentation is not financial product advice and is not intended to be relied upon as advice to investors or potential investors or lenders and does not take into account the investment objectives, financial situation or needs of any particular investor or potential investor or potential lender. It is important that you read this document carefully and in full before deciding whether to invest in or lend to Invigor. In particular, in considering this document,

you should consider the risk factors that could affect the financial performance of Invigor. You should carefully consider these factors in light of your investment objectives, financial situation and particular needs (including financial and taxation issues) and seek professional advice from your accountant, financial adviser, stockbroker, lawyer, or other professional adviser before deciding whether to invest in or lend to Invigor.

Forward looking statements

This document contains forward looking statements which are identified by words such as "may", "could", "believes", "estimates", "expects", "forecasts", "intends" and other similar words that involve risks and uncertainties. These statements are based on an assessment of the present economic and operating conditions and on a number of assumptions regarding future events and actions that, at the date of this document, are expected to take place. Such forward looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of Invigor, the Directors and Management. Invigor believes the expectations reflected in this document are reasonable but may be affected by changes in assumptions or variables that could

cause actual results to differ materially from the information contained in the forward looking statements. Users of this document should not place undue reliance on forward looking statements. Invigor, its Directors and Management assume no responsibility or obligation to update any information in this document, including forward looking information.

Disclaimers

No person guarantees the performance of Invigor. No person is authorised to give information or to make any representation in connection with this document which is not contained in this document. Any information or representation not so contained may not be relied on as having been authorised by Invigor in connection with this document.

The sum totals throughout this presentation may not add exactly due to rounding differences.

The information in this document remains subject to change without notice. Circumstances may change and the contents of this document may become outdated as a result.

For personal use only



Offices Sydney Melbourne Chennai Berlin

Telephone +61 2 8251 9600