Annual General Meeting

May 2018

EXECUTIVE SUMMARY

- Established international operations in 3 regions – Australia, Asia and Europe
- Experienced retail and technology leadership team
- Revenue & usage growth from existing blue chip retail, mall, venue customers and iconic brands
- Sale of Condat Media retires $3.6M in debt
- JV - rollout of Infinity digital loyalty token creates significant transaction-based revenue capability

WHO WE ARE

- Listed ASX (IVO)
- Data-driven solutions that help brands, retailers and commerce businesses compete and grow in more profitable ways.
- Offices in Sydney, Singapore and Berlin
- CEO Gary Cohen (successful exit in Healthcare IT iSoft $400M)
- Chairman Bob McKinnon (ex CIO CBA, Westpac and MD Brookfield Multiplex

BOB McKINNON
Non-Executive Chairman
(formerly Westpac, CBA, Lendlease)

GARY COHEN
CEO and Executive Director
(formerly iSoft, Allco)

GREG COHEN
CFO and Finance Director
(formerly Ford Credit)

CLAIRE MULA
COO and Executive Director
(formerly Sprooki, Astro, Fairfax, P&G)

WHAT WE DO

We use data to drive profitable commerce.

PRICING

LOYALTY

FIELD SERVICE MANAGEMENT

DRIVING COMMERCE WITH DATA

- Own and leverage multiple data sets that drive profitable commerce
- Invigor's IP and capabilities to be rolled out in new geography increasing customer footprint
- Higher revenue opportunities by moving towards transaction-based models

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PRODUCTS

PRICING

- Competitive pricing and promotional intelligence (online and offline) for Retailers & Brands
- Real-time monitoring across all industries, verticals, categories and geographies
- Specialised in Consumer Electronics and Liquor in Australia - 4 years historical data on 40+ retailers

CUSTOMERS:

Pernod Ricard
THE GOOD GUYS
Hanes
CIGWELD
COMVITA Share Nature. Share Life.
Telia
Healthy Life
EPSON
SHARP
KINCROME
MOËT & CHANDON CHAMPAGNE
MEYER COOKWARE AUSTRALIA
HITACHI POWER TOOLS
eWelders.com.au
MUSOS CORNER
aussie hifi

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LOYALTY

- Collection of data and insights into drivers of customer visits, purchase, profit and lifetime value
- Campaign recommendations and content automation to engage customers, improve shopping experience and increase sales
- Dynamically measure uplift in traffic, sales, loyalty upgrades and improve ROI

CUSTOMERS:

Mercatus, lendlease, Far East Organization – Inspiring Better Lives, aventus, SupaCenta moore park, ZOOS Victoria Werribee, Explore Supermal Karawaci, Manly Wharf, Chifley Tower • Plaza, ipoh, Plaza Ambarrukmo

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FIELD SERVICE MANAGEMENT

- Streamline field service operations to reduce costs, save time and increase customer lifetime value
- 2 modules:

  Dispatch - facilitates planning and monitoring at head office

  Mobile - on-site order and field force management

CUSTOMERS:

unitymedia

GASAG

ALBA
Wir nennen es Rohstoff.

EDEKA

ENERTRAG

CARS
Technik und Logistik GmbH

VEMAG

MAHLE

DB Mobility Networks Logistics

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OPPORTUNITIES

UPCOMING CONTRACTS

Major Australian Retailer

Shopper Insights to understand the technical feasibility and value of shopper in-store movement data

Major Australian Retailer

Loyalty program to increase customer spend, frequency and lifetime value

Major Australian Association

Predictive pricing and optimisation tool for the larger independent liquor groups and create new revenue streams for independent retailers and deliver major suppliers market trends and analytics

Major International Brand

Pricing data integration into global business intelligence tools

Mobility Network Division

Successful pilot undertaken - initially covered 40 field workers and 8 dispatchers with plans to roll out further in Q3 2018

PARTNERSHIPS & JOINT VENTURES

Microsoft

ChronoBank.io

NEAL ANALYTICS

VMO

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DISRUPTIVE LOYALTY PROGRAM FOR HIGHER PROFITABILITY

GENUINE VALUE:

A currency which increases in value the more popular it becomes, driving deep member engagement.

DIFFERENTIATION:

A first-of-its-kind program guaranteed to stand out from the noise and generate significant hype and consumer interest.

PERMISSION MARKETING:

A program which rewards members for their attention from the brands they love and is GDPR compliant.

THE POWER OF DIGITAL LOYALTY TOKENS

Research* conducted by Loyalty Reward & Co in Australia shows that cryptocurrencies are more engaging than loyalty points:

78%

RATING FOR MOTIVATING SPEND AT RETAILERS

VS

59% for their favourite loyalty program

85%

LIKELIHOOD TO RECOMMEND TO FAMILY AND FRIENDS

VS

57% for their favourite loyalty program

86%

RATED CRYPTOCURRENCY MORE APPEALING THAN LOYALTY POINTS

*Pilot was code named Unify Rewards and run by Loyalty & Reward Co, Sydney who are advisors to the Infinity Rewards project. University Of NSW (Sydney) Q4-17.

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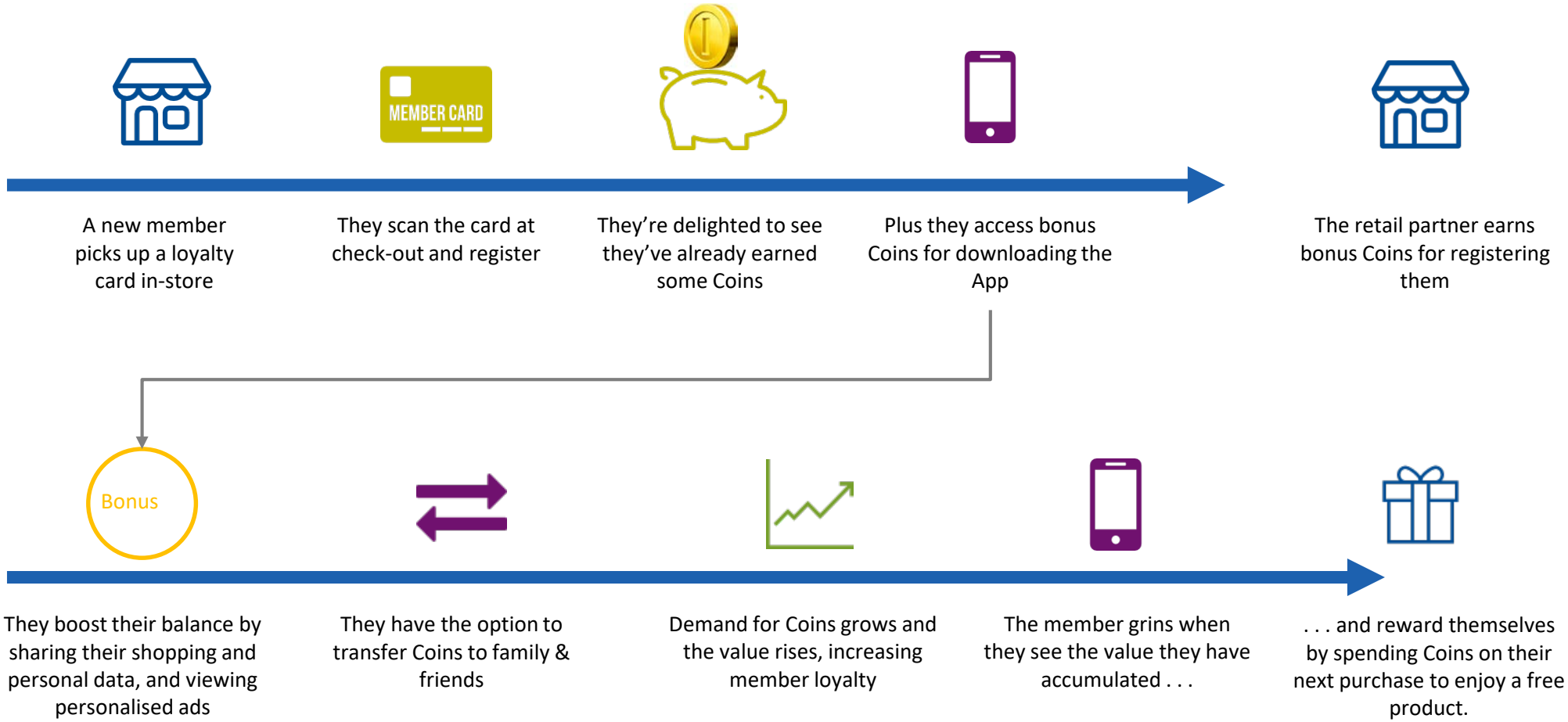
HOW DOES THE INFINITY DIGITAL LOYALTY TOKEN WORK?

A blockchain loyalty program which rewards members with a crypto-token for their spend and their attention.



POSITIVE OUTLOOK

- Significant upcoming contracts in Australia, Asia and Germany as well as strategic partnerships
- Moving sales towards more transaction based model
- Emphasis on strategic opportunities which leverages cost base and provides greater revenue synergies
- Drive to operational cash positive by delivering revenue growth

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