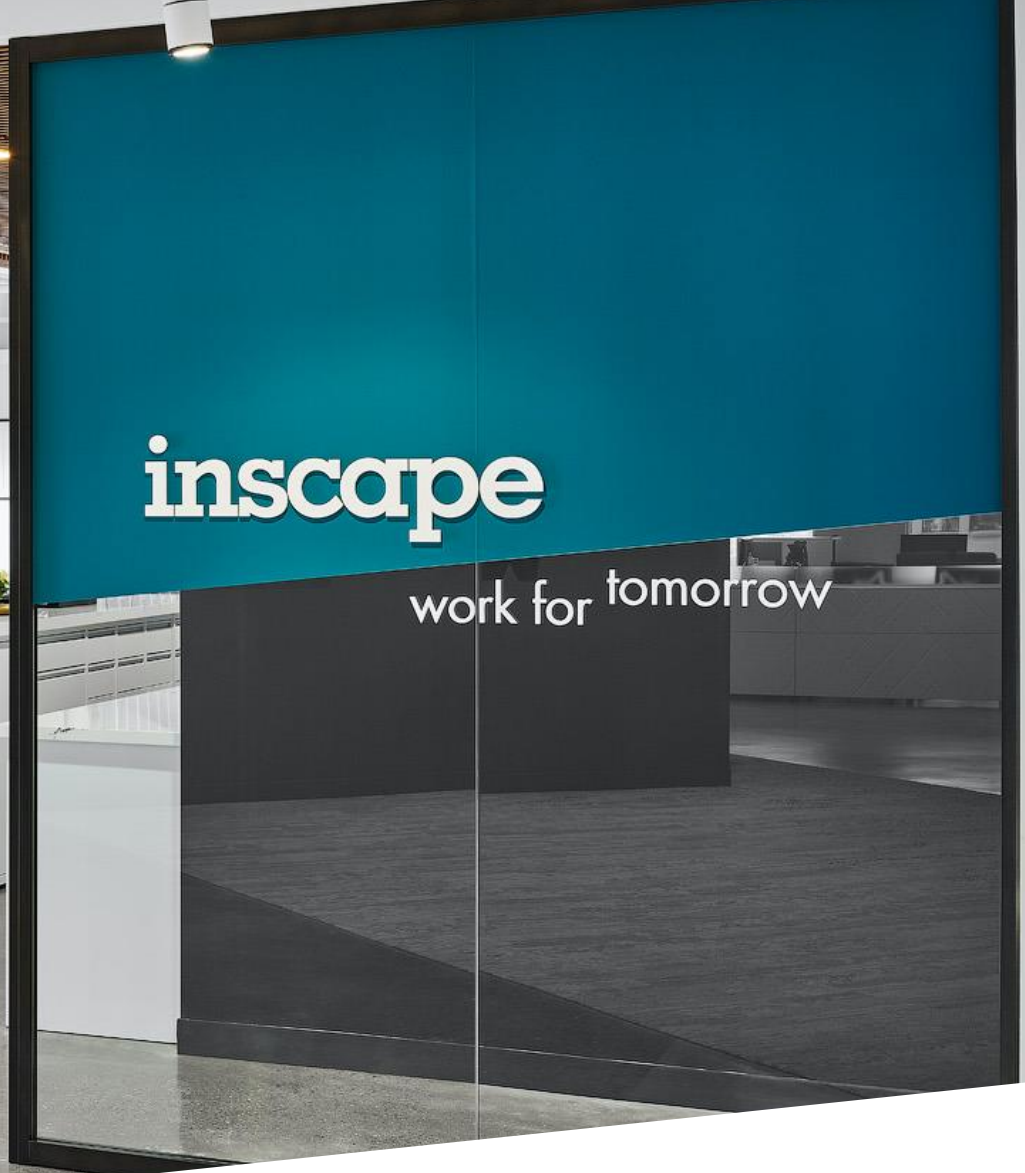




# Annual General Meeting FY 2020 - Year In Review

Sept 17, 2020



**inscape**

work for tomorrow

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# Overview

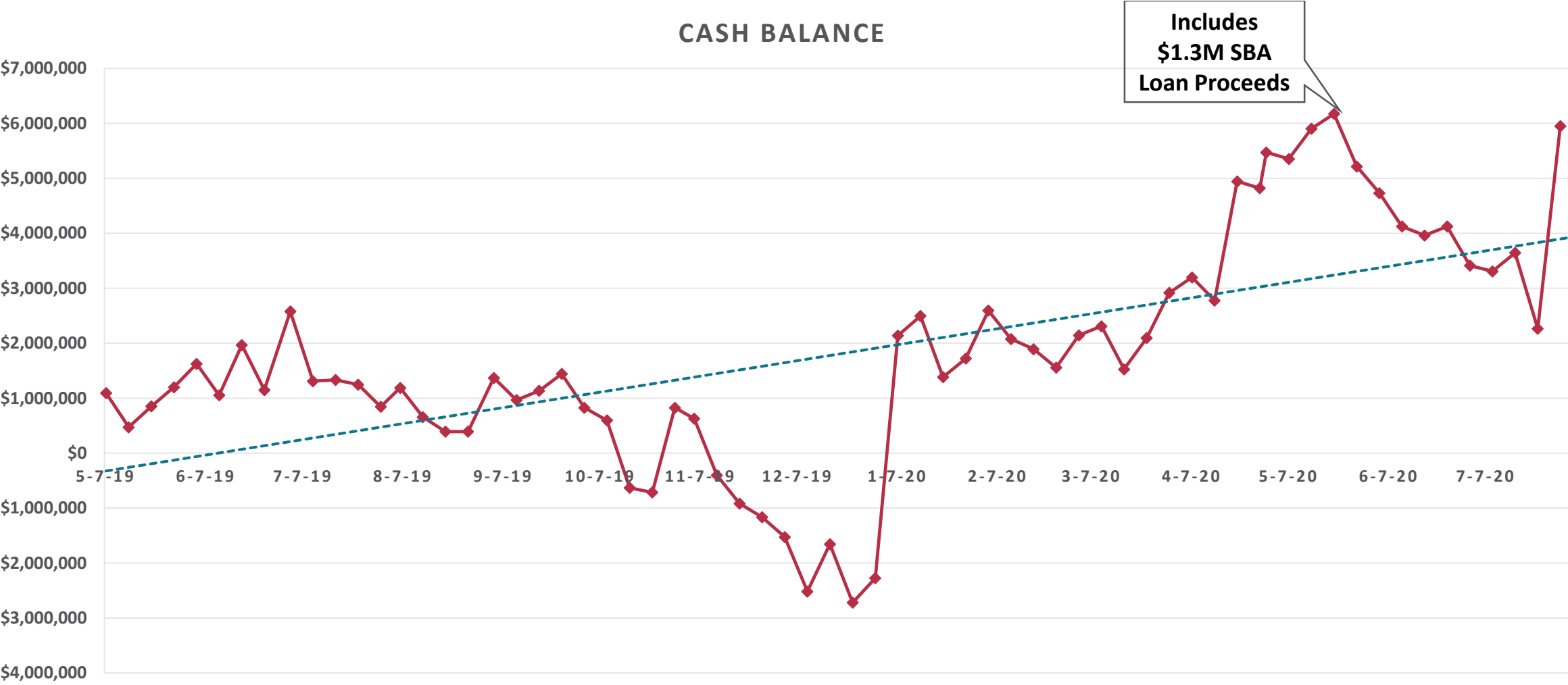
- Covid-19 – Entire company should be proud of how we've responded.
- Teamwork has allowed us to operate and manage the things we can control.
- Financial condition is still solid with nearly \$6 million cash at YE and no debt; same at end of Q1 FY21 on July 31, 2020.
- Actions taken will allow us to weather the Covid storm while implementing changes to strengthen the business.
- F20 Sales down 15.8% versus Prior Year

## Overview & Impact

- Immediate order delays/deferrals
- ‘Wait and see’ approach by many clients/prospects given initial rapid office closures and delays in Return To Office Plans, especially with push by many to early 2021 “return plans” – delaying/deferring future Inscape sales
- Staggered return plans with 25-50% RTO staff on rotations will mean companies staff only limited work- stations allowing for further potential delay/deferral of office investment
- Persistent strength of the Covid-19 pandemic in the US creates ongoing uncertainty with respect to recovery of market and timing of this recovery
- Given our US NE Sales Concentration (40%) initial Covid impacts in this region heightened the influence on Inscape revenues
- Optimism for Inscape’s solutions: Bench; Systems; Walls – Timing of Demand is Uncertain

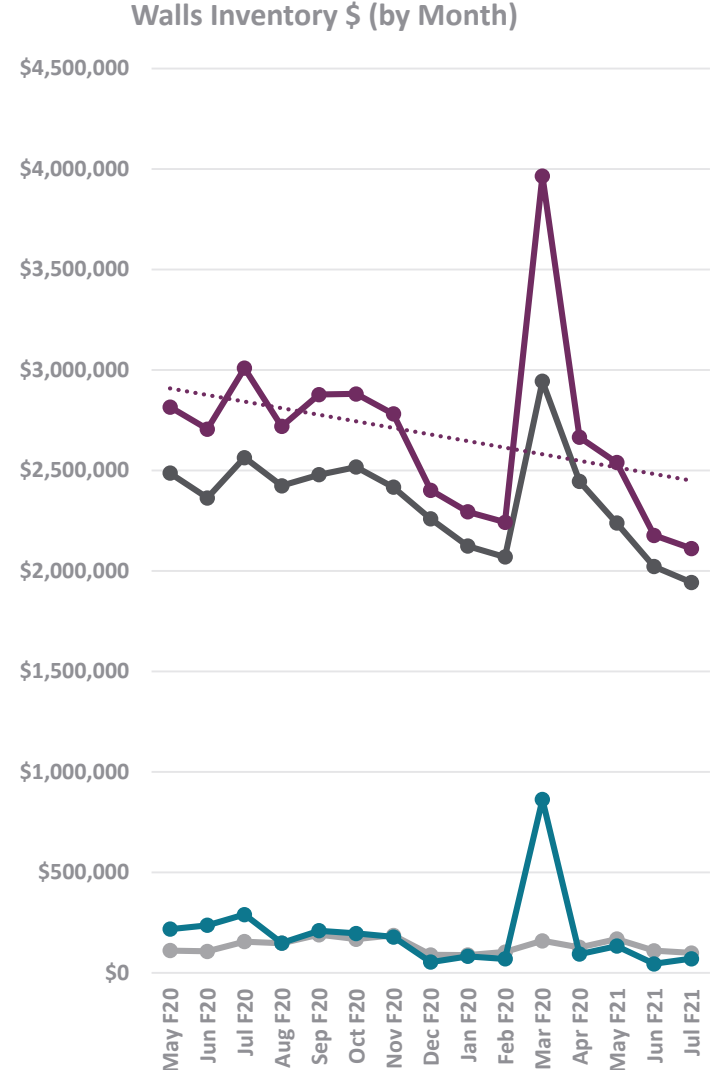
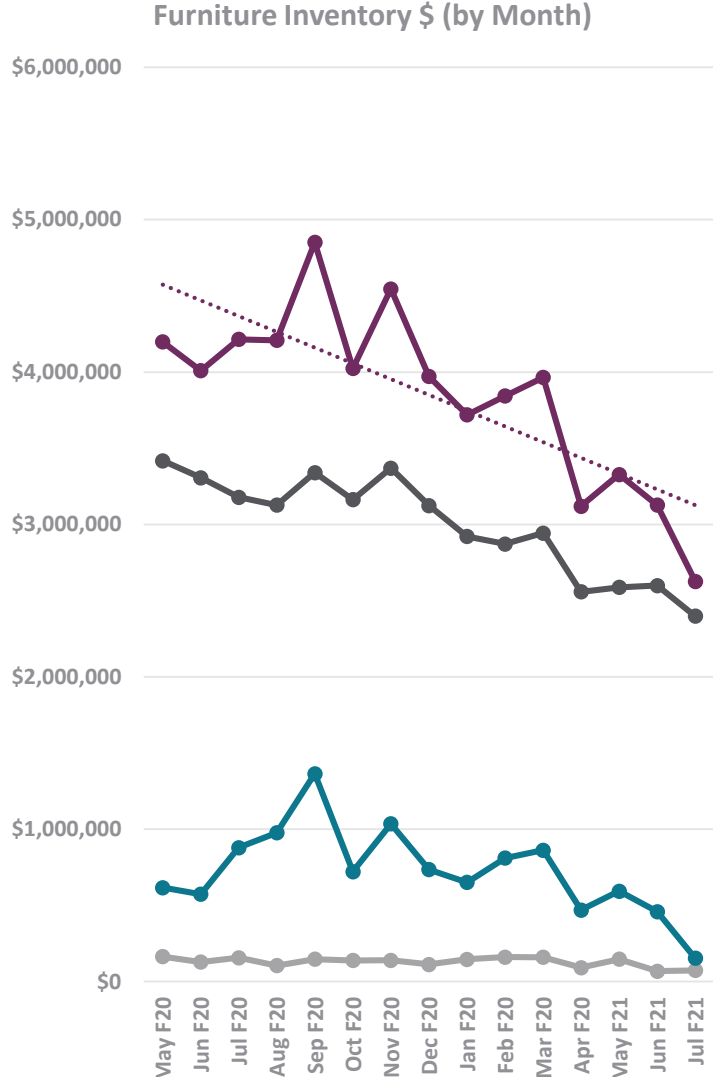
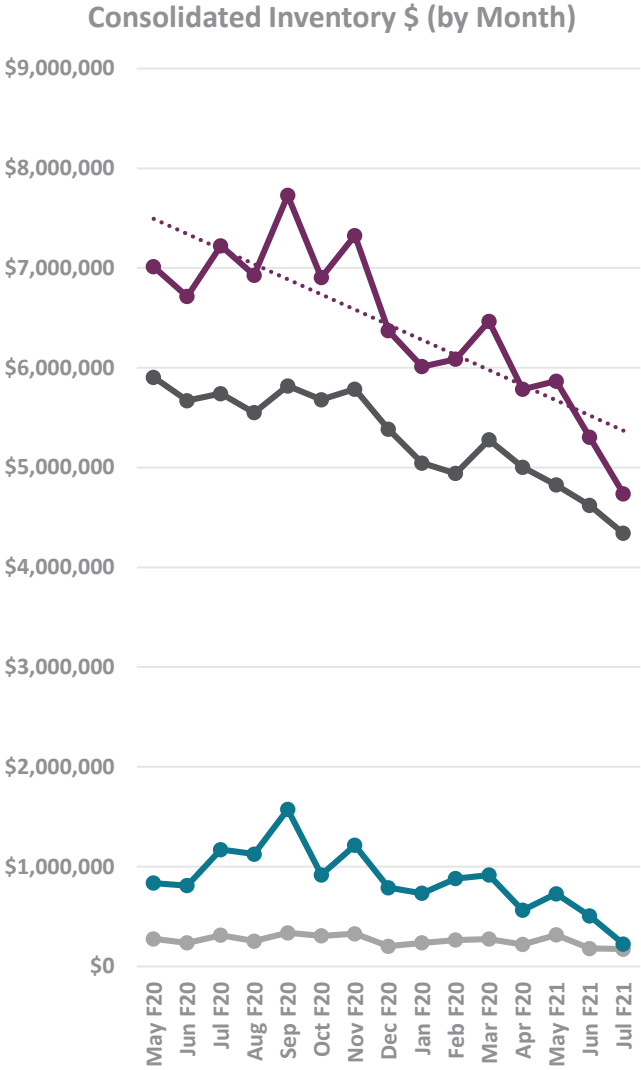
# Cash Position / Working Capital Update – Cash Balance

## CASH BALANCE



Includes  
\$1.3M SBA  
Loan Proceeds

# Working Capital Update – Inventory



● Raw Materials   
 ● WIP   
 ● Finished Goods   
 ● Total Inventory   
 ⋯ Linear (Total Inventory)



# Work transformed

inscape

# Work reimaged



A man in a dark sweater and grey trousers sits in a grey office chair, looking out a large window at a city skyline. A desk with a teal chair and a small plant is in the foreground. The text "Work evolved" is overlaid in white on a semi-transparent grey bar.

Work evolved

inscape



Changing the  
way we work with  
space division



## SPACE DIVISION

## CHANGING THE WAY WE WORK



RockIt Linear – Height Adjustable

## SPACE DIVISION



Inscape Bench with 90° Workstations - Fixed Height

## CHANGING THE WAY WE WORK



Inscape Bench Linear - Height Adjustable

## SPACE DIVISION

## CHANGING THE WAY WE WORK



Inscape System with 120° Workstations – Fixed Height

## SPACE DIVISION



Inscape System L-Shaped Workstations – Fixed Height

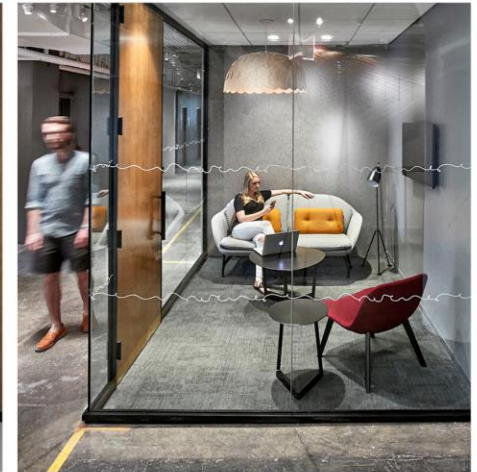
## CHANGING THE WAY WE WORK



Inscape System U-Shaped Workstations – Height Adjustable

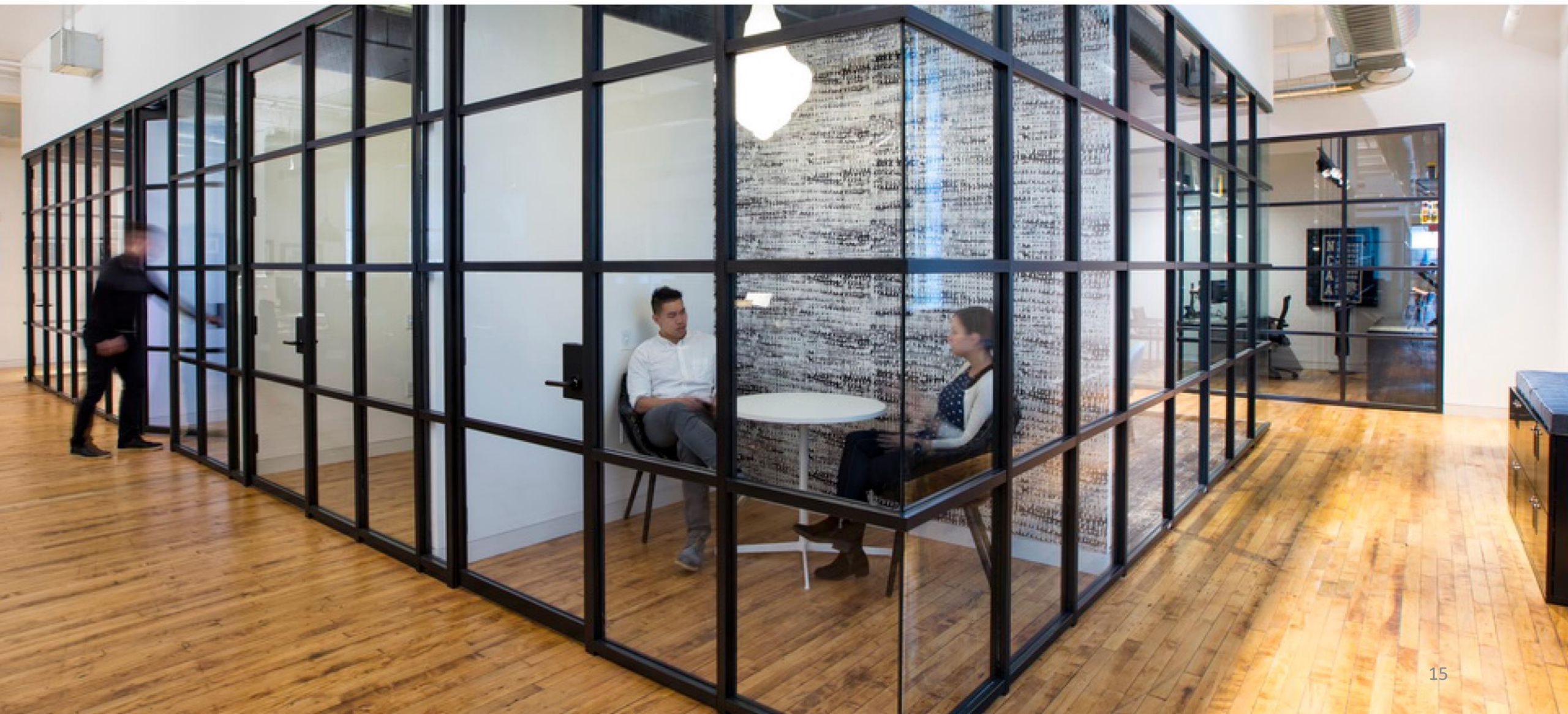
## WALLS

# The Ultimate in Space Division



ACME 50

THE ULTIMATE SPACE DIVISION



ACME 50





ARIA

THE ULTIMATE SPACE DIVISION



# ARIA



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work for tomorrow



Aria Pronto



# Overview

## Aria Pronto

- Improved lead times – ready to install in 2 weeks
- Reduction in field related errors
- Small kit of parts
- Simplified solution
- Locally sourced glass
- Staged installation sequence
- Turn-key solution  
(local PM / installation services)

ELECTRIC SKYROCKIT HEIGHT ADJUSTABLE

POWERED UP



## ROCKIT HIGH RISERS

## REACHING HIGHER HEIGHTS



## ROCKIT AT HOME



## BEAUTIFUL IN THE OFFICE OR AT HOME



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Solutions for healthcare



## We're here to help

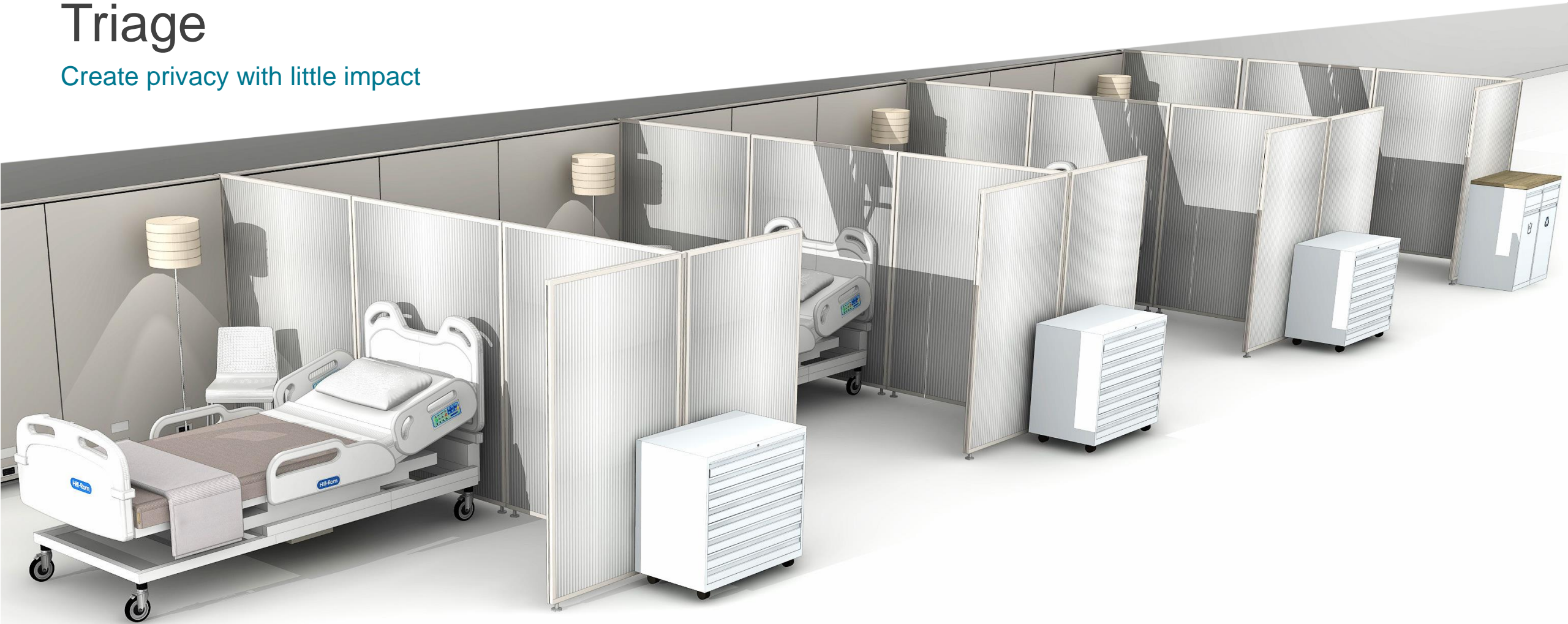
Doing our part to serve those who need it most

Our business is built on our willingness to create and customize based on the changing needs of any sector. We know in these current times things change from one moment to the next—and we are here to support you through that.



# Triage

Create privacy with little impact





# Lockers & Cubbies

Offer peace of mind



# eLock Technology

Hands-free functionality



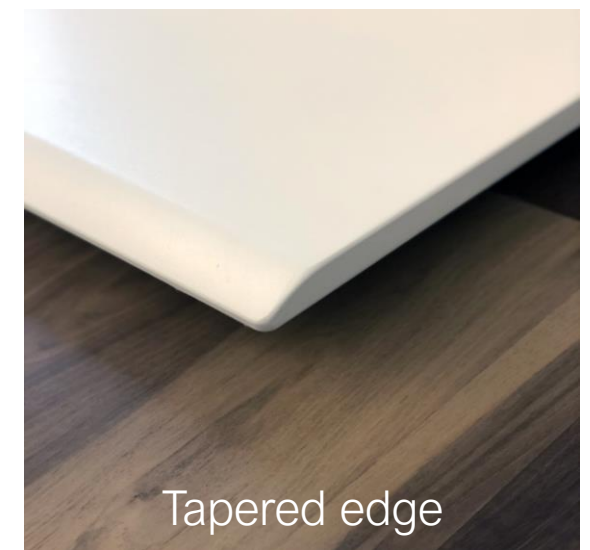
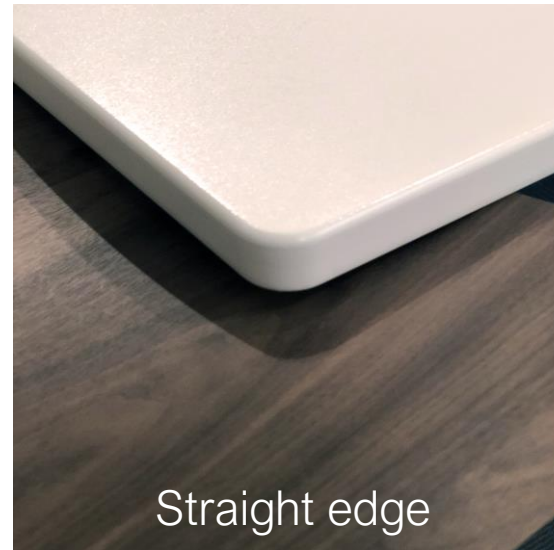
Wesko eLocks provide a “hands-free” option through the Bluetooth / smartphone apps. This function allows users to lock and unlock lockers with limited physical contact.

# 6 Benefits For Choosing Nuform

1. Scratch Resistant
2. Seamless Edge
3. Chemical Resistant
4. Hygienic
5. Durable
6. Non-porous

## Nuform Edge Detail

Seamless edge in two styles.



SYSTEM X

LIMITLESS APPLICATIONS



## SYSTEM X



## LIMITLESS APPLICATIONS



2STOR

THE EVOLUTION OF STORAGE CONTINUES





# In Summary

- Covid-19 – Future impact of Covid remains unclear
- Inscope taking actions on multiple fronts to ensure we have liquidity and flexibility to react to changing market conditions.
- Product Development initiatives focussed on bringing the right solutions to market during Covid and post-Covid given the changing world of work – both in Work From Home and Return To Office options

Thank You