



**The GO2 People Ltd (ASX:GO2)**

**Presented by:**

Darren Cooper - Company Chair

Billy Ferreira - Managing Director

Paul Goldfinch - Growth & Investor Relations

# INVESTOR PRESENTATION

MARCH 2018

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The GO2 People are a leading provider of vertically integrated recruitment and building services to industry throughout Australia.

## Recruitment

The GO2 Recruitment Division provides a full suite of tailored workforce solutions to a range of industries including:

- ✓ Major Infrastructure
- ✓ Construction
- ✓ Mining/Resources Operations
- ✓ Energy
- ✓ Telecommunications
- ✓ Utilities/Maintenance
- ✓ Transport/Logistics

## Building

The GO2 Building Division delivers high quality buildings using its Rapid Build methodology with a focus on:

- ✓ Over 55's Lifestyle Estates
- ✓ Aged Care / Assisted Living
- ✓ Retirement Villages
- ✓ Indigenous Housing
- ✓ Onsite Mining Infrastructure



## CAPITAL STRUCTURE

ASX CODE GO2	\$AUD
Listing price - 31/10/17	\$0.020
Share price - 06/03/18	\$0.015
Market capitalisation	\$17.69M
52-week high	\$0.020
52-week low	\$0.011
Average daily volume	185,968

## TOP 5 HOLDERS

Rank	Name	Units	% Units
1	EVERGLADES INVESTMENT PTY LTD	27,500,000	23.31
2	GOLDFINCH DISCRETIONARY PTY LTD	27,500,000	23.31
3	J P MORGAN NOMINEES AUSTRALIA LIMITED	9,525,545	7.99
4	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	5,100,000	4.32
5	CHRISTOPHER STREAT	2,500,000	2.12

## BOARD OF DIRECTORS



**Darren Cooper**

Independent Non-Executive Chairman

Darren Cooper spent some 20+ years with various companies in Management and C-Suite Senior Executive roles. Darren is a Past President and Life Member of the Urban Development Institute of Australia (UDIA) in Western Australia, and current President of UDIA National.



**Billy Ferreira - FTE**

Managing Director and Co-founder

Billy is a proven senior manager and entrepreneur with a strategic, disciplined approach and practical appreciation. During his time in the Australian Army, Billy completed his studies in Psychology and a Carpentry Trade.



**Peter McMorrow**

Non-Executive Director

With over 30 years project and executive experience, Peter is a respected leader in the infrastructure and resources industries. In 2004, Peter was appointed Managing Director of Leighton Contractors Pty Limited and under his leadership, the company experienced an unprecedented period of growth and success. He is currently the Chairman of SRG Limited, a provider of specialised services to the infrastructure and mining sectors

## EXECUTIVE MANAGEMENT TEAM

**Paul Goldfinch****Head of Investor Relations & Growth & Co-founder**

Paul is a proven senior manager and entrepreneur with a practical background in the labour hire and construction industries. A trade qualified carpenter, Paul progressed his career in the construction and labour hire sectors in the UK before taking up a senior management role in a national recruitment business in Australia. He then set up The GO2 People with Billy Ferreira.

**Matthew Thomson****Chief Financial Officer & Joint Company Secretary**

Matt has a Bachelor of Commerce, Accounting and Finance from the University of NSW and is a Chartered Accountant. Having begun his career at Coopers & Lybrand (now PWC) he has over 15 years' experience in senior Financial & Management Accounting Roles.

**Peter Torre****Joint Company Secretary**

Peter Torre is the principal of the corporate advisory firm Torre Corporate. Prior to establishing Torre Corporate, he was a partner and Chairman of the National Corporate Services Committee of an internationally affiliated firm of Chartered Accountants working within its corporate services division for over nine years. Mr. Torre is the company secretary of several ASX-listed companies, and previously companies listed on the London and Toronto Stock Exchange.

**Ross Lovell****Head of Labour Hire**

Ross has both national and international management experience spanning 17 years and has built a vast network in both the private and public sectors. Working in all facets of the maintenance and construction fields, Ross has led large companies as a General Manager driving growth and high performance.

**Christopher Streat****Head of Building**

Chris is a construction professional with diverse experience over 15 years across the residential housing and remote / modular building sectors. A passion for alternative building methods coupled with a high level of technical expertise, has seen Chris manage many large scale projects. He holds both a building practitioners and building contracting licence (BL 14567).

## CONNECTING PEOPLE WITH POSSIBILITY

➤	Strategic plan in place to triple business in 3 years
➤	Board, management and key personnel highly aligned
➤	Practical and technical experience in sectors we work in
➤	Strategic plan focused on delivering shared holder return
➤	Industries we operate in to increase by 2 - 3.5% through to 2023
➤	Solid pipeline of contracted works and future expected works
➤	Increase in vertical integration through revenue diversification created through existing divisions, eg: Maintenance
➤	Unique and alternative approach to traditional building methodology
➤	Strategic partnerships in place to support growth and diversification

## INDUSTRY OVERVIEW

### RECRUITMENT / LABOUR HIRE

#### Temporary Staff Services - AU

\* Statistics from IBIS World Industry Report N7212

REVENUE

**\$21.1bn**

PROFIT (EBIT)

**5.7%**

ANNUAL GROWTH 18-23

**2.40%**

#### Competitors



#### Temporary Staff Services - NZ

\* Statistics from IBIS World Industry Report N7212NZ

REVENUE

**\$1.8b**

PROFIT (EBIT)

**5%**

ANNUAL GROWTH 18-23

**3.50%**

#### Competitors



✓ Increased casualisation of work force

✓ National infrastructure boom

✓ Re-emergence of mining sector

## INDUSTRY OVERVIEW HOUSING CONSTRUCTION

### Housing Construction

\* Statistics from IBIS World Industry Report E3011

### REVENUE

**\$43.8b**

### PROFIT (EBIT)

**6.4%**

### ANNUAL GROWTH 18-23

**2.10%**

### Competitors

**PINDAN**

**m**  
metricon

**A-B-N**  
ALCOCK BROWN-NEAVES GROUP

### INFLUENCING FACTORS

- ✓ Housing affordability
- ✓ Home loan rates
- ✓ Population increase
- ✓ Aging population

Profitability to improve, particularly for those combining construction and land development activities such as lifestyle estates

Gradual rise in land values and material prices are expected to continue to drive demand housing construction towards lower cost housing

\* Info from IBIS World Industry Report E3011

## SHARE PRICE DRIVERS

- Well-articulated & executed strategy
- Disciplined & responsible approach to capital management
- Effective communication to the market
- Sustainable growth in revenue
- A pathway to positive NPAT
- A pathway to dividend flow

## Our Unique Point

The very core of our business is built by people who come from within the industries we provide services to. Coupling this expertise with our integrated business model, we deliver by walking the walk, not talking the talk.



# BUILDING HIGHLIGHTS



Meadowbrooke  
LIFESTYLE ESTATE BOYANUP



DIRK HARTOG ISLAND



01

## MEADOWBROOKE LIFESTYLE ESTATE

Award of **\$18m** Stage 1 of Meadowbrooke Lifestyle Estate retirement village in WA. Project commenced in February 2018

02

## DIRK HARTOG ISLAND

Signed Exclusive Builder Agreement with Dirk Hartog Island Developments in WA for the construction of up to 33 rapid build homes expected to generate between \$12.5 - \$16.5m revenue.

03

## SUNNY WEST LIFESTYLE ESTATE

Received Letter of Intent for Sunny West Lifestyle Estate, expected **\$16m** revenue due for commencement in FY19 after council approvals, subsequent confirmation of specifications and a formal contract award.

04

## ALTURA PROJECT

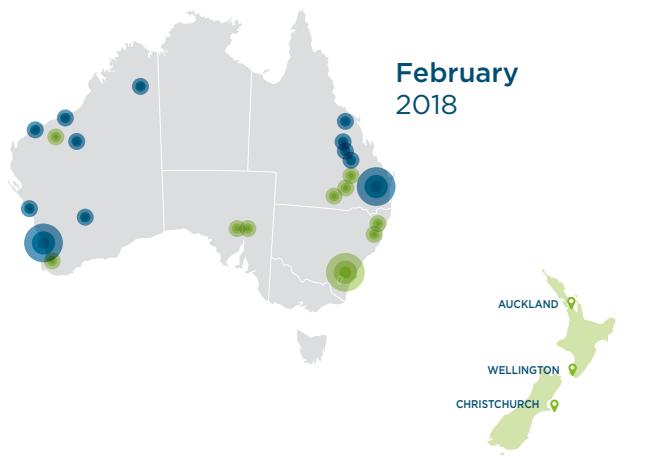
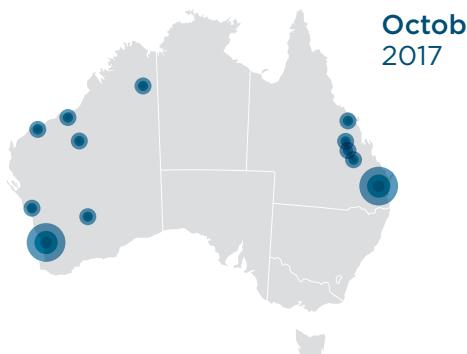
Contract extensions for Altura Project lifting the original contract price of \$950,000 to over \$2.8m.

05

## SET UP OF LEGO2 PTY LTD

A joint venture with Lomwest Enterprises tasked with conducting research and development in the Indigenous Housing space. Prototype to be completed by end of FY 2018.

# RECRUITMENT HIGHLIGHTS



01

## OPEN NSW OFFICE

Successfully entered NSW market by opening office in Parramatta. This office is ahead of schedule, leveraging off national preferred supplier agreements, whilst identifying and converting good prospects into new clients.

02

## ESTABLISHED TOOWOOMBA OPERATION

Successfully set up operations in Toowoomba to take advantage of growing region, and upcoming major projects.

03

## NEXT STOP NEW ZEALAND

A comprehensive appraisal process has commenced to evaluate the commercial potential of acquiring a NZ labour hire business with a view to enter the NZ market by the end of FY 18

04

## WORKFORCE PRESENCE INCREASE

Increased workforce presence to multiple new locations throughout Australia, including South Australia.

05

## SOLAR FARMS

Commenced placement of workforce on major Solar Farm projects throughout Queensland

## FOCUS AREAS

- NSW/VIC – largest labour hire markets in Australia
- NZ – labour hire sector set for continued growth to 2023
- Over 55's Lifestyle Estates
- Indigenous Housing

## POSITION

- Increased geographical presence to take advantage of growth sectors
- Strong pipeline of contracted and works and opportunities across recruitment and building divisions,
- Established organisational structure
- Adequately funded to meet strategic growth plans

# FINANCIAL HIGHLIGHTS

H1 FY18



## \$18.9m = 22.7% increase

Group revenue generated of \$18.9m, an increase of 22.7% on the corresponding period last year

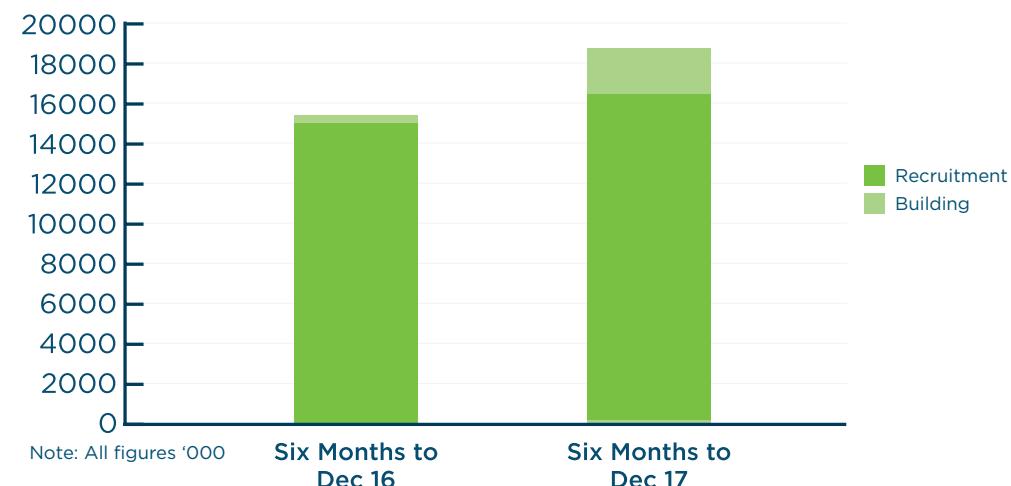
### BUILDING DIVISION



## \$2.6m = 978% increase

Building Division generated revenue of \$2.6 million, up 978% on H1 FY17, and sets basis for continued growth to the end of FY18

### Revenue H1 FY17 vs H1 FY18



### 12.9%GM H1 FY18 v 10%GM H1 FY17

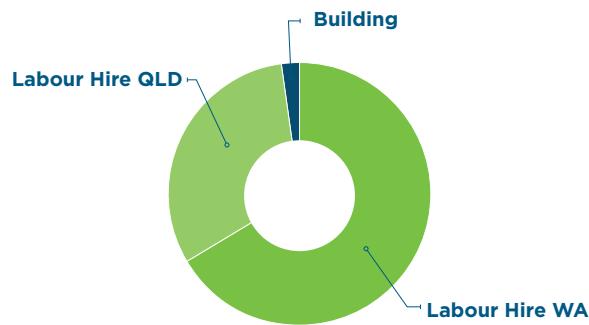
Gross margin increase of 2.9% in the past 12 month period

### Gross Profit up 52% to \$2.4m

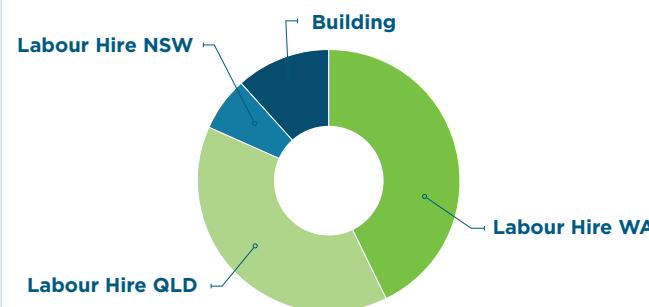
# FINANCIAL HIGHLIGHTS

## REVENUE CONTRIBUTION

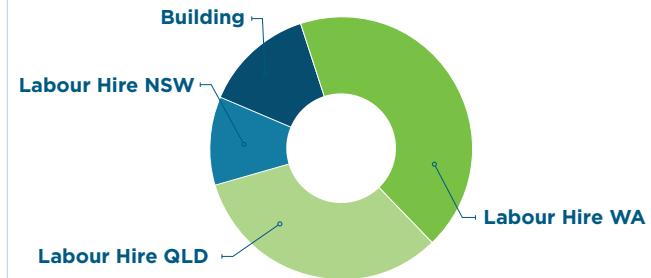
The GO2 People Revenue Contribution  
**H1 FY17**



The GO2 People Revenue Contribution  
**H1 FY18**



The GO2 People Revenue Contribution  
**Projected FY18**



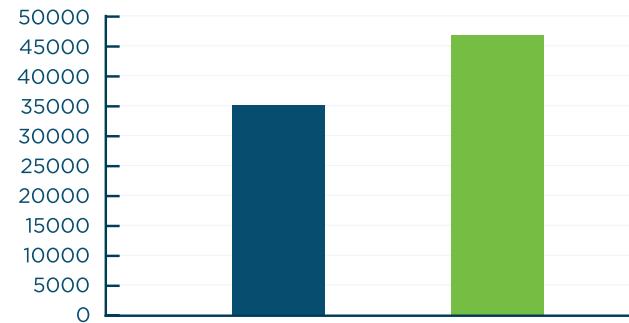
# FINANCIAL HIGHLIGHTS

## OUTLOOK

### ↑ \$45m forecast revenue

30% increase to \$45m, projected revenue increase from \$35m FY17

Revenue FY17 vs FY18



Note: All figures '000

### ↑ Forecasting positive EBITDA

Group forecasting positive EBITDA for H2 FY18

EBITDA ('000's)



Company	Ticker	Market Cap	Share Price	EPS	PE Ratio
Programmed	PRG	\$463.5m	\$3.02	\$0.16	18.875
People Infrastructure Ltd	PPE	\$93.41m	\$1.44	\$0.063	22.7778
Clarius Group Limited	CND	\$7.7m	\$0.09	\$-0.048	N/A
Livehire Limited	LVH	\$236.3m	\$0.92	\$-0.031	N/A
<b>The GO2 People Ltd</b>	<b>GO2</b>	<b>\$17.69m</b>	<b>\$0.15</b>	<b>\$-0.011</b>	<b>N/A</b>

\* Indicative - Programmed Market Cap and Share Price based off information from AFR 14/07/17.

EPS taken from Programmed Financial Summary for year ended 31st March 2017.

\* All other figures taken from ASX official website

- **Strategic plan in place to triple business in 3 years**
- **3 year strategic plan to deliver shareholder return being executed nationally**
- **Solid pipeline of contracted works and future expected works**
- Board, management and key personnel highly aligned
- Practical and technical experience in sectors we work in
- Industries we operate are growing
- Increase in vertical integration through revenue diversification
- Unique and alternative approach to traditional building methodology
- Strategic partnerships in place to support growth and diversification

# THE GO2 PEOPLE



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