



INVESTOR PRESENTATION

APRIL 2018

The GO2 People Ltd (ASX:GO2)

Presented by:

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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	\$0.20
Share price - 09/04/18	\$0.14
Market capitalisation	\$17.1M
52-week high	\$0.20
52-week low	\$0.11
Average daily volume	199,031

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



Andries "Dickie" Dique

Non-Executive Director

Andries has over 25 years' experience in senior executive and management roles in construction businesses and is a respected leader in the Western Australia construction industry. A registered builder in a number of states in Australia, Andreas' experience covers the commercial, civil, residential, mining, and modular sectors.

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

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

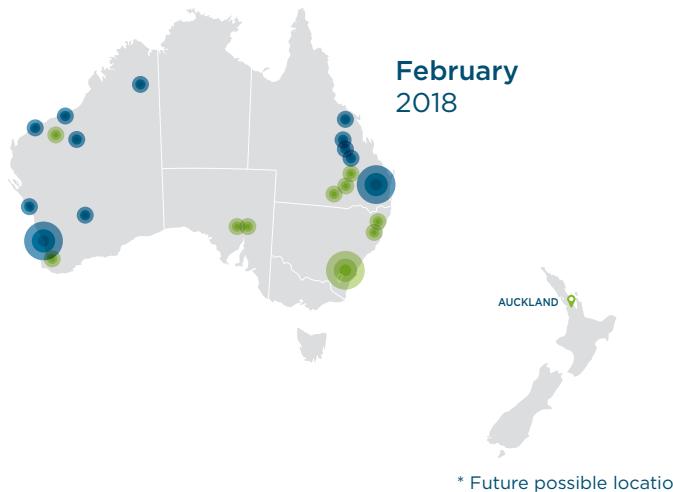
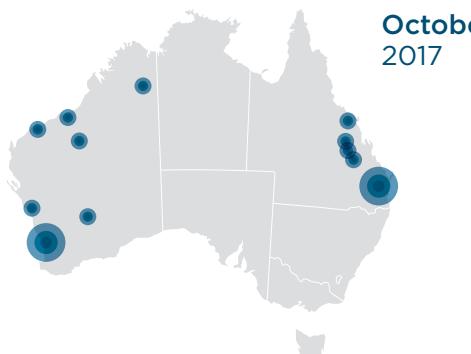
Contract extensions for Altura Project lifting the original contract price of \$950,000 to over \$3.55m.

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

VICTORIA

Following the rapid organic growth experienced in NSW, GO2 will be operating in Victoria, Australia's second largest labour hire market, by the end of FY18 with its first office set to open in Melbourne.

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

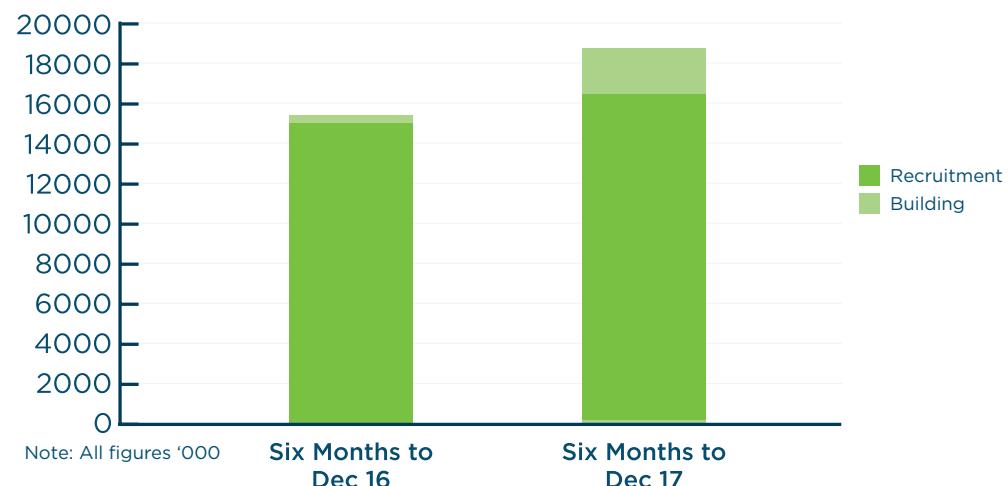
BUILDING DIVISION



\$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

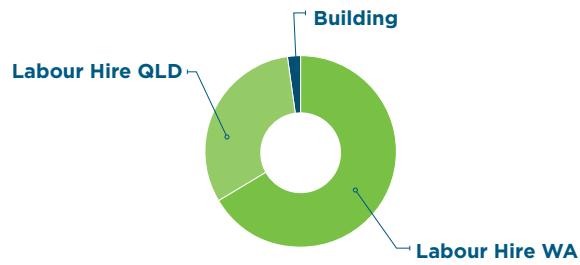
Gross margin increase of 2.9% in the past 12 month period

Gross Profit up 52% to \$2.4m

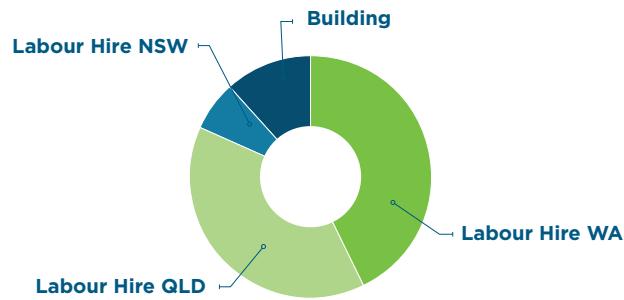
FINANCIAL HIGHLIGHTS

REVENUE CONTRIBUTION

The GO2 People Revenue Contribution
H1 FY17



The GO2 People Revenue Contribution
H1 FY18



The GO2 People Revenue Contribution
Projected FY18



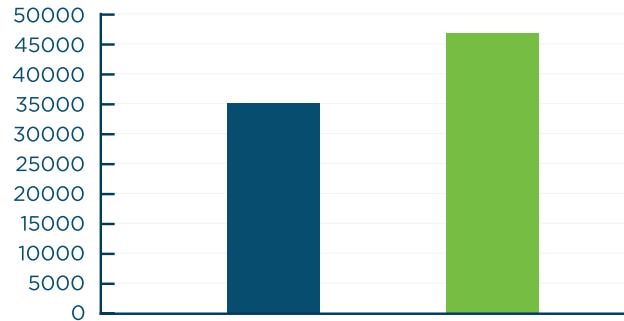
FINANCIAL HIGHLIGHTS

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)



- **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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