

SITEGROUP

International

Education with Outcomes

June 2011

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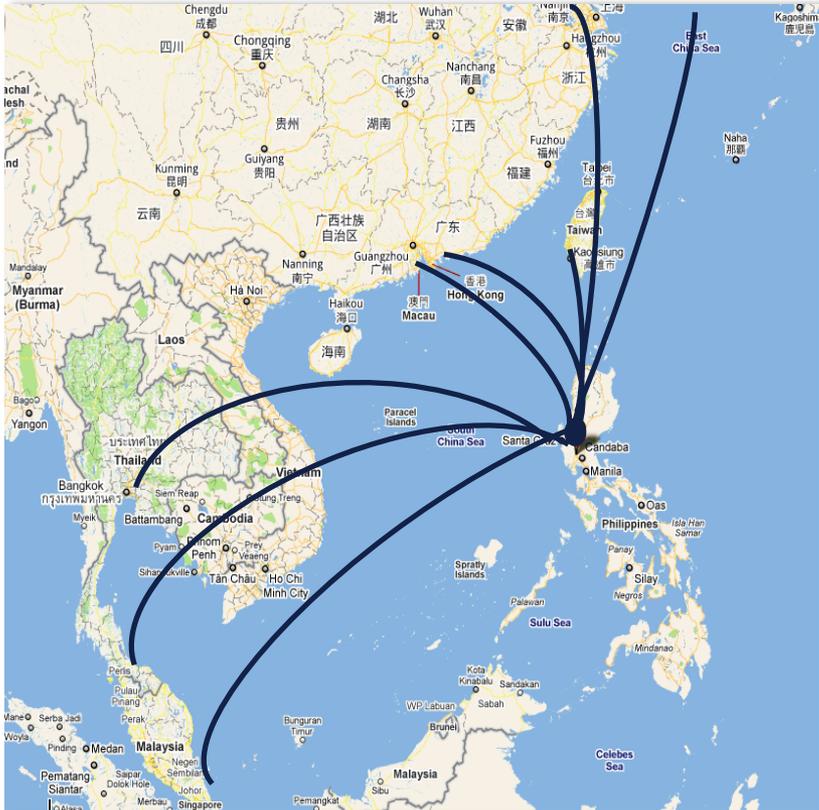
About Site Group International

- Site is a provider of vocational education courses focused on the global skills shortages from its campus at Clark Education City in the Clark Freeport in the Philippines.
- Site's vision is to become a leading provider of workforce planning solutions to Australian and international clients who operate in sectors with skills shortages including, but not limited to, mining contracting, construction, healthcare and hospitality.
- The large aspirant labour force in Site's targeted geographical region in Asia, matched with strategically minded employers to provide a competitive advantage in tender processes by mitigating labour shortage risks

Site Group International

- Provides workforce planning solutions through education and training from Clark Education City (CEC) located in the Philippines.
 - Education & training to Australian standards in E.L.T & WH&S
 - Training in skill shortage industries
 - Enterprise specific training
- Operates through subsidiaries
 - **CEC** – Provides AUS accredited & non-accredited courses in the Philippines
 - **Site WorkReady** – Work force planning partner, places graduates of CEC
 - **Site Education Australia** – Registered Training Organisation based in Adelaide, provides courses in tourism & hospitality, looking to expand business domestically
- Holds strategic agreement with Australian RTO's for providing training solutions

Location Benefits



- A safe, special economic zone with good security, modern utility, telco, and recreational facilities and accommodation
- Area attracting significant domestic and foreign investment
- Close regional proximity to Asian markets [Singapore, Malaysia, Thailand, Korea, Hong Kong, Macau, China & Taiwan which are on average 3 hours flying time from Clark]
- In the recent FDI magazine's global ranking of more than 700 economic zones, Clark was rated 1st in “cost effectiveness category”

Clark Education City



- In 2009 Site took a 25+25 year lease on the former Philippine Expo site which has an estimated replacement value of approx AUD175M
- The 74 acre facility has been transformed into a vocational education training campus
- Site has invested over \$A11 million in approvals, planning & development, renovations and improvements
- Initial student intake June quarter 2010
- Provides a range of Australian accredited and non-accredited VET courses, delivered by fully accredited teachers
- Clark caters for 1,300 full-time equivalent students with the capacity to expand to 15,000 students with limited capex
- 100% English speaking campus

Business Process

Identify

Match

Source

Educate

Place

Identify skill shortages

Match skill shortage with employer/agent needs

Source qualified students to fill those needs

Educate students to agreed standards

Place graduates with employers or agents

Site Group Pipeline Revenue

Company	Stage	Jun – Dec 2011	Contract Value (Jun - Dec 2011)
Mining Services	Proposal Accepted	25 HD Diesel Fitters	\$400,000
Construction	Proposal Accepted	60 Concreters, Steel Fixers, Welders	\$480,000
Cruise Liner Industry	Proposal Accepted		\$700,000
Aged Care	Proposal Accepted	38 Aged Care Workers	\$239,4000
Aged Care	Proposal Accepted	22 Aged Care Workers	\$138,000
Mining Services	Proposal Accepted	40 Welders, 40 HD Diesel Fitters	\$640,000
Drilling	Proposal Accepted	44 Drillers	\$264,000
EPCM Contractor	Proposal Accepted	300 supervisors	\$600,000
Labour Hire	Proposal Accepted	100 Trades Testing	\$720,000
Labour Hire	Proposal Accepted	800 Construction Engineering Trades	\$960,000
Electrical Services	Proposal Accepted	30 Telco Workers	\$240,000
Total Revenue Confirmed			\$5,381,400

Site Group Pipeline Revenue (expected)

Company	Stage	Jun – Dec 2011	Contract Value (Jun - Dec 2011)
Major Mining House	Proposal Submitted	80 Electrical/Diesel Fitters	\$640,000
Drilling	Proposal Submitted	60 Drillers + 20 Drill Fitters + 2 intensive English	\$640,000
Infrastructure/Construction	Proposal Submitted	100 Steel Fixers/Concreters	\$800,000
Infrastructure/Construction	Proposal Submitted	200 Concreters/Steel Fixers/Carpenters	\$1,600,000
Construction	Proposal Submitted	40 Construction Trades	\$160,000
Mining Services	Proposal Submitted	20 Refrigeration Mechanics	\$40,000
Construction	Proposal Submitted	12 Galvanizers	\$96,000
Drilling	Proposal Submitted	Drillers	\$400,000
Hospitality	Proposal Submitted	8 Commercial Cooks	\$64,000
Facilities Management	Proposal Submitted	40 Refrig Aircon/Engineering Maintenance	\$320,000
Labour Hire	Proposal Submitted	400 Trade Testing	\$600,000
Electrical Services	Proposal Submitted	50 Fixed Plant Mechanics	\$400,000
Total Future Pipeline Revenue			\$5,760,000

Expansion Strategy

- Sectors
 - Construction
 - Mining
 - Facilities Management Camp Services and Cookery
- Markets
 - Market Demand Focused
 - Western Australia
 - Queensland
- Strategy
 - Organic
 - Acquisition

Acquisition Logic

- Underpins current offering and provides additional scope
 - Occupational Health & Safety
 - Mining Operations – above and below ground
 - Construction
 - Light and Heavy Equipment (repair & diagnostic, operators)
 - Management (mining and construction)
- Proposed additional competencies
 - Drilling
- Opportunity to leverage customers to new offering
- Expansion to meet client national and global demand

Acquisition Merits

- ✓ Underwrites the Site Scope/Offering
- ✓ Diversifies the business/revenue streams
- ✓ Enables expansion
- ✓ Facilitates additional revenue
- ✓ Accretive acquisition
- ✓ Increases market presence/awareness
- ✓ Mitigates reliance on Auspice agreement
- ✓ Increase “Organic Growth” opportunities

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