



Investor Presentation

Building Australia's Workforce

ASX:
GO2

September 2022

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Building Australia's Workforce

Our Vision

We see a future where everyone can reach their full potential.



Our Purpose

Empowering people through Education, Training and Employment.



Our Mission

To become Australia's leading provider of education, training and employment solutions.

Our Values



Harmony

We are united in our purpose



Enriching

We grow and develop together



Accountable

We take responsibility



Leading

We show the way



Resourceful

We find a solution



Company Overview

Capital Structure

GO2

ASX Code

\$0.014

Share Price
(30/08/22)

406.6m

Shares on issue

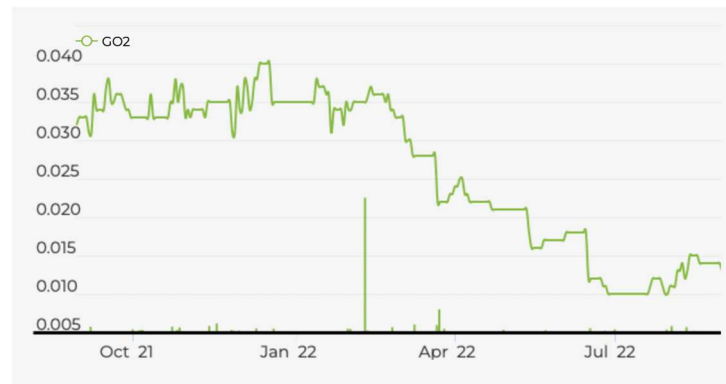
\$5.69m

Market capitalisation

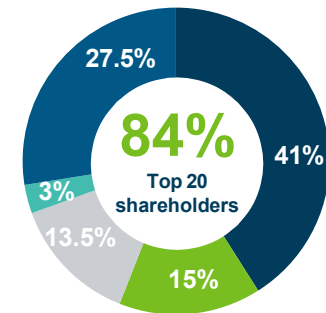
Nil

Unlisted options

Share Price



Top Shareholders



- Skill Hire vendors x 3
- Hunter Executive Vendors x 2
- GO2 Founders x 2
- Board & Management
- Other (free float)

Board and Management



Darren Cooper

Independent Board Chair

Board Chair of Spectur Ltd (ASX:SP3)
NED, Netccentric Ltd (ASX:NCL)



Shawn Murphy

Managing Director

CEO, Skill Hire 2020-2021
GM, Teccside Group, 2016-2018



John Manning

Independent Non-Executive Director

CEO, Skill Australia Group 2014-2018
NED, BCP Group 2008-2014



Steven Richards

Chief Financial Officer

CFO, Advanced Human Imaging (ASX:AHI) 2019-2022
Business Transformation Lead,
Ramesys Global 2016-2019



Group Structure



Workforce Development Services

Services contracted by the Department of Employment and Workplace Relations to support jobseekers returning to the workforce or transitioning their skills into a new industry.



Apprenticeships

Registered Group Training Organisation and official partner of Master Builders Association, supporting business to train apprentices and trainees to become the tradespeople and professionals of tomorrow.



Traffic Management

Largest employer of Traffic Controllers in Western Australia supplying a number of leading/prominent/blue chip clients.



Training

Nationally accredited training, certificates, diplomas, short courses and high-risk training across construction, mining, civil, warehousing, business and care industry sectors.



Recruitment

Blue collar experts across construction, mining, civil and warehousing industry sectors, providing both labour hire and permanent employees.



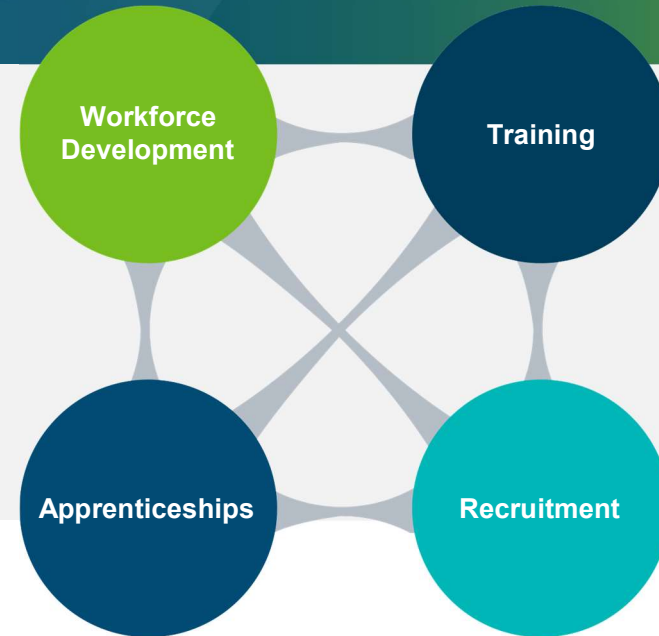
Executive Search

Board, C-Suite, Technical and Professional passive market experts supplying both permanent and contract professionals.



Corporate Snapshot

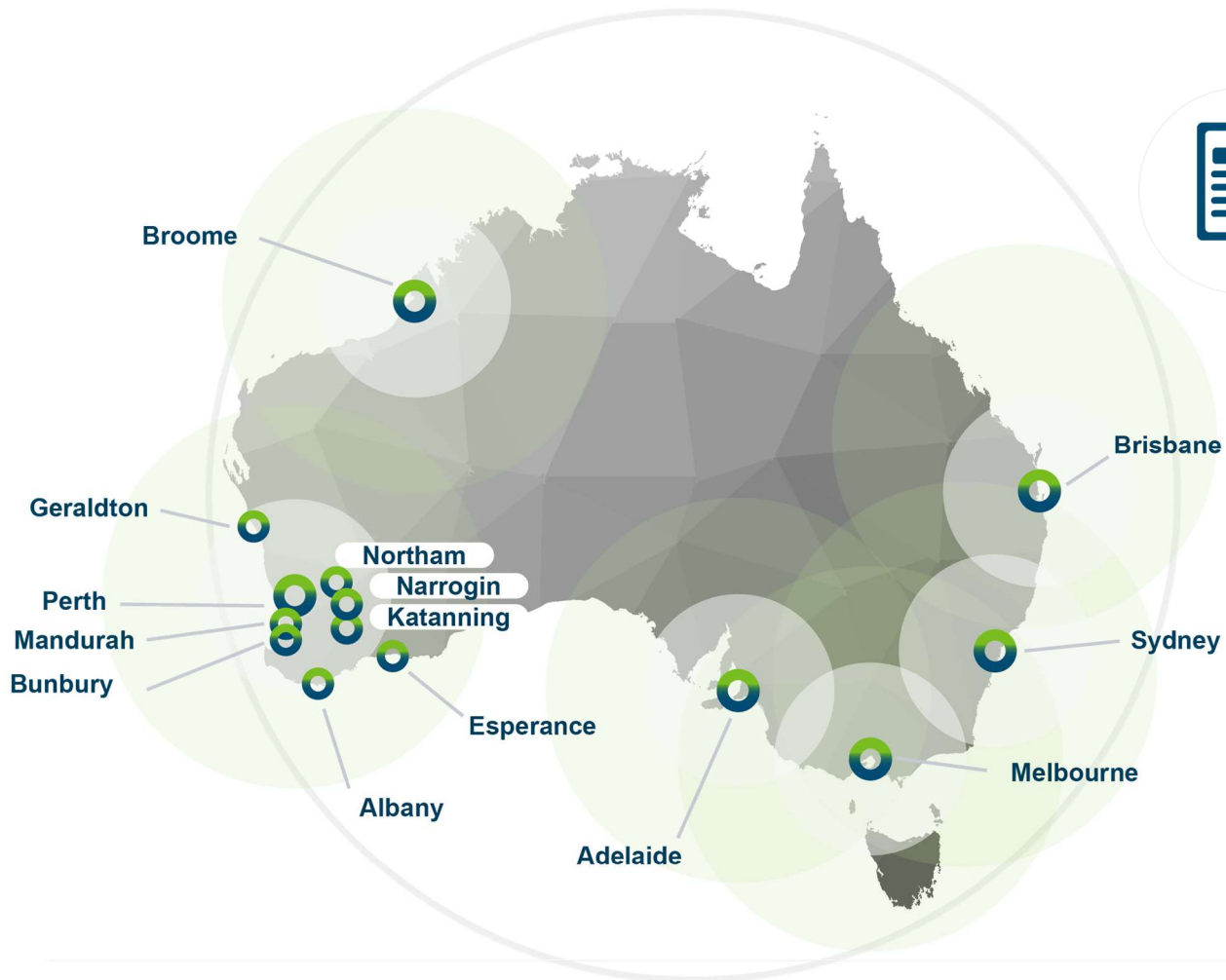
We empower people, and support business to build their workforce with our unique suite of vertically integrated training and employment services.



Company History Snapshot



Service Locations



ISO Accredited

The GO2 Group holds ISO 27001, 9001 and 45001 accreditations.



Delivery Capacity



7,320

Students through the RTO during the year



401

Employees on labour hire



240

Traffic Controllers



242

Apprentices



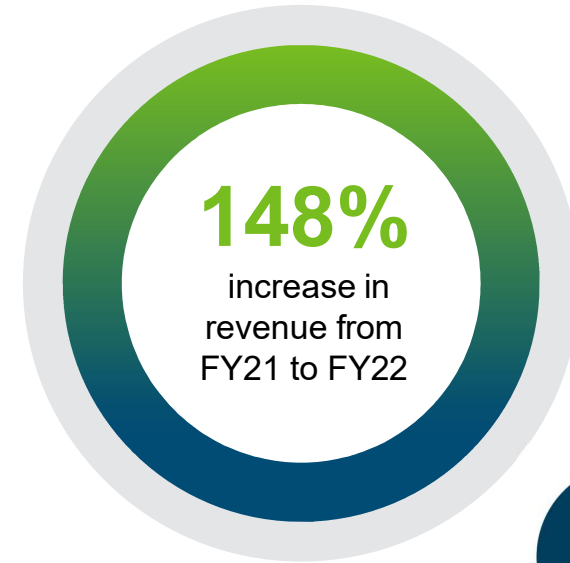
381

Active clients FY22



181

Transition to Work clients



FY21

\$29.7M

FY22

\$73.7M

Key Clients

BHP

RioTinto



WesTrac **CAT**

MACMAHON

THIESS



AECOM



ARUP



calibre
consulting group



CIMIC



CITY OF PERTH



GREENCAP
Proudly part of **wsp**



JOBFiT **micromine**



SEDGMAN



Key Drivers of Earnings Growth

The Australian Government projects employment growth of 7.8% to November 2025

Snapshot of key Federal Budget initiatives the GO2 group either is, or expects to benefit from directly and indirectly from in the next 3 years:



\$421

MILLION

boost for Transition to Work Services for which Skill Hire is a provider in WA and SA



\$2.7

BILLION

over 4 years in apprenticeship incentives to create 170,000 new positions for which Skill Hire one of the larger providers of Apprentices and Trainees to employers in WA and SA



\$506

MILLION

in the Job Trainer Program to deliver 163,000 training places (to be matched by state and territories) for which Skill Hire access to support Job seekers within the Job Ready Division



\$256

MILLION

in other "back to work" programs



\$306

MILLION

in aged care training in which Skill Hire delivers accredited training in the Community Services sector

Financial Snapshot

FY22 Revenue

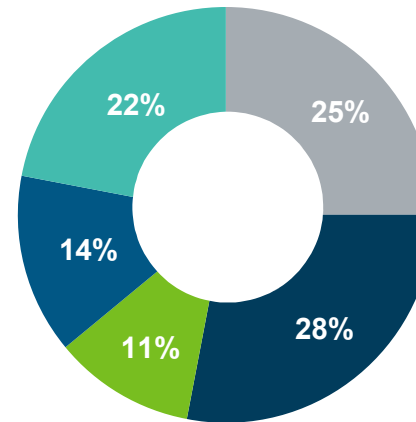
	FY 2021 (Audited)	FY 2022 (Unaudited)	FY 2023 (Forecast)
Revenue	\$29.7m	\$73.7m	\$85m - \$95m
EBITDA	(\$1.5m)	(\$2.4m)	
Adjusted EBITDA*	(\$591k)	\$564k	

*After reversal of historical superannuation liabilities and "catch-up" workers compensation insurance premiums

	Workforce Development	Training	Apprentice- ships	Recruitment	Executive Search
FY23 Revenue Mix (Budget, Unaudited)	2 – 4%	5 – 7%	17 - 21%	60 - 70%	5 – 7%
Typical Gross Margins	70-80%	60-70%	20-25%	7-9%	25-35%

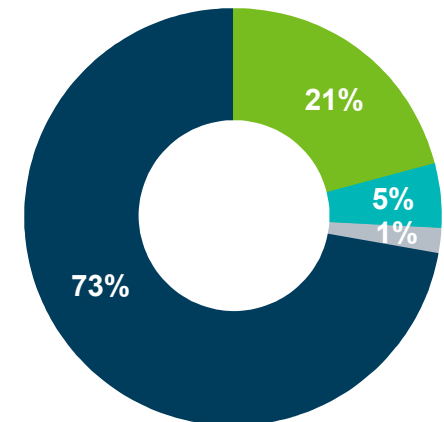
FY23 Gross Margin & Revenue Breakdown (Budgeted, Unaudited)

FY23 \$ gross margin earned by service



- Apprenticeships
- Recruitment
- Executive Search
- Workforce Development
- Training

FY23 revenue by region



- Western Australia
- Queensland
- Victoria
- South Australia

Client Case Studies



Traffic Management

Recruitment

- Engaged for exclusive supply of labour by Advanced Traffic Management (ATM)
- Supply of Traffic Controllers commenced in February 2022
- By May 2022 active workforce being engaged weekly by ATM was up to 240 employees

Training

- 171 Traffic Controllers trained through Skill Hire RTO / Training Dept since February 2022
- 200+ White Cards issued for Traffic Controllers in 2022

Workforce Development

- Providing Workforce Development Programs to support unemployed into jobs

Potential growth

- Current orders are for an additional 100 Traffic Controllers by end of October 22
- Started supply to 2 additional Traffic Control companies

General

- On track to achieve forecast revenue for \$22mill p/a in FY 23



Warehousing

Recruitment

- 10 years of labour hire supply in WA
- Currently 121 employees in WA
- Started supply of labour hire in South Australia July 2022

Training

- Commenced supply of Warehousing Traineeships in 2022
- Support workforce requirements with Forklift Training

Workforce Development

- Commenced Employer Requested Training programs to connect unemployed to opportunity in August 22

Potential growth

- Recruitment supply into other states
- Apprenticeship business supplying GTO services
- Hunter Executive – white collar roles



Infrastructure

Workforce Development

- Facilitate programs to support unemployed into work

Training

- Infrastructure Ready Skill Set (funded by DTWD)
- Traffic Management and White Card Training
- Civil Construction Apprenticeship Training

Recruitment

- Supply of mobile Plant Operators
- Hunter Executive supplies White Collar roles



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