



Annual General Meeting

28 November 2017



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Agenda

The Opportunity

FY17 Overview

What to expect going forward



The Shift to the Contingent Workforce Continues

1.75bn contingent workers globally by 2020

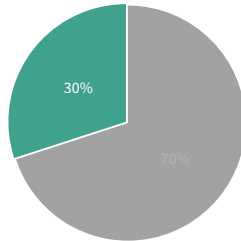
3.2m contingent workers in Australia by 2020

\$3.2tn



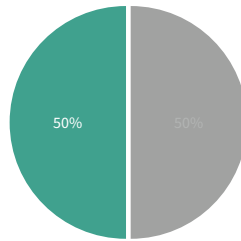
Staffing Industry
Analyst 2015

30% in 2015



975m Contingent Workers

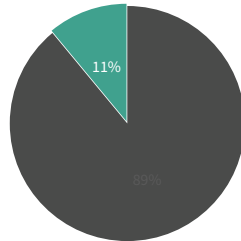
50% in 2015



1.75bn Contingent Workers

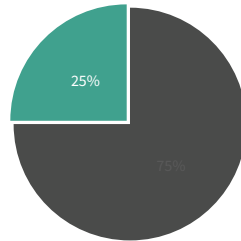
Ben Eurbanks, Associate HCM Analyst,
Brandon Hall Group, June 2015

11% in 2015



1.3m

25% in 2020



3.2m



Meaning...
lots of change



Shifting from a Traditional
Manual Recruitment
Process to a Digital Process



Shifting from a high,
fixed cost of labour to
a low, variable cost



As technology explodes,
access to skills becomes
the new currency

Nvoi has the solution: The Platform

Nvoi delivers world-class technology that provides exceptional service to Hiring Managers and Candidates alike. From search through to payment and rating, Nvoi is the only ***pure-play, digitally-savvy end-to-end solution*** for managing an independent contractor workforce.



Find

Search for work-ready, skilled professionals who match your requirements.



Assess

Candidates are vetted, verified and rated for easy assessment and shortlisting.



Engage

Talk to prospects any time via instant message or video.



Pay

As employer of record, we look after all the backend admin and payroll.



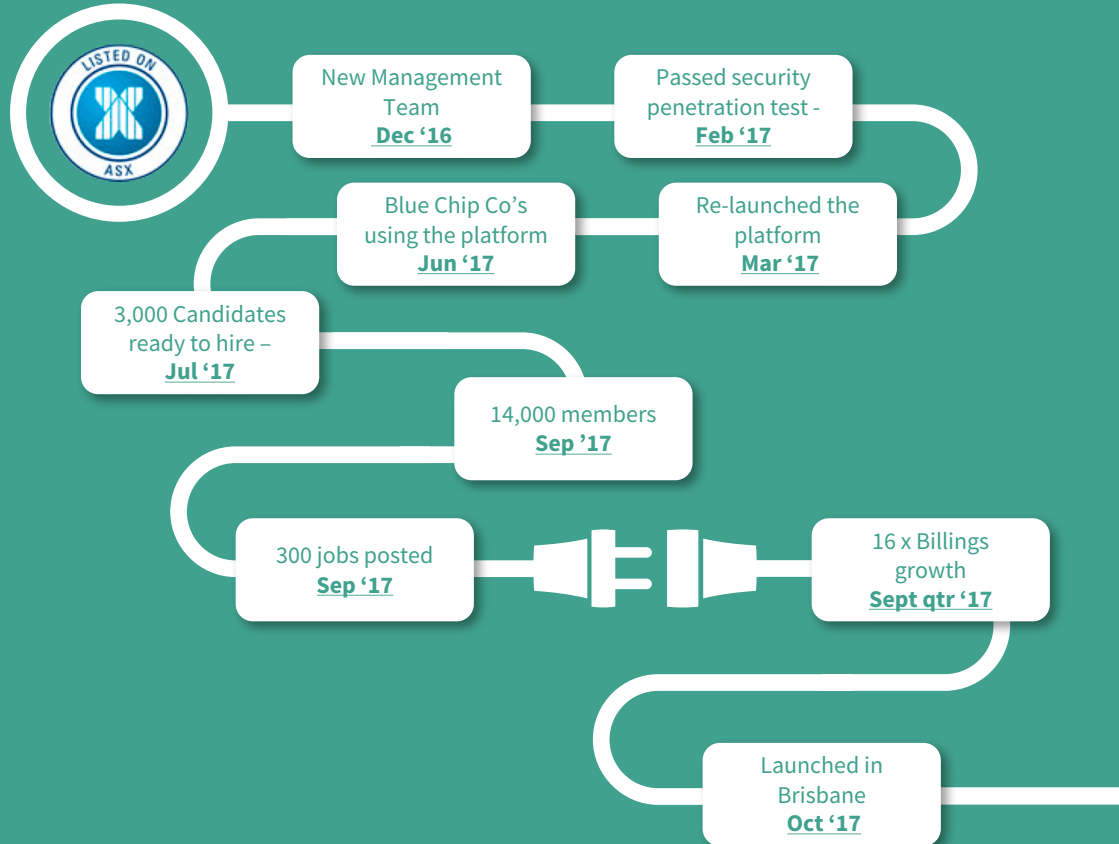
Rate

Employers rate contractors after each contract to build trust.

FY17 OVERVIEW



Highlights of our Journey to date



14,000
talent pool

750
companies

340
jobs posted

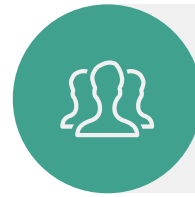
60
jobs placed

Platform Engagement – Poised for Growth



>3,600

work ready
candidates – a
125% increase
since March 2017



>2,000

candidates
applied for jobs



>500

messages exchanged
with ~30% in last
three month



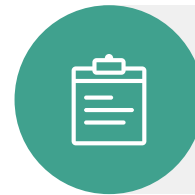
>200

users had more
than 10 sessions
on the platform



Avg 8

weeks per
assignment



>2,500

Job References

Sales Growth Evident - Some of the Clients Using the Platform



What Our Customers Say About Us



“A really easy way to find, engage and administer talent. Ideal for start-ups like ours”

Gavan Farley
CEO



“Nvoi provided the flexibility to work from home and support my family”

Ricardo Iniesta
Experienced Marketing Manager



“Nvoi helps me hire and manage staff for the growing needs of my startup”
















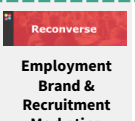


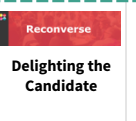
Paul Bradley
Owner



“Nvoi gives me flexible jobs that help develop my career goals”

Nole Omo Dela Calzada
CAD Designer

Nvoi – Marketing and Communications Activity

	Nov 2016	Dec	Jan 2017	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep	Oct	Nov
Thought Leadership					 <p>Technology transforming workplace</p>	 <p>Temp Work is here to stay THE AUSTRALIAN Contractors key to tackle Innovation</p>	 <p>Rethinking Recruitment – what you know, not who DYNAMIC BUSINESS 3 Tips for SMEs in recruiting</p>	 <p>Make the most of your Freelancers</p>		 <p>The Future of Talent and the Digital Technology to get us there</p>		 <p>LET'S TALK... INNOVATION DYNAMIC BUSINESS What the Government can do to drive innovation</p>	 <p>Exec Breakfast with Alec Bashinsky</p>
Media	 <p>CEO Appointment (Jennifer Maritz)</p>				 <p>CEO speaks to 90+ potential investors</p>		 <p>CEO on tips from Mum – skills are important</p>			 <p>Interview with Matthew Tutakire Bringing jobs back onshore</p>	 <p>Enabling the current recruitment process with technology</p>	 <p>CEO on advice to younger self</p>	
Sales								 <p>EOFY Campaign</p>	 <p>Building Direct Sourcing Capability</p>	 <p>Employment Brand & Recruitment Marketing</p>	 <p>Automating Recruitment Processes</p>	 <p>Future of Work</p>	 <p>Delighting the Candidate</p>

FY2017 Results Summary

Consolidated	2017	2016
Platform Billings (Gross)	\$75,678	–
Platform Revenue (Net)	\$4,695	–
Other Revenue	\$1,487,091	\$558,278
Total Revenue	\$1,567,464	\$558,278
Employee costs	(\$1,931,455)	(531,461)
Marketing and Advertising	(650,201)	(33,159)
Research and Development	(2,104,435)	(1,550,866)
Occupancy	(243,266)	(118,238)
Finance and Administration	(756,829)	(759,302)
Depreciation and Impairment	(85,681)	–
Listing Expenses	–	(2,528,737)
Profit before tax	(4,280,081)	(4,963,485)

FY2017 HIGHLIGHTS

- Successful listing on the ASX and oversubscribed public offer raising \$8 million
- Launch of platform
- Filled first vacancies
- Commenced revenue generation with gross billings totalling +\$75k in FY17

What to expect
going forward.



\$1 Million Placement – Post Year End

- Raised **\$1 million** by way of a Placement to existing sophisticated investor (announced 24 October 2017)
- Placement at **\$0.026 a share**
– modest 10% discount to 30 day VWAP

Use of capital will fund additional sales and marketing activities including:

- Business Development activities focusing on customers in key markets
 - Financial Services
 - Media & Comms
 - Professional Services offering talent IT & Design and Creative skills
- Bolstering the sales team to provide client support during transition to digital process
- Refreshing the Brand
- Deploying brand awareness campaigns on social media
- Extended working capital to support sales engagement

What to Expect Going Forward

Increasing adoption of the platform

Enhanced sales activities

- Focus newly expanded sales team on mid tier corporates in selected target market industries, focusing on building volume and guiding hiring managers through the transition to a digital process.
- Leverage the Board's network to open doors in large corporates and progress to acceptance of our platform.

Increasing marketing activities

- Digital and social media campaigns to drive brand awareness.
- Education Forums to identify 'champions of change' in target clients.
- Thought leadership in the media.

Improving conversions

- Commence building skills exchanges to develop concentrations of skills .
- Develop and deploy Candidate Care Program to engage and retain talent.
- Improving user experience through further platform optimisations.

Optimisations to the business model

- Evolving the pricing model to maintain cost benefits to corporate customers AND improve revenue growth

#1

Platform for
Companies

#1

Platform for
Candidates



Billings in Tens
of Millions

nuoi

*Putting Enjoyment
Back into Employment*

APPENDIX



Key Investment considerations

Recruitment is the last sector to be disrupted, with the workforce undergoing a dramatic shift - a shift that Nvoi supports and enables.



Unique proprietary platform developed over 6 years



Industry beating speed to hire



Attractive pricing customer model



Visible path to breakeven



Large addressable market



Strong and Engaged Leadership team



Building momentum with a growing corporate client base



Motivated and experienced sales team

Corporate Overview

Ticker	NVO
Ordinary Shares	311,818,267
Restricted Ordinary Shares	103,132,352
Options	23,513,334
Share Price	\$0.02
Market Cap	~\$8.3m
Cash at Bank	\$2.63m (as at 30 Sept 2017)*

*Excludes \$1million Placement post the quarter

Top 5 Shareholders

Oaktel Investments Pty Ltd	19.0%
Range Ventures	11.3%
Romance Pacific	11.3%
JP Morgan Nominees	3.9%
Ascot Park Enterprises Pty Ltd	1.6%

Capital Structure (%)

