



# TechKnow Conference Investor Presentation

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April 2018



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# Who is Nvoi?

Nvoi's operates an open market platform that directly connects Hiring Managers and candidates eliminating the friction points in hiring and managing a contingent workforce.

From search through to payment and rating, Nvoi is the only **digital 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.

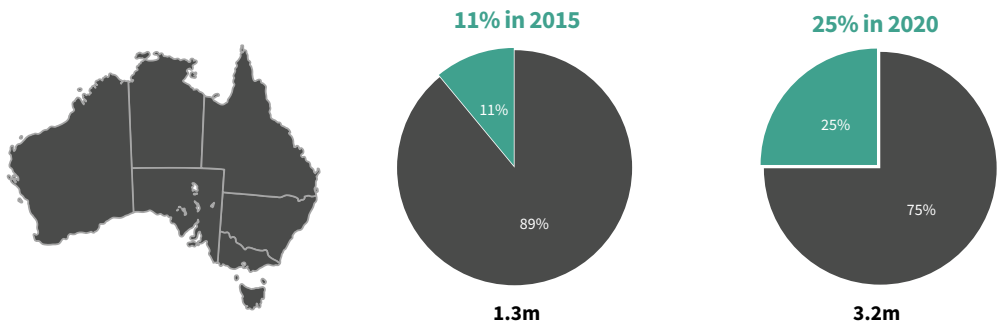


## Rate

Employers rate contractors after each contract to build trust.

# Growing Shift Towards Contracting

## 3.2m contingent workers in Australia by 2020

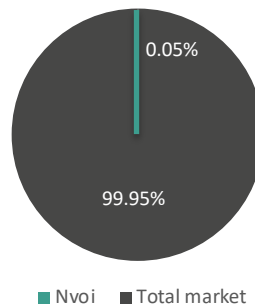


Ben Eurbanks, Associate HCM Analyst,  
Brandon Hall Group, June 2015

**To breakeven Nvoi needs only 0.05% of the Australian market\*.**

*\*Based on 775 contractors working on a full time basis (35 hours a week for 52 weeks) and using 2015 statistics.*

### Market Share to Breakeven



The Shift to the  
Contingent Workforce  
Continues



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

# Why Nvoi?

- **Two sided Open Marketplace** – a changed focus on fit for purpose and available skills
- **Attractive Pricing Model** –Significantly cheaper than traditional recruitment agency fees with savings up to 75%
- **Enhanced User Experience** – making the process simpler, quicker, straightforward and enjoyable
- **Efficiencies** – as employer of record, Nvoi takes ownership of candidate vetting and administration
- **Transparency** – rating of employers and candidates provides an independent and unbiased view

Pricing Model		
	NVOI	Recruitment Agency
Wage per hour	\$60	\$60
Fees	\$2.99	\$12 (20% average)
35 hour week	\$105	\$420
Saving	75%	



Low cost  
75% savings

\*Volume discounts will apply



Performance based  
Motivated employees



Easy to use  
3 steps to source talent



24/7  
Available anytime



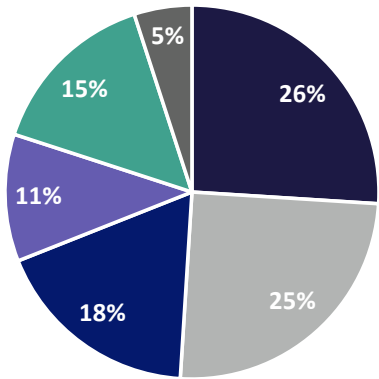
Pain free  
Takes care of the 'back office'

# We're in the Largest Contractor Markets

## Top 5 Industries for Contract Work

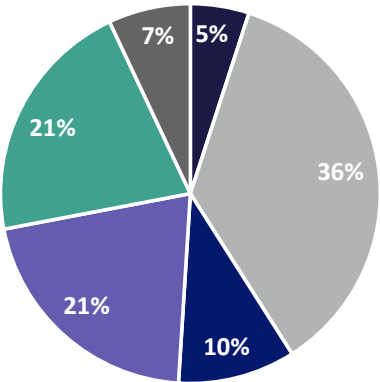
- Financial Services
- IT Services
- Media & Comms
- Accounting and finance
- Government

Registered Workers - Ready for Hire



- Design & Creative (26%)
- Technology (25%)
- Marketing (18%)
- Finance & Accounting (11%)
- Business Services & Admin (15%)
- Customer Experience (5%)

Active Job Vacancies

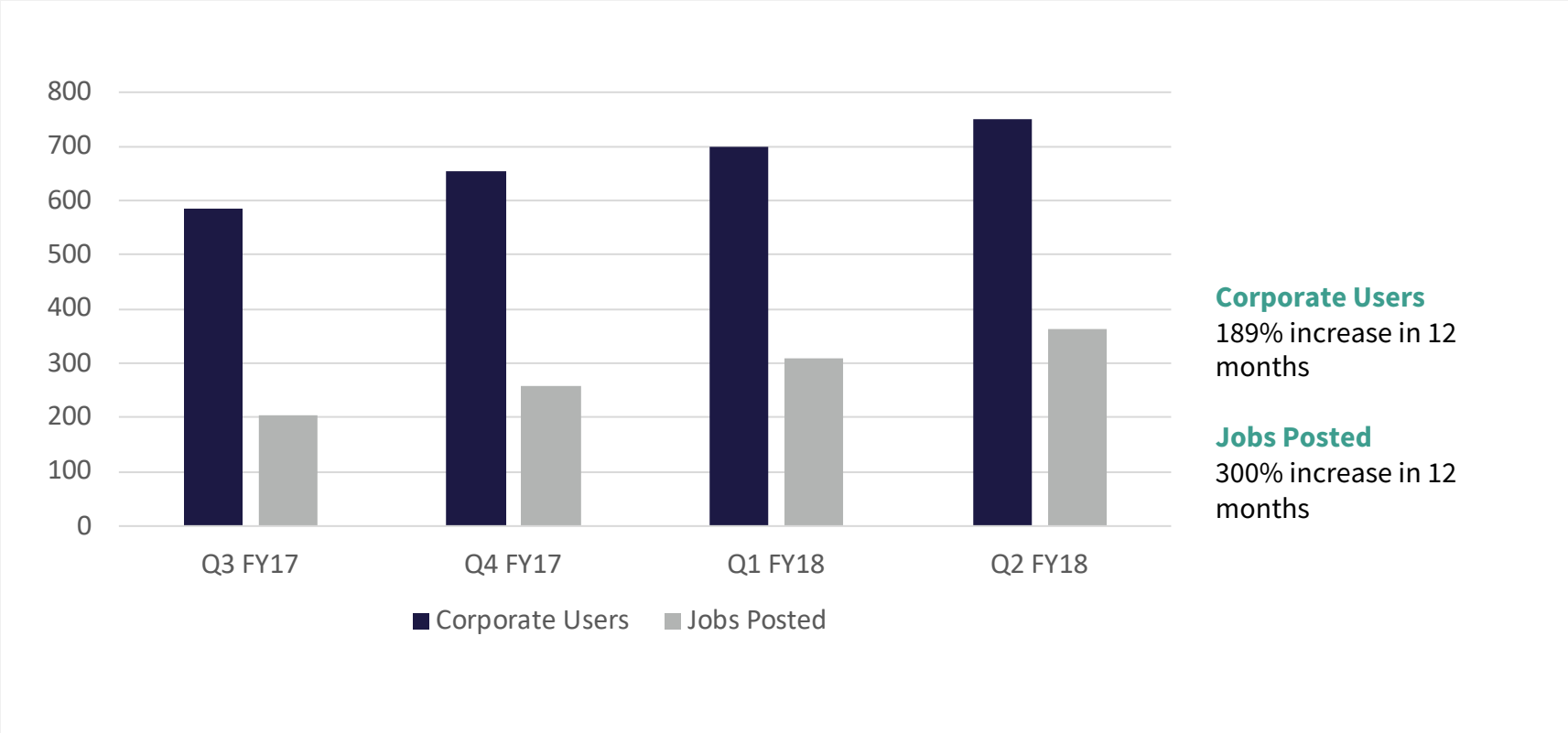


- Design & Creative (5%)
- Technology (36%)
- Marketing (10%)
- Finance & Accounting (21%)
- Business Services & Admin (21%)
- Customer Experience (7%)

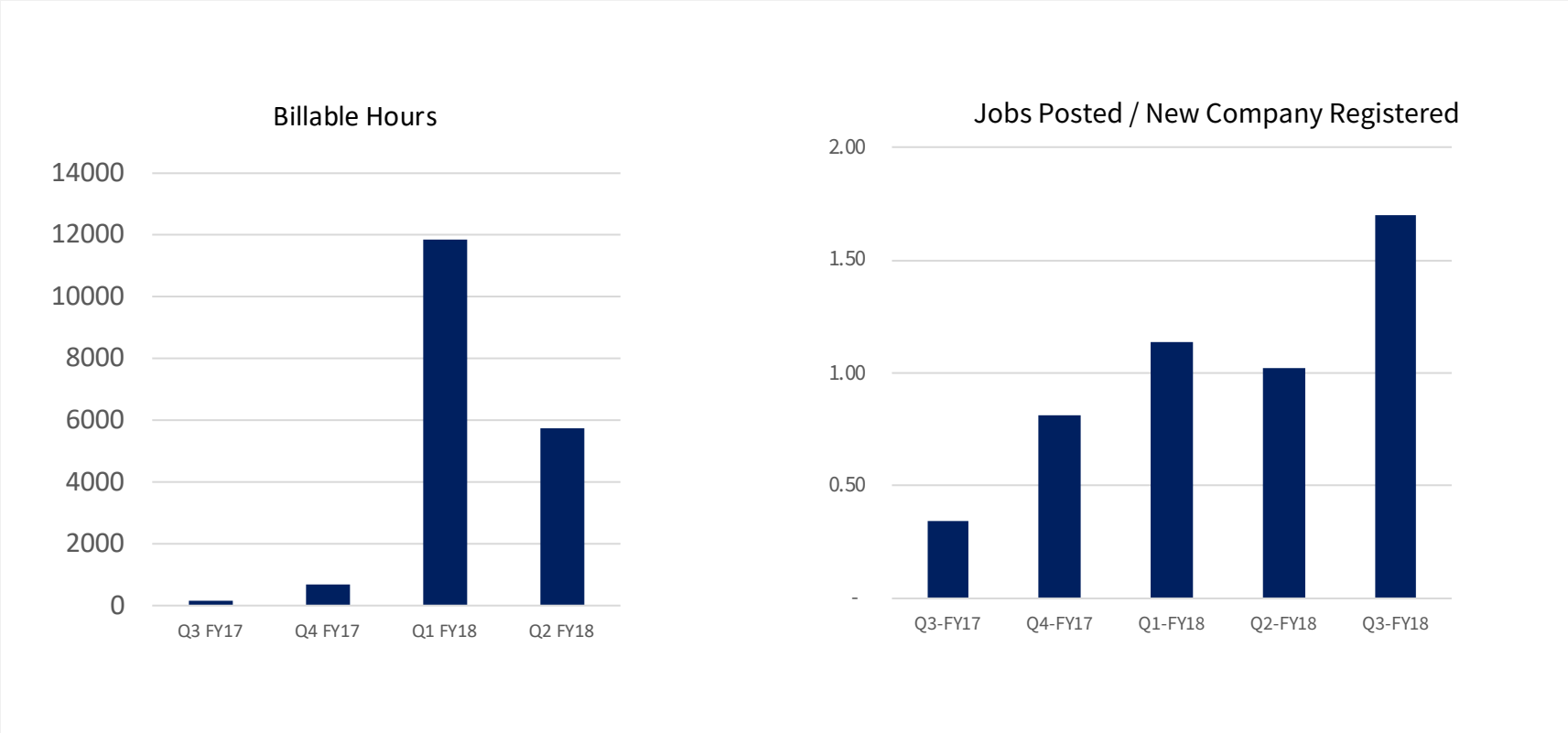
# Market leading, early adopters leveraging the power of the Platform



# Growing Engagement Among Corporates



# Billable Hours reflect seasonality, Corporate Conversions improve



# Leadership Team



**Alec Bashinsky**

Non-Executive  
Director

- 30+ years' experience in global talent transformation
- Previously CHRO Australia and APAC Regional Talent Leader for Deloitte.
- Rebuilt HR teams globally with Deloitte, Cisco, Peoplesoft and Toys R Us.
- Non-executive director for the Diversity Council of Australia.



**Pamela Cass**

Non-Executive  
Director

- Senior marketing executive with 20+ years' experience
- Held senior marketing management positions within global software and hardware providers.
- Currently Vice President of marketing for VMWare Asia Pacific and Japan.



**Andrew Dutton**

Chairman

- Experienced Chairman and Director.
- Currently Chairman of SAI Global Ltd.
- Previous roles with IBM in Hong Kong and Tokyo, CA Technologies in London and New York, Visa International in Singapore and BEA Systems based in London.
- Led and grew VMWare across Asia Pacific.



**Jennifer Maritz**

CEO & Executive  
Director

- 25+ years of experience in business and the IT sector.
- VP of Global Complex Sales at IBM covering more than 16 countries.
- Chief Operating Officer for IBM APAC Global Business Services, and CFO of IBM's Global Business Outsourcing division.
- Chartered Accountant and a member of the Australian Institute of Company Directors.



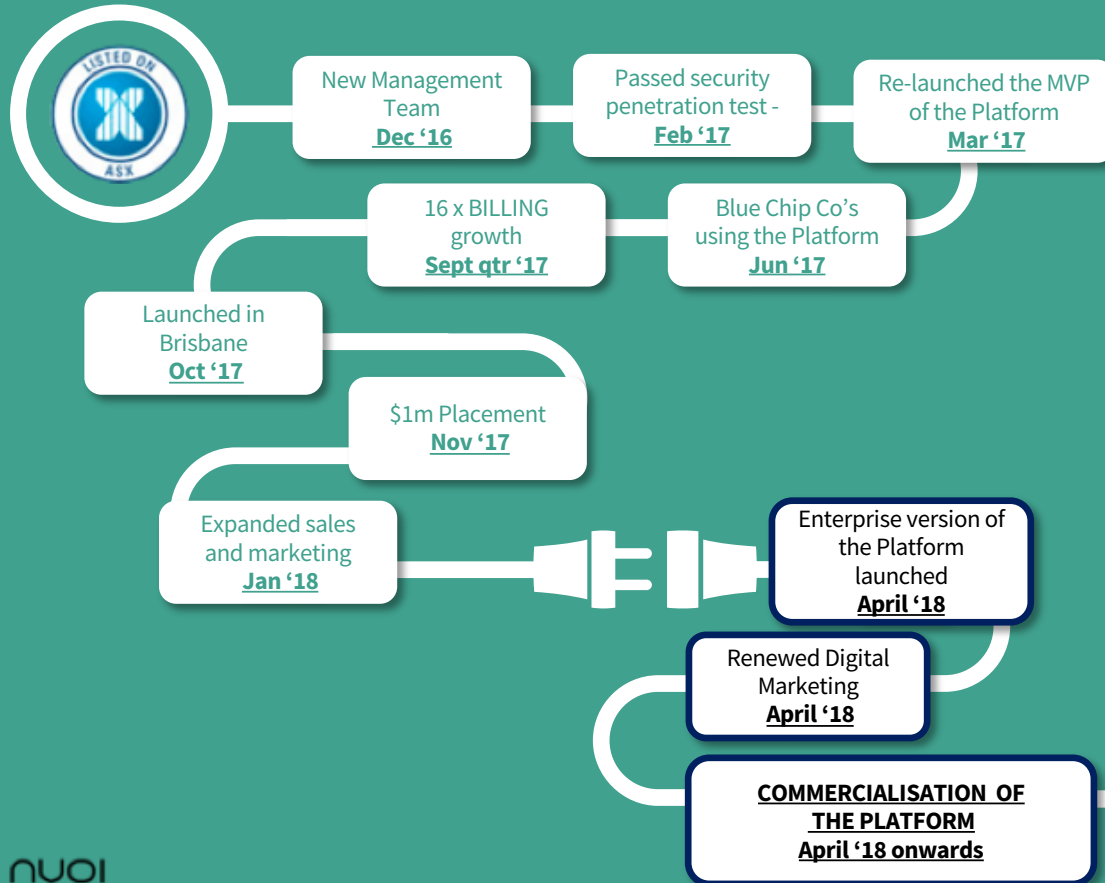
**Michael Bermeister**

CFO & Company  
Secretary

- Credentials covering strategic planning and financing and building (and retaining) high performance human capital teams for NASDAQ and ASX listed entities.
- Executive positions at Oracle, Sybase, Talent2 and Adept Business Systems.
- Chartered Accountant and a member of the Australian Institute of Company Directors.



# Highlights of our Journey to Date



14,000  
talent pool

750  
companies

340  
jobs posted

+70  
jobs placed

# Growth Strategy

## Technology



- Enterprise version of the Platform incorporating dashboards open new revenue opportunities within the Corporate Markets
- Advanced AI matching algorithm continues to learn and improve its matching ability

## Partnerships



- Partner with complimentary service providers to expand our capability and gain access to a wide contractor base and corporates/SMEs
- Partnerships with industry bodies to broaden exposure in target verticals

## Sales & Marketing



- Launch of digital marketing campaign increasing market awareness and industry presence
- Expanded sales team to drive corporate sign ups through offering ongoing support to overcome initial transition to a digital process
- Focus on thought leadership and building a reputation among corporates

## Experience



- Building skills exchanges to develop concentrations of skills and make hiring for corporates faster
- Candidate Care Program to engage and retain talent
- Improving user experience through further platform optimisations

# Key Investment Considerations

Nvoi is digitising the acquisition and management of human capital and disrupting the status quo, leading to greater efficiencies and better outcomes for clients.

Opportunity  
abounds



Large addressable  
market

Unique  
Technology



Proprietary Platform  
developed over 6 years

Skilled  
Leadership



Engaged Leadership  
team

Momentum  
building



A growing corporate  
client base

# ENJOY WORKING WITH NVOI

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# Corporate Overview

Ticker	NVO
Ordinary Shares	311,818,267
Restricted Ordinary Shares	103,132,352
Options	23,513,334
Share Price	\$0.025
Market Cap	\$10m
Cash at Bank	\$3m (as at 31 Dec 2017)

### Top 3 Shareholders

Oaktel Investments Pty Ltd	19.0%
Range Ventures	11.3%
Romance Pacific	11.3%

Capital Structure (%)

