



REDEFINING THE FUTURE OF RECRUITING

Nvoi Ltd (NVO:ASX)
Investor Presentation
May 2020

Nvoi

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This presentation was last updated on 14 May 2020 and makes references to Nvoi’s acquisition of JXT as announced to ASX on the same date. As at that date, whilst Nvoi (through a wholly-owned subsidiary) has agreed to acquire the JXT business, the acquisition has not yet completed. This is expected to occur by the end of May 2020. This presentation is prepared on the basis that the acquisition completes within that timeframe. Investors should note that there can be no guarantee that completion will occur in that timeframe or at all, and a failure to complete will likely have significantly adverse consequences for Nvoi and its planned operations.

Nvoi is a global provider of leading HR technology SaaS products that support and empower recruitment agencies and hiring teams.



workconex

Recruitment management
system designed for small-
medium sized businesses

SME

JXT

World leader in cloud-based digital marketing solutions for recruiters and corporate hiring teams. JXT enables its blue chip global customer base to power their own digital presence and candidate sourcing strategy.

Corporates

Nvoi
DIRECT

Enabling a seamless interface
between recruitment agencies,
candidates and their clients.

Recruitment Agencies

Scalable Product Suite

Nvoi now has a specialised HR solution to fit three distinct verticals; SMEs, Corporates and Recruiters. The product suite caters to each market separately with a focus on supporting businesses and offering the best experience for all stakeholders.

Democratising the sophisticated world of HR Tech by allowing access to a recruitment management solution developed and priced specifically for SMEs



Recruitment management system designed for small to medium sized businesses

SME

Focus on supporting rather than attempting to disintermediate the recruitment industry with solutions that improve candidate, recruiter and employer experience, in addition to cost-of-hire and speed-to-hire.

JXT

World leader in cloud-based digital marketing solutions for recruiters and corporate hiring teams. JXT enables its blue chip global customer base to power their own digital presence and candidate sourcing strategy.

Corporates

Nvoi
DIRECT

Enabling a seamless interface between recruitment agencies, candidates and their clients.

Recruitment Agencies

Corporate & Strategic Overview

JXT ACQUISITION

Acquisition of JXT SaaS recruitment technology platform, global operations and customer base.
Expansion of Nvoi product offering and immediate global footprint.

GLOBAL EXPANSION

Strategy to increase JXT's dominant Australian market share and scale UK and US operations.
Extend powerful solutions to existing clients within the broader Nvoi group ecosystem.

STRATEGIC PARTNERSHIP

Access to scale with over 200,000 advertisers and over 2.5 million active candidates on CareerOne. Competitive advantage through market leading job search & matching technology.

COVID-19 OUTLOOK

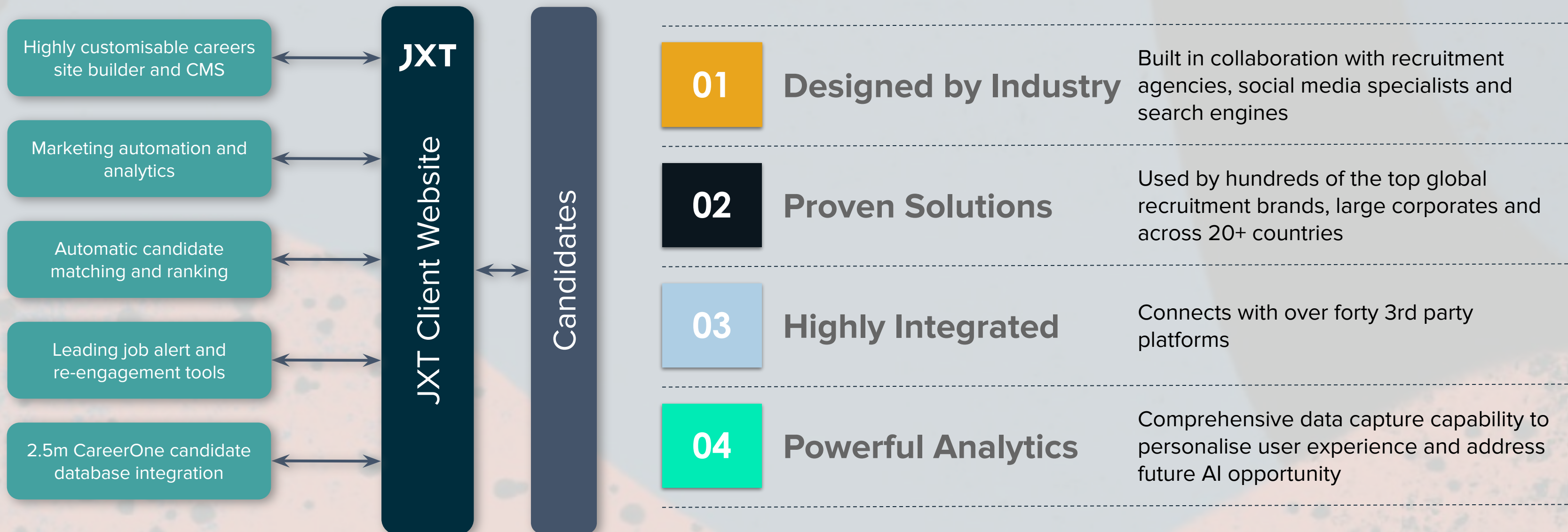
Industry transformation following COVID-19 positions Nvoi to play a leading role in the expected rapid re-hiring process across the global economy.

UNIQUE OPPORTUNITY

Leverage unique economic environment to rapidly grow global revenue lines across all Nvoi products with a focus on supporting the recruitment industry.

JXT Overview

JXT is a leading cloud-based digital marketing solution for recruiters and corporate hiring teams. Powering the online presence of our global customer base, we focus on candidate experience and deep marketing intelligence to enhance candidate conversion and client retention.



JXT Financial Overview

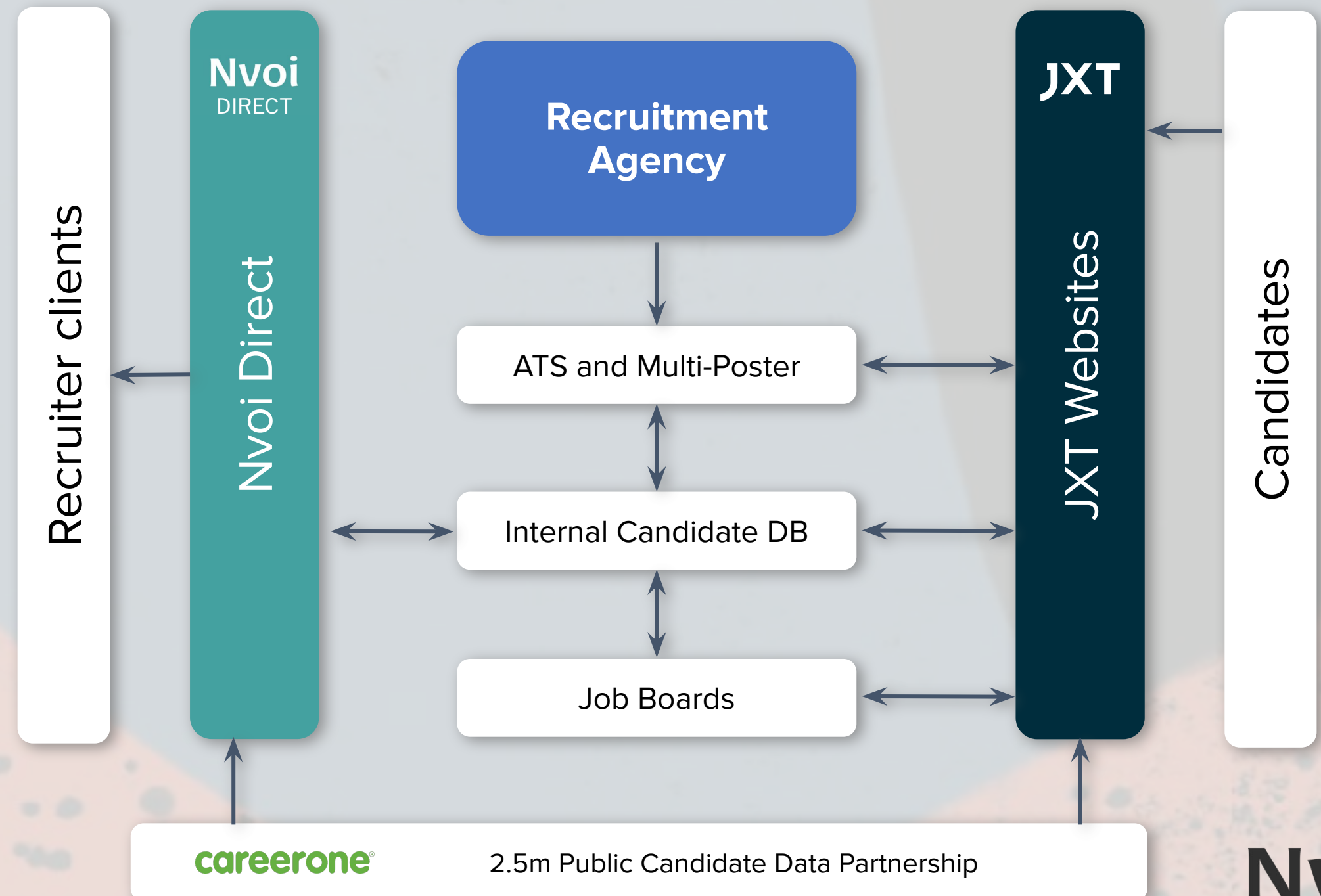
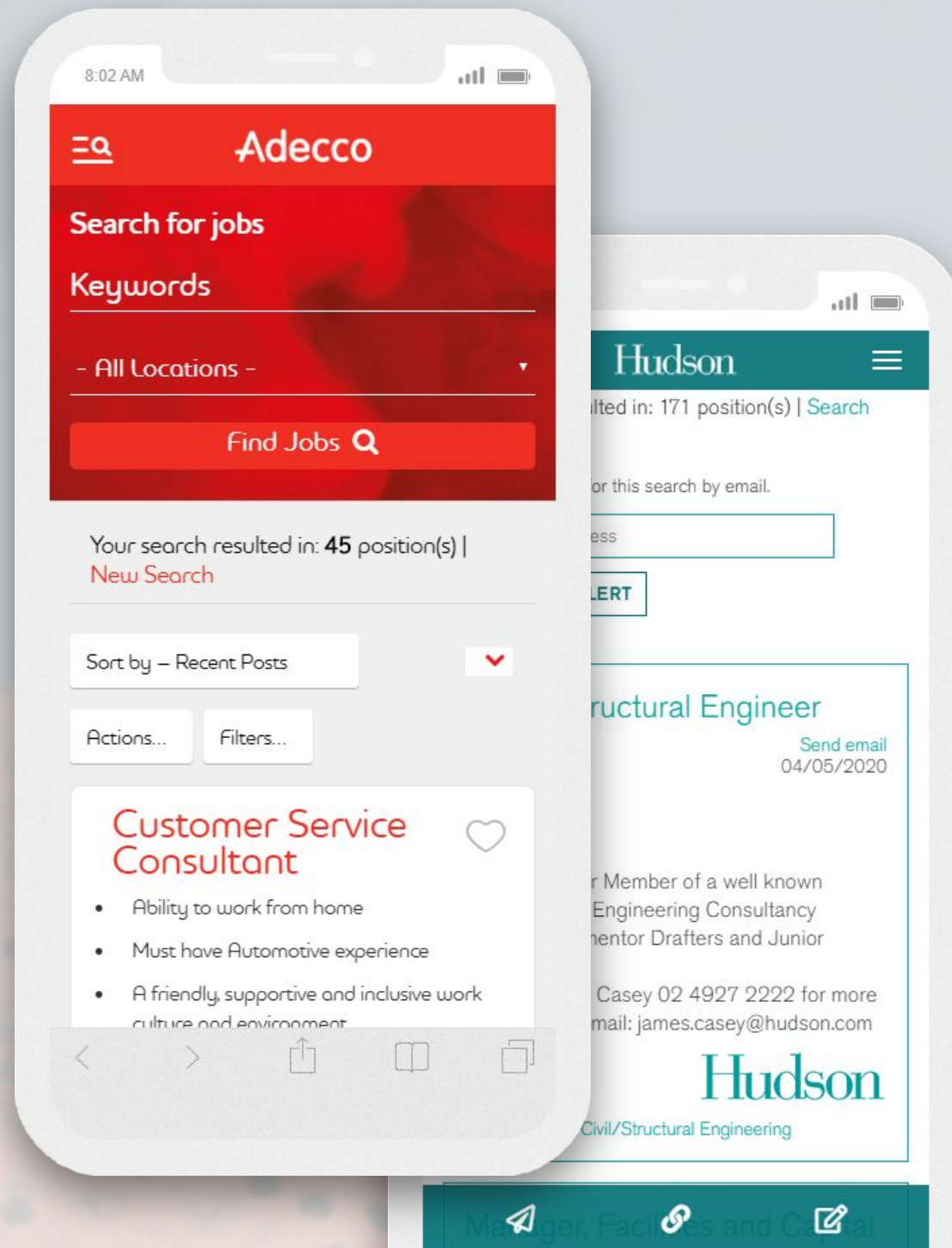


* 1H20 numbers are unaudited and indicative only

- Established recurring revenue base
 - \$610,000 revenue in 3Q20
 - \$245,000 revenue in May 2020
- Strong growth pipeline
 - 40 new clients at project stage across UK, US and APAC
 - Additional product features to add incremental revenue growth from existing base
- Declining fixed cost base
 - \$1.6m 1H20 loss*
 - \$130,000 3Q20 loss

Recruitment Agencies

Trusted by some of the biggest names in the industry, Nvoi provides the vital technology infrastructure recruitment agencies demand, enabling them to support their candidates and end-clients with market leading solutions.



Global expansion

Following the JXT acquisition, Nvoi's global footprint of blue chip recruiter and corporate clients are spread over 23 countries in 17 languages, with significant growth potential across core US, UK, EU and ASIAPAC markets.

Global customer base

- Head office in Sydney, Australia
- UK and US operations with sales and expertise in local markets

Target Growth Markets

- Corporates - Midsize market segments in ANZ, US, UK
- Recruitment Firms - Top 20% of firms in Top 10 global recruitment markets

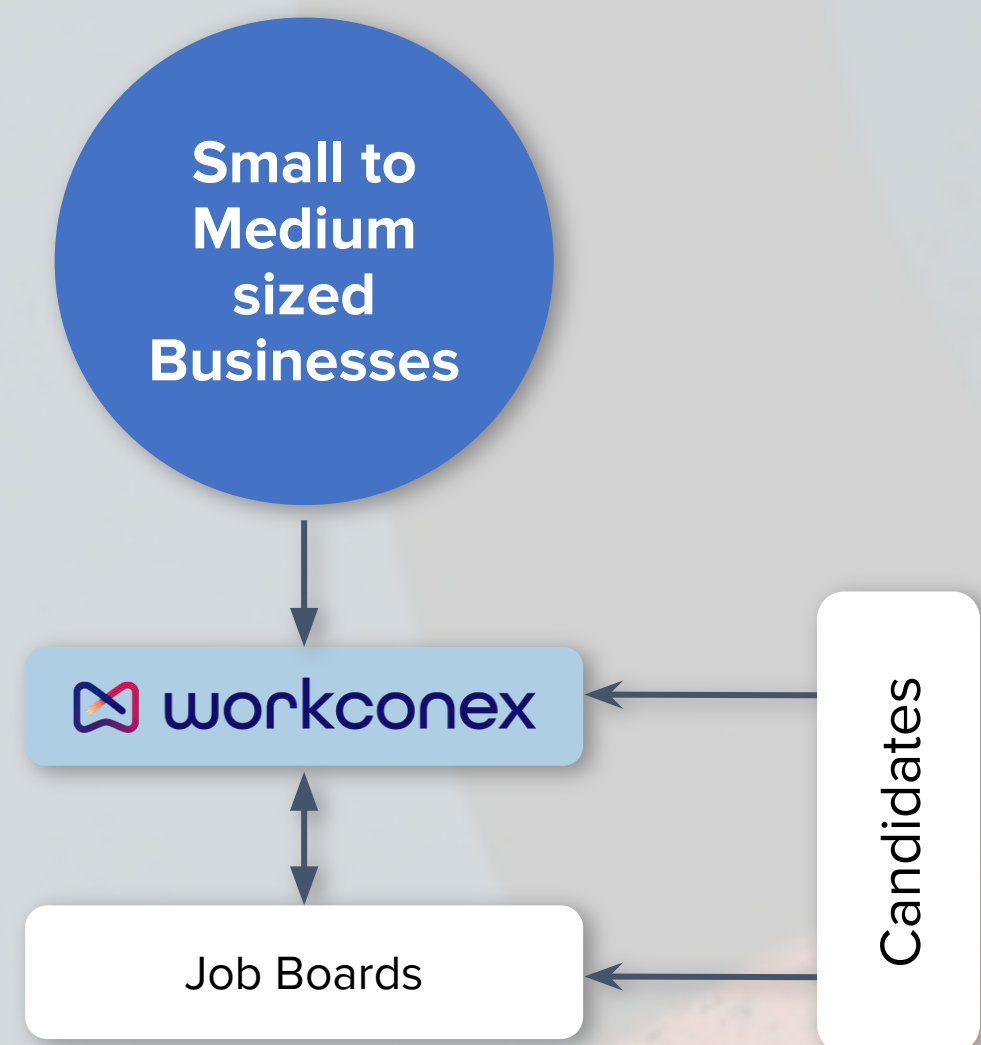
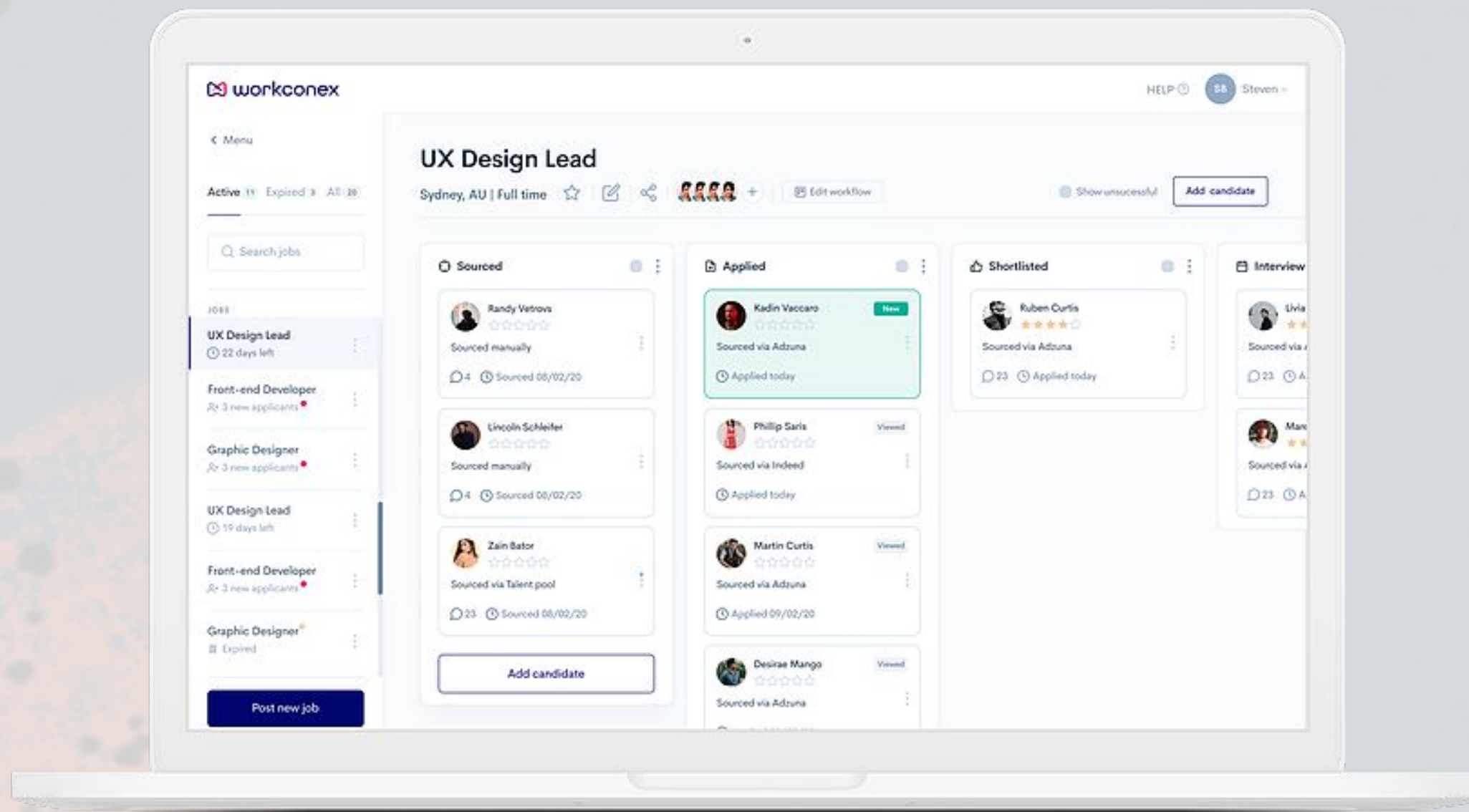
Large Industry Opportunity

- Americas \$4.5 billion
- EMEA \$4.7 billion
- APAC \$2.5 billion

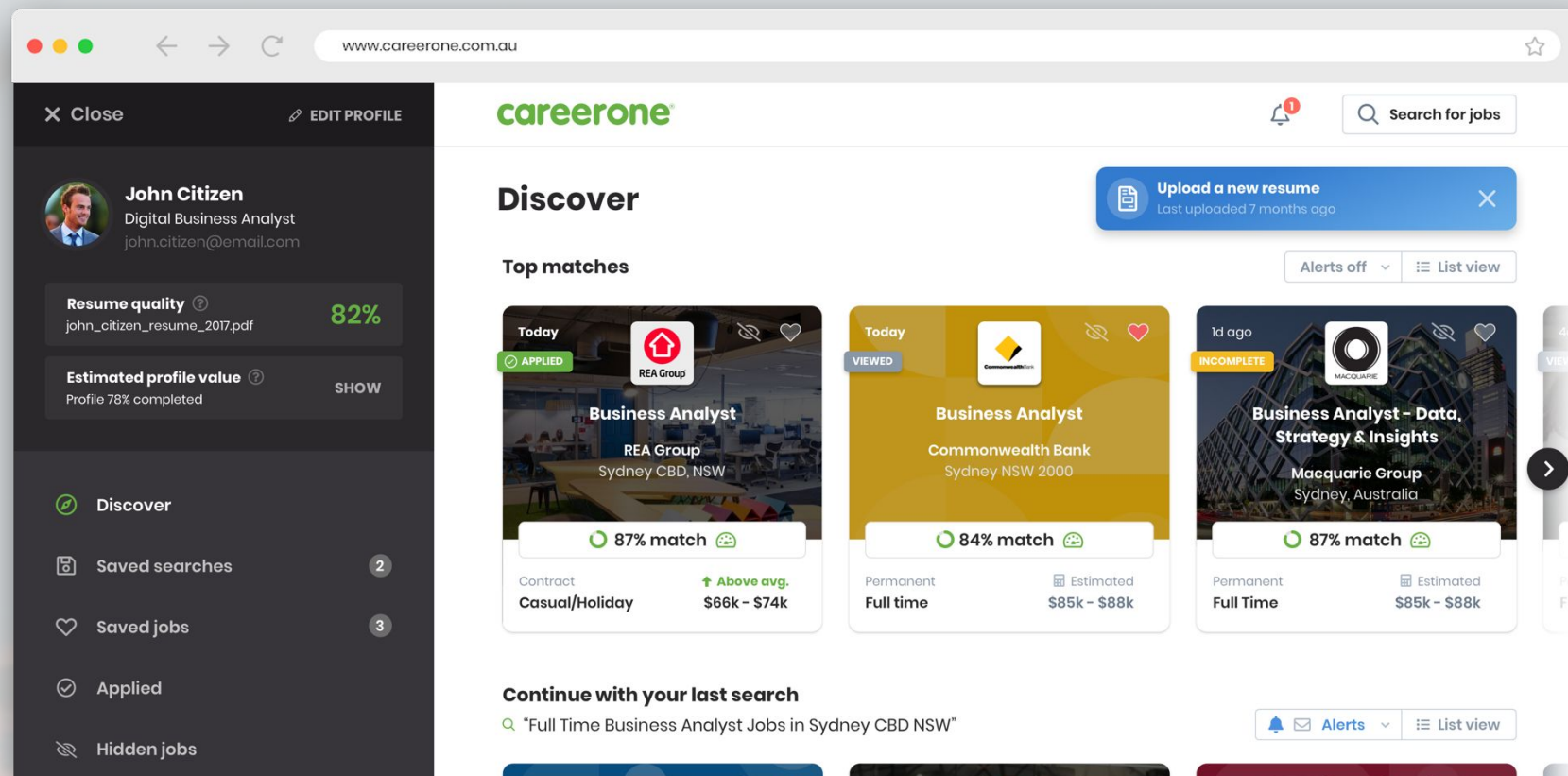


Workconex

Workconex is a SaaS platform empowering businesses to efficiently hire talent. The cloud-based recruitment management software (RMS) focuses on the large and untapped SME market and streamlines their internal recruitment process.



CareerOne strategic partnership



careerone®

- Access to CareerOne data and integration of its proprietary AI technology to power hyper-personalised recruiter, employer and candidate experience.
- Enriched data to understand a candidate's:
 - Career status
 - Experience & Skills
 - Matched job opportunities
 - Activity across the job market
 - Qualitative user insights

6m+

Annual visitors

200k+

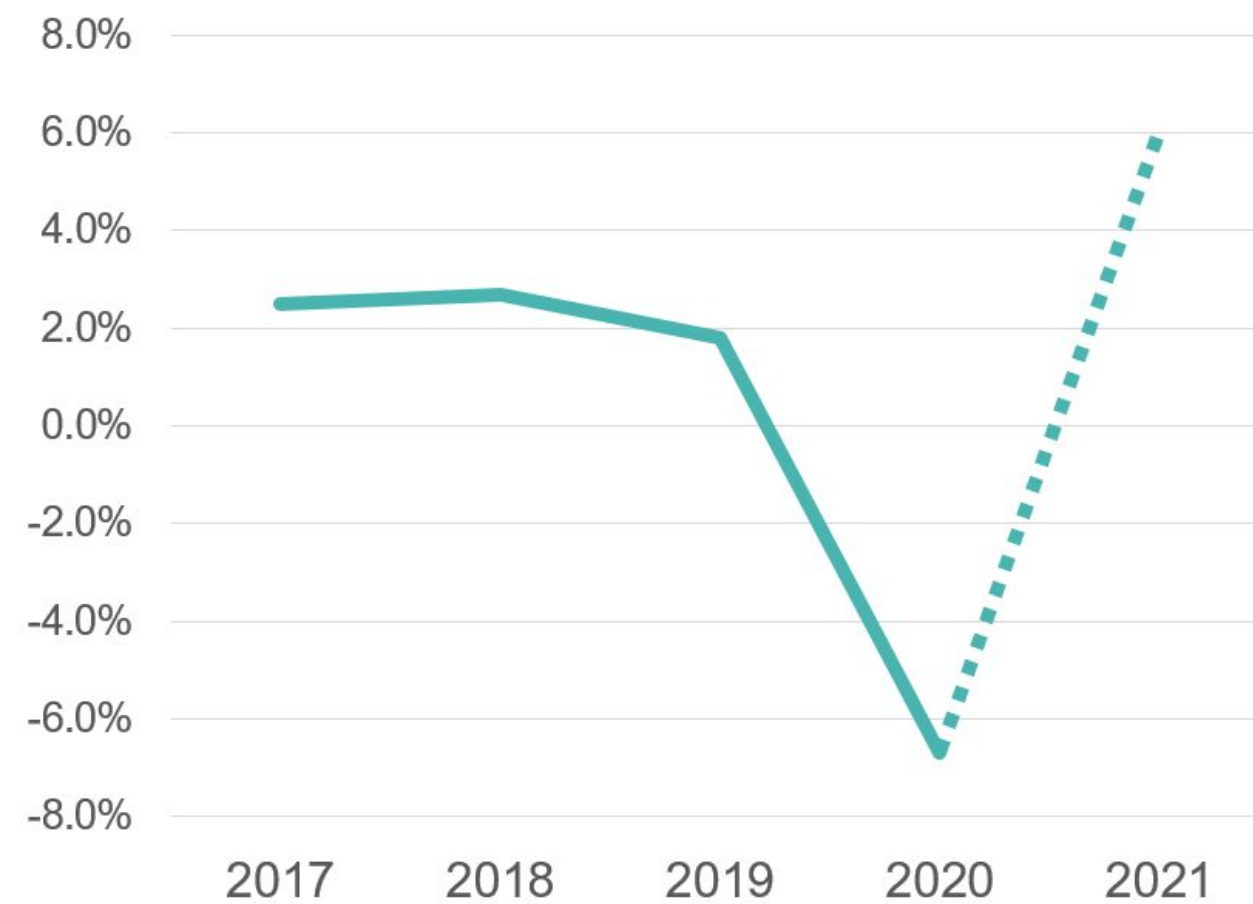
Job advertisers

2.5m+

Total Resumes

COVID-19 Recruitment Market Landscape

Significant economic recovery forecasted









Source: IMF Real GDP Growth and 2020/21 forecast

- **Recruitment and hiring to play pivotal role in the recovering economy.**
- **Cost-to-hire and speed-to-hire** are increasingly important as the world recovers post-COVID-19.
- Key market governments **expediting projects** to spur rapid job creation.
- Global recovery **forecasts show rapid rebound in activity.**



Unique Opportunity

-  Acquisition of leading JXT SaaS recruitment technology business underpins new strategy
-  Rapid scale opportunity leveraging bluechip global customer base
-  Global footprint with operations in Australia (HQ), UK and US
-  Focus on supporting rather than attempting to disintermediate recruitment industry
-  Opportunistically positioned for economic rebound post COVID-19
-  Well capitalised with c\$6 million cash at bank (post entitlement offer)



BGSF

Hudson



ManpowerGroup

Adecco

Kelly



Nvoi



Thank You

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Nvoi