# Investor Presentation Nvoi Ltd

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## Today's recruitment system is broken for everyone

#### **Candidates**

Most people who've applied for a job can attest to the poor and inconsistent experience.

- X Complicated application process
- X Lack of application response
- Poor feedback loops & transparency

#### Recruiters

Through 100's of conversations with recruiters – and our customers, consistent problems surface.

- X Searching and engaging candidate databases
- × Fragmented systems and communications
- X Time consuming manual process

#### **Employers**

When looking to hire both directly or via a recruiter the problems are alike.

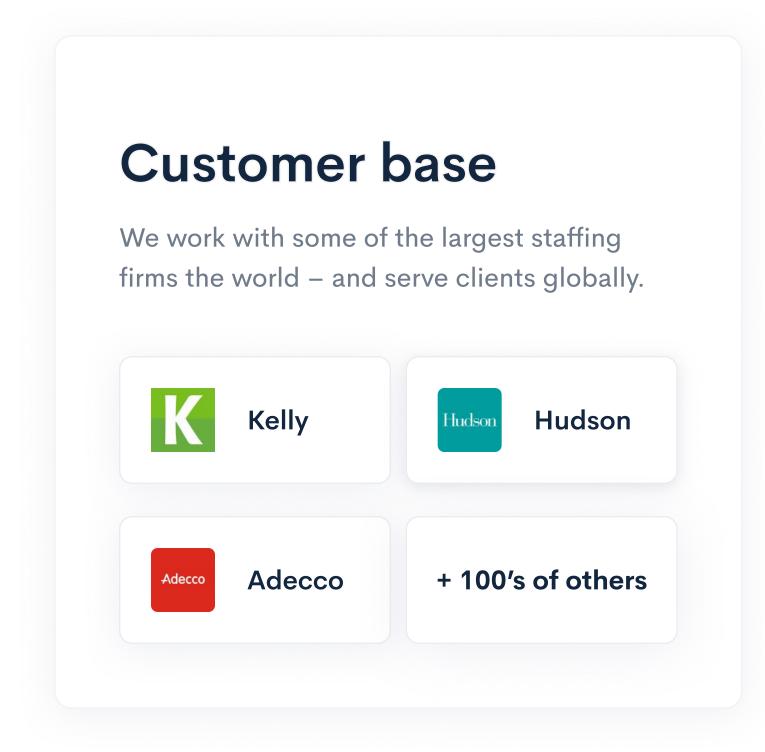
- × Finding the right candidate fast
- × Poor brand representation
- X Inefficient communication

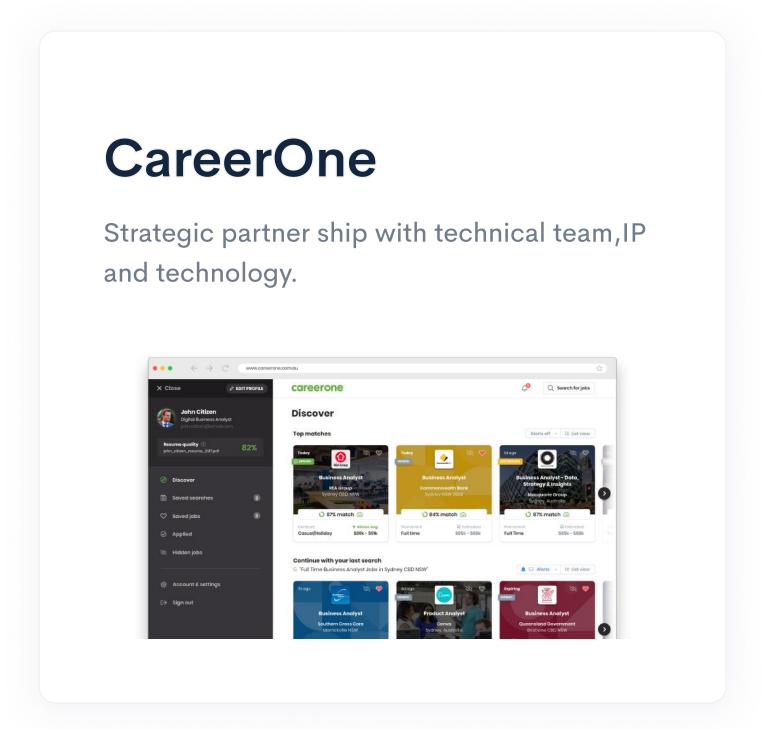


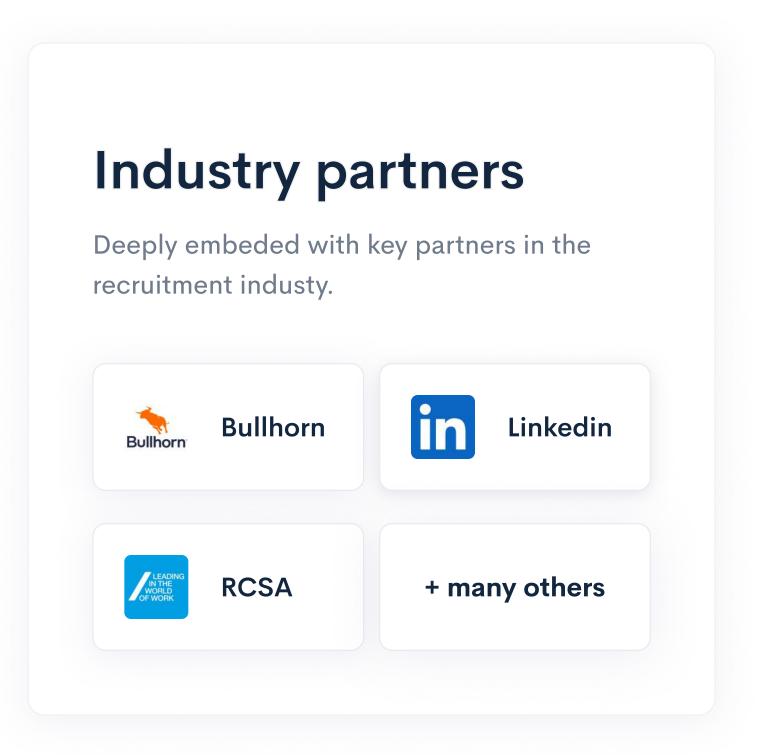
By solving the day-to-day process of recruiters with a simple, intuitive, yet powerful platform – the hiring experience can improve for everyone.



## Nvoi's in a unique position to accelerate the solution







### Phase 1 - Complete

## JXT acquisition and restructure

- Acquire global customer base, phase out legacy systems, restructure operations and recut costbase
- Develop product & go to market strategy leveraging industry experience and customer insights
- Retention of established revenue base

### Phase 2 – In progress

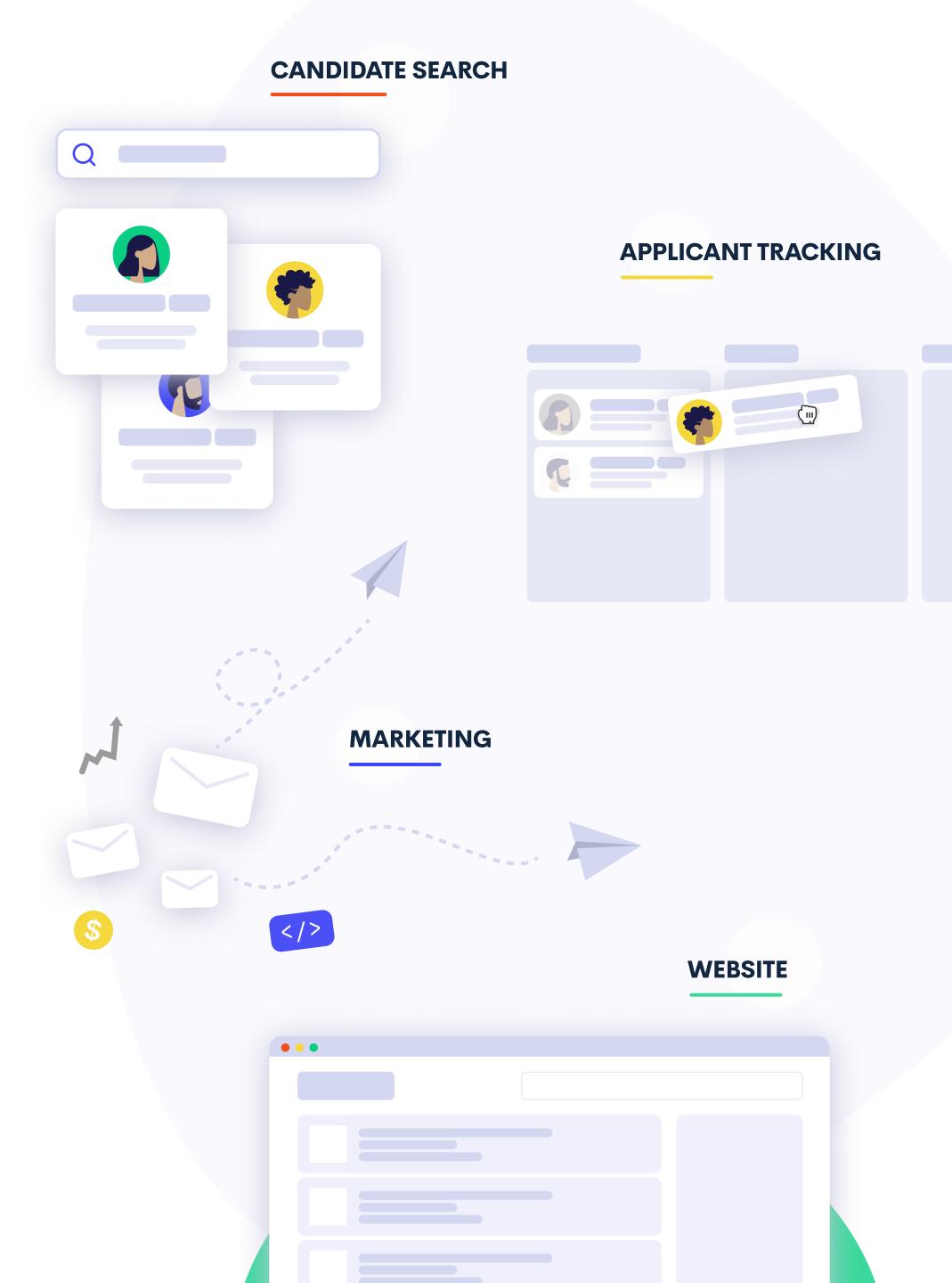
# Implement product development and initiate go to market

- Simplified SMB version of product with self serve "Shopify" approach to scale
- Migrate existing customer portfolio to an improved experience
- Scale revenue with low cost to serve

### Phase 2 – Preview

## Everything in one place

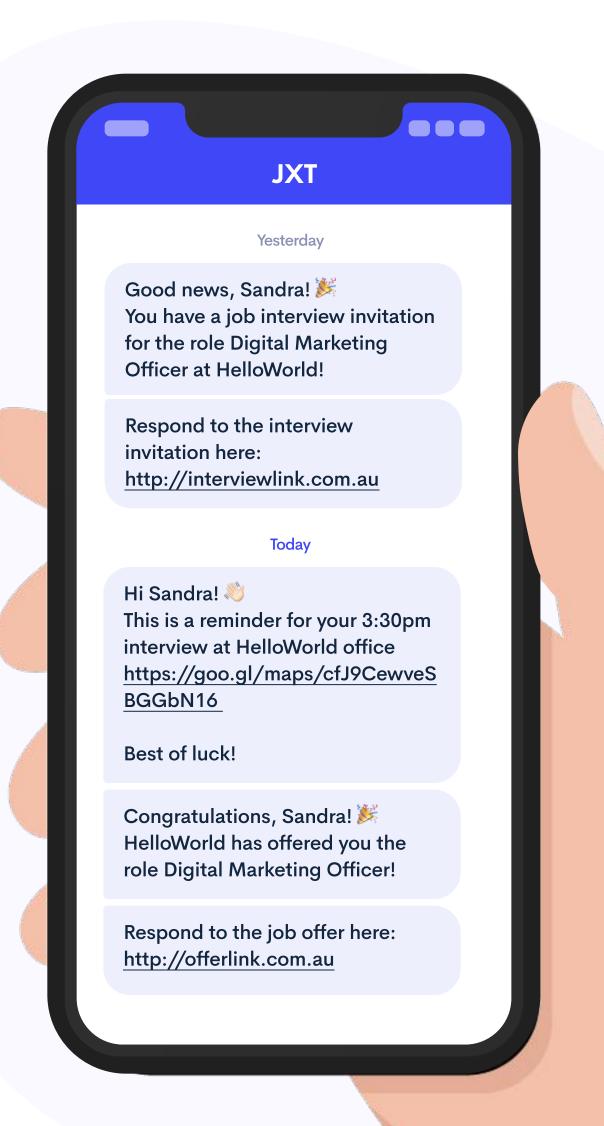
Everything designed to work together and the experience between recruiters, clients and candidates is seamless.



### Phase 2 – Preview

## A refreshing experience for all

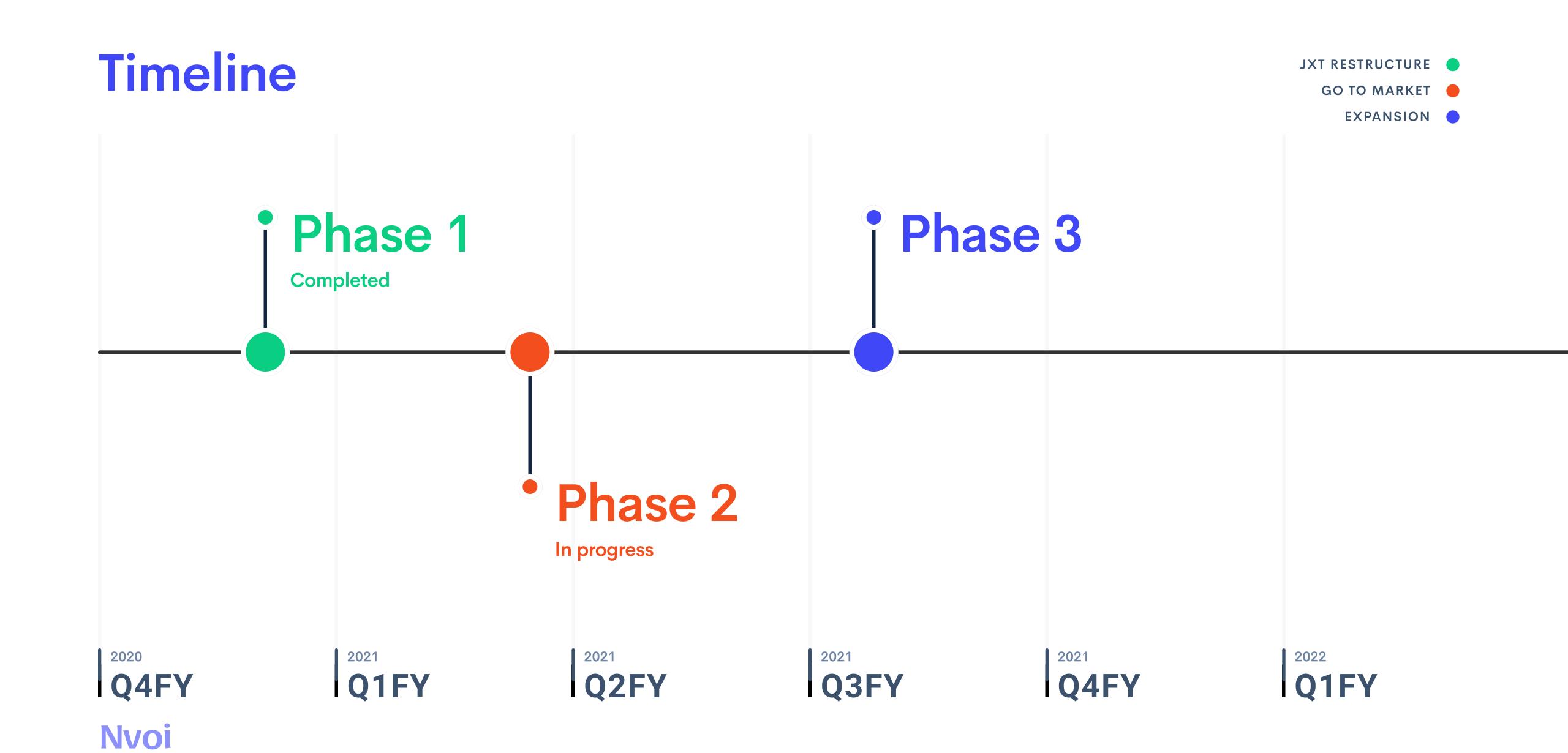
An experience designed for everyone involved – recruiters, clients and candidates. A fresh take on what the recruitment process should be and the tools you need to make it a reality.



### Phase 3

## Expansion and global rollout in \$1b+ market

- Simplified SMB version of product with a self serve "shopify" approach to scale
- Partner network for global distribution
- New product verticals



### Board and executive team

Philip Crutchfield

Non-Executive Chairman

John Winters

**Non-Executive Director** 

Steven Papadopoulos

Non-Executive Director

Steven Butler

CEO

Tome Acevski

CTO (CareerOne)

Richard Swanton

CRO

### Investment summary

# Well funded with ~\$4.5m in cash to support opportunity

- Maintaining established revenue base
- Continue to drive operational efficiencies
- Significant growth opportunities through new product rollout