

January 2016

**Investor Presentation** 

**Nvoi Limited** 

ABN: 49 167 433 034



Make work flow.

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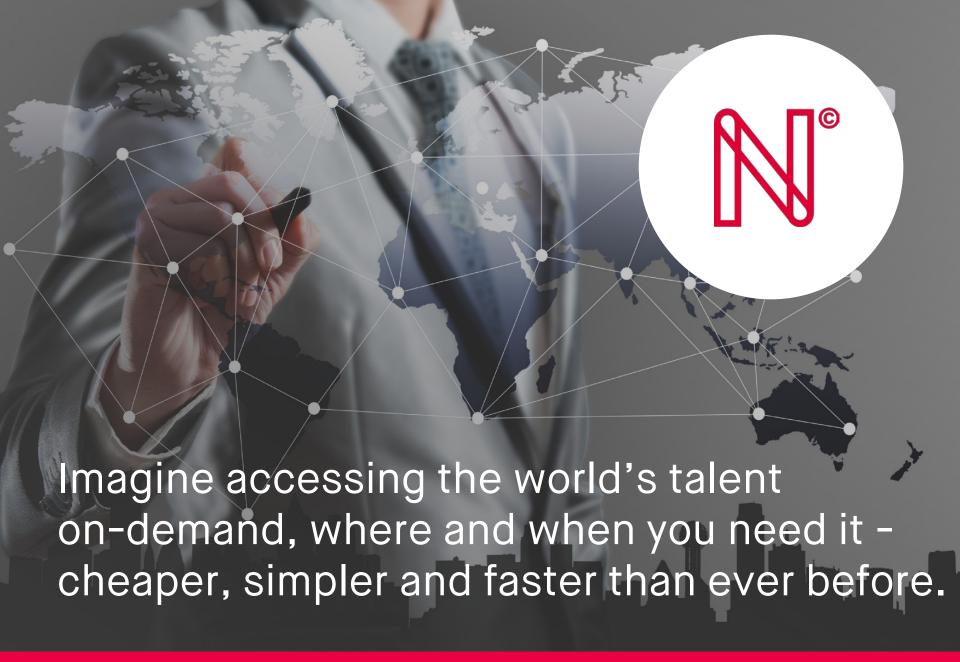
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A prospectus for the Public Offer ("Prospectus") will be made available when the ORX Shares are offered. Anyone wishing to acquire ORX Shares under the Public Offer should consider the information disclosed in the Prospectus and will need to complete an application form that will be in or will accompany the Prospectus, which will be made available by ORX and through its corporate advisers in due course.

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# The Way we work is changing

The Global onsite contingent workforce

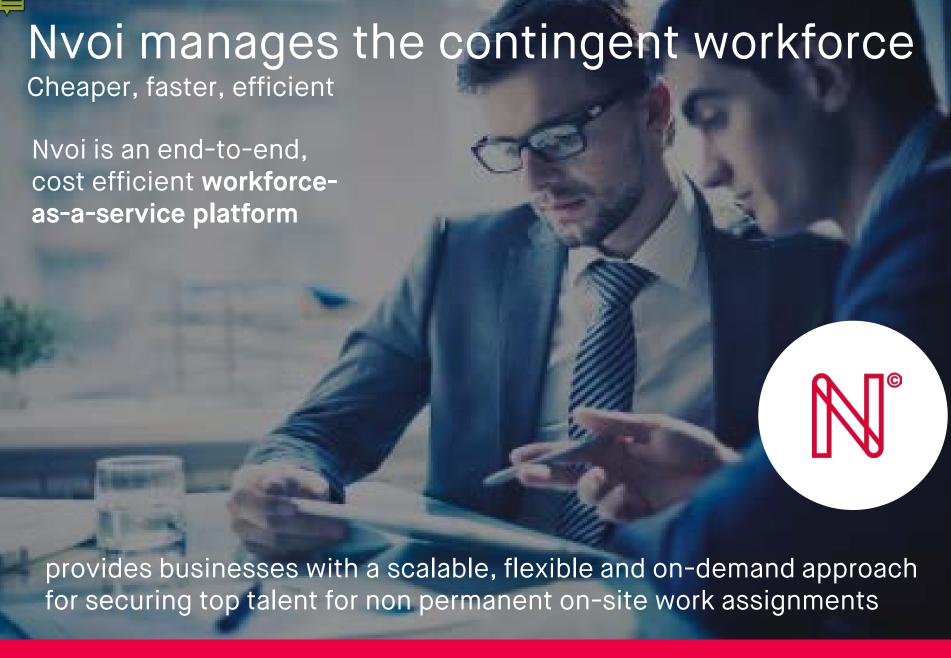
US \$3.2 Trillion p.a. and growing

Staffing Industry Analysts (17 March 2015) Barry
Asin President – Executive Forum North America

"Up to 30% of the Fortune 100 workforce is contingent. That number is expected to increase to 50% by 2020.".

Ben Eubanks, Associate HCM Analyst, Brandon Hall Group







Hiring managers demand for talent on-demand is growing leading to the rise of the contingent worker

**65%** of US employers anticipate an increase in the use of flexible staffing for their future talent needs.

2015, U.S. Department of Labor

The "future of work" is here, and the emergence of on-demand and realtime talent has permanently altered the landscape of contingent workforce management

The State of the Contingent Workforce Management Ardent Partners 2015

### We are Nvoi

#### **Contingent Workforce Focus**

Capitalising on the global shift towards on-demand, on-site contingent work. The Nvoi model will disrupt industry incumbents - staffing agencies, jobs boards and internal workforce management models.





#### Complete

Nvoi is a complete Workforce-as-a-Service solution for businesses.
As the Employee of Record – Nvoi provides WHS, time and attendance, compliance, and billing.

#### Cloud

A cloud-based talent platform and employer of record solution, for the on-site contingent workforce. Any time. Any where. Any device.

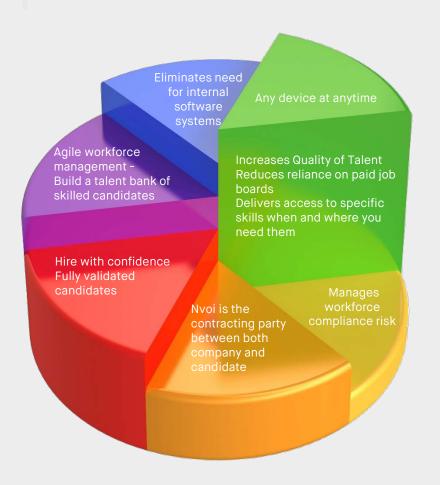




#### Community

The Nvoi model will deliver a global, trusted, convenient, efficient, online intermedia platform for hiring managers and candidates to interact.

Nvoi model helps scale to meet workforce needs. Unique flat-fee model demonstrates typical contingent hire fees savings of up to 83%



**Transforming Industry Economics** 

<u> </u>		
	Workplace 1	Workplace 2
	1 worker @ \$60 p/hr	500 workers @ \$60 p/month
Agency variable % Margins		
10%	\$6	\$493,620
20%	\$12	\$987,240
30%	\$18	\$,1480,860
Nvoi Flat Fee	\$2.99	\$245,987
Save	\$3-15 ph	\$250k-\$1,235k pm
	50-83%%	50-83%

#### A complete end-to-end service bypassing incumbents and competitors



## Nvoi model captures the full economic benefit

#### **Talent Acquisition**

#### **Talent Management**

#### Timesheets, Billing, Payroll







The Nvoi model **bypasses industry incumbents**, **controls the user experience**, captures a greater portion of the economic benefits in the contingent worker ecosystem – the 'Full Stack' approach

Find

Assess

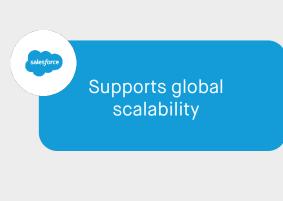
**Engage** 

Pay

Rate

# Our platform – Our unfair advantage

We use Salesforce, the world's leading software development platform. Force.com is secure and designed to scale.



Data sovereignty and infrastructure – access any country any time.

Salesforce have over 200,000 customers.





Salesforce reached a market cap of \$46B



Salesforce Platform (Force.com) has been named the leader by Gartner as a Leader in the Magic Quadrant for Enterprise Application Platform as a Service – Gartner March 2015



"The vendor is by far the largest provider in the enterprise aPaaS market by revenue and customer base" Gartner March 2015

## Validation – Beta phase success proven

## We are moving now

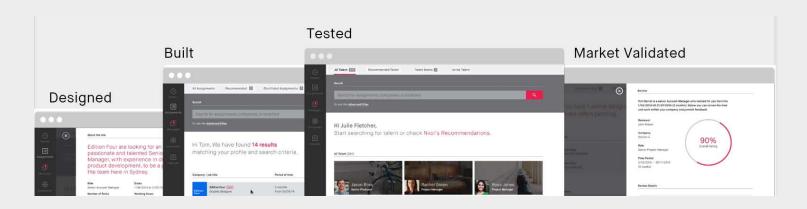
Acquired 1,400 hiring managers Supported 140 assignment postings

Platform functionality, systems, processes

First to market with a full stack solution

Acquired 14,500 candidates Product market fit proven

Key conversion metrics via user funnel as basis for growth projections Compliant billing and payroll system





# Corporate Overview

Post-Acquisition by Orrex

Shareholders	Shares	Options
Orrex - current issued shares	73,369,336	2,500,000
NVOI shareholders – consideration shares	169,856,422	2,213,334
TOTAL	243,225,758	4,713,334
Long Term Incentive Plan Options, earn up to		10% of post-listing capital

Key ASX-listing Milestones	Month
Prospectus Re-compliance Listing	Q2 2016
Reinstatement to ASX	

# Board formation for ASX Listing

Andrew Dutton
Non-Executive
Chairman



BSc, MAICD

Andrew is an experienced Chairman and Director, with an impressive career as CEO and executive leader with some of the largest global technology companies. He is also Chairman of SAI Global Ltd. (ASX: SAI) an applied information services company that helps organizations manage risk, achieve compliance and drive business improvement. Andrew's roles have also included Senior Vice President and executive management for Computer Associates, IBM, Visa and BEA Systems.

Tim Ebbeck Non-Executive Director



BEC, FCPA

Tim is an experienced CEO, Director and Chairman with an impressive leadership portfolio including SAP, NBNCo and CPA Australia. He has transformed the local operations of some of the world's largest companies focusing on people, teamwork, and making the right decisions at the right moment to deliver business success and is Managing Director of Oracle ANZ.

Position Offered
Pending Company Approval
Non-Executive Director

Warwick Kirby
Group CEO and
Executive Director



MBA, M.Ed. FAICD.

Warwick is an experienced CEO and Director with a track record of improving business performance in technology and cloud companies across multiple industries. For more than 20 years he has developed a strong reputation as a leader who brings a growth and results focus with analytical insights to solve key business challenges. He combines these abilities with a strong business and financial acumen, deep operational insights and organisational management skills to achieve transformational leadership for both enterprises and start-ups including Oracle Corporation, CorVu, Revelian and SeventeenHundred

Mark Rowlands
Executive Director



B.Bus, GAICD (completing - Jan 2016),

As Co-Founder of Nvoi in 2013, drawing on his experience in the recruitment and staffing industry, Mark led the initial product development, go-to-market strategy and product validation project. Mark focuses on the growth and product development strategies to deliver an exceptional cloud-based solution for hiring managers and contingent workers, efficiently resolving the painpoints in the experience of finding and engaging a contingent workforce. As SVP Global Growth he is responsible for new market assessment and product planning for Nvoi's growth strategy in international markets.

Lindsay Rowlands
Executive Director



BA, MBA, MAICD, JP

As Co-Founder Lindsay brings 40+ years' experience across banking, venture capital, and private equity investee management in Australia while holding an Australian Financial Services License. Lindsay has a particular interest in adapting established and proven technology products and platforms to redesign established systems and processes for efficiency, accessibility, and economic gains. He has headed a number of Australian businesses, and has held senior corporate compliance roles in a number of industries since the early 1980's.



# Leadership Team



Warwick Kirby
Group CEO and Executive Director
Leads technology businesses for optimal
market valuation.



Lindsay Rowlands SVP Global Compliance (Interim CFO)

Guides financial controls and achieve compliance standards.

Finance, Accounting, Audit, Tax, Application Compliance



Saurabh Jain Chief Technology Officer

Develops and delivers market-leading technology products.

Engineering Technology Strategy



Warren Read-Zorn VP Global Client Services

Leads global business and client service operations. Ensures customer success.

Client Services



Mark Rowlands SVP Global Growth

Drives global product offerings toward international markets.

**Product and Growth Strategy** 

## Global businesses that used an ASX listing as a launching pad



Nvoi

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