



CLARIUS GROUP LIMITED AND CONTROLLED ENTITIES

Investor Presentation
October 2015
ABN 43 002 724 334



Company Overview

- Recruitment and IT services business
- Specialist in Permanent, Contract and Temporary placements
- Established business that has traded for over 30 years
- Offices in Australia, New Zealand, and China
- 14 Cities, >275 Employees



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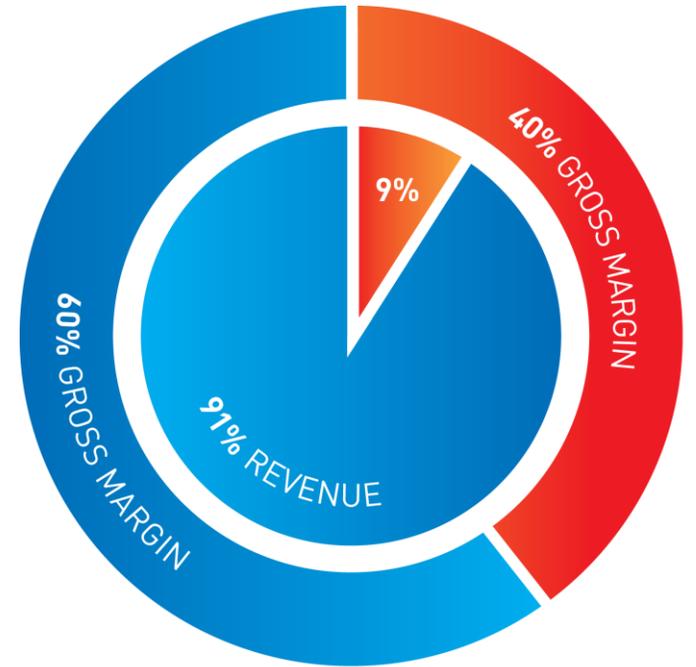
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FY15 Summary

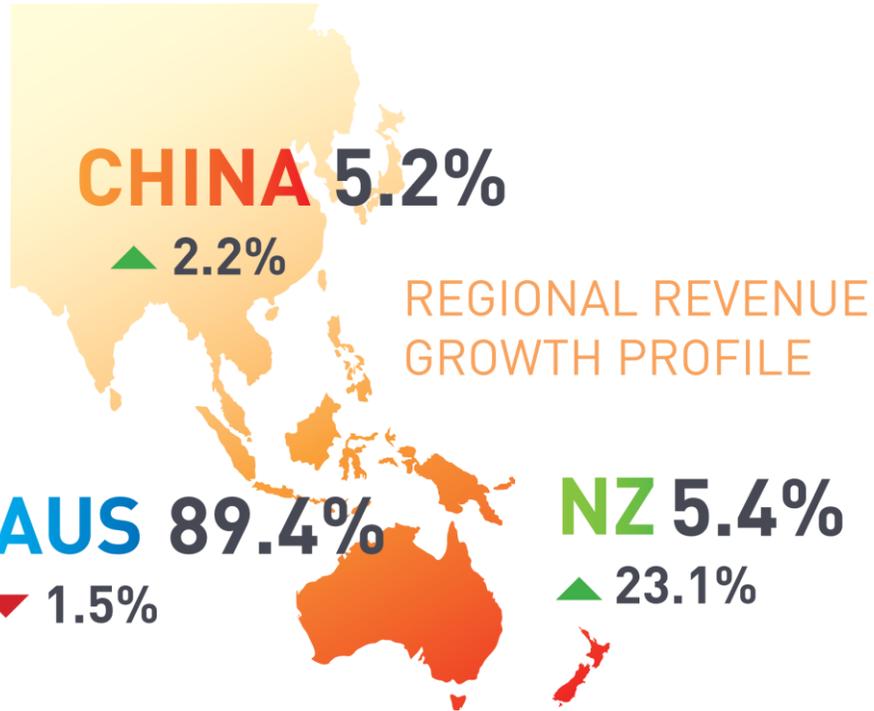
- Significant restructure
- Growth in NZ and China
- Australia profitable H2 2015
- Ready for growth



MANAGED SERVICES IT SERVICES



CONTRACTOR PERMANENT



Financial results

- Loss from ordinary activities of \$11.3m (FY14: loss of \$1.7m)
- \$9.9m of one-off costs, provisions and write-downs in the year
- Underlying net loss of \$1.4m (FY14: loss of \$1.7m)
- Net cash of \$0.6m (FY2014: \$2.5m)
- Net assets of \$24.5m (FY2014: 35.5m)
- No final dividend declared
- New funding facility secured

KEY PERFORMANCE METRICS

	FY15 \$M	FY14 \$M	% CHANGE
Year ended 30 June 2015			
Statutory Revenue	179.0	179.4	(0.2%)
Gross Profit	38.3	37.1	3.2%
Gross Profit Margin	21.4%	20.7%	3.4%
Loss for the Year Attributable to Owners of the Company	(11.3)	(1.7)	
Add: One-off costs, provisions and write downs	9.9	-	
Adjusted (loss) after tax	(1.4)	(1.7)	
Operating Cash (Outflow)/Inflow	(1.0)	3.3	
Net Assets	24.5	35.5	

ONE-OFF COSTS, PROVISIONS AND WRITE-DOWNS

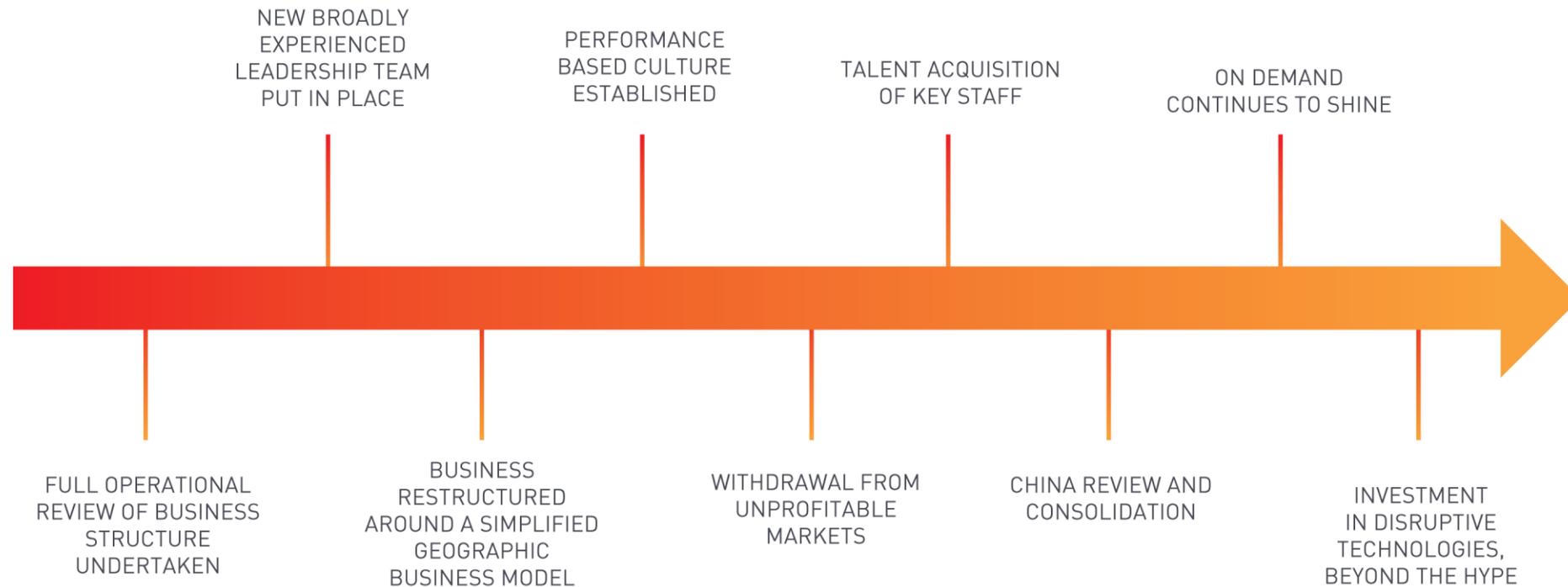
	FY15 \$M
Restructuring and other one-off costs	3.0
Impairment of software	2.9
Bad debt provision	1.8
Overseas tax provision	0.9
Onerous lease provision	0.7
Derecognition of tax losses	0.6
	9.9

ASX INFORMATION

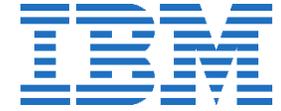
	CND
Share price (as at 13/10/15)	\$0.22
Shares on issue	89,582,175
Market cap	\$19.7m
Top 5 Shareholders	52.7% of total shareholding

Activity Roadmap

Business transformation exercise nearly complete; framework in place to drive future growth, realignment as a technology driven recruitment business



Our clients – Clarius Group ANZ

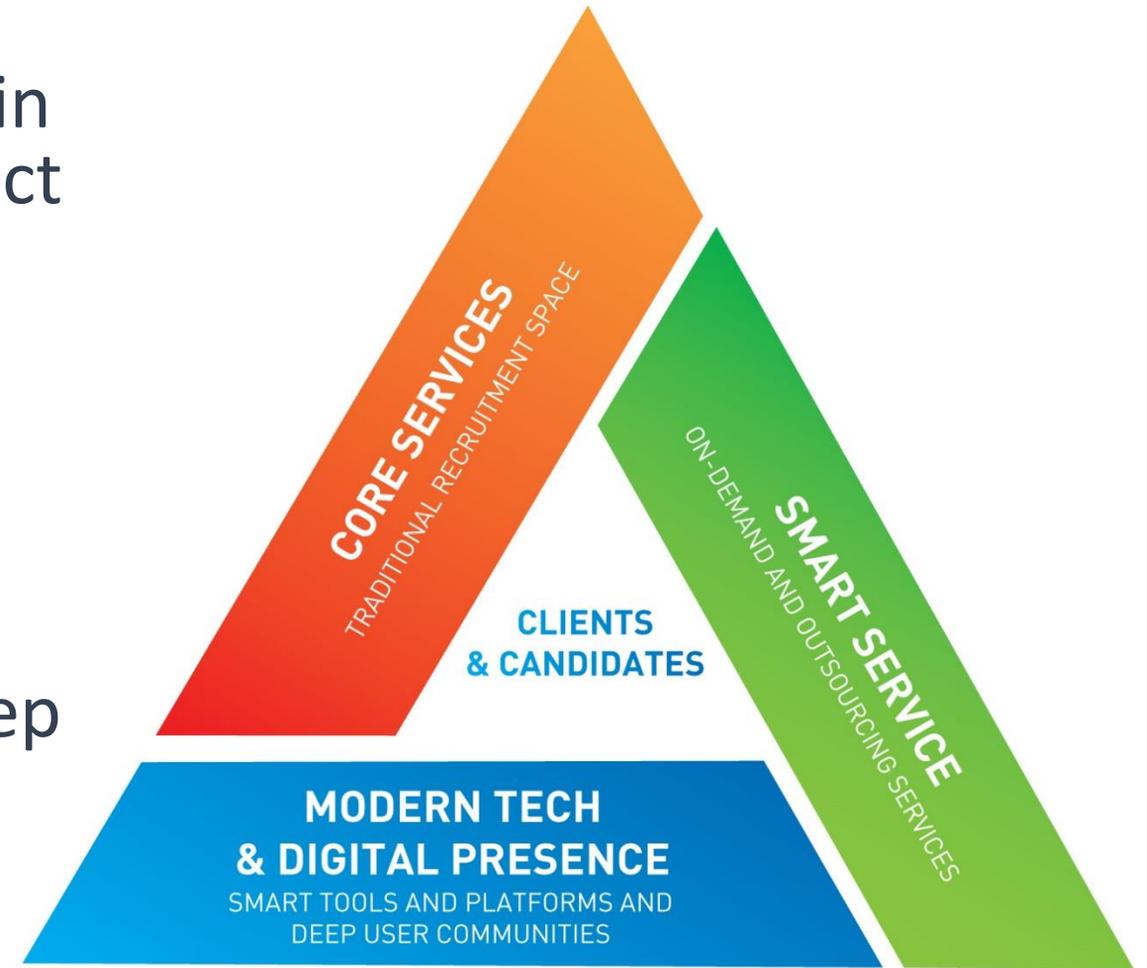


Market Outlook

- Weaker economic backdrop in ANZ may see a slow down in investment in the wider job market
- Strong demand for IT professionals – our core business
- Shortage of skills in digital, ICT and mobile
- Free trade agreement with China is a major opportunity
- The internet has changed the way people find work
- Flexibility increasingly important to both candidates and clients

Clarius is reimagining its future as a **technology driven recruitment business**

- Recapturing a leadership position in classic recruitment services in select industry verticals
- Extending more aggressively into talent acquisition services
- Both opportunities enabled by deep sector know-how and smart technology tools



FY16 Snapshot

- One culture in AUS – best people highly engaged
- Implementing technology roadmap
- Further diversification of our on-demand business
- Narrow and deep in China with a focus on sustainability
- Right-size New Zealand and introduce new service lines
- Deploy initial “smart services” offerings to clients and candidates
- Profitable trading performance for FY16

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