



AUSTRALIAN MICRO-CAP CONFERENCE

# INVESTOR PRESENTATION

OCTOBER 2018

**The GO2 People Ltd (ASX:GO2)**

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**Presented by:**

Billy Ferreira - Managing Director/Co-founder

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**THE GO2 PEOPLE ARE A LEADING PROVIDER  
OF VERTICALLY INTEGRATED RECRUITMENT  
AND BUILDING SERVICES TO INDUSTRY  
THROUGHOUT AUSTRALIA.**



## Recruitment

The GO2 Recruitment Division provides a full suite of tailored workforce solutions to a range of industries including:

- ✓ Major Infrastructure
- ✓ Construction
- ✓ Mining/Resources Operations
- ✓ Energy
- ✓ Telecommunications
- ✓ Utilities/Maintenance
- ✓ Transport/Logistics

## Building

The Building Division is a multi-disciplinary construction company specialising in the delivery of projects in remote and regional areas. Our capability extends to:

- ✓ Non-Process Infrastructure (NPI)
- ✓ Accommodation Facilities
- ✓ Civil Works
- ✓ Cyclical Maintenance
- ✓ Remote / Regional Commercial
- ✓ Remote / Regional Residential



THE VERY CORE OF OUR BUSINESS IS BUILT BY PEOPLE WHO COME FROM WITHIN THE INDUSTRIES WE PROVIDE SERVICES TO. COUPLING THIS EXPERTISE WITH OUR INTEGRATED BUSINESS MODEL, WE DELIVER BY WALKING THE WALK, NOT TALKING THE TALK.



**INDUSTRY EXPERTISE**  
We come from industry



**COMPANY CULTURE**  
Our greatest asset



**ALIGNED LEADERSHIP**  
Board, Exec Team all  
shareholders



**GROWTH PROFILE**  
Large markets to gain  
market share year to year



**HIGH LEVEL**  
Synergy between all  
business divisions

✓	<b>Management</b> – Experienced Board and Management team established and aligned
✓	<b>Growth Prospects</b> – GO2 has consistently been in a growth state since inception. Our industry sectors are large and fragmented and the business is scalable
✓	<b>Valuation</b> – Comparative stocks show a huge potential upside in GO2's market cap and share price
✓	<b>Barriers to Market/Scale</b> - adequate capital funding – GO2 holds all relevant licences to perform its core business activities and it is a genuine national business with operations in QLD, NSW, VIC, WA
✓	<b>Meaningful Revenues</b> – GO2 posted revenue of \$45m in FY18 and has averaged 50% annual year on year growth since inception
↗	<b>EBITDA</b> – GO2 posted positive EBITDA in H2 FY18 and, with a stable overhead structure in place delivering continued growth, the Company expects to see further EBITDA growth in the future
↗	<b>NPAT</b> – A stable overhead structure, improved EBITDA performance and continued revenue growth have provided a path to positive and sustainable NPAT in the next 2 years

## Capital Structure

ASX Code GO2	\$AUD
LISTING PRICE - 31/10/17	\$0.20
SHARE PRICE	\$0.091
MARKET CAPITALISATION	\$10.73M
52-WEEK HIGH	\$0.20
52-WEEK LOW	\$0.077
AVERAGE DAILY VOLUME	51,447

\*As of 16/10/18

- ✔ TIGHTLY HELD REGISTER
- ✔ FOUNDERS, BOARD, ADVISORS, STAFF ALL SHAREHOLDERS
- ✔ VERY LOW VOLUME MOVEMENT

## Top 20 Holders

RANK	NAME	UNITS	% UNITS
1.	EVERGLADES INVESTMENT PTY LTD	27,500,000	23.31
2.	GOLDFINCH DISCRETIONARY PTY LTD	27,500,000	23.31
3.	J P MORGAN NOMINEES AUSTRALIA LIMITED	8,650,000	7.33
4.	HSBC CUSTODY NOMINEES (AUSTRALIA) LIMITED	5,100,000	4.32
5.	CHRISTOPHER STREAT	2,500,000	2.12
6.	PAGONDAS PTY LTD	2,000,000	1.70
7.	ALIITAEAO ASIATA	1,250,000	1.06
8.	LUIK HOLDINGS PTY LTD	1,200,000	1.02
9.	MR PETER JOHN MCMORROW + MRS BERNADINE ANN MCMORROW	1,193,500	1.01
10.	DANIEL FORD + MARLENA FORD	1,000,000	0.85
11.	GUNNIBL RIDGE INVESTMENTS PTY LTD	1,000,000	0.85
12.	PAGONDAS PTY LTD	1,000,000	0.85
13.	R & M O THOMAS PTY LTD	1,000,000	0.85
14.	MR GRAHAM JOHN BAILEY + MRS ANNETTE MAREE BAILEY	900,000	0.76
15.	BNP PARIBAS NOMINEES PTY LTD	900,000	0.76
16.	MAJI MAZURI PTY LTD + MAWINGO PTY LTD	850,000	0.72
17.	CENCOLL PTY LTD	800,000	0.68
18.	COLLETT SUPERANNUATION PTY LTD	786,667	0.67
19.	ADDERSTONE HOLDINGS PTY LTD	500,000	0.42
20.	FRANK CARL ASHE	500,000	0.42

Top 20 holders of ORDINARY FULLY PAID (TOTAL)

86,130,167

73.01%

## BOARD OF DIRECTORS



**Darren Cooper**  
Independent Non-Executive Chairman



**Billy Ferreira**  
Managing Director & Co-founder



**Andreas "Dickie" Dique**  
Independent Non-Executive Director



**Peter McMorrow**  
Independent Non-Executive Director

## EXECUTIVE MANAGEMENT TEAM



**Paul Goldfinch**  
Head of Investor Relations  
& Growth & Co-founder



**Matthew Thomson**  
Chief Financial Officer &  
Joint Company Secretary



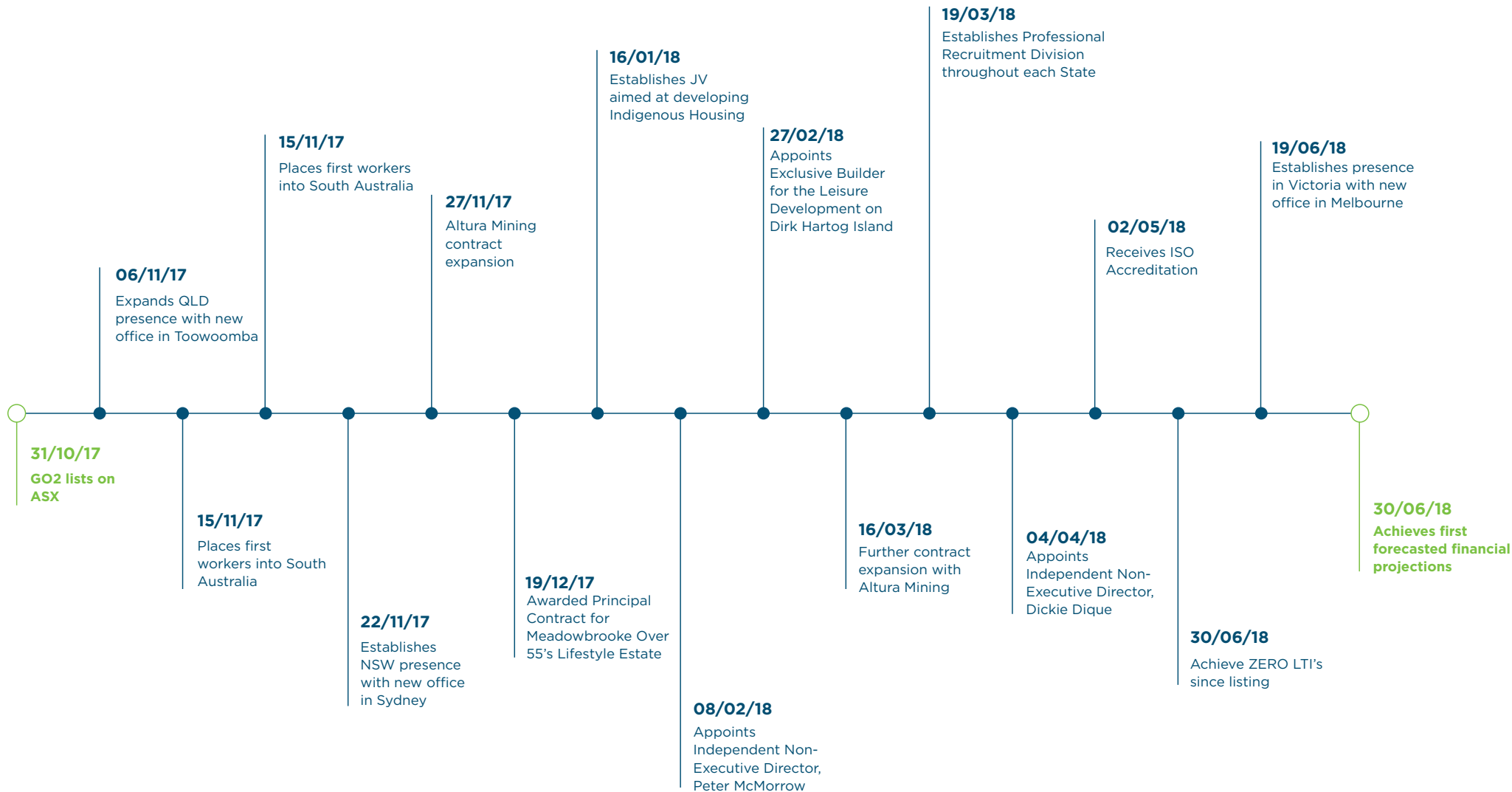
**Peter Torre**  
Joint Company Secretary



**Ross Lovell**  
Head of Labour Hire



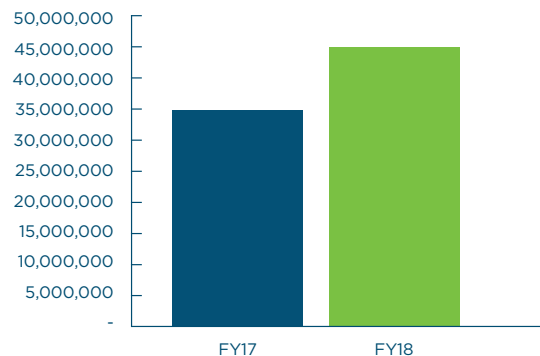
**Christopher Streat**  
Head of Building



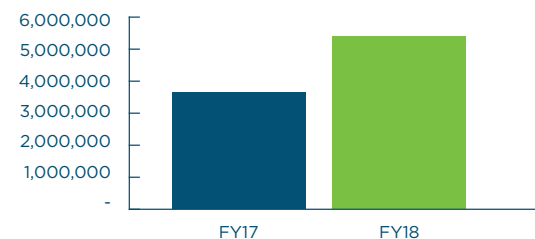




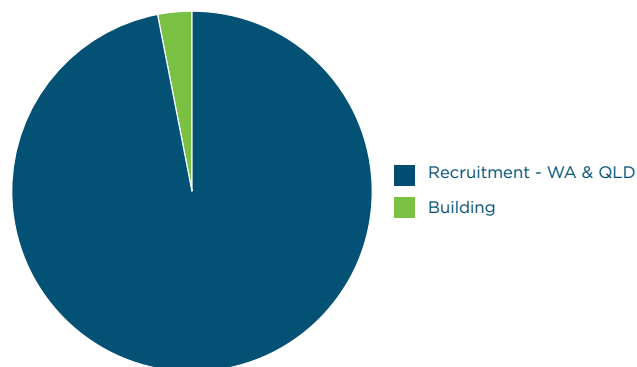
**Group achieves FY18 revenue target of \$45m, 30% increase on FY17**



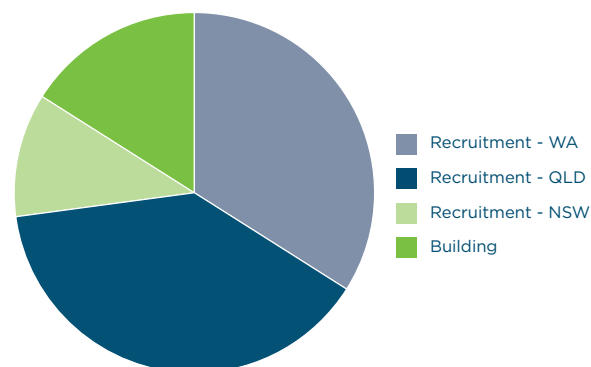
**Gross Profit FY17 vs FY18**



**Revenue Contribution FY17**



**Revenue Contribution FY18**



**GROSS PROFIT MARGIN INCREASED FROM 10% IN FY17 TO 12% IN FY18**

# Core Focus - Provision of Workforce Personnel Solutions

## Labour hire and professional recruitment to the following industries:

- Major infrastructure
- Mining / Resources
- Construction / Engineering
- Electrical/Energy
- Waste Management
- Warehousing / Logistics
- Accessing industry best talent
- Industry best Industrial Relations practices
- Providing fast turnaround times
- Temp to perm conversion
- Ensuring costs are based on outcomes
- Quality face to face relationships
- Delivery of ongoing employee after care
- Driving continuous improvement of OHS&E

<b>LABOUR HIRE DIVISION</b>	<b>Typically:</b> <ul style="list-style-type: none"><li>➤ 1 day to 24 months in duration</li><li>➤ 1-100+ employees per project</li></ul>	<ul style="list-style-type: none"><li>➤ Industry knowledge held by management &amp; recruiters</li><li>➤ Database of over 100,000 candidates, harnessed by both divisions</li></ul>	<ul style="list-style-type: none"><li>➤ Provision of temporary/casual staffing solutions on an as-needs basis</li></ul>	<ul style="list-style-type: none"><li>➤ Cost plus contracts with a pre-agreed margin</li></ul>
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## WESTERN AUSTRALIA PROJECTS

Roy Hill Mine Construction	WA
Jimblebar Expansion Project	WA
Hope Downs 4 Expansion Project	WA
South Flank Mine Construction	WA
Optus Stadium	WA
Elizabeth Quay	WA
Gorgon LNG	WA

## QUEENSLAND PROJECTS

Toowoomba Second Range Crossing	QLD
Gold Coast Light Rail Stage 2	QLD
Bruce Highway Upgrade (Cooroy to Curra)	QLD
Warrego Highway Upgrade	QLD
Mackay Ring Road Project	QLD
Baking Board, Clermont, Darling Downs & Emerald Solar Farms	QLD
Blackwater, Blair Athol, Boonal, Callide, Caval Ridge, Collinsville, Jellinbah, Middelmount, Minerva, New Century & Saraji Mine Sites	QLD

## SOUTH AUSTRALIA PROJECTS

Olympic Dam Mine	SA
Carrapateena Mine	SA

## NEW SOUTH WALES PROJECTS

Mount Pleasant Mine	NSW
Woodlawn Zinc-Copper Project	NSW
WestConnex	NSW
Pacific Highway Upgrade	NSW

## Core Focus - Remote and Regional Construction

- Non-Process Infrastructure (NPI)
- Accommodation Facilities
- Civil Works
- Cyclical Maintenance
- Remote / Regional Commercial
- Remote / Regional Residential

### FOCUS SECTORS

- MINING
- GOVERNMENT
- INDIGENOUS

#### BUILDING DIVISION

- Joint ventures
- Strategic partnerships

- Construction industry expertise to design and construct homes, buildings and mine site camps & infrastructure

- Fixed lump sum payments
- Construction management fees
- Design and construction fees

## ALTURA MINING - PILGANGOORA LITHIUM MINE



## MEADOWBROOKE LIFESTYLE ESTATE





## INDUSTRY OVERVIEW

### RECRUITMENT / LABOUR HIRE

#### Temporary Staff Services - AU

\* Statistics from IBIS World Industry Report N7212

REVENUE

**\$26.4bn**

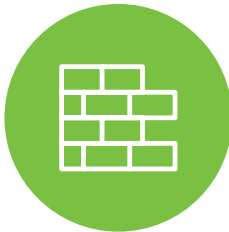
PROFIT (EBIT)

**5.7%**

ANNUAL GROWTH 19-24

**2.40%**

## KEY INFLUENCING FACTORS



NATIONAL  
INFRASTRUCTURE BOOM



RE-EMERGENCE OF  
MINING SECTOR



ESTABLISHED SERVICE  
AGREEMENTS

## INDUSTRY OVERVIEW CONSTRUCTION

### Construction

\* Statistics from IBIS World Industry Report E3011

REVENUE

**\$367.2b**

PROFIT (EBIT)

**9.1%**

ANNUAL GROWTH 19-24

**2.4%**

## KEY INFLUENCING FACTORS



NON-RESIDENTIAL  
BUILDING CONSTRUCTION



INDIGENOUS  
HOUSING

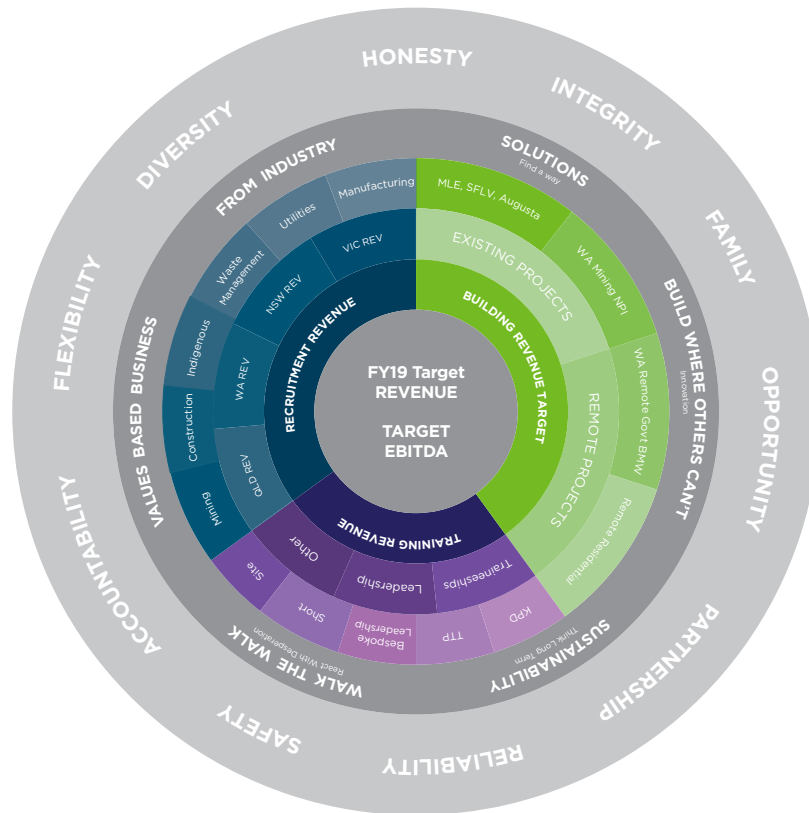


ENGINEERING  
CONSTRUCTION



RESOURCES  
CAPEX

## To achieve the best possible return for our shareholders adhering to our core values and strategic plan.



### FOCUS AREAS

- Leverage existing preferred supplier agreements to develop client relationships nationally
- Take advantage of established presence in Mining, Infrastructure and Renewables
- Direct existing Building Division resources towards vast project opportunities in Mining and Government sectors
- Continue to develop relationships and joint venture arrangements with Indigenous organisations to focus on our company wide Indigenous initiatives including Housing
- Maintain company culture as we continue to grow as a business adhering to our Company Values

### POSITION

- Increased geographical presence to take advantage of growth sectors
- Strong pipeline of contracted and works and opportunities across recruitment and building divisions,
- Established organisational structure
- Adequately funded to meet strategic growth plans

## Key Financial Information

At June 30 2018

**\$45M**

REVENUE

**\$17.4M**

TOTAL ASSETS

**\$5.4M**

GROSS PROFIT

**\$12.5M**

TOTAL LIABILITIES

**(\$976K)**

EBITDA

**\$400K**

EQUIPMENT  
FINANCE DEBT

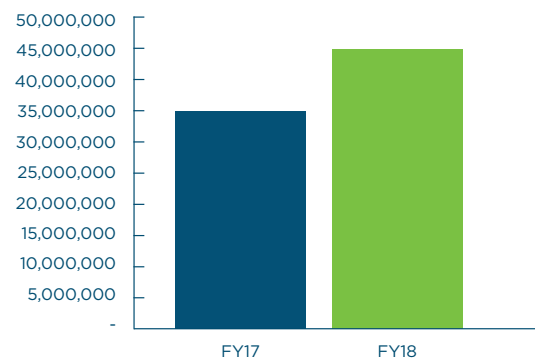
**(\$1.34M)**

NET PROFIT/LOSS

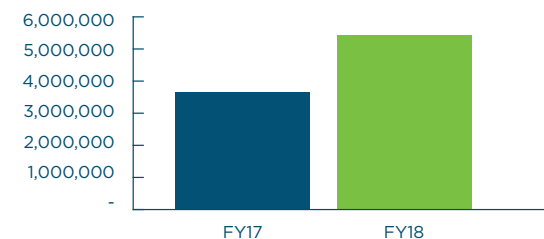
**\$6.6M**

FACTORED INVOICING  
FINANCE DEBT

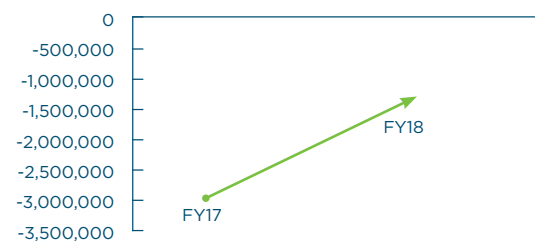
### Revenue



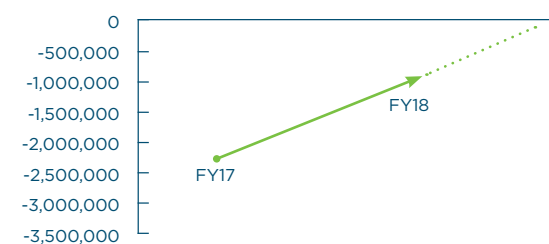
### Gross Profit



### Net Profit / Loss



### EBITDA



Company	Code	Mkt Cap (\$m)	Enterprise Value (\$)	Revenue (\$m)*	EBITDA (\$m)*	EV/EBITDA (x)
Ambition Group	AMB	8	6	102	0.9	6.7
Ashley Services	ASH	44	38	333	8.1	4.7
Clarius Group	CND	5	2	142	(0.9)	N/A
People Infrastructure	PPE	144	152	218	12.2	12.5
<b>The GO2 People Ltd</b>	<b>GO2</b>	<b>10.73</b>	<b>15.17</b>	<b>45</b>	<b>(1.2)</b>	<b>N/A</b>

\*AMB Y/e 12/2017, all others 6/2018  
Source: Company data, Morningstar





A PATHWAY TO  
POSITIVE NPAT



A PATHWAY TO  
DIVIDEND FLOW



SUSTAINABLE GROWTH  
IN REVENUE



WELL-ARTICULATED &  
EXECUTED STRATEGY



DISCIPLINED &  
RESPONSIBLE  
APPROACH TO CAPITAL  
MANAGEMENT



EFFECTIVE  
COMMUNICATION  
TO THE MARKET

## WHY INVEST?

✓	Management
✓	Growth Prospects
✓	Valuation
✓	Barriers to Market/Scale
✓	Meaningful Revenues
↗	EBITDA
↗	NPAT



# THE GO2 PEOPLE



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