



ASHLEY SERVICES GROUP

LABOUR HIRE | RECRUITMENT | TRAINING

Labour Hire | Recruitment



Training



2020 RESULTS

28 August 2020

IMPRESSIVE RESILIENCE DESPITE COVID IMPACTS

Quality result for FY20, broadly holding around FY19 levels despite COVID impacts

- Revenue of \$336.8 million, ↑\$50m or 17.1% on pcp*
- EBITDA of \$9.7 million, ↑\$0.6m or 6.8% on pcp (EBITDA adjusted for impact of AASB 16 – Leases was \$9.1m, in line with pcp)
- NPAT of \$5.1 million, ↓\$0.3m or 6.5% on pcp (NPAT adjusted for impact of AASB 16 – Leases was \$5.5m, ↑\$0.1m or 1.6% on pcp)

Operational excellence, the hard work behind the scenes

- Our staff have adapted and adjusted systems and operations to cope with demands of COVID
- This hard work has had a major effect in limiting the COVID impact on our operations

CCL Group delivers on the business case underpinning the acquisition

- First year of CCL Group delivered Revenue of \$48.9m ↑\$9.2m or 23% on pre-acquisition year
- EBITDA slightly up on pre-acquisition year with revenue from Victorian government infrastructure sector

Strong Balance Sheet & Cash Flow

- Conservative Balance Sheet with Zero Borrowings and significant borrowing facility headroom
- Strongest ever Operating Cash Flow of \$14.1 million

Dividend maintained and move to twice yearly

- One of a select few companies maintaining a dividend at last year's level (2.7 cents per share)
- Board is pleased to announce the move to twice yearly dividend payments

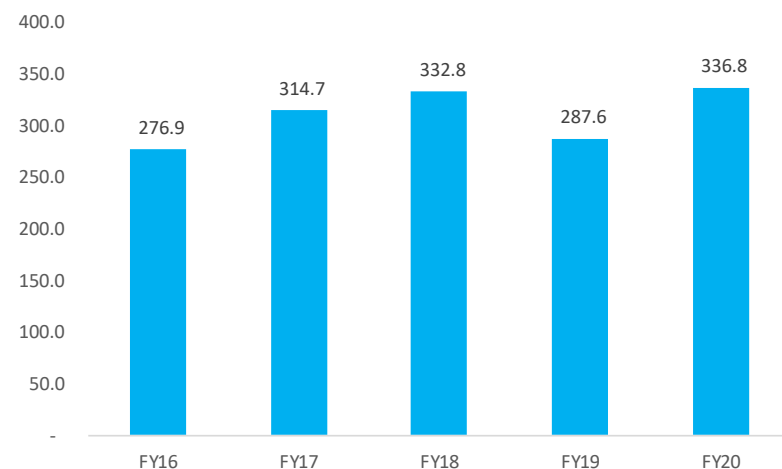
Impressive Safety Record continues

- The impressive safety performance of our company continues to represent world's best practice

* Prior corresponding period (pcp), being FY19

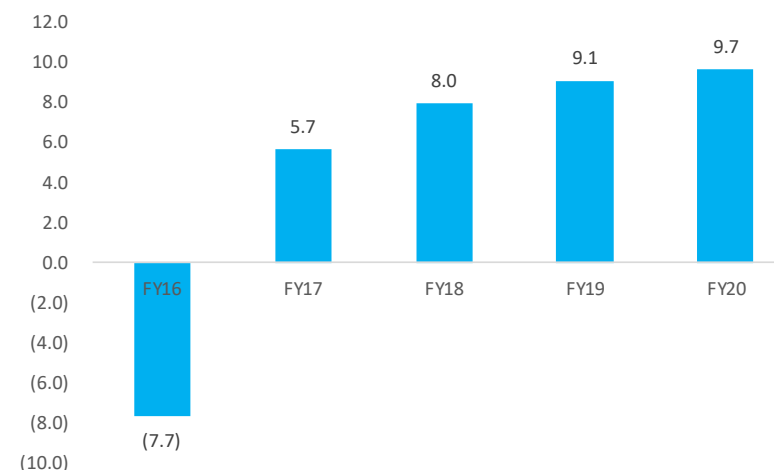
HARD EARNED CONTINUATION OF POSITIVE TRENDS

REVENUE FY16 - FY20

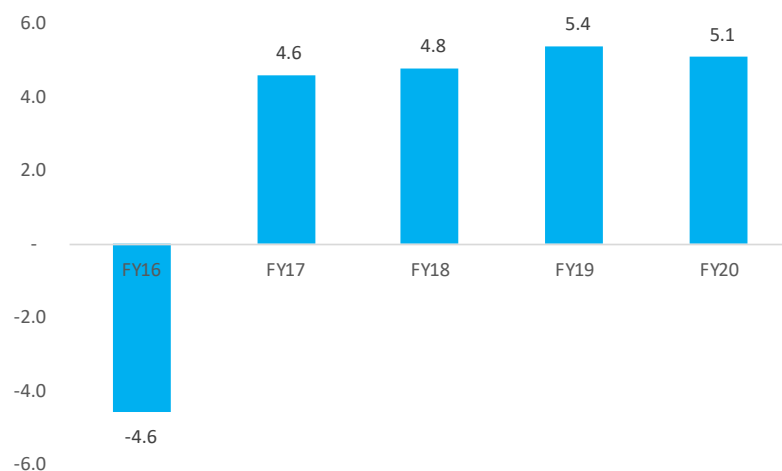


* FY19 decline due to exit of a major, marginally profitable, Action Workforce contract (FY18 \$59.2m)

EBITDA FY16 - FY20

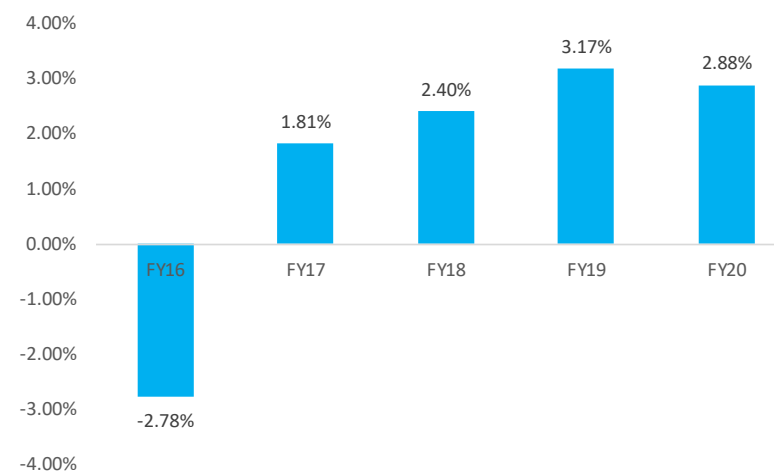


NPAT FY16 - FY20



* FY16 & FY17 reflects Underlying EBITDA & Underlying NPAT

EBITDA % FY16 - FY20



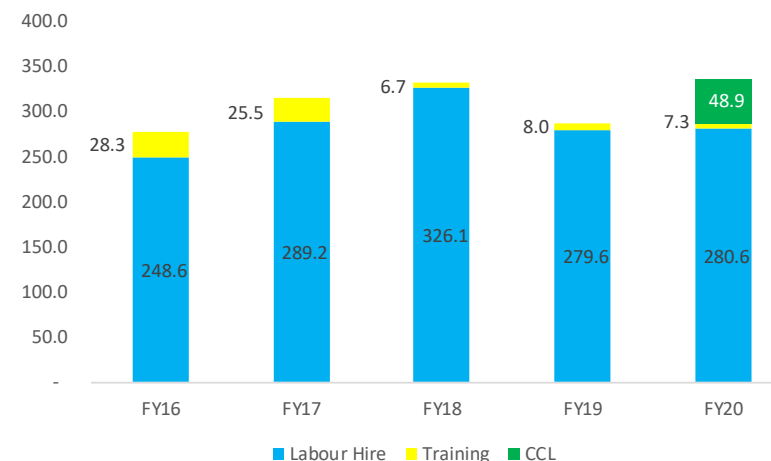
DIVISIONAL PROFITABILITY



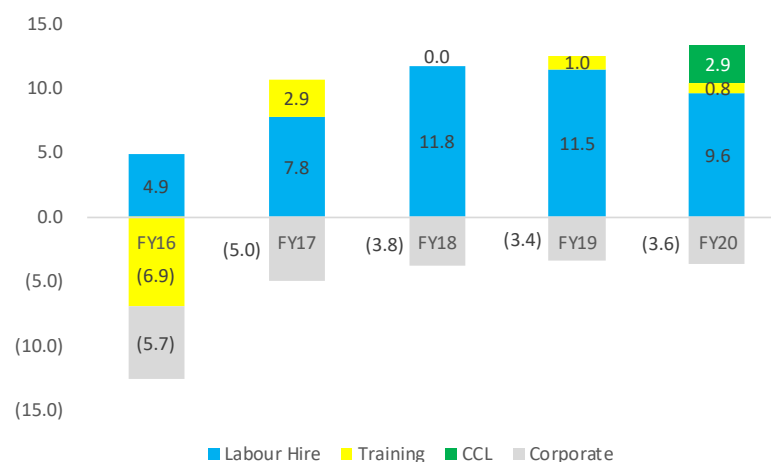
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- Labour Hire FY20 Revenue \$329.5m, ↑\$50m (17.9%) on pcg
 - CCL Group first year revenue of \$48.9m
 - Action Workforce revenue growth of 3.0%
 - Concept Engineering revenue reduction of 8.7% on pcg
 - Concept Recruitment Specialists which has absorbed Blackadder, experienced a revenue reduction of 13.9% on pcg
 - Training FY20 Revenue \$7.3m ↓\$0.7m (8.6%)
 - COVID impacts were felt across all divisions in H2
-
- Labour Hire FY20 EBITDA \$12.5m, ↑\$1.0m on pcg due primarily to first year of CCL Group (EBITDA \$2.9m)
 - Action Workforce slightly above last year
 - Concept Engineering down on pcg on lower revenues
 - Concept Recruitment Specialists launch resulted in additional start up costs
 - Training FY20 EBITDA \$0.8m, ↓\$0.2m on pcg, with a pleasing breakeven across COVID impacted H2

REVENUE by Division FY16 - FY20



EBITDA by Division FY16 - FY20



* FY16 & FY17 reflects Underlying EBITDA

210 Internal Staff

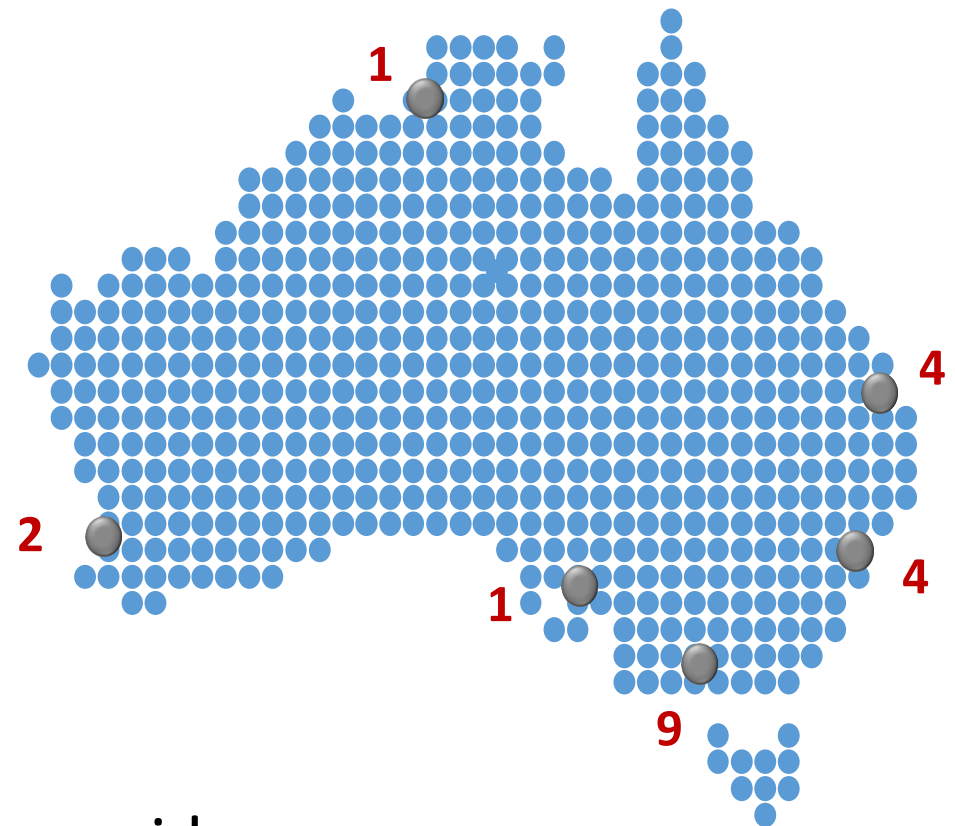
21 Offices

350⁺ Customers

5,000⁺ Weekly Workers

4.6 Years Tenure Top 20 Customers

Fully Integrated Labour Hire & Training provider





- Transport & Logistics
- Production/Process
- Manufacturing
- Horticulture



- Trades
- Engineering
- Technical
- Maintenance
- Construction



- Permanent Recruitment
- Fixed term Contract
- Executive Search
- HR & IR Consulting
- Payrolling Services



- Construction Labour
- Specialist Labour
- Labourers, Trades, Plant Operators, Steel Fixers
- Traffic Management Services
- Council permits
- Authority approvals

Our Multi Branded Labour Hire division
covers all of our Customer's
Temporary Labour & Recruitment needs



ASH Pty Ltd (RTO 20749)

- Business, Administration, Leadership, Management
- Early Childhood Education and Care
- Individual Support
- Ageing Support
- Disability
- Health Services Assistance
- Food Processing
- Warehousing Operations
- Civil Construction Plant Operations
- Telecommunications Technology
- Data & Voice Communications
- Foundation Skills



Australian Institute of Vocational Development Pty Ltd (RTO 40596)

- Early Childhood Education and Care
- Individual Support
- Ageing Support
- Disability
- Health Services Assistance
- Building & Construction
- Civil Construction
- Telecommunications Technology
- Data & Voice Communications



Australian Institute of
Vocational Development

Vocational Training Australia Pty Ltd (RTO 90804)

- Early Childhood Education and Care
- Individual Support
- Warehousing Operations



Tracmin Pty Ltd (RTO 51895)

- Civil Construction Plant Operations
- Ageing Support
- Disability



Our Training division has over 17 qualifications on scope,
delivered through 4 Registered Training Organisations
across three states: Victoria, Western Australia and Queensland

Consolidated Statement of Profit or Loss and Other Comprehensive Income

For the financial year ended 5 July 2020



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	05-Jul-20 \$000	30-Jun-19 \$000
Revenue	336,841	287,570
Other income	2,040	1,184
Employment costs	(321,668)	(273,995)
Depreciation and amortisation expense	(2,068)	(1,007)
Finance costs	(713)	(647)
Other expenses	(7,387)	(5,570)
Profit before income tax from continuing operations	7,045	7,535
Income tax expense	(1,976)	(2,111)
Profit from continuing operations	5,069	5,424
Profit/ (loss) for the period from discontinued	-	-
Profit for the period	5,069	5,424
Other comprehensive income	-	-
Total comprehensive Income for the period	5,069	5,424
Total comprehensive income for the half year is attributable to:		
Owners of Ashley Services Group Limited	4,667	5,424
Non-controlling interests	402	-
	5,069	5,424

Consolidated Statement of Financial Position

As at 5 July 2020



ASHLEY SERVICES GROUP
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	05-Jul-20 \$000	30-Jun-19 \$000		05-Jan-20 \$000	30-Jun-19 \$000
Assets			Liabilities		
Current assets			Current liabilities		
Cash and cash equivalents	8,063	6,784	Trade and other payables	18,517	13,900
Trade and other receivables	29,418	28,524	Current tax payable	1,634	307
Contract assets	154	571	Dividends payable	400	-
Other assets	1,745	1,444	Lease liabilities	723	-
Total current assets	39,380	37,323	Other liabilities	1,412	-
Non-current assets			Provisions	2,453	2,295
Property, plant and equipment	1,060	1,140	Total current liabilities	25,139	16,502
Right-of-use assets	2,345	-	Non-current liabilities		
Deferred tax assets	4,694	3,602	Borrowings	-	-
Intangible assets	9,322	3,200	Deferred tax liabilities	764	964
Other assets	92	-	Lease liabilities	1,716	-
Total non-current assets	17,513	7,942	Other liabilities	2,762	-
Total assets	56,893	45,265	Provisions	682	1,175
			Total non-current liabilities	5,924	2,139
			Total liabilities	31,063	18,641
			Net assets	25,830	26,624

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