



ANNUAL GENERAL MEETING MANAGING DIRECTOR PRESENTATION

NOVEMBER 29TH 2018,
PERTH WESTERN AUSTRALIA

The GO2 People Ltd (ASX:GO2)

This Annual General Meeting Managing Director Presentation has been prepared solely for the purpose of assisting recipients in deciding whether to investigate further a possible investment in the securities of The GO2 People and may only be used for that purpose. Market size estimates are based on available research but no warranty can be given to their accuracy. This presentation is not intended to provide the sole or principal basis of an investment decision or any other risk evaluation and may not be considered as a recommendation by The GO2 People, or any other person in connection with an investment in The GO2 People. Any recipient should determine its interest in acquiring securities in The GO2 People on the basis of the Annual General Meeting Managing Director Presentation and independent investigations that it considers necessary or desirable. An investment in The GO2 People should be considered a highly speculative investment that is subject to significant risks. Any party considering an investment in The GO2 People should seek independent financial advice. This presentation has been lodged on the ASX.



**THE
SOLUTION**

THE
GO2
PEOPLE

- Safety
- Flexibility
- Opportunity
- Partnership
- Reliability

**BUILDING
BLOCKS**



FOUNDATION

- Integrity
- Honesty
- Diversity
- Accountability
- Family





**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

✓	Management – Experienced Board and Management team established and aligned
✓	Growth Prospects – GO2 has consistently been in a growth state since inception. Our industry sectors are large and fragmented and the business is scalable
✓	Valuation – Comparative stocks show a huge potential upside in GO2's market cap and share price
✓	Barriers to Market/Scale - 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
✓	Meaningful Revenues – GO2 posted revenue of \$45m in FY18 and has averaged 50% annual year on year growth since inception
↗	EBITDA – 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
↗	NPAT – 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

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

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

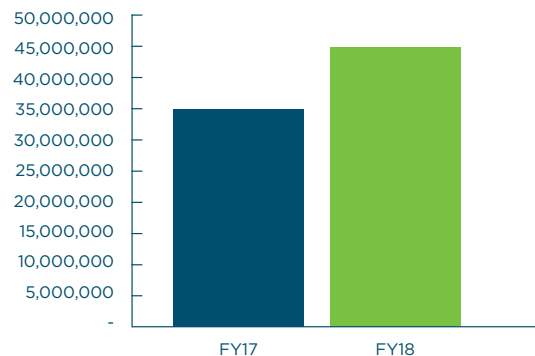
(\$1.34M)

NET PROFIT/LOSS

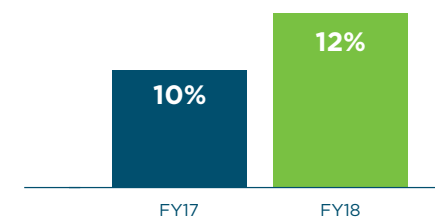
\$6.6M

FACTORED INVOICING
FINANCE DEBT

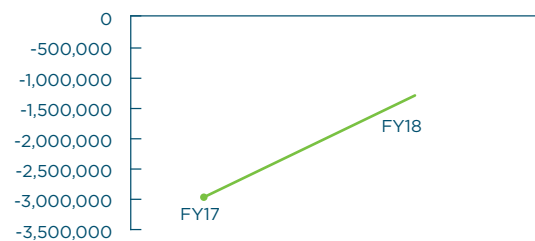
Revenue



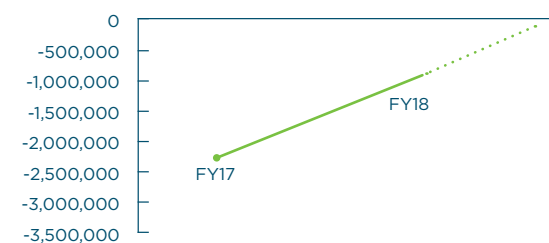
Gross Profit



Net Profit / Loss

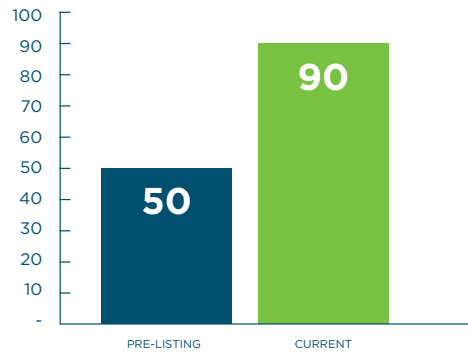


EBITDA



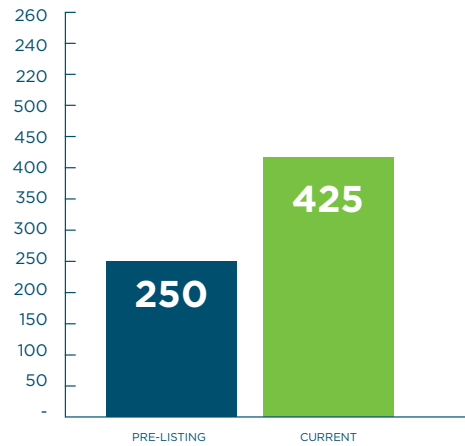
KEY METRICS SHOW GROWTH

Number of Billing Clients
PRE-LISTING VS CURRENT



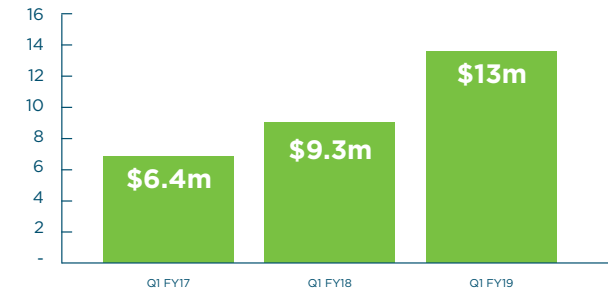
67%
MORE CLIENTS

Average Workforce Numbers
PRE-LISTING VS CURRENT

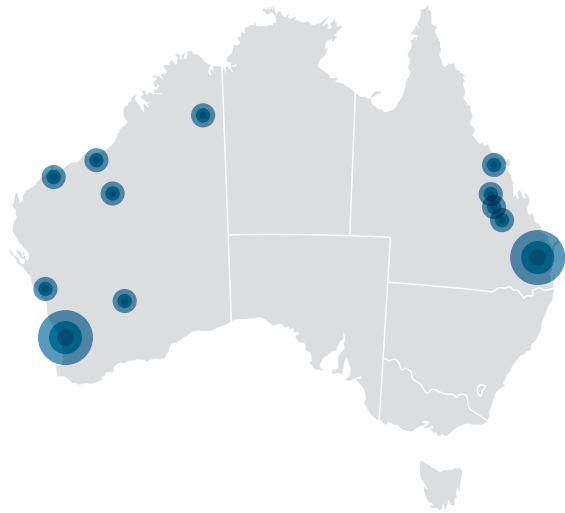


55%
MORE CANDIDATES

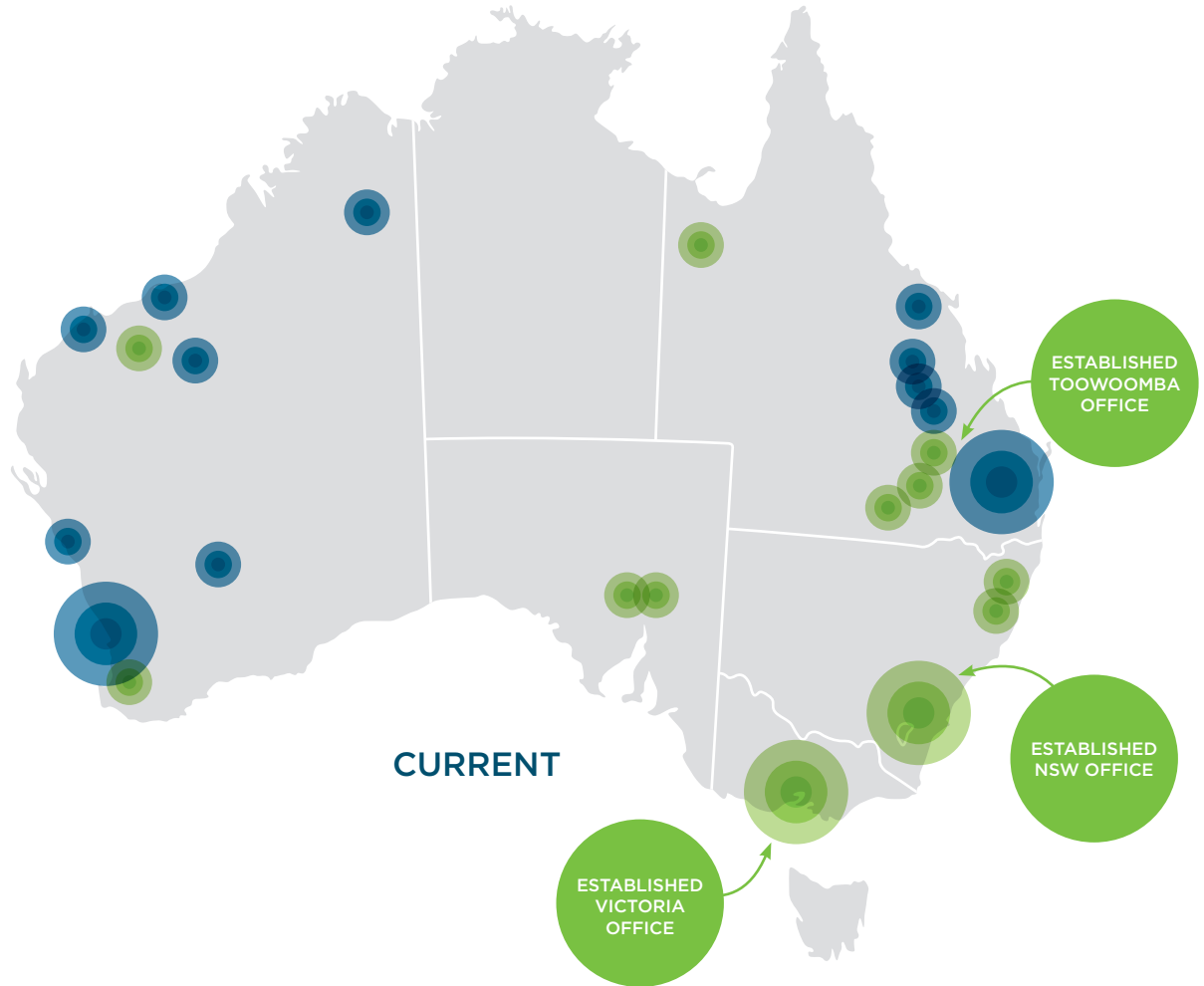
September QTR Revenue
YEAR ON YEAR





42%
AVERAGE INCREASE

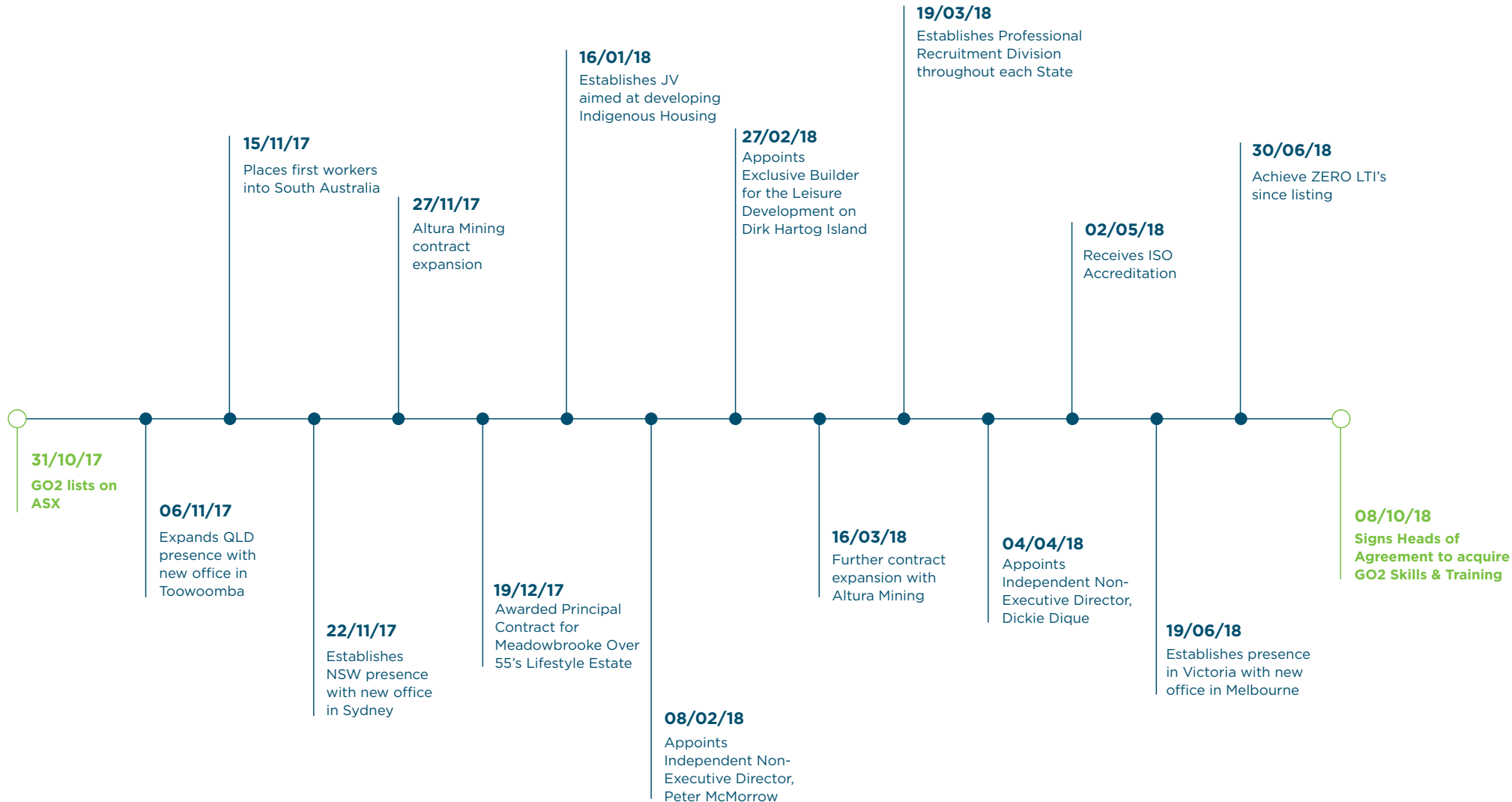


PRE-LISTING



CURRENT

-  Pre-listing locations
-  Current new locations





INDIGENOUS TRAINEESHIPS

✓	Employed full time Indigenous Coordinator
✓	20% by 2020 in WA – currently at 12%
✓	Launch of Dream Now Traineeship Program
✓	Commenced prototype for Indigenous Housing Solution



INDUSTRY OVERVIEW

RECRUITMENT / LABOUR HIRE

Temporary Staff Services - AU

* Statistics from IBIS World Industry Report N7212

REVENUE

\$26.4bn

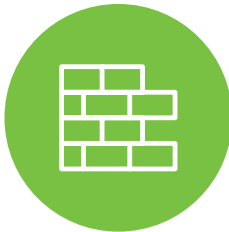
PROFIT (EBIT)

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

INDUSTRIAL RELATIONS - WORKPAC VS SKENE

✓	Case involved the uncertain employment status of a long term casual employee who performed regular rostered work for over 2 years.
✓	GO2's average length of engagement with each casual assignment is approx. 8 weeks.
✓	Potential impact for long term casual employees and the blanket casualisation of workforces but no impact on GO2 short term, project based assignments.

DOUBTFUL DEBTS - RCR EXAMPLE

✓	GO2 has comprehensive debtor insurance and, as a result, has limited residual exposure to the appointment of administrators to the RCR Tomlinson Limited Group.
✓	Current outstanding debt of approx \$1.5m has 92% insurance coverage.
✓	No material impact expected on the Company's FY19 revenue forecasts – projects largely completed (therefore insignificant reduction in revenue due to RCR administration); Company had reduced its exposure since initial RCR earnings downgrades in July 18; only one worker remained on site when Administrators appointed.
✓	Debts insured expected to minimise residual exposure.



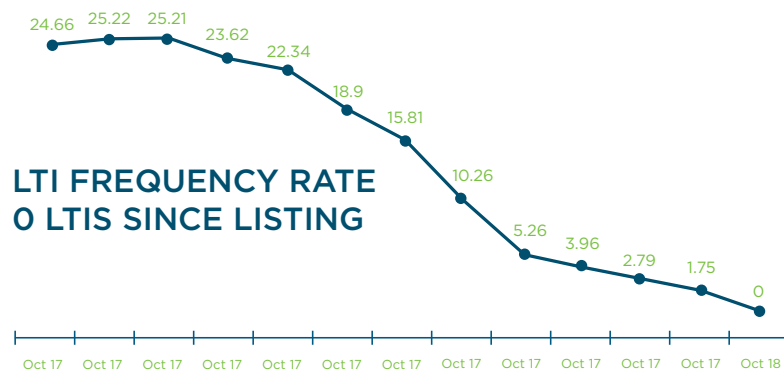
FULL TIME HSEQ MANAGER APPOINTED



ACCREDITATIONS RECEIVED



AS/NZS 4801 Occupational Health and Safety management systems
OHSAS 18001 Occupational Health and Safety management systems
ISO 14001 Environmental management systems
ISO 9001 Quality management systems





Queensland | New South Wales | Victoria | Western Australia
www.thego2people.com.au