



# Annual General Meeting

Building Better Futures

ambition

# AGM Themes

- Financials
- Summary
- Current priorities
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# 2017 Financials

	2017	2016	Variance
Revenue	\$ 101.9 m	\$ 115.3 m	(\$ 13.4 m)
Net fee income (NFI)	\$ 39.5 m	\$ 43.0 m	(\$ 3.5 m)
EBITDA	\$ 0.9 m	\$ 1.1 m*	(\$ 0.8 m)
NPAT	\$ 344 k	\$ 705 k	(\$ 0.361 k)
EPS	\$ 0.52	\$ 1.07	(\$ 0.55)

\* After restructuring charges

# Summary

- Disappointing result, adversely affected by slower than expected move to profit in Malaysia, plus localised issues in Singapore and Sydney
- However a number of very clear bright spots including revenue growth in Asia, real progress in London, and exciting developments in HaTCH
- We placed over 3,000 people in to new positions, fulfilling our purpose of Building Better Futures
- We have an engaged team of highly talented people, including around 190 front-line consultants

# Current Priorities: Capitalise on Asian Opportunities

- Last year NFI grew from \$14.7m to \$15.2m
- Contracting grew by 27%
- 83 consultants. Significant focus on IT recruitment, alongside finance, and marketing
- KL close to contributing to profits. Considerable demand from shared services centres
- Hong Kong and Singapore offices strong players in each market

# Current Priorities: Continue UK growth

- London office profit grew from A\$407k to A\$651k
- 30 consultants
- Focus 100% on professional services; true 'inch wide, mile deep'
- Current business largely legal firms and accountancy practices
- Growth opportunities with management consultancies and property firms

# Current Priorities: Fine-tuning in Australia

- Building client portfolio with balance between large corporates and mid-sized companies
- Continue contracting growth; in 2017 this comprised 50% of NFI
- Business development execs now totally integrated in to recruitment teams
- Hiring 'rookies' into Ambition Academy as trainee consultants
- Take advantage of Watermark opportunities in all 3 areas: interim management; executive search; board appointments

# Current Priorities: HaTCH

- Specialised recruitment offering for start-ups. Started in Asia, now also operating in Australia
- Forged partnerships with many private equity firms, co-working spaces etc.
- Offering staged payments for recruitment, primarily in IT
- Also providing advice on employment branding and all aspects of hiring
- Currently small % of NFI... but expanding





**Your Questions?**