



# FY21 Progress

January 2021

The GO2 People Ltd (ASX:GO2)  
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Issued by: The GO2 People Ltd  
Approved for Release by: The Board of the Company

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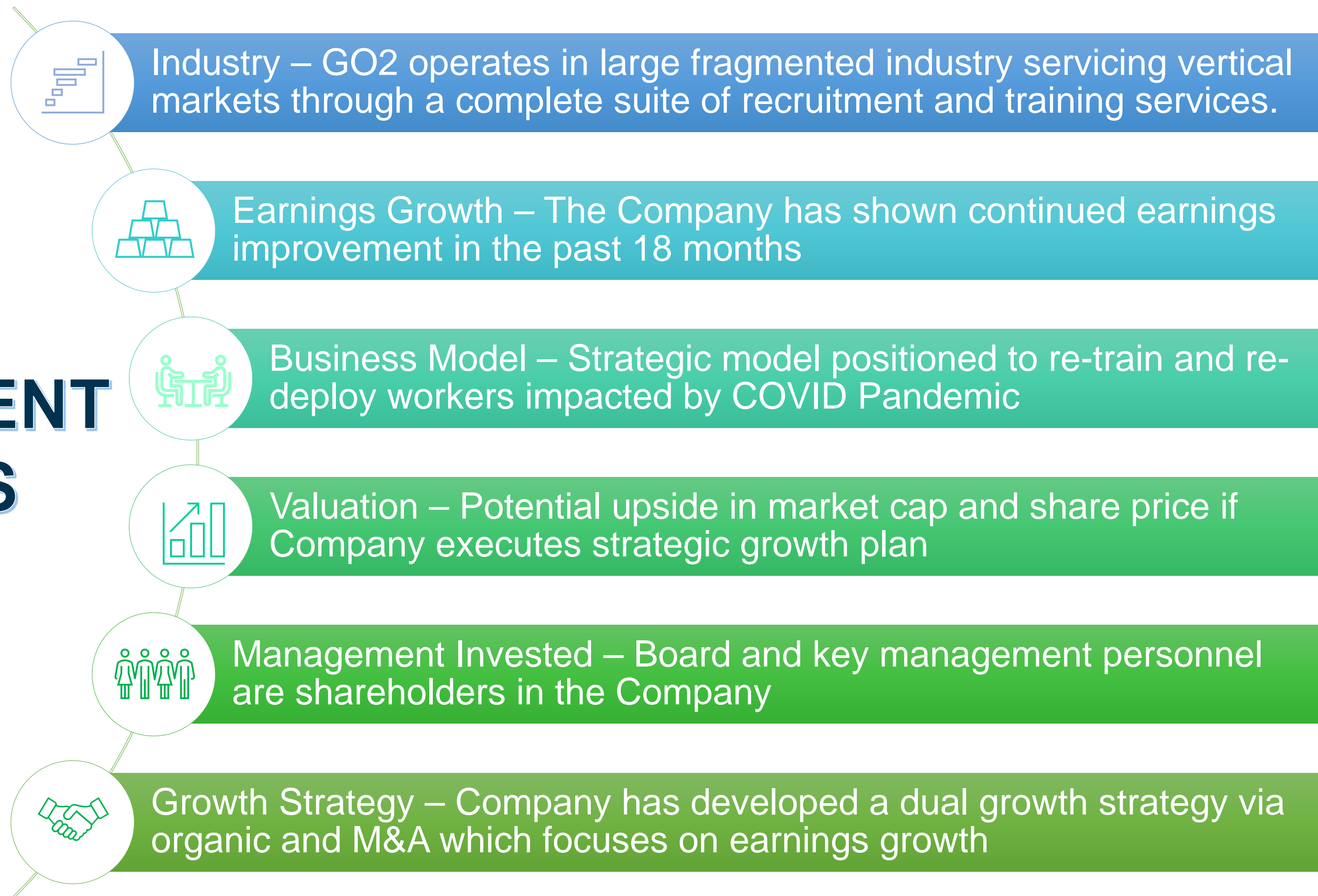
The GO2 People Ltd is a leading provider of total workforce recruitment and training solutions helping Australian business meet the demands of an evolving employment landscape.

The Company operates in key vertical markets including:

- Mining
- Infrastructure
- Construction
- Engineering
- Industrial



# GO2 INVESTMENT HIGHLIGHTS



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The GO2 People executed a consolidation plan in FY20 which focused on margin improvement, cost reduction, responsible capital management and profit improvement, in order to provide a platform for positive earnings and renewed business growth in FY21 via organic means and strategic M&A activity.

## GO2 Service Offering

- Mining
- Infrastructure
- Construction
- Engineering
- Industrial

- Labour Hire
- Blue Collar Permanent
- Training & Education

## Industry

## OPERATIONAL HIGHLIGHTS

- Highly experienced and aligned Board and KMP
- Significant financial improvement over the past 18 months
- Profitable and scalable business
- Established key client base
- Existing database of 250,000 + job seekers
- Deeply entrenched in key operating markets
- National Registered Training Organisation(RTO 40927)





Hunter Executive Search Consultants are a leading Australian recruitment company specialising in permanent and contract placements for the Resources, Engineering, Environment and Water industries.



## OPERATIONAL HIGHLIGHTS

- **Highly experienced and aligned management**
- **Profitable and scalable business**
- **Established client base with leading businesses**
- **Existing database of high quality talent**
- **Deeply entrenched in key operating markets**



# ACQUISITION STRATEGY CRITERIA MET BY HUNTER

# THE FULL SUITE OF SERVICES

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- Earnings Accretive
- Complimentary with cross sell potential
- Scalable with good growth profile
- Zero cash component
- Cultural alignment

- Mining
- Infrastructure
- Construction
- Engineering
- Industrial
- Environmental
- Water

- Combined GO2 / Hunter Service Offering
- Labour Hire
  - Permanent Blue Collar
  - Training & Education
  - Contract White Collar
  - Permanent White Collar
  - Executive Search

Industry

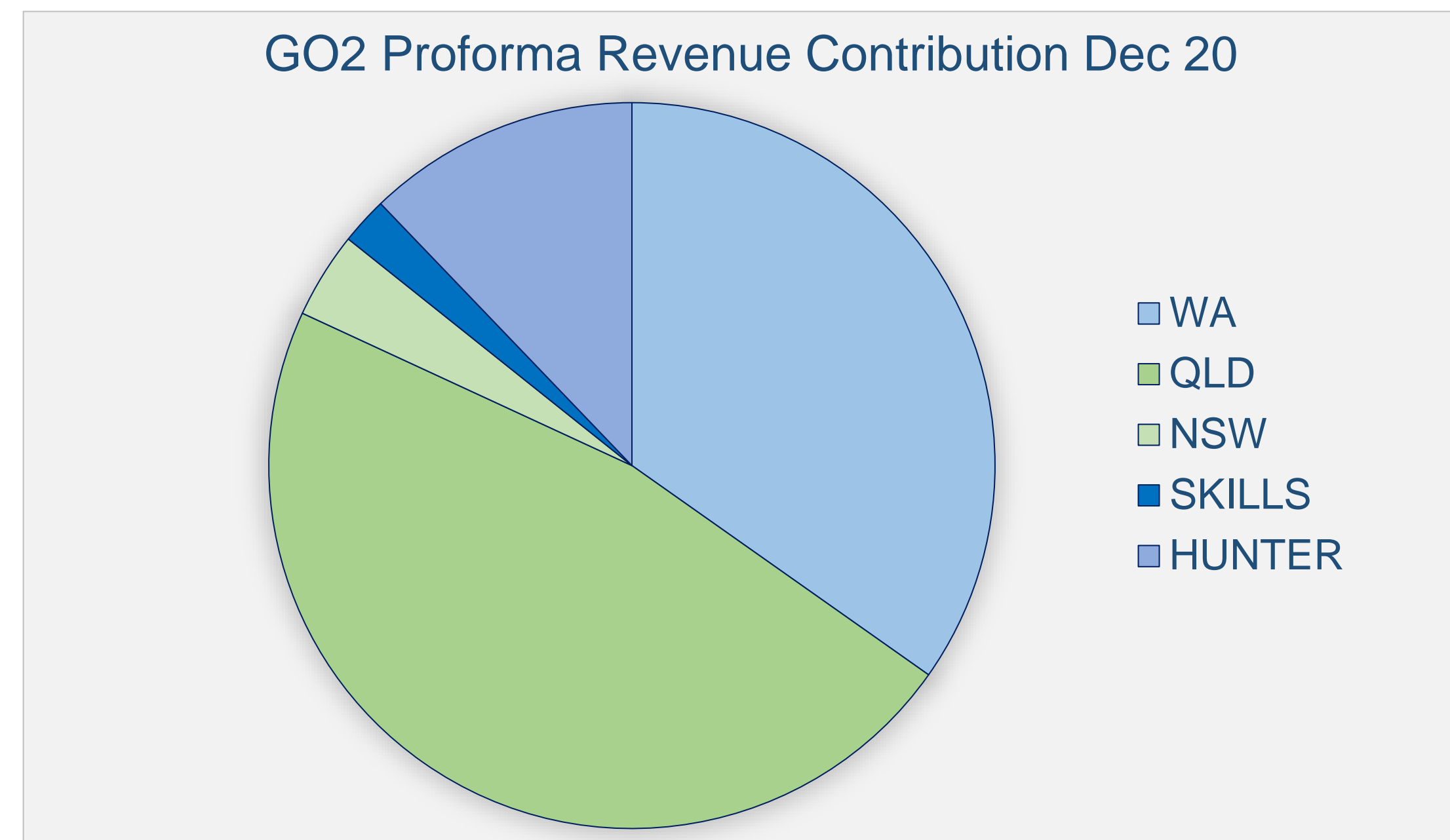
## ACQUISITION HIGHLIGHTS

- Completes a full circle of recruitment services for GO2
- Immediate ability to leverage services to stimulate organic growth
- Execution of deal attractive to future potential vendors
- Motivated and aligned KMP focused on earnings growth



## H1 FY21 Unaudited Pro-Forma Financials

The following Pro Forma Financial Information represents a hypothetical scenario combining the unaudited results of both GO2 and Hunter for the 6 month period ended 31 December 2020. The acquisition of Hunter remains subject to shareholder approval and the results of Hunter will only form part of the GO2 Group from the date of acquisition, and will not include the results disclosed below. The Pro-Forma Financial Information only represents what may have been achieved had Hunter been a part of the GO2 Group from 1 July 2020.



	GO2	Hunter	Combined
Revenue	\$12,285,000	\$1,700,000	\$13,985,000
Margin	\$1,335,000	\$515,000	\$1,850,000
EBITDA	\$183,000	\$350,000	\$533,000



## The Path to Future Growth

The Company views strategic acquisitions as a key component to future growth. It has developed a two tier acquisition strategy which focuses on immediate earnings upside whilst meeting key criteria which will allow for future organic growth once the Company accesses the synergies of the acquisition target. It also allows for diversification into new growth industries and bolstering our presence in our key geographic target markets.

### Acquisition Target Criteria

Earnings Accretive

Good Historical Cashflow & Capital Management

Operational Synergy with Cross Sell Potential

Scalable with Growth Prospects

Low Key Person Risk & Aligned KMP

Culturally Aligned

Cost Rationalisation

Minimal Cash Component Required

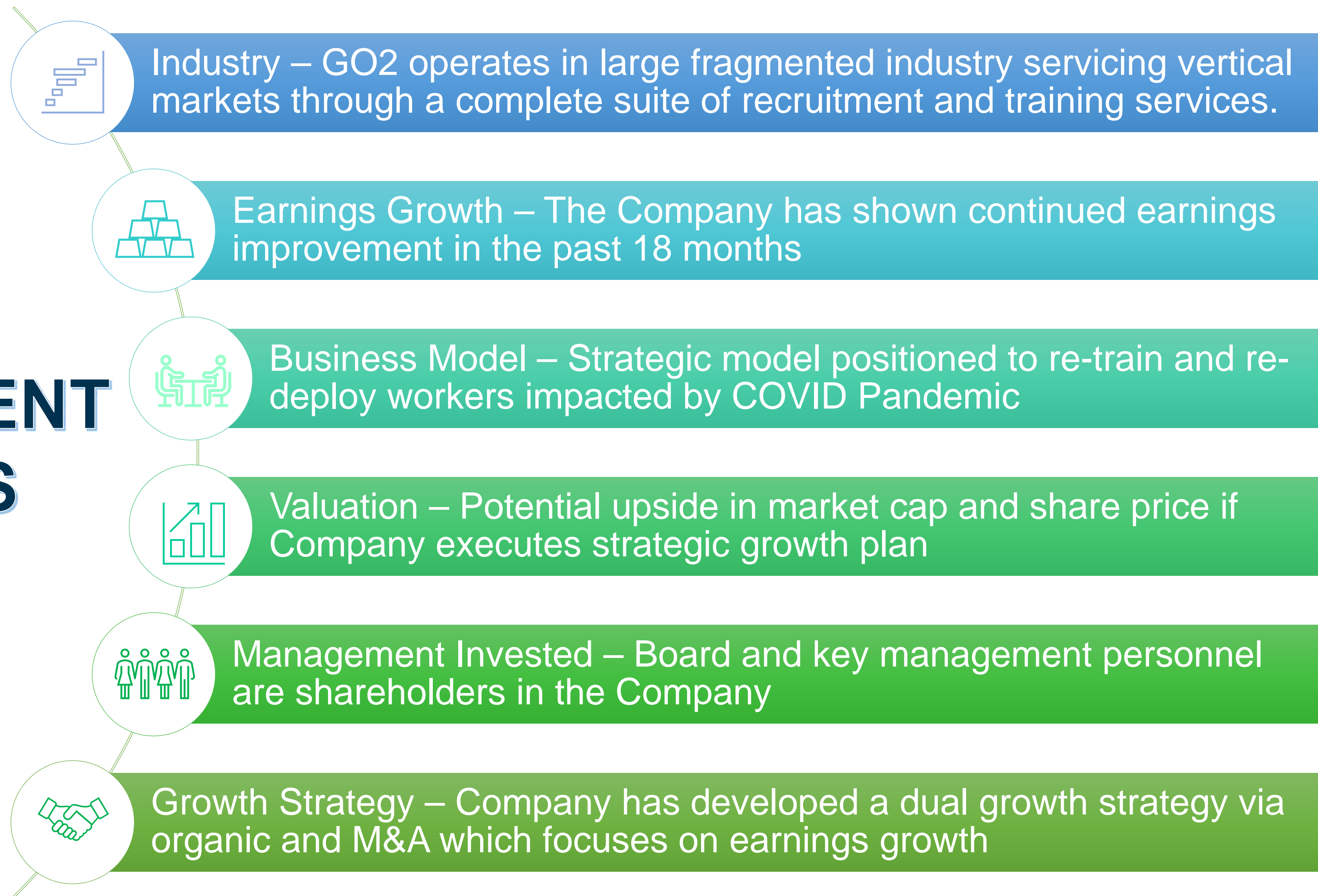
The Company is well placed through its business model to access organic growth. Key to this are tailwinds in its key operating sectors and the addition of new specialised recruitment capability offered through Hunter Executive.

### Organic Growth Avenues

- **Re-train and re-deploy:** GO2 has the business model ready made to take advantage of the Federal and State Governments' commitment to re-training and re-deploying the large number of workers in industries impacted by COVID-19.
- **Accessing acquisition synergies:** GO2 and Hunter will leverage their respective expertise to cross sell their respective services into one another's existing client base.
- **National Infrastructure:** Infrastructure projects being fast tracked nationally to stimulate job growth on the back of COVID-19, is creating demand for recruitment and training in infrastructure sector. High number of GO2 clients heavily involved in this space.
- **Strength of the Mining Sector:** Significant labour demand from existing GO2 clients, giving exclusivity to fill jobs across multiple sites, expected to drive growth given strong expertise in this sector.
- **Established service agreements with tier one businesses:** Preferred Supplier Services Agreements with high value clients to provide platform for revenue and improved earnings whilst offering significant cross-sell opportunities for GO2 training division.
- **Overhead stabilisation and capital management:** Proven ability to manage capital effectively and a stabilised cost structure, as evidenced in past 12 months, will continue to drive EBITDA improvement and margin sustainability.
- **Ongoing core and adjacent revenue expansion:** Ongoing focus on core recruitment business earnings supplemented by increasing demand and cross-selling opportunities for training business expected to assist with earnings expansion.
- **Increase training offering:** GO2 intends to continue to build out its online and face to face training and education offering



# GO2 INVESTMENT HIGHLIGHTS





WA | QLD | NSW

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