

THE GO2 PEOPLE RELEASES FY21 FOCUS PRESENTATION

22nd September, 2020: The GO2 People Ltd (ASX:GO2) ("The GO2 People" or "the Company") is pleased to release its FY21 Focus Presentation."

Managing Director, Billy Ferreira: "Our team are genuinely excited with the FY21 strategy and the key areas of focus, and we have kicked the year off positively. Further improvements across all areas of the business remain vital to the successful execution of the strategy and a lot of emphasis will be placed on building on the momentum created in FY20.

Our business model is well positioned to take advantage of tailwinds in our dominant operational sectors which will provide a good platform for the Company in FY21. Exciting developments to further increase our capability in both the recruitment and training divisions will also provide access to new markets and revenue streams. We're very optimistic about what lies ahead in FY21."

- **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 and industry impacted by COVID-19.
- **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.
- **Strategic M&A opportunities:** Significant potential of enhancing service offering through strategic M&A to further improve earnings and improve Group expertise.



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Issued by: The GO2 People Ltd
Approved by: The Board of The GO2 People Ltd

For more information, please contact:

Paul Goldfinch
Executive Director
The GO2 People
0479 193 903
paulg@thego2people.com.au

Matthew Thomson
Chief Financial Officer
The GO2 People
08 6151 9200
matthewt@thego2people.com.au

About The GO2 People

The GO2 People Ltd (ASX:GO2) is a leading provider of vertically integrated recruitment and building services to industry throughout Australia. The day to day operations of the company are underpinned by strong core values and an ethical approach to business principles which drive innovation, collaboration and an ongoing commitment to continuous improvement.

The company's Recruitment Division provides tailored staffing solutions to a range of industries with a client base that includes a number of national and multinational blue chip organisations across the construction, resources and industrial sectors.

GO2 Skills & Training is a nationally Registered Training Organisation (RTO 40927), delivering both accredited and non-accredited workplace training and education courses. To learn more please visit: www.thego2people.com.au

