

13 June 2018

## 121 Tech Investment Presentation

Nvoi Limited (ASX:NVO) ('Nvoi' or 'the Company') will be attending and presenting at the *121 Tech Investment Conference* in Hong Kong on the 13<sup>th</sup> – 14<sup>th</sup> June 2018 at the *Grand Hyatt Hotel*.

The conference focuses on connecting growth stage tech companies from around the world with the tech investment and finance community.

A copy of the presentation is attached.

**-ENDS-**

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### About Nvoi

Nvoi is Australia's only open market workforce-as-a-service platform that directly connects employers and skilled professionals, eliminating the friction points in contract workforce management. Our platform ensures low predictable costs, is performance based, easy to use, available 24/7, and provides freedom from administration. Unlike the traditional contract workforce management systems, Nvoi is the employer of record, providing instant engagement between hiring managers and rated skilled professionals, and automated back office processing at an affordable price. Nvoi's dual purpose provides value to Employers while giving Employees the job satisfaction they crave.

**For Businesses:** Nvoi gives employers a way to quickly fill vacancies with qualified, verified and rated professionals, at a fraction of the time, cost and hassle of existing processes.

**For Individuals:** Nvoi empowers individuals to control their careers, monetise their skills, work flexibly and create fulfilling careers all within our easy-to-use 24/7 platform.

Website: [www.nvoi.com.au](http://www.nvoi.com.au)



nuoi

Disrupting HR:  
**Entering a new growth phase**

Michael Bermeister (CFO)

**JUNE 2018**

# Disclaimer

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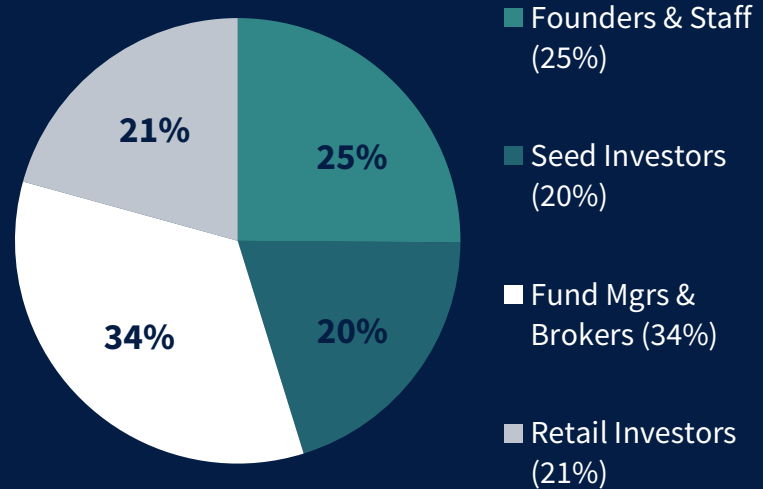
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# Corporate overview

Ticker	ASX: NVO
Ordinary Shares	311,818,267
Restricted Ordinary Shares	103,132,352
Options	23,513,334
Share Price	\$0.01
Market Cap	\$4m
Cash at Bank	\$2.2m (as at 31 Mar 2018)

Top 3 Shareholders	
Ordinary Shares	311,818,267
Restricted Ordinary Shares	103,132,352
Options	23,513,334

## Capital structure (%)



# Who is Nvoi?

The only *digital end-to-end solution*  
for managing a contractor workforce.

# Nvoi is disrupting the status quo

Digitising the acquisition and management of human capital, leading to greater efficiencies and competitive advantage for clients.



**Cloud based platform**

**Directly connects** employers seeking skilled contractors and contractors seeking project work

**Eliminates the multiple steps** involved in the traditional hiring process

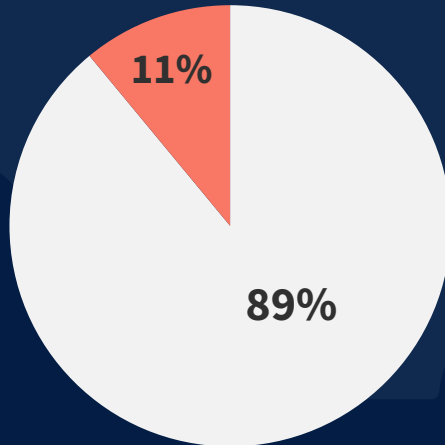
**Significantly reduces** time, admin and cost

# The Global shift towards Contract Work A Massive Market and Growing Fast

**3.2m contract workers in Australia by 2020**

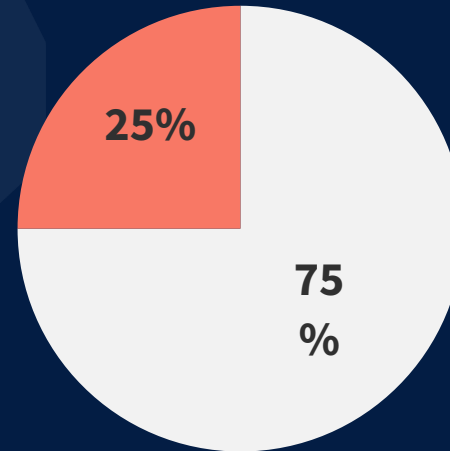
**11% in 2015**

**1.3m**



**25% in 2020**

**3.2m**



# The way enterprises work is changing driven by technology and behavior



Shifting from a Traditional  
Manual Recruitment Process  
to a Digital Process

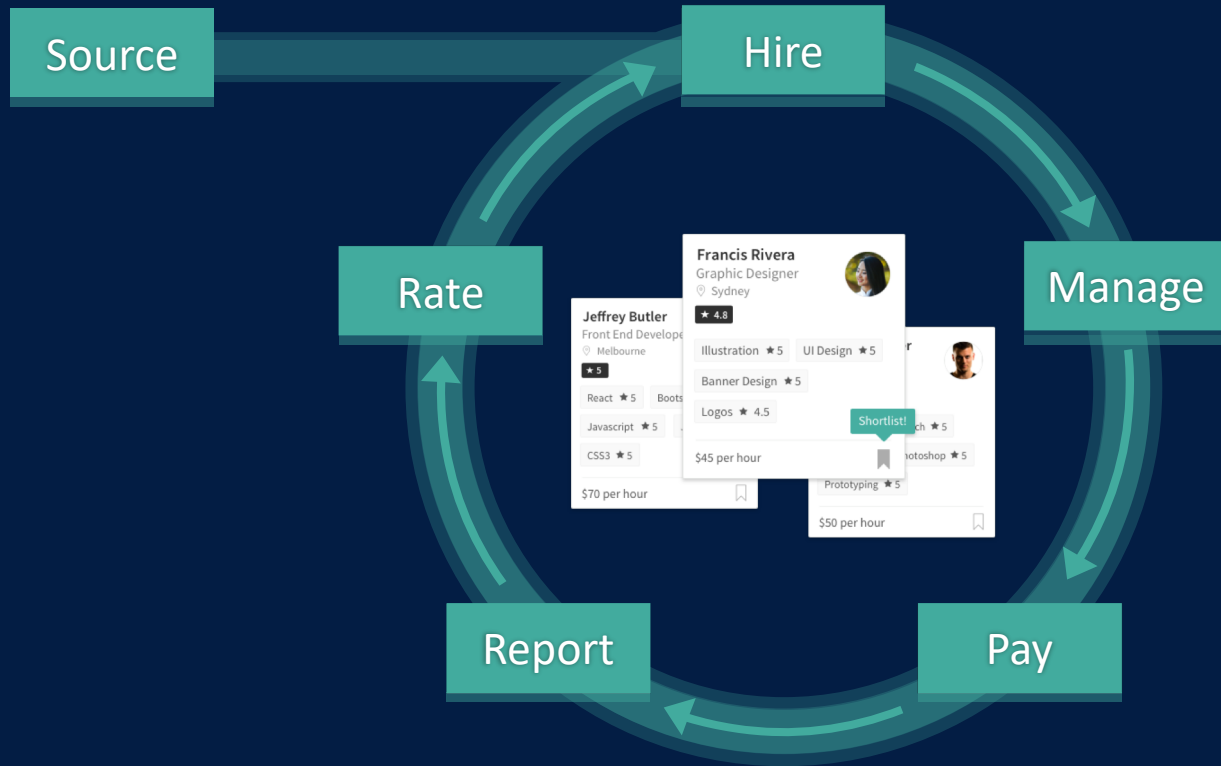


Shifting from a high, fixed  
cost of labor to a low,  
variable cost



As technology explodes,  
access to skills becomes the  
new currency

# Nvoi automates the end-to-end contractor cycle



# Nvoi's end to end differentiates us from other HR-Tech

	Job Posting	Candidate Search and Matching	Focus on Speed to Hire	Skilled contract work	Candidate Vetting	Ratings of employers and candidate	Employer of record	Cost Efficient
<b>Nvoi</b>								
<b>Hiring solutions:</b> Livehire, GooRoo			-		-	-	-	
<b>HR technology services:</b> CV Check, Xref, Reffind	-	-	-	-			-	
<b>Platforms for casual work:</b> AirTasker, Freelancer		-		-	-		-	
<b>Job Boards:</b> Seek, CareerOne, Indeed, LinkedIn		-	-	-	-	-	-	-
<b>Traditional Recruiters:</b> Hays, Hudson, Michael Page	-		-			-		-

# Strong Leadership team



**Alec Bashinsky**

Non-Executive  
Director

- 30+ years' experience in global talent transformation
- Previously CHRO Australia and APAC Regional Talent Leader for Deloitte.
- Rebuilt HR teams globally with Deloitte, Cisco, Peoplesoft and Toys R Us.
- Non-executive director for the Diversity Council of Australia.



**Pamela Cass**

Non-Executive  
Director

- Senior marketing executive with 20+ years' experience
- Held senior marketing management positions within global software and hardware providers.
- Currently Vice President of marketing for VMWare Asia Pacific and Japan.



**Andrew Dutton**

Chairman

- Experienced Chairman and Director.
- Currently Chairman of SAI Global Ltd.
- Previous roles with IBM in Hong Kong and Tokyo, CA Technologies in London and New York, Visa International in Singapore and BEA Systems based in London.
- Led and grew VMWare across Asia Pacific.



**Jennifer Maritz**

CEO & Executive  
Director

- 25+ years of experience in business and the IT sector.
- VP of Global Complex Sales at IBM covering more than 16 countries.
- Chief Operating Officer for IBM APAC Global Business Services, and CFO of IBM's Global Business Outsourcing division.
- Chartered Accountant and a member of the Australian Institute of Company Directors.



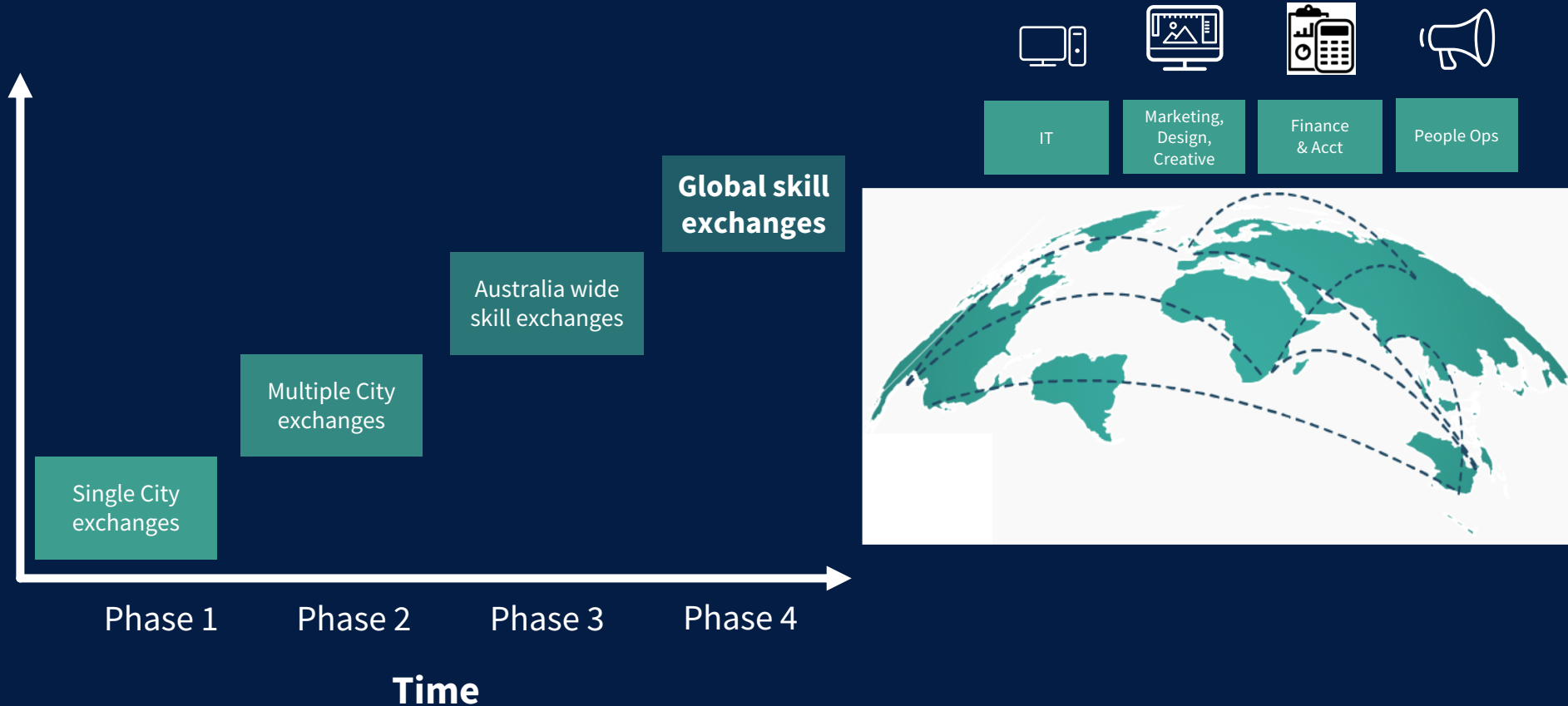
**Michael Bermeister**

CFO & Company  
Secretary

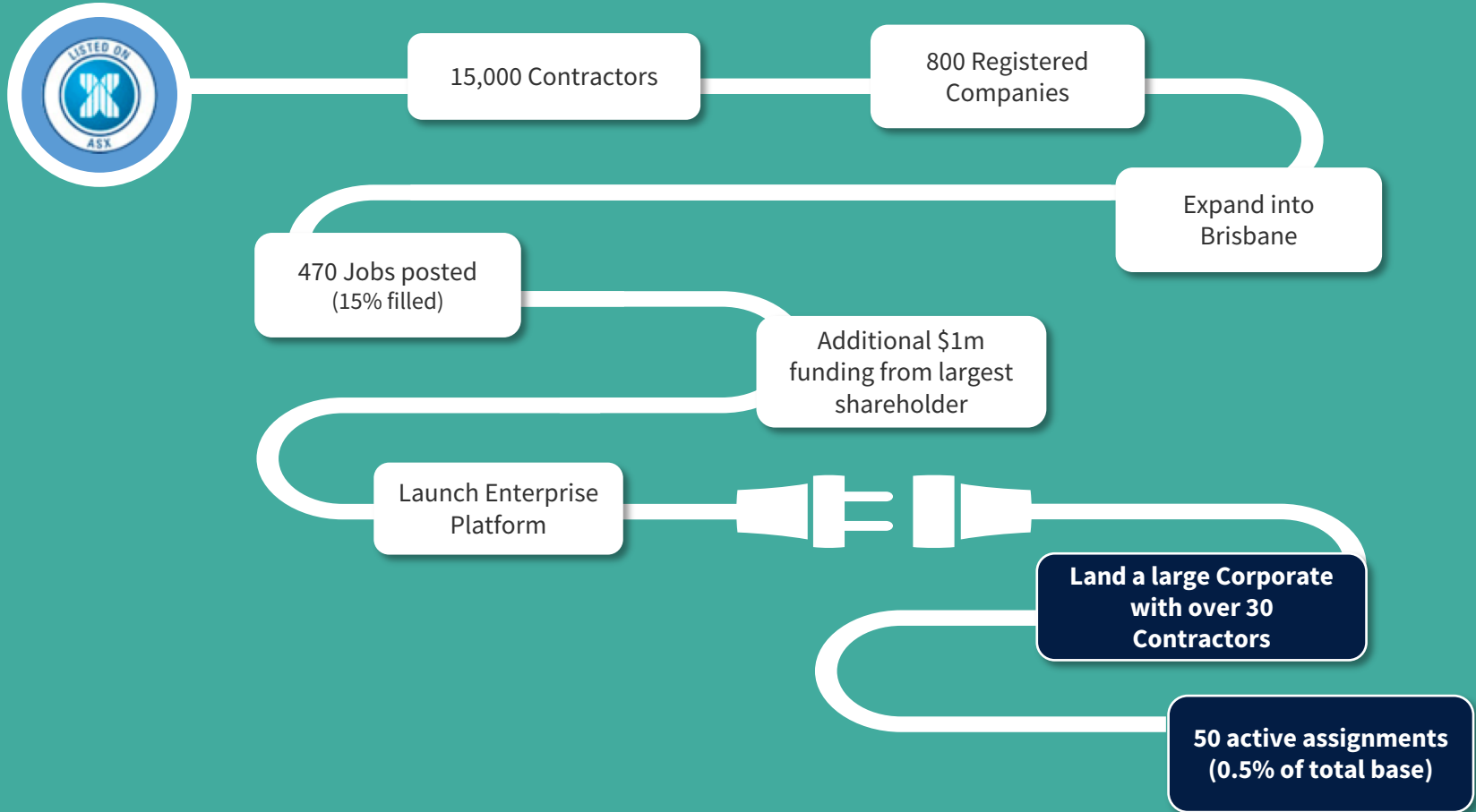
- Credentials covering strategic planning and financing and building (and retaining) high performance human capital teams for NASDAQ and ASX listed entities.
- Executive positions at Oracle, Sybase, Talent2 and Adept Business Systems.
- Chartered Accountant and a member of the Australian Institute of Company Directors.



# Increased connectivity will inevitably drive towards a single global talent market



# Our achievements and short term milestones

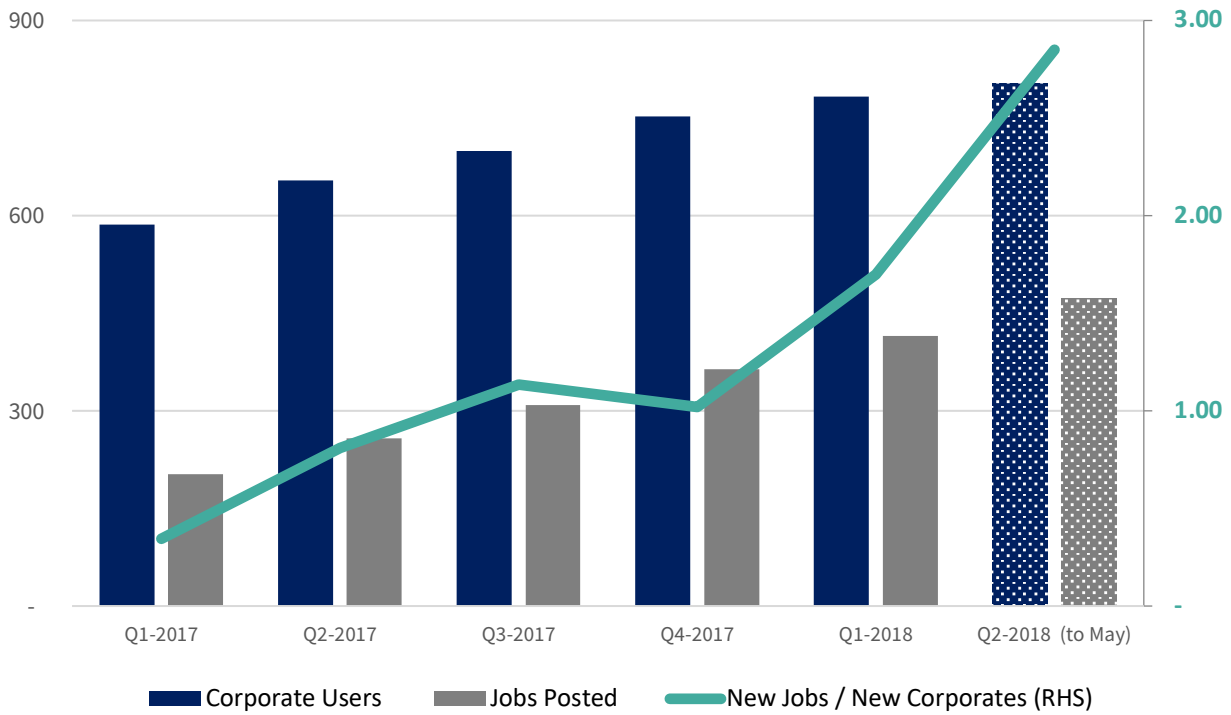


# Increasing engagement among corporates

**550% increase** of jobs posted at initial  
corporate registration

The background features a series of overlapping, layered shapes in shades of teal and grey, creating a sense of depth and movement. The shapes are irregular and layered, with the teal shapes generally in the foreground and grey shapes behind them. The overall effect is a modern, abstract graphic design.

# Growing number of Corporate acquisitions, with increased usage



**Corporate Users**  
26% increase in 12 months to May

**Jobs Posted**  
94% increase in 12 months to May

**New Corporate engagement (New Jobs / New Customer sign ups)**  
550% improvement in 12 months to May

# Clients hiring via our platform

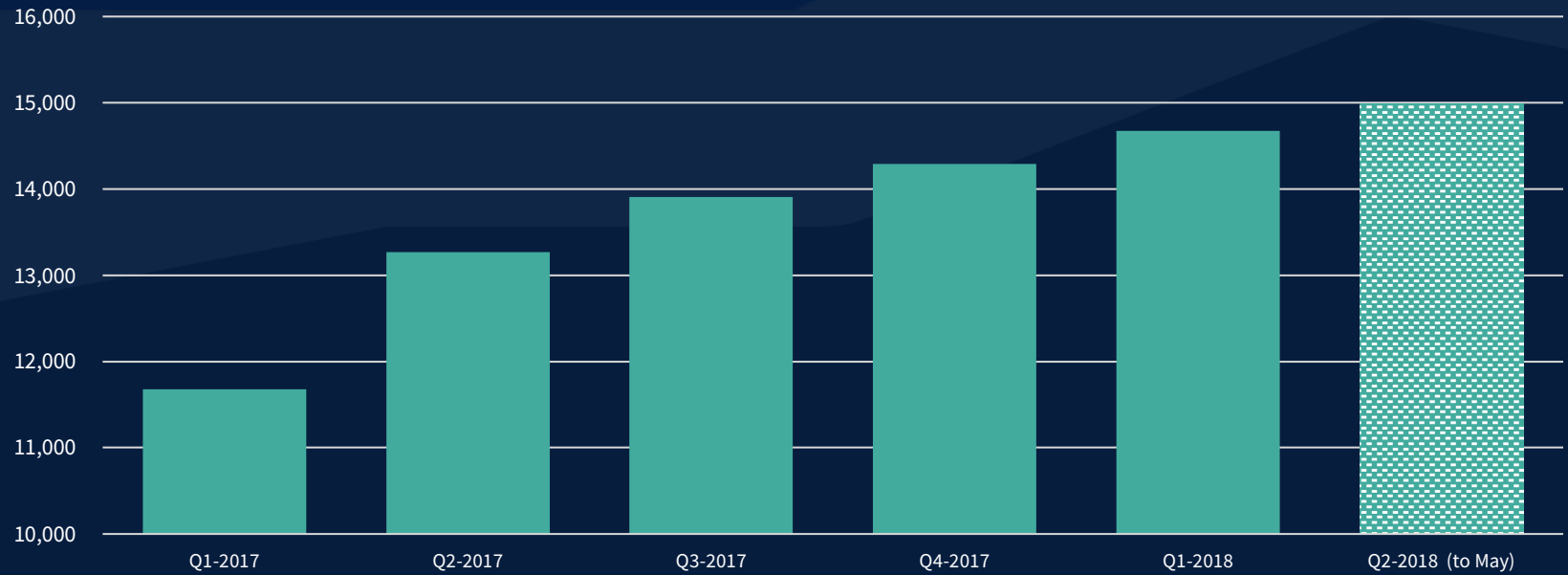


SME's



# Contractor acquisition growth

## Registered Contractors *(cumulative)*



# Why our Users enjoy working with Nvoi

## Employers



"I filled a key role in 24 hours"

Aubrey Sonnenberg  
Founder







"A really easy way to find, engage and administer talent. Ideal for start-ups like ours"

Gavan Farley  
CEO







"Nvoi delivered the right skills within 12 hours, can't recommend Nvoi enough!"

Krish Patel  
Entrepreneurs and Emerging Companies  
Tax Partner at BDO





## Employees



"I can select projects that best fit my interest, skills and lifestyle"

Chloe Carlini  
Graphic Designer






"Nvoi provided the flexibility to work from home and support my family"


Ricardo Iniesta  
Experienced Marketing Manager






"Nvoi has taken the stress out of looking for clients"

Rosie Ren  
Graphic Designer





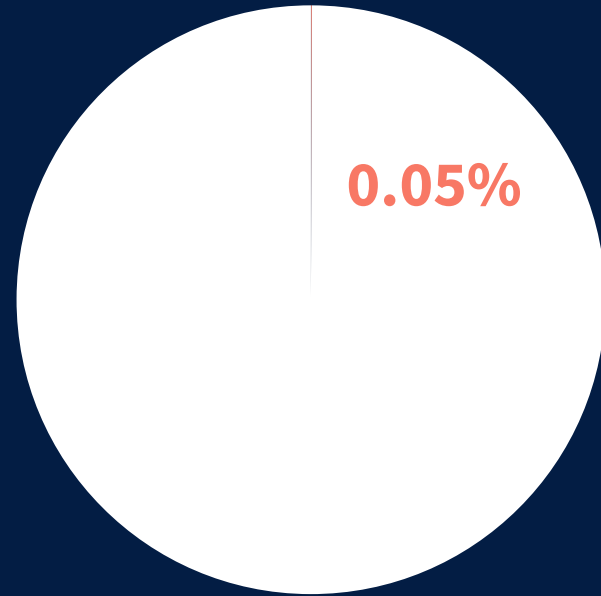
**Nvoi's flat fee of \$2.99/hr  
eliminates unnecessary charges  
from recruiters**

**Up to 75%**  
client savings

To breakeven Nvoi needs only  
**0.05%** of the Australian market\*

*\*Based on 775 contractors working on a full time basis (35 hours a week for 52 weeks) and using 2015 statistics.*

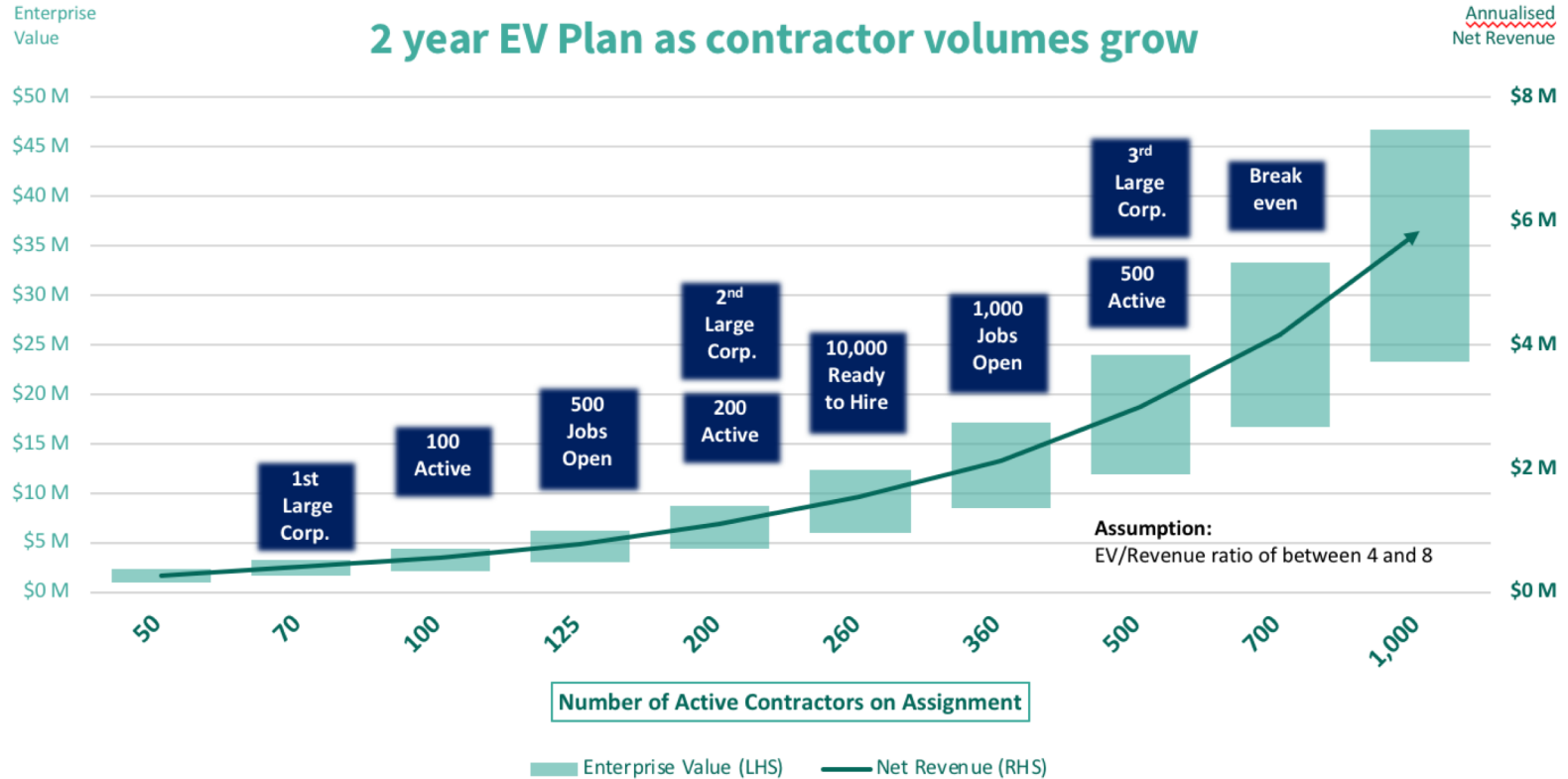
Market Share to Breakeven



■ Nvoi

■ Total market

# Impact of momentum on revenue and enterprise value



# Key investment considerations

Opportunity  
abounds



Unique  
Technology



Skilled  
Leadership



Momentum  
building



**Large addressable  
market**

3.2m contract workers  
by 2020  
0.05% required to break  
even

**Proprietary Platform  
developed over 6 years**

Reduces time to hire from  
68 days to hours and  
minutes

**Engaged Leadership  
team**

Collectively 171 years of  
global experience in Tech,  
HR, across Corporates  
and Start ups

**A growing corporate  
client base**

550% improvement in  
Corporate Engagement  
over last 12 months