



25+ million IT vacancies advertised
each year from 12 M companies.
\$14.1B cost to screen applicants.
45% of bad hires are attributed to
poor screening processes.

Gooroo has built unique selection
science technology that will
transform how tech professionals
are hired & grow their careers -
forever.



No one knows more about tech talent

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The technology recruitment sector is severely strained.

- The increasingly transient nature of the sector is adding pressure on organisations to **retain talent**
- The work that tech talent want to do is often misunderstood by hiring managers and recruiters, creating **deep frustration & cost**
- **Qualified** tech talent is very hard to find as demand continues its global rise
- Hiring tech talent relies on a **deep knowledge** of technology concepts & platforms – a skill which hirers typically don't have
- There is **no certitude** in how individuals represent their skills on their CV, adding cost & time to the recruitment process

“More than 85% of organizations believe they need to win the war for tech talent to secure a competitive advantage” ¹

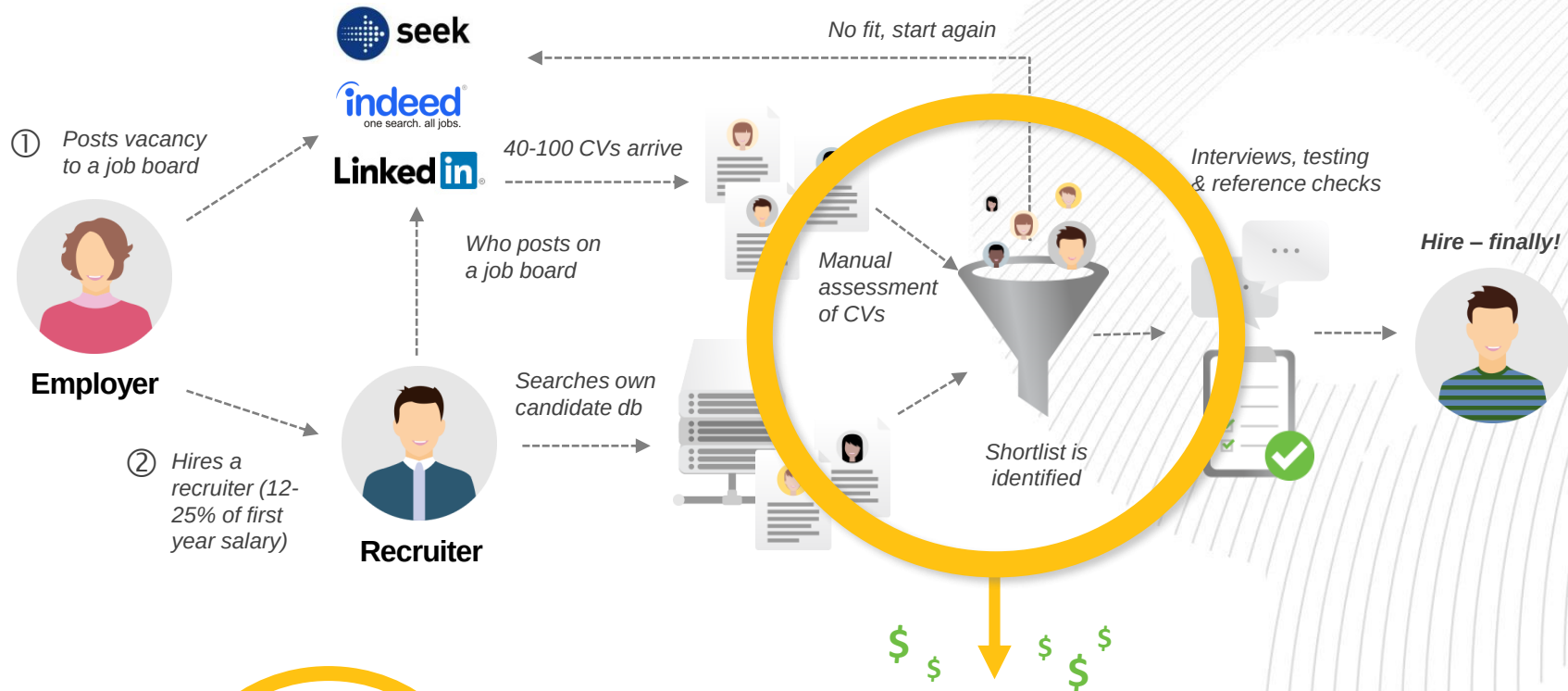
“Organisations spend up to 60% of their time shortlisting candidates for a specific job” ¹

\$1.14 trillion will be added to global GDP through new, faster and better matches by 2025 ²

1. Accenture Strategy Survey (2016)

2. McKinsey Global Institute “A labor market that works” (2015)

There exists **no efficient & reliable** way to accurately shortlist tech talent without human intervention.



Gooroo is focused on eliminating up to 90% of these costs while reducing costly churn

\$14.1B* of time is spent just in this filtering & shortlisting stage

* A product of the average time to assess a candidate application, hourly rate of assessor, number applications per job & number of vacancies each year

Gooroo has now changed the playing field.

- Employers can access a **global registry** of tech talent where individual's credentials are **verified**
- Applicants are automatically assessed against their **skill & cultural alignment** to a role
- A decision to hire is made based on the candidate most likely to contribute to a team's **performance**
- Candidates are **paid** by employers to consider their opportunity
- Candidates can 'set and forget' – they will only be contacted when **well matched** opportunities are found
- Interviews are about **building a relationship** & less about verification & testing
- Up to **90% of the costs** of filtering and shortlisting talent, and over **50% of the elapsed time**, will evaporate from a hiring process
- **Churn** will become a problem of the past

Goroo's artificial intelligence technology delivers **science to candidate shortlisting & selection.**

Goroo is the only platform that truly knows tech talent

- Combines verified skills, mindsets and behaviors to determine role and team fit
- Requires the verification of an individual's capabilities
- Defines an individual's capacity to grow
- Matches an individual to the work they want to do

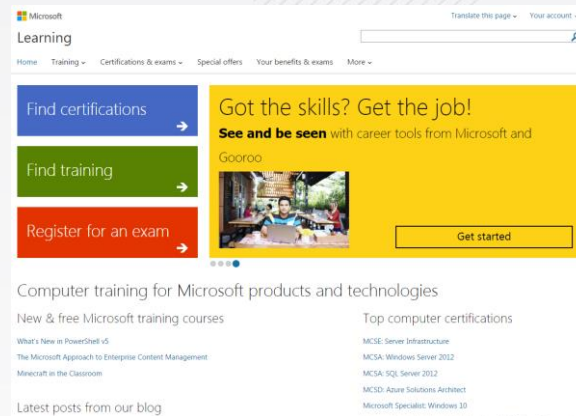
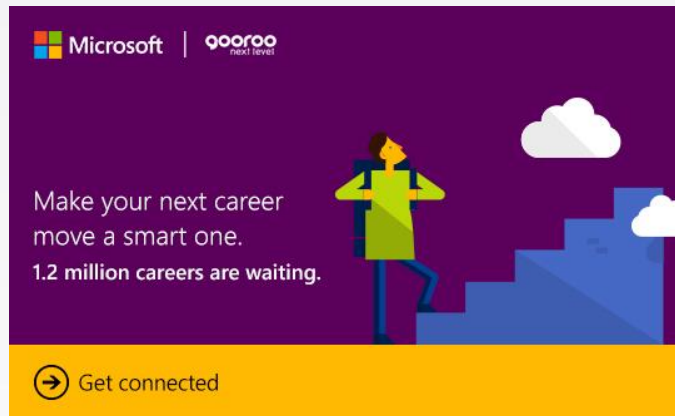
Goroo Skillspace

- Defines how skills in IT relate to form roles & career pathways
- Predicts salary & market demand trends on over 500+ tech skills
- Analytics based on 18+ million tech vacancies (& adding 750,000 new records each month)
- Recommends training from over 7,200+ courses to improve chances of getting desired role & salary

Goroo Mindspace

- A unique framework combining the science of sociometrics & psychometrics
- Built over 40 yrs of research & validated commercially with
- Maps an individual's motivations, preferences, capability & capacity for growth in a role
- Matches an individual to the 'mindset' of a team to determine behavioural & cultural fit
- Identifies the candidate(s) who are most likely to contribute to the growth of the hiring company

Microsoft validates Gooroo



- Business model & technology is validated through a **3yr global alliance**
- Supporting the **largest IT community in the world**
- **Ongoing promotion** of Gooroo to their **3 million** strong global community
- Gooroo brand & links are now **integrated** across various Microsoft websites
- Discussing **joint initiatives** to further leverage the Gooroo platform
- Since launch, sign-up rate has **increased 500%+** over previous monthly averages

A team that delivers

Greg Muller: Founder, CEO, Director

Regarded CEO, proven start-up successes with global leadership credentials. Was CEO Global Reviews (digital analytics), MD Bullseye Group (digital agency), MD & Founder iFocus (digital strategy & development). Multi industry award winner. The visionary for Gooroo.
MBA, B App. Science

Carl Joseph: VP, Product

Leads Gooroo's product development function. Highly experienced technical product & programme manager, and past software developer.
Master of Science (Astronomy), Senior Leadership Program (Mt Eliza BS), B. Music

Terence Siganakis: CTO

Leads Gooroo's product development function. Highly experienced technical product & programme manager, and past software developer.
Master of Science (Astronomy), Senior Leadership Program (Mt Eliza BS), B. Music

Scott McLaughlin: VP, Commercial

Responsible for sales & partnerships. Strong experience in commercialising digital platforms & software. Led commercial in the online comparison space for some years for the likes of iSelect & Grouply.
MBA Strategy & Planning



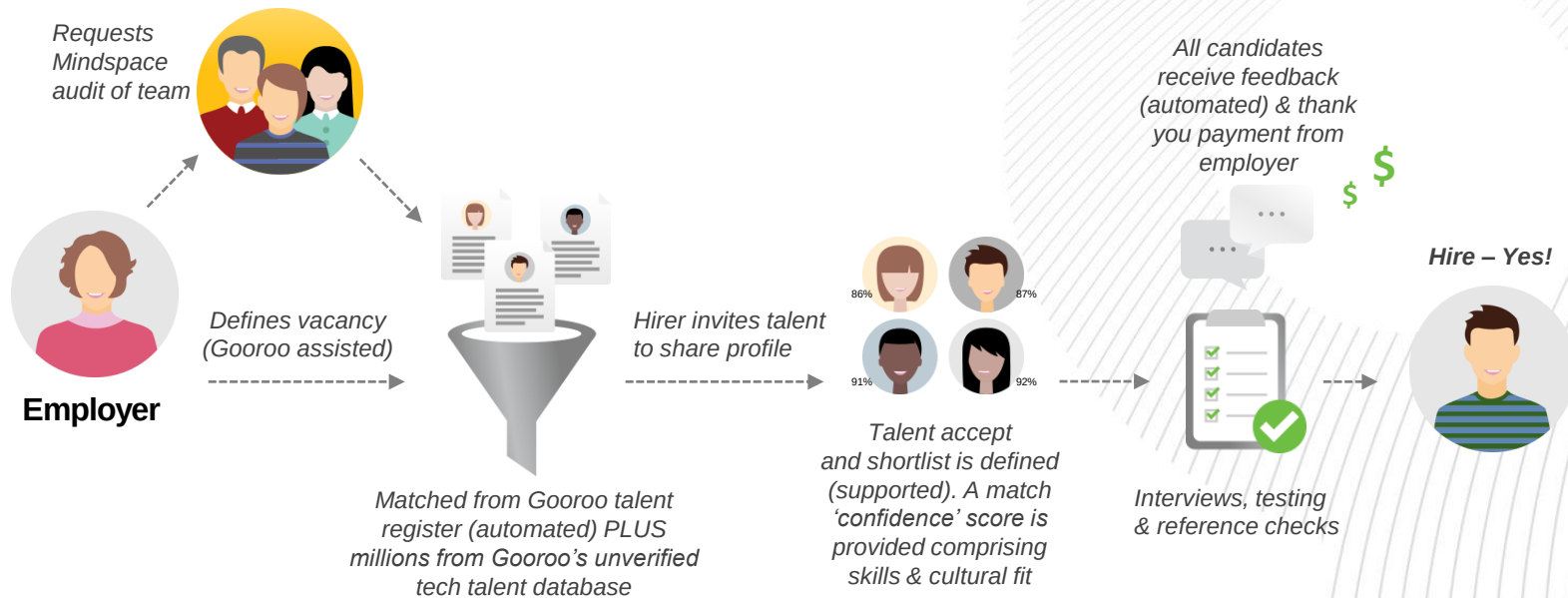
Emmanuel Foundas, Director

25 years experience in investment banking. Was Chairman and CEO of CFT Holdings. Currently Chief Representative, Oceania & SE Asia for Conduvis Technologies & Finance and Technology Lead for the Australian Education City Consortium. Bachelor of Commerce, Post Graduate Diploma Securities Institute of Australia.

Refer Page 18 for list of Advisory Board members



Matching candidates **fast** with unparalleled levels of **accuracy & certainty**.



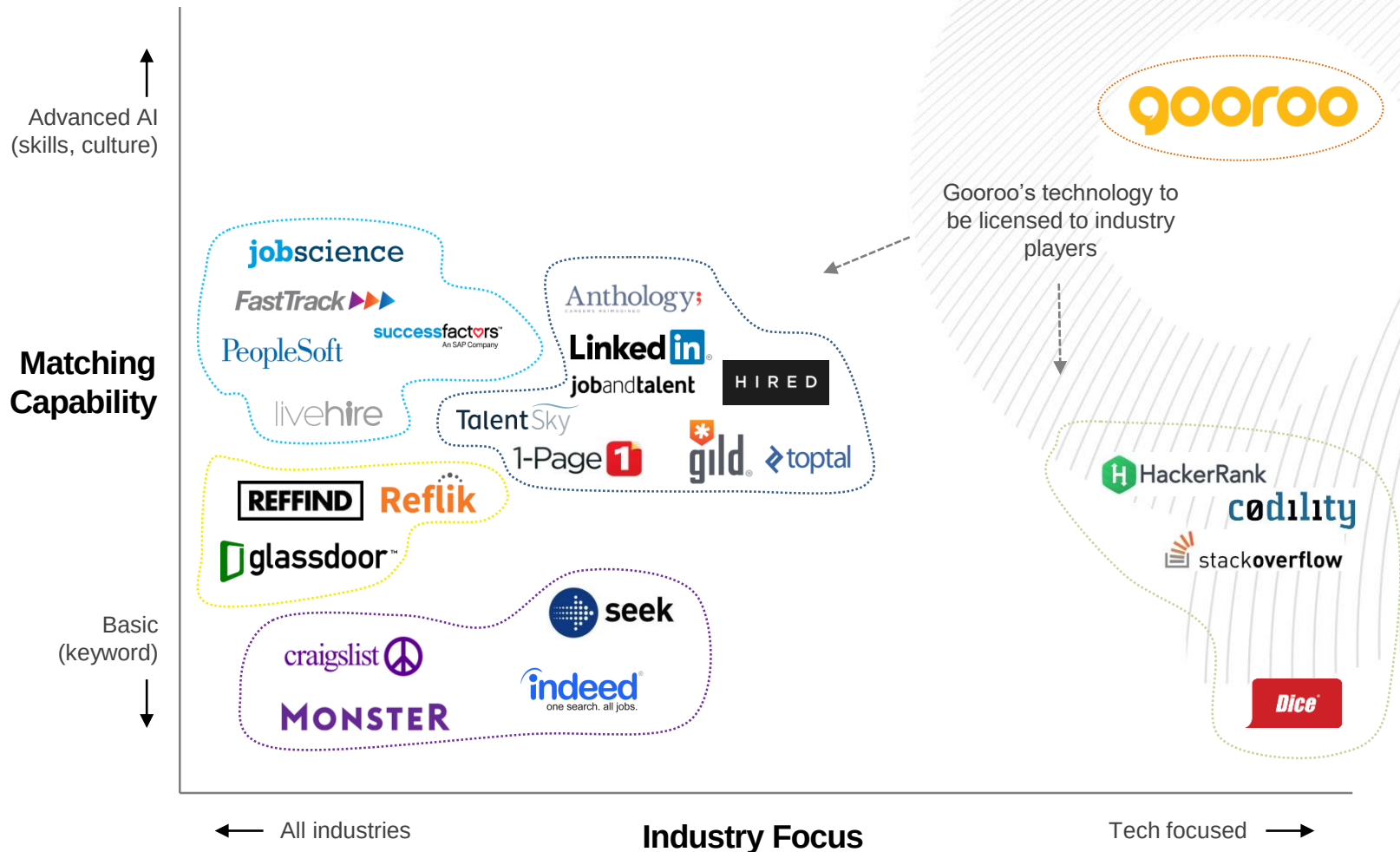
Total elapsed time: 1.5 - 3 weeks (down from 5.5 - 9 weeks)

Total effort: 8 hours (down from 50-80 hours)

Average total cost: \$600 - \$1,500 (\$3,000 to \$20,000)

**Up to 90%
cost
saving!***

Getting set to **enable** the next generation of recruitment



A verification & community engagement engine that builds **knowledge & trust**.

*Millions from
Gooroo's non-
verified
community*

Hirer invites non-verified community members when matches are found. Drives growth of verified community

Talent

**Screening &
Verification Processing**

*Verified member
community 10k+*

**Community
Engagement & Career
Development Tools**

**Compatibility
Matching**

Growth

Knowledge of individual deepens

*Trust
Transparency
Truth*

**Driving
Revenue**

Verified Member Services

Learning Services

Marketing

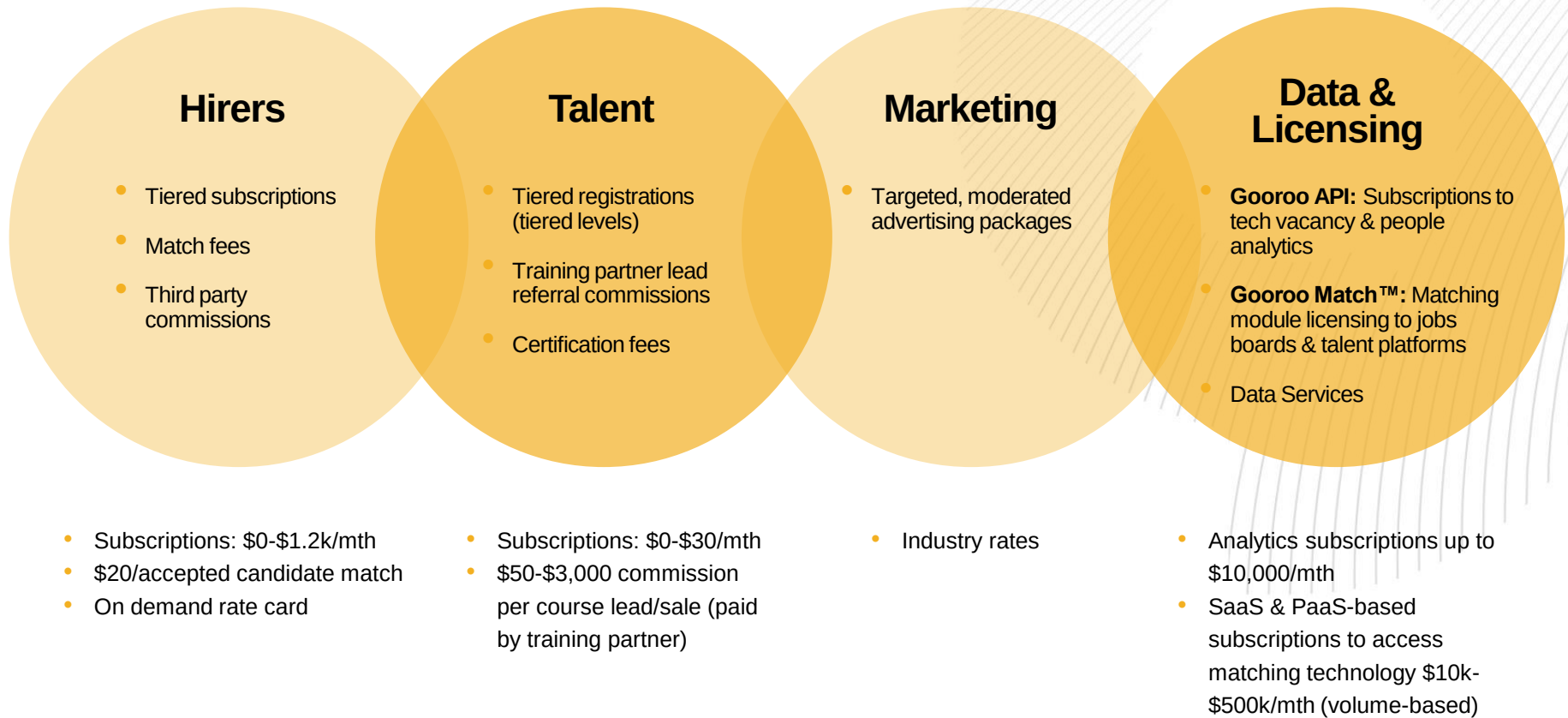
Placement Support

Platform Licensing

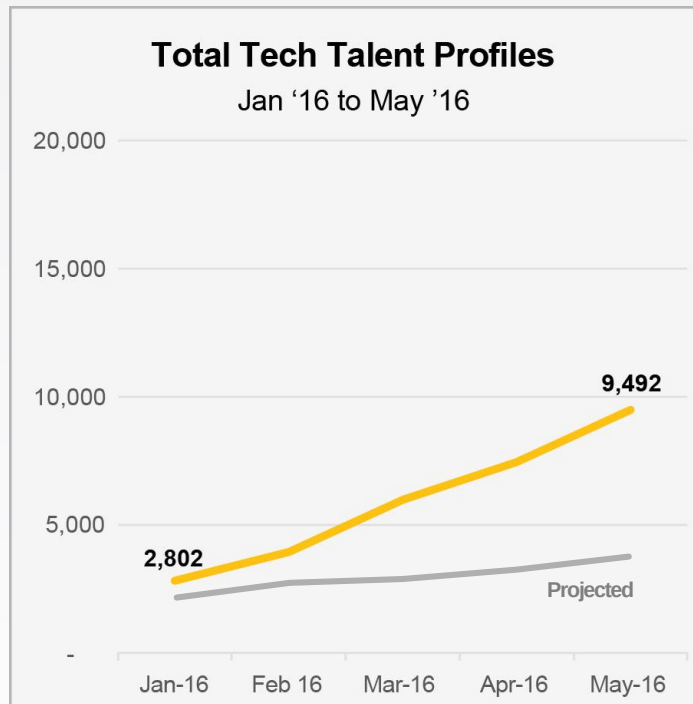
Data Services

Fit to role & team
Multiplies business growth
Stronger & happier careers

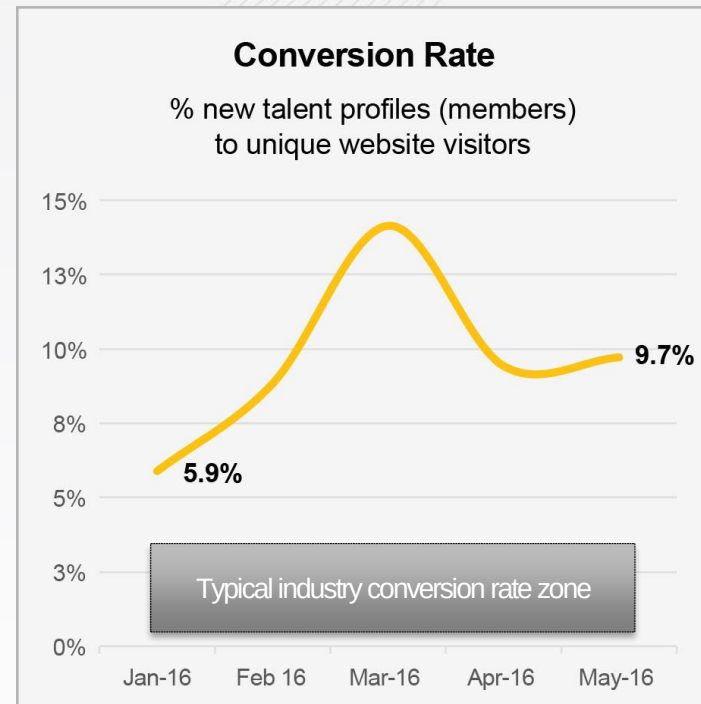
A single platform delivering **multiple revenue** streams.



Now achieving strong levels of verified community **adoption**.



400% growth in first 5 months,
tracking ahead of projections



High conversion rates pointing to an optimised
sales funnel & strong value proposition

Building trust & careers through **certifications** & **partnerships** with leading IT training companies.

#1 in Australia



#1 in USA



#1 in UK



Global leader



Certifying talent skills across a large range of tech platforms:



A confident timeline to growth.

Milestone	Achieved by:	What this delivers
Completion pilot program of 'Hirer' platform with employers/recruiters	Sept '16	<i>Validated algorithms. Case studies to use across sales and marketing program</i>
Launch 'Hirer' platform	Nov '16	<i>Hirer platform readily available for subscription</i>
First 100 subscriptions of the Hirer platform	Dec '16	<i>Marketing activities & sales funnel delivering against projected growth targets</i>
Completed integrations with 5 verification partners	Dec '16	<i>Reinforcement that Gooroo is the source of certitude for talent qualifications & skill competency</i>
Launch Indian & Canadian markets	Dec '16	<i>Complete data integrations for these markets & open marketing channels</i>
First 5,000 matches	April '17	<i>Platform is meeting projected levels of accelerated adoption by the hiring community & generating quality candidates that hirers want to consider</i>

Indicative Capital Structure.

After Capital Raise

Shareholders	Shares (cons. 25:1)	10 cents (cons)	Holding
Current Petratherm shareholders	31,102,806	\$3,102,806	24.19%
Pre-RTO new investors in Gooroo ¹	12,500,000	\$1,250,000	9.72%
Gooroo Initial Shareholder Group	50,000,000	\$5,000,000	38.88%
New Shareholders in Capital Raising ²	35,000,000	\$3,500,000	27.22%
Total	128,602,806	\$12,860,281	100.00%

Initial \$1m via convertible note¹ plus a \$3.5m capital raise²

Post Milestones

Shareholders	Shares (cons. 25:1)	10 cents (cons)	Holding
Current Petratherm shareholders	31,102,806	\$3,102,806	13.04%
Pre-RTO new investors in Gooroo	12,500,000	\$1,250,000	5.24%
Gooroo Initial Shareholder Group	50,000,000	\$5,000,000	20.96%
New Shareholders in Capital Raising	35,000,000	\$3,500,000	14.67%
Gooroo Milestones ³	110,000,000	11,000,000	46.10%
Total	238,602,806	\$23,860,281	100.00%

³ Three milestones of \$4.5m (3 years), \$4.5m (30 June 19) and \$2m (30 June 20)

110 million performance shares issued per the following milestones

Milestone 1 (45 million shares) vests when at least 10,000 members achieved and 20-day volume weighted average price of New Shares on the ASX equal to or exceeding \$0.25 (consolidated basis) at any time within 3 years from the date of transaction completion

Milestone 2 (45 million shares) vests after two (2) continuous quarters of consolidated sales revenue, excluding government grants, that equals or exceeds \$3.0m per quarter, or achieves \$10m in revenue for a FY, or achieves a market capitalisation that equals or exceeds \$70 million for a period of at least 10 continuous business days. To be achieved by 30 June 19.

Milestone 3 (20 million shares) vests after two (2) continuous quarters of consolidated sales revenue, excluding government grants, that equals or exceeds \$4.5m per quarter, or achieves \$15m in revenue for a FY, or achieves a market capitalisation that equals or exceeds \$110 million for a period of at least 10 continuous business days. To be achieved by 30 June 20.

Funding analysis of global HR tech peers.

Company	Founded	Based	Funds Raised (# rounds)	Market Cap
TalentSky	2013	USA	\$10m (3)	Est. market cap US\$35-50m. Launched Feb '16
Expert360	2013	Aust	\$5.1m (2)	Est. market cap AUD\$25m-\$35m 
Zenefits	2013	USA	\$583.6m (4)	Est. market cap \$4.5B
LiveHire	2012	Aust	\$12.5m (2)	Market cap \$40m. ASX:LVH 
Hired	2012	USA	\$72.7m (4)	Est. market cap \$200m-\$300m
HackerRank	2012	USA	\$19.9m (4)	Est. market cap \$75m-\$100m
<i>Bright</i>	<i>2012</i>	<i>USA</i>	<i>\$20m (2)</i>	<i>SOLD to LinkedIn in 2014 for US\$120m</i>
Gild	2011	USA	\$25.9m (5)	Est. market cap \$130m-\$200m
JobandTalent	2009	UK	\$43.7m (5)	Est. market cap US\$125m-\$200m
Stack Overflow	2008	USA	\$68m (4)	Est. market cap US\$500m-\$600m
Glassdoor	2007	USA	\$201.5m (7)	Last funds raised on market cap US\$1B
<i>LinkedIn</i>	<i>2002</i>	<i>USA</i>	<i>\$206.1m (7)</i>	<i>SOLD to Microsoft in 2016 for \$26.2B</i>
Monster	1999	USA	Unknown	Market cap US\$260m
SEEK	1997	Aust	Unknown	Market cap AUD\$4.3B
Dice	1990	USA	Unknown	Market cap US\$392m

Data as at 14 June 2016

Estimations based on media speculation or published industry multiples of like firms. Figures are represented in USD

Gooroo's Advisory Board injecting deep industry experience & access.

Mr Russell Yardley

- Non-Exec Chairman of National IT services company, Readify. Chairman Tesseract (ASX:TNT)
- Various commercial & government board roles
- Ranked by SmartCompany as one of Australia's 12 Most Influential People in Tech

Mr Neill Whitehead

- Advisor and senior executive in the telecommunications & technology industry spanning more than 20 years
- Former CFO & Company Secretary at FastTrack, a software provider in the recruitment sector
- Former CFO & Company Secretary of PC Tools which sold to Symantec in 2008 for US\$252m

Dr Peter Celinski

- Currently the CTO & Vice President at D&M Holdings. Based in California, USA
- Founded Avega Systems before being acquired by Altec Lansing in 2010
- Holder of 6 patents, PhD in Microelectronics

Mr Phillip Vafiadis

- Founding Exec Chairman of Innovyz & the Innovyz Start Institute, a commercialisation accelerator
- Founding member & Chairman of Musitec and VAF Research



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