

Q3 FY15 Market Update Revenue and EBITDA improvement continues

Rubicon Group Limited (ASX:RUB) today announced the Company's trading performance for the third quarter of the current financial year. The unaudited results for the nine month period ended 31 March, 2015 are as follows:

- » Revenue up 2.3% to \$152.6m
- » Gross Profit (NDR) up 3.2% to \$28.0m
- » Underlying EBITDA up 66.8% to \$1.0m

These results reflect the success of the Group's operational restructure and the ongoing benefits from the streamlined operations and the scalability of the current operational platform.

In addition to ongoing operational improvements, Rubicon continues to pursue a range of growth strategies which are fundamental to achieving its medium term objectives. The following key outcomes were achieved in the third quarter:

- » **Asia Expansion:** Xpand commenced trading in Hong Kong in March, 2015. Xpand's presence in Hong Kong further cements Rubicon's focus on continued Asian expansion and in geographies experiencing significant growth.
- » **Technology roll-out:** The Group's technology transformation project remains on schedule, with the commencement of the back office roll-out in March. The implementation will continue across the remaining brands, and will be followed by the delivery of the enterprise level common database across the Group.
- » **Contracts:** All major contracts up for renewal throughout this period have been re-signed or extended.

"Given the current economic climate and challenges facing the recruitment industry, we are pleased with the results we have achieved. These results highlight the success of the Group's broader strategy, which is underpinned by a highly scalable and robust operational platform which continues to enhance our stability and overall performance. This structure and consistent growth, places Rubicon in a position to capitalise on potential growth opportunities in the market." Mr Kevin Levine CEO of Rubicon stated.

Enquiries:

Kevin Levine
CEO, Rubicon
Tel: 02 8061 0000

Kate Parker
Head of Marketing & Communications, Rubicon
Tel: 02 8061 0020

For personal use only



About Rubicon

The Rubicon Group is one Australasia's largest recruitment services companies providing services throughout Australia, New Zealand, and South East Asia. Operating as a network of 15 specialist recruitment brands, the Group offers search, selection, bulk recruitment, professional and support level contracting services and organisational development.

Established in 2005, The Rubicon Group operates from 19 offices and specialists in the provision of permanent and contact recruitment across the Public and Private Sector including Digital, Technology & Media Communications, Medical, Health & Science, Financial, Professional & Business Services, Legal, HR and S&M, Industrial, Engineering, Resources, Trades & Hospitality, Business Support & Contact Centres.

The combined strength of our house of brands further cements Rubicon's position as diverse and widely networked organisation with a consummate ability to match talent with global opportunities. More information is available at www.rubicon.com.au.

For personal use only