



AGM 25 November 2008



## Robert Aitken Chairman



#### **Financial Highlights**

| Total Revenue         | <b>↑ 135%</b> | \$367m  |
|-----------------------|---------------|---------|
| NDR                   | ↑ 62%         | \$104m  |
| EBITDA                | ↑ <b>72</b> % | \$24.7m |
| EBITDA:NDR ^          | above average | 23.7%   |
| Statutory NPAT        |               | \$1.9m  |
| Underlying NPAT*      | <b>†</b> 429% | \$11.1m |
| Underlying EPS*       | <b>†</b> 425% | 10.5c   |
| Operating cash flow** | <b>1</b> 49%  | \$21m   |

<sup>^</sup> EBITDA on NDR



<sup>\*</sup>Adjusting for amortisation of intangibles and notional interest on deferred payments for business acquisitions under IFRS

<sup>\*\*</sup>Before interest and taxation

#### **Dividend Policy & Capital Management**

- Interim dividend of 1.5 cents
- No final dividend
- Pay out ratio of 83% of statutory NPAT
- Revised dividend payout policy to 50-70 per cent of statutory NPAT
- Focus on prudent capital management



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#### Recruitment industry outlook

#### Short - medium term

Economic conditions challenging

#### Long term

- Skills shortage continues to be an issue for employers due to permanent demographic change
- •Increased workforce mobility leads to high employment churn
- •Well-established specialist recruitment firms have the edge

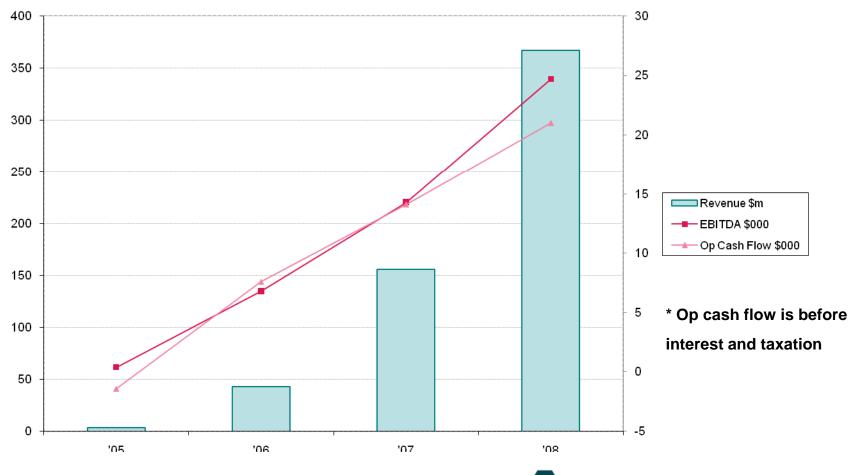


## Wayman Chapman CEO



#### **Growth Momentum**

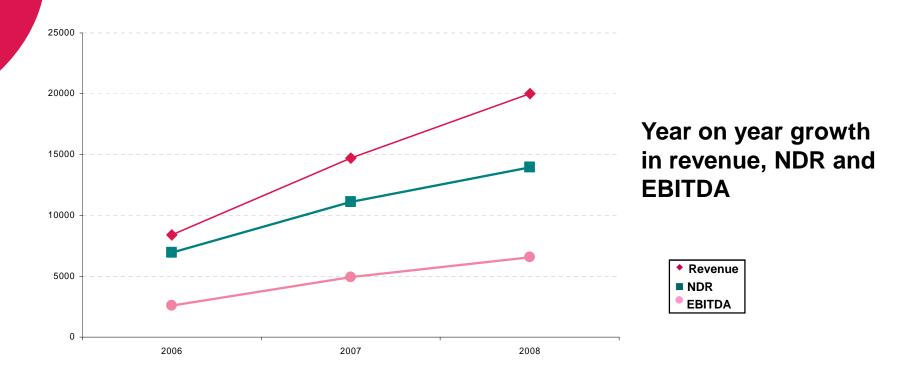
Year on year growth in revenue, EBITDA and cash flow



#### **Gemteq Executive**

- ✓Only acquisition in calendar 2008
  ✓Top quality management
- ✓ Excellent productivity

- √ Tight financial control





### **Productivity**

EBITDA:NDR is at industry best at 23.6%





<sup>\*</sup> Based on latest published results where comparisons available

#### Acquisition model aligns to performance

✓ Align vendors' interests with shareholders'

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- ✓ Earn out payments linked to individual profits generated in years 1-3 post acquisition - funded through available debt facilities
- ✓ Exit payments ≤ 0.5x linked to individual profits generated in exit year - 2 years post exit - funded entirely through future cash flows
- ✓ Succession planning successfully transitioned 1/3 of businesses to new generation of leaders, ensuring future of business

## **Example of the relationship between statutory NPAT and underlying NPAT**

|                    | 2008<br>\$'m<br>Actual | 2009<br>\$'m<br>Notional | 2010<br>\$'m<br>Notional | 2011<br>\$'m<br>Notional | 2012<br>\$'m<br>Notional |
|--------------------|------------------------|--------------------------|--------------------------|--------------------------|--------------------------|
| EBITDA             | 24.6                   | 24.6                     | 24.6                     | 24.6                     | 24.6                     |
| Underlying<br>NPAT | 11.1                   | 11.1                     | 11.1                     | 11.1                     | 11.1                     |
| Adjustment         | 9.2                    | 7.8                      | 6.4                      | 2.9                      | 0.2                      |
| Statutory<br>NPAT  | 1.9                    | 3.3                      | 4.7                      | 8.2                      | 10.9                     |

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Assuming 2008 EBITDA remains constant, the difference between underlying and statutory NPAT will decrease over the next 4 years to around \$0.2m. Statutory NPAT available for dividends would increase. This is not a forecast rather an illustrative example of the relationship between statutory NPAT and underlying NPAT over time.



## Jane Beaumont

#### Rubicor: a group of collaborating, niche specialists

**Specialised operating companies** 

Maintain individual branding, culture and

entrepreneurial spirit

Focused on individual sectors and

geographies

Retains competitive advantages with

candidates and clients

**Sets Rubicor apart from large** 

homogenised competitors



























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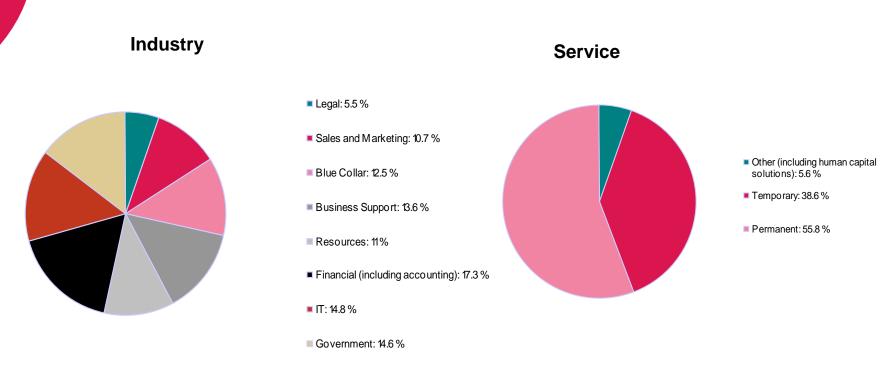






#### **Diversity and flexibility**

- ✓ Spread across industries and geographies
- √ 20 of 22 businesses do permanent & temporary placements
- Flexibility to react to market demand for permanent & temporary placements



#### Strategies in current climate

- ✓ Rigorous evaluation and measurement of individual businesses
- ✓ Cost and performance efficiency drives
- ✓ Individual consultant contribution in each business
- ✓ Leadership coaching and guidance

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✓ Development of client and candidate driven business

Clients – Close relationship and value driven-able to withstand pricing pressures

Candidates - Continue to see employers using recruiters with top candidates



#### Item 1

To receive and consider the:

- Annual Financial Report
- Directors' Report and
- Auditor's Report:

of Rubicor Group Limited for the year ended 30 June 2008.



#### Item 2

That John Pettigrew, who retires in accordance with clause 20.1 of the Company's Constitution, and having offered himself for re-election and being eligible, is re-elected as a Non-Executive Director of the Company.

| For     | 22,729,399 |
|---------|------------|
| Against | 4,632,361  |
| Abstain | 2,105,000  |
| Open    | 1,650,800  |

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#### Item 3

That, the Company's Remuneration Report for the financial year ended 30 June 2008 be adopted.

| For     | 22,381,762 |
|---------|------------|
| Against | 5,029,998  |
| Abstain | 2,075,000  |
| Open    | 1,630,800  |





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