



# RESULTS ANNOUNCEMENT

For the Period ended 30 September 2017

13 November 2017

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## Record Top Lines

- Revenue: \$97.5m, up 7.0%  
(Q3 2016: \$91.1m)
- GP: \$34.4m, up 1.8%  
(Q3 2016: \$33.8m)



## Profitability & Efficiency

- PATMI: \$10.7m, up 20.2%  
(Q3 2016: \$8.9m)
- Efficiency (EBITDA/GP)  
Ratio: 38%  
(Q3 2016: 38%)



## Business Volume

- 10,542 employee contractors  
(FY2016: 10,500)
- 2,186 permanent placements  
(FY2016: 8,500)

# Profit & Loss

	Q3'17 S\$m	Q3'16 S\$m	Change %
Revenue	97.5	91.1	7.0
Gross profit	34.4	33.9	1.7
Other income	1.3	0.8	68.9
Profit before tax	13.6	12.9	5.6
Income tax	(2.6)	(2.3)	15.2
<b>Profit after tax</b>	<b>11.0</b>	<b>10.6</b>	<b>3.6</b>
<b>PATMI</b>	<b>10.7</b>	<b>8.9</b>	<b>20.2</b>



- eCommerce, online, gaming, fintech, internet, and mobile apps
- S\$5.5m = 6% in 3Q 2017 revenue  
(S\$9.8m = 5% in 1H 2017)

# People Strength

	<u>Q3'17</u>	<u>Q3'16</u>	
Revenue/Sales Employees (\$'000)	138.5	125.3	↑ 10.5%
GP/Sales Employees (\$'000)	48.9	46.6	↑ 4.9%

## Co-Ownership

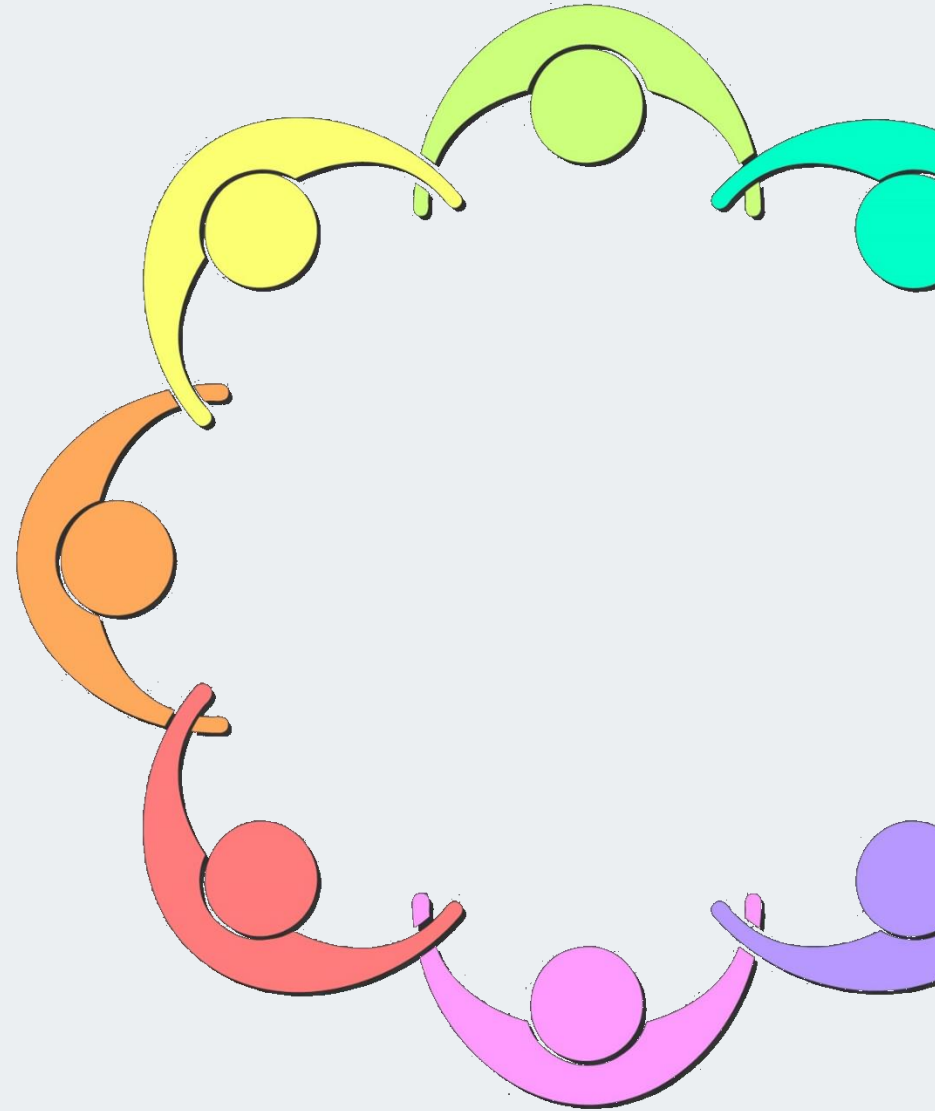
123Grow Co-owners Participants	404	
Retention	382	94.5%
Productive Co-owners	353	92.4%

	<u>Sep-17</u>	<u>Sep-16</u>
Total Employees	1,012	1,060
Perm Employees	818	848
Sales Employees	704	727
% Sales Employees	86.1%	85.7%
Productive Sales Employees	483	488
% Productive Sales Employees	68.6%	67.1%

# Delivering on Our Acquisition Strategy

The Group's M&A work is on track with a variety of opportunities, all of which are focused on **Recruitment** and **HR services**, being steadily pursued with a view to:

- Leverage on each other's strengths in the market place, specializations and our infrastructure to achieve business leadership in the relevant space
- Have existing owners and/or core team members of acquisition targets to be co-owners post-acquisition
- Appoint a member of the HRnetGroup senior management team as a sponsor to induct, coach, support and facilitate new co-owners to maximise the synergies



## HRnet Rimbun – Expanding into Jakarta

HRnetGroup will be acquiring the business of PT Rimbun Job Agency in Jakarta, and will launch a new brand there - HRnet Rimbun. This will mark the 11<sup>th</sup> Asian growth city that HRnetGroup has profitable operations in. The acquisition of Rimbun further cements our position as the largest Asia-based recruitment agency in Asia Pacific (ex-Japan).





HRnetGroup

# HR for Asia



众里寻他千百度，暮然回首，  
那人却在，灯火阑珊处。