



PEOPLE INFRASTRUCTURE LTD
Capital Raising Presentation

PEOPLE
INFRASTRUCTURE

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INTRODUCTION

Leader in Workforce Management	<ul style="list-style-type: none">• People Infrastructure is a leader in workforce management focused on three key sectors<ul style="list-style-type: none">• Health and Community Care• Information Technology• Blue collar and specialist services
Strong Organic Growth	<ul style="list-style-type: none">• Continued strong organic growth throughout the business underpinned by leading customer service, strong sales focus and attractive industry fundamentals in the various sectors in which People Infrastructure operates• The entire business leverages its leading technology offering to provide a superior customer experience in a manner that is highly scalable
Acquisition Strategy on Target	<ul style="list-style-type: none">• Acquisition strategy performing well expediting People Infrastructure's growth into key sectors or regions• All acquisitions have performed ahead of expectations and each business has performed better under People Infrastructure's guidance
Continued Strong Cashflow Generation	<ul style="list-style-type: none">• Strong focus on cash flow generation across the business and a conservative balance sheet<ul style="list-style-type: none">○ Well positioned to invest in future growth with net debt /ebitda of 0.8x post cap raise○ Interim dividend of 4 cents per share fully franked

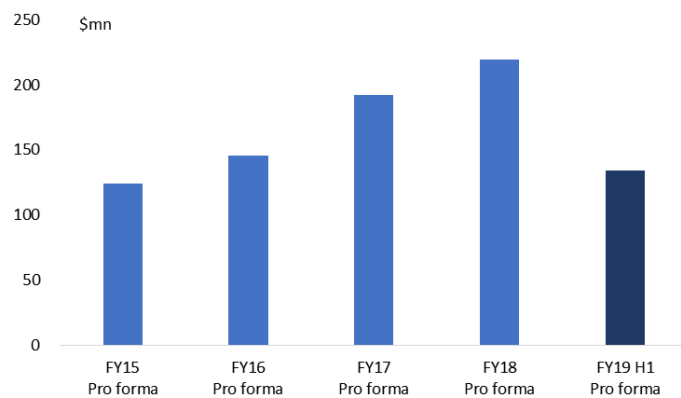
INTRODUCTION

People Infrastructure Capital Raising and acquisition opportunities

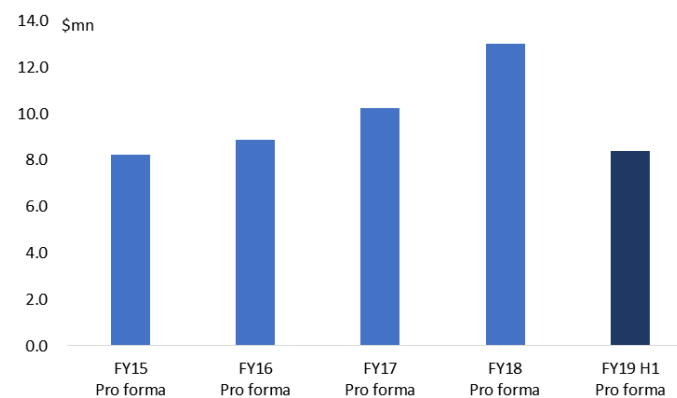
- Seeking to Raise \$20m to fund further acquisitions in the People Infrastructure health and community care business
- Strong pipeline of strategic opportunities
- People Infrastructure is currently exploring potential acquisitions and will update the market as and when these progress
- Businesses with high barriers to entry and strategically fit into People Infrastructure broader health and community care business
- Acquisition multiple less than 5x ebitda
- Highly accretive
- Non-cyclical sectors
- Underlying businesses growing at greater than 10% organically
- Capital raising to be undertaken by placement of fully paid ordinary shares which will rank equally with existing shares

CONSISTENTLY GROWING SHAREHOLDER RETURNS

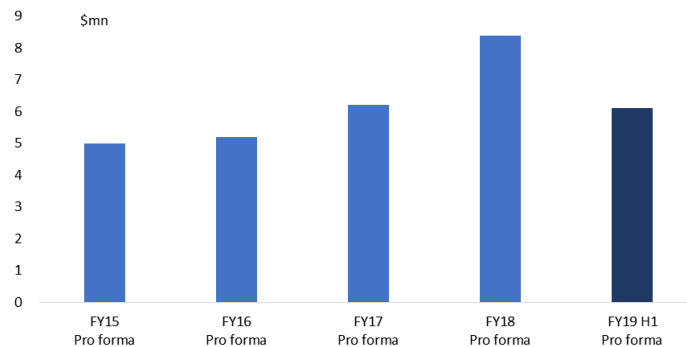
REVENUE GROWTH 2015 – 2019



EBITDA GROWTH 2015 – 2019



NPATA GROWTH 2015 – 2019

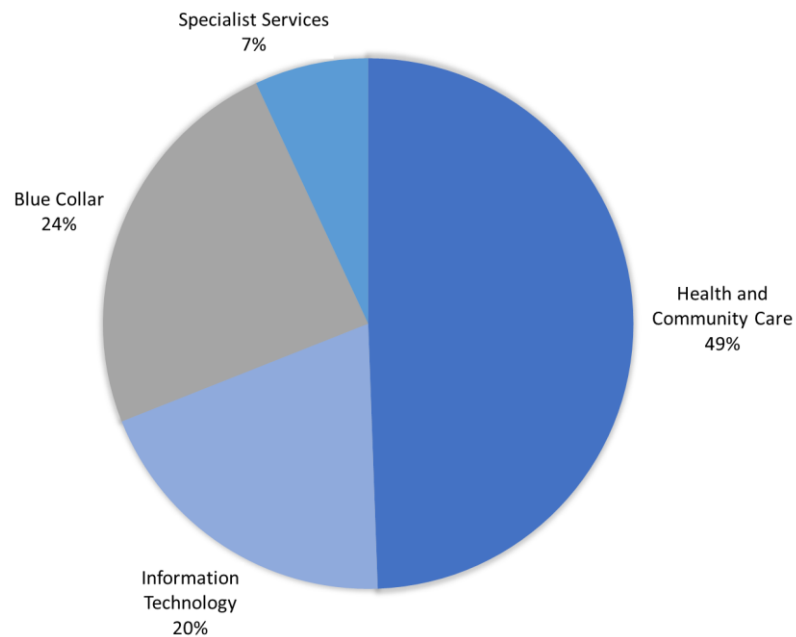


Notes: Revenue, EBITDA and NPATA normalized per criteria provided for in prospectus for FY15 – FY17

DIVERSIFIED WORKFORCE MANAGEMENT COMPANY

- Diversified by industry with a focus on sectors generating consistently strong tailwinds

Pro Forma Profit by Industry FY2020



STRONG GROWTH IN HEALTHCARE

People Infrastructure is the second largest provider of workforce management and agency services to the Healthcare sector in Australia.

Nearly 50% of People Infrastructure earnings is generated by **healthcare clients**.

Total market size estimated at \$2.64bn.

Shortage of employees driving short and mid term demand for agency and workforce services.

	INDUSTRY CHARACTERISTICS	PEOPLE INFRASTRUCTURE CURRENT POSITION	IMMEDIATE OPPORTUNITY
PERSONAL CARE	Strong growth in funding to the disability sector	Largest provider of casual workers in Australia to the disability sector	Continue to organically grow throughout Australia; expand into aged care
NURSES	Strong growth due to tightness of candidate pool	Largest supplier of nurses in NSW and strong position in Victoria	Seek organic and acquisition growth
ALLIED HEALTH	Fragmented industry growing in line with aging population	Assessing opportunities	Grow organically or by acquisition
LOCUMS	Fragmented industry with growth opportunities	Assessing opportunities	Grow organically or by acquisition

HEALTHCARE SNAPSHOT



800 Nurses employed



90,000 Nursing shifts filled



250,000 Social Support shifts filled



1,900 support workers employed



150 Hospitals Serviced



900 Social support sites serviced

3,800 people in the community supported



2019 OUTLOOK

Strong organic growth throughout the business continues to underpin a record set of results for 2019

Organic Growth

- Positive industry tailwinds driving growth especially in healthcare and IT
- Cross-selling benefits across the organisation
- Further back office savings from investing in technology and improving processes
- Growing capabilities in adjacent industry groups
- Second half of 2019 tracking ahead of the first half of 2019

Acquisition Pipeline

- People Infrastructure has successfully closed on the acquisition of Halcyon Knights
 - A market leader in the provision of IT recruitment services in Victoria and NSW
- Strong pipeline of acquisition opportunities, including potential acquisitions in the health and community care business
- Acquisition opportunities must meet its strict investment criteria
 - significantly EPS and DPS accretive;
 - operate in sectors with positive tail winds;
 - have clear opportunities for growth;
 - have embedded client relationships and a diverse client base; and
 - have entrenched management teams with strong alignment of interest with People Infrastructure going forward

CAPITAL RAISING

<p>Placement</p>	<ul style="list-style-type: none"> • Placement offer to raise approximately \$20 million via the issue of approximately 7.4 million fully paid ordinary shares ('Placement') • The Placement is within the Company's existing placement capacity under ASX Listing Rule 7.1 and additional capacity under ASX Listing Rule 7.1A • Issue price of \$2.70 per share, representing: <ul style="list-style-type: none"> • 6.9% discount to the last traded price (\$2.90) • 6.47% discount to the previous 5-day VWAP (\$2.89)
<p>Use of Funds</p>	<ul style="list-style-type: none"> • To fund further acquisitions in the People Infrastructure health and community care business • Costs of the offer
<p>Timetable</p>	<ul style="list-style-type: none"> • Trading halt Tuesday, 11 June 2019 – Wednesday 12 June 2019 • Company announces Institutional Placement details Thursday, 13 June 2019 • Settlement Tuesday, 18 June 2019 • Allotment of Securities under the Institutional Placement Wednesday, 19 June 2019 • Quotation of Securities under the Institutional Placement Wednesday, 19 June 2019

Note: times and dates above are in Sydney, Australia. The above timetable is indicative only and may change without notice.