



**CLARIUS GROUP
PRESENTATION
ANNUAL GENERAL MEETING
2009
READY FOR GROWTH**

Presented by: Geoff Moles, Managing Director

www.clarius.com.au

alliance
RECRUITMENT

CANDLE
ICT TALENT SPECIALISTS

jav | I.T. GROUP

**LLOYD
MORGAN**

SouthTech
PARTNERS

the one umbrella 

Clarius Brands and Locations

Clarius is a leading white collar contracting and recruitment specialist with brands across Australia, New Zealand and Asia



							
Administration, Sales and Marketing	Financial Services	Information and Communications Technology	Managed IT Services and Professional IT Staffing	Accounting and Finance	Executive	Engineering and Technical Personnel	Library and Records Management
Brisbane Chatswood Melbourne Mount Waverley Parramatta Perth Sydney	Brisbane Chatswood Melbourne Mount Waverley Perth Sydney	Adelaide Auckland Brisbane Canberra Melbourne Perth Sydney Wellington	Melbourne Sydney	Brisbane Chatswood Melbourne Mount Waverley Sydney	Beijing Hong Kong Kuala Lumpur Shanghai Singapore	Melbourne Sydney	Brisbane Canberra Melbourne Sydney



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FY09 Financial Performance

- Normalised NPAT of \$3.2m in line with previous guidance
 - Impairment charge of \$10.1m relating to write down of goodwill on acquired business (Lloyd Morgan) and one-off restructuring costs plus \$1.4m in tax effective costs
- In light of the results and environment it remains in the best interest of shareholders for Clarius to retain cash at present and not distribute cash for dividends. Once business conditions return to normal we will revisit dividend policy.

P&L	FY09	FY08
Total Revenue	\$293.4m	\$321.4m
Statutory NPAT	(\$8.3m)	\$12.1m
Add back impairment of goodwill	\$10.1m	-
Add back tax effective one off costs	\$1.4m	
Normalised NPAT	\$3.2m	\$11.3m
Operating cash flow	\$8.3m	(\$0.3m)



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Capital Raising

- Aug 09 - Institutional Placement (oversubscribed) \$3m
- Rights Issue (fully subscribed) \$12.2m
- Issued 23.7m Shares
- Proceeds used to pay down debt and strengthen balance sheet
- Forecast to be debt free at June 2010
- Strong ability to execute on consolidation opportunities



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Current Status of Recruitment Sector

- ANZ Nov 09 “Job Advertisements still soft although on track for recovery – down 42% on last year”
- Demand for contractors, particularly in the IT sector, has been steady which has not been affected to the same extent as permanent revenue
- Current improvement in business confidence which is expected to lead to an increase in hiring intentions and business investment in the first half of 2010
- There are signs of the credit crisis easing which will be the first step in a pick up in business activity
- Hong Kong hit hard by GFC, will take longer to pick up



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Outlook

- Signs in our market segments are positive but we are cautiously optimistic on the speed of recovery
- Contractor numbers stable – market demand appears to be slightly increasing
- Productivity maintained and should improve with market
- Reduced operating costs
- Lower borrowing costs after capital raising
- Ready for growth
- Core intact – up-skilled management and consultants – hiring talent



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Summary

- Strongly positioned post the capital raising to take advantage of the economic recovery
- Focused on sectors where underlying demand is likely to be strong, and these sectors will return to growth
- Expect to benefit strongly as the cycle begins to turn and business confidence begins to pick up
- Current improvement in business confidence which is expected to lead to an increase in hiring intentions and business investment in 2010
- Following the equity raising, CND's balance sheet is strong and well positioned to pick up opportunistic acquisitions and other growth opportunities through the recovery



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Disclaimer

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- It is information given in summary form and does not purport to be complete.
- Investors or potential investors should see their own independent advise.
- This material is not intended to be relied upon as evidence to investors or potential investors and does not take into account the investment objectives, financial situation or needs or a particular investor.



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