

ASX ANNOUNCEMENT

People Infrastructure Reports Annual Results

Date: 26 August 2021 – People Infrastructure Ltd (ASX: PPE) (“Company”), a leading workforce management company that delivers innovative solutions to workforce challenges, today announced its full year results for the twelve months ended 30 June 2021.

Key highlights for FY21:

- **Normalised EBITDA³ of \$38m being 33% higher than normalised FY20 EBITDA and above the mid range of its earnings guidance**
- **Normalised NPATA³ of \$25m being 37% higher than normalised FY20 NPATA**
- **Normalised NPATA³ per share of 27 cents being 33% higher than normalised FY20 NPATA per share**
- **Final dividend declared of 6 cents per share fully franked**

Declan Sherman, People Infrastructure’s Chief Executive Officer said: “People Infrastructure confronted a number of challenges in FY21 due to the impact of Covid-19. The business has shown tremendous resilience to bounce back over the last 12 months. As a result, we are pleased to announce a significant increase in revenue and earnings. I especially would like to thank all our employees both in our corporate office and in the field who have worked tirelessly to generate such a great result for the company.”

“The business demonstrated a steady increase in billed hours in the second half versus the first half and a significant increase in permanent billings in the second half versus the first half. This was consistent across all divisions and as a result the company is starting FY22 in a very strong position.”

“Furthermore, People Infrastructure’s market leading position in the sectors in which it focuses has meant that it has been able to successfully capitalise on current employment conditions. Employment is up 6.3% year on year and sits above pre Covid-19 levels and as a result we are experiencing significant demand from clients across all our divisions.”

“The Company continues to deliver on its long-term strategy of being a leading provider of workforce solutions. This strategy is underpinned by the commitment of our employees to produce better outcomes for our clients.”

Results Summary

		Normalised FY2020	Normalised FY2021	Growth
Revenue	\$'000	374,214	444,375	18.7%
Normalised EBITDA	\$'000	28,655	38,049	32.8%
<i>Ebitda margin</i>		7.1%	8.6%	
Normalised NPATA	\$'000	18,199	24,998	37.4%
NPATA per share	cents	20.3	27.0	32.9%
Net Debt	\$'000	(9,878)	25,250	
Net Debt / EBITDA	x	na	0.66	
ROE	%	22.3%	23.7%	

The Company has declared a final dividend for the year of 6 cents per share.

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Summary and Outlook

Declan Sherman said: "Looking forward into FY22, whilst we are aware that the economic and operational uncertainty relating to Covid-19 may have implications for our clients, we continue to focus on driving growth in niches where we can demonstrate a clear point of difference in our product and services offering. Any short term impacts on our clients are significantly mitigated by our regional and product diversity."

"Importantly, the outlook for the employment market continues to be positive in the sectors that we service and we look forward to continuing to work with clients to manage their problems around staffing shortages. The second half of FY21 showed the underlying strength in our business and the ability to capitalise on strong employment markets."

"Finally, we continue to see a number of complimentary acquisition opportunities in staffing and managed services that add to our geographic spread or further expand our service offering in a market where there is very little competition for acquiring businesses."

The Company will hold an investor call at 10:15am on Thursday, 26 August 2021. You must pre-register to receive details of the investor call.

<https://s1.c-conf.com/diamondpass/10015523-15df43.html>

Notes:

1. Earnings before Interest, tax, depreciation and amortisation ("EBITDA") is a non-IFRS term which has not been subject to audit or review but has been determined using information presented in the Company's annual results.
2. Net profit after tax and before amortisation ("NPATA") is a non-IFRS term which has not been subject to audit or review but has been determined using information presented in the Company's annual results.
3. Normalised earnings before interest tax depreciation and before amortisation ("Normalised EBITDA") and Normalised net profit after taxation and before amortisation ("Normalised NPATA") represents the statutory NPAT adjusted for one off expenses including costs associated with acquisitions, costs of employee options and performance rights and the associated tax deduction of these expenses. A reconciliation back to statutory EBITDA and NPAT are contained in Directors' Report which forms part of the Annual Financial Report.
4. Normalised numbers have not been subject to audit or review and are based on numbers contained in the Company's financial statements.

For Further Information:

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