



**COOK OR
ENGINEER?**

**HOSTESS OR
NURSE?**



MILAN - 13 DECEMBER 2016

Our Track Record of Success

Revenues in MEUR

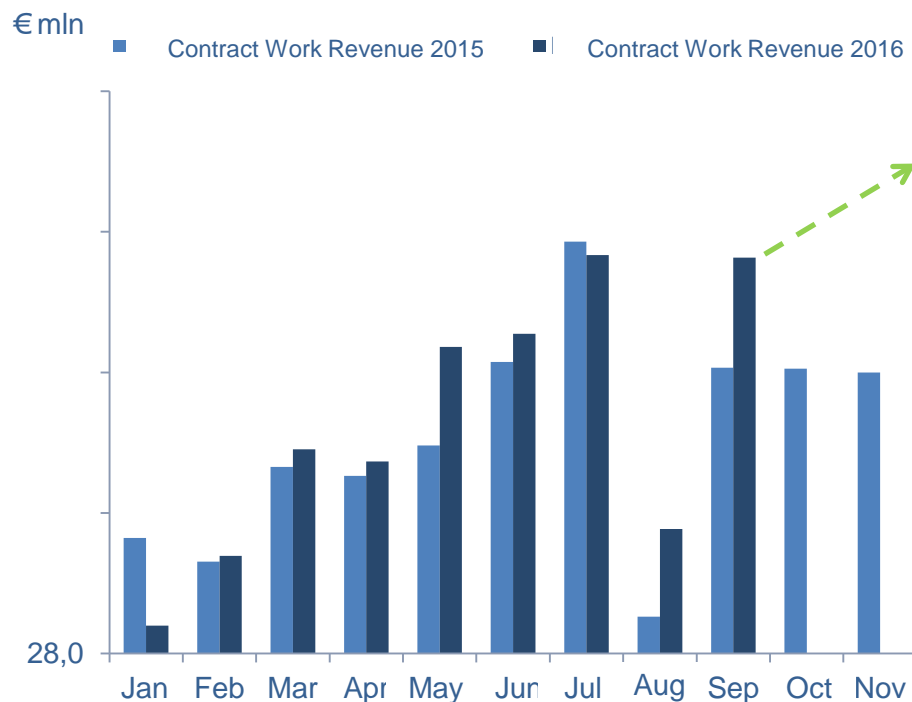


CAGR 2008-2015: 12%



OJM Revenues and Contract Employment Market

OJM: Contract Work Revenues

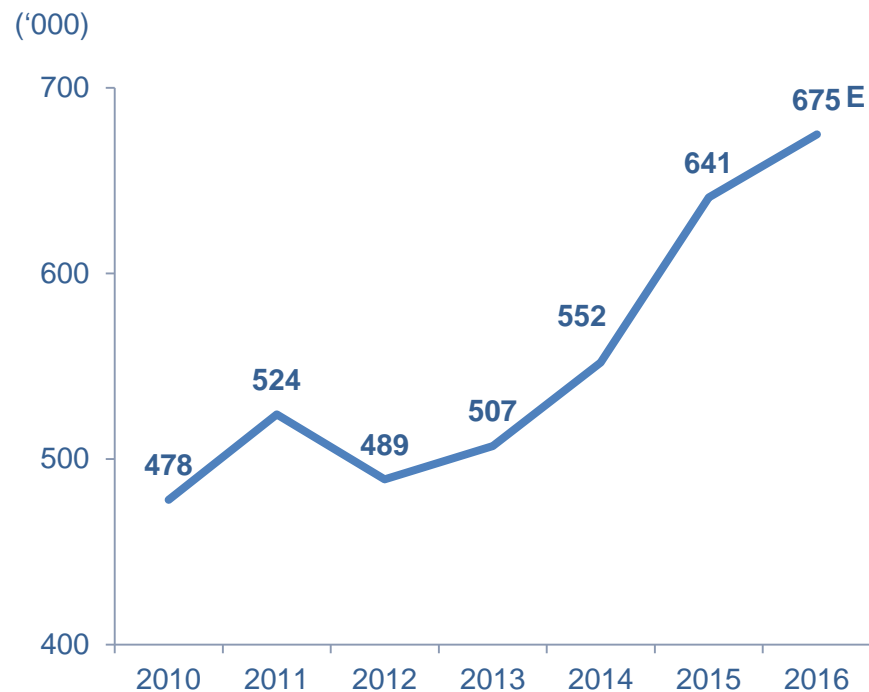


Var 2016 vs.2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	-9,7%	0,6%	1,8%	1,5%	9,9%	2,6%	-1,1%	10,6%	10,3%

Seasonally adjusted:

Var 2016 vs.2015	Jan	Feb	Mar	Apr	May	Jun	Jul	Aug	Sep
	-5,0%	-4,2%	1,8%	6,6%	-0,1%	2,6%	8,3%	5,6%	10,2%

Market: employees with at least one contract work per year *



Var YoY	2010	2011	2012	2013	2014	2015	2016
	-	9,6%	-6,7%	3,7%	8,9%	16,1%	5,3%E

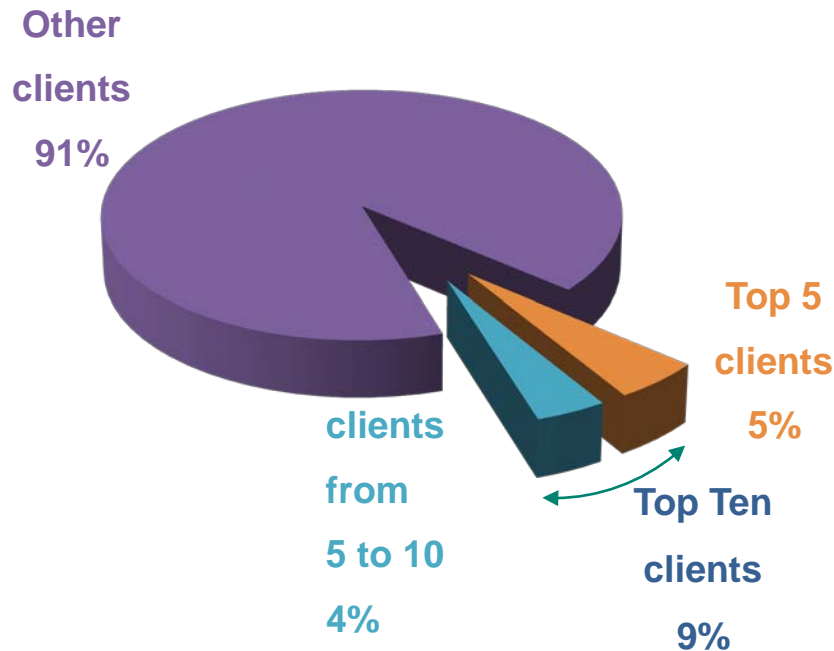
*Source: data Ebitemp, Forma.Temp and INPS

Focus on SMEs is our strategy

Our strategy allows to mitigate the credit risk and to avoid the commercial risk of being exposed to few, but large customers

Concentration of turnover

(Distribution of contract employment revenues at 30/9/2016)



Italian SMEs are the ideal target of OJM



Presence with strategic large clients



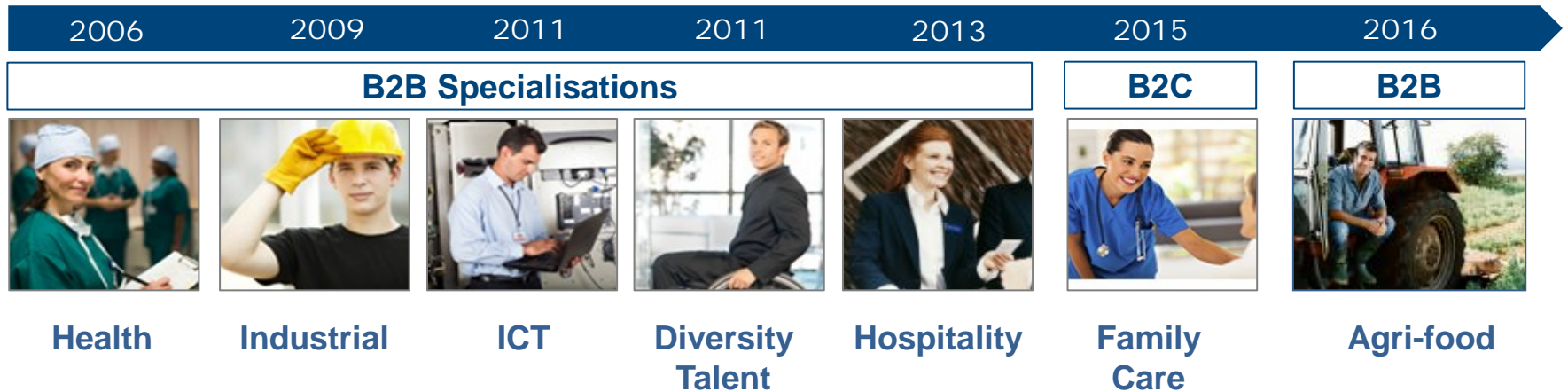
5.679 clients*



Selective approach with PA
~2,5% of the revenues *

Our commitment is to satisfy the needs of our clients

We provide highly specialised workers to respond very quickly to specific needs in the most strategic sectors



FAMILY CARE

- 4,1 million individuals in Italy with disabilities
- 13 mln elderly individuals in Italy, of which 20% have functional limitations and 10% are confined
- Approx. 700.000 home assistants in Italy
- Annual estimated private spending of €9 bn*

AGRI-FOOD

- Growth of the value added in the agricultural industry in 2015: €33,1 bn (+5,6% vs. 2014) and +2,2% full time equivalents vs. 2014**
- Italy has approx. 1,7 millions of agricultural businesses***

(*) Source: estimations CENSIS 2014

(**) Source: ISTAT

(***) Source: CENSIS 2013

The Human Factor is our Strength

574 Employees



Gender employees

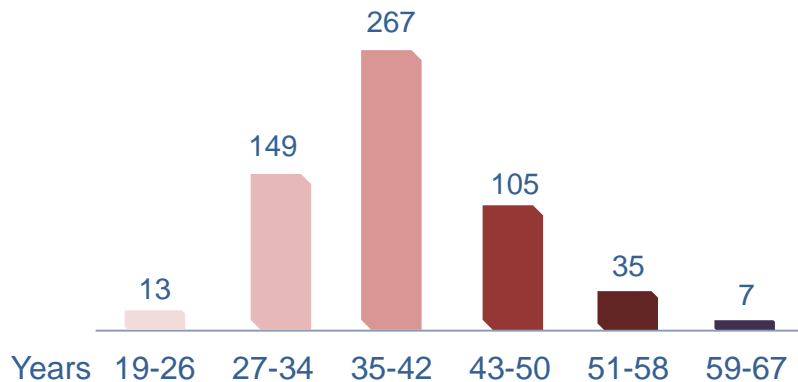


81%
female

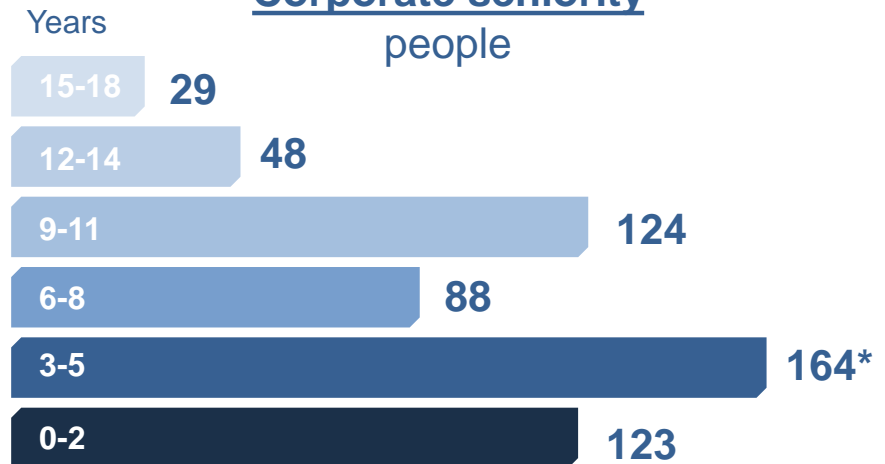


19%
male

Age employees people

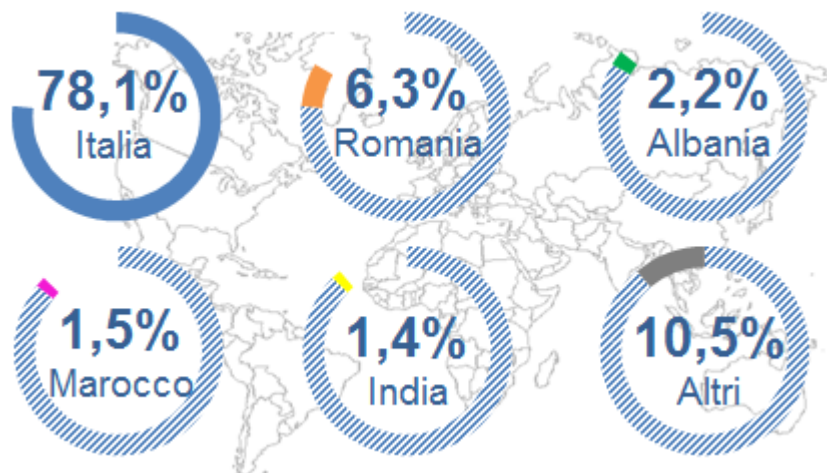


Corporate seniority people



Our potential is available to SMEs

Top 5 Countries



Gender contract workers

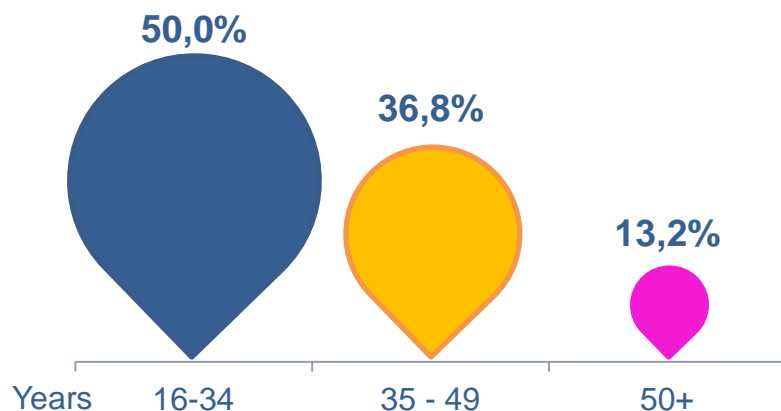


41%
female

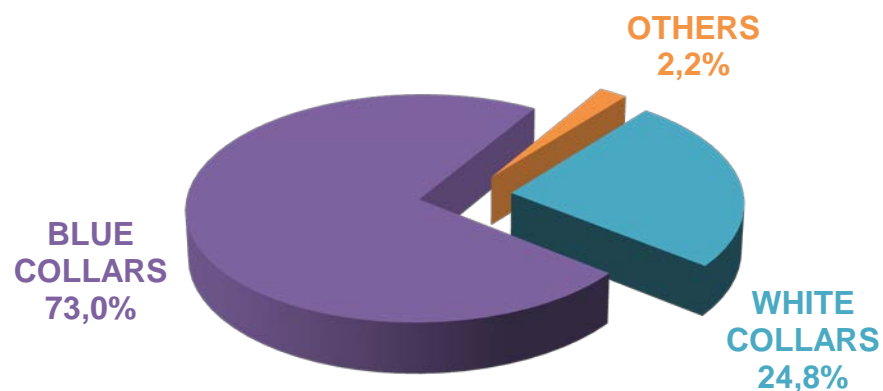


59%
male

Age contract workers



Occupational classification



R&D in new directions is our DNA

Commitment in developing new divisions

Family Care Division

4
dedicated branches

>600
clients

>950
Contracts with highly
professionalized workers



Agri-Food Division

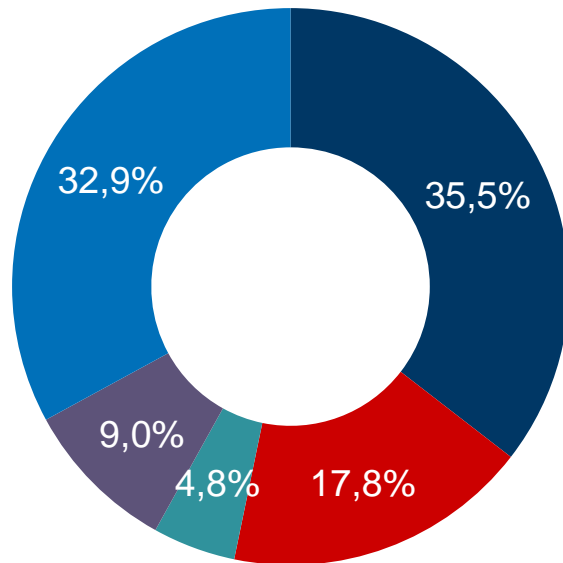
>20
branches involved

>50
clients

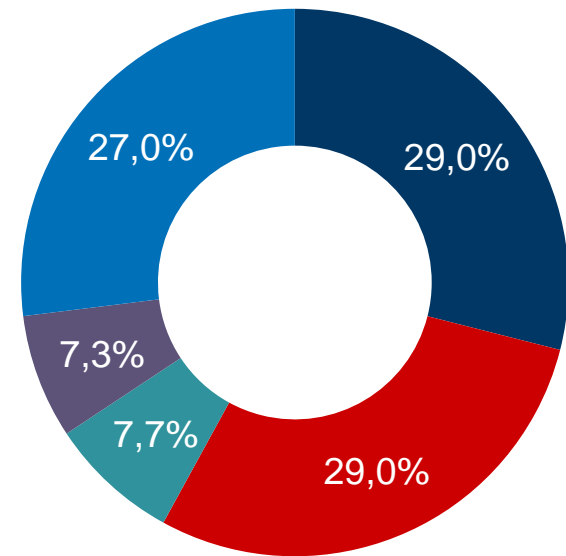
>500
workers

Equity Structure

Percentage of share capital



Percentage of voting rights



Openjobmetis S.p.A.
Employment agency
Authorization No.1111-SG dated 11/26/2004

Registered Office
Via G. Fara 35 – 20124 Milan

Headquarters and Offices
Via Marsala 40/C Centro Direzionale Le Torri, 21013 Gallarate (VA)

Legal information
Approved and subscribed share capital: EUR 13.712.000
Registered in the Milan Register of Companies under tax code 13343690155

Website
www.openjobmetis.it

