



Australian market overview

Growing our business



“Helping organisations manage the human impact of change.”



Competitive changes

Market remains competitive for work but margins are still ok

- Competitive environment
 - LHH strong
 - Right not so strong
 - T2 (was part of STAR Alliance) no longer in outplacement
 - Donnington acquired – not strong
 - Local players are competitive
- Coaching market is very fragmented and confused
 - University business schools are active players

Client needs

Needs are changing for different market segments

Government sector

- Major organisational change
 - Workshops on self-marketing
 - Redeployment programs
 - Managing personal change / resilience
 - Executive coaching programs
 - Leadership around innovation / disruption programs

Commercial sector

- Full Circle (job placement)
- Career development
- Executive coaching
- Outplacement is still ok

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Product development

We have been concentrating on development of coaching and career development

Coaching

- Program redesign to deliver:
 - Service differentiation
 - Methodology with intellectual rigour
 - Scenario based
 - Accountable for outcomes
 - ROI for client

Career development

- Selling of Abintegro Gateway platform with career coaching

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