

Corporate Press Kit

PageGroup Changes Lives for People through Creating Opportunity to Reach Potential



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We also have teams dedicated to specific regions, where we have a proven track record of helping local companies to attract top talent.

EE Eastern Europe
Contact: Austria

RON Rest of Nordics
Contact: Sweden

LATAM Latin America
Contact: Brazil

SEA South East Asia
Contact: Singapore

ROA Rest of Africa
Contact: South Africa

Company background

PageGroup is a world-leading specialist recruitment consultancy with over 40 years of expertise. It has more than 140 offices in 36 countries worldwide, comprising four core brands; Page Executive, Michael Page, Page Personnel and Page Outsourcing.

Rebranded to 'PageGroup' from Michael Page International in late 2012, its comprehensive network places candidates with some of the world's most prestigious companies, all over the world.

The company's consultative approach to professional recruitment combines local knowledge with international expertise, to find the best fit between client and candidate.

Founded in 1976 PageGroup has grown organically to become a FTSE 250 company employing over 7,500 people globally.

(Information valid July 2019)



OUR Purpose

PageGroup Changes Lives for People through creating **Opportunity to reach Potential**

That's our Purpose – our reason for being in business. We reflect that purpose in all our dealings – with our clients, our candidates and our own people.

OUR Core Values

Our five values are key to our success. They form a platform for our methods, approach to business and motivation of our people. More than just words, we believe our values are the essence of our brand and influence the way we work day in, day out.

We make a **Difference**

We **Enjoy** what we do

We value **Determination**

We work as a **Team**

We are **Passionate**

Financial information

PageGroup

Full year results for the year ended 31 December 2019

Financial summary	2019	2018	Change	Change CC*
Revenue	£1,653.9m	£1,549.9m	+6.7%	+7.0%
Gross profit	£855.5m	£814.9m	+5.0%	+5.0%
Operating profit	£146.7m	£142.5m	+3.0%	+2.2%
Profit before tax	£144.2m	£142.3m	+1.4%	
Basic earnings per share	32.2p	32.5p	-0.9%	
Diluted earnings per share	32.2p	32.4p	-0.6%	
Total dividend per share (excl. special dividend)	13.70p	13.10p	+4.6%	
Total dividend per share (incl. special dividend)	26.43p	25.83p		

* In constant currency at prior year rates

“2019 was a record year for the Group with gross profit, operating profit and profit before tax all increasing. Today the Board has also proposed an increase in the final dividend of 4.4% to 9.4p reflecting confidence in the long-term strategic progress of the Group. Due primarily to the tough trading conditions seen in a number of the Group’s markets, some of which are historically among the highest conversion markets in the Group, our conversion rate decreased slightly to 17.1%. EPS also declined marginally to 32.2p. The slowing growth that we saw in the second half of 2019, caused by a number of macro-economic challenges, have continued in the first two months of this year. In addition, we have seen the emergence of COVID-19 in Greater China. This, combined with the existing challenges, led Group gross profit to decline by -3% in these first two months. In our market-leading Greater China business, where COVID-19 first emerged, we have around 550 people across 9 offices, we reacted swiftly in challenging circumstances, recognising that the health and safety of our employees, candidates and clients was our top priority. With consultants continuing to work via home access, we were able to maintain contact with both candidates and clients. After periods of office closure in some cities, we had over 90% of consultants back in our offices by the end of February. Business was transacted using a range of technologies and while there was almost no face to face contact, in the first two months we were still able to deliver gross profit at c. 65% compared to 2019. Looking forward, in Greater China, many of our clients have not been able to return to work with the same speed and therefore we expect a significant impact in March, one of our largest months of the year, and potentially beyond. With COVID-19 now impacting other markets around the world, it is too early to estimate the impact on the Group’s operations. We will continue to monitor the situation closely and will provide updates as necessary. PageGroup continues to have a flexible and highly diversified business model that enables us to react quickly to changes in market conditions. We are clear market leaders in many of our markets, with a highly experienced senior management team, which, we believe, positions us well to take advantage of all opportunities during 2020. We will continue to focus on driving profitable growth, while progressing our strategic investments towards our Vision of 10,000 headcount, £1bn of gross profit and £200m - £250m of operating profit.”

Steve Ingham

Chief Executive Officer

See the full report [here](#)

See the Annual Report and Accounts [here](#)

PageGroup Brands

PageGroup is a leading provider of permanent, contract and temporary recruitment for clerical professionals, qualified professionals and executives. The company is organised into four core operational brands.

PageExecutive

Page Executive specialises in the recruitment of executives in senior roles, typically functional heads and board level executives. Senior specialised consultants work at Page Executive, offering a flexible approach to talent attraction.

Michael Page

The original PageGroup brand, Michael Page is comprised of 25 disciplines – each providing a service to a specialist area of the market. Michael Page recruit permanent, temporary, contract and interim opportunities, typically for second/third job levels upward. Specialising in recruiting qualified professionals, businesses Michael Page work with range from SMEs to global blue-chip organisations.

PagePersonnel

Page Personnel, a subsidiary of PageGroup, was launched in Continental Europe in 1994 and recognises the growing market for junior professionals across all industry sectors. Complementing PageGroup's offering, Page Personnel focuses on recruiting junior and part qualified roles.

PageGroup launched Page Personnel in the UK in 2007 when its successful Accountancy Additions group was re-branded Page Personnel Finance. Accountancy Additions had started in the UK in 1992 building on Michael Page's strong reputation in the finance markets.

Page Personnel follows the same formula that has brought PageGroup such great success – organic expansion. Page Personnel's 38 offices in the UK join an international network of offices in Belgium, Brazil, France, Italy, Luxembourg, Netherlands, Sweden, Switzerland, Spain, Portugal and Germany.

PageOutsourcing

Page Outsourcing harnesses the power of the PageGroup brands Page Executive, Michael Page and Page Personnel. Clients benefit from a flexible recruitment outsourcing solution allowing them to focus on their core business. A dedicated Page Outsourcing partner helps provide talent through a range of recruitment activity from high volume needs to specialist support for HR departments.

Page Executive, Michael Page, Page Personnel and Page Outsourcing globally recruit qualified professionals across many sectors including:

- Engineering and Manufacturing
- Finance
- Health and Social Care, Life Sciences
- Human Resources
- Legal
- Marketing
- Oil and Gas, Mining and Resources
- Procurement and Supply Chain, Logistics
- Property and Construction, Facilities Management
- Retail
- Sales
- Secretarial & Office Support
- Technology

Clients we work with

Over the past four decades PageGroup has built a reputation for excellence by placing highly skilled candidates into specialist roles. By implementing rigorous candidate assessments and building unique relationships with employers, PageGroup has become the market leader in professional recruitment services.

PageGroup places candidates in roles with clients ranging from small/medium sized enterprises to multi-nationals. Coupled with the human and consultative approach, we are confident that our technologies benefit clients in terms of speed of search and more importantly choice of candidate.

By working with PageGroup, clients have numerous benefits. Michael Page is one of the most widely recognised brands in the global professional recruitment industry – a strength which provides a competitive advantage.

We offer our clients the most qualified candidates on the basis of their relevant aptitudes, skills and abilities and those candidates are drawn from diverse backgrounds. We have a variety of methods to monitor and analyse our results to ensure diversity and inclusion underpins all we do.

Uniquely, PageGroup can track and report your organisation's diversity, inclusion and equality activities in your recruitment process. Working with PageGroup gives you access to new information about diversity in your workforce, giving you the ability to make informed recruitment decisions.

PageGroup can lay claim to a considerable number of industry 'firsts'. It was the first to set up an in-house consultant training programmes and first to see the benefits of an international computerised applicant network. The company has continued to invest heavily in the development of IT systems, gaining recognition as the most innovative in the business.

Our clients include: **Adidas, BT, Amazon, Diageo, Samsung, HSBC, Rolls Royce, Deloitte, BP, eBay and Twentieth Century Fox.**



Image bank

PageGroup has a range of supporting images and materials available.

Please contact your relevant media contact as given on page two to access these.



Steve Ingham, Chief Executive Officer



Kelvin Stagg, Chief Financial Officer

PageExecutive

MichaelPage

PagePersonnel

PageOutsourcing

Part of
PageGroup

Part of
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