

A recap of the
JOURNEY
 so far:



**ENTITY SOLUTIONS
 FOUNDED**

1999

Entity Solutions founded in Victoria in 1999 by Matthew Franceschini, Pedro Fric, Jonathan Knowles and Carlos Ruiz.



**BUSINESS
 GROWTH**

2000 - 2007

2001

Established Sydney, NSW office with the intention of dominating nationally.

**IMMIGRATION
 BUSINESS ESTABLISHMENT**

2002

Our immigration business - Entity Migration - established, engaging in-house Migration Agents.

2003

Entity Solutions wins 2003 My Business Award

Established Brisbane, Queensland Office

2004

Evolution of our proprietary software and core business system 'Perc' - paving the way for on-sell of technology solutions for customers

2007

Earned an award hat-trick; featuring in the BRW Top 500 private companies list, the SmartCompany 50 Awards, and winning an Australian Business Award for Service Excellence



**RELEASE OF THE
 IPRO INDEX**

2008

Release of the IPro Index - first of a 7 year contingent workforce research program conducted in partnership with Monash University

2008

Perth, WA office established to support the WA mining boom

2008

Matthew Franceschini wins Ernst & Young Entrepreneur of The Year Award



**CONTRACTOR PORTAL
 LAUNCH**

2010

Launched the Entity Solutions Online Contractor Portal; our platform allowing IPros access to a self-service portal

2010

Cloud technology implementation

2010

Australian Business Awards Winner for Service Excellence



**ONHIRE LABOUR
 AGREEMENT**

2012

Established On-Hire Labour Agreement with Australian's Department of Home Affairs, allowing sponsorship of workers by ES on behalf of businesses



**ANZ BANK
 CUSTOMER ACQUISITION**

2013

ANZ Bank Customer acquisition - reaffirmed our capacity and capability to service large corporate customers*

2015

Further International expansion - Singapore, Hong Kong and London operations established

2016

Malaysia operations established



**NEW CHIEF
 EXECUTIVE OFFICER**

2016

Neil Merola appointed Chief Executive Officer (CEO)

2016

Launched the Entity Solutions Mobile App for the App store and Google play



**ENTITY SOLUTIONS
 IN NEW ZEALAND**

2017

Entity Solutions NZ opens office in Wellington, NZ



**TELSTRA
 ACQUISITION**

2017

Telstra Acquisition - successful implementation project for 800+ Telstra contractors within 2 months*

Single Touch Payroll implementation

2018

Further expansion into NZ prompted a need for a second NZ office located in Auckland



**ADAPTED TO MIGRATION
 CHANGES**

2018

Adapted to Australian immigration changes - 482 visa to replace the 457 visa