



ASX Release
7 May 2018

Gooroo & KPMG expand partnership

Key highlights:

- **KPMG takes paid subscription licence to Gooroo for use internally**
- **Both parties sign Master Services Agreement as opportunities emerge**

Gooroo Ventures Limited (“Gooroo” or “the Company”) is pleased to confirm that it has expanded its commercial relationship with KPMG to a paid subscription licence and Master Services Agreement.

KPMG’s paid deployment of the Gooroo Enterprise platform will begin within Solution 49x, the Cognitive Science & Artificial Intelligence division of KPMG’s Advisory practice. The initial term is for six (6) months to provide the Solution 49x team the time to learn and identify how to best leverage and deploy the technology within the business. On completion of this initial period, a recommendation is expected for a broader implementation across KPMG’s Management Consulting practice.

Internally, Gooroo will be used by KPMG to:

- recruit staff and streamline third party recruiters
- provide analytics to support more confident decision making around how KPMG develops, structures and grows its people and teams
- support the alignment of consultants to client engagements.

Over the past few months numerous opportunities have been identified with KPMG clients and are now entering final stages of negotiation. During this time KPMG has also completed an extensive due diligence exercise, including a security, privacy and risk audit on the Gooroo platform. The parties have since signed a Master Services Agreement (MSA) to formalise the contractual terms governing each client engagement. There is no end date for the MSA and the scale of each Gooroo deployment will be linked to each work order received from KPMG.

Rod Bryan, Lead Partner, Solution 49x, KPMG Australia

We have been working hard on building new service lines and solutions that integrate the Gooroo technology and intellectual property. Gooroo represents an important cog in our strategy and we are excited about the significant opportunities that are now in front of us both. We believe that our relationship with Gooroo will deliver significant commercial returns for the firm this year. In addition, we also see the Gooroo platform playing an important role in how we plan for and build our teams internally, and it is our expectation that Gooroo’s reach will continue to expand throughout the firm.

Greg Muller, CEO of Gooroo Ventures

KPMG represents an important strategic partner and an example of the relationships we’re now forming as we accelerate our commercialisation and monetisation efforts. KPMG understands the transformative potential of Gooroo and the role it can play both internally and strategically for its clients. Having a Master Services Agreement in place provides the mechanism to engage commercially and we are very excited about the prospects and commercial opportunities that have been identified.

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About Gooroo

Gooroo is a people analytics company.

Gooroo has built a scalable, globally-unique technology platform that uses artificial intelligence and neuroscience (the science of human thinking).

Gooroo analytics and tools are applied where 'people' decisions are critical, such as in human resources (jobs, workforce planning, careers) and marketing.

Users of Gooroo can:

- match the right person to the right role, team and company - enabling quicker, more accurate and effective hiring decisions
- design high performing teams from internal staff and external candidate databases
- build permanent and contingent worker pools that speed access to talent
- evaluate an organisations readiness for innovation, growth and the skills required for future of work
- access their career pathway options and be directly matched to work and training
- assess cultural alignment and workforce transformation strategies
- access unique insights that help design more effective communications to staff, customers and societies.

Gooroo surfaces people-based insights that helps organisations and individuals make quicker, better and more confident decisions. Gooroo insights help reduce risk, lower costs and deliver access to growth opportunities.

Gooroo's full product suite is available as an integrated SaaS (cloud-based) experience, or direct integration with other software platforms to support mass distribution. Gooroo markets its technology to leading employers, consultancies, recruiters and distributes via channel partners. Access is typically made available via a licence fee plus consumption model.

In October 2017, Gooroo lodged a patent application on the process of human thinking. Gooroo's analytics are capable of analysing disparate people data sets to link to specific patterns of thinking, delivering new capability for executives and strategic marketers. Gooroo plans to lodge additional patents this year.

In June 2017, Gooroo was awarded Innovation of the Year in the Big Data / Machine Learning category at the AIIA iAwards (Vic).

In May 2017, a sales and marketing team was established to begin commercial engagement with employers, recruiters and partners (resellers and consultants). Gooroo intends to reach a global market over the coming 9-18 months.

In January 2016, Gooroo announced a global alliance with Microsoft.

For more information on Gooroo, visit:

Investor Hub: www.goorooventures.com

Website: www.gooroo.io



About KPMG

KPMG is a global network of professional firms providing Audit, Tax and Advisory services across a wide range of industries, Government and not for profit sectors. KPMG operates in 152 countries and have more than 189,000 people working in member firms around the world. In Australia, KPMG has a long tradition of professionalism and integrity, combined with a dynamic approach to advising clients in a digital-driven world. They have approximately 6,700 people, including over 400 partners, with offices around the country.

