

Media release

22 May 2018

ComOps Secures 5 year - \$1m Significant Software Contract

- **Contract is with State Transit Authority of New South Wales for Sydney buses to implement and manage COM's Microster transport and workforce logistics software**
- **5 year contract – strengthens and diversifies COM's recurring revenue base**
- **Up to \$750,000 of contract value to be booked in CY2018 with balance booked as recurring revenue out to 2022**
- **Establishes ComOps as a leading workforce logistics software provider across NSW trains, ferries and now buses**
- **Tendering pipeline growing across the Company**

Workforce management and optimisation technology company **ComOps Limited (ASX: COM)** ('ComOps' or 'the Company') is pleased to report that it has secured a five-year material contract, initially valued at up to \$1 million, for the licencing, implementation, hosting and maintenance of the Company's proprietary Microster software to the State Transit Authority of New South Wales (STA) which operates Sydney's buses.

Approximately \$750,000 of the contracted revenue will be booked in CY2018 with the balance booked as recurring revenue out to 2022. ComOps' workforce management software is now used across Transport NSW's trains, ferries and buses operations. ComOps has commenced delivery of the contract to meet a go-live date in Q3 2018.

STA operates 2,000 buses travelling over 300 routes in Sydney. It runs 15,000 services daily transporting more than 600,000 passengers to their destinations. After using in-house systems, STA wanted to deploy an off-the-shelf software solution that delivered a robust award interpretation and rostering system for its workforce to ensure compliance with its complex awards and payroll system.

The objective of the Microster implementation is to strengthen business and process outcomes, reduce costs by lessening manual processes, improve payroll processing efficiencies, and deliver more accurate leave management and comprehensive reporting capabilities to ensure compliance.

Commentary

ComOps Chief Executive Officer Chris Fydler commented: "We are pleased to extend our scope of works with Transport NSW to now include Sydney's buses, and it builds on our successful 10+ year partnership. It is also a great vote of confidence in the ComOps workforce technologies. It is encouraging to note that ComOps' local development and support capability played a large part in enabling us to deliver to STA's unique and exacting requirements.

"This new contract also delivers to ComOps a material increase in revenue for calendar 2018 with over \$750,000 expected to be booked this year. As well, our percentage of total recurring and predictable revenue stream

grows following the implementation phase. Recurring revenue now accounts for almost 70% of our total revenue base.

“Bidding activity for all of ComOps’ workforce management and logistics software is healthy and additional contracts that strengthen the revenue base will materialise. The Company is actively managing its low-cost operating base to ensure its positive cash flow position is maintained.”

-ENDS-

About ComOps

ComOps is an Australian company that provides effective workforce management and optimisation solutions to enterprises globally who are looking to simplify complex workforce environments. It specialises in interpreting Award Wages and Enterprise Bargaining Agreements and equivalent structures.

ComOps supports more than 180 customers in over 5800 locations globally, including leading organisations within global ports, aviation, transportation, retail, hospitality and health.

Enquiries/Additional Information

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