

Media release

28 August 2018

ComOps Secures Two-Year \$3m Sydney Trains Contract Extension

- **Term of the contract is potentially three years which includes an additional 1-year option**
- **Smaller tender also secured to provide Transport for NSW's Transport Management Centre with rostering software**
- **Over \$4m worth of new contract wins and re-signs secured in the last 90 days**
- **Tender pipeline strengthening and positive cash flow position enhanced**

Australian workforce management and optimisation technology company **ComOps Limited (ASX: COM)** ('ComOps' or 'the Company') has strengthened its presence in the government transport sector with the re-signing of a long-term contract with Sydney Trains.

The two-year contract, which has already commenced, is valued at \$3m (\$1.5m annually) and greatly enhances ComOps' predictable monthly recurring revenue streams. The contract term is potentially up to three years given it includes a 1-year extension option.

ComOps has held the contract since 2006 and is pleased to have secured this re-sign on improved terms and scope. It demonstrates the appeal of the proprietary Microster workforce management software and the critical service it provides for Sydney Trains. ComOps has made a number of enhancements to the technology over the last 12 months which it believes has given it a major competitive advantage.

Sydney Trains has used ComOps' Microster product since 2006 to roster its 8,000 Customer Service, Maintenance and Operations teams. Microster ensures that rostered staff are compliant with their respective Enterprise Awards and meet strict fatigue management rules.

ComOps has also secured a smaller, second tender in July for the deployment of its workforce management software at Transport for NSW's Transport Management Centre (TMC).

The successful re-sign and new contract follows ComOps securing a 5-year, \$1m contact with the State Transport Authority of New South Wales (STA) in May. ComOps has now secured over \$4m of new contracts and re-signs within 90 days with government transport authorities. This cements the Company's very strong presence as a software provider of choice for Transport NSW.

Commentary

ComOps Chief Executive Officer Chris Fydler commented: “ComOps continues to grow its base of predictable, recurring revenue streams with blue chip customers such as Transport NSW. Recurring revenue now accounts for almost 65% of our total revenue base. “Our new and existing Customers are responding to the investment ComOps has made in the Microster technology in the last 6 months by committing to long term contracts. This bodes well for future growth. “We have strengthened our long-term partnership with Transport NSW which regard ComOps as a dependable, trusted and innovative software company that can deliver first rate workforce optimisation technology. The enhanced technology offering we implemented to secure this re-sign reflects this.

“ComOps is trading well and these contracts further enhances our positive cash flow position. There is solid momentum in the business, underpinned by a growing tendering pipeline and good product enhancements which appeal to customers. We will continue to update shareholders on progress.”

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About ComOps

ComOps is an Australian company that provides intelligent 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 aviation, transportation, retail, hospitality and health.

Enquiries/Additional Information

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