

## GO2 Secures Exclusive Services Arrangement with Advanced Traffic Management

### Highlights

- GO2's subsidiary, Skill Hire WA Pty Ltd, has secured an exclusive services arrangement with the Advanced Traffic Management group of companies (ATM) for the supply of recruitment, labour hire, traineeship and training services.
- The contract commenced 4 February 2022, with the initial exclusivity period expiring on 30 June 2023.
- ATM is a leading provider of traffic management services with many brands including Advanced Traffic Management, ATM Asphalt, Peak Traffic Management and Rioli Traffic Management.
- ATM's traffic management services are delivered to local councils, a wide range of event venues and infrastructure projects throughout Western Australia.
- The contract is estimated to represent approximately \$22 million\* in the first year's annual revenue from labour hire. Additionally, this contract will create pathways for GO2's Job Ready clients adding greater value (and revenues) to its government contracts over and above the ATM contract itself.
- Services will start with an average size workforce of 270 traffic management personnel each day, with significant growth opportunities in the future.
- The additional revenue will significantly increase GO2's revenue run rate and will represent a significant step change for the group's recruitment business.

\* Please refer further down in this announcement for the assumptions used for the revenue estimate.



The GO2 People Ltd (ASX code: GO2) ("**GO2**" or "**the Company**") is pleased to announce its subsidiary, Skill Hire WA Pty Ltd ("**Skill Hire**"), has secured an exclusive services arrangement to service the human resources and training requirements of the Advanced Traffic Management group of companies ("**ATM**").

The newly created Skill Hire Traffic Management Division leverages Skill Hire's vertically integrated service offering, to avail a full suite of Employment and Training services to support ATM with their current and future workforce requirements.

Employment services which support unemployed personnel, traffic management training courses, and support through the apprenticeship and traineeship business, are all obvious synergies for ATM's requirements.

The recruitment and labour hire supply of the traffic management workforce for ATM will include Human Resources, Injury Management, OHS and Payroll functions.

GO2 estimates that the labour hire component of the Services Contract with ATM could represent approximately \$22 million\* in new revenue in the first year alone, based on ATM's projected labour requirements through to 30 June 2023.<sup>1</sup> It is also anticipated that additional revenue will be generated from recruitment, traineeship and training services over the course of the contract term.

**GO2 People Ltd Group CEO, Shawn Murphy commented,** "during the last 18 months we have been working hard to create a service offering that enables us to truly partner with our key clients to support them to build their workforces. The ATM partnership is a great example of this, where we can support clients with all four key Business Units within our organisation, to help them achieve their growth plans. I am confident that this is the start of bigger things to come for our organisation this calendar year."

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<sup>1</sup> This estimate assumes that Skill Hire provides labour hire personnel to meet at least ATM's projected labour requirement to 30 June 2023, including that in the first year ATM requires an average of 270 employees working 5 days per week, at an average of 8.75 hours per day, plus 70 employees working 8 hours per day on both weekend days. The actual revenue amount may differ materially from this estimate if ATM's requirements change over the course of the Services Contract, including if the Services Contract is terminated.



**ATM Managing Director, Robbe Bryce** is equally pleased at the creation of this new partnership. “Engaging one supplier that can provide all of our labour hire and training requirements allows for efficient delivery of our Human Resource requirements. The fact that Skill Hire can connect us to their Jobactive networks and support us with Indigenous Engagement strategies is also important for us as we strive to provide opportunities for those that need a hand. We look forward to working with the Skill Hire team to grow our business.”

### Overview of Services Contract

The table below is an overview of the Services Contract.

<b>Counterparty</b>	The ATM parties comprise Advanced Traffic Management (WA) Pty Ltd, ATM Asphalt Pty Ltd and Clune Group Pty Ltd.
<b>Services</b>	ATM will exclusively source personnel for its traffic management requirements from Skill Hire on a labour hire basis. Skill Hire will also provide recruitment, traineeship/apprentice hosting services, and traffic management training.
<b>Workforce Recruitment</b>	<p>To service ATM's labour requirements, a certain number of ATM's existing casual workforce will be recruited by Skill Hire.</p> <p>Skill Hire will make offers of casual employment to relevant ATM employees. It is estimated that this may result in Skill Hire taking on up to approximately 365 casual employees.</p> <p>ATM will be responsible for payment of all accrued employee entitlements in relation to the period prior to the Skill Hire engagement. Skill Hire will assume responsibility for future entitlements of those former ATM employees who accept its offer of employment.</p>



<b>Restrictions</b>	<p>ATM is restricted from engaging any of the casual employees employed by Skill Hire before 30 June 2023.</p> <p>Correspondingly, Skill Hire must not provide labour hire services under an enterprise agreement to any direct competitor of ATM before 30 June 2023.</p>
<b>Term</b>	The contract has an indefinite term.
<b>Termination</b>	<p>ATM may terminate the contract on giving Skill Hire at least 90 days' written notice.</p> <p>Skill Hire may terminate the contract immediately for convenience or with cause (including if ATM defaults on payment for more than 5 business days) by giving ATM notice to that effect.</p>

**Issued by:** The GO2 People Ltd  
**Approved by:** The Board of The GO2 People Ltd

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## Forward-Looking Statements

This announcement contains forward-looking statements that are based on GO2's expectations, estimates and projections as of the date on which the statements were made. These forward-looking statements include, among other things, statements with respect to GO2's group business strategy, plans, development, objectives, performance, outlook, growth, cash flow, projections, targets and expectations, negotiations, and service development. Generally, these forward-looking statements can be identified by the use of terminology such as 'outlook', 'anticipate', 'project', 'target', 'potential', 'likely', 'believe', 'estimate', 'expect', 'intend', 'may', 'would', 'could', 'should', 'scheduled', 'will', 'plan', 'forecast', 'evolve' and similar expressions.



Persons reading this announcement are cautioned that such statements are only predictions, and that the actual future results or performance may be materially different to those in the statements. Forward-looking information is subject to known and unknown risks, uncertainties and other factors (including those outside of GO2's control) that may cause the GO2 group's actual results, level of activity, performance or achievements to be materially different from those expressed or implied by such forward-looking statements.

### **About The GO2 People Ltd**

The GO2 People Ltd (ASX:GO2) is a leading provider of recruitment and training services to industry throughout Australia.

The day-to-day operations of the company are underpinned by strong core values and an ethical approach to business principles which drive innovation, collaboration and an ongoing commitment to continuous improvement.

To learn more please visit: [www.thego2people.com.au](http://www.thego2people.com.au)

