

## Market Update

12 November 2014

### Execution of Significant Training Contract with Labour Hire Client DHL Supply Chain

#### Key Points

- Ashley Institute of Training (a wholly owned training business of Ashley Services) has executed a significant national training agreement with DHL Supply Chain (“DHL SC”), for the provision of training services within Australia and to extend these services internationally
- Initial three (3) year term for the agreement with an option for an additional three years
- DHL SC is an existing client of Ashley Services and one of its largest labour hire clients
- Service agreement continues to show the advantages of Ashley Services integrated labour hire and training model

Ashley Services Group Limited (“Ashley Services” or the “Company”) is pleased to announce that its wholly owned business, Ashley Institute of Training, has signed a national service agreement (“Agreement”) with DHL Supply Chain Australia Pty Ltd, part of Deutsche Post DHL, to provide training and assessment services for DHL SC’s warehousing and logistics staff across Australia. Deutsche Post DHL is the world’s leading postal and logistics Group and is a market leader in the logistics industry, with a large presence in the Australian market.

DHL SC Australia is one of Ashley Services key labour hire clients and Ashley Services has a national sole supply agreement with DHL SC for the provision of warehousing and logistics labour hire staff. Following from this strong relationship, DHL SC has selected Ashley Services to conduct training and assessment services for staff within Australia and to grow this relationship internationally.

Ashley Services is delighted to have signed this service Agreement, which is indicative of the level of service that Ashley Services has been providing to DHL SC to date as a large labour hire service provider in New South Wales. It also demonstrates that DHL SC recognises the quality of the labour hire staff that Ashley Services has been providing and the evident quality of training that these staff have received both prior to and during their tenure at DHL SC. Ashley Services is the ideal partner for DHL SC as it is a national provider of training in conjunction with having a national labour hire footprint.

The Agreement is not expected to materially impact the financial forecast for the year ending 30 June 2015 published in the recent IPO prospectus. However, the Agreement is anticipated to have an incremental effect on revenues and earnings for Ashley Services for FY2016 and for the remainder of the term of the contract. Further details will be provided as they become available.

At IPO, we stated that one of our growth strategies was to leverage existing labour hire clients to increase demand for services. This Agreement with DHL SC delivers on that stated strategy, in addition to showing the benefit of operating under our integrated labour hire and training model.

For further information, please contact:

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### **About Ashley Services Group**

Founded in 1968, Ashley Services Group is a company that is listed on the Australian Securities Exchange. It specialises in training and labour hire. In 1999 the Company was acquired by the current owner of Ashley Services and has subsequently grown and diversified. As a Vocational Education Training (VET) provider, the Training business services a wide range of clients in the corporate and public markets, offering training for 103 qualifications in 102 locations across Australia. Ashley Services' Labour Hire business provides services to large national and multi-national clients. It is a leading labour hire provider to the warehouse and logistics industries, and also has a growing presence as a provider to the horticultural, manufacturing and trades industries.