

# AWN HOLDINGS LIMITED

ACN 103 472 751

16 December 2020

Company Announcements Office  
ASX Limited  
Exchange Centre  
20 Bridge Street  
SYDNEY NSW 2000

## **Subject: EdventureCo acquires ENS International, a global leader in negotiation training**

The Directors of AWN Holdings Limited (“**Company**”, “**AWN**”) are pleased to announce that its wholly-owned education platform, EdventureCo Pty Ltd (**EdventureCo**), has completed a transaction to acquire all of the issued share capital of ENS International Pty Ltd (**ENS International**), a global leader in virtual and face-to-face negotiation advice, support and training.

Founded in 1978, ENS International has developed some of the most innovative negotiating and influencing methodologies in the market. The founders, Michael Hudson and Leo Hawkins, challenged the highly adversarial approach to negotiation that had long dominated corporate negotiation strategy and created organisation-wide negotiation capability platforms.

For over 40 years, ENS International has partnered with organisations to develop an organisational change management platform to address and develop collaborative negotiation skills, and create a common influencing language that will accelerate growth. Through its network of negotiation process experts with real-world experience, ENS International provides negotiation skills and guidance to achieve desired outcomes while maintaining and building valuable relationships.

In addition, its team of highly experienced facilitators train employees to become effective, outcome-focused negotiators who maximise results. ENS International offers both public and customised highly effective training programs with proven return on investment designed to improve participants’ communication and negotiation skills.

Across over 70 countries, ENS International has established a reputation as a trusted negotiation partner for some of the most successful organisations worldwide. Its clients in both the public and private sector range from finance (PwC), resources (BHP) and medical (Johnson & Johnson) to retail (Adidas and Woolworths) and government (Australian Government).

The World Economic Forum’s *Future of Jobs Report 2020* highlights the disruptive nature of long-term technology trends and the impact they will have on the future of work. With automation expected to displace 85 million jobs in the next five years, skills such as persuasion, negotiation, emotional intelligence and social influence are among the top 15 skills employers see as rising in prominence in the lead up to 2025.

The acquisition of ENS International will further EdventureCo’s goal of equipping students with relevant skills in a fast-changing world. It will be highly complementary to DDLS and the Australian Institute of ICT, EdventureCo’s two market leading IT training providers, that address the skills shortages in the digital sector. This increasing demand for digital skills is balanced by uniquely human traits such as emotional intelligence, creativity, persuasion and innovation, becoming more valuable. EdventureCo’s strategy is focused on addressing this demand.

# AWN HOLDINGS LIMITED

For the financial year ended 30 June 2020, ENS International generated revenue of \$3.4 million. The acquisition is expected to be earnings accretive. The purchase consideration is confidential.

## **About EdventureCo**

EdventureCo is a vocational and professional education and training (VPET) platform established in Australia with an expanding presence in South East Asia. It comprises established and market leading businesses in blue collar and white collar VPET fields such as construction and IT, and has trained over 75,000 students in the past six years and more than 196,000 in the past 26 years, providing them with skills and qualifications to commence their careers, upskill or reskill. EdventureCo's businesses are Everthought Education, DDLS, the Australian Institute of ICT and ENS International.

On behalf of the Board of AWN,



Cameron Fellows  
Company Secretary