

Please find below Hays' response to the additional written questions on notice from Senator Tony Sheldon relating to Hays' appearance before the committee on 13 July 2021.

Q1

I can advise that Hays received \$380.3 million in revenue from the Federal Government and \$475.4 million in revenue from state and territory governments. This includes both permanent and temporary employment contracts.

Q2 and Q3

As at August 2021, Hays has 2,498 temporary employees working across Federal Government. This comprises 2,328 casual employees, 1 maximum term employee and 169 limited company contractors. Across state and territory governments, Hays has 3,415 temporary workers, including 3,139 casual employees and 276 limited company contractors.

Q4

In Financial Year 2020, Hays Australia recorded revenue of \$2.8 billion, including gross fees before the cost of sales. It is important to note this figure includes the cost of casual employee wages, superannuation liabilities and other employment oncosts. As such, net fees received amounted to \$301 million.

Q5

In Financial Year 2020, Hays Australia had \$88.9 million in taxable income.

Q6

In Financial Year 2020, Hays paid \$26.7 million in corporate tax to the Federal Government. Please note this comprises the total tax payable, rather than the cash impact of PAYG Instalments.

Q7

Hays Australia did not receive JobKeeper.

Kind Regards

Nick Deligiannis
Managing Director, Australia and New Zealand