

PRESS RELEASE

ARCTIC WORKS – A NEW MODEL FOR RECRUITMENT IN GREENLAND

Xploration Services Greenland A/S & Icelandic Handafl ehf join forces to establish a Greenlandic recruitment company aimed at the building, construction and the mining industry.

BACKGROUND:

With the increasing activity in the construction industry and with the prospect of imminent success in the mining industry, there is a huge and continued pressure on the labor force in Greenland. Despite massive education and employment measures, there is a need to import labor in order to address both the general construction tasks, but also to solve the major infrastructure projects which are yet to be commenced.

The Xploration Services Greenland A/S (XS) provides solutions as a core business of servicing foreign companies in Greenland (e.g. administration, planning, logistics, catering, camps, accommodation, recruitment ...) and have for the past two years experienced an increasing demand for "recruitment". The demand comes from both the mining sector and the building and construction industry respectively.

XS has extensive experience and success to recruit, educate and train manpower from Greenland, but has limited experience in recruiting internationally.

Handafl ehf has many years of experience in recruiting skilled and unskilled labor for the construction industry in Iceland. Over the past two years Handafl has experienced a growing interest from Greenlandic and international clients on recruitment to the Greenlandic labor market.

With the founding of ARCTIC WORKS, XS' local network and experience in recruiting labor from Greenland is combined with Handafl's international network and expertise in recruitment of foreign labor. Mr. Martin Sandy Shalmi, Chairman and founder of XS, says: "With the founding of the ARCTIC WORKS, XS takes the first major step in the realization of its ambitious growth strategy which we adopted in late 2018. Based on our core competencies we will create a large international company that creates substantial growth and revenues for Greenland.

ARCTIC WORKS focuses on recruitment of skilled and non-skilled labor and systematically examines the Greenlandic labor market for qualified employees before recruiting outside staff.

The ARCTIC WORKS' business model serves as a temporary arrangement where the customer's payment will take place as the customer makes use of the employee. The customer pays regular monthly rate, calculated from the employee's scheduled hours. This model ensures that the financial incentive for ARCTIC WORKS is not a quick one-time payment, instead it is in the interest of ARCTIC WORKS to maintain the good relationship between the employee and the enterprise customer. This gives both ARCTIC WORKS and business customers an interest in the employee working on a long-term perspective, with greater likelihood of long-term positions.

The Director of XS and acting manager of ARCTIC WORKS, Mr. Bent Olsvig Jensen, says: As a Greenlandic company it is essential for us to have as many activities and as much income for Greenland as possible. By recruiting through ARCTIC WORKS, all revenues from recruitment will pay taxes to Greenland. With use of foreign recruitment agencies the taxation of revenues will NOT be payed to Greenland. Hence, ARCTIC WORKS offers cheaper recruitment for our customers, as well as ensuring a socio-economic contribution.

ARCTIC WORKS invites you cordially to the opening reception on September 18th between 3-5 pm at Hotel Hans Egede (Ballrooms 57 & 58)

The Minister of Mineral Resources and Labor, Mr. Erik Jensen will give an inaugural address.

For more information:

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