



For ASX Release
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Gooroo – Commencement of revenue

Key highlights:

- **Financial year ends with enterprise deals being signed and initial revenue being reported**
- **Strong sales pipeline in place with revenues to steadily build**

In May this year, the company kicked off its commercial sales program to the Australian enterprise market. These efforts have since netted a number of paying contracts together with what is now a fast-growing sales pipeline.

Greg Muller, Gooroo Ventures CEO says:

“During the first four months of this 2017 calendar year we offered free trials to small, low volume recruiters in the USA. We used this period to learn; to watch behaviour and understand how they used the product day-to-day. The insights we were able to gather at both a product and commercial level have accelerated our readiness for enterprise-level discussions.

In just a few weeks since commercial launch, it's exciting to see how many of Australia's most significant recruiters and employers have expressed interest in working with us. For many we're now in a typical sales cycle that involves socialising the Gooroo offer internally, discussing the approach and timing for implementation and agreeing commercial terms.”

The company expects sales contract volumes to progressively increase and for revenues to steadily build over the coming months.

Contracts are currently being negotiated right across Gooroo's product portfolio. The company is focused on selling subscription and licencing deals.

For additional June commentary and to watch CEO, Greg Muller share his thoughts, shareholders are encouraged to visit: www.goorooventures.com/blog.

Investor & media enquiries

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About Gooroo

At Gooroo we understand the world of work is changing. We exist to build globally scalable experiences that make the hiring process more efficient, informed and accurate so teams perform, companies compete and careers flourish.

Gooroo's world-leading Talent Matching System predicts cultural fit, potential and contribution to a role; reducing cost, time and error in the hiring process. Using big data, machine learning and applied behavioural science, Gooroo dynamically matches and rates candidates for a role, while benchmark analytics inform the development of high performing teams. Gooroo's blind matching processes encourage diversity and the reduction of bias in candidate selection.

Gooroo forms part of existing client processes and integrates with enterprise HRIS & applicant tracking systems.

Gooroo has chosen the IT sector as the initial industry of focus and has established a fast-growing community of tech experts from around the world. For these professionals, Gooroo offers a suite of career management tools where well-matched opportunities are directed to them from leading employers.

In January 2016, Gooroo announced a global alliance with Microsoft, offering a benefit to the millions of Microsoft Certified Professionals and Microsoft Valued Professionals (MVPs).
www.gooroo.io/microsoft

Gooroo analytics service delivers on-demand access to IT skills and job market demand and supply analytics across Australia, UK, USA, Canada, NZ and Ireland.

Gooroo is initially targeting the US\$100 billion global information technology recruitment sector which promotes over 25 million roles each year. Gooroo's objective is to remove up to 90% of the time wasted in screening and shortlisting talent in what is a \$14 billion global problem.

For more information on Gooroo, visit:

Investors: www.goorooventures.com

Hirers: www.gooroo.io/hirer

Talent: www.gooroo.io/

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