

ASX RELEASE

LiveHire secures latest enterprise agreement with Korn Ferry RPO

Highlights

- LiveHire has secured its latest enterprise agreement in conjunction with Korn Ferry, one of the world's leading Recruitment Process Outsourcing (RPO) firms¹.
- The RPO contract includes recruitment across whole of organisation for one of the largest diversified real estate groups, and the largest community creator in Australia.
- The enterprise agreement represents annualised recurring revenue (ARR²) of more than twice the current average ARR across LiveHire clients³, in addition to other non-recurring upfront revenue.

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LiveHire Limited (ASX: LVH) (LiveHire or the **Company**), the award-winning⁴ talent acquisition & engagement platform that revolutionises the candidate experience and enables businesses to thrive with talent on demand, is pleased to announce it has secured its latest enterprise agreement with Korn Ferry, one of the world's leading RPO firms, pursuant to which LiveHire will provide its platform to one of Korn Ferry's clients.

Enterprise agreement for a major Australian diversified real estate group

The Korn Ferry client (**Client**) is one of the largest diversified real estate groups, and the largest community creator in Australia, covering whole of life housing solutions. They own, manage and develop retail town centres, workplace and logistics assets, residential and retirement living communities.

The enterprise agreement represents annualised recurring revenue (ARR) of more than twice the current average ARR across LiveHire clients, in addition to other non-recurring upfront revenue. LiveHire considers that the latest enterprise agreement signals significant progression in the Company's strategy, as it demonstrates ongoing applicability and adoption of the LiveHire platform with larger enterprises, and the importance of building technology first and foremost to satisfy the most progressive RPO firms.

¹ <https://www.kornferry.com/press/korn-ferry-named-top-global-recruitment-process-outsource-provider-hro-today-rpo-bakers-dozen-list>

² Annualised Recurring Revenue or ARR represents Monthly Recurring Revenue at any point in time, multiplied by 12. It provides a 12 month forward view of recurring revenue at a point in time.

³ LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

⁴ [Reference Link 1](#) [Reference Link 2](#) [Reference Link 3](#) [Reference Link 4](#)

LiveHire's technology will empower the flow of talent into the organisation through a platform-based approach that is rapidly deployed, scalable, integrated, and underpinned by a single unified profile of the candidate, aiming to provide a private, secure, live single source of truth of data for organisations and talent.

Third party software to be initially integrated into the central LiveHire platform includes HireTual (A.I. based online candidate sourcing and engagement), and Skill Survey (automated reference checking and credentialing). LiveHire's platform based approach makes it simple for organisations to flex and modify their talent acquisition process as they grow and mature.

The LiveHire platform will be integrated with the Client's Human Resource Information System (HRIS), SAP Success Factors, at which point annualised recurring revenue (ARR) will increase to three times the current average ARR across LiveHire clients

Korn Ferry RPO

Korn Ferry (NYSE:KFY) is a global organizational consulting firm, synchronizing strategy and talent to drive superior performance for their clients. Korn Ferry industry-leading RPO solutions, which include full lifecycle recruitment, blended recruitment, and additional "add-on" recruitment solution services, combine the expertise of their recruiters with state of the art technology to streamline recruitment processes, optimize employer and candidate experience, and improve quality of hire. Informed with unparalleled data resources, executed through innovative sourcing strategies, and broadly supported by a worldwide network of experts, their solutions align talent strategies with business strategies to bring the right talent into organizations while reducing recruitment costs.

LiveHire RPO channel continues to grow and deliver

This latest enterprise client to be serviced with the LiveHire platform via an enterprise agreement through RPO again demonstrates strong uptake, increased momentum, and appetite for innovation in the RPO market. LiveHire and Korn Ferry have a strong forward pipeline of sales prospects comprising some of the most well-known brands in Australia and New Zealand.

Christy Forest CEO LiveHire, said:

"This latest significant client of Korn Ferry which will go live with the LiveHire platform is one of multiple large enterprise engagements we currently have in the prospective sales pipeline together. Korn Ferry is one of the leading innovators in RPO solutions in Australia and New Zealand and we are building the platform to transform the candidate and recruiter experience for its current clients and support its future growth strategy.

As a part of the first phase with this Client, we will implement a fully integrated talent sourcing, engagement, and acquisition solution. The second phase will involve a full integration with SAP Success Factors. This represents yet another powerful use case for the LiveHire platform in augmenting the SAP Success Factors solution, applicable to many large enterprise in Australia and globally, with advanced talent pooling, AI, and machine learning to deliver unrivalled candidate and recruiter experience."

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www.livehire.com/investor

About LiveHire

LiveHire is a productivity and collaboration platform for talent management that delivers a proactive sourcing and internal mobility solution called Live Talent Communities. The platform makes managing the flow of talent into and through businesses seamless, delivering value through perfect visibility of existing employees, and shifting recruitment of new talent from reactive to proactive, reducing time and cost to hire, with an unrivalled candidate experience.

Founded in 2011, LiveHire is an Australian company headquartered in Melbourne, with offices also in Sydney, Brisbane and Perth.

www.livehire.com

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- assumptions regarding the Company's financial position, business strategies, plans and objectives of management for future operations and development and the environment in which the Company will operate; and
- current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties.

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