

## ASX RELEASE

# LiveHire secures enterprise agreement with DuluxGroup

### Highlights

- LiveHire has secured an enterprise agreement with DuluxGroup, a leading marketer and manufacturer of premium branded home improvement products.
- The enterprise agreement with DuluxGroup includes powering recruitment for employees across all its brands and operations.
- The enterprise agreement represents annualised recurring revenue (**ARR**<sup>1</sup>) of more than three times the current average ARR across LiveHire clients<sup>2</sup>, in addition to other non-recurring upfront revenue.

### 06 December 2018 | Melbourne, Australia

LiveHire Limited (ASX: LVH) (**LiveHire** or the **Company**), the award-winning<sup>3</sup> 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 an enterprise agreement with DuluxGroup, a leading marketer and manufacturer of premium branded products that protect, maintain and enhance the spaces and places in which we live and work.

### About DuluxGroup

DuluxGroup's origins date back to 1918, with its original heritage in decorative paint for Australian and New Zealand homes. Today it is home to some of Australia and New Zealand's most recognised and trusted brands, including Dulux, Selleys, Yates, B&D, and Cabot's.

### Enterprise Agreement with DuluxGroup

The enterprise agreement represents annualised recurring revenue (**ARR**) of more than three times 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 direct sales strategy, as it demonstrates ongoing applicability and adoption of the LiveHire platform with larger enterprises.

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<sup>1</sup> 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.

<sup>2</sup> LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

<sup>3</sup> [Reference Link 1](#) [Reference Link 2](#) [Reference Link 3](#) [Reference Link 4](#)

LiveHire's technology will replace the previous Applicant Tracking Software (ATS) in its entirety, and empower the flow of talent into DuluxGroup through a modern 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. During the second phase, it is expected that the LiveHire platform will be integrated with the Client's Human Resource Information System (HRIS), SAP Success Factors.

### **LiveHire direct sales channel continues to grow and deliver**

DuluxGroup represents a strategically important client as it demonstrates the LiveHire platform's ability to solve for and deliver best in breed solutions to larger and more complex, global organisations. The company considers that the DuluxGroup enterprise agreement signals significant progression in the LiveHire's direct sales strategy, given it proves ongoing applicability and adoption of the Company's platform with larger enterprises.

### **Christy Forest CEO LiveHire, said:**

*"Up to now, LiveHire has been very focused on building a platform and architecture for global scale, to satisfy the most innovative practitioners in the market, RPO firms. As successful RPO implementations continue to accelerate, we have been expanding and mobilising our direct sales channel, to bring the award winning LiveHire platform to the mid-market of 500-5,000 FTE companies."*

*"At LiveHire, we believe that mid-market companies have some of the most interesting emerging employment brands. Our platform enables those companies to "punch above their weight" in their ability to attract the best-fitted talent from the best sources, through the power of mobile, social and cloud. As we expand our efforts within this market, we are excited to help propel the growth of these organisations through high quality talent acquisition, exceptional candidate experience and organisational agility"*

### **For more information:**

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### **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](http://www.livehire.com)

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This announcement contains “forward-looking statements.” These can be identified by words such as “may”, “should”, “anticipate”, “believe”, “intend”, “estimate”, and “expect”. Statements which are not based on historic or current facts may be forward-looking statements. Forward-looking statements are based on:

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- 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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