

ASX RELEASE

LiveHire secures enterprise agreement with Jemena

Highlights

- LiveHire has secured an enterprise agreement with Jemena, one of the Australia's leading energy infrastructure and distribution organisations.
- The enterprise agreement with Jemena in Australia includes powering recruitment of all employees across its entire operations.
- The enterprise agreement represents annualised recurring revenue (ARR) of more than twice the current average ARR across LiveHire clients¹, in addition to other non-recurring upfront revenue.

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LiveHire Limited (ASX: LVH) (LiveHire or the Company), the award-winning² 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 Jemena, one of Australia's leading energy infrastructure and distribution organisations.

About Jemena

Jemena owns and operates a diverse portfolio of energy and water transportation assets across the east coast of Australia. With more than \$11 billion worth of major utility infrastructure, they supply millions of households and businesses with these essential services every day. LiveHire will host the Talent Community for the entire Jemena organisation, providing an end to end talent acquisition and engagement platform.

Enterprise Agreement with Jemena

The enterprise agreement represents annualised recurring revenue³ (ARR) of more than twice the current average ARR across LiveHire clients⁴, 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, complex enterprises.

¹ LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

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

³ 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.

⁴ LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

LiveHire's technology will empower the flow of talent into Jemena 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.

The LiveHire platform will be integrated with the Client's Human Resource Information System (HRIS), SAP Success Factors. This represents yet another powerful use case for the LiveHire platform in augmenting the SAP 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.

Third party software to be initially integrated into the central LiveHire platform includes Broadbean (multi job board posting). LiveHire's platform based approach makes it simple for organisations to flex and modify their talent acquisition process as they grow and mature.

LiveHire direct sales channel continues to grow and deliver

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

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 who primarily manage recruitment through their own internal teams.

Jemena is a well-known household brand in Australia, providing millions of us with the energy we need to enjoy our lives. We are truly delighted to serve them with a world-class platform that creates a recruiting experience for both candidate and recruiter that is modelled after some of the most familiar and friendly consumer experiences. We especially look forward to the power of our approach to support Jemena in transforming the speed of their hiring of highly engaged and well-fitted employees.

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."

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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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