

ASX: LVH MARKET RELEASE

LiveHire partners with US-based Cognitus Consulting, Proactive Talent, ManpowerGroup Australia, and Deloitte

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Highlights:

- Strong traction in Channel Partnership Strategy with four new or extended agreements recently entered into across ANZ and the US:
 - Partner agreement with US-based Cognitus Consulting, a leading SAP SuccessFactors systems implementer with over 500 consultants.
 - Partner agreement with Proactive Talent, a US-based recruitment advisory firm that provides holistic strategic advisory services to enable clients to build a powerful recruiting engine.
 - Partner agreement with ManpowerGroup Australia, a leading provider of contingent and permanent recruitment workforce solutions.
 - Extension of Memorandum of Understanding with Deloitte.
- These agreements validate LiveHire's technology offering globally as well as its Channel Partnership Strategy to further accelerate the Company's US and ANZ market awareness, penetration and sales pipeline growth.

Talent acquisition and engagement platform LiveHire Limited (ASX: LVH) ("LiveHire" or the "Company") is pleased to provide an update on recent progress on the Company's global Channel Partnership Strategy.

The Company is pleased to advise that it has signed a Solution Partner Agreement with US-based Cognitus Consulting LLC ("Cognitus"), a Referral Partner Agreement with Proactive Talent Strategies LLC ("Proactive Talent"), an Outsourcing Partner Master Services Agreement with

Manpower Services Australia Pty Ltd ("ManpowerGroup Australia"), and an extended Memorandum of Understanding ("MOU") with Deloitte ("Deloitte").

LiveHire is excited by these developments which highlight traction on the Company's previously communicated global Channel Partnership Strategy as it considers this strategy to be significant to the Company's growth of total sales pipeline. Each new partner also has well regarded brands, strong market share, extensive reach and trusted advisory into LiveHire's ideal prospect customers. LiveHire is not able to determine the economic materiality of each individual agreement at this point due to the contingent nature of client opportunities and commissions being decided on a case-by-case basis.

LiveHire is in active discussion with all four partners to achieve accelerated market penetration and scale via their one-to-many client relationship models.

LiveHire's total number of channel partners is now ten, of which four are generating revenue for the Company and six in pipeline building phase.

Cognitus

Cognitus is a US-based SAP systems implementer with over 500 SAP consultants globally. Cognitus sells and delivers SAP solutions across the US. LiveHire's platform provides an augmentation to SAP SuccessFactors that enhances organisations performance and cost efficiency in Talent Acquisition and Candidate Experience.

As part of the Solution Partner Agreement, Cognitus will introduce potential clients to LiveHire and promote LiveHire, boosting the Company's brand recognition and accelerating sales growth in the US.

LiveHire CEO, Christy Forest, said: *"Cognitus is a well-respected and certified SAP partner known for its trusted client relationships and innovative approach to solving client problems with technology. Their mission is to 'bring people and technology together' which deeply aligns with LiveHire's mission to empower the flow of the world's talent through a more humanised, technology-enabled experience for candidates and recruiters alike."*

Cognitus Founding Partner, Rob van der Zande, said: *"We're glad to be partnering with Live Hire as part of our People Management portfolio. We've included Live Hire as part of the our latest and most innovative offering so far – Gallop Intelligent Project Lifecycle Management."*

Proactive Talent

Proactive Talent is the leading recruiting and employer brand strategy consulting partner. They have a coalition of expert recruiters and talent brand practitioners who provide the necessary tools to tighten hiring gaps, bolster retention rates and embolden a company's mission. With a holistic approach, they work alongside clients to help them build a powerful recruiting engine that enables them to efficiently attract, recruit, and retain top talent.

Proactive Talent specializes in adding firepower to a client's full candidate lifecycle journey from Talent Attraction to Hiring services. Their clients include enterprise companies like GE, GoDaddy, and Realtor.com as well as fast-growing startups like Anaplan, Couchbase, and Tradeshift.

LiveHire CEO, Christy Forest, said: *"Proactive Talent is a well-regarded brand and global industry leader on best practice recruitment strategies, process, and technology advisory. Proactive Talent fills a critical gap in the rapidly evolving talent acquisition market; providing expert talent brand and recruitment practitioners to operate modern talent technology whilst advising and training organisations' internal teams towards best practices. We are delighted to be partnering with Proactive Talent to provide the perfect combination of people and technology to enable organisations to move to candidate centered, best practice recruitment with LiveHire."*

Proactive Talent Founder and CEO, Will Staney, said: *"We are impressed with LiveHire's candidate centered platform and excited to partner with them to implement their technology with our mutual clients. Our mission is to help as many companies as possible evolve the way they recruit and hire talent. We believe that LiveHire shares our mission and together we plan to create possibilities for modernising the recruiting process, in a holistic and candidate centric way."*

ManpowerGroup Australia

ManpowerGroup, a world leader in innovative workforce solutions, has been helping clients and candidates in Australia since 1965. ManpowerGroup creates powerful connections between organisations and the talent they need to enhance their competitiveness and unleash their workforce potential.

ManpowerGroup Solutions, the outsourcing and consulting solutions arm of ManpowerGroup Australia, is continually recognised as a global industry leader in the provision of RPO, MSP and specialist project solutions.

LiveHire is already live within two of ManpowerGroup Australia's largest client programs, and the Master Services Agreement conveys a deepening of the partnership to co-deliver market leading, talent driven solutions.

Deloitte

Deloitte is a leading global provider of audit and assurance, consulting, financial advisory, risk advisory, tax and related services. Their network of member firms is in more than 150 countries and territories, with approximately 264,000 people.

LiveHire has extended an MOU with Deloitte until 25 July 2020.

LiveHire CEO, Christy Forest, said: *"The new partner agreements outlined today continue the momentum that LiveHire carried into FY20 and validate our strategy of broadening our portfolio of channel partners in the US and Australia, in turn accelerating sales pipeline growth. Each partner has a well-regarded brand, strong market share, extensive reach and trusted advisory into LiveHire's ideal prospect customers.*

"LiveHire's growth potential in the US is now being realised and we are delighted to have secured partnership agreements with Cognitus and Proactive Talent. This is a strong endorsement of our capability to build and grow in the US market. Within the ANZ market, we are pleased to have deepened our partnership with Manpower, which is now formalised through our first MSA, in addition to the extension of our MOU with Deloitte.

"All partnership arrangements, across both markets, help LiveHire accelerate scale through the power of one-to-many client relationships."

"The success achieved to date, both in the US and Australia, underpins our confidence in achieving a highly productive partner channel by the end of 2019, providing us with strong impetus for more rapid revenue acceleration in the second half of this financial year to deliver sustainable long-term future growth that enhances shareholder value."

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www.livehire.com/investor

About LiveHire

LiveHire is an award-winning¹ talent acquisition & engagement platform that revolutionises the candidate experience and enables businesses to thrive with talent on demand. Our Talent Acquisition & Engagement platform delivers a proactive sourcing and talent mobility solution called Live Talent Communities. The platform makes managing the flow of talent into and through businesses seamless, delivering value through detailed visibility of talent, shifting recruitment from reactive to proactive, improving fit, 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 and Perth.

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:

- 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.

¹ https://drivenxdesign.com/SYD17/winners_list.asp

Actual results, performance or achievements of the Company could be materially different from those expressed in, or implied by, these forward-looking statements. The forward-looking statements contained within the presentations are not guarantees or assurances of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause the actual results, performance or achievements of the Company to differ materially from those expressed or implied by forward-looking statements. For example, the factors that are likely to affect the results of the Company include general economic conditions in Australia and globally; exchange rates; competition in the markets in which the Company does and will operate; weather and climate conditions; and the inherent regulatory risks in the businesses of the Company. The forward-looking statements contained in this announcement should not be taken as implying that the assumptions on which the projections have been prepared are correct or exhaustive. The Company disclaims any responsibility for the accuracy or completeness of any forward-looking statement. The Company disclaims any responsibility to update or revise any forward-looking statements to reflect any change in the Company's financial condition, status or affairs or any change in the events, conditions or circumstances on which a statement is based, except as required by law. The projections or forecasts included in this presentation have not been audited, examined or otherwise reviewed by the independent auditors of the Company.

You must not place undue reliance on these forward-looking statements.

Appendix

Channel Partnership Strategy

LiveHire's partnerships include:

1. Outsourced Provider Partner: A company which provides an outsourced talent acquisition service to multiple client companies and enters into, or procures its client to enter into a client contract with LiveHire for the purpose of using LiveHire's technology for that client. While there is no obligation on an outsourced provider partner to promote LiveHire, once an outsourced provider partner contracts the LiveHire technology into more than one client, LiveHire classifies them as a partner. The types of outsourced provider partners are:
 - RPO - Recruitment Process Outsourcing Providers, managing permanent hires on behalf of organisations.
 - MSP - Managed Service Providers, managing contingent (contractor) hires on behalf of organisations.
2. Reseller and Referral Partner: A company which contracts with LiveHire to refer and/or resell the LiveHire product into its client base. In such situations, LiveHire will pay a sales commission to the reseller/referrer partner. The types of reseller/referrer partners are:

- SI – Technology System Implementers who sell and implement enterprise management software, e.g. Human Resource Information Systems (HRIS), with which LiveHire integrates.
- Recruitment Consulting and Advisory Firms
- Recruitment Advertising Agencies

Channel Partnerships help enable LiveHire to achieve accelerated market penetration and scale the LiveHire ecosystem through the one-to-many client relationships. They also enable a less capital-intensive approach to expanding into new markets such as the United States.