

## ASX: LVH MARKET RELEASE

### LiveHire enters Australian MSP market with Chandler Macleod

18 December 2019 | Melbourne, Victoria

#### Highlights:

- LiveHire has secured an enterprise wide agreement with Chandler Macleod, a diversified staffing company with 60 years' experience providing human resource solutions in Australia.
- Chandler Macleod will use the LiveHire platform to provide a Managed Service Program (MSP) for a large ASX listed company's contingent workforce
- This is the first implementation of a LiveHire Enterprise wide agreement for Chandler Macleod and an innovative implementation of LiveHire to enable direct sourcing of candidates for an MSP.
- There is a strong pipeline of additional opportunities already in progress with Chandler Macleod.

Talent acquisition and engagement platform LiveHire Limited (ASX: LVH) ("LiveHire" or the "Company") is pleased to announce that it has secured an enterprise wide agreement with Chandler Macleod to deliver a significant contingent workforce solution for a large listed ASX company"

#### About Chandler Macleod

Chandler Macleod is a diversified talent solutions company with 60 years' experience providing human resource solutions in Asia Pacific. Chandler Macleod is a member of Japanese-listed Recruit Holdings Co., Ltd., the 4th largest staffing company in the world, owning a portfolio of businesses across staffing, HR technology and media, such as Indeed and Glassdoor.

As one of Australia's largest providers of contingent and permanent staff, Chandler Macleod is in the business of improving workplace productivity and developing effective cost models through strategic services.

## Enterprise agreement with Chandler Macleod and entry into the Australian MSP market

The enterprise agreement will have an initial term of 12 months from 18 December 2019 and will automatically renew for additional 12-month periods unless either party provides written notice of non-renewal at least 60 days before the end of the then-current term. The enterprise agreement provides for an Annualised Recurring Revenue (ARR)<sup>1</sup> component, in addition to non-recurring upfront revenue in the form of implementation fees<sup>2</sup>.

The enterprise agreement validates the ongoing applicability and adoption of LiveHire's platform with large, complex organisations sourcing contingent talent.

LiveHire is already supporting MSP programs in the US with direct sourcing, but the Chandler Macleod enterprise agreement is an innovative implementation of LiveHire to enable direct sourcing of candidates in an MSP.

LiveHire considers that this agreement is strategically material due to Chandler Macleod's brand, market share and extensive reach and trusted advisory into LiveHire's ideal prospect customers, both domestically and internationally.

**LiveHire CEO, Christy Forest, said:** *"We are delighted to partner with Chandler Macleod to enable its client to directly source its contingent workforce in the Australian market."*

*"We have been successfully delivering valuable client outcomes supporting direct sourcing programs for MSPs in the US and we are pleased that the Australian market is recognising the potential of LiveHire's contingent sourcing solution to transform the candidate and hiring manager experience."*

*"Chandler Macleod is one of the country's fastest growing MSP providers and, as our first Australian partner to deliver LiveHire to a client in the MSP space, is strategically important. We already have a strong forward pipeline of opportunities with Chandler Macleod and we look forward to working with Chandler Macleod to support both its MSP and RPO clients in Australia."*

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<sup>1</sup> Annualised Recurring Revenue or ARR represents contracted recurring revenue components of term subscriptions normalised to a one-year period.

<sup>2</sup> These terms are confidential and commercially sensitive; however, it is expected that the ARR of this contract will be approximately 2 times the average ARR of current LiveHire clients.

**For more information:**

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**About LiveHire**

LiveHire is an award-winning<sup>3</sup> 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](http://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.

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.

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<sup>3</sup> [https://drivenxdesign.com/SYD17/winners\\_list.asp](https://drivenxdesign.com/SYD17/winners_list.asp)