ASX: LVH MARKET RELEASE

LiveHire awarded Managed Direct Sourcing contract with a subsidiary of a Fortune 1000 company

30 June 2021 | Florida, USA

Highlights:

- LiveHire's partner, High5 (an eTeam Inc company), has signed a Managed Direct Sourcing contract with a subsidiary of a Fortune 1000 enterprise.
- The end client is the delivery arm of a major US retailer, operating as an independent subsidiary to provide same-day delivery for more than 55,000 products.
- LiveHire expects revenues to scale in line with other Direct Sourcing contracts.

Managed Direct Sourcing win

High5 will provide the curation and recruitment services for the Direct Sourcing program using LiveHire technology to create a private contingent Talent Cloud for the end client. LiveHire technology fees for every hire[1] are bundled into High5's service fees, making the solution a zero-capital cost proposition for the end client, whilst saving them upwards of 10% top line on the typical contractor bill rates supplied by traditional staffing channels.[2]

Managed Direct Sourcing market

According to leading staffing industry research firm, Staffing Industry Analysts ("SIA"), Direct Sourcing is now the #1 priority of contingent workforce procurement executives.[3] Research indicates that 60% of large enterprises will consider adopting Direct Sourcing strategies in the next 2 years[4].

LiveHire goes to market with traditional staffing firms and leading MSPs (collectively Channel Partners) who manage private, client branded, contractor workforce Talent Clouds on behalf of their enterprise clients, in turn scaling their businesses to new levels of contractor workforce placements and revenues.

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1 Based on the fees LiveHire charges its clients of 1-2% of contractor salaries.
2 Based on typical LiveHire partner commercial offerings and client modelling.
3 Business Wire, Raise Recruiting Launches Direct Sourcing, April 2021
4 Achieving Excellence In Direct Sourcing For Contingent Workforce: LiveHire, Raise Recruiting and SIA, May 2021.

Channel Partners, once enabled, offer their Managed Direct Sourcing solution to their existing portfolio of enterprise clients, as well as prospective new clients. Managed Direct Sourcing presents the opportunity for large enterprises to improve the quality and speed of their contractor workforce hiring, whilst significantly reducing (upwards of 10%)[5] their overall contractor workforce program spend.

For more information:

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Christy Forest, LiveHire's CEO and Executive Director, authorised the release of this announcement to the ASX.

Note to market

None of the information included in this announcement should be considered individually material, unless specifically stated. All figures in this announcement are provided on an unaudited basis.

www.livehire.com

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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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5 Based on typical LiveHire partner commercial offerings and client modelling

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