ASX: LVH MARKET RELEASE

LiveHire awarded Managed Direct Sourcing contract

30 June 2021 | Florida, USA

Highlights:

- LiveHire's partner, Raise Recruiting, a division of Ian Martin Group Inc. (IMG), has signed a Managed Direct Sourcing contract.
- The end client is one of the largest airport operations and services provider in Canada.
- LiveHire expects revenues to scale in line with other Direct Sourcing contracts.

Managed Direct Sourcing win

Raise Recruiting 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 Raise Recruiting'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.

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

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.

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.

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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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5 Based on typical LiveHire partner commercial offerings and client modelling

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