

ASX:LVH Capital Raising Presentation



livehire
a world that works

LiveHire has raised capital to accelerate its growth and market share.

- **LiveHire successfully raises \$12.5m via a placement of 28.5m shares at \$0.44/share** to sophisticated and institutional investors
- LiveHire is experiencing strong and **accelerated demand from large enterprise** clients for the Talent Community Product.
- Talent Communities continue to expand rapidly across existing clients as they help **save millions of dollars in recruitment costs whilst improving time and quality of hire.**
- **TCCs continue to grow ~10% month on month**, demonstrating **sustainable exponential growth and market penetration**
- The launch of the first-of-many **industry wide portals (Women in Tech) via the CEB partnership** has seen strong and immediate registration from major brands, including Uber, CBA, Australia Post, PWC, KPMG, Dropbox, AWS, and Salesforce, and continues to be a constant inbound flow of new major prospects at a pace that was not expected for another 6-12 months.
- LiveHire continues to strengthen **its first mover advantage** in disrupting the \$400b global sourcing and recruitment industry through continued investment in technology, sales and marketing, customer success, and industry partnerships.
- **International expansion** is being led by existing clients, along side RPO partners through their existing clients and new tenders.
- **A significant pipeline of ASX 200 companies** (including ASX 25 companies) puts LiveHire in a strong position to accelerate the talent user base, as well as investment in the platform (machine learning and artificial intelligence) to grow the ecosystem and market share faster.

FOLLOW ALL COMMUNITIES

✓ Like Share



Amazon Web Services

Cloud Platform Provider

Follow



Australia Post

Postal, Logistics

Follow



Bupa

Healthcare & Digital

Follow



Dropbox

Technology

Follow

Use of Funds

LiveHire is experiencing significant growth in requests for Talent Communities from major Australian and International companies. LiveHire can support these companies and accelerate its market share and first mover advantage in the \$400b global sourcing and recruitment market by expanding its commercial efforts and technology capabilities.



Large Enterprise Clients and HRIS Integrations – Step change in TCC growth

LiveHire is in advanced discussion with multiple ASX 200 companies, including several ASX 25 companies. This helps achieve major HRIS integrations similar to the works with Alfred Health and SAP Success Factors. LiveHire aims to become a default option for clients globally using Oracle, SAP, Workday, IBM and Microsoft HRIS.



Launching industry wide portals – Rapid & dominant market share (clients)

The Women in Technology portal has delivered an instant and considerable step change in the volume and size of Talent communities being launched by the team. LiveHire and CEB plan to replicate the industry wide portals across multiple sectors and geographies in 2017, significantly scaling the market share of companies.



Artificial Intelligence & Machine Learning – High value IP and product dependency

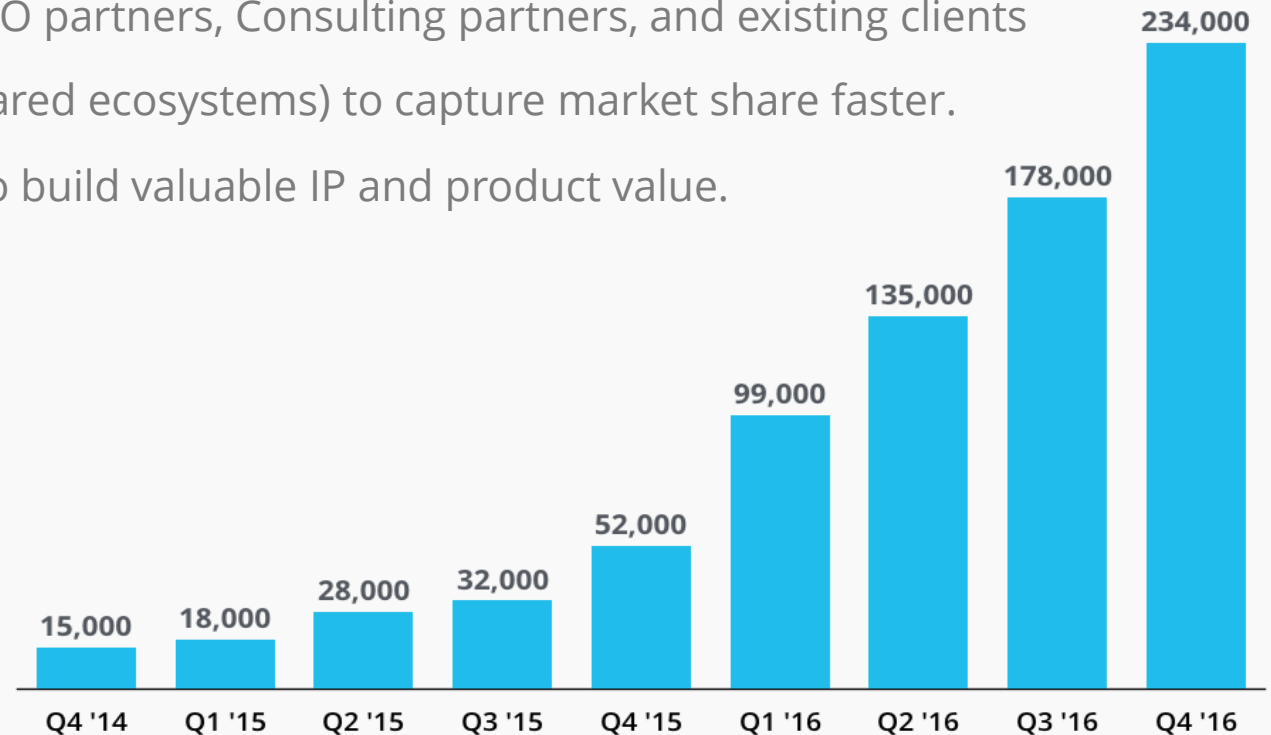
LiveHire's enjoys first mover advantage in the Talent Community space globally. We will accelerate this further with our Talent Lab, focusing on Artificial Intelligence and Machine Learning to drive quality TCC growth and product dependency through contextual suggestions to both recruiters and candidates.

10% month on month growth for 27 months since launch.

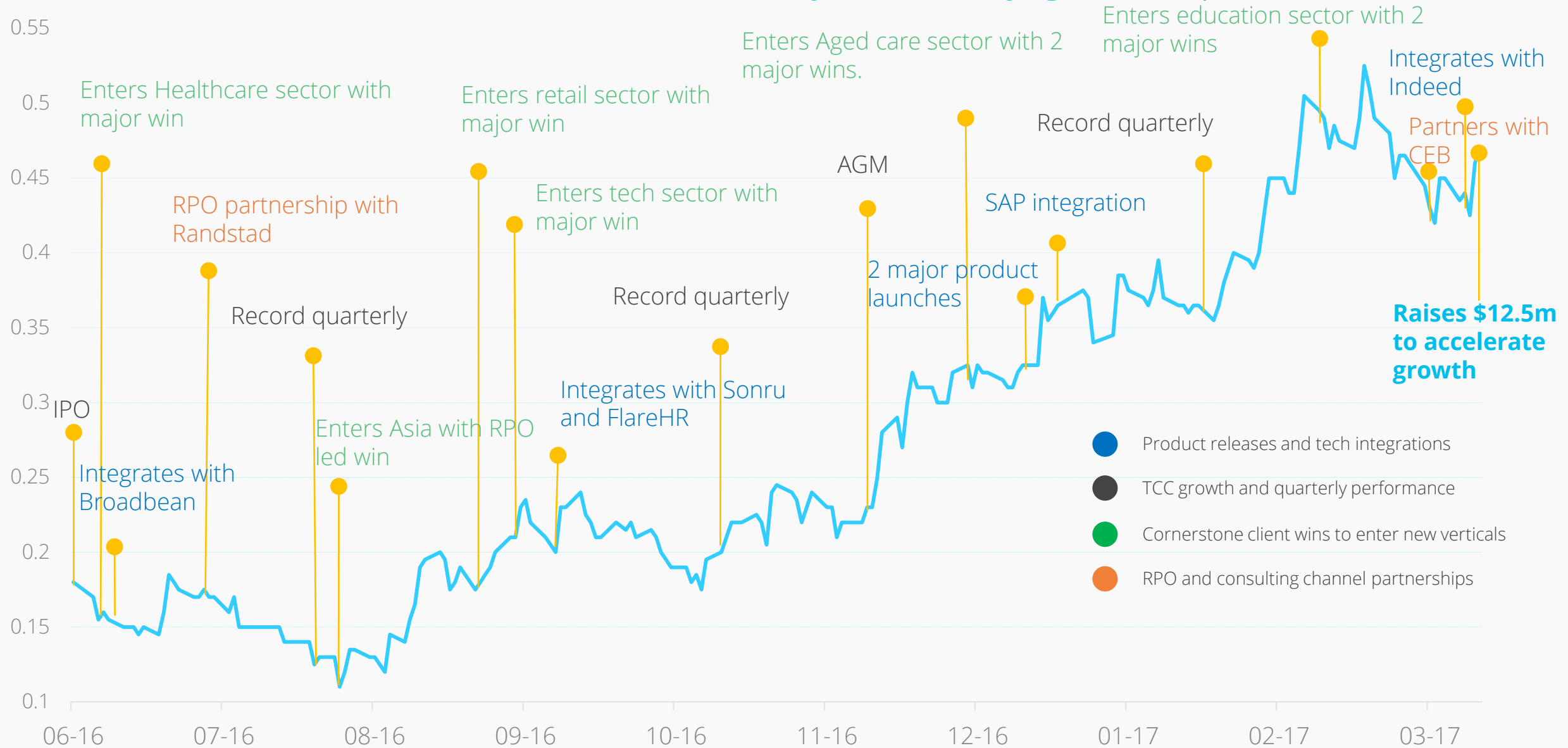
TCCs continue to grow organically at an exponential rate.

There are major step changes in this growth that can be realised faster through increased investment:

- Additional Integrations with the worlds largest HRIS platforms (i.e. SAP, Oracle, Workday)
- Accelerated geographic expansion, led by RPO partners, Consulting partners, and existing clients
- Launch of multiple industry wide portals (shared ecosystems) to capture market share faster.
- Artificial intelligence and machine learning to build valuable IP and product value.



LiveHire maintains consistent delivery of its key growth pillars.



The Recruitment market has not been disrupted.

99%

Spend attributed to people, advertising and processes. A disrupted, mature market is closer to 80%



1%

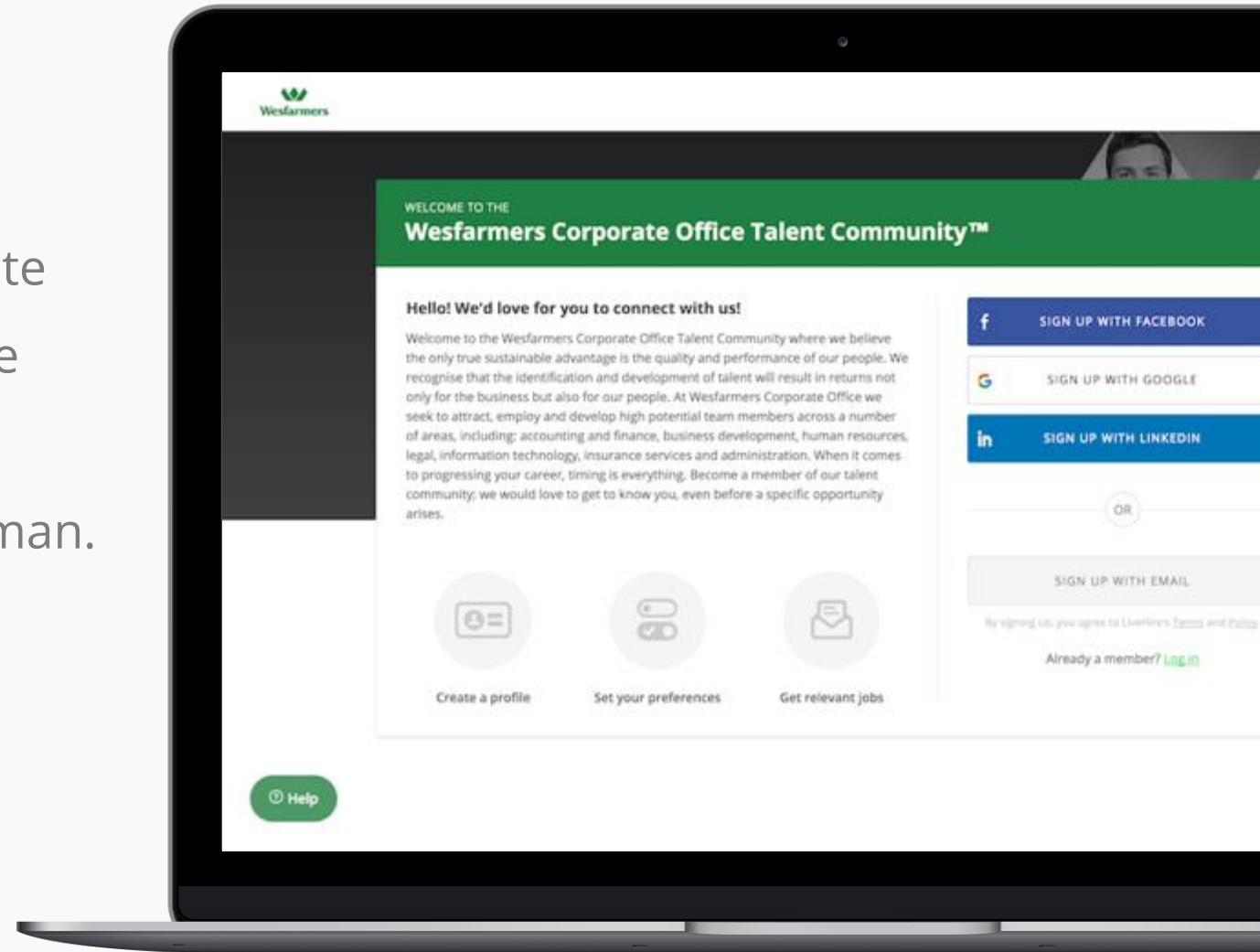
Spend currently attributed to technology (\$4b). A disrupted, mature market is closer to 20%

How LiveHire works #itsnotawarfortalent

Companies launch Live Talent Communities

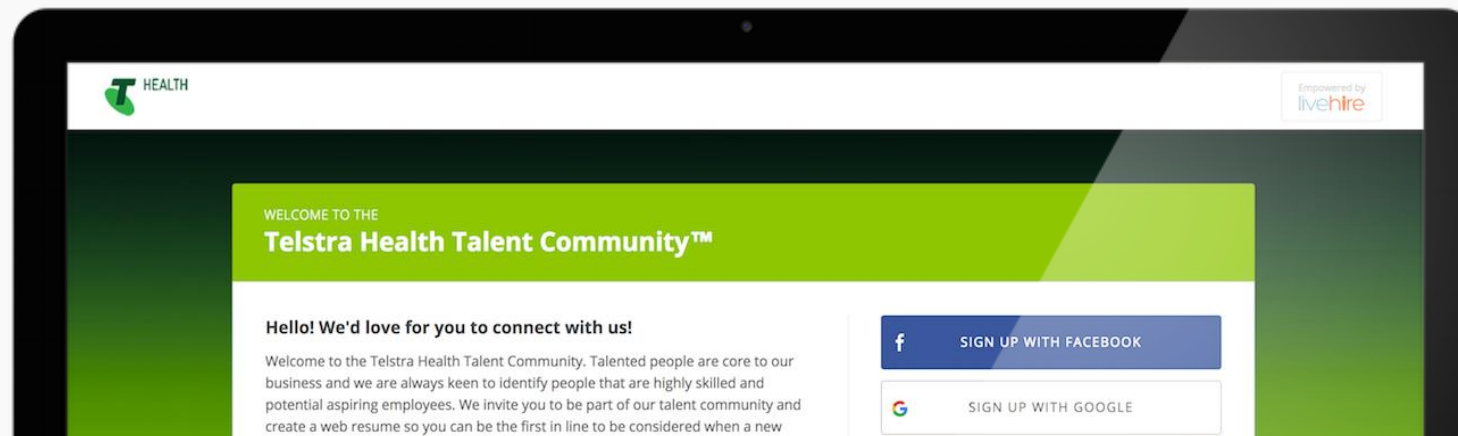
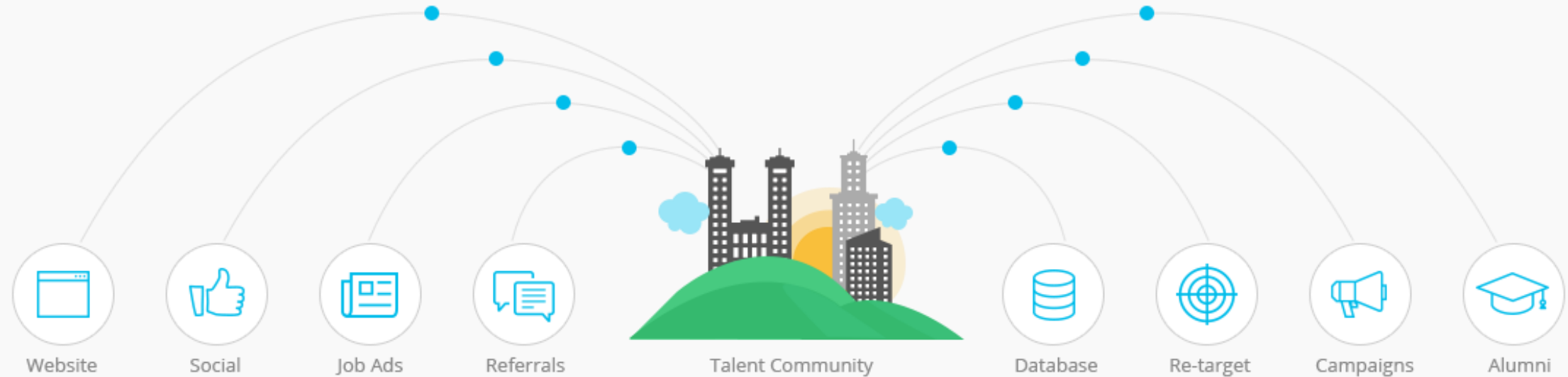
LiveHire is an Ecosystem where people create one LiveHire profile to privately join multiple Live Talent Communities of their favourite employer brands, connecting human to human.

Every company markets their own Talent Community everywhere online, collectively inviting talent to LiveHire for everyone.



Your Talent Community is the single destination for candidates to join from everywhere.

Every touch point your business has with candidates (online and offline) can be directed to your Talent Community web address.



LiveHire has created the world's first private, shared talent ecosystem.

Quality talent are hiding everywhere!

Today, < 25% of the best hires come from job ads, 75% come from many hard to manage sources. How do you welcome them like true customers?

Problems

ATS/CRM Recruitment Modules are static.

Candidate data stored on traditional recruitment databases quickly goes stale, candidates become unresponsive, and talent pooling is costly and time intensive.



Attract them to a single destination.

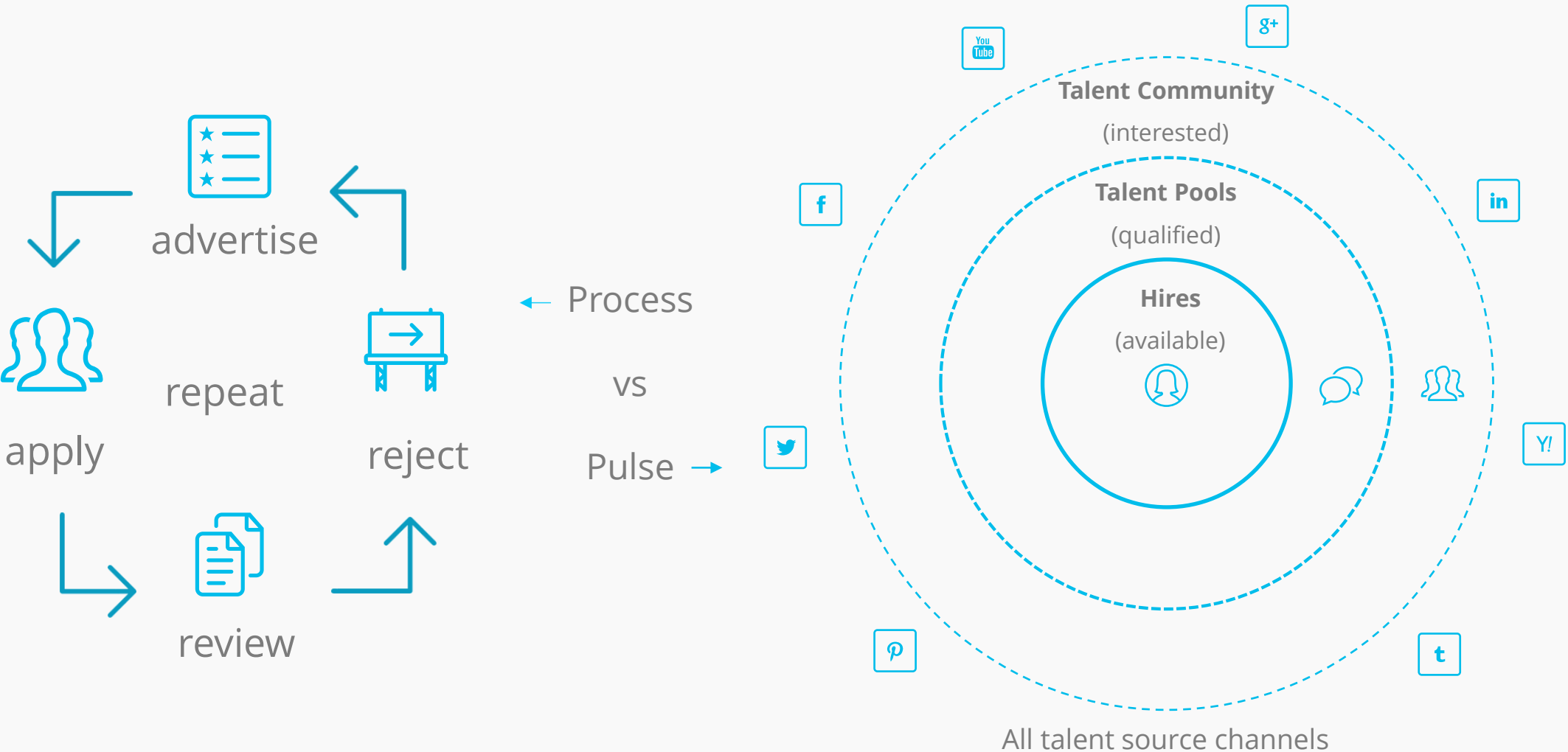
Market the web address to your Talent Community everywhere, so candidates can easily join and show their interest in working with you.

Solutions

Keep candidate data and availability live.

Candidates use their single LiveHire profile to update and talk with many employers, so data, chat, and availability is always live for all companies.

LiveHire instantly flips recruitment from reactive to proactive.



LiveHire enables many of the best brands in Australia to change the way they recruit.



CORPORATE



TECH



ADVISORY



HEALTHCARE



RETAIL



MEDIA



BIOTECH



GOVERNMENT



EDUCATION



CONSTRUCTION



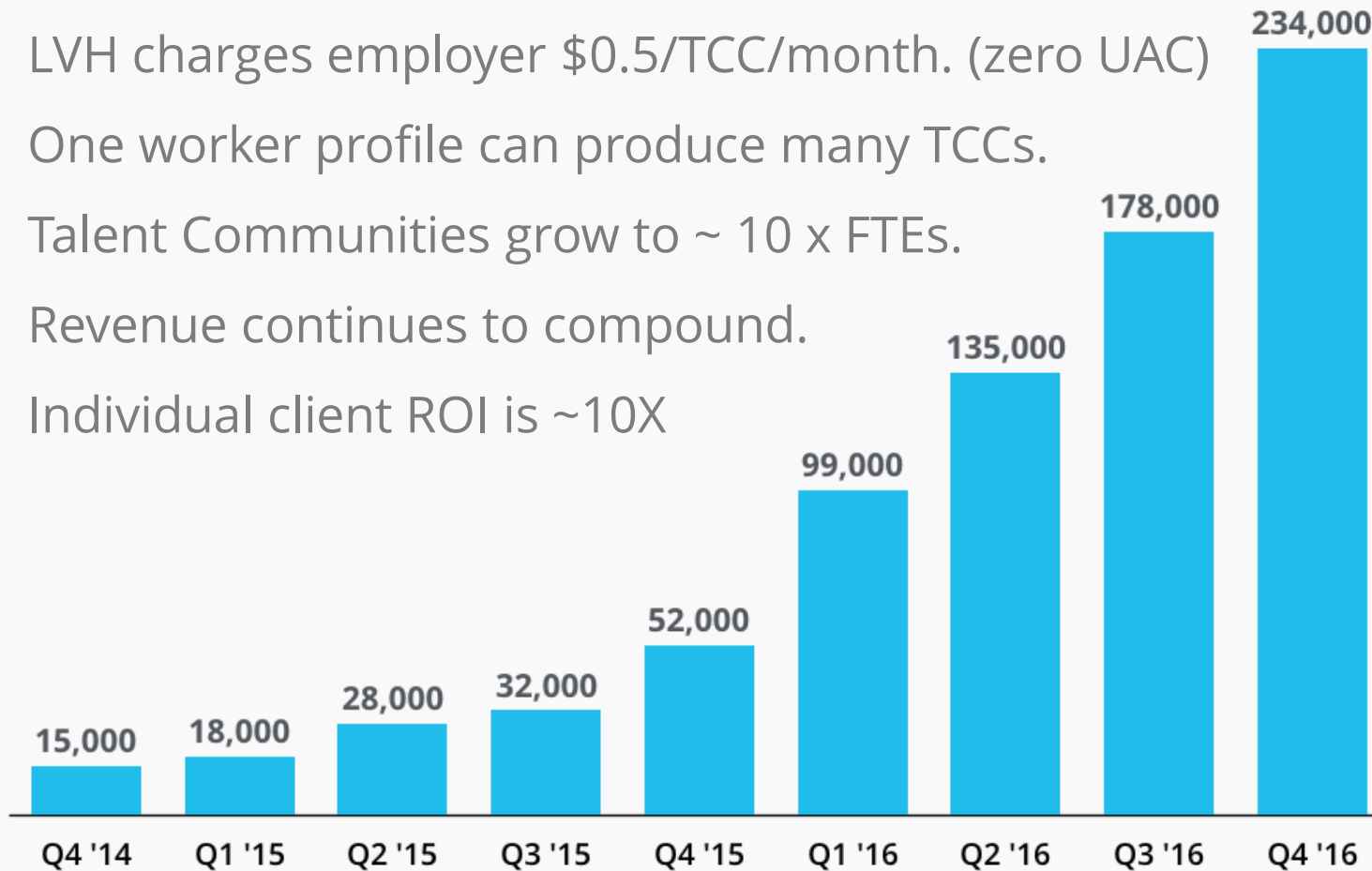
"LiveHire enables us to engage with our candidates on an ongoing basis before they actually apply for a role and now we're offering much richer and personalised candidate experiences"

- Carrol Corzo- Talent Experience Manager

LiveHire's exponential (10% MoM) growth for 27 months straight

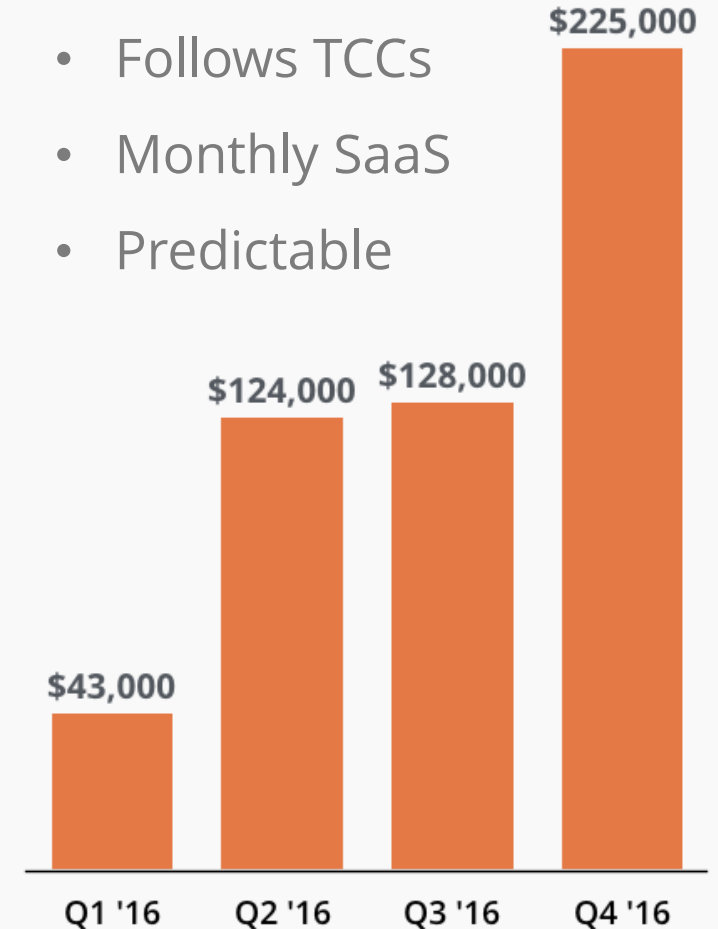
Talent Community Connections (TCCs).

- LVH charges employer \$0.5/TCC/month. (zero UAC)
- One worker profile can produce many TCCs.
- Talent Communities grow to ~ 10 x FTEs.
- Revenue continues to compound.
- Individual client ROI is ~10X



Cash Receipts

- Follows TCCs
- Monthly SaaS
- Predictable



LiveHire is increasing its investment across its 3 growth pillars



Recruitment Partners **Global Scale**

40% of large companies use Recruitment Process Outsourcing (RPO) to manage all their hires. The ten biggest RPO's control 90% of this market. **RPO's love LiveHire** as it is a productivity platform for them to deliver same service at reduced cost (higher margin). **This strategy is progressing well both nationally and internationally.**



Inside (Cornerstone) Sales **Geographical Scale**

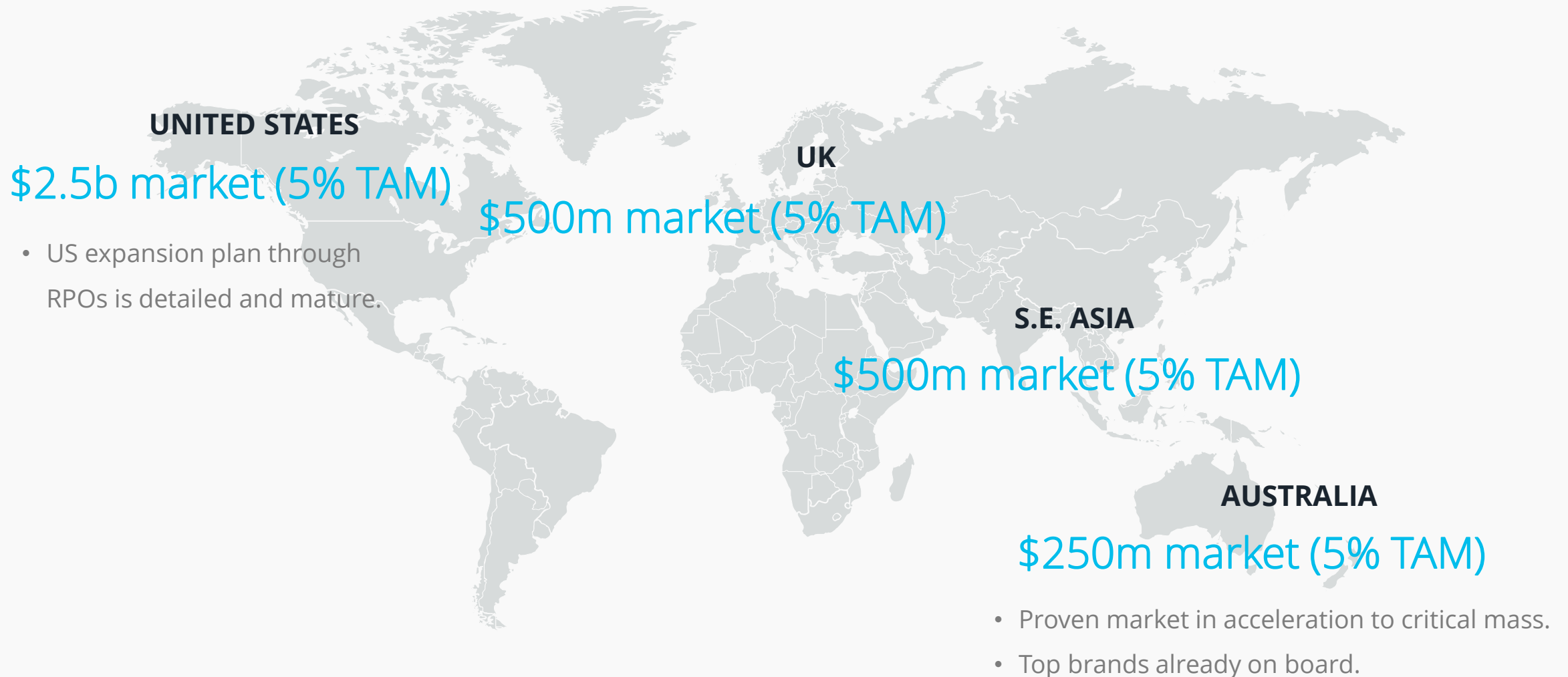
60% of large companies manage their own recruitment. LiveHire sells to the biggest brands first as they value candidate experience and time to hire above all else. **These clients invite large applicant databases to LiveHire**, bringing critical mass of talent to the ecosystem, which makes it **easy for many more smaller companies to launch their own Talent Communities.**



Technology Partners **Win bigger clients**

HR technologies can integrate into the LiveHire ecosystem to deliver additional HR functionality (video interviews, onboarding, reference checks etc.) This **opens up a vast network of new sales channels**, and also allows the integrated solutions **to pitch and win much larger clients** with more complex requirements.

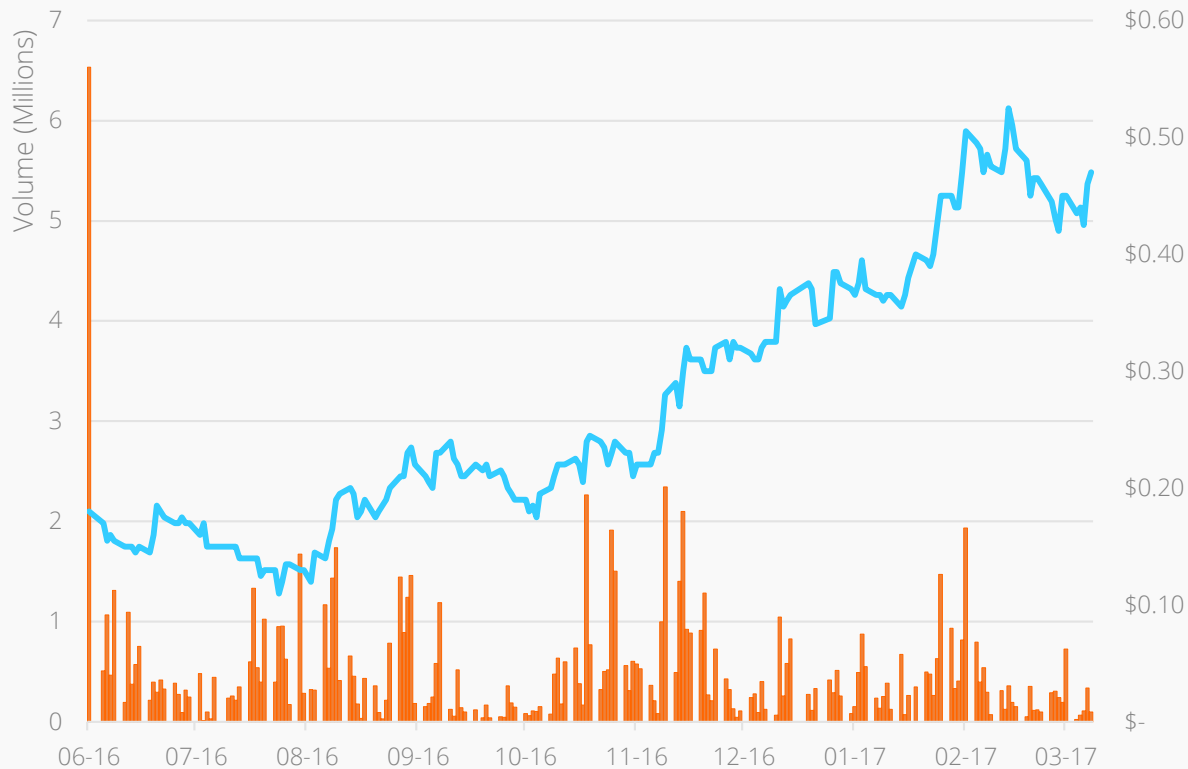
Expanding the reach and penetration of sales



Capital Structure (post completion of capital raising)

LiveHire is in a strong cash position, zero debt, and strongly supported by Australia's leading institutions, as well as high net worth and retail shareholders.

Share price since listing



Share price		\$0.44
Shares on issue		231.5m ¹
Cash at bank post raise		\$18.1m ¹
Market capitalisation		\$101.86m
Enterprise value		\$83.76m
Options on issue		19.1m
Major Shareholders		
Antonluigi Gozzi (Co-Founder)		11.7% ¹
Michael Haywood (Co-Founder)		11.3% ¹
Directors		32.4% ¹

¹ Following the settlement and issue of 28.5m new ordinary shares



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