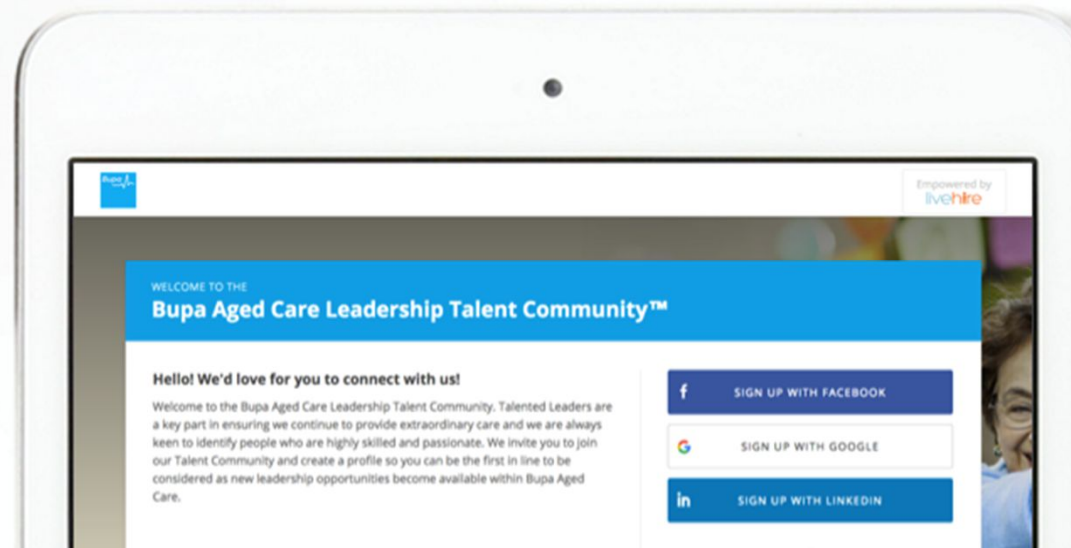


LiveHire Talent Communities

Empowering the flow of the worlds talent into the best organisations

ASX:LVH

Annual General Meeting 2017
Melbourne, Australia
Thursday 23 November 2017

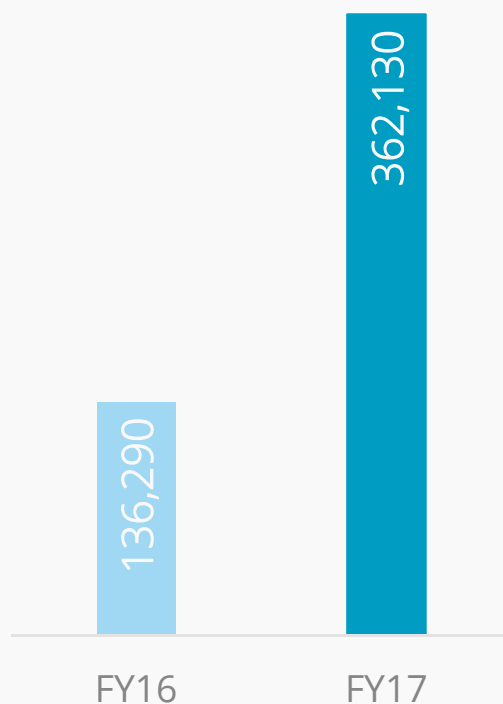


Strong growth in LiveHire key metrics Year on Year (to June 30 FY17)

Talent Community Connections

362k

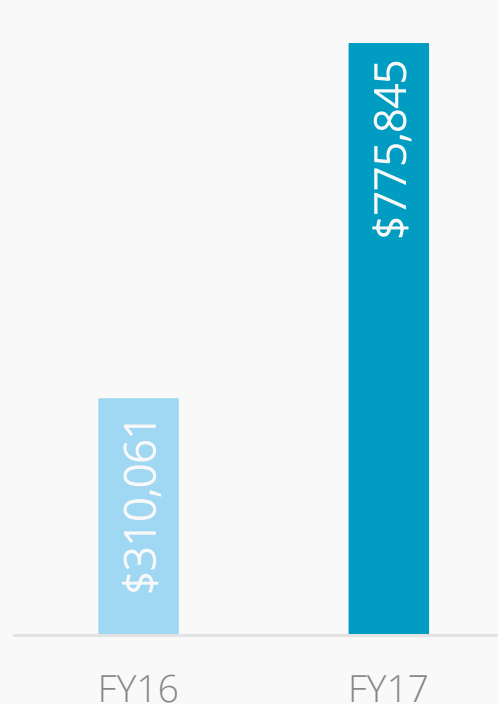
+166%



Revenue

\$776k

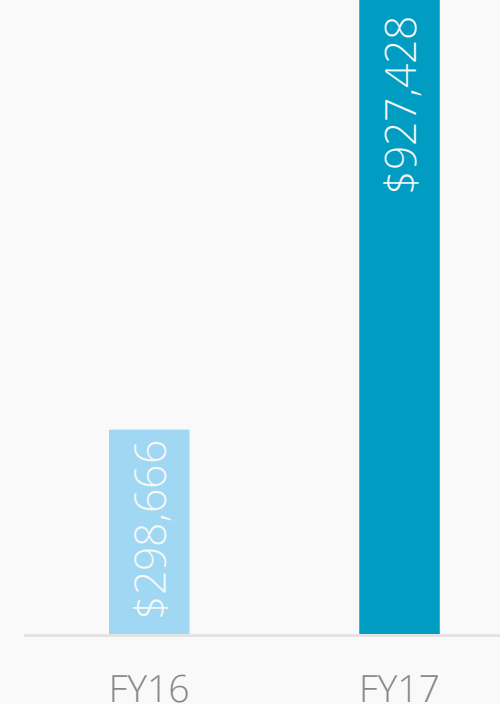
+150%



Cash Receipts

\$927k

+211%



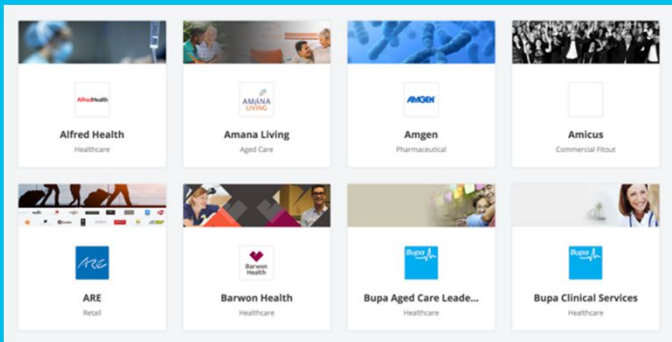
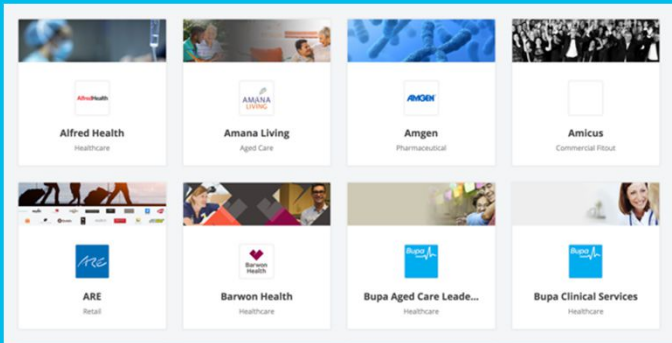
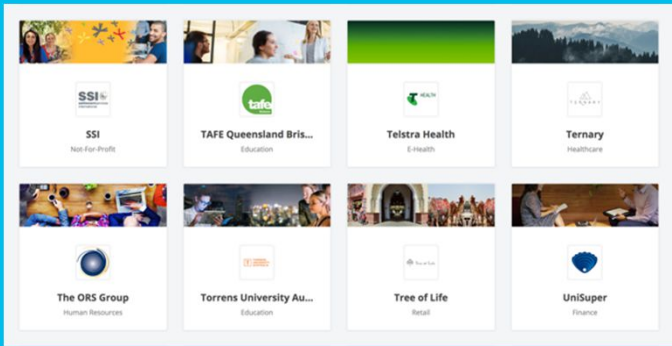
Strong capital position



Cash at Bank
\$17.7m
at 30 June 2017



Successful Capital
Raise
\$12.5m
March 2017



FY17 – Key Achievements that drove growth

- First of several Recruitment Process Outsourcing (RPO) Channels established.
- Launched Cornerstone Clients and expanded across key verticals representing 45% of the workforce in Australia.
- Integrated with the first of the three major global Human Resource Information Systems (HRIS), SAP Success Factors.
- Established the third party HR SaaS ecosystem into the LiveHire platform, integrating with a range of key tools and candidate channels, including the world's largest job site, Indeed.

LiveHire Board and Executive team

Board



Geoff Morgan
Chairman
Morgan & Banks, Talent2



Gigi Gozzi
Co-Founder, MD
Product and Data



Mike Haywood
Co-Founder,
Growth Director



Grant Galvin
Commercial Execution
Director
Coca-Cola, EY, AMEX



Christy Forest
Non-Executive Director
CEB is now Gartner



Adam Zorzi
Non-Exec Director

Leadership



Matt Ryan
CTO
20 years tech and data



Denise Carson
Sales Director
Ex-Splunk



Paul Bridgewater
Head of RPO
Partnerships
Ex GM Manpower (RPO)



Jarrod Hughes
Regional Sales Leader
Head of Strategic Alliances
Ex-IBM



David Vuu
Design/UI/UX
CarSales, WebAwards

A world that works



LiveHire is the technology company behind the Live Talent Ecosystem, where people privately connect with Live Talent Communities of the best employer brands. Our vision is to empower the flow of the world's talent into all organisations, to create a more agile, open and awesome working world.

~16% of employees move jobs each year
and the traditional reactive recruitment process is breaking down.

\$300

to advertise



Per hire cost.

\$5,700

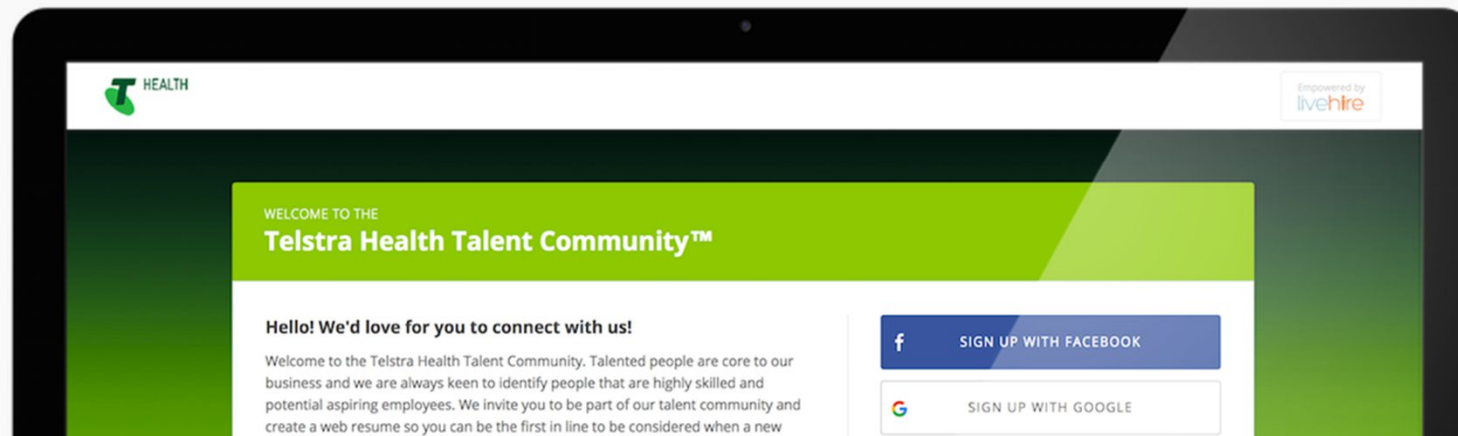
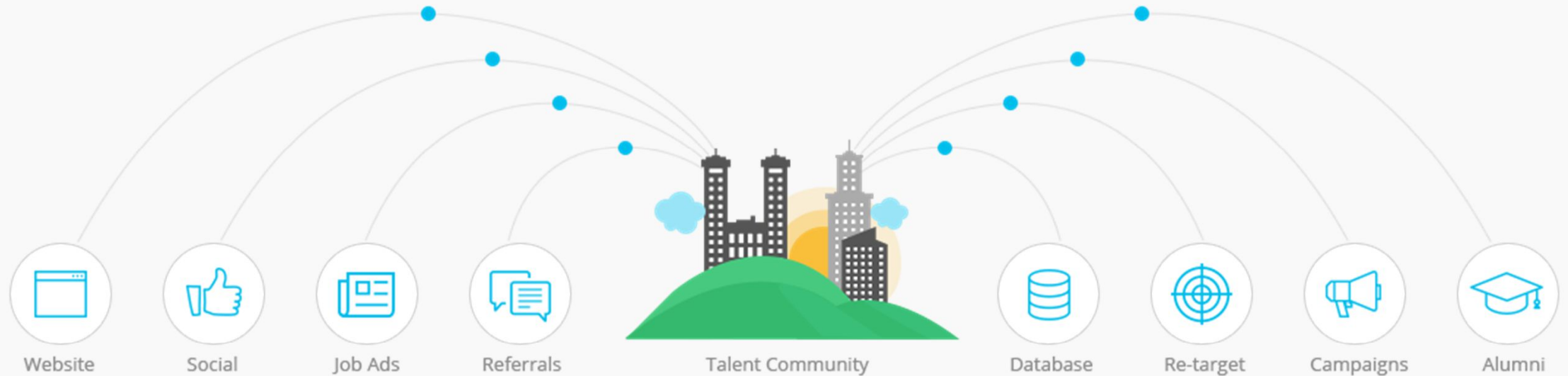
In recruitment team's time.

+\$11,000

In company productivity loss.*

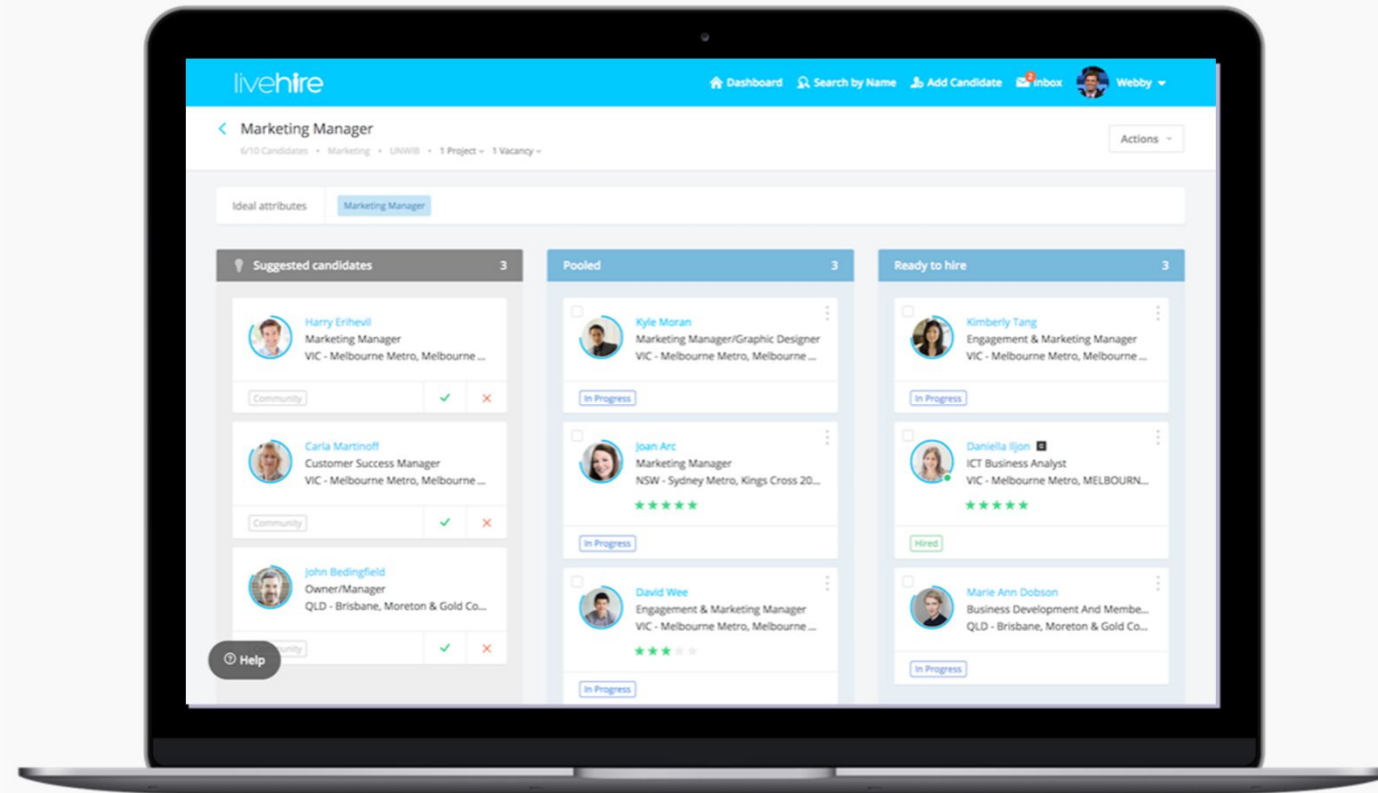
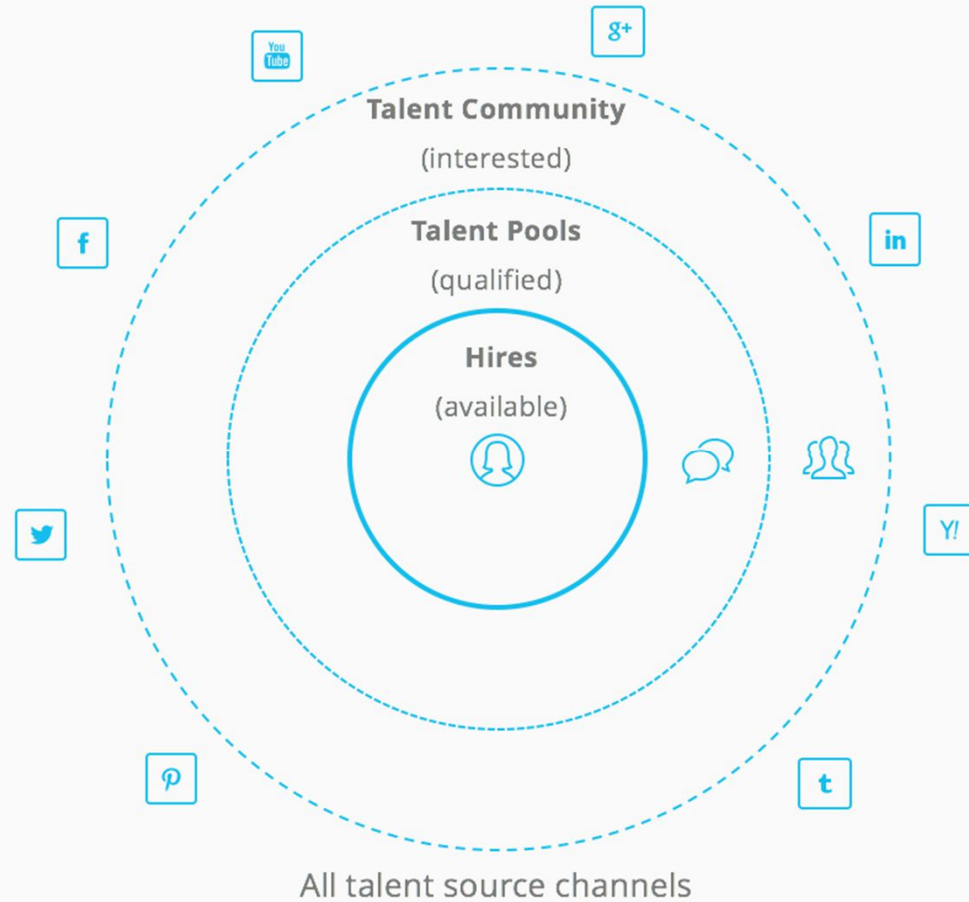
LiveHire shifts recruitment from reactive to proactive

A single destination for people who are interested in working for a company



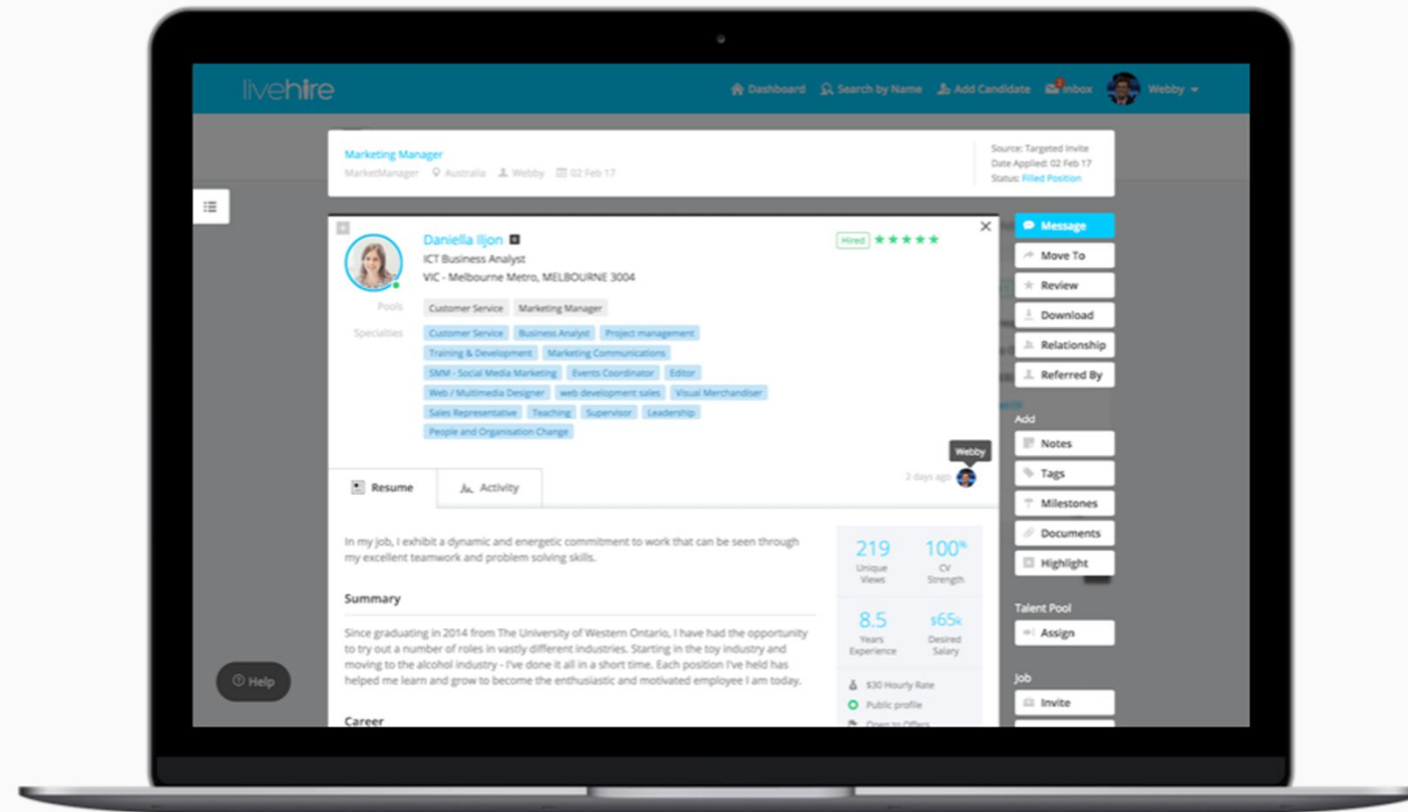
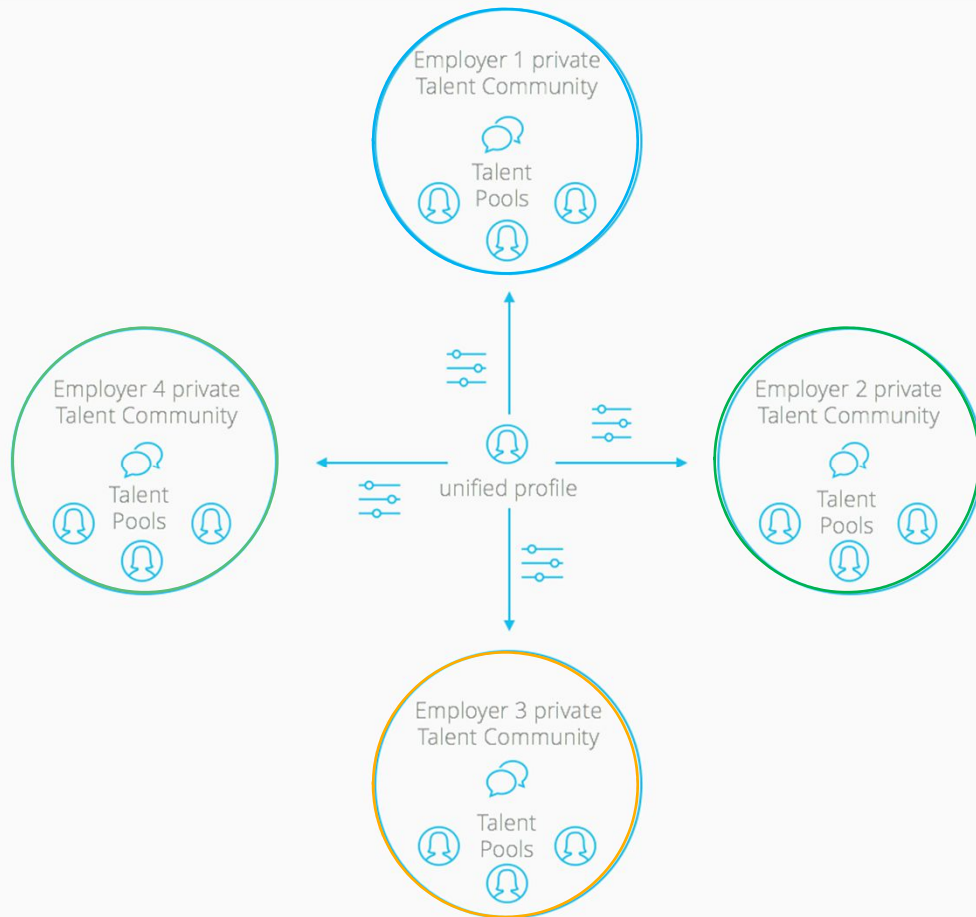
Empowering 100% of current and future hires

Organised into Talent Pools of qualified candidates for every role.



One profile to share with infinite private Talent Communities

Candidate data & availability is live for all organisations via a shared ecosystem



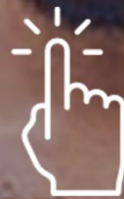
THE BEST EMPLOYERS NOW UNDERSTAND CANDIDATES WANT HUMANISED EXPERIENCES



Ongoing
Connection



Memorable
Experiences



On-demand
Opportunity



Anywhere, Real-
time



Personalised
Engagement

The LiveHire platform has created a whole new category

Many sources of talent to search
and manage

Problem

Traditional applicant databases
are stale and unresponsive



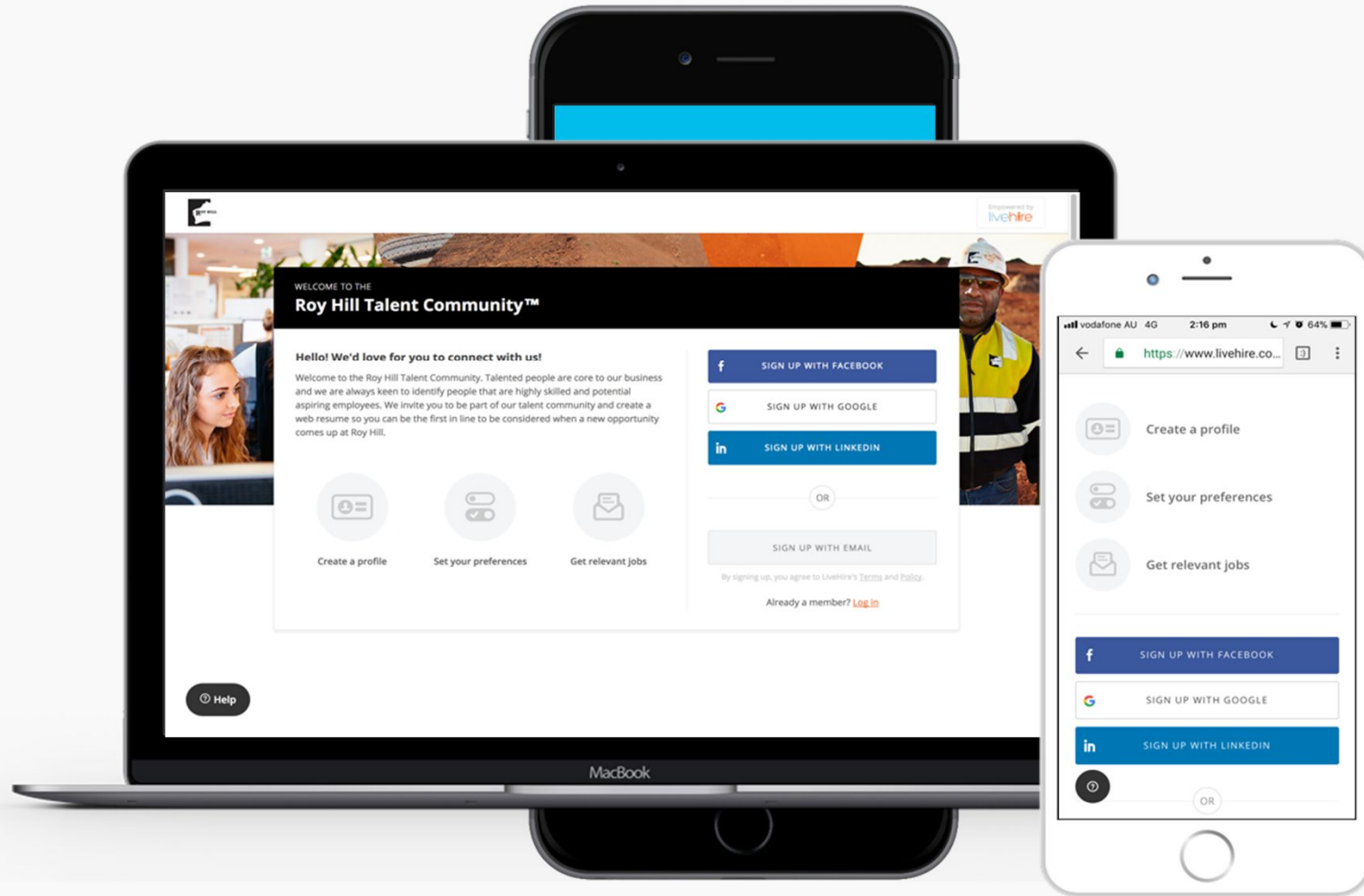
Link them all into a **single, private**
destination.

Solution



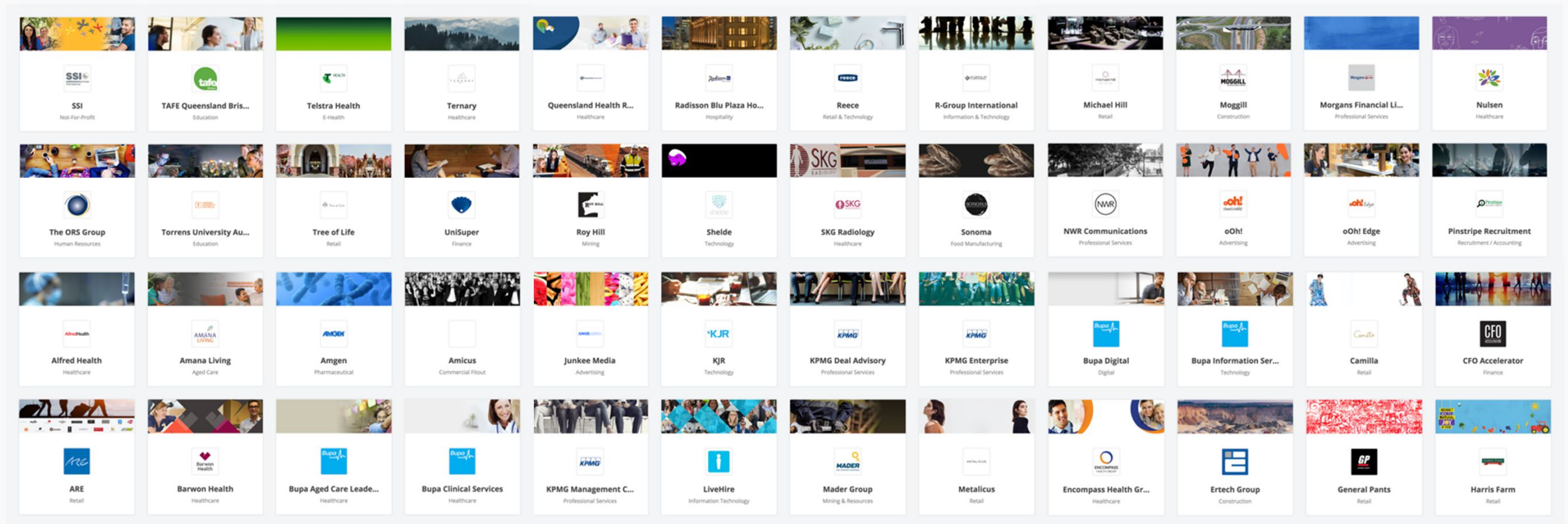
Live shared data and responsive
SMS (human communication)

Launch journey - Roy Hill - Live in 7 days with 25,000 unique connections



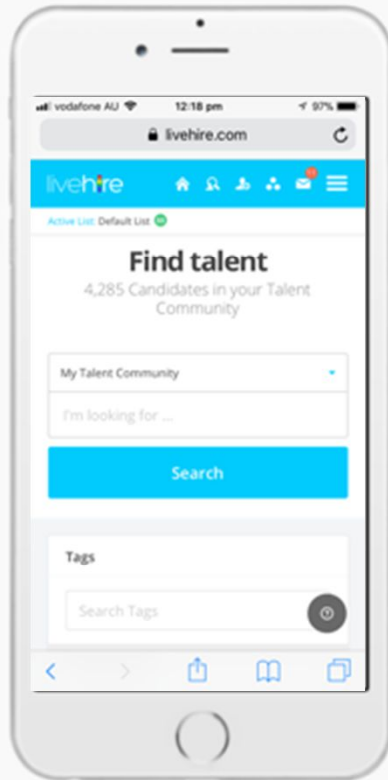
LiveHire is delivering humanised, proactive hiring

Across a growing number of key verticals and major brands.



Strong connections between candidates and employers

Deliver faster, better hires, and much less rejection



27

% of candidates in Talent Community who are invited to be on the shortlist for an open role accept. #Yes!

52

Minutes: Median candidate response time to all communication. #TalentOnDemand

17

Days. Median time to hire candidates already in Live Talent Communities. 75% faster than industry average.

56

% of all hires from companies using Talent Communities are female. #DiversityMatters

LiveHire's growth strategy

Three channels provide reach to our total global addressable market



Recruitment Partners
Rapid Global Scale

**40% of large companies use
Recruitment Process Outsourcing
(RPO) teams.**

The top ten RPO's control 90% of this market. They can sell and implement LiveHire direct into organisations.



Inside (Cornerstone) Sales
Vertical Market Penetration

**60% of large Enterprises manage their
own recruitment with internal teams.**

Grown rapidly with 3 sales people in 12 months. Now tripling sales team + Sales Director + Enterprise methodology.



HRIS Integrations
Serve the Largest Enterprises

**Majority of large enterprise use 3
HR software vendors (Oracle, SAP,
Workday).**

LiveHire is integrated with SAP and integrations with Oracle and Workday are on roadmap.

Exponential growth engine

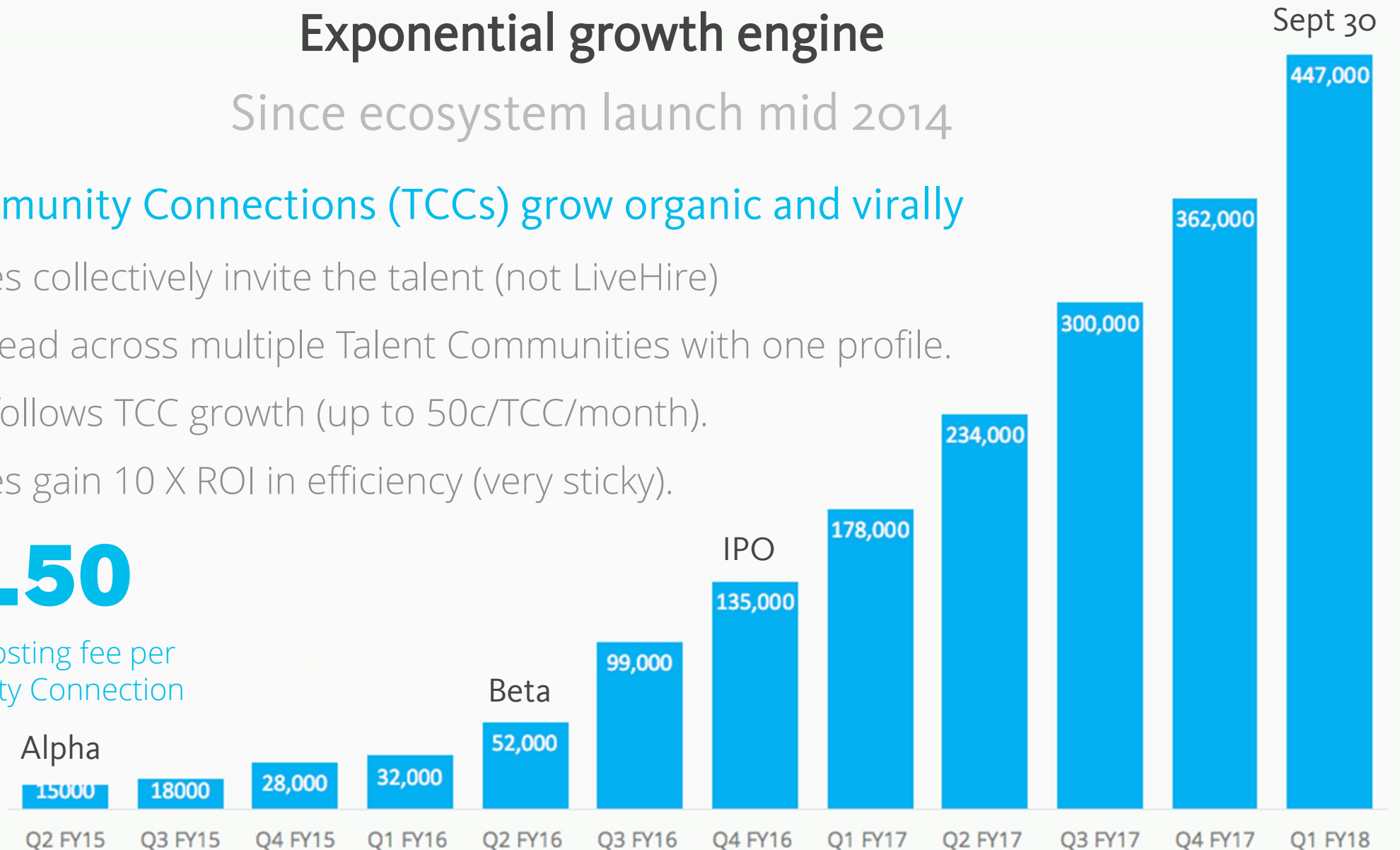
Since ecosystem launch mid 2014

Talent Community Connections (TCCs) grow organic and virally

- Companies collectively invite the talent (not LiveHire)
- Talent spread across multiple Talent Communities with one profile.
- Revenue follows TCC growth (up to 50c/TCC/month).
- Companies gain 10 X ROI in efficiency (very sticky).

~\$0.50

Monthly data hosting fee per
Talent Community Connection



LiveHire has developed the most advanced product in Talent Acquisition space globally

99%

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



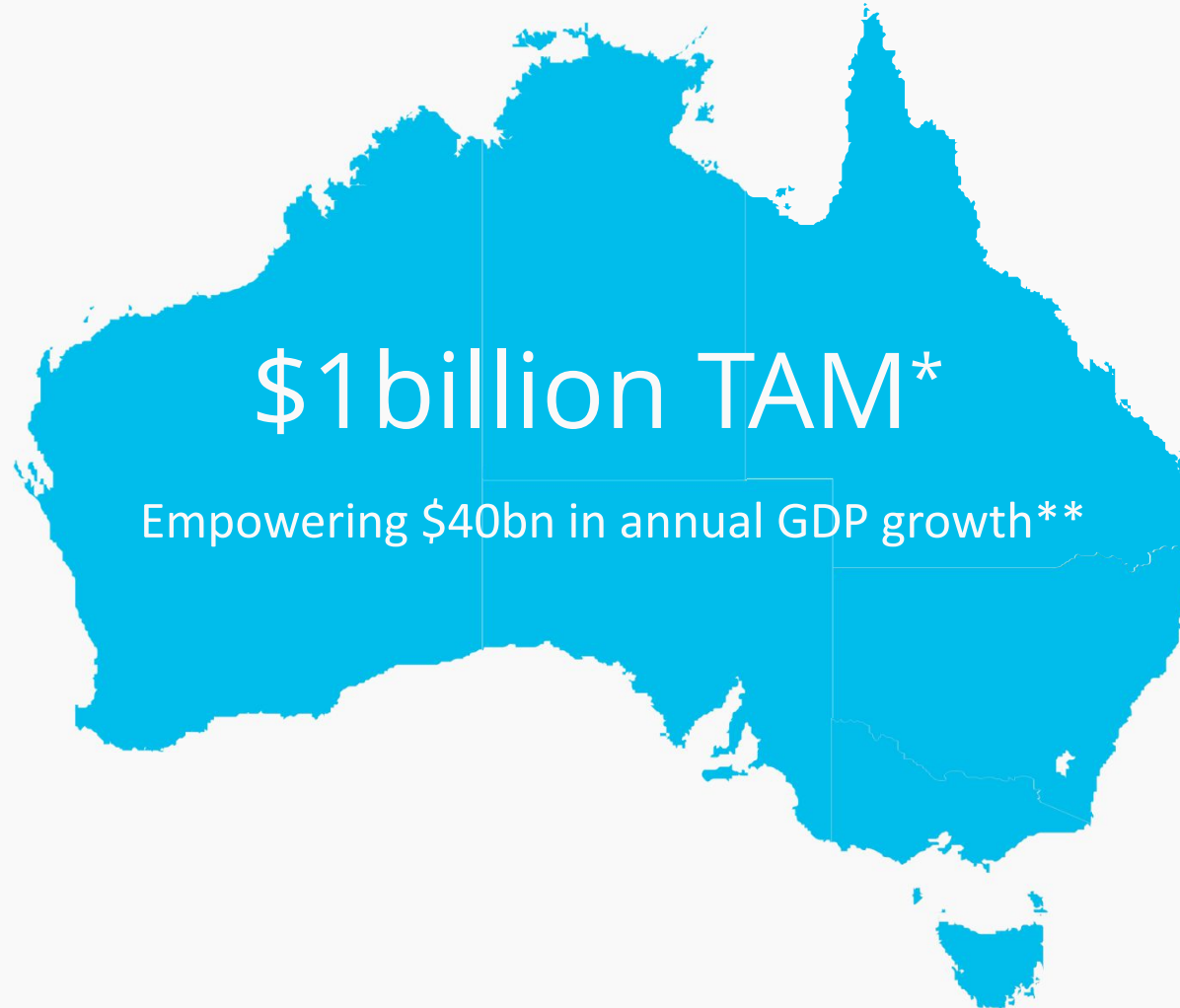
US\$400 billion

Annual spend in the US
on hiring

1%

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

How big is the opportunity?



Globally the challenge is the same

LiveHire is moving first, fast, and with a world class user experience



\$20 billion TAM

Empowering \$2.7 trillion in annual GDP growth**

FY18 – Key focuses for success





“

LiveHire's purpose is to empower the flow of the world's talent into organisations, to create a more agile, open, and productive working world.