

ASX: LVH MARKET RELEASE

3rd Global Top 10 Recruitment Process Outsourcing (RPO) firm launches Live Talent Community with client in Finance (ASX 100).

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LiveHire Limited (ASX: LVH), the Talent Community software platform, providing an enterprise scale, human-cloud hiring ecosystem across entire industries, is pleased to announce that a third global Top10 Recruitment Process Outsourcing (RPO) firm has launched a Live Talent Community for an ASX 100 company in the Finance & Insurance industry.

Highlights:

- **3rd Global Top10 RPO firm** has now launched a Live Talent Community with LiveHire in Australia
- The new client is **an ASX 100 firm and a Cornerstone client** for LiveHire in the Finance industry.
- The win provides LiveHire's ecosystem with a strong entry into the **Finance & Insurance services vertical** in Australia, a new and important industry sector for LiveHire to expand into, as it is highly concentrated, representing 8 of the top 20 ASX listed companies in Australia.
- The RPO firm and LiveHire's objectives are to deliver an ongoing flow of faster and higher quality hires into the client organisation, through a technology and RPO enabled **proactive solution, that enriches the candidate experience.**

Antonluigi Gozzi, Managing Director of LiveHire commented:

"Our team is impressed by the fast uptake of the Talent Community technology by global RPO firms in Australia. These firms represent best practice in recruitment methodologies and manage 40% of recruitment for large enterprises. This constitutes a very significant market for LiveHire and our channel partnership strategy is now clearly paying dividends.

"The RPO strategy was communicated 18 months ago at IPO, and LiveHire has now delivered clients with 3 of the Top10 RPOs. This is a major milestone for LiveHire with the adoption of our technology by major industry providers accelerating. We will now look to expand rapidly with those channel partners in place, demonstrating the incredible value that the LiveHire Talent Community technology, combined with best practice RPO service can bring to the recruitment function of each company."

Note: the RPO provider has chosen to maintain their name and the client's name confidential for important commercial and market competitive reasons.

Recruitment Process Outsourcing (RPO) channel to market for the LiveHire platform

RPO firms provide part, or all, of the recruitment operations inside large corporates as a managed service, and are used by approximately 40% of large enterprises globally. The top 10 global RPO firms control ~90% of the RPO market, making the RPO channel to market a key and major contributor to LiveHire's current and future expansion globally.

LiveHire has now won clients, both via formal new tenders, and through the deployment into existing RPO client portfolios, with 3 of the Top10 RPO providers. This is a major milestone for LiveHire, and one that was presented to investors at the time of IPO in June 2016.

This strategy is now delivering dividends rapidly and exponentially, providing a channel for rapid growth for LiveHire via strong relationships with global RPO organisations. We look to significantly strengthen our relations with key and innovative RPO firms by delivering significant value to their clients in terms of candidate experience, leading to improvements in quality, time and cost to hire, as well as expanding to more clients in the region.

The LiveHire platform is ideally suited to leading RPO firms that look to provide ongoing innovation into the organisations they serve, through the launch and operation of Live Talent Communities for major employer brands as a specialist managed service.

The LiveHire Talent Community platform helps redefine the way organisations recruit, shifting the process from a reactive, time consuming one to a proactive, collaborative one, placing humanised candidate experience and platform usability for hiring managers and recruiters of highest priority.

Financial Services Industry as a new vertical for LiveHire

LiveHire has now launched with a Cornerstone Client (ASX 100) in the Finance and Insurance industry in Australia.

This is an industry of strategic importance for LiveHire, as it includes many of the largest organisations in Australia (8 of the ASX top 20) and is highly concentrated and regulated. This means that the industry is a natural closed network, highly suited for the Live Talent Ecosystem to empower the flow of talent into those organisations in a more productive and agile way.

The Financial services industry is also experiencing significant changes from a regulatory, technology and skill requirements perspective. Access to the right talent in an agile way is a key priority for the industry, as well as attracting talent with new skills to the industry, like technology, cybersecurity and service innovation. The LiveHire Talent Ecosystem platform is ideally positioned to create value for this industry by implementing the Talent Community platform across multiple companies in this industry.

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www.livehire.com/investor

About LiveHire

LiveHire is a productivity and collaboration platform for talent management that delivers a proactive sourcing and internal mobility solution called Live Talent Communities. The platform makes managing the flow of talent into and through businesses seamless, delivering value through perfect visibility of existing employees, and shifting recruitment of new talent from reactive to proactive, 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, Brisbane and Perth.

www.livehire.com

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