

## ASX: LVH MARKET RELEASE

### LiveHire enters Real Estate vertical, surpassing 50% of serviceable Australian workforce in verticals entered to date.

#### 11 December 2017 | Melbourne, Victoria

LiveHire Limited (ASX: LVH), the Live Talent Community software platform, providing an enterprise scale, human-cloud ecosystem across entire industries, is pleased to announce it has entered a new key vertical, Rental, Hiring & Real Estate, following the successful signing of Cornerstone Client, Little Real Estate.

#### Highlights:

- LiveHire has entered the Rental, Hiring, & Real Estate industry following the launch of a Live Talent Community for LITTLE Real Estate, Australia's largest independently-owned real estate agency, a fully-owned subsidiary of the LITTLE Group, with offices throughout Melbourne, Sydney, Brisbane, and key regional locations. Little Real Estate has more than 21,000 properties under management.
- The entrance to the Rental, Hiring & Real Estate industry adds to LiveHire's existing verticals of Retail Trade, Professional Services, Healthcare, Mining, Information Media & Telecommunications, Finance & Insurance, Education & Training, and Utilities, collectively representing 50.3% of Australia's workforce (Employment by Industry Statistics: Parliament of Aus. - Vandenbroek 2016).

#### LiveHire enters Rental, Hiring & Real Estate industry

Little Real Estate, the largest independently-owned real estate company in Australia, has cornerstoned the Rental, Hiring and Real Estate Services industry with the launch of their Live Talent Community. The Rental, Hiring and Real Estate industry in Australia employees ~209,000 workers, and has a 0.4% 5 year CAGR: (Employment by Industry Statistics: Parliament of Australia: Vandenbroek 2016).

LiveHire will now focus on accelerating uptake in this vertical to build critical mass of Talent Community Connections, to improve hiring productivity and workforce agility for organisations in the industry, and opportunity and experience for candidates.

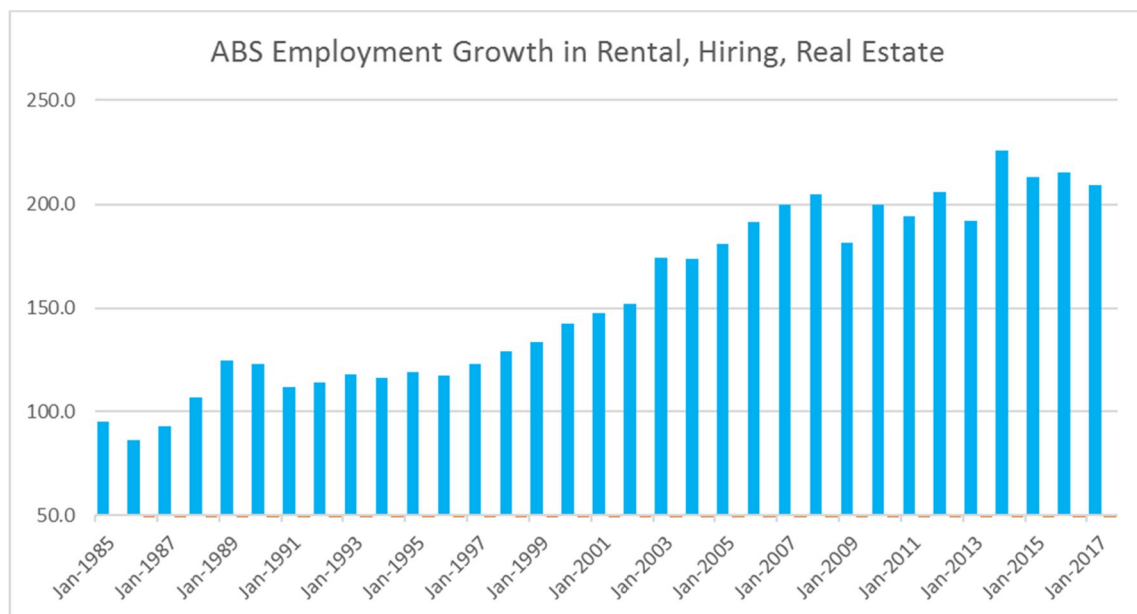


Figure 1: ABS employment growth in Rental, Hiring, Real Estate

### LiveHire surpasses 50% of serviceable Australian workforce

LiveHire is now being used in industries employing >50% of the Australian workforce, including 4 of the 5 largest industries in Australia. LiveHire's commercial strategy is to enter each industry in Australia through the launch of Live Talent Communities with Cornerstone Clients in each vertical. The LiveHire candidate experience and candidate profiles then become the new industry standard within the industry.

To date, LiveHire has entered industries including: Retail Trade, Professional Services, Healthcare, Information Media & Telecommunications, Education & Training, Utilities, Rental, Hiring & Real Estate, and Finance & Insurance. These industries collectively represent 50.3% of the workforce of Australia (Employment by Industry Statistics: Parliament of Australia - Vandenbroek 2016).

LiveHire's goal is to reach 'Critical Mass', measured as 10% of the workforce in each industry, which is the threshold of the Talent Ecosystem to leverage the network effect and increase the Talent Community Connections (TCC) per candidate, maximising the revenue per user (ARPU).

LiveHire has successfully scaled its sales team to consist of eight, highly experienced enterprise software sales professionals, led by Denise Carson (ex-Sales Director Splunk Inc. NASDAQ: SPLK). The enterprise sales team is focused on the 60% of organisations that employ their own in house recruitment teams, helping them to launch Talent Communities fast, surpassing critical mass of the workforce in each key industry served by the LiveHire Platform.

The expanded Enterprise Sales team, which is expected to reach 10 people by year-end plus three pre-sales, will generate further momentum in existing fast-growing verticals, as well as signing Cornerstone Clients to enter new industries.

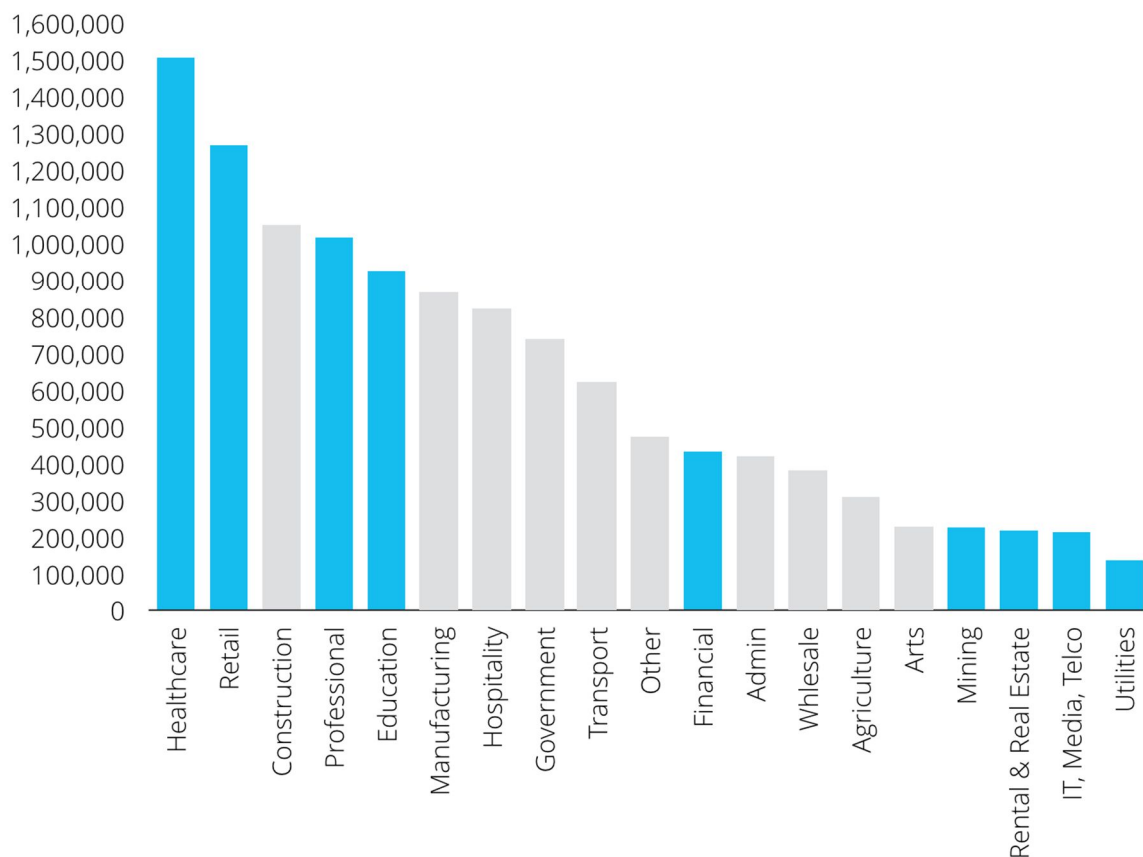


Figure 2: Total addressable workforce (number of employees) within industries that LiveHire now empowers (light blue)

### For more information:

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### 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](http://www.livehire.com)