

ASX: LVH MARKET RELEASE

LiveHire Half Yearly Summary

27 February 2018 | Melbourne, Australia

LiveHire Limited (ASX: LVH), the Talent Community software platform providing an enterprise scale, human-cloud hiring ecosystem for entire industries, is pleased to report activity highlights for the Half Year ended 31 December 2017, following the release of its Appendix 4D and Half Year Financial Report today.

FY 2018 1st Half Highlights:

- **Talent Community Connections (TCCs) grew by 130%** to 538,000 as at 31 December 2017 compared to previous year period of 234,000 as at 31 December 2016. LiveHire continued to demonstrate exponential growth with an average quarter-on-quarter growth rate of 23%.
- **Cash receipts for the period increased 183% to \$984,980** over prior corresponding period.
- **Revenue¹ for the period increased 173% to \$844,901** compared to the same period in FY17.
- **Materially lower growth rate of cost base compared to revenue growth.** Expenditure² for the period increased 57% to \$4,885,243. Strong financial position at the end of the period, **debt free with \$33.6m cash at bank.**
- Launched Talent Communities for RPO led client wins with **3 of the global top 10 Recruitment Processing Outsourcing (RPO) firms.**
- **The Company evolved the revenue model** for large enterprise and RPO Partners to deliver maximum cost predictability, consistency for all of LiveHire's customers, and continuing to aim to achieve an average long-term **yield per TCC of \$0.50/month.**
- **107 product iterations released** in the last year (twice weekly), deployed live across customers. LiveHire has significant agility over traditional recruitment software, which usually are built on single instances for each client.
- **Appointed ex-Sales Director of Splunk (Nasdaq: SPLK) Denise Carson,** to lead and grow Direct Enterprise sales. Invested in growth of sales team from 3 to 9 people.
- Entered and begun **expansion across 4 new verticals;** Mining Services, Real Estate, Utilities, and Financial Services. Industries now entered represent >50% of Australia working population.

¹ Revenue excluding R&D rebate income and interest income. Refer to Half Year Presentation slide 22 for reconciliation to statutory results.

² Expenditure excluding non-cash share-based payments expense and depreciation & amortisation, and including software development expenditure both expensed and capitalised. Refer to Half Year Presentation slide 22 for reconciliation to statutory results.

Calendar Year 2018 – Looking forward:

- LiveHire is aiming to continue to deliver **exponential growth** in TCCs. Given the focus towards larger customers, we expect TCC growth will experience fluctuations QoQ, with potential for significant step changes as LiveHire signs new cornerstone clients.
- The Company will launch Talent Communities for **larger enterprise customers in Australia**, focusing on Total Talent Management (TTM) and connect all sources of internal (full-time and contingent) and external talent.
- The Company will continue to expand through global **RPO partnerships** (40% of market) to open new market opportunities and provide step changes in TCC growth from these channels.
- Throughout the rest of 2018, LiveHire is aiming to enter and **new industry verticals in Australia**, including: Construction, Government, Manufacturing, targeting a total serviceable market of up to 75% of the Australian workforce.
- LiveHire will aim to expand integrations with the **major global Human Capital Management Systems** to access new larger customers.
- LiveHire will accelerate its platform ecosystem of 3rd party **technology integrations**, another key pillar of LiveHire's growth strategy, with major global source channels, artificial intelligence, and HR SaaS 3rd party software.
- The Company will continue to **evolve and adapt its revenue model** to respond to new markets, new product functionalities, new partnerships, and commercial requirements.

Change of registered address

LiveHire wishes to advise that its registered office, principal place of business and postal address has changed with immediate effect to Level 10, 461 Bourke St, Melbourne, VIC 3000.

LiveHire's phone number remains the same.

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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