

26 April 2018

## March 2018 Quarterly Update

- Cash receipts totalled \$182k for the March quarter
- Enterprise solution launched, opening up a broader customer market with greater hiring demands, with commercialisation ready to accelerate
- New Partnership expanding platform capability
- Increased corporate customer engagement with registered corporates posting an average of 1.7 jobs each, up from < 1 in the prior corresponding March 2017 quarter
- Increased focus on sales, marketing and customer support activities to drive adoption among corporates and enterprise

Nvoi Limited (ASX:NVO) ('Nvoi' or 'the Company') has released its Appendix 4C for the 3 month period ending 31 March 2018 and is pleased to provide an update on progress against our stated pillars of growth.

### **Growth Strategy Execution**

#### **1. Technology**

Earlier this month, Nvoi deployed its Enterprise version of the platform, dramatically expanding the functionality offered, including departmental budgeting, forecasting, timesheet management, talent pooling, support for both ABN and TFN contractors, and addressing the needs provided by early adopters. The Company now has a cutting-edge platform with the best technology to support end to end contract workforce management from sourcing through to reporting and rating. Nvoi's solution has removed all friction points in the traditional manual contractor management process and is well positioned to take advantage of the growing contractor market.

#### **2. Partnerships and User Experience**



Nvoi is pleased to announce a new partnership with Enboarder, which expands our end to end contractor workforce management by enhancing the candidate experience through their unique onboarding functionality. Enboarder offers a world leading employee engagement solution for hiring managers to communicate with candidates and create amazing employee experiences.

This aligns with our strategy to partner with leading technology companies, adding complementary functionality to our platform, or partnering with industry bodies to broaden market penetration.

### 3. Sales and Marketing

In the previous quarter, Nvoi stated it would focus on driving adoption and engagement from corporate customers. An increased focus on sales and marketing and a dedicated team to manage the customer transition to a digital hiring process has resulted in higher engagement. Registered corporate customers are now posting an average of 1.7 jobs each, up from < 1 in the prior corresponding March 2017 quarter.

~800 corporates are now registered on the platform and a total of +400 jobs have been posted to date. The Company boasts a number of well-known recognisable brands using the platform including Bank of Queensland, Interactive IT Services, Linktech Australia, Digital360 and more.

As expected, seasonality affected billable operations during the first half of the March quarter. This is reflected in quarterly billings and collections.

Jennifer Maritz, CEO, Nvoi commented: *"We are excited at the increased interest generated after the launch of the enterprise version of the platform which converts to a strong pipeline of high value opportunities, keeping us on track with our 2018 growth strategy."*

**-ENDS-**

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#### About Nvoi

Nvoi is Australia's only open market workforce-as-a-service platform that directly connects employers and skilled professionals, eliminating the friction points in contract workforce management. Our platform ensures low predictable costs, is performance based, easy to use, available 24/7, and provides freedom from administration. Unlike the traditional contract workforce management systems, Nvoi is the employer of record, providing instant engagement between hiring managers and rated skilled professionals, and automated back office processing at an affordable price. Nvoi's dual purpose provides value to Employers while giving Employees the job satisfaction they crave.

**For Businesses:** Nvoi gives employers a way to quickly fill vacancies with qualified, verified and rated professionals, at a fraction of the time, cost and hassle of existing processes.

**For Individuals:** Nvoi empowers individuals to control their careers, monetise their skills, work flexibly and create fulfilling careers all within our easy-to-use 24/7 platform.

Website: [www.nvoi.com.au](http://www.nvoi.com.au)