

24 July 2018

## June 2018 Quarterly Update

- Cash receipts total \$149k for the June quarter, \$1,300k for the FY'18 financial year
- Pipeline building following deployment of Enterprise Version of the Platform, with a focus on IT services companies where early traction obtained
- IBM Collaboration Agreement opening up potential go to market opportunities
- Costs reduced in accordance with plan to focus all resources on generating meaningful sales.

Nvoi Limited (ASX:NVO) ('Nvoi' or 'the Company') has released its Appendix 4C for the 3 month period ending 30 June 2018 and is pleased to provide an update on progress.

### 1. User Platform

In April 2018, Nvoi deployed its new Enterprise Version of the Platform, dramatically expanding the functionality offered within the Platform, and addressing most of the needs demanded by larger corporate customers. This new functionality resulted in an immediate 134% improvement (during a 6-month period) in new customer engagement (defined as new jobs posted / new customer signups).

#### Growing number of corporate acquisitions, with increased customer engagement



Skilled contractor registrations now exceed 15,000 with over 4,000 flagged as “ready for hire”.

## 2. Partnerships

Earlier this month Nvoi announced its new Collaborative Partnership with IBM, who will provide expertise and access to AI and Machine Learning software, allowing further enrichment to the Nvoi Platform and the potential for accelerated revenue growth. Gaining access to IBM's extensive network of clients and partners supports Nvoi's corporate sales growth strategy focused in Australia, and potentially across Asia.

## 3. Cost reductions

Further reductions in expense commitments, increases Nvoi ability to use existing resources to focus purely on sales traction without depleting cash resources and funding. Projected September quarter outlays (excluding anticipated R&D tax rebates) have reduced by 30% as compared to the previous June quarter.

Jennifer Maritz, CEO, Nvoi commented: *"We are excited at the opportunity the enhanced Enterprise version of the Platform presents in terms of the added value we now deliver through greater visibility of company's contractor workforce utilisation. I look forward to working with the IBM team, and others to bring the "future of work" to life in different forms over the coming months and providing additional value to our client base"*.

**-ENDS-**

### Contact

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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)