

## ASX RELEASE

### LiveHire accelerates with wins across multiple industries

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#### Highlights:

- LiveHire client wins accelerate with Xero, Nissan Australia, Calibre Group and Komatsu Australia and two companies that cannot be named.
- Collectively, new client wins are estimated to manage workforces of 8,000 FTEs within the scope of current geographies under contract. Whilst not in scope of the current regional contracts, global clients have a collective footprint of over 200,000 FTEs<sup>1</sup>.
- New client wins are on average ~40% increase on FY18 Average Revenue Per Client (ARPC) within the scope of current contracts.
- Recruitment Process Outsourcing (**RPO**) partnerships continue to remain an important contributor to the pipeline of new clients, and will be announced separately.
- Integrated with HireTual Artificial sourcing intelligence out of Silicon Valley, connecting clients Talent Communities to 700M<sup>2</sup> professional profiles across the internet.

LiveHire Limited (ASX: LVH) (**LiveHire** or the **Company**), the award winning<sup>3</sup>, cloud based talent acquisition and mobility platform, is pleased to provide a mid quarter business update.

LiveHire has signed, and/or gone live with the following clients so far this quarter:

- Xero (Technology, Direct Channel, 2,000 FTEs)
- Calibre Group (Construction/Engineering, Direct Channel, 1,200 FTEs)
- Agent Plus (Property/Technology, expansion of Little Group)
- Komatsu Australia (Manufacturing, Direct Channel, 3,150 FTEs)
- Nissan Australia (Automotive Manufacturing, RPO channel, 500 FTEs)
- Confidential (Technology, Direct Channel, 850 FTEs)
- Confidential (Advertising, Direct Channel, 450 FTEs)

The wins represent significant brands in Australia and internationally, across key industries including technology, advertising, construction & engineering, and manufacturing, and are expected to attract a steady flow of quality Talent Community Connections (TCCs) and strong ecosystem growth.

LiveHire's new clients will use the Company's talent acquisition and mobility platform to make managing the flow of talent, into and through their business, seamless. LiveHire offers an award winning, cloud based talent acquisition platform that dramatically accelerates the hiring process end to end through unique capabilities in candidate sourcing and engagement, revolutionising the candidate experience and enabling businesses to thrive with talent on demand.

1: Calculation: 8,000 FTE under current geography, plus additional global employees at consolidated multinationals

Reference [Komatsu](#) and [Nissan](#)

2: [Reference Link](#)

3: [Reference Link](#)

The Company continues to expand its RPO channel partners, and expects to announce key RPO led client wins separately.

**LiveHire CEO, Christy Forest, said:** *"It's been great to see our pipeline gaining momentum after a period of heightened IT data and security reviews. The Average Revenue Per Client (ARPC - recurring) continues to climb and the new pricing model has made it far easier for our clients to budget and buy. RPO partnerships are progressing well and we look forward to sharing exciting new growth in this channel shortly."*

**Hayley Urriola, Talent Acquisition Manager at Calibre Group said:** *"Calibre is undoubtedly a people business and we needed a recruitment system which had a 'people first' approach. Our previous recruitment system wasn't keeping pace with our business need, nor was it meeting the expectations of potential staff."*

*LiveHire has already helped us transform the way we engage with potential staff and it has significantly increased our internal productivity. With the benefits of LiveHire, we can spend more time developing our employer brand, connecting with new and historic applicants, and working on our diversity targets."*

*The new Talent Community seeks to improve all aspects of the user experience for the recruiter, hiring manager, and the candidate, and to reduce the administrative burden associated with the existing recruitment process."*

**James O'Reilly, Talent Acquisition Manager at Xero said:***"LiveHire will enable Xero to better manage our Talent Communities via a platform that is intuitive, candidate-driven and hiring manager friendly. It will shape tactical and strategic resourcing conversations with our people leaders in Australia and will improve our key metrics in managing and acquiring talent. In short, LiveHire will enhance our ability to build great people and great teams."*

*The new Talent Community will help Xero proactively source talent and build quality pipelines for business-critical roles in Australia, and assist Xero's talent teams in developing meaningful connections with both active and passive talent."*

**Andy Gooden, Chief Operating Officer at Little Real Estate:** *"When it comes to growing a business, there's nothing more important than people. We experienced some frustrations with the more traditional methods, and it'll be a while before we have reduced our reliance on them entirely, but we decided to make this shift to Talent Pools to harness an opportunity rather than fix a problem."*

*Creating a Talent Community allows potential candidates to register their interest in our business. So, when a role becomes available, we can select from a pool of talented individuals who have directly expressed interest in contributing to our business. They're already on board with what we're about."*

*Having this pool of Talent also means we can be proactive and arrange the Talent pool according to the individuals with the skills and interests that would suit a role and place them in a queue for the next role available – this reduces lags when a position becomes vacant and ensures our teams can be supported with all the team members they need."*

*None of the information included in this announcement should be considered individually material, unless specifically stated."*

**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)

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