

## ASX: LVH MARKET RELEASE

### LiveHire announces Q4 FY24 quarterly performance.

31 July 2024 | Melbourne, Victoria

LiveHire Limited (ASX:LVH) ("LVH" or the "Company") today reports its Appendix 4C for Q4 FY24.

LiveHire has made solid progress against the strategic initiatives set out in December 2022. Although trading conditions remain tempered by reduced global hiring levels in a challenging macro environment, the Company grew both its SaaS and Direct Sourcing businesses in Q4 FY24. Our strategic focus areas include:

- 1) **Conserving liquidity through rigorous cost management:** operating outflows were reduced by ~38% YoY, from \$5.1m in Q4 FY23 to \$3.2m in Q4 FY24. Cash receipts were 17% lower YoY mainly due to customers extending payment terms. Closing cash as of 30 June 2024 was \$3.1m.
- 2) **Focusing on partners and clients who fit an ideal profile to maximise margin:**
  - a. **SaaS business** is still growing in a challenging macro environment, with a strong late-stage pipeline that includes a material contract. Closing ARR of \$6.167m for Q4 FY24 was up by 1% on Q4 FY23 which was \$6.121m. NRR rate % (12mth rolling) in Q4 FY24 was 91% which was marginally down on Q4 FY23's 93%.
  - b. **Direct Sourcing business** grew 13% quarter on quarter (**QoQ**) from Q3 FY24 \$0.227m to \$0.257m in Q4 FY24. Headcount on assignment for the 3 key clients grew 16% QoQ. The F100 global medical and health care company headcount on assignment is already tracking ahead of the 3 key clients that were all launched prior.
- 3) **Proactive management of capital structure:** the Company continues to evaluate its strategic capital options both locally and abroad.

#### For more information:

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[www.livehire.com/investor](https://www.livehire.com/investor)

The Board has authorised the release of this announcement to the ASX.

## About LiveHire

LiveHire is an award-winning<sup>1</sup>, market-leading recruitment, talent mobility and direct sourcing platform. It revolutionises the candidate experience and enables businesses and curation partners to thrive with talent on demand. The platform makes managing the flow of talent into and through businesses seamless, delivering value through detailed visibility of talent, shifting both permanent and contingent recruitment from reactive to proactive, improving fit, reducing time and cost to hire, with an unrivalled candidate experience.

Founded in 2011, LiveHire is an Australian company headquartered in Melbourne, with locations also in Sydney, Perth and Miami.

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

## Disclaimer

This announcement contains "forward-looking statements." These can be identified by words such as "may", "should", "anticipate", "believe", "intend", "estimate", and "expect". Statements which are not based on historic or current facts may be forward-looking statements. Forward-looking statements are based on:

- assumptions regarding the Company's financial position, business strategies, plans and objectives of management for future operations and development and the environment in which the Company will operate; and
- current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties.

Actual results, performance or achievements of the Company could be materially different from those expressed in, or implied by, these forward-looking statements. The forward-looking statements contained within the presentations are not guarantees or assurances of future performance and involve known and unknown risks, uncertainties and other factors, many of which are beyond the control of the Company, which may cause the actual results, performance or achievements of the Company to differ materially from those expressed or implied by forward-looking statements. For example, the factors that are likely to affect the results of the Company include general economic conditions in Australia and globally; exchange rates; competition in the markets in which the Company does and will operate; weather and climate conditions; and the inherent regulatory risks in the businesses of the Company. The forward-looking statements contained in this announcement should not be taken as implying that the assumptions on which the projections have been prepared are correct or exhaustive. The Company disclaims any responsibility for the accuracy or completeness of any forward-looking statement. The Company disclaims any responsibility to update or revise any forward-looking statements to reflect any change in the Company's financial condition, status or affairs or any change in the events, conditions or circumstances on which a statement is based, except as required by law. The projections or forecasts included in this presentation have not been audited, examined or otherwise reviewed by the independent auditors of the Company.

You must not place undue reliance on these forward-looking statements.

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<sup>1</sup> [https://drivenxdesign.com/SYD17/winners\\_list.asp](https://drivenxdesign.com/SYD17/winners_list.asp)

## Appendix 4C

### Quarterly cash flow report for entities subject to Listing Rule 4.7B

**Name of entity**

LiveHire Limited

**ABN**

59 153 266 605

**Quarter ended ("current quarter")**
30<sup>th</sup> June 2024

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	1,808	8,381
1.2 Payments for		
(a) research and development		
(b) product manufacturing and operating costs	(291)	(1,883)
(c) advertising and marketing	(245)	(550)
(d) leased assets		
(e) staff costs	(1,835)	(8,575)
(f) administration and corporate costs	(798)	(3,135)
1.3 Dividends received (see note 3)		
1.4 Interest received	54	170
1.5 Interest and other costs of finance paid	(132)	(296)
1.6 Income taxes paid		
1.7 Government grants and tax incentives		1,367
1.8 Other – restructuring costs		(266)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>(1,439)</b>	<b>(4,787)</b>
<b>2. Cash flows from investing activities</b>		
2.1 Payments to acquire:		
(g) entities		
(h) businesses		
(i) property, plant and equipment	0	(8)
(j) investments		
(k) intellectual property		
(l) other non-current assets		

Appendix 4C

**Quarterly cash flow report for entities subject to Listing Rule 4.7B**

<b>Consolidated statement of cash flows</b>		<b>Current quarter \$A'000</b>	<b>Year to date \$A'000</b>
2.2	Proceeds from disposal of:		
	(a) entities		
	(b) businesses		
	(c) property, plant and equipment		
	(d) investments		
	(e) intellectual property		
	(f) other non-current assets		
2.3	Cash flows from loans to other entities		
2.4	Dividends received (see note 3)		
2.5	Other (provide details if material)		
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	<b>0</b>	<b>(8)</b>

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of equity securities (excluding convertible debt securities)		
3.2	Proceeds from issue of convertible debt securities		
3.3	Proceeds from exercise of options		
3.4	Transaction costs related to issues of equity securities or convertible debt securities		
3.5	Proceeds from borrowings	0	3,921
3.6	Repayment of borrowings	(284)	(1,459)
3.7	Transaction costs related to loans and borrowings	0	(3)
3.8	Dividends paid		
3.9	Other (provide details if material)		
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	<b>(284)</b>	<b>2,459</b>

<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
		4,807	5,462
4.1	Cash and cash equivalents at beginning of period		
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,439)	(4,787)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	0	(8)
4.4	Net cash from / (used in) financing activities (item 3.10 above)	(284)	2,459

Appendix 4C

Quarterly cash flow report for entities subject to Listing Rule 4.7B

Consolidated statement of cash flows		Current quarter \$A'000	Year to date \$A'000
4.5	Effect of movement in exchange rates on cash held	7	(35)
4.6	<b>Cash and cash equivalents at end of period</b>	<b>3,091</b>	<b>3,091</b>

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	2,784	4,499
5.2	Call deposits	307	308
5.3	Bank overdrafts		
5.4	Other (provide details)		
5.5	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>3,091</b>	<b>4,807</b>

**6. Payments to related parties of the entity and their associates**

- 6.1 Aggregate amount of payments to related parties and their associates included in item 1
- 6.2 Aggregate amount of payments to related parties and their associates included in item 2

Current quarter \$A'000
117

Note: if any amounts are shown in items 6.1 or 6.2, your quarterly activity report must include a description of, and an explanation for, such payments:

The above relates to payment of Directors' salaries, superannuation and fees.

**7. Financing facilities**

*Note: the term "facility" includes all forms of financing arrangements available to the entity.*

*Add notes as necessary for an understanding of the sources of finance available to the entity.*

7.1 Loan facilities

7.2 Credit standby arrangements

7.3 Other (please specify)

7.4 **Total financing facilities**

Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
2,462	2,462
2,462	2,462

7.5 **Unused financing facilities available at quarter end**

0

7.6 Include in the box below a description of each facility above, including the lender, interest rate, maturity date and whether it is secured or unsecured. If any additional financing facilities have been entered into or are proposed to be entered into after quarter end, include a note providing details of those facilities as well.

Description: Lighter Capital - Secured debt funding. Entered into 22 December 2023.

Lender: Lighter Capital, Inc.

The funding agreement with Lighter includes two tranches:

- Tranche 1 – loan amount of AUD\$1m, maturity 36 months, interest rate of 3 month BBSY +14.68%, with a floor of 19.1% pa. Repayments will be interest only for the first 12 months and principal and interest for the remaining 24 months.
- Tranche 2 – loan amount USD\$1.3m (~AUD2m), maturity 24 months, interest rate of WSJ Prime +10.5%, with a floor of 19% pa. Repayments will be principal and interest for the duration of 24 months.

In addition to the above LiveHire issued Lighter warrants of 0.2% of the Company's fully diluted shares outstanding as at the date of issue of the Warrants, each with an exercise price of AUD\$0.07, and a 5 year exercise period. The Warrants were issued on 1 February 2024.

**8. Estimated cash available for future operating activities**

**\$A'000**

8.1	Net cash from / (used in) operating activities (Item 1.9)	(1,439)
8.2	Cash and cash equivalents at quarter end (Item 4.6)	3,091
8.3	Unused finance facilities available at quarter end (Item 7.5)	-
8.4	Total available funding (Item 8.2 + Item 8.3)	3,091
8.5	<b>Estimated quarters of funding available (Item 8.4 divided by Item 8.1)</b>	2.15

*Note: if the entity has reported positive net operating cash flows in item 1.9, answer item 8.5 as "N/A". Otherwise, a figure for the estimated quarters of funding available must be included in item 8.5.*

8.6 If Item 8.5 is less than 2 quarters, please provide answers to the following questions:

- Does the entity expect that it will continue to have the current level of net operating cash flows for the time being and, if not, why not?

Answer:

- Has the entity taken any steps, or does it propose to take any steps, to raise further cash to fund its operations and, if so, what are those steps and how likely does it believe that they will be successful?

Answer:

3. Does the entity expect to be able to continue its operations and to meet its business objectives and, if so, on what basis?

Answer:

*Note: where item 8.5 is less than 2 quarters, all of questions 8.6.1, 8.6.2 and 8.6.3 above must be answered.*

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Date: 31 July 2024

Authorised by: The Board  
(Name of body or officer authorising release – see note 4)

### Notes

1. This quarterly cash flow report and the accompanying activity report provide a basis for informing the market about the entity's activities for the past quarter, how they have been financed and the effect this has had on its cash position. An entity that wishes to disclose additional information over and above the minimum required under the Listing Rules is encouraged to do so.
2. If this quarterly cash flow report has been prepared in accordance with Australian Accounting Standards, the definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report. If this quarterly cash flow report has been prepared in accordance with other accounting standards agreed by ASX pursuant to Listing Rule 19.11A, the corresponding equivalent standard applies to this report.
3. Dividends received may be classified either as cash flows from operating activities or cash flows from investing activities, depending on the accounting policy of the entity.
4. If this report has been authorised for release to the market by your board of directors, you can insert here: "By the board". If it has been authorised for release to the market by a committee of your board of directors, you can insert here: "By the [name of board committee – eg Audit and Risk Committee]". If it has been authorised for release to the market by a disclosure committee, you can insert here: "By the Disclosure Committee".
5. If this report has been authorised for release to the market by your board of directors and you wish to hold yourself out as complying with recommendation 4.2 of the ASX Corporate Governance Council's *Corporate Governance Principles and Recommendations*, the board should have received a declaration from its CEO and CFO that, in their opinion, the financial records of the entity have been properly maintained, that this report complies with the appropriate accounting standards and gives a true and fair view of the cash flows of the entity, and that their opinion has been formed on the basis of a sound system of risk management and internal control which is operating effectively.