



ASX RELEASE

LiveHire secures fourth enterprise agreement with Korn Ferry RPO

Highlights

- LiveHire has secured its fourth enterprise agreement with Korn Ferry, one of the world's leading Recruitment Process Outsourcing (RPO) firms¹.
- The RPO contract with the client in Australia includes recruitment of all employees for iron ore mining assets, iron ore bulk handling facilities, steelworks, and recycling operations.
- The enterprise agreement represents annualised recurring revenue (ARR) of twice the current average ARR across LiveHire clients², in addition to other non-recurring upfront revenue.

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LiveHire Limited (ASX: LVH) (LiveHire or the **Company**), the award-winning³ talent acquisition & engagement platform that revolutionises the candidate experience and enables businesses to thrive with talent on demand, is pleased to announce it has secured its fourth enterprise agreement with Korn Ferry, one of the world's leading RPO firms⁴, pursuant to which LiveHire will provide its platform to one of Korn Ferry's clients.

Enterprise agreement with global leader of industrial, natural and financial businesses

The Korn Ferry client (**Client**) is a global leader of industrial, natural and financial businesses, with more than 11,000 employees. LiveHire will host Talent Communities for the full breadth of the Korn Ferry RPO contract with this client in Australia, including iron ore mining assets, iron ore bulk handling facilities, steelworks, and recycling.

The enterprise agreement represents annualised recurring revenue (ARR) of twice the current average ARR across LiveHire clients⁵, in addition to other non-recurring upfront revenue. LiveHire considers that the latest enterprise agreement signals significant progression in the Company's strategy, as it demonstrates ongoing applicability and adoption of the LiveHire platform with larger enterprises, and the importance of building technology first and foremost to satisfy the most progressive RPO firms. LiveHire's technology will empower the flow of talent into the organisation through a platform-based approach that is rapidly deployed, scalable, integrated, and underpinned by a single unified profile of

¹ <https://www.kornferry.com/press/korn-ferry-named-top-global-recruitment-process-outsourcing-provider-hro-today-rpo-bakers-dozen-list>

² LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

³ [Reference Link 1](#) [Reference Link 2](#) [Reference Link 3](#) [Reference Link 4](#)

⁴ <https://www.kornferry.com/press/korn-ferry-named-top-global-recruitment-process-outsourcing-provider-hro-today-rpo-bakers-dozen-list>

⁵ LiveHire average ARR per client \$27,885 as at September 2018 quarterly market release

the candidate, aiming to provide a private, secure, live single source of truth of data for organisations and talent.

During the second phase, it is expected that the LiveHire platform will be integrated with the Client's Human Resource Information System (HRIS), Workday.

Korn Ferry RPO

Korn Ferry (NYSE:KFY) is a global organisational consulting firm helping clients synchronise strategy and talent to drive superior performance. They work with organisations to design their structures, roles, and responsibilities to help them hire the right people to bring their strategy to life, as well as advising them on how to reward, develop, and motivate their people.

LiveHire RPO channel continues to grow and deliver

This represents the fourth Korn Ferry enterprise client to be serviced with the LiveHire platform via an enterprise agreement with Korn Ferry, demonstrating strong uptake, increased momentum, and appetite for innovation in the RPO market. LiveHire and Korn Ferry have a strong forward pipeline of sales prospects comprising some of the most well-known brands in Australia and New Zealand.

Christy Forest CEO LiveHire, said:

"This is the fourth significant client which will go live in conjunction with Korn Ferry, and one of many large enterprise engagements we currently have in the prospective sales pipeline together. Korn Ferry is one of the leading innovators in RPO solutions in Australia and New Zealand and we are building the platform to transform the candidate and recruiter experience for its current clients and support its future growth strategy.

As a part of the first phase with this Client, we will implement a fully integrated sourcing and engagement solution. We expect the second phase will involve a full integration with Workday HRIS. This would represent a powerful use case for the LiveHire platform in augmenting the Workday solution, applicable to many large enterprise in Australia and globally, with advanced talent pooling, AI, and machine learning to deliver unrivalled candidate and recruiter experience."

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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

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