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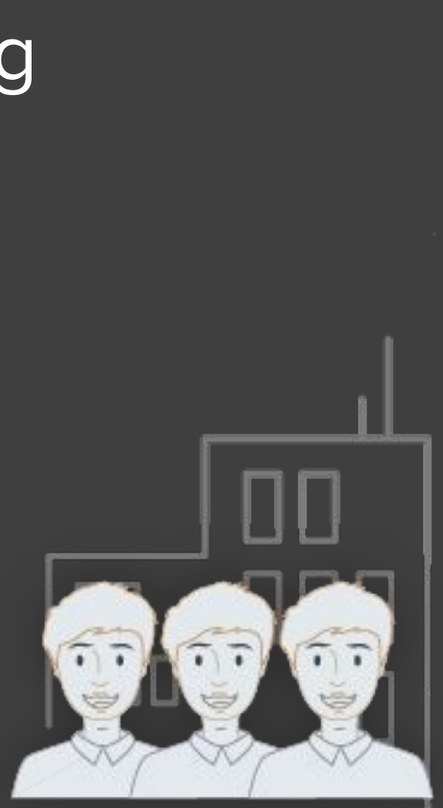
1-PAGE LIMITED

Next Generation of Sourcing

Feb - March 2016 | ASX:1PG



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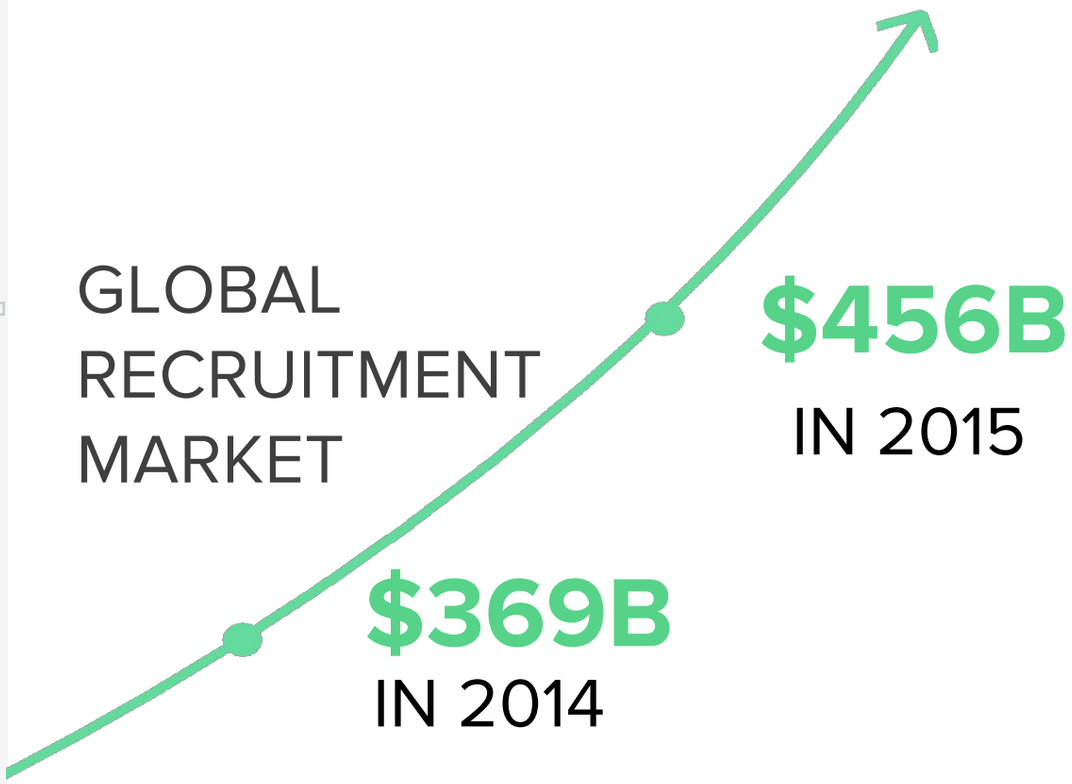
GLOBAL RECRUITMENT $500B MARKET

GLOBAL
WORKFORCE OF
3B

U.S. WORKFORCE OF
112M

U.S. RECRUITMENT MARKET
$190B IN 2013



\+ **REPEATING**: 100% STAFF TURNOVER EVERY 2.4 YEARS (U.S. Bureau of Labor Statistics)

\+ **GROWING**: 600M NEW HIRES EVERY 15 YEARS (U.S. Bureau of Labor Statistics)

\+ **CHANGING**: Baby BOOMERS RETIRING 10K/DAY
2030: MILLENNIALS 75% OF WORKFORCE
(PBS, U.S. Bureau of Labor Statistics)

(Source:Koncept Analytics Report)

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THE SOURCING PROBLEM

POOR QUALITY

- Job boards are responsible for less than 2% of hires.
- Active candidates are rarely top performers.

EXPENSIVE

- Recruiters charge up to 30% first year salary.
- Networks/Aggregators charge by seat and convert poorly.

TIME CONSUMING

- Professional sites everywhere with redundant, random candidate data.
- Recruiters sift through large amounts of data for relevant information.

> *“Professional networks are cumbersome to search, and good candidates are over contacted and indifferent to connect.”*

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1-PAGE SOURCING SOLUTION

BROADER SEARCH

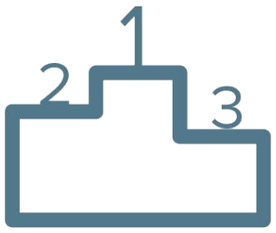
Broader candidate search by aggregating across many data sources.

MATCH

Match candidate profiles to highly correlated client job openings.

VERIFIED CANDIDATES

Provide actionable and verified candidates who are directly contactable.



RANK

Rank against internal employees for higher conversion and fit.

> *1-Page's platform shortens the hiring cycle and reduces the number of recruiters spend searching for qualified talent.*

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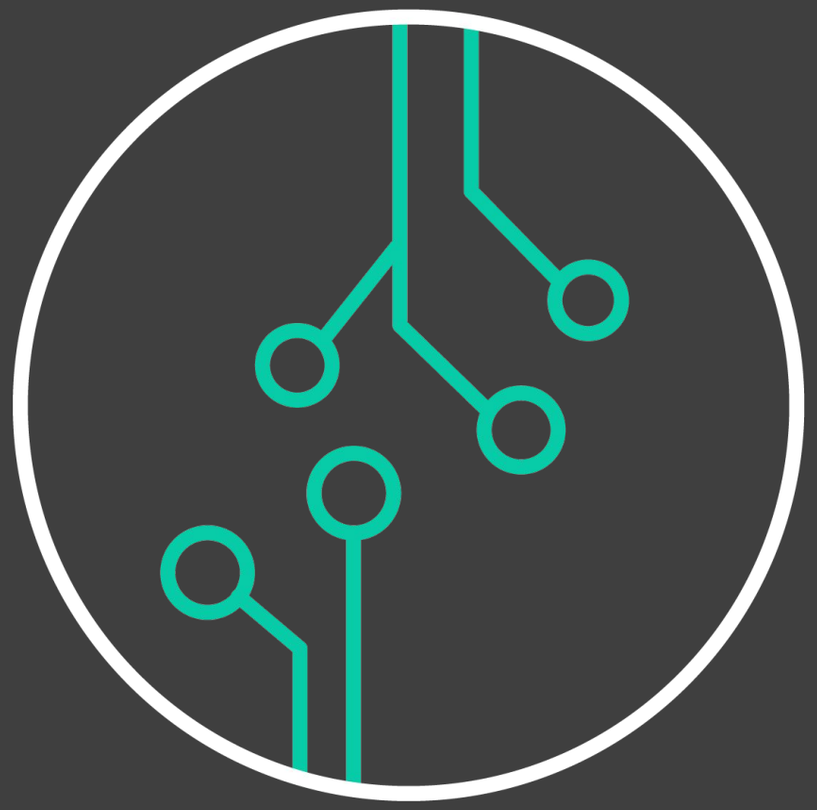
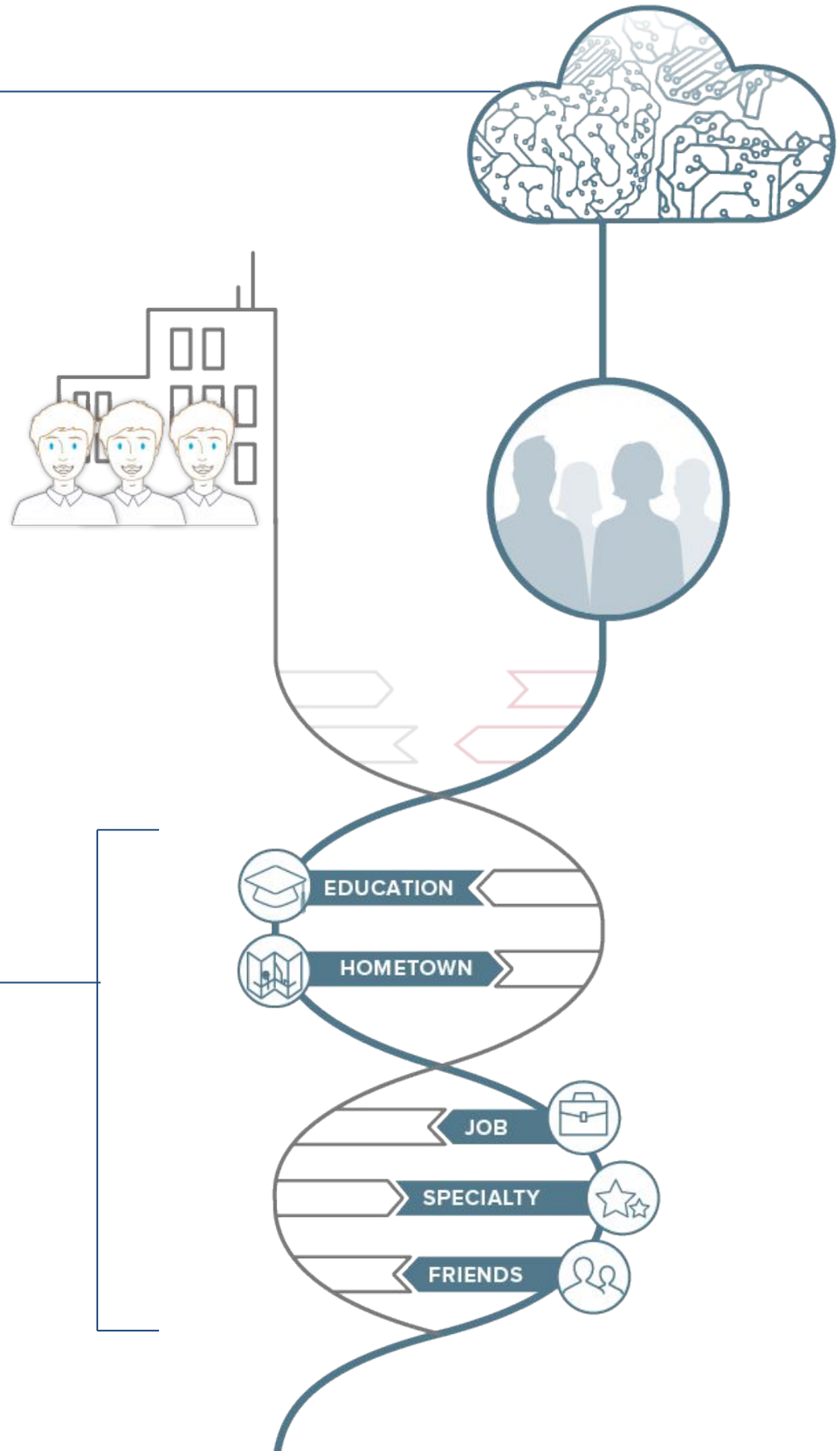


TECHNOLOGY

ENRICHING AND GROWING DATABASE

DATA ENRICHMENT

- Aggregates data from websites globally
- Works with industry leading data partners
- Enriched data, refreshed every second



Rank candidates with an Association to Your Employees

- Same Previous Employers
- Same Location/Hometown
- Same School
- Same Interests/Organization

2 Ways to Contact

- Directly - email and phone
- By Referral (>5x conversion)

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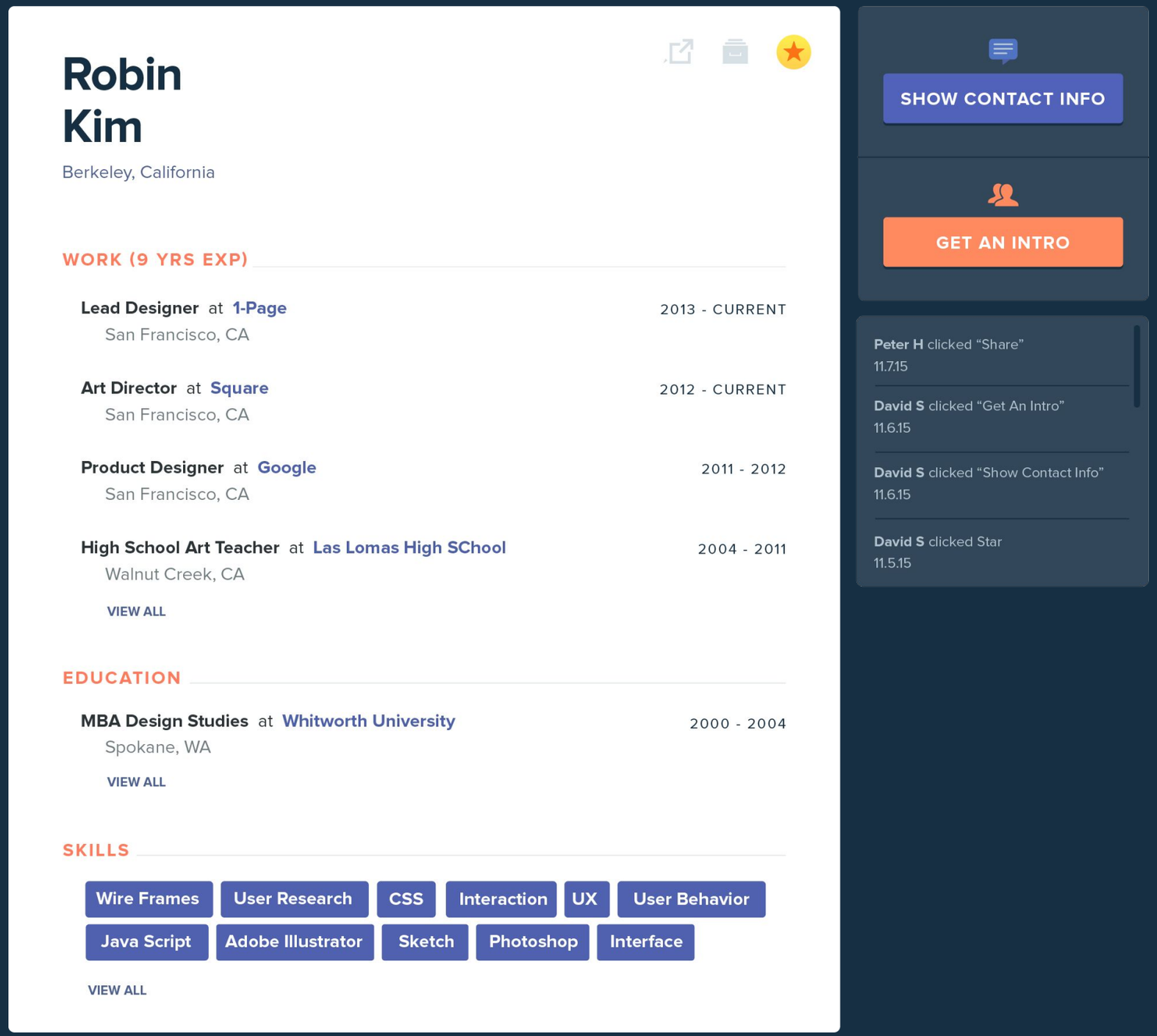
ENRICHING AND GROWING DATABASE



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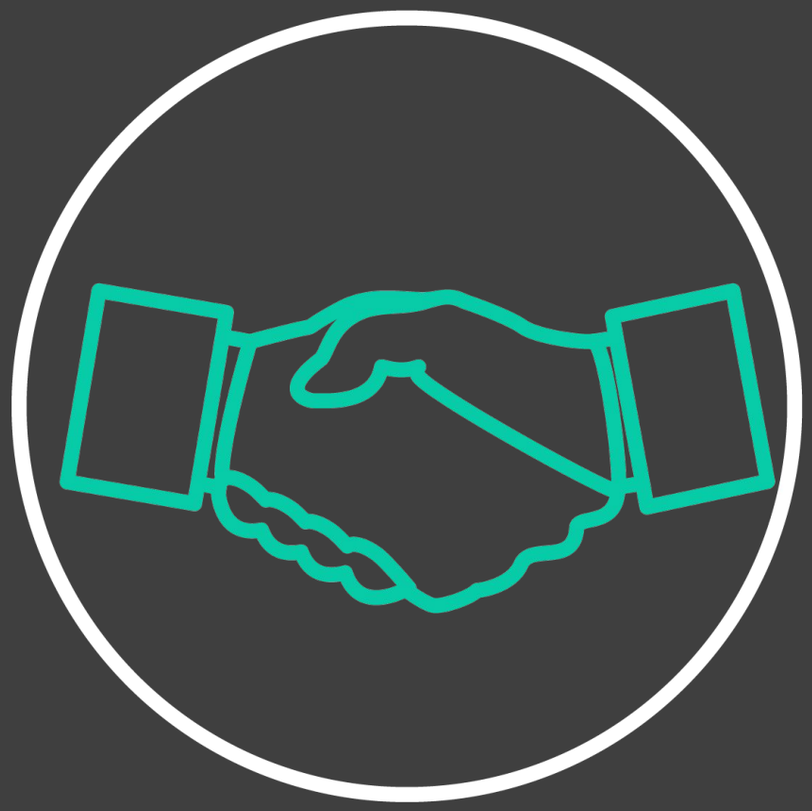

CUSTOMERS

LEADING GLOBAL COMPANIES ACROSS MULTIPLE INDUSTRIES ENDORSE 1-PAGE

amazon.com

$ 260B+ 230,800

Sourcing Platform

First Republic Bank
It's a privilege to serve you℠

$ 9B+ (NYSE: FRC)

Sourcing Platform &
Talent Assessment Platform

Deutsche Bank

$ 22B+ 95,000

Sourcing Platform

KORN FERRY

$ 1.4B+ 7,000

Sourcing Platform

$ 87B+ 300,,000

Sourcing Platform

CHAMPS SPORTS

Subsidiary of Foot Locker Inc.

44,000

Talent Assessment Platform

McGRAW HILL FINANCIAL

$ 24B+ 17,000

Sourcing Platform

HERSHEY'S

$ 14B+ 14,000

Sourcing Platform

Toll Brothers
America's Luxury Home Builder™

$ 5B+ 3,900

Sourcing Platform

UNDER ARMOUR

$ 18B+ 11,000

Sourcing Platform

+

FORTUNE

100 Technology Companies
500 Real Estate
300 Payments

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PARTNERSHIP ECOSYSTEM

alexander mann solutions

futurestep
A KORN FERRY COMPANY

SHAKER

KRT MARKETING

SmartRecruiters

ADP

SearchPartners
simplify your search

ckr interactive

UST Global

AppDirect

icims

greenhouse

GrowSumo

KRONOS

Jazz

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CREDIT SUISSE

41

Business Analyst Type Roles

43

Risk Manager Type Roles

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1-PAGE SOURCE: POWER IN NUMBERS

CREDIT SUISSE

27,296
Risk Managers
in U.S.

43
CSFB
openings

197,144
Analysts
in the U.S.

41
CSFB
openings

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REVENUE MODEL

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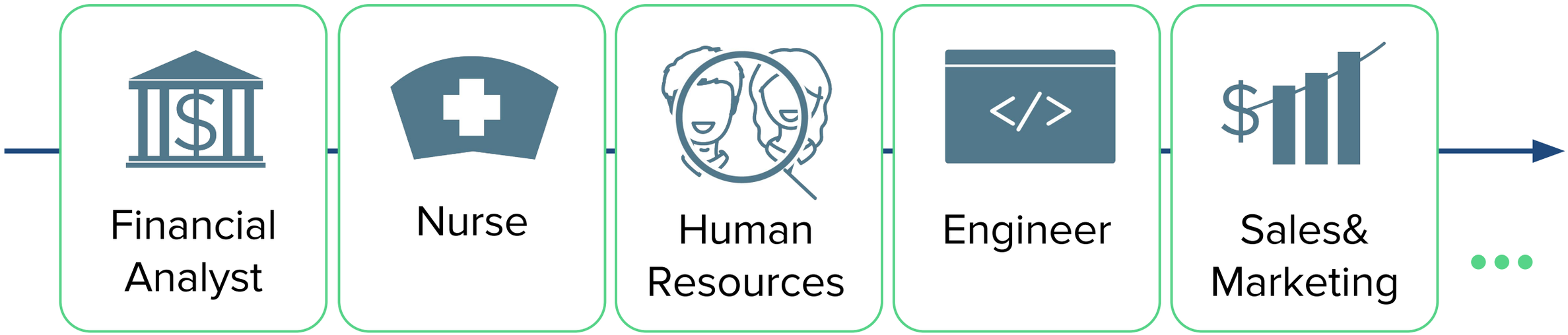
SALES STRATEGY

Target Lines of Business for Greatest Penetration



Ability to service all customers large & small by selling lines of business

PRICING STRATEGY

Sourcing Platform

CONTRACT PRICING ILLUSTRATION

Annual Contract Pricing	Customer Segment
Employees in company	50,000
Employee turnover (%)	30%
Total employee hires	15,000
Open roles sourced on 1PG (%)	5%
Pools provided yearly by 1PG	750
Pools provided monthly by 1PG	~62
1PG Average fee per pool (US$)	$1,000
1PG Revenue – Annual (US$m)	**$750,000**
1PG Revenue – Monthly (US$m)	**$62,500**

Client cost per hire	$4,500
1PG cost per pool	$1,000
Cost of 5% of hires through 1PG	$750,000
Cost of these 5% of hires using traditional methods	$3,375,000
Annual saving using 1PG	**$2,625,000**

Note, this is for illustrative purposes only and does not necessarily reflect the fee charged to clients of similar metrics

PRICING UNDER THE "LAND & EXPAND" MODEL

Market Segments

- 1-Page launches client with 5 – 10 curated talent pools (US$1,000 per pool) specific to positions and skills along with full client cloud for the first three months
- Client automatically rolls into fourth month to receive a minimum 25 curated talent pools. The minimum monthly revenue to 1-Page is US$25,000 ($1,000 per pool) with the client likely to scale up pool requests in the event of successful hires, given initially sourcing only a small percentage of current open roles.

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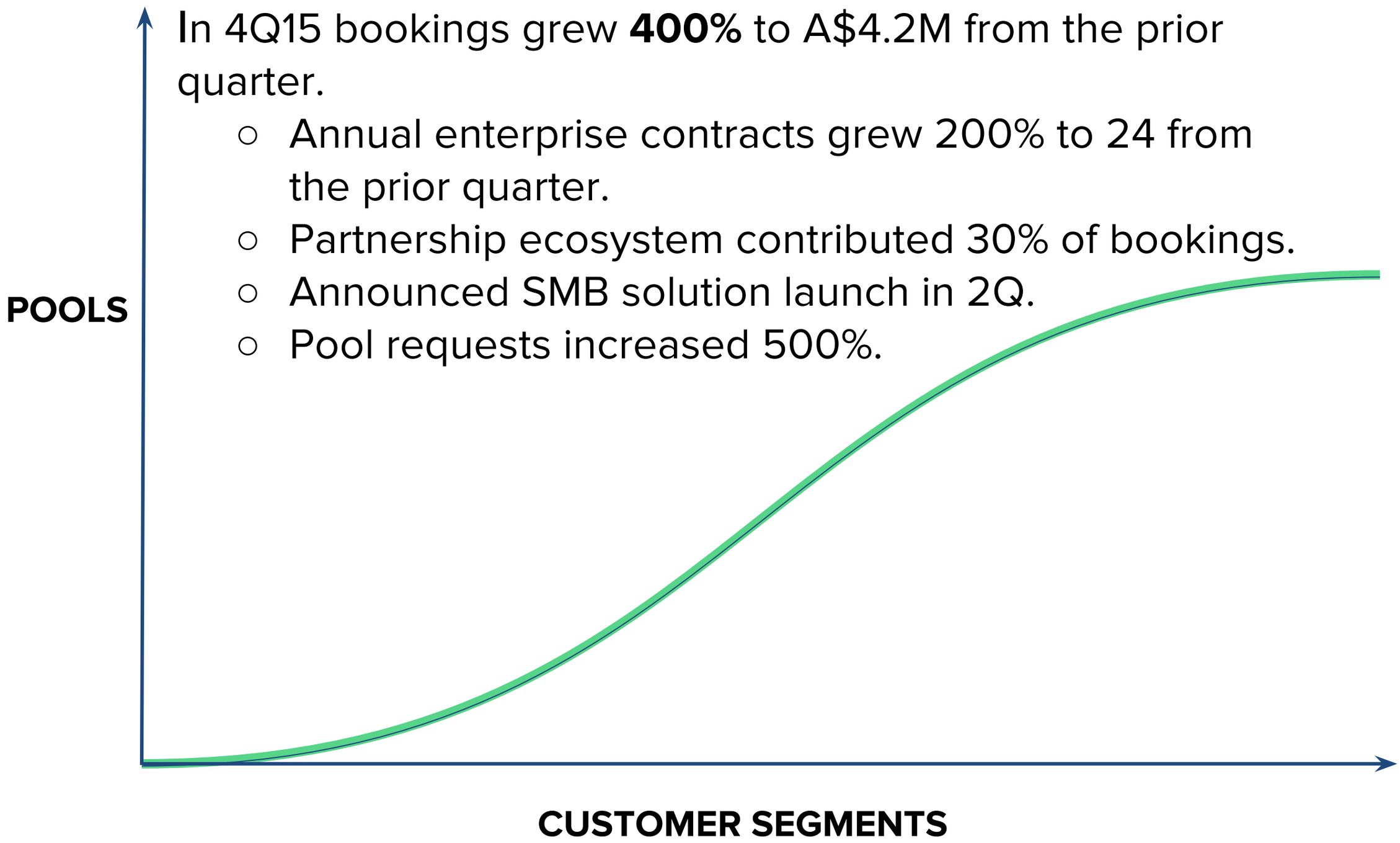
LANDING AND EXPANDING CUSTOMERS DRIVE POOL GROWTH

In 4Q15 bookings grew **400%** to A$4.2M from the prior quarter.

- Annual enterprise contracts grew 200% to 24 from the prior quarter.
- Partnership ecosystem contributed 30% of bookings.
- Announced SMB solution launch in 2Q.
- Pool requests increased 500%.



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CORPORATE SNAPSHOT

CAPITAL STRUCTURE

Shares on issue[1]	153.7m
Share price as at 26 February 2015	A$2.46
Market cap (fully diluted)	A$400m
Rights[2]	10m
Options	13.6m
Cash balance as at 31 January 2016	A$48.2m

[1] Includes 7.5m shares issued in December 2015 for BranchOut acquisition

[2] 5m rights: A$1m in revenue, 5m rights: EBIT A$1.25m

SUBSTANTIAL HOLDERS[1]**:**

Joanna Riley: 10.16%

Harbour Asset Management 9.16%

Patrick Riley: 7.78%

TOP 20 SHAREHOLDERS: 83.6%

BOARD OF DIRECTORS

JOANNA RILEY
as Managing Director

SCOTT MISON
as Non-Executive Director and Company Secretary

RUSTY RUEFF
as Non-Executive Chairman
(BOD Glassdoor, BOD HireVue, former EVP HR Electronic Arts)

MAUREEN PLAVSIC
as Non-Executive Director
(former CEO of Seven Network, Australia)

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LEADERSHIP TEAM

Joanna Riley

Chief Executive Officer, Co-Founder

- Nominated Female Entrepreneur of the Year 2012
- Built and sold Performance Advertising
- Co-Founder 360Fashion Network
- Recruited to the FBI

Maria Olide

Chief Financial Officer

- CFO, Worldwide Sales and Marketing at ADP
- Partner and Managing Director at KPMG LLP
- MBA, Business from Stanford University Graduate School of Business

Ash Munshi

Chief Technology Officer

- Founder of Marianas Labs which was acquired by 1-Page in December 2015
- Former CTO of Yahoo!
- Founded and sold a number of technology companies, resulting in over $1B in exits

Gregg Ames

VP of Global Sales

- Previously led Marketo's enterprise business from a pre-revenue stage to achieving over US$100M in annual recurring revenue (ARR)
- 20+ years of cross functional leadership and strategy in demand generation, sales qualification, customer success, and enterprise deal execution

Jeff Mills

VP of Global Strategic Development

- Chief Revenue Officer at Gengo
- VP of Sales and Partnerships at Criteo
- Director of Sales at Kayak/SideStep, Inc.
- Sales Development at Yahoo!

Alex Smola

Chief Scientist Officer

- 20 years experience in machine learnings
- Professor in machine learning and analysis
- Developed data product technologies at Google, Yahoo!, UC Berkeley and NICTA.

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SUMMARY

- **STRONG VALUE PROPOSITION -** 1 Page helps companies with their most important asset -- talent. Our technology platform targets and identifies best-fit candidates, saving companies time and money.
- **MASSIVE OPPORTUNITY -** Sourcing is a $450B+ industry and growing.
- **HIGH BARRIER TO ENTRY -** Unparalleled technology and data science.
- **STRONG CUSTOMER ADOPTION -** Impressive base of enterprise customers, including Fortune 100 and leading companies across a diverse set of industries.
- **STRATEGIC PARTNERSHIP -** Seamless technical integrations with a large number of solution providers for channel distribution.
- **PREDICTABLE, SCALABLE REVENUE MODEL -** Land and expand model drives growth as 1-Page adds new customers and incremental pools with existing customers.
- **POISED FOR GROWTH -** Strong value proposition with unparalleled technology.

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Joanna Riley, CEO
joanna@1-page.com

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