



233 Post St. 4th Floor
San Francisco, CA 94108
USA

ASX Code: 1PG

1-Page Announces Fiscal Year 2015 Preliminary Results
Sourcing Platform Grows to \$4.2 Million in New Bookings in FY 2015

1 Page Limited (“1-Page” or the “Company”) (ASX:1PG), the enterprise cloud-based talent acquisition platform, today announced preliminary annual unaudited results for year ending January 31, 2016, Fiscal Year 2015 (FY 2015). All dollar numbers in the announcement are in AUD.

Financial & Operating Highlights

- New bookings grew to \$4.2M in FY 2015 from \$178,843 in FY 2014.
- Revenue grew 221% to \$412,629 in FY 2015 from \$130,214 in FY 2014.
- Operating loss was \$14.3M in FY 2015 compared to a loss of \$11.3m in FY 2014.
- Cash and equivalents were \$48.7M as of January 31, 2016 compared to \$7.4M as of October 31, 2015.

Strategic Announcements

In July 2015, 1-Page launched its Sourcing platform to deliver curated candidate pools based on the number of open roles to provide customers significant time and cost savings. Curated candidate pools enable recruiting teams to solve talent acquisition needs, eliminating the need to search multiple sources.

In December 2015, the Company acquired Marianas Labs an innovator in data science and machine learning. The acquisition brought a collection of data assets, algorithms, and talent that has allowed for the acceleration of the Company’s revenue potential.

Over a short period of time, 1-Page achieved strong growth with our Sourcing platform. Our diverse customer base includes large, global companies across multiple industries including Fortune 500, 300 and 100 companies. Customers are investing in our solutions for the long-term. Annual contracts contributed to 58% of new bookings for FY 2015. Customer retention for our Sourcing solution was over 90%.

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Business Updates

Sales & Marketing Update

Sales and Marketing continues to deliver on the land and expand model driving revenue through generating pipeline, automating marketing efforts, and increasing long term partners to scale revenue.

- Exiting March 2016, 1-Page's pipeline of enterprise customers remains strong with 75 open opportunities of which over 20 have closed or are in contract negotiations.
- In late FY 2015, 1-Page launched an automated outbound marketing effort to an identified group of 7,000 small and mid market (SMB) companies that fit our target criteria for company size, revenue, and current open roles. This creates an additional revenue stream for the company that will expand throughout the year.
- 1-Page partnership ecosystem contributed to 30% of new bookings in FY 2015 across 15 partners. This allows 1-Page products to be distributed and sold by the partners' employees to their existing clients at an accelerated rate. In Q1 2016, 1-Page has added a partner which alone employs over 2,500 technology consultants in over 115 countries.

Customer Success Update

1-Page customer success team has continued to onboard marquee enterprises, grown pool usage, and increased active users fulfilling on land and expand.

- In Q4 2015, the average pool provisioning time was consistent at 3 days.
- Today, we have already decreased provisioning time to an average of less than 3 hours.
- The expected product releases later in Q1 FY 2016, the Company expects to further shorten the time to deliver pools to minutes.
- The decrease in provisioning time is important as one of our operational metrics of the Company is number of pools deployed.

Product & Engineering Update

With the launch of new data in February 2016, the average pool size of potential candidates increased by 240%, and 1-Page is experiencing an improvement in the scale and velocity of the platform allowing a significant uptick in pool usage. The Company's priority is to increase the number of quality, enrichable candidate profiles in its database, therefore increasing the value to its customers. As of March 2016, 1-Page had between 250M – 300M high quality, enrichable profiles, which will continue to grow as more data sources are added into the database throughout 2016 and beyond.

The Company believes that the market for the utilization of machine learning and A.I. in the talent sourcing and recruiting space is large and profitable. As such, we will continue to work towards delivering market differentiating capabilities with our Sourcing solution such as:

- Increasing quality and size of an enriched candidate profile database.
- Allowing customers to leverage existing employees within the organisation to connect with potential candidates based on professional, educational, and other commonalities.
- Identification of diversity candidates.
- Machine learning capabilities that can be applied to better determining hiring manager needs, matching those needs with best-fit candidates, and allowing recruiters to better facilitate the matching process.

Financial Update

Operating expenses increased as we made investments in research and development, and sales and marketing as we began to scale the business to support the strong demand for our Sourcing solution. We will continue to scale operating expenses in line with our revenue growth. The Company remains in a strong financial position with a cash balance of \$48.7M at the end of 31 January 2016.

www.1-Page.com

For more information please contact:

IR@1-Page.com