

## ASX Release

14<sup>th</sup> February 2017

### LiveHire launches into Education industry with two new Cornerstone Clients.

#### Key Highlights

- Two Cornerstone Clients, **Laureate Universities International and TAFE Queensland**, sign with LiveHire and launch Talent Communities in 2017.
- The successful launch of these two Cornerstone Clients **opens the Education industry** to LiveHire, employing 975,000 people (Source: ABS Nov 2016).
- Laureate, a listed company on the NASDAQ (NASDAQ: LAUR), employs **50,000 people globally and provides services to 1 million students**.
- Laureate's Talent Community will commence in Australia, enabling 100% proactive recruitment across the whole organisation (1,550 full time employees).
- Laureate plans to subsequently launch a **Talent Community for all students and alumni**, to follow the alumni's employability post-graduation, opening a new and valuable application of the LiveHire ecosystem.
- TAFE Queensland further strengthens LiveHire's **growth in the public sector**, alongside Alfred Health.
- **TAFE Queensland Brisbane Talent Community** has been launched across the whole organisation (1,200 FTEs), providing a strong growth channel into the six divisions of TAFE Queensland (4,173 employees servicing 120,000 students).
- LiveHire clients grow Talent Communities to an optimal size of 5-10 times the number of employees and pay \$0.50 per individual Talent Community Connection (TCC) per month.

**Melbourne, 14<sup>th</sup> February 2017:** LiveHire Limited (ASX: LVH), the Talent Community platform empowering the flow of talent through organisations, shifting recruitment from reactive to 100% proactive, is pleased to announce two additional Cornerstone Clients, Laureate Universities International ("Laureate") and TAFE Queensland Brisbane.

The successful signing of Laureate and TAFE Queensland Brisbane are significant milestones as they help:

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1. Cornerstone LiveHire's entry into the Education vertical, an annual recruitment market estimated at over \$624 million<sup>1</sup> and growing;
2. Further strengthen LiveHire's growth into the public sector, the largest employer in Australia and one where significant hiring productivity can be gained;
3. Establish the LiveHire platform with an additional global client who has significant cost and time savings to be realised from a shift to 100% proactive recruitment; and
4. Open the LiveHire platform to future significant upside growth in TCC, by introducing a channel of students, graduates and alumni.

Industry leaders, such as Laureate and TAFE Queensland Brisbane, launching Live Talent Communities, result in a critical mass of the Education and Training industry workforce receiving invitations to join the LiveHire Ecosystem. This creates an industry standard for digital talent profiles, and a network effect that paves the way for more talent and companies to easily join and connect.

The signing, implementation and launching of Cornerstone Clients such as Laureate and TAFE Queensland is a key pillar to growing LiveHire's key performance metric of Talent Community Connections (TCCs). LiveHire clients grow Talent Communities to an optimal size of 5-10 times the number of employees and pay \$0.50 per individual Talent Community Connection (TCC) per month.

LiveHire has now successfully expanded its Cornerstone strategy to three industry verticals: Retail, Healthcare and Education, spanning both public and private sectors.

### **About the Education and Training Sector in Australia**

The education sector is one of the largest employers in Australia (Top 5 industry by total employed persons), growing at an accelerated rate (Top 3 industry by growth rate), well above the Australian overall employment growth figure.

Education in Australia is a \$20 billion a year industry, employing approximately 975,000 people, 8.1% of the total working population. Additionally, the latest figures from ABS firm up education's position as Australia's third-largest export after coal and iron ore, as well as its position as the largest services export, well ahead of tourism. Education is clearly one of the five key super-growth sectors that will support Australia's transitioning economy into the next decade.

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<sup>1</sup> Total recruitment costs for education industry in Australia calculated as total workforce of 975,000 employed workers x 16% churn rate (AHRI Turnover and Retention Report 2016) x \$4,000 average cost to hire (conservative USD4,000 cost per hire - LinkedIn Global Recruiting Trends 2016) = \$624,000,000.

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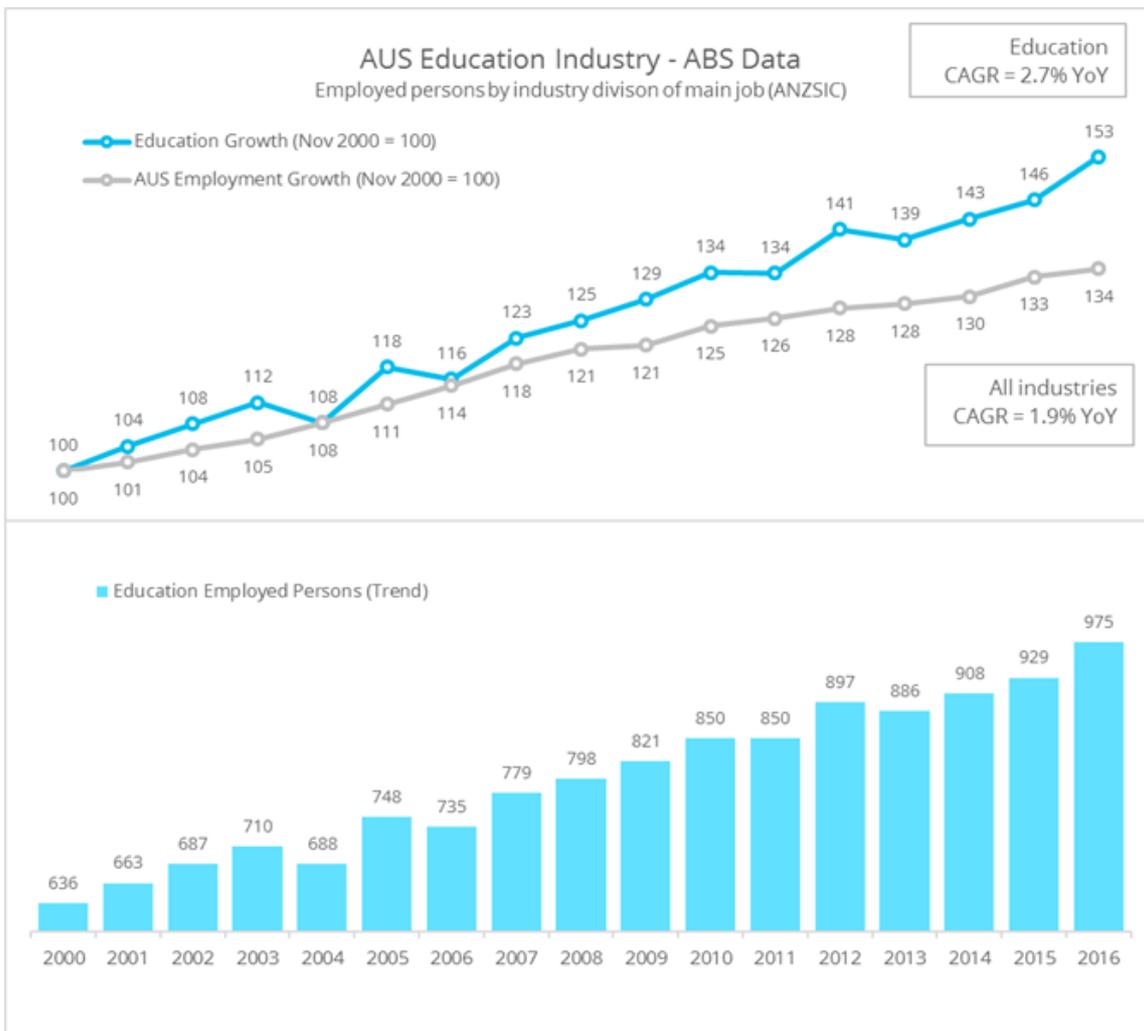


Figure 1: Education growth 53% vs 34% all industries

Figure 2: '000 of education employed persons

**About Laureate Universities International**

Laureate’s network of more than 70 campus-based and online universities in 25 countries offers undergraduate and graduate degree programs to over one million students worldwide. Laureate is the largest global network of degree-granting higher education institutions, and their students are part of a diverse, international community that spans the Americas, Europe, Africa, Asia and the Middle East. Laureates institutions offer undergraduate, master’s and doctoral degree programs in fields such as business and management, medical and health sciences, engineering, information technology, architecture, education, law, communications and hospitality management. Laureate is a Public Benefit Corporation, a relatively new class of corporations that are required by law to create a general public benefit through a material, positive impact on society.

**About TAFE Queensland Brisbane**

TAFE Queensland Brisbane is where over 40,000 local and international students get their world-class education and training each year. Practical, hands-on classes combined with state-

of-the-art facilities and purpose-built learning areas make them a standout amongst training providers, with many of their facilities being acknowledged by industry as amongst the best in Australia.

### **Cleansing Statement**

The Company refers to the announcement dated 13 February 2017 in respect of the issue of 500,000 fully paid ordinary shares to Scott Horton upon exercise of that number of options.

The Options were issued without disclosure in accordance with Chapter 6D of the Corporations Act 2001 (Cth) (Act) and, accordingly, the Company hereby notifies ASX under section 708A(5)(e) of the Act that:

- (a) on 13 February 2017 the Company completed the issue and allotment of 500,000 fully paid ordinary shares upon the exercise of that number of options;
- (b) the Company issued the securities without disclosure under Part 6D.2 of the Act;
- (c) as at the date of this notice:
  - (i) the Company has complied with the provisions of Chapter 2M and section 674 of the Act as they apply to the Company;
  - (ii) other than as set out in this announcement, there is no information that has been excluded from a continuous disclosure notice in accordance with the ASX Listing Rules or that investors and their professional advisors would reasonably require for the purpose of making an informed assessment of:
    - (A) the assets and liabilities, financial position and performance, profits and losses and prospects of the Company; or
    - (B) the rights and liabilities attaching to the fully paid ordinary shares.

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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.

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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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### 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 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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