

ASX: LVH MARKET RELEASE

LiveHire announces second RPO channel win, with new Cornerstone Client signed in Government vertical

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LiveHire Limited (ASX: LVH), the Talent Community software platform, providing an enterprise scale, human-cloud hiring ecosystem across entire industries, is pleased to announce a second Top 10 global RPO firm has won its first RPO contract with the LiveHire platform, in a new vertical, Electricity, Gas, Water & Waste Services ("Utilities"), with a Government owned statutory corporation.

Highlights:

- An established global RPO firm* has won its first RPO tender with the LiveHire Talent Community platform being a core element of its technology offering and innovation solution.
- The RPO firm is a global Top10 RPO provider and Fortune 500 Company, with a global footprint in over 80 countries.
- The Cornerstone client* grows LiveHire's serviceable market into a new vertical, Utilities, and expands the LiveHire Ecosystem further across the Government sector, with the State Government Corporation launching across its entire workforce of 2,500 employees.

(*) The client has required confidentiality under the contract until the go-live date, to ensure a smooth transition from an in-house solution to a new RPO solution.

Dr. Mike Haywood, LiveHire Founder and Growth Director said:

"We are excited to be working with one of the largest RPO groups to launch their first Talent Community in Australia. The opportunity to combine the expertise of a recognised global recruitment leader, with the LiveHire technology platform, to deliver a more humanised approach to recruitment of quality talent on-demand into major organisations, is immense and exciting."

"Working with one of the largest companies in the world to deliver Talent Community solutions at scale is a unique opportunity that our team looks forward to delivering to its full potential."

"More so now than ever, the future success of an organisation is defined by the quality and agility of their workforce, making the need for productive human capital technology and service solutions a very real executive level priority."

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RPO channel to market expands

The RPO group is now the second of the Top 10 global RPO firms to embrace the LiveHire Talent Community platform as a technology of choice, and win RPO tender contracts.

RPO firms provide part, or all, of the recruitment operations inside large corporates and are used by approximately 40% of large corporates globally.

This latest RPO group has a global footprint in over 80 countries, and will implement and operate LiveHire's Talent Community Platform with a government-owned statutory corporation in the Utilities vertical, following a competitive tender process that identified the most appropriate RPO provider, supported by market leading technology and innovation solution.

The win opens a second Recruitment Process Outsourcing (RPO) firm channel to market, following the Randstad Sourceright partnership previously announced on 1st August 2017.

The ability demonstrated by LiveHire's Solutions and Customer Success teams, to work closely with the world's largest RPO groups, provides a strong platform for LiveHire to scale fast across many large corporates globally over time, helping, in combination with leading RPO providers, to flip the recruitment process of organisations from time consuming reactive processes, to a quality, talent on-demand, proactive process.

RPO tender process

The LiveHire relationship with this RPO group commenced approximately 18 months ago, through a series of executive meetings and technology discussions.

The RPO tender process for this Utility client was a collaborative effort over five months, with the RPO provider and LiveHire working on the tender proposal and two pitch rounds together. LiveHire's solutions team provided commercial input, solution definition, tender documentation, and an innovative way to support full proactive recruitment.

LiveHire will replace the traditional, existing recruitment technology, and as part of the contract is expected to integrate with the clients chosen Human Resource Information System (SAP SuccessFactors) at a future point, as part of the client's major core IT upgrade.

The LiveHire platform will manage 100% of talent and hires across all channels (careers page, referrals, social, job boards, internal, graduates and more) as the single destination and core platform. Other supporting HR tools and software will integrate into the Talent Community Platform to support various phases of the recruitment process.

Government as a major growth market for LiveHire

The latest win further expands the LiveHire platform across the government sector, adding to existing clients including Queensland Health and TAFE Queensland Brisbane in Queensland, and Alfred Health and Barwon Health in Victoria.

LiveHire has a strong pipeline of government owned corporations in current discussions, and sees this as a major and high potential area of future growth of the LiveHire Talent Community Ecosystem.

New Utilities market expands LiveHire’s serviceable market

The Electricity, Gas, Water & Waste Services (“Utilities”) market is a new vertical for LiveHire, employing ~127,000 people across Australia. The Utilities industry is characterised by transport and logistics, skilled trade, engineering professionals, and accounts administration personnel (Labour Market Information Portal, Department of Employment: Australian Government).

The signing of a Cornerstone Client in the Utilities vertical allows LiveHire to now focus on expanding across this vertical to become the single, preferred destination for talent. Each subsequent Talent Community launch will become easier, as there is a strong and increasing flow of talent into Talent Communities, driving improved hiring productivity and workforce agility for organisations; and career opportunities, utilisation, and participation for candidates.

LiveHire’s strategic growth pillars

Since listing on the ASX in June 2016, LiveHire has maintained a consistent focus on scaling the ecosystem of Live Talent Communities through three key growth pillars:

- 1. Direct Enterprise Sales to **Cornerstone Clients** and expansion to critical mass within industries.
- 2. Channel Partnerships with **RPO service providers** to expand geographically and at scale.
- 3. Technology Integrations with **major HRIS providers** to serve the largest enterprises globally.

The successful tender win for the government-owned statutory corporation is another successful example of the ability for LiveHire’s Talent Community Platform to be delivered through leading RPO to some of Australia’s largest employers, who are looking to engage current, past and future employees as a part of their strategic and proactive sourcing methods, to drive increased productivity, reduced costs and increased quality of hire.

Partnering with RPO’s in large tender processes is expected to be a key driver of scaling Talent Community Connections, LiveHire’s lead indicator of growth and revenue.

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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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