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USA

**ASX Code: 1PG**

31 August 2015

## **1-PAGE QUARTERLY 4C COMMENTARY**

1-Page Limited (ASX: 1PG) (“1-Page” or the “Company”), the enterprise cloud-based talent acquisition platform changing the way companies hire talent, has released its August Quarterly Appendix 4C today for Q2 2015.

The Company is pleased to provide highlights of the key developments achieved during the quarter across sales, customer success, and product/engineering.

### **CORPORATE**

Maria Olide joins the 1-Page leadership team in September 2015 as Chief Financial Officer. Maria is a highly experienced professional, who joins the Company from ADP, where she was CFO, Worldwide Sales and Marketing.

The Company had A\$9.98m as at 31 July 2015, with expenditure in line with forecasts.

1-Page will be conducting an investor road show in Asia and Australia from 31 August – 11 September.

### **CUSTOMER SUCCESS**

- 1-Page experienced the second consecutive quarter of 100% retention across all three product offerings in Q2, putting the Company in a great position to exceed customer retention targets of 92.5% for the year
- Six clients renewed annual contracts, five on the 1-Page Talent Assessment Platform and one on the 1-Page Internal Innovation Platform. Clients that have renewed have in total more than 88,000 employees across a number of industries
- With the release of 1-Page Source 2.0, Customer Success has witnessed a significant increase in user adoption. On average, companies using 1-Page Source are executing more than 7,000 role searches per month
- In Q2, a Fortune 200 client, showed strong adoption across the organization, consistently increasing its employees licenses on the platform by an average of 172% week over week.

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## **SALES**

- Signed one of the world's largest telecommunications company that employs more than 250,000 people, one of the world's largest technology companies (market capitalisation US\$130B+) that employs more than 70,000 people and one Fortune 200 insurance organizations (75,000+ employees)
- 1-Page has grown it's active pipeline by 30% to more than 240 companies with 1000+ employees. More than 15% of this pipeline is currently in the proposal review and/or procurement stage (90%+ expected conversion)
- Significant progress made in establishing a number of strategic partnerships
- Hired Account Director based in Sydney, previously at the world's largest executive search firm - Korn Ferry, to focus on demand created by APAC enterprises.

The Company has previously stated it's FY2016 targets associated with sales and customers, including 125 clients delivering significant improved (200%) return on investment as well as driving four to five times the amount of qualified passive candidates for job opportunities over existing recruiting platforms.

1-Page remains confident it is on track to achieve these targets and demonstrates it's confidence through it's significant active pipeline, formation of partnerships with Applicant Tracking Systems (ATS), Customer Relationship Management (CRM) software, and established reseller channels and existing accounts in the later stages of proposal and/or procurement.

The Company continues to focus on delivering 2015 goals by integrating with the largest enterprise companies in the world which are hiring thousands of employees a month.

## **PRODUCT & ENGINEERING**

### **1-PAGE SOURCE**

Following the initial staged release in April of the first version of 1-Page Source, a second version has been completed and was launched in mid-July across all existing and new clients. 1-Page Source 2.0 is equipped with advanced functionality and capabilities around the data.

Building upon the foundation of 1-Page's previous patent applications, 1-Page Source 2.0 is now incorporating new advances in Company Affinity search functionality.

The Product and Engineering team has also made significant advancements in providing the following:

#### **Company Affinity:**

- 1-Page is now able to match connections between a company and potential candidates in an intelligent way. Using machine learning and big data, 1-Page Source is now able to find candidates who have a strong connection to a company by looking at their "Affinity Profile:" job title, education, interests, social media patterns, and more.

#### **Advanced Targeting & Filtering**

- 1-Page Source is now able to find exact candidates using the following filters: experience, previous work history, education, degree, location, and gender.

### **Data Quality Enrichment**

- 1-Page proprietary and patent pending algorithms verify and add more data to candidates “Affinity Profile.” This data is accessed through the 1-Page product and never sold to third parties.

### **Talent Pools**

- Recruiters are now able to save their favorite candidates to a talent pool
- Lookalike audience (Netflix-style recommendations)
- Using deep learning algorithms, the 1-Page engineering team is currently developing algorithms to find prospective candidates by matching the personality traits of high performing employees at any company.

### **Diversity Categorization**

- 1-Page recognises the importance of diversity in the workplace. As a result, 1-Page Source is now able to serve matches based on gender with ethnicity due to be launched soon.

### **1-PAGE INNOVATION PLATFORM**

As part of the 1-Page Internal Innovation platform, the Innovation Analysis Engine natural language processing algorithms have achieved significant improvements in analysis, accuracy and precision.

The 1-Page Internal Innovation platform’s Innovation Analysis Engine has been improved significantly during the quarter. The natural language processing algorithms, which process ideas at scale for large enterprises, are now able to separate ideas into categories of business and rate each idea for relevance and quality. The algorithms have been thoroughly tested and perform with 90%+ accuracy and precision compared to human idea evaluation. These algorithms are now being deployed to 1-Page Innovation clients.

### **1-PAGE ASSESSMENT PLATFORM**

The 1-Page Assessment Platform now includes a variety of new features and further integrations for Applicant Tracking Systems (ATS).

The 1-Page Assessment Platform is now being integrated into a number of referral platforms in order to broaden the product audience. Significant new features have been added including improved navigation, proposal and email template management, bulk status change actions, collaborative proposal scoring, a new PDF generation engine, multiple proposal submission for innovators, and a new challenge library has been introduced with enhanced search capabilities. Additionally, new Applicant Tracking System’s are being deployed for new client integration opportunities.

Commenting on the launch of the second version of 1-Page Source and the significant progress made across all platforms during the quarter, Chief Technology Officer Justin Baird said, *“Collectively the product and engineering teams have delivered significant improvements across all of our platforms, contributing new intellectual property well beyond just adding features.*

*“We are positioned strongly for growth as each product is ready to scale across even the largest global enterprises.”*

For more information:

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**About 1-Page**

1-Page provides a revolutionary cloud-based human resources Software-as-a-Service (SaaS) platform, currently employed by leading global and US companies. 1-Page's technologies include the 1-Page Source, Talent Assessment Platform and the Internal Innovation Platform.

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## Appendix 4C

### Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

1-Page Limited

ABN

66 112 291 960

Quarter ended ("current quarter")

31 July 2015.

#### Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (1 February to 31 July 2015) \$A'000
1.1 Receipts from customers	118	221
1.2 Payments for		
(a) staff costs	(837)	(1,664)
(b) advertising and marketing	(63)	(181)
(c) research and development	(695)	(1,327)
(d) leased assets	(51)	(101)
(e) other working capital	(675)	(1,051)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	6	15
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Other (provide details if material) - GST received / paid	-	3
<b>Net operating cash flows</b>	<b>(2,197)</b>	<b>(4,086)</b>

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**Appendix 4C**  
**Quarterly report for entities**  
**admitted on the basis of commitments**

	Current quarter \$A'000	Year to date (1 February to 31 July 2015) \$A'000
1.8 Net operating cash flows (carried forward)	(2,197)	(4,086)
<b>Cash flows related to investing activities</b>		
1.9 Payment for acquisition of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
<b>Net investing cash flows</b>	-	-
<b>1.14 Total operating and investing cash flows</b>	(2,197)	(4,086)
<b>Cash flows related to financing activities</b>		
1.15 Proceeds from issues of shares, options, etc.	-	9,631
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Other (provide details if material) – Cost of capital	-	(57)
<b>Net financing cash flows</b>	-	9,574
<b>Net increase (decrease) in cash held</b>	(2,197)	5,488
1.21 Cash at beginning of quarter/year to date	11,284	3,830
1.22 Exchange rate adjustments to item 1.20	892	661
<b>1.23 Cash at end of quarter</b>	<b>9,979</b>	<b>9,979</b>

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**Payments to directors of the entity and associates of the directors**

**Payments to related entities of the entity and associates of the related entities**

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	115
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	
	Payment of Directors Fees for the quarter 31 July 2015.	

**Non-cash financing and investing activities**

2.1	Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows	N/A
2.2	Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest	N/A

**Financing facilities available**

*Add notes as necessary for an understanding of the position.*

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	-	-

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## Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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