



ASX: LVH MARKET RELEASE

LiveHire partners with US recruitment advisory firm Bayard.

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Highlights

- LiveHire signs Referral Partner Agreement with Bayard¹ to introduce LiveHire's innovative talent management platform to Bayard's clients.
- Founded in 1923, headquartered in New York, Bayard provide Recruitment Marketing Advisory across 17 countries through a team of 225 people and 15 offices.
- To strengthen LiveHire's position in the market, Bayard will also promote LiveHire to its clients, boosting the Company's brand recognition and accelerate sales growth in the United States.
- LiveHire's growing Channel Partnerships network now extends into the United States, with the Company focused on supporting continued growth and geographical expansion.

LiveHire Limited (ASX: LVH) ("LiveHire" or the "Company"), the design and experience award-winning² talent acquisition and engagement platform that revolutionises candidate experience and enables businesses to thrive with talent on demand, is pleased to announce that it has signed a Referral Partner Agreement with Bayard.

About Bayard

Founded in 1923, headquartered in New York, Bayard have almost 100 years of experience in providing recruitment advisory services in 17 countries from 15 office locations. Bayard provides a range of services through its team of 225 people, include programmatic media and digital solutions, employer brand and EVP development, creative services, social strategy and execution, metrics and analysis, client strategy and service, recruitment process outsourcing (RPO) and technology advisory.

¹ [Reference Link](#)

² [Reference Link](#)

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About the Partner Agreement

Under the Referral Partner Agreement, Bayard is eligible to receive a commission of the client's first year of hosting fees where it submits a lead that is approved by LiveHire that converts into a signed and paid client contract for LiveHire. Bayard must distribute to potential clients unmodified promotional materials provided by LiveHire and LiveHire's customer terms but is not required to work exclusively with LiveHire.

LiveHire considers that this agreement is strategically material due to Bayard's brand, market share, and extensive reach and trusted advisory into LiveHire's ideal prospect customers globally. The agreement commences 25th July 2019 and can be terminated by either party on 30 days' notice or for cause by LiveHire.

LiveHire is not able to determine the total revenues expected from this agreement at this point in time due to the indefinite term, contingent nature of client opportunities and commissions being decided on a case-by-case basis. Accordingly, LiveHire does not have a reasonable basis to determine a material economic impact on the Company.

About the Channel Partnership Strategy

LiveHire's partnerships include:

1. Outsourced Provider Partner: A company which provides an outsourced talent acquisition service to multiple client companies and enters into, or procures its client to enter into a client contract with LiveHire for the purpose of using LiveHire's technology for that client. While there is no obligation on an outsourced provider partner to promote LiveHire, once an outsourced provider partner contracts the LiveHire technology into more than one client, LiveHire classifies them as a partner. The types of outsourced provider partners are:
 - RPO - Recruitment Process Outsourcing Providers, managing permanent hires on behalf of organisations.
 - MSP - Managed Service Providers, managing contingent (contractor) hires on behalf of organisations.

2. Reseller and Referral Partner: A company which contracts with LiveHire to refer and/or resell the LiveHire product into its client base. In such situations, LiveHire will pay a sales commission to the reseller/referrer partner. The types of reseller/referrer partners are:

- SI – Technology System Implementers who sell and implement enterprise management software, e.g. Human Resource Information Systems (HRIS), with which LiveHire integrates.
- Recruitment Consulting and Advisory Firms
- Recruitment Advertising Agencies

Channel Partnerships help enable LiveHire to achieve accelerated market penetration and scale the LiveHire ecosystem through the one-to-many client relationships. They also enable a less capital-intensive approach to expanding into new markets such as the United States.

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www.livehire.com/investor

About LiveHire

LiveHire is an award-winning³ talent acquisition & engagement platform that revolutionises the candidate experience and enables businesses to thrive with talent on demand. Our Talent Acquisition & Engagement platform delivers a proactive sourcing and talent mobility solution called Live Talent Communities. The platform makes managing the flow of talent into and through businesses seamless, delivering value through detailed visibility of talent, shifting recruitment from reactive to proactive, improving fit, 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 and Perth.

www.livehire.com

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- 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

³ https://drivenxdesign.com/SYD17/winners_list.asp

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 statements 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.