

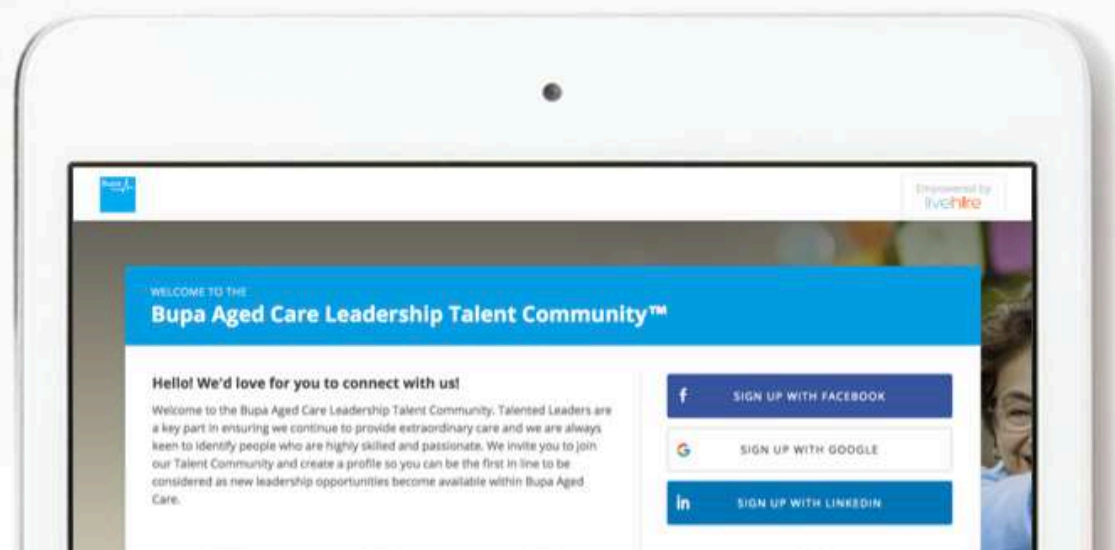
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LiveHire Talent Communities

Empowering the flow of the worlds talent into the best organisations

ASX: LVH

Capital raising presentation - December 2017



LiveHire raises \$20 million to accelerate growth

with global RPO channel partners and investment in Artificial Intelligence.

LiveHire has passed a major inflection point, driven by the success of one of its three key growth pillars: **Recruitment Processing Outsourcing (RPO) channel.**

LiveHire is now being deployed into major employers through 3 of the top 10 global RPO firms, collectively responsible for managing some or all of the hiring for 40% of corporates globally. The deployment of the LiveHire platform across existing and new clients of partnered RPO firms is accelerating.

LiveHire's is **expanding and investing further in its RPO channel partners** to ensure rapid adoption and first mover advantage in the \$400b global sourcing and recruitment market, expanding our commercial efforts and technology capabilities to capture the global market as the **productivity and collaboration platform of choice for HR and recruitment teams.**

Rapid development to support global Recruitment Process Outsourcing channel



RPO partnerships and commercialisation. Creating a tender and pitch team to support key global RPO partners, expanding the use of the Talent Community Platform across their local and global accounts.



RPO Technology Augmentation for large and multi-region recruitment customers and tenders. This includes integration with core Human Capital Management Systems (HCMS) owned by RPOs and other technologies used in the recruitment process for screening, assessment, video interviewing, CRM, recruitment marketing, analytics and reporting, onboarding, etc.



Artificial Intelligence and Machine Learning, by investing in this area LiveHire plans to enable the Talent Community to include predictive analytics and candidate matching, automated Talent Pools, smart recommendations and matching algorithms, all with the scope of reducing the time to hire, and administrative or repetitive tasks. Google Artificial Intelligence products and other global leading AI technologies will be in close focus for the LiveHire platform.



Talent Community Software for large enterprise clients with geographically dispersed teams and sourcing centres. This will require investments in the areas of: user permissions, reporting, collaboration, internal mobility, document management, multi-jurisdiction, localisation, search, data security, career site analytics, two factor verification, APIs, Chrome add-ons.

Recruitment Process Outsourcing (RPO) partner growth channel strategy

efficient and fast international scale with minimal sales infrastructure



40% of large companies use Recruitment Process Outsourcing (RPO) teams.

The top ten global RPO's control ~90% of this market. LiveHire is now a software platform of choice with 3 of the global top 10 RPO firms, to launch Talent Communities for their end clients.

Global major Recruitment Process Outsourcing providers



The future of humanised sourcing and recruitment

powered by Artificial Intelligence and Machine Learning.

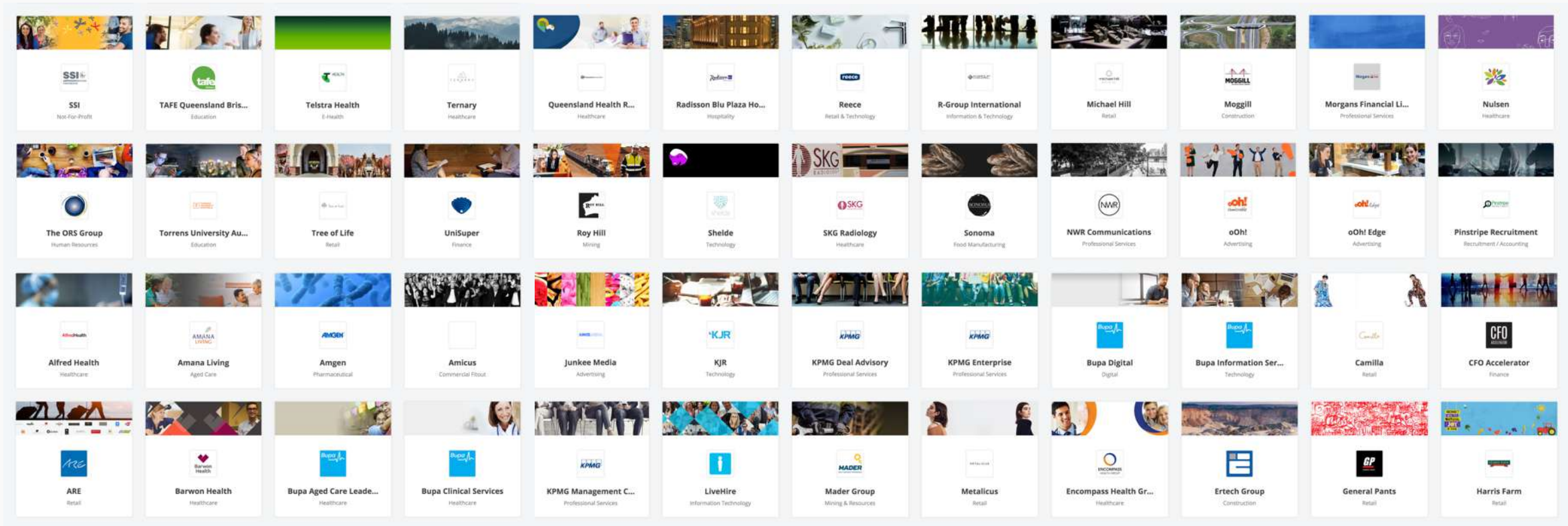
“Hey LiveHire, find me a data analyst.”



- LiveHire’s Talent Ecosystem and Private Talent Communities are at the cutting edge of technology in terms of functionality, candidate engagement, and recruiter usability.
- A material investment in Artificial Intelligence and Machine Learning will step change the Talent Community product effectiveness and ROI, by recommending the right candidates to hire in real time, ahead of other market participants.
- Drawing from the extremely rich data set of unique information about candidates profiles and recruitment partners uniquely available to LiveHire, as well as all publicly available information (social, Google, internet, etc), LiveHire will be helping recruiters to reduce time to hire and maximise quality of hire.
- LiveHire will develop AI, as well as exploring integrations with best in breed technologies from third party providers: Google; IBM Watson; Video Interviewing; Natural Language Processing; Social Sourcing; Smart Recommendations Algorithms; etc.

LiveHire is targeting average 10 x ROI

Across an ever expanding share of industries and regions.

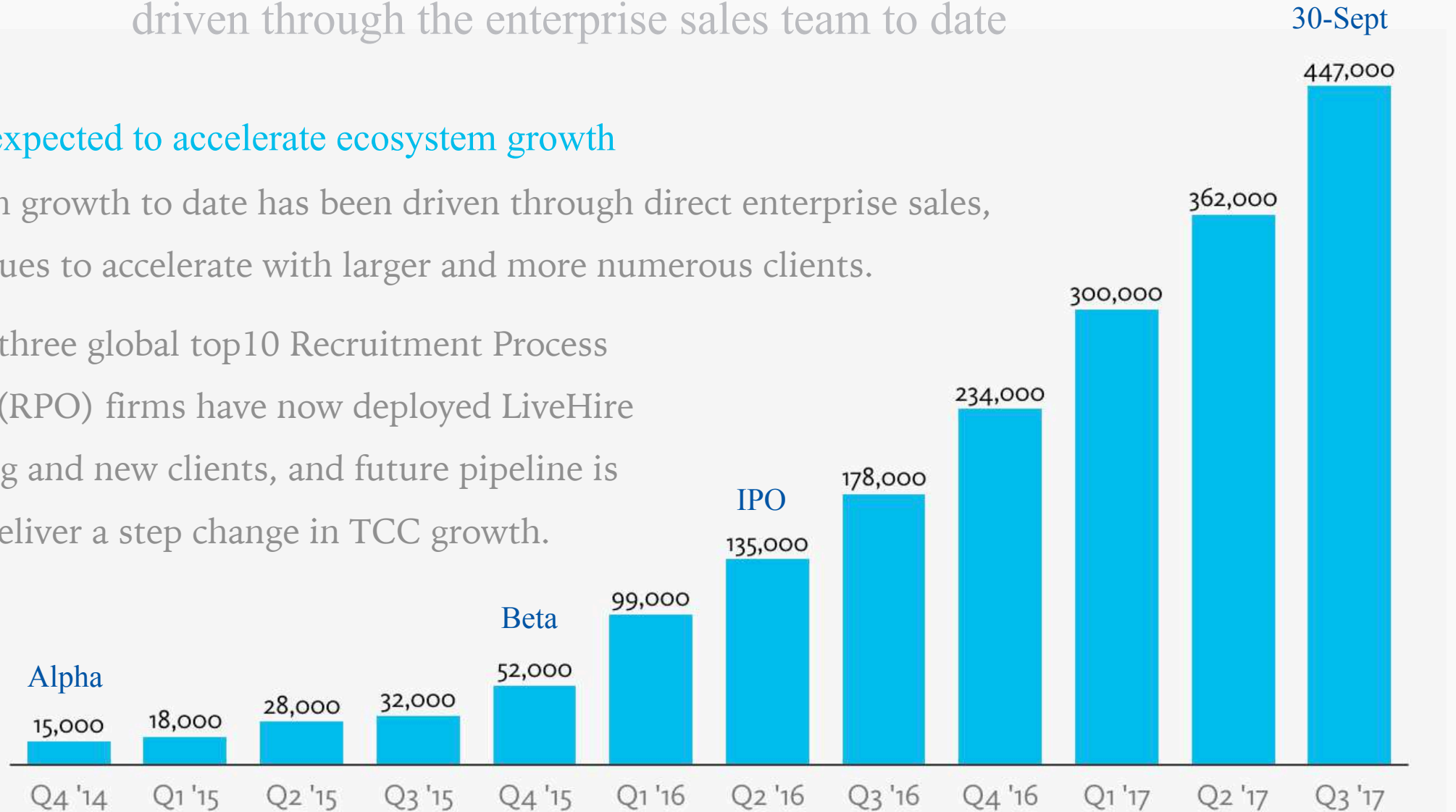


Exponential growth engine

driven through the enterprise sales team to date

RPO firms are expected to accelerate ecosystem growth

- All ecosystem growth to date has been driven through direct enterprise sales, which continues to accelerate with larger and more numerous clients.
- Additionally, three global top10 Recruitment Process Outsourcing (RPO) firms have now deployed LiveHire across existing and new clients, and future pipeline is expected to deliver a step change in TCC growth.



LiveHire's consistent growth strategy (since IPO 2016)

to reach our total global addressable market



Recruitment Partners
Rapid Global Scale

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Recruitment Process
Outsourcing (RPO) teams.**

The top 10 RPO's control 90% of this market. Three global RPOs now deploying LiveHire across new and existing clients.



Inside (Cornerstone) Sales
Vertical Market Penetration

**60% of large Enterprises manage
their own recruitment with
internal teams.**

Tripled sales team under highly experienced enterprise sales leadership (ex Splunk, IBM, Indeed)



HRIS Integrations
Serve the Largest Enterprises

**Majority of large enterprise
use 3 HR software vendors
(Oracle, SAP, Workday).**

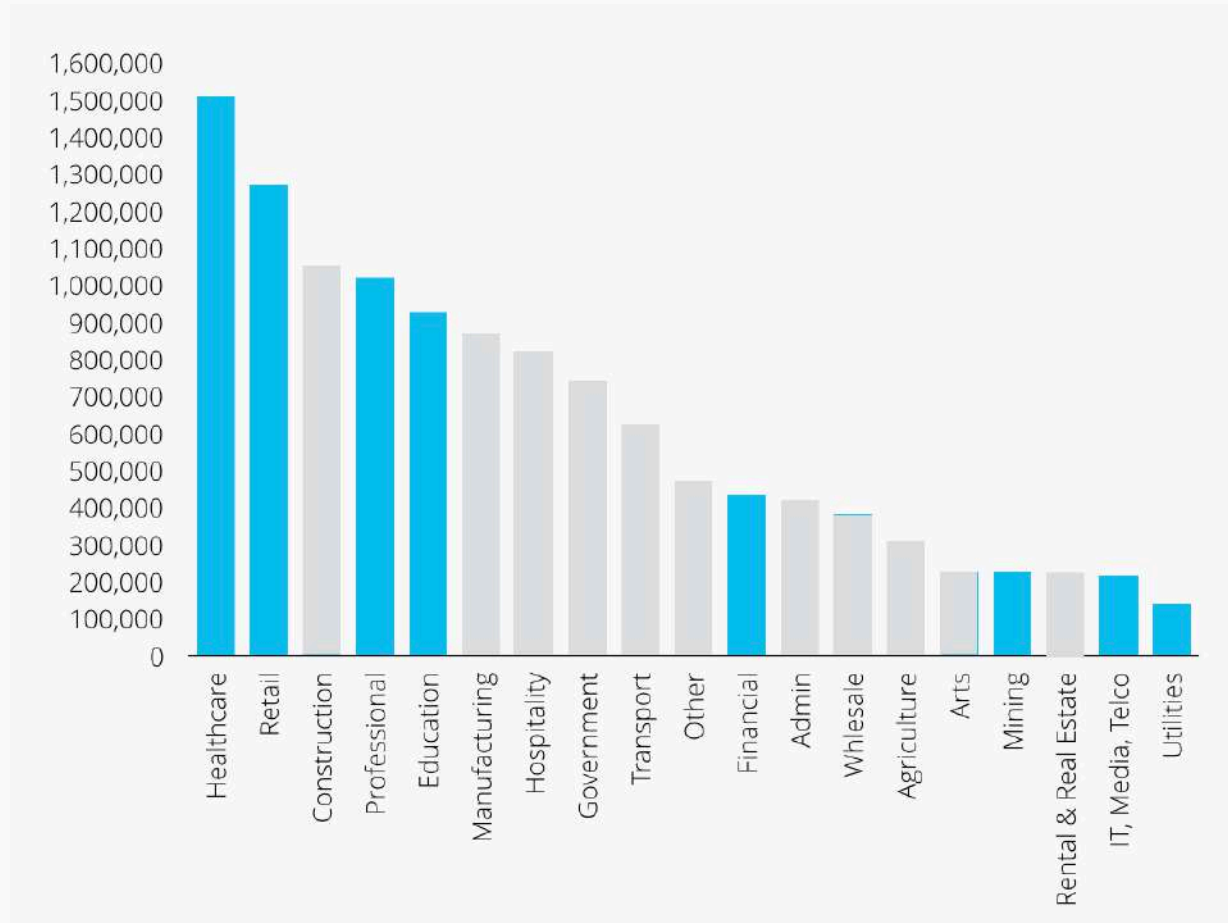
LiveHire is integrated with SAP and integrations with Oracle and Workday are on product roadmap.

LiveHire is now being used in industries employing >50% of the Australian workforce

LiveHire is servicing 4 of the 5 largest industries in Australia and expanding

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Employed Persons (ABS Nov '17)



Australian Industries (ANZSCO)

LiveHire's commercial strategy is to enter each industry in Australia through the launch of Live Talent Communities with Cornerstone Clients in each vertical.

The LiveHire candidate experience and candidate profiles then become the new industry standard within the industry.

LiveHire's goal is to reach 'Critical Mass', measured as 10% of the workforce in each industry, which is the threshold of the Talent Ecosystem to leverage the network effect and increase the Talent Community Connections (TCC) per candidate, maximizing the revenue per user (ARPU).

■ Industries entered and expanding.

■ Industries still to enter.

globally the opportunity is unique

LiveHire is moving first, fast, in partner with RPOs, and with a world class user experience



Empowering \$2.7 trillion in annual GDP growth**

~16% of employees move jobs each year

and recruitment teams “react” by looking for a replacement after the fact



\$5,700

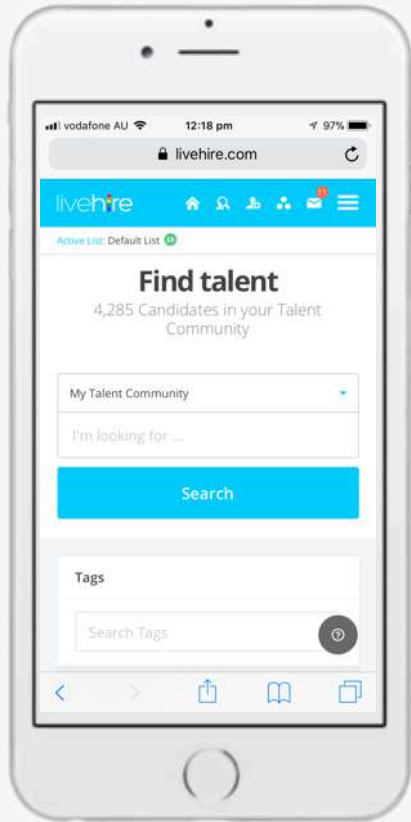
In recruitment team's time.

+ \$11,000

In company productivity loss.*

LiveHire is removing significant friction and inefficiencies in the most valuable part of the recruitment value chain.

LiveHire empowers the proactive flow of all talent into organisations with speed and diversity that is hard to match with traditional ATS/CRM software



- 27** % of candidates in a Live Talent Community who are invited to interview, accept. #Yes!
- 52** Minutes: Median candidate response time to accept interview requests. #TalentOnDemand
- 17** Days. Median time to hire candidates already in Live Talent Communities. 75% faster than industry average.
- 56** % of all hires from companies using LiveHire Talent Communities are female. #DiversityMatters

The recruitment market has not been disrupted

Current technology platforms are not solving the real problem

~1%
Spend currently attributed to technology (\$4b).
A disrupted, mature market is closer to 10-20%



~99%

Spend attributed to people, advertising and processes.
A disrupted, mature market is closer to 80-90%

The LiveHire platform has created a whole new global category

a unified productivity and collaboration platform for HR and recruitment teams

Many sources of talent to search and manage



Problem

Traditional applicant databases are stale and unresponsive



Link them all into a single, private destination.

Solution

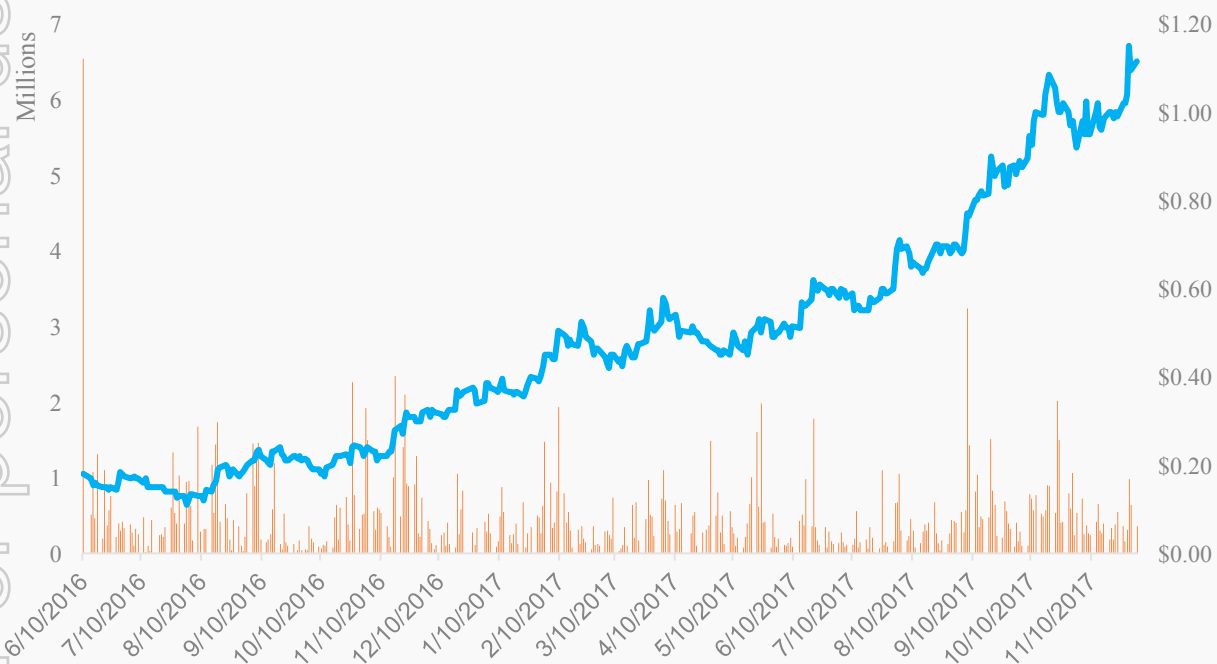


Live shared data and responsive SMS (human communication)

LiveHire capital structure

LiveHire is investing in sustained exponential growth of the ecosystem, towards empowering the flow of the world's talent into and through all organisations.

Share price since listing



Share price	\$1.05
Shares on issue ¹	261 m
Cash at bank ¹	\$35 m
Market capitalisation	\$274 m
Enterprise value ¹	\$239 m
Options on issue	27.3 m
Major Shareholders¹	
Antonluigi Gozzi (Co-Founder)	10.8 %
Michael Haywood (Co-Founder)	10.5 %
All Directors (including founders)	30.0 %

¹ Post the settlement of the Placement to raise \$20m and before costs of offer



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LiveHire's purpose is to empower the flow of the world's talent into all organisations, to create a more agile, open, and awesome working world.