



ASX: LVH MARKET RELEASE

LiveHire to enter Outplacement market with The Career Insights Group.

13 March 2018 | Melbourne, Victoria

Highlights

- LiveHire has signed a statement of work with The Career Insights Group (TCIG).
- TCIG are one of the recognised major firms in the global Outplacement Industry¹.
- The Outplacement Market is projected to grow at a CAGR of 6.2% to 2025 to reach USD 2.37 Billion¹.
- The statement of work aims to see the LiveHire technology deployed to support TCIG clients.

LiveHire Limited (ASX: LVH) (“LiveHire” or the “Company”), the award-winning² talent acquisition & engagement platform that revolutionises candidate experience and enables businesses to thrive with talent on demand, is pleased to announce its entry into the Outplacement market with TCIG.

About the Career Insights Group³

The Career Insight Group (TCIG) brings together Australia’s leading career management firms – Directioneering, Audrey Page & Associates, TwoPointZero and The Navigation Group. Formed in 2015 following an investment by MH Carnegie & Co, TCIG offers hundreds of years of collective expertise in career strategy and career management. Leading organisations including Australian ASX 500 businesses, state and federal government agencies as well as small to medium sized firms turn to TCIG to develop and deliver tailored career strategies to meet their organisational needs. TCIG is renowned for our expertise in career transition, career coaching, executive coaching, redeployment, and change management. TCIG is proudly Australian owned and holds a strategic partnership with Career Partners

¹ [Reference Link](#)

² [Reference Link](#)

³ [Reference Link](#)

International, the world's largest high-care, high-touch career management group with partners in 45 countries and over 150 cities globally.

The Outplacement Industry

Outplacement is the support service provided by responsible organizations, keen to support individuals who are exiting the business (voluntarily or involuntarily) – to help former employees transition to new jobs and help them re-orient themselves in the job market. A consultancy firm usually provides the outplacement services which are paid for by the former employer and are achieved usually through practical advice, training materials and workshops.

The LiveHire technology is uniquely placed to enable more seamless matching of employees to new roles inside the same organisation or transition out of organisations and into new organisations through the growing LiveHire ecosystem of companies Talent Communities powered from a unified LiveHire candidate profile and data set.

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Outplacement market entry to commence with TCIG

The TCIG statement of work will commence with the LiveHire product to be evolved to enable candidate outplacement from organisations. The initial statement of works is not currently specific to any end client, and represents Annualised Recurring Revenue⁴ approximately equal to 1.5 times the ARRPC across all LiveHire clients⁵, in addition to other non-recurring revenue in the form of development fees.

Christy Forest CEO LiveHire said

"LiveHire's purpose is to empower the flow of the world's talent, so that people can move easily into, through, and out of organisations and onto their next career step. The LiveHire ecosystem and unified candidate profile delivers a single platform for candidate outplacement at scale, efficiency, and transparency, unrealised by the traditional static applicant tracking software.

⁴ Annualised Recurring Revenue or ARR represents Monthly Recurring Revenue at any point in time, multiplied by 12. It provides a 12 month forward view of recurring revenue at a point in time.

⁵ LiveHire average ARR per client \$32,007 as at December 2018 quarterly market release

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"TCIG are a highly respected and well-penetrated player in the growing Outplacement market, and LiveHire is fully committed to support their extensive client and candidate base in the future of career transition.

"This is yet another exciting and well-prepared step change in LiveHire's growth, and we look forward to extending our platform further into the large global Outplacement market."

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www.livehire.com/investor

About LiveHire

LiveHire is a Human Capital performance platform that 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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- current views, expectations and beliefs as at the date they are expressed and which are subject to various risks and uncertainties.

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