

LiveHire Ltd (ASX:LVH) AGM Presentation

Michael Rennie (Chairman)
Christy Forest (CEO)

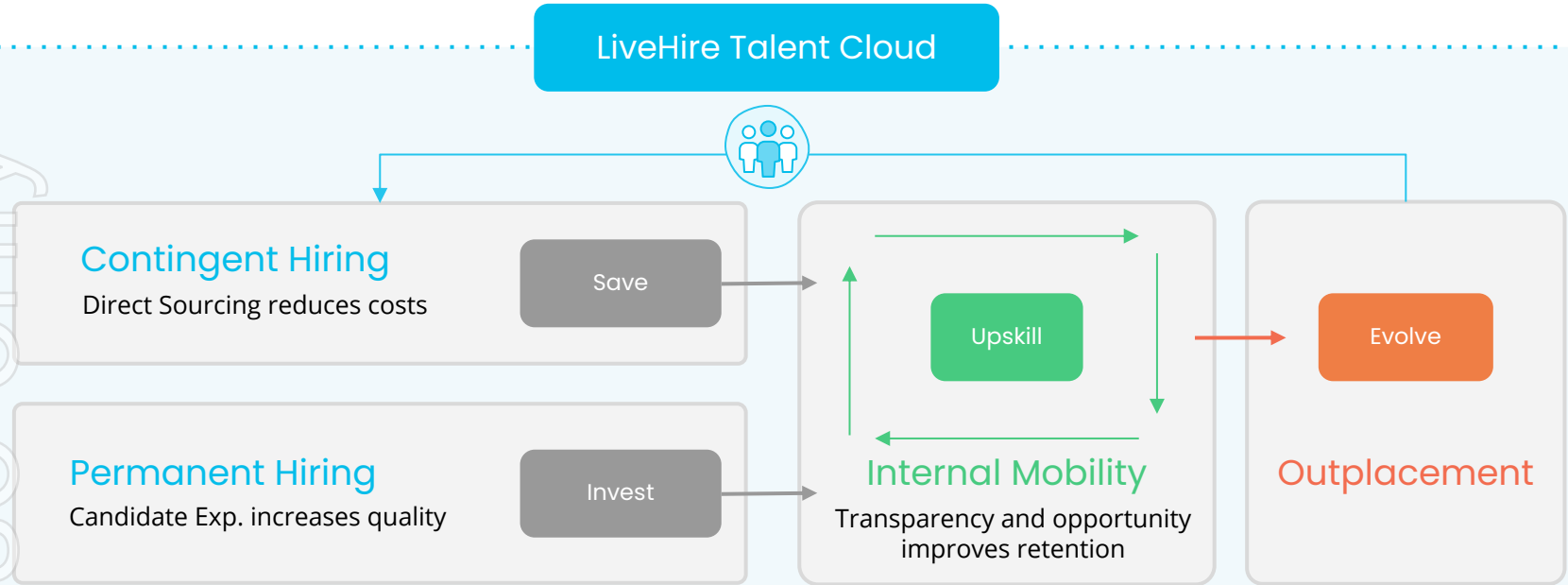
Nov | 2020.

The screenshot displays the LiveHire interface for a 'Marketing Manager' role. The top navigation bar includes 'livehire', 'Dashboard', 'Search by Name', 'Add Candidate', and 'Inbox'. The main header shows 'Marketing Manager' with 6/10 candidates, 1 project, and 1 vacancy. Below this, there are tabs for 'Ideal attributes' and 'Marketing Manager'. The content is organized into three columns:

- Suggested candidates (3):**
 - Harry Erihevil:** Marketing Manager, VIC - Melbourne Metro, Melbourne... (Community status)
 - Carla Martinoff:** Customer Success Manager, VIC - Melbourne Metro, Melbourne... (Community status)
 - John Bedingfield:** Owner/Manager, QLD - Brisbane, Moreton & Gold Co... (Community status)
- Pooled (3):**
 - Kyle Moran:** Marketing Manager/Graphic Designer, VIC - Melbourne Metro, Melbourne... (In Progress status)
 - Joan Arc:** Marketing Manager, NSW - Sydney Metro, Kings Cross 20... (5 stars, In Progress status)
 - David Wee:** Engagement & Marketing Manager, VIC - Melbourne Metro, Melbourne... (3 stars, In Progress status)
- Ready to hire:**
 - Kimberly Tang:** Engagement & Marketing, VIC - Melbourne Metro, Melbourne... (In Progress status)
 - Daniella Ijjon:** ICT Business Analyst, VIC - Melbourne Metro, Melbourne... (5 stars, Hired status)
 - Marie Ann Dobson:** Business Development, QLD - Brisbane, Moreton... (In Progress status)

LiveHire's vision of Total Talent Management

Our mission - empower the flow of the world's talent



\$80bn¹+ markets



Highest awarded experience platform



90%²+ client retention on full suite

COVID trends have accelerated adoption



Preferential shift from permanent to contractor hires.

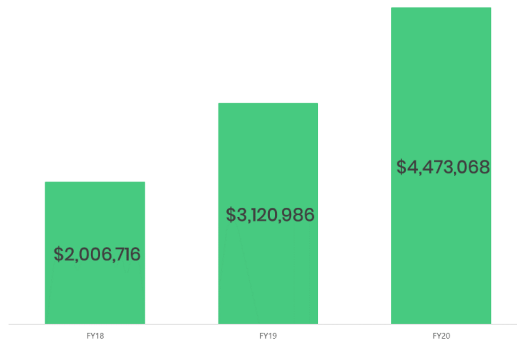


Increasing need for agility

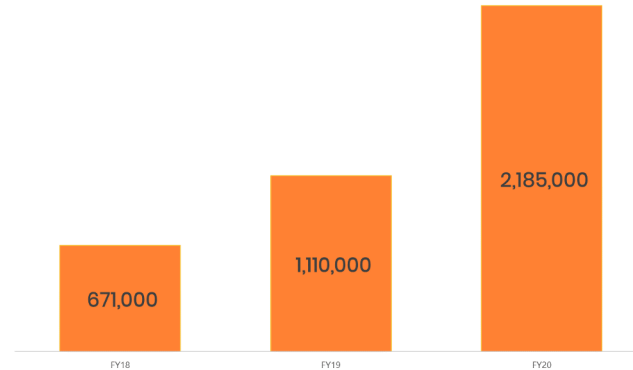


Strong focus on cost reduction

Cash Receipts



Talent Connections¹



¹ TCC's: A Talent Community Connection (TCC) represents a connection between a company and an employment candidate on the Livehire platform. An individual candidate may join multiple talent communities resulting in multiple TCCs per candidate. TCCs also include unclaimed candidate profiles created by a company or its service providers or by the candidate through a job application process. TCCs may also include claimed candidate profiles that remain on the platform available to be connected with live talent communities after being archived by their only active company connection.

Internal use only

Recent Client Wins

MyStateBank 


CMC
GROUP

 SIMPEC

 North
West
Recruitment


ELPHINSTONE MECHANICAL SERVICES

 STERLING life sciences


BabyBunting

 WINNING GROUP

ActewAGL

Varsity

HUDSON RPO

 Telstra
Purple

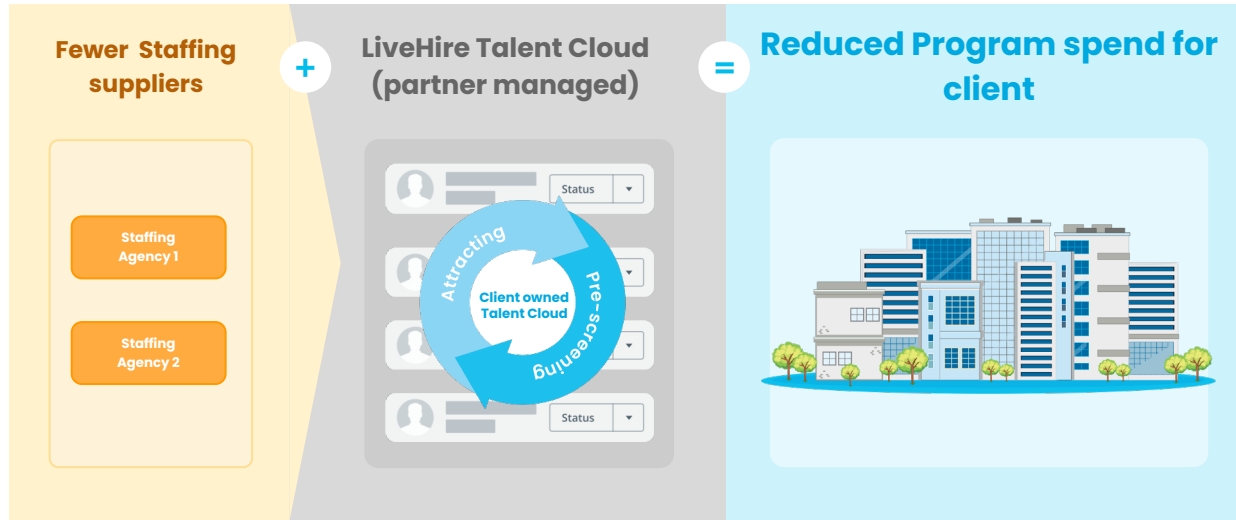
 ACCORPLUS


HEART
RECRUITMENT
Expect better

 ManpowerGroup™

Managed Direct Sourcing (MDS) Market

Direct Sourcing is now the #1 priority of contractor workforce procurement leaders (Ardent³).
LiveHire is leading this emerging market (\$80bn spend US) by total installations



✓ 10%⁴ savings on total contractor spend (\$millions)

✓ LiveHire revenue of 1-2% of contractor salaries

✓ Scales across client's workforce over 12 months

Path to Managed Direct Sourcing market through growing channel partnerships

✓ 6 partners already signed and going to market

✓ Short term target of 8+

✓ 8 partners open >50% of the Fortune1000 Enterprises



LiveHire's vision and definition of what direct sourcing is and can be for organizations far exceeds the other players in the industry and it was apparent that LiveHire was a company that was thinking big. Their executive team's commitment to our partnership was immediately noticeable in the way they embraced and leaned into our challenges and opportunities and were active participants in making us more successful.

Their technology speaks for itself. Their suite of solutions are holistic and have the features, functionality, and ability to deliver upon the promise of their vision and definition of what direct sourcing should be.

We're excited and proud to be partnered with Livehire." – Robert Merritt, CRO – eTeam and High5

The LiveHire platform enhances the critical service layer needed for vetting out the resource pool, and engaging candidates effectively for clients, whether they are sourced for contingent or direct hire roles. As we are one of the leading payrolling and IC compliance firms in the industry, our engagement process is one of the strengths that our organization provides. Evaluent's strengths complement LiveHire's strengths – and our clients will benefit!" – Steve Dern, Executive Vice President, Evaluent

<https://www.evaluentolutions.com/blog/2020/11/evaluent-and-livehire-collaborate-on-direct-sourcing-solutions>

Path to Managed Direct Sourcing market through growing channel partnerships



6 partners already signed and going to market



Short term target of 8+



8 partners open >50% of the Fortune1000 Enterprises



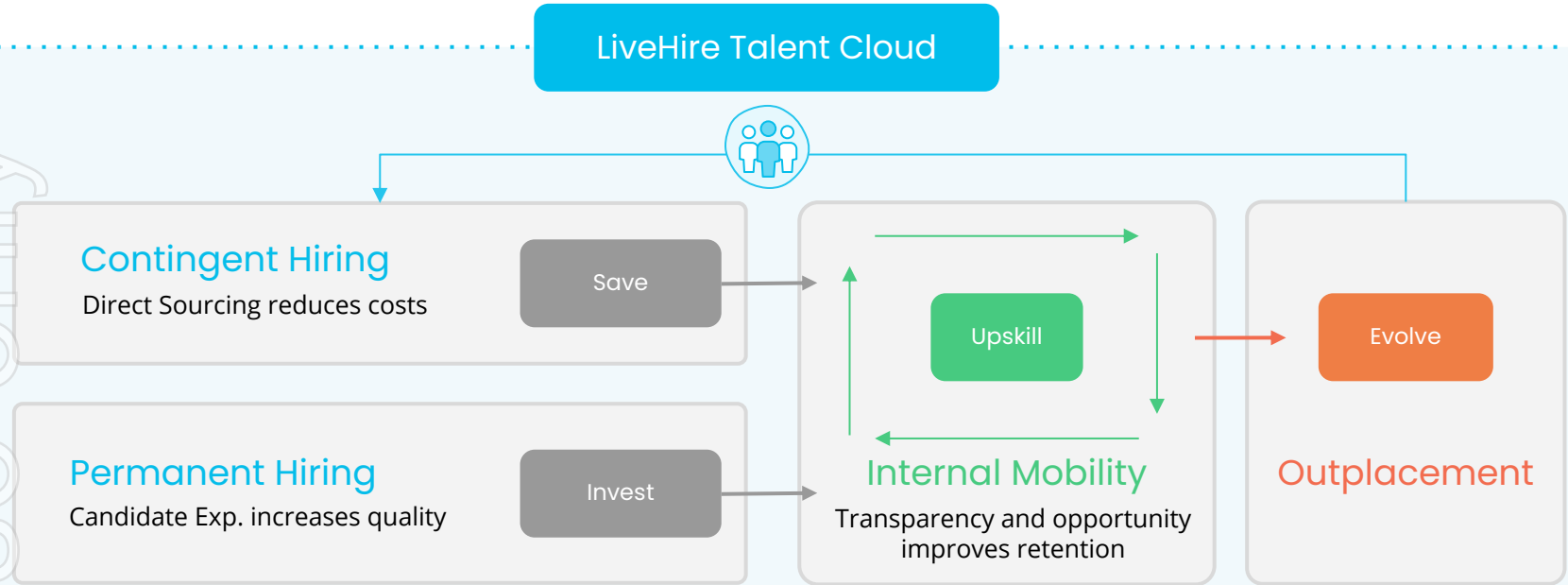
"With LiveHire as our technology partner, we have achieved 70% of our last years hiring targets in the first 4 months alone, with no capital expense and no increase in recruitment resources." IMG CEO - Tim Masson

"After seeing LiveHire's significant technology advantage of federated candidate profiles and native SMS we quickly made the bold decision to go all in and use LiveHire for all our clients and candidates. Now our Managed Direct Sourcing offering is our biggest growth driver and we couldn't have asked for a better partner. LiveHire will win the direct sourcing market and we're thrilled to be along for the ride" - Edwin Jansen, CRO, Ian Martin Group

"Mindlance's partnership strategy concentrates on executing a curated ecosystem of best in class digital platforms to enable tailored solutions for our clients. Livehire's unique attributes position Mindlance to deliver a broader set of solution options to the market." - Julie Brown, Division Leader, Mindlance Pay+

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Sources

1. *2019 MSP Landscape & Differentiators Part 1: MSP Global Landscape. September 6, 2019 | Jo Matkin, Global Workforce Solutions Research Director | jmatkin@staffingindustry.com*
2. *Internal LiveHire sales data*
3. *The Direct Sourcing Toolkit. Ardent Partners. Christopher J Dwyer Oct 2020*
4. *Based on typical LiveHire partner commercial offerings and client modelling.*



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LiveHire Limited. APAC and North America

