



## ASX: LVH MARKET RELEASE

### North American Business update.

16 December 2020 | Melbourne, Victoria

#### Highlights:

- 9 Direct Sourcing channel partners now signed in North America, surpassing EOQ2 target of 8.
- 2 additional Direct Sourcing programs signed this quarter as enabled partners commence sales.
- Direct Sourcing program for IMG client, Ontario Ministry of Health, growing from 200 to 500 in total hires.

The Talent acquisition and engagement platform LiveHire Limited (ASX: LVH) ("**LiveHire**" or the "**Company**") is very pleased to provide its Q2 business update.

#### Direct Sourcing Channel Partners surpasses target of 8

LiveHire has now surpassed its EOQ2 target of 8 channel partners in North America, which collectively are expected to provide opportunities to market LiveHire's platform to a material proportion of the Fortune1000 Enterprises, as well as thousands of mid-market (1,000-10,000 FTE) organisations across North America.

The LiveHire platform enables traditional staffing firms the ability to grow, curate and manage private, client branded, contractor workforce talent clouds on behalf of their enterprise clients, in turn scaling their own staffing businesses to new levels of contractor workforce placements and revenues. LiveHire charges an ongoing fee of 1-2% of the contractor salary, which can be absorbed into the staffing provider's own service fees, making the Direct Sourcing solution a zero capital cost proposition for enterprise clients.

Staffing channel partners, once enabled, offer their Managed Direct Sourcing solution to their existing portfolio of enterprise clients, as well as prospective new clients. Managed Direct Sourcing presents the opportunity for large enterprises to improve the quality and speed of their contractor workforce hiring, whilst significantly reducing (upward of 10%)<sup>1</sup> their overall contractor workforce program spend (which averages US\$70M for a Fortune 1000 company<sup>2</sup>).

#### New Direct Sourcing program wins

LiveHire's first fully enabled Channel partner, Ian Martin Group Inc. ("IMG"), has secured a further two Direct Sourcing programs this quarter (up from one in their first quarter), including Alberta Health (the second Canadian

<sup>1</sup> Based on typical LiveHire partner commercial offerings and client modelling

<sup>2</sup> <https://www.statista.com/statistics/873648/us-staffing-industry-market-size/>

provincial government health agency to adopt the direct sourcing model), as well as a AUD\$30bn energy generation and distribution provider in North America.

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

### **Implemented Direct Sourcing Programs scale**

Once implemented, Direct Sourcing scales across the enterprise's contractor workforce as it turns over and new hires are needed. An enterprise typically turns over its entire contractor workforce over 12 months<sup>3</sup>, during which time, the enterprise and staffing partner is expected to maximise the % of new hires through Direct Sourcing via LiveHire, to realise the cost, quality, and speed outcomes.

Notably, the Ontario Ministry of Health, which is managed through IMG and was announced last quarter, has grown from 200 to 500 new hires.

### **For more information:**

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[www.livehire.com/investor](http://www.livehire.com/investor)

Christy Forest, LiveHire's CEO and Executive Director, authorised the release of this announcement to the ASX.

### **Note to market**

None of the information included in this announcement should be considered individually material, unless specifically stated. All figures in this announcement are provided on an unaudited basis.

### **About LiveHire**

LiveHire is an award-winning<sup>4</sup> 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](http://www.livehire.com)

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This announcement contains "forward-looking statements." These can be identified by words such as "may", "should", "anticipate", "believe", "intend", "estimate", and "expect". Statements which are not based on historic or current facts may be forward-looking statements. Forward-looking statements are based on:

<sup>3</sup> <https://www.statista.com/statistics/220686/us-average-tenure-of-temporary-employees/>

<sup>4</sup> [https://drivenxdesign.com/SYD17/winners\\_list.asp](https://drivenxdesign.com/SYD17/winners_list.asp)

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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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