



ASX: LVH MARKET RELEASE

North American Direct Sourcing Customer and Partner signings

11 January 2021 | Melbourne, Victoria

Highlights:

- Two additional North American Direct Sourcing channel partners signed since our last update, bringing the total to 11 against our target of 8 for the December quarter end.
- One additional Direct Sourcing program signed in late December since our last update, taking the Company's total number of Direct Sourcing programs to 8.

The Talent acquisition and engagement platform LiveHire Limited (ASX: LVH) ("**LiveHire**" or the "**Company**") is pleased to report the signing in late December of its latest Direct Sourcing customer.

The customer, a staffing company, is both a customer and a new channel partner with ambitions to use our technology to serve its current clients and to expand to additional clients through branded talent communities.

LiveHire's channel partners in North America, now total 11.

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%)¹ their overall contractor workforce program spend (which averages US\$70M for a Fortune 1000 company²).

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 months³, 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.

¹ Based on typical LiveHire partner commercial offerings and client modelling

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

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

For more information:

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Subscribe to LiveHire's newsletter at: <http://eepurl.com/b2EMFL>

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-winning⁴ 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

Disclaimer

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:

- 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 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.

⁴ https://drivenxdesign.com/SYD17/winners_list.asp