



## ASX: LVH MARKET RELEASE

### Chairman's Address to AGM - Gearing up for growth

**17 November 2021 | Melbourne, Victoria**

Our mission at LiveHire is to empower the flow of the world's talent.

This year has been our most exciting yet, particularly with our successful expansion into North America. We have tested the market, proven our 'go to market' model and we are now expanding our sales presence significantly to realise what we consider is a huge opportunity.

We now consider our scale to be significant. Combining Australasia and North America, we transacted over \$3.4 billion salary value of hires on our platform this last financial year, up from just over \$1.5 billion for the previous financial year.

In Australia and New Zealand, we successfully navigated the vagaries of COVID-19, continuing to expand strongly and now with high net client retention in the 90 percent plus range.

What's most exciting this year has been the proof points achieved for our expansion into the North American Contingent Hiring market.

It's a huge addressable technology market, and we have a world-leading product, as illustrated by the recent Ardent technology report.<sup>1</sup>

The market is waking up to these benefits. According to research from Staffing Industry Analysts, 60 per cent of those surveyed are looking to implement some form of managed direct sourcing in the next two years.<sup>2</sup>

Our 21 North American company clients are an impressive list, including well-known global brand names from diverse industries such as oil and gas, consumer goods, surgical robotics, automobile wholesaling, consulting and government.

We are going to market with an exciting group of North American industry leaders among the staffing firms, Managed Service Providers, Vendor Managers and payroll providers.

<sup>1</sup> The 2021 Digital Staffing Platforms Technology Advisor, Ardent Partners, 25 February 2021

<sup>2</sup> <https://prwire.com.au/pr/97218/60-adoption-rate-of-direct-sourcing-in-the-next-two-years-says-new-report-by-staffing-industry-analysts-sia>

In all this we have been ably supported by a standout performance from our Technology and Development team. The team has facilitated a 2.6 times increase in activity on the platform with no increase in cost and universally positive client feedback.

We have rejuvenated the Board with the appointment of three new Directors: Raj Ray, Lesa Francis and Kathryn Giudes. All three have extensive North American experience in technology or contingent staffing.

We have supplemented this with a stellar Advisory Board packed with global contingent staffing experience in firms such as Coca Cola, Cisco, Atlassian, Novartis and Shell.

We are now gearing up for accelerating growth in North America by significantly expanding our sales and customer success teams.

I am proud we achieved everything we set out to do this financial year. We have continued to grow robustly in Australia and New Zealand through the vagaries of COVID-19 growing clients strongly with high client retention.

We have achieved our goals in North America, building partnerships with industry leaders and winning important clients, establishing ourselves as a leader in the fast-emerging and huge contingent staffing technology market.

We are now very well positioned, with a world leading technology and relationship building ethos in what we consider to be a huge emerging market. We are in the right place at the right time and we can look forward to exciting years ahead.

**For more information:**

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Michael Rennie, LiveHire’s Chairman and Executive Director, authorised the release of this announcement to the ASX

**About LiveHire**

LiveHire is an award-winning<sup>3</sup>, market-leading recruitment, talent mobility and direct sourcing platform. It revolutionises the candidate experience and enables businesses and curation partners to thrive with talent on demand. The platform makes managing the flow of talent into and through businesses seamless, delivering value through detailed visibility of talent, shifting both permanent and contingent 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, Perth and Miami.

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

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<sup>3</sup> [https://drivenxdesign.com/SYD17/winners\\_list.asp](https://drivenxdesign.com/SYD17/winners_list.asp)