



## ASX: LVH MARKET RELEASE

### Chairman's Address to AGM

**17 November 2022 | Melbourne, Victoria**

Livehire's mission is to empower the flow of the world's talent.

We are excited to see all the hard work is paying off and that we are now so very well positioned in the fast emerging and very large North American contingent staffing market.

This year has been our strongest yet in Australia and New Zealand. We now have strong net revenue retention of 95% - 97% with annual recurring revenue (ARR) growth of 31%. Larger companies are returning to the buying fold post COVID-19.

In Australia and New Zealand our scale is now significant with 3.1 million candidates in our system being 23% of the Australian workforce. Over \$5 billion salary value of hires were made on our platform this last year by 174 clients.

A big thank you to our team of sales and customer success people ably led by Zac Beeten.

In North America, the contingent Managed Direct Sourcing market has had its "crossing the chasm" moment, with one of the world's largest and most influential Managed Service Providers, TAPFIN, joining the movement and choosing LiveHire as its preferred partner.

We have invested in both the people and technology needed to win with the biggest partners and clients. We grew the team from 3 to 11 and invested in GDPR and ISO compliance. This has paid off handsomely with our TAPFIN partnership win.

Many of our North American implementations are well known Fortune 500 companies.

We have learnt a lot about what makes an ideal partner and an ideal client during this last year. We have a world leading product in a very large market, with partners and companies who are now awake to the benefits.

We are gearing up for more growth in North America by selectively expanding our partnerships and delivering on the significant TAPFIN partnership opportunity.

Congratulations must go to our CEO Christy Forest and our North American team including Karen Gonzalez, for all their hard work this year.

Our Technology and Development team led by Antonluigi Gozzi and Matt Ryan has performed strongly again this year. The team has facilitated a 1.5x increase in activity on the platform with universally positive client feedback.

We have rejuvenated the board with the appointment of three new Directors. Lesa Francis and Cris Buningh both have extensive experience in contingent staffing in North America and globally. Andrew Rutherford brings extensive ASX and business building experience.

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

It has been a challenging year for the world's economies and for markets, especially for technology stocks. We are grateful for the support of our shareholders.

We are excited about the opportunity that now lies ahead and look forward to the rewards that will flow from that.

**For more information:**

Christy Forest – CEO and Executive Director

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

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>1</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](https://www.livehire.com)

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<sup>1</sup> [https://drivenxdesign.com/SYD17/winners\\_list.asp](https://drivenxdesign.com/SYD17/winners_list.asp)