

Q4 2015 4C Commentary

1-Page Achieves Strong Customer Momentum and Adoption Across Key Industries

Sydney, Australia, February 25, 2016 -- 1-Page Limited (“1-Page” or the “Company”) (ASX: 1PG), the enterprise cloud-based talent acquisition platform, today announced quarterly cash flow reports for period ending January 31, 2016.

Highlights:

- New bookings at the end January 31, 2016 increased 200% to A\$4.2M from A\$1.4M at the end of November 2015.
- The number of annual enterprise contracts at the end of Q4 were 24, also a 200% increase over the quarter.
- Of the 24 annual contracts signed, five were valued at over A\$300,000 each, two of which had annual value of over A\$500,000 each. Annual contracts contributed to 58% of new bookings.
- From Q3 to Q4 new bookings grew by over 400%, with new bookings in January of over A\$2M.
- Major enterprise clients that signed large annual revenue generating contracts during Q4 include two Fortune 100 technology giants (over 100,000+ employees each), Deutsche Bank (95,000), a Fortune 500 real estate company (70,000), McGraw Hill Financial (17,000), Hershey’s (14,000), a Fortune 300 payments company (8,500), Korn Ferry (7,000), Under Armour (11,000), Toll Brothers (3,900), and others.
- During Q4, 1-Page received a 500% increase in the amount of talent pools requested from new and existing clients, showing strong signs of success with this ‘land and expand’ model.
- Alexander Mann Solutions, Futurestep, Shaker Advertising, and several other global partners were added to the 1-Page Partner Program in Q4, contributing to 30% of new bookings. The clients of these partners include Citibank, Burger King, Avis, Deutsche Bank, Vanguard, CPK, Nike, and hundreds of other leading enterprise companies.
- In Q1 2016 1-Page is launching its first small business offering, and is commencing demand marketing to drive long term predictive lead generation.
- Hired additional executives to 1-Page across technology and sales including ex-CTO of Yahoo!, leading professor of computer science at Carnegie Mellon University, Google data science leaders, principal architect of Baidu, VP Marketo, and other key executives.
- Momentum remains strong going into Q1 2016 and FY 2016, with large enterprises expressing interest in wanting hundreds or in some cases thousands of pools.
- 1-Page remains in a healthy financial position with A\$48.9M cash in the bank.

Company Performance Overview

New bookings at the end of January 31, 2016 increased 200% to A\$4.2M from A\$1.4M at the end of November 2015, with a total of 24 annual enterprise contracts as of the end of January 2016.

The Company gained significant customer validation and demand, signing five annual contracts worth over A\$300,000 each, two of which are worth over A\$500,000 each. Annual contracts as a percentage of new bookings contributed 58%.

Both revenue and cash receipts lag new bookings between 3-6 months due to the deployment period of the 1-Page platform and clients cash collection period, per their policies and needs.

It is worth noting the complexity of deploying a new enterprise client may vary based on a number of factors, including the client's internal system requirements and integrations, size and scope of a roll out (city, country specific or global), and number of employees.

Despite these delays, management is pleased to advise that revenues (i.e. new bookings converting to revenue once the platform is used for that particular month) will continue to be recognised in Q1 2016, and will ramp up as new bookings and existing clients scale over the coming quarters.

During Q4, the Company saw strong revenue generating customer momentum and adoption across multiple industries. Some of the enterprise clients added include:

- Two Fortune 100 technology companies (both with 100,000+ employees each)
- Financial institutions Deutsche Bank (95,000), McGraw Hill Financial (17,000), and Fortune 300 payments company (8,500)
- Fortune 100 real estate company (70,000) and Toll Brothers (3,900)
- Consumer confectionary brand Hershey's (14,800)
- Preeminent global executive firm Korn Ferry (7,000)
- Consumer retail giant Starbucks (238,000) and Under Armour (11,000)

1-Page now has at least one of each of the top five global players in the following verticals including; technology, retail, consumer goods, financial, insurance, and healthcare. The typical enterprise 1-Page client currently has on average 1,700 open jobs at any one time, demonstrating significant growth opportunity for 1-Page, with deployments typically starting at 25 pools (less than 2% of open roles), and scaling as part of an enterprise contract.

Sourcing Platform Growth Timeline since Going Live with Pilot Clients in July 2015

- In July 2015, Sourcing Platform went live to pilot customers.
- In early November 2015, 1-Page launched a go-to-market strategy focused on curated talent pools, and began signing annual contracts. The strategy targets and identifies best-fit candidates based on specific requirements, enabling companies to efficiently and cost-effectively fill roles. The increase in number of pools requested in the quarter was more than 500%. 1-Page typically charges US\$1,000 per pool per month, per open role.
- In Q4, 1-Page experienced much larger clients (by employee size) and number of monthly pool requests than initially expected, which required investment in the platforms infrastructure in order to fulfill client requests.
- In Q4, 1-Page demonstrated its land and expand strategy through the conversion of smaller revenue generating pilot contracts with early customers in Q3, to significantly larger annual contracts in Q4. Importantly for future revenue generation and expansion, demonstrating the

velocity of growth with clients, 1-Page experienced a 500% increase in requested talent pools. Importantly, the increase in demand of pools can be expected to drive contract sizes much larger.

- Already in February with the launch of more data, the average pool size of qualified potential candidates increased by 240%, and 1-Page is experiencing an improvement in the scale and velocity of the platform by 350% allowing a significant uptick in pool usage.
- 1-Page expects solid momentum going into FY 2016 due to pent up existing customer demand in Q4, coupled with new customer demand and increased infrastructure capability in Q1 2016. The Company expects substantial increase in new bookings and revenue over the full course of FY 2016.

Strategic Highlights

In Q1, 1-Page acquired industry leading data science company, Marianas Labs, and its team. The acquisition has increased 1-Page's technical talent and assets, resulting in significant enhancements to 1-Page's portfolio of products. Already in February of 2016, 1-Page had a major technology release to the platform that has delivered a 350% increase in the amount pools that match the requests and needs of clients.

Additionally, throughout Q1 2016 the Marianas Labs acquisition is allowing the Company to shorten the time to create curated pools from days, to minutes, at scale. 1-Page will continue to release key features and functionality that enable enterprise clients to increase usage of the product, allow for additional pool requests and delivery to be seamless. These key features and functionalities allow 1-Page to capitalize on the requests of clients for large scale demands.

Key Executive Hires

To continue to build 1-Page's unparalleled innovative platform and as part of 1-Page's acquisition of Marianas Labs, Ash Munshi joined 1-Page as Chief Product and Technology Officer and Alexander Smola as Head of Data Science. Mr. Munshi brings seasoned executive experience as former CTO of Yahoo! and as CEO of several private and public companies. Alexander Smola has over 20 years of experience in learning and data analysis, and is recognized as one of the top researchers in the field worldwide. Both Mr. Munshi and Mr. Smola's thought leadership and technical experience in machine learning, databases and large-scale analytics will further 1-Page's technology lead in large scale data.

As a result of the recent success of 1-Page's Strategic Partnerships Program, announced in September 2015, Jeff Mills, will transition from Chief Revenue Officer (CRO) to Global VP of Strategic Development. Mr. Mills will continue to focus his entrepreneurial talents on building and scaling the partner ecosystem, which now has over 15 partners that contributed to over 30% of new bookings, as well as managing all marketing functions.

1-Page has appointed Gregg Ames as VP of Global Sales. Mr. Ames brings more than 20 years of cross functional leadership and strategy, demand generation, sales qualification and enterprise deal execution. As an early executive at Marketo (NASDAQ:MKTO), a leading digital marketing software and solutions company, Mr. Ames built the enterprise business to over US\$100M. Prior to Marketo, Mr Ames spent 15 years growing direct sales at Oracle Corporation (NYSE: ORCL), joining as a top performing individual contributor before becoming a key member of the sales leadership team.

Gregg Ames added *“I am thrilled to be joining 1-Page, as the evolution in how companies recruit potential employees is changing forever. The 1-Page solution is unparalleled in its capability and the addressable market is massive. The leadership team at 1-Page is innovative and dynamic and presents the ability for 1-Page to own the category. They have the experience and know how and are building a great company and I'm excited to join them on this quest.”*

Financial and Cash Flow Highlights

1-Page is extremely focused on prudent cash management and shareholder return. The company is extremely well capitalized post its recent raising of A\$50M in November and is funded to execute on its business plan, while maintaining controlled spend.

Cash and equivalents were A\$48.9M as of January 31, 2016 compared to A\$7.4M as of October 31, 2015.

- The increase in cash outflows from net operating activities in Q4 2015 was primarily due to increased R&D costs resulting from the addition of talent from the the Marianas Labs acquisition.
 - Customer cash receipts for Q4 were A\$75,000. The majority of annual contracts signed in Q4 will be deployed during Q1 FY 2016. As a result, the revenues from these new bookings and contracts will be recognized in coming months, with cash expected to be received 60-90 days following. Given the strong financial position of the Company, the lag in cash collections will not impact any of 1-Page's operational capability.
- The increase in cash outflows from investing activities for the Q4 2015 was primarily driven by the technology acquisition of a data science company Marianas Labs to accelerate market access.
- The increase in cash inflows from financing activities for the Q4 was primarily due to net proceeds from 1-Page's secondary offering in October 2015.

Appendix 4C

Quarterly report for entities admitted on the basis of commitments

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10

Name of entity

1-Page Limited

ABN

66 112 291 960

Quarter ended ("current quarter")

31 January 2016

Consolidated statement of cash flows

Cash flows related to operating activities	Current quarter \$A'000	Year to date (1 February to 31 January 2016) \$A'000
1.1 Receipts from customers	75	394
1.2 Payments for		
(a) staff costs	(1,149)	(3,628)
(b) advertising and marketing	(157)	(465)
(c) research and development	(1,951)	(4,426)
(d) leased assets	(129)	(432)
(e) other working capital	(761)	(2,377)
1.3 Dividends received	-	-
1.4 Interest and other items of a similar nature received	148	167
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	-
1.7 Other (provide details if material) - GST received / paid	-	3
Net operating cash flows	(3,923)	(10,764)

+ See chapter 19 for defined terms.

Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

	Current quarter \$A'000	Year to date (1 February to 31 January 2016) \$A'000
1.8 Net operating cash flows (carried forward)	(3,923)	(10,764)
1.9 Cash flows related to investing activities		
Payment for acquisition of:		
(a) businesses (item 5)	(2,250)	(2,250)
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	(74)	(74)
(e) other non-current assets	(280)	(280)
1.10 Proceeds from disposal of:		
(a) businesses (item 5)	-	-
(b) equity investments	-	-
(c) intellectual property	-	-
(d) physical non-current assets	-	-
(e) other non-current assets	-	-
1.11 Loans to other entities	-	-
1.12 Loans repaid by other entities	-	-
1.13 Other (provide details if material)	-	-
Net investing cash flows	(2,604)	(2,604)
1.14 Total operating and investing cash flows	(6,527)	(13,368)
Cash flows related to financing activities		
1.15 Proceeds from issues of shares, options, etc.	50,029	59,936
1.16 Proceeds from sale of forfeited shares	-	-
1.17 Proceeds from borrowings	-	-
1.18 Repayment of borrowings	-	-
1.19 Dividends paid	-	-
1.20 Other (provide details if material) – Cost of capital	(2,707)	(2,764)
Net financing cash flows	47,322	57,172
Net increase (decrease) in cash held	40,795	43,804
1.21 Cash at beginning of quarter/year to date	7,359	3,830
1.22 Exchange rate adjustments to item 1.20	744	1,264
1.23 Cash at end of quarter	48,898	48,898

+ See chapter 19 for defined terms.

Payments to directors of the entity and associates of the directors

Payments to related entities of the entity and associates of the related entities

		Current quarter \$A'000
1.24	Aggregate amount of payments to the parties included in item 1.2	70
1.25	Aggregate amount of loans to the parties included in item 1.11	-
1.26	Explanation necessary for an understanding of the transactions	
	Payment of Directors Fees for the quarter 31 January 2016	

Non-cash financing and investing activities

- 2.1 Details of financing and investing transactions which have had a material effect on consolidated assets and liabilities but did not involve cash flows

N/A

- 2.2 Details of outlays made by other entities to establish or increase their share in businesses in which the reporting entity has an interest

N/A

Financing facilities available

Add notes as necessary for an understanding of the position.

		Amount available \$A'000	Amount used \$A'000
3.1	Loan facilities	-	-
3.2	Credit standby arrangements	-	-

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Appendix 4C
Quarterly report for entities
admitted on the basis of commitments

Reconciliation of cash

Reconciliation of cash at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts is as follows.	Current quarter \$A'000	Previous quarter \$A'000
4.1 Cash on hand and at bank	10,093	7,359
4.2 Deposits at call	38,805	-
4.3 Bank overdraft	-	-
4.4 Other (provide details)	-	-
Total: cash at end of quarter (item 1.23)	48,898	7,359

Acquisitions and disposals of business entities

	Acquisitions (Item 1.9(a))	Disposals (Item 1.10(a))
5.1 Name of entity	Mariana's Lab Inc.	-
5.2 Place of incorporation or registration	Delaware, USA	-
5.3 Consideration for acquisition or disposal	US\$1.6m cash and performance rights and options.	-
5.4 Total net assets	US\$38,519	-
5.5 Nature of business	Data Science	-

Compliance statement

- 1 This statement has been prepared under accounting policies which comply with accounting standards as defined in the Corporations Act (except to the extent that information is not required because of note 2) or other standards acceptable to ASX.
- 2 This statement does give a true and fair view of the matters disclosed.

Sign here:



Date: 25 February 2016

(Director/Company secretary)

Print name: Scott Mison

+ See chapter 19 for defined terms.

Notes

1. The quarterly report provides a basis for informing the market how the entity's activities have been financed for the past quarter and the effect on its cash position. An entity wanting to disclose additional information is encouraged to do so, in a note or notes attached to this report.
2. The definitions in, and provisions of, *AASB 107: Statement of Cash Flows* apply to this report except for any additional disclosure requirements requested by AASB 107 that are not already itemised in this report.
3. **Accounting Standards.** ASX will accept, for example, the use of International Financial Reporting Standards for foreign entities. If the standards used do not address a topic, the Australian standard on that topic (if any) must be complied with.

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