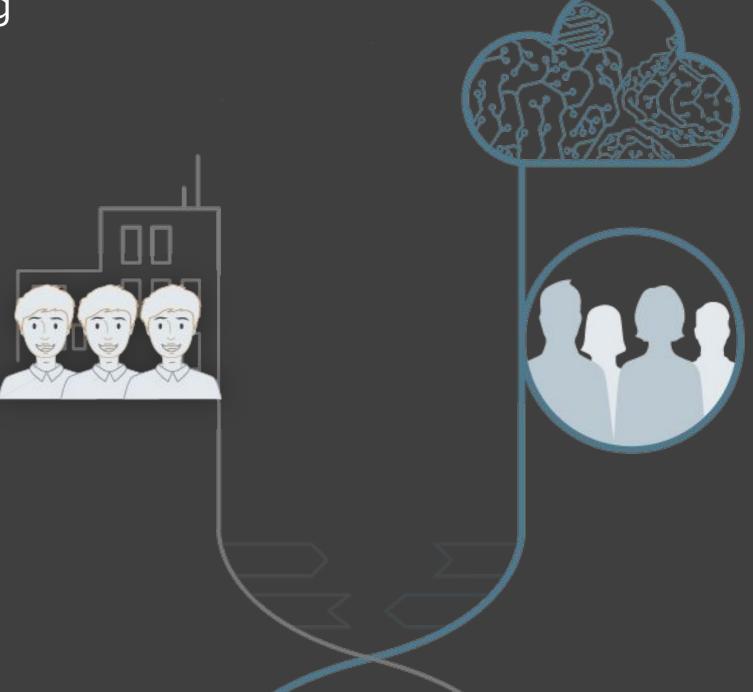


## 1-PAGE LIMITED

Next Generation of Sourcing Feb - March 2016 | ASX:1PG





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## **GLOBAL RECRUITMENT \$500B MARKET**

GLOBAL WORKFORCE OF

3B



U.S. WORKFORCE OF

**112M** 

U.S. RECRUITMENT MARKET **\$190B** IN 2013

GLOBAL RECRUITMENT MARKET **\$456B**IN 2015

REPEATING: 100% STAFF TURNOVER EVERY 2.4 YEARS (U.S. Bureau of Labor Statistics)

+ **GROWING**: 600M NEW HIRES EVERY 15 YEARS (U.S. Bureau of Labor Statistics)

**\$369B** IN 2014

+ CHANGING: Baby BOOMERS RETIRING 10K/DAY 2030: MILLENNIALS 75% OF WORKFORCE (PBS, U.S. Bureau of Labor Statistics)



## THE SOURCING PROBLEM





- Job boards are responsible for less than 2% of hires.
- Active candidates are rarely top performers.



#### **EXPENSIVE**

- Recruiters charge up to 30% first year salary.
- Networks/Aggregators charge by seat and convert poorly.



#### **TIME CONSUMING**

- Professional sites
   everywhere with
   redundant, random
   candidate data.
- Recruiters sift through large amounts of data for relevant information.



Professional networks are cumbersome to search, and good candidates are over contacted and indifferent to connect.



## 1-PAGE SOURCING SOLUTION



Broader candidate search by aggregating across many data sources.



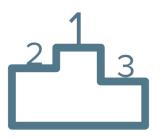
### **MATCH**

Match candidate profiles to highly correlated client job openings.



## VERIFIED CANDIDATES

Provide actionable and verified candidates who are directly contactable.



#### **RANK**

Rank against internal employees for higher conversion and fit.



1-Page's platform shortens the hiring cycle and reduces the number of recruiters spend searching for qualified talent.





TECHNOLOGY



## **ENRICHING AND GROWING DATABASE**

#### **DATA ENRICHMENT**

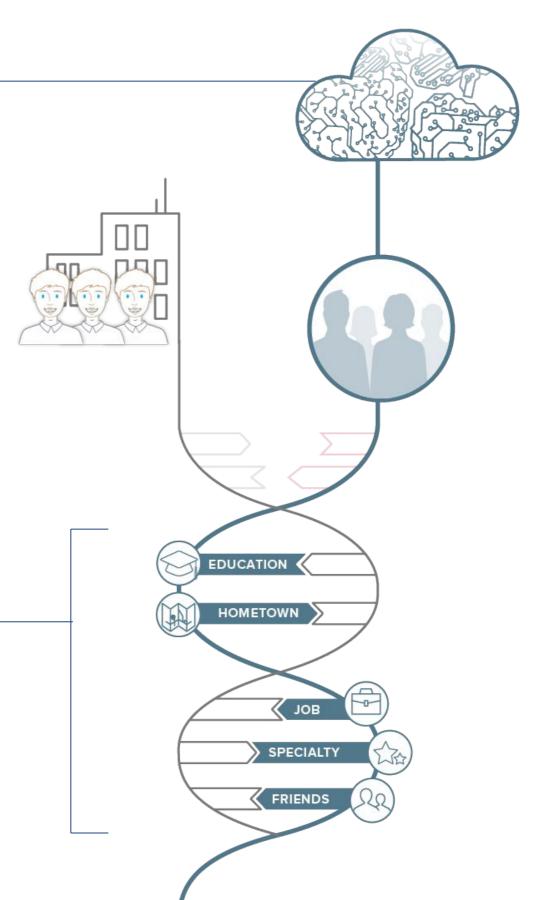
- Aggregates data from websites globally
- Works with industry leading data partners
- Enriched data, refreshed every second

## Rank candidates with an Association to Your Employees

- Same Previous Employers
- Same Location/Hometown
- Same School
- Same Interests/Organization

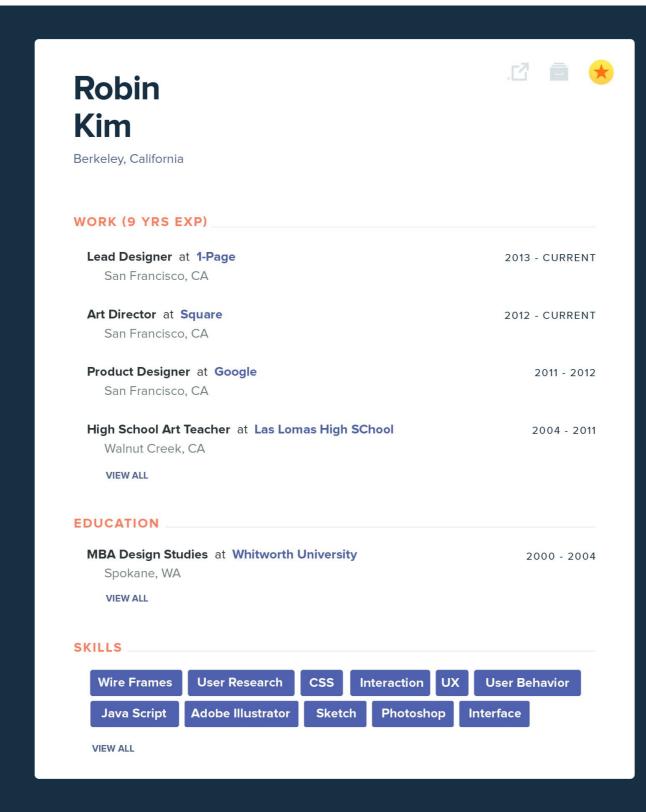
### 2 Ways to Contact

- Directly email and phone
- By Referral (>5x conversion)





## **ENRICHING AND GROWING DATABASE**







## LEADING GLOBAL COMPANIES ACROSS **MULTIPLE INDUSTRIES ENDORSE 1-PAGE**



\$ 260B+

230,800

Sourcing Platform



\$ 9B+

(NYSE: FRC)

Sourcing Platform & Talent Assessment Platform



\$ 22B+



Sourcing Platform



\$ 1.4B+



Sourcing Platform



\$ 87B+



300,,000

Sourcing Platform



Subsidiary of Foot Locker Inc.



44,000

Talent Assessment Platform



\$ 24B+



**17,000** 

Sourcing Platform



\$ 14B+



Sourcing Platform



\$ 5B+



Sourcing Platform



\$ 18B+



Sourcing Platform



## FORTUNE

100 Technology Companies 500 Real Estate 300 Payments



## PARTNERSHIP ECOSYSTEM

























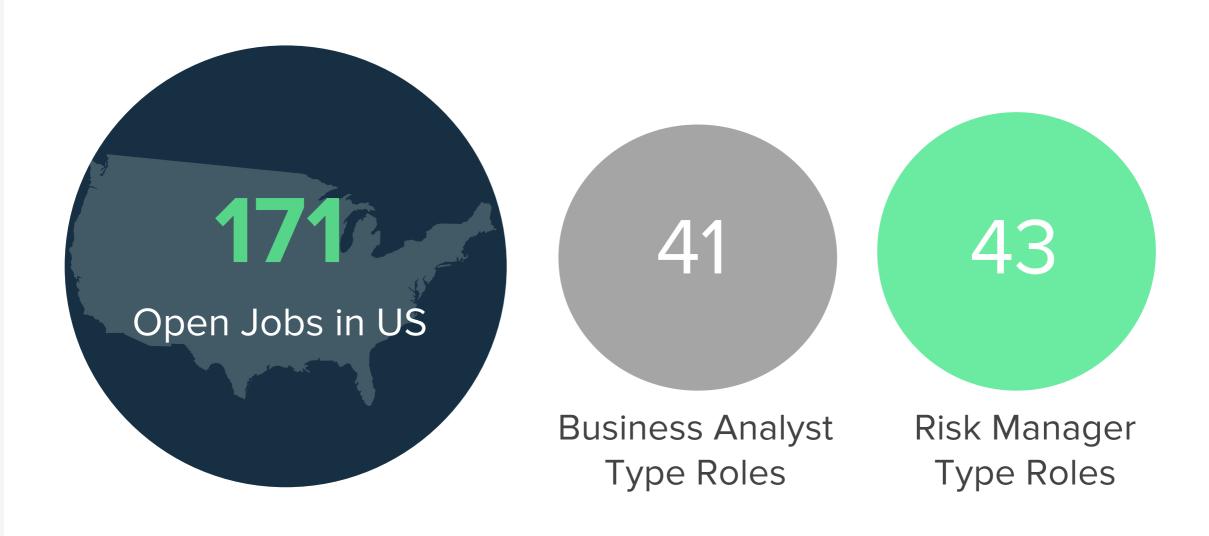








# CREDIT SUISSE





## **1-PAGE SOURCE:** POWER IN NUMBERS



27,296

Risk Managers in U.S.

43 CSFB openings 197,144

Analysts in the U.S.

41

CSFB

openings

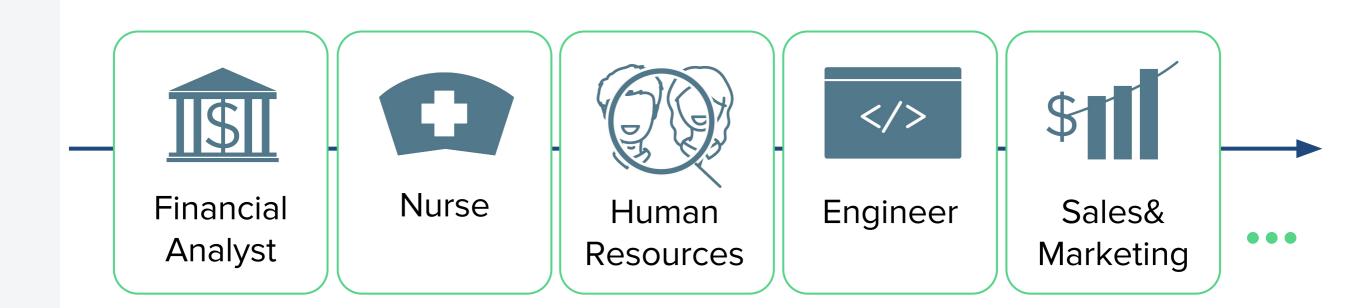


REVENUE MODEL



## **SALES STRATEGY**

Target Lines of Business for Greatest Penetration



Ability to service all customers large & small by selling lines of business



## PRICING STRATEGY

Sourcing Platform

#### **CONTRACT PRICING ILLUSTRATION**

Annual Contract Pricing	Customer Segment
Employees in company	50,000
Employee turnover (%)	30%
Total employee hires	15,000
Open roles sourced on 1PG (%)	5%
Pools provided yearly by 1PG	750
Pools provided monthly by 1PG	~62
1PG Average fee per pool (US\$)	\$1,000
1PG Revenue – Annual (US\$m)	\$750,000
1PG Revenue – Monthly (US\$m)	\$62,500
Client cost per hire	\$4,500
1PG cost per pool	\$1,000
Cost of 5% of hires through 1PG	\$750,000
Cost of these 5% of hires using traditional methods	\$3,375,000

Note, this is for illustrative purposes only and does not necessarily reflect the fee charged to clients of similar metrics

\$2,625,000

**Annual saving using 1PG** 

#### PRICING UNDER THE "LAND & EXPAND" MODEL

#### **Market Segments**

- 1-Page launches client with 5 10 curated talent pools (US\$1,000 per pool) specific to positions and skills along with full client cloud for the first three months
- Client automatically rolls into fourth month to receive a minimum 25 curated talent pools. The minimum monthly revenue to 1-Page is US\$25,000 (\$1,000 per pool) with the client likely to scale up pool requests in the event of successful hires, given initially sourcing only a small percentage of current open roles.



# LANDING AND EXPANDING CUSTOMERS DRIVE POOL GROWTH

In 4Q15 bookings grew **400**% to A\$4.2M from the prior quarter.

- Annual enterprise contracts grew 200% to 24 from the prior quarter.
- Partnership ecosystem contributed 30% of bookings.
- Announced SMB solution launch in 2Q.
- Pool requests increased 500%.

#### **POOLS**



## **CORPORATE SNAPSHOT**

#### CAPITAL STRUCTURE

Shares on issue <sup>1</sup>	153.7m
<b>Share price</b> as at 26 February 2015	A\$2.46
Market cap (fully diluted)	A\$400m
Rights <sup>2</sup>	10m
Options	13.6m
Cash balance as at 31 January 2016	A\$48.2m

<sup>&</sup>lt;sup>1</sup>Includes 7.5m shares issued in December 2015 for BranchOut acquisition

#### **SUBSTANTIAL HOLDERS**<sup>1</sup>:

Joanna Riley: 10.16%

Harbour Asset Management 9.16%

Patrick Riley: 7.78%

#### **TOP 20 SHAREHOLDERS**: 83.6%

#### **BOARD OF DIRECTORS**

#### **JOANNA RILEY**

as Managing Director

#### **SCOTT MISON**

as Non-Executive Director and Company Secretary

#### **RUSTY RUEFF**

as Non-Executive Chairman (BOD Glassdoor, BOD HireVue, former EVP HR Electronic Arts)

#### **MAUREEN PLAVSIC**

as Non-Executive Director (former CEO of Seven Network, Australia)

<sup>&</sup>lt;sup>2</sup> 5m rights: A\$1m in revenue, 5m rights: EBIT A\$1.25m



## **LEADERSHIP TEAM**



**Joanna Riley** 

#### **Chief Executive Officer, Co-Founder**

- Nominated Female Entrepreneur of the Year 2012
- Built and sold Performance Advertising
- Co-Founder 360Fashion Network
- Recruited to the FBI



Maria Olide

#### **Chief Financial Officer**

- CFO, Worldwide Sales and Marketing at ADP
- Partner and Managing Director at KPMG LLP
- MBA, Business from Stanford University
  Graduate School of Business



Ash Munshi

#### **Chief Technology Officer**

- Founder of Marianas Labs which was acquired by 1-Page in December 2015
- Former CTO of Yahoo!
- Founded and sold a number of technology companies, resulting in over \$1B in exits



**Gregg Ames** 

#### **VP of Global Sales**

- Previously led Marketo's enterprise business from a pre-revenue stage to achieving over US\$100M in annual recurring revenue (ARR)
- 20+ years of cross functional leadership and strategy in demand generation, sales qualification, customer success, and enterprise deal execution



**Jeff Mills** 

#### **VP of Global Strategic Development**

- Chief Revenue Officer at Gengo
- VP of Sales and Partnerships at Criteo
- Director of Sales at Kayak/SideStep, Inc.
- Sales Development at Yahoo!



Alex Smola

#### **Chief Scientist Officer**

- 20 years experience in machine learnings
- Professor in machine learning and analysis
- Developed data product technologies at Google, Yahoo!, UC Berkeley and NICTA.



## **SUMMARY**

- **STRONG VALUE PROPOSITION** 1 Page helps companies with their most important asset -- talent. Our technology platform targets and identifies best-fit candidates, saving companies time and money.
- MASSIVE OPPORTUNITY Sourcing is a \$450B+ industry and growing.
- HIGH BARRIER TO ENTRY Unparalleled technology and data science.
- STRONG CUSTOMER ADOPTION Impressive base of enterprise customers, including Fortune 100 and leading companies across a diverse set of industries.
- **STRATEGIC PARTNERSHIP** Seamless technical integrations with a large number of solution providers for channel distribution.
- PREDICTABLE, SCALABLE REVENUE MODEL Land and expand model drives growth as 1-Page adds new customers and incremental pools with existing customers.
- POISED FOR GROWTH Strong value proposition with unparalleled technology.

# Joanna Riley, CEO joanna@1-page.com

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