



August 24th 2016

Company Announcements
Australian Securities Exchange
Level 4
20 Bridge Street
Sydney NSW 2000
ASX Code: 1PG

Appendix 4C Commentary for the Second Quarter 2016

24 August, 2016 – 1-Page Limited (“1-Page” or the “Company”) (ASX:1PG), the enterprise cloud-based talent acquisition platform, today released its cash flow report for the second quarter ended 31 July, 2016 (Q2 2016).

Key Highlights

- Q2 2016 revenue up 89% over Q1 2016 revenue. First half revenue has surpassed full year 2015 revenue.
- Average Revenue Per User* (ARPU) is up 67% quarter over quarter (QoQ).
- 100% of clients have been migrated to the back end of the Source 3.0 Solution, resulting in a significant reduction in pool delivery time from 3-5 days to hours.
- Operating expenses for the quarter decreased from Q1 2016, averaging less than U\$1m per month on a total cost basis.
- 1-Page remains in a strong financial position, with cash and financial assets totaling A\$37.8m as at 31 July 2016.

Financial Highlights

Q2 2016 was a solid quarter for the Company, with revenue up 89% on Q1 2016 as a result of both new clients and increased product usage by existing clients. Importantly, ARPU rose 67% QoQ, providing encouraging signs of adoption. 1-Page will release its Half Yearly Result on September 27, 2016.

Q2 2016 cash receipts were lower, at A\$70,000, due to an increase in trade receivables. The Company has subsequently stepped up measures to collect these outstanding amounts. On a positive note, cash flow from operating expenses was slightly less than USD\$1m, determined on a cash basis.

** User is defined as a 1-Page client (e.g. an entire corporation) in this calculation*

Over the period, the change in the Company's cash and financial assets were as follows:

	Cash and cash equivalents (A\$M)	Financial assets invested in US treasury notes (A\$M)	Total (A\$M)
Balance as of 30 April, 2016	\$17.2m	\$24.0m	\$41.2m
Cash flows related to operating activities	(\$3.7m)	\$0	(\$3.7m)
Cash flows related to investing activities	\$10.4m	(\$10.4m)	\$0
Exchange rate adjustment	(\$0.2m)	\$0.5m	\$0.3m
Balance as of 31 July, 2016	\$23.7m	\$14.1m	\$37.8m

- Decrease in cash flows from operating activities in Q2 over Q1 was primarily due to tighter cost control, including lower product and development costs.
- Change in cash flows from investing activities in Q2 was due to a transfer from investments in U.S. Treasury Notes to cash and cash-equivalents to fund working capital requirements.
- Since the Company holds cash and U.S. Treasury Notes in the U.S., there was an exchange rate adjustment of \$0.2m related to cash balances and \$0.5m related to investments in U.S. Treasury Notes.

Going forward, to ensure clarity, the Company will focus on Revenue rather than New Bookings, given that this is a standard, clear measurement.

Product Updates

The Company has been focused in Q2 on ensuring a smooth migration of clients across to the latest version of its Sourcing Solution, Source 3.0. The Company is pleased to announce that 100% of new and existing clients have been deployed to the Source 3.0 Back-End, resulting in a significant reduction in pool delivery time from 3-5 days to hours. The backend upgrade is a major technical advancement on the previous platform and enables superior access to data, searching capability, storage and speed.

The next stage of this migration involves upgrading how clients request and calibrate pools of talent in Source 3.0. The updated User Interface allows clients to request a pool and input the search criteria in-product, and refine and calibrate the request in real-time with sample profiles. Previously, this was a Customer Success dependent process done over email or phone, with subsequent manual review and calibrations.

To obtain maximum adoption and user satisfaction of the new User Interface, the Company is providing training sessions with clients which should be completed in 3 to 6 months, dependent upon client schedules.

The final stage of this migration involves billing, whereby a client is invoiced at the start of each month for a minimum number of pools, irrespective of usage. The Company is only able to renegotiate contract terms with existing clients when their contracts expire, or if they sign an upsell agreement.

To reiterate, all new 1-Page clients are being deployed on the Source 3.0 Backend, User Interface and updated billing model upon sign-up.

The Company is also pleased to report that Affinity, a key feature to identify how existing employees are connected to prospects, has been fully deployed in Source 3.0, as expected.

The product roadmap for the next 12 months includes feature enhancements (e.g., even more robust searching) as well as additional back-end enhancements incorporating the latest in machine learning as well as next-generation data analysis. This additional functionality is expected to further drive demand and increase the value 1-Page delivers to its enterprise clients, while increasing the revenue potential and the scope of our value proposition to the US\$22B talent acquisition industry.

Sales

After a soft Q1 in which sales were impacted by product delays related to staff departures, the Company is pleased to report a positive recovery, with sales entering Q3 with a strong increase in the new business pipeline. These leads will take time to convert to contracts but are highly encouraging.

Corporate Governance and Organizational Highlights

During the quarter, 1-Page made a number of new hires and personnel changes, namely :

- The appointment of Virginia Malley as a Non-Executive Director. Ms. Malley has more than 15 years of focused experience on the boards of both private and listed companies, market-oriented public sector agencies and not-for-profit organizations. She was formerly an executive of Macquarie Bank where she held significant risk management and regulatory functions including the role of Chief Risk Officer of Macquarie Funds Group.
- The appointment of Tod McGrouther as Non-Executive Director. Mr. McGrouther brings more than 30 years of financial services and corporate advisory experience to 1-Page's Board. He is a co-founder and current Director at KTM Capital, a Sydney-based boutique investment bank specializing in corporate advisory and underwriting services for high-growth companies.
- Ms Linda Dillon replaced Scott Mison as Company Secretary. Linda Dillon is an experienced CFO and Company Secretary in ASX listed and unlisted global groups. She holds extensive qualifications in Chartered Accounting, Governance and Finance. She holds Fellow member in the Chartered Accountants Institute of Australia, The Financial Institute of Australasia, the Australian Institute of Company Directors and the Governance Institute of Australia. She also holds a Diploma in Investor Relations.

- 1-Page is pleased to announce the appointment of Mr Varouzhan Ebrahimian as Chief Technology Officer effective 30 August. Mr Ebrahimian has extensive technology industry experience, having worked for both emerging companies as well as large institutions. Previously, he was Head of Enterprise Architecture at Symantec, Head of Design at Sunbridge, Director of Software Development at Oracle and more recently CTO at ModuleQ. Varouzhan replaces Mr Ashfaq Munshi.
- Mr Paul Piazza has been promoted to Head of Sales, in addition to leading the Customer Success team. Mr Piazza has over 20 years of experience in both Customer Success and Sales and his leadership will ensure a strong alignment between the sales and client on boarding process. Mr Jeff Mills, previously VP of Sales & Marketing, is no longer with the firm.
- The Company is actively searching for a Chief Operating Officer and a short list is being formulated.
- The Company is also announcing that Ms Maria Olide has stepped down as CFO for personal reasons. The Company will conduct a search to find a replacement. Ms. Olide has agreed to continue to provide assistance during the transition period to ensure a smooth transition to the new CFO. In the interim, Mr Derek Cho, Financial Controller, will assume the day to day responsibilities in collaboration with Ms Linda Dillon, Company Secretary.

Linda Dillon
Company Secretary
About 1-Page

1-Page enables talent acquisition teams to identify and engage the most valuable candidates through its technology platform, providing recruiters and companies' time and cost savings.

For more information, please contact:
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