



September 28th, 2016

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

Company Update

28 September, 2016 – 1-Page Limited (“1-Page” or the “Company”) (ASX:1PG), the enterprise cloud-based talent acquisition platform, is pleased to provide a business update highlighting client growth, sales pipeline and platform development.

Key Highlights

- 1-Page continues to deliver growth across new client sign ups in Q3 to date, alongside multiple existing client upsells. The pipeline remains healthy with significant increased interest expressed in 1-Page’s solution.
- 1-Page has further accelerated sales and marketing efforts to grow market share in the \$40bn Talent Sourcing market. Specifically, it has shown strong success in key industry sectors identified as priority - Financial and Professional Services, Healthcare, Media and Technology, Retail and Hospitality, and Recruitment/Staffing.
- Migration of existing clients to the new Source 3.0 is ahead of schedule with 72% fully migrated to the new Platform and subscription based billing model. 100% of our clients were migrated to the back-end 3.0 during the previous Quarter.

Sales

Q3 to date has been solid with new clients from the Technology, Retail, Recruitment, Financial and Healthcare industries signing on the 1-Page Source 3.0 Platform, in addition to existing client renewals and upsells.

The Company is pleased to announce that the current sales pipeline remains promising with increased week over week sales and marketing momentum achieved. In Q3, 1-Page launched new lead generation campaigns to drive inbound sales inquiries, which has already resulted in over 600 new qualified sales leads.

1-Page continues to be recognized as an innovator in Sourcing technology and is attending multiple industry events throughout the year, to present and demonstrate the platform. For example, strong interest was received at SourceCon last week, one of the Industry's leading conferences for sourcers and recruiters. 1-Page has also launched a targeted sales campaign aimed at driving additional revenue growth by upselling existing clients.

The Company plans to continue to target large multinational companies that hire globally but have buying centers headquartered in the United States, and in sectors where it believes it has an advantage due to the industry composition of the 1-Page database. Initially the focus is on satisfying North American sourcing needs. However, by nature of the employee distribution of large enterprise global enterprises, 1-Page is currently delivering pools for multinational clients to assist with hiring efforts in the EMEA and APAC regions.

1-Page currently has a sales team of 10. The Company is hiring in this area to support the growing pipeline.

Product and Database

1-Page continually enriches and grows its database, by aggregating data from over 2000 sources and linking them together into one point of record ("Golden Record") for each person in the database – a process increasingly known as *data fusion*. The Company has recently refreshed its database of profiles, and currently has approximately 352 million profiles that are being considered for the delivery of curated pools. For a profile to be considered for pool delivery, it must include up-to-date **professional and educational information, contact details, affinity connections, and more**. A profile without this information is considered a 'raw profile' and is not thorough enough to search in detail by a recruiter who typically interrogates professional, educational, contact and other, nor enough for 1-Page to deliver insight-driven pools of prospective candidates.

Two thirds of the database profiles are within the prime age ranges for career development, and 42% are in the Millennial age group, a group that the US Bureau of Labor Statistics predicts will make up 75% of the US workforce by 2030. The Male / Female ratio is 54% / 46%. The top industry sectors by number of profiles are Finance, IT & Software, Education, Healthcare, Construction and Consumer/Retail.

Customer Success

1-Page is pleased to announce that client migrations to Source 3.0 are ahead of schedule. This was a three-part process, involving back-end migration (100% complete), user interface migration (how a client requests and calibrates pools of talent) and billing.

The Company is pleased to report that 72% of Source 2.0 clients have been migrated entirely to all three-parts of Source 3.0, an additional 12% are scheduled to be migrated by the end of Q3. The remainder are still awaiting contract renewal to finalize new terms.

All new clients signed since late July have been automatically on boarded to the Source 3.0 back-end, user interface, and billing model.

The Company is also pleased to report that aside from one brief outage while rolling customers over, the Source 3.0 platform has been stable and client adoption is strong.

SUCCESS WITH 1-PAGE SOURCE

1-Page delivers talent sourcing solutions for large clients across a variety of industries. Below is a sample of feedback on product usage and impact, with sourcing workloads cut by an average of 30%.

<p>Food, Beverage and Retail A Fortune 500 Food Corporation</p>	<p>Technology A Fortune 100 Global Content Distributor</p>	<p>Staffing and Agency Recruitment US-based Executive Search Agency</p>
<p>The Challenge</p> <ul style="list-style-type: none"> • Difficult to find individuals with relevant backgrounds to fit role requirements • A large variation in roles and requirements, from sales to food scientists 	<p>The Challenge</p> <ul style="list-style-type: none"> • Prospective candidates unresponsive to InMail outreach in a competitive job market • Recruiters all working from similar sources, hitting hurdles trying to find fresh talent for positions in over 160 locations. 	<p>The Challenge</p> <ul style="list-style-type: none"> • Recruiters spending too much time sourcing candidates, and not enough on outreach. • Teams felt stuck using the same 2-3 sources that other agencies were using.
<p>1-Page Solution</p> <p>A number of talent pools delivered to meet varied hiring needs across numerous US locations - from Packaging Engineers to Brand Managers and and national Retail Sales Staff.</p>	<p>1-Page Solution</p> <p>1-Page’s Source platform used to surface suitable hard to find, and extremely competitive Software Development Engineers and senior UX talent.</p>	<p>1-Page Solution</p> <p>Prospective high-level Executive candidates sourced using 1-Page’s platform, and delivered to recruiters within 24 hours, including verified professional history and direct contact details.</p>
<p>Result</p> <p>Increased speed of candidate sourcing across all targeted roles.</p> <p>Successful delivery of candidates at scale, previously unfound through other sourcing tools.</p> <p>“1-Page’s solution helped us identify the attributes of and find the right candidates, in a way that no other platform could provide.”</p>	<p>Result</p> <p>Combination of technology and expert curation produced higher quality of candidates.</p> <p>“It was easy to use and became my go-to source when the new pool of candidates came out.”</p>	<p>Result</p> <p>Sourcing workload significantly reduced by implementing 1-Page Source platform</p> <p>“(1-Page) has streamlined sourcing for our team, simplifying and accelerating our workflows in order to make placements faster.”</p>

1-Page also delivers talent sourcing solutions for clients in health, retail, media, and financial services industries.

Executive Staff

Searches for the roles of Chief Operating Officer and Chief Finance Officer are underway with the company in multiple interviewing stages with several candidates. 1-Page will notify the market when these positions are filled.

Outlook

On the Company's Q3 performance so far, CEO Joanna Riley comments: "1-Page is in the best shape it's ever been, as it has successfully built both Source and Assessment, while creating one of the largest databases of talent in the world. As we look to the future we are creating a complete end to end Solution; a powerful platform that revolutionizes the way companies source, identify and hire talent in this ever growing \$500bn global recruiting market. Insight-driven talent identification continues to be an area where 1-Page can excel. Whilst the early half of the year had unexpected staff departures resulting in product delays, we have now overcome these issues and are moving forward. Source 3.0 has just launched and while it is still early days, we are seeing strong market validation and I am excited about our future.

"The recent consolidation in the Human Resources technology industry, namely Microsoft acquiring LinkedIn for more than US\$26b and Randstad acquiring Monster Inc., also highlights the strategic value of these types of assets and the strong growth opportunities presented to the Company's core marketplace."

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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