



November 29, 2016

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

Appendix 4C Commentary for the Third Quarter 2016

November 29, 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 October, 2016 (Q3 2016).

Key Highlights

- 1-Page remains in a strong financial position, with a combined cash and financial assets balance of A\$34.0m as at 31 October 2016. This represents \$0.22 per ordinary share.
- Q3 2016 cash receipts equaled A\$353,000, a 400% increase Quarter over Quarter (QoQ).
- Increased Average Revenue Per User (ARPU) by 80% QoQ.
- 43% of 1-Page's clients are Fortune 1000 or above.

Sales and Marketing Highlights

Q3 2016 saw promising results from an increased focus on marketing development in the previous quarter, delivering a healthy number of new clients in Q3, a strong sales pipeline, and an increase in average revenue per user (ARPU) by 80% QoQ.

Q3 2016 included the launch of inbound marketing and lead generation campaigns, alongside marketing automation and improved sales routing.

Going into Q4, the focus of Sales and Marketing leadership is to increase efficiencies and ROI, drive higher conversion rates, and focus contract negotiations on long term land and expand opportunities in the enterprise.

Client Highlights

Feedback remains positive on 1-Page's Source 3.0 release. This includes clients reporting a 90% to 94% unique rate for candidates delivered in curated pools, when compared to those already in their applicant tracking systems or sourced using other solutions. Our large enterprise clients have found that 1-Page's solution enables their recruiters to eliminate 18 out of an average 52 days from the hiring cycle.

This enables our clients to reallocate recruiting resources from searching to engaging and closing candidates.

Financial Highlights

1-Page remains in a strong financial position, with a combined cash and financial assets balance of A\$34.0m as at 31 October 2016. This represents \$0.22 per ordinary share.

Over the period, the change in our cash and financial assets was as follows:

	Cash and cash equivalents (A\$m)	Financial assets invested in U.S. treasury notes (A\$m)	Total (A\$m)
Balance as of 31 July 2016	\$23.7m	\$14.1m	\$37.8m
Cash flows related to operating activities	(\$3.7m)	\$0	(\$3.7m)
Cash flows related to investing activities	\$3.6m	(\$3.6m)	\$0
Exchange rate adjustment	\$0	(\$0.1m)	(\$0.1m)
Balance as of 31 October 2016	\$23.6m	\$10.4m	\$34.0m

Change in cash flow from investing activities in Q3 2016 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 in U.S. treasury notes in U.S. dollars, there was an exchange rate adjustment of \$0.1m related to our financial assets invested in U.S. treasury notes.

Cash receipts have increased 400% QoQ to A\$353,000. Average monthly cash outflows from operating activities during the quarter remains less than USD\$1m, due to tight cost control. As previously reported and is standard in enterprise corporations, cash collections remain on a net 45 to 90 days with clients, which is standard vendor policy.

Product Highlights

1-Page continues to focus on product development and driving value and ROI for customers. A key part of this focus has been the migration of clients to the next generation of our sourcing solution, Source 3.0. The Company is pleased to report that all clients have now been migrated, on schedule.

Product and engineering teams continue to execute and deliver on the Company's product roadmap, which includes both feature enhancements and process improvements (including greater machine learning and data analysis).

Corporate Governance and Organizational Highlights

In Q3 2016, the Company appointed John Fennelly as Executive Chairman, succeeding Rusty Rueff, who remains as an independent, non-executive director.

The Company is also pleased to provide an update on the search for a Chief Financial Officer, with final negotiations now in progress. 1-Page will notify the market once this appointment is finalized.

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.

Tharun Kuppanda

Company Secretary

For more information, please contact IR@1-Page.com