hiremii

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COMPANY UPDATE

FY22 Q3: MAY 2022

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OUR HISTORY

Enabling success through smarter human work

2017 Hiremii founded as Oncontractor to enable AI driven end to end recruitment to markets across Australia

2017 Company accepted in to the prestigious PWC Align and Connect program – An exclusive program to support start-ups leveraging PWC's network to expand in both local and international markets

2020 Oncontractor re-branded to Hiremii to better represent the recruitment platform enabling organisations to tap AI to attract, engage, onboard and mange their contract and permanent workforce

2020 Hiremii completes successful seed funding of $1.8m

2021 May, Hiremii listed on ASX, raising $6m

2021 November, completes the acquisition of Inverse Group, founded by long term Hiremii investors Andrew Hornby and Christopher Flint

2022 New CEO and CFO appointed and restructure of leadership team to position the company for sustainability and growth

2022 Successfully completes oversubscribed capital raise and share placement with long-term major shareholders

2022 Company engages with dev consultancy Horizon Digital to integrate AI and continue to build the Hiremii Platform

LEADERSHIP TEAM

Board of Directors

ANDREW HORNBY
Managing Director & Chief Executive Officer

BRAD KOBUS
Chief Financial Officer

CHRIS FLINT
General Manager

MARIA RAIK
Quality & Compliance Manager

NICHOLA JONES
Recruitment Manager

BRONSEN FRADD
IT & Product Manager

HIGHLIGHTS OF Q3 FY22*

1 **Q3 FY22 Quarterly revenue increased by 93% on prior comparative period**

$3,360K (Q3FY21 $1,741K, Q2FY22 $2540K)

2 **Executive leadership team now in place to drive growth**

Experienced recruitment team generating stable margins. Tech team developing platform to deliver AI investment

3 **Successful integration of Inverse Group. HireMii realising cash cost savings of $114K per month post integration**

Team members all delivering margin and excess properties rationalised.

4 **Recruitment client base steady at 100 clients. Opportunities as COVID restrictions lifted. 80 active contractors.**

*Unaudited

NEAR TERM FOCUS: REMAINDER OF 2022

Growth

Marketing and communications plan to build funnel of opportunity in both traditional and technology channels

Expansion of recruitment team with experienced growth enablers meaning improving execution for new and existing clients

Investment in high calibre business development aligned with growth strategy

Continue to review global expansion opportunities leveraging the PWC Align & Connect program

Cost

Continue to drive cost optimisation across the business, maintaining sound risk management and careful investment of funds

Continue to manage monthly cash burn and target group break even with the underlying recruitment business cash flow positive

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Tech

Role out shortlisting module, demonstrating to clients that AI can produce more accurate shortlisting exponentially faster than a human, enabling recruiters and hiring managers to deliver quicker and more cost-effective results than present

Deploy the technology offering to multi-national clients using the Inverse team's extensive networks and the new business development capability

TECHNOLOGY UPDATE

- Focus is on disruption of a highly subjective and manual industry using AI

- Significant investment in AI to date will slow down while it is deployed in the platform to be used by customers
  - Knowledge graph asset implemented - an Industry-leading context mechanism that delivers high quality matching results
  - Training data does not include ethical issues that could bias results

- Customer opportunity significant domestically and globally, including…
  - existing multi-national clients,
  - over 8,000 recruitment firms and
  - SME hiring managers

- External customer platform for shortlisting due for launch in next six months

RECRUITMENT UPDATE

Delivering growth in Energy, Resources and Technology sectors

Providing opportunities for synergy across the group and leveraging a strong network to gain access to potential platform clients.

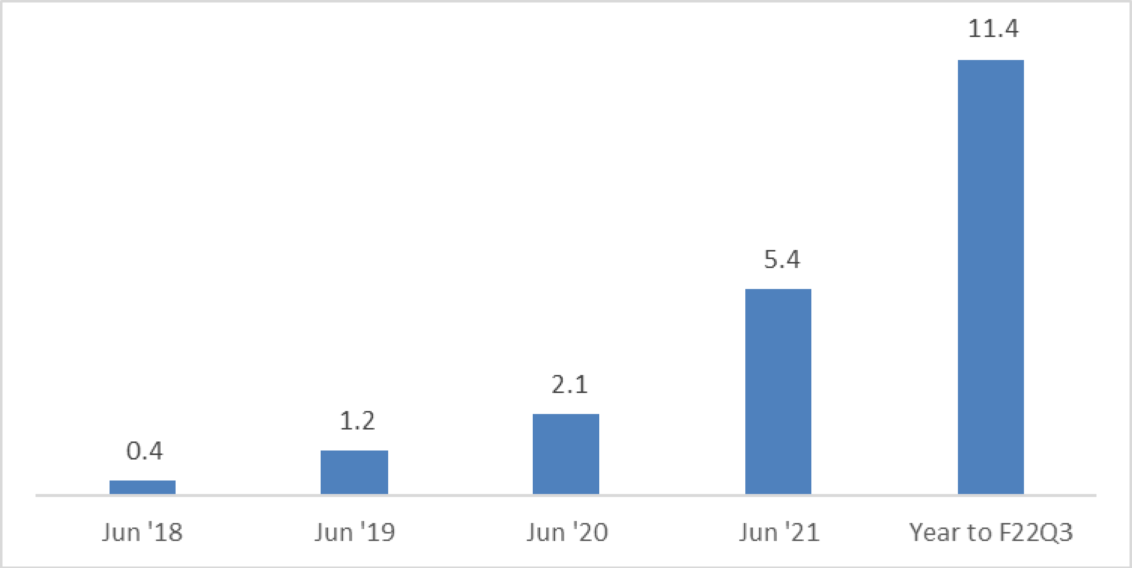
Integrated corporate and support team led by experienced operations lead

- Strong client base, with opportunity to expand market share

- Client share growth
- Strong operating platform

Inverse Cash from customers (millions)

Annual growth since business founded in 2017 (excluding Hiremii)



Recruitment team have delivered consistent growth and expect long term trend to continue post integration.

LONG TERM OPPORTUNITIES

Growth

Increase existing client depth

Consider global expansion through PWC Align & Connect Program

Energy transition focus

Technology

Leverage tech to deliver high volume solution

Disruptive growth through online hiring managers and users

Expansion of in-house development capability

Investment in customer success for technology platform

Integrated marketing and sales

Funnel larger opportunities to the enlarged group

Strategic partnerships to accelerate expansion in existing and high growth sectors

SUMMARY

- Experienced and shareholder aligned executive leadership team in place with significant operational knowledge of the recruitment industry
- Combined entity operating smoothly, providing opportunity for growth with a reduced cash burn
- Focused technology product set, ready for testing and deployment internally in in Inverse Group in Q4
- Strategy to move from blue collar to a high-quality white collar offering providing business with lower risk, longer term and sustained contracts
- Recently completed funding round with lower cash burn has improved sustainability, fully funded to deliver on our current plans for remainder of the year and focused on achieving cash breakeven
- Record Q3 achieved in challenging conditions, with an established high caliber team now well positioned for accelerated growth in FY23
- New investment in Marketing & Communications to drive a pipeline of opportunity in both technology and recruitment channels

- Established 'at scale' recruiting business (funded)
- Tech positioned to launch with reduced investment expected
- A complementary business model between Inverse and Hiremii