

## Hiremii delivers record revenues and improved margin in FY23

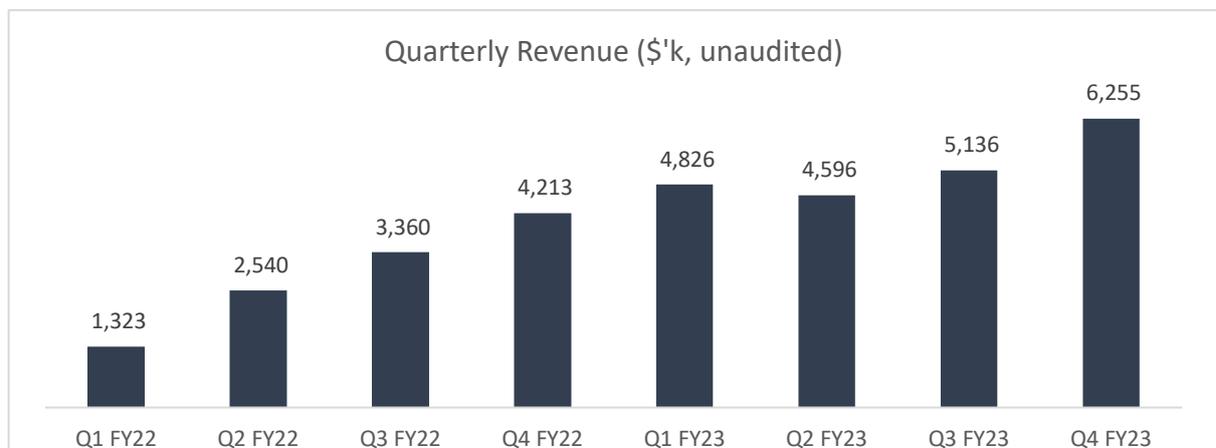
AI Copilot toolset growing with launch of innovative 'Sourcd'

AI powered Recruitment Technology company Hiremii Limited (ASX:HMI) ("Hiremii" or "the Company") is pleased to provide its Annual Report and Appendix 4E for the year ended 30 June 2023 (FY23).

### FY23 Highlights

All figures A\$ unless otherwise stated.

- Revenue increased strongly by 82% to \$20.8m for FY2023 on the prior comparative year (FY22: \$11.4m), with 95% recurring revenue from long term contractors.



- 15% improvement in gross margin percent to 11.4% for FY23 (FY22: 9.9%) due to increased permanent placements and the higher margin of Inverse Group acquired in November 2021.
- Record Gross Margin of \$2.4m for the year, increasing by 109% year-on-year (FY22: \$1.1m).
- Operating expenses reduced to 16% of revenue in FY23 (FY22: 27%), showing strong economies of scale (Operating expenses consist of Employee benefits as well as professional and consulting, general and administrative expenses).
- Record cash receipts of \$22.2m, up 77% on FY22 (FY22: \$12.6m).
- Operating cash breakeven achieved in both the final quarter and for the year ended FY23 due to strong revenue growth at higher margins, cost control and good working capital management.

- Experienced Technology Sales Director, Yolande Couderc recently appointed to join growing Technology team and drive growth in generative AI recruitment toolsets.
- Research and development costs for the year covered by the Research and Development Incentive of \$379,976 received in January 2023.
- Accounting loss of \$1.5m down 45% year-on-year (FY22: \$2.8m) after Depreciation and Amortization of \$475k (FY22: \$327k), Finance costs of \$73k (FY22: \$45k), and impairments of \$100k (FY\$60k).
- Cash of \$1,942,557 on hand at year end FY23 (FY22: 2,386,204).

**Commenting on the achievements in FY23, Managing Director, Andrew Hornby said;**

“We progressed through significant milestones and advancements in our AI product suite during the year, completing the major development of Shortlist, integrating a Large Language Model (LLM) into the platform and enabling us to take the product through to customer trials. Having received encouraging results from the trials, we moved from the development phase of the business to commercialisation with the commencement of a Chief Commercial Officer and Head of Sales towards the end of FY23.

We continue to develop innovative solutions using artificial intelligence powered by deep industry experience of the Company's wider team. Our near-term focus is on completing Hiremii's innovative AI Co-Pilot product “Sourcd” which intelligently automates personalisation of candidate engagement leading to greater success in attracting higher calibre candidates at speed and scale. This important step will enable us to move closer to providing industry with a fully automated approach to candidate attraction, recruitment and onboarding.

Hiremii subsidiary, Inverse Group delivered another record set of results during the period, achieving 82% growth in revenue to \$20.8m, 77% growth in cash receipts to \$22.2m, 16% Gross Margin improvement to 11.4% and gross profit of \$2.4m. We have benefitted from the investments we began making in the prior year, which have included client acquisition, attracting high calibre consultants and de-risking our contractor portfolio. Looking ahead, our focus remains on maturing our large multi-national customers, contractor growth and margin improvement”.

## AI Copilot

Hiremii announces the upcoming development and launch of its game-changing AI Co-pilot product, 'Sourcd.' This innovative product is poised to redefine the way recruiters connect with potential candidates, streamlining the outreach process and enhancing response rates.

'Sourcd' is a powerful AI copilot for recruiters that enables the instant generation of personalised outreach emails at scale, addressing a significant challenge in the recruitment industry: the balance between personalised communication and the efficiency demanded by managing multiple roles.

“We’re excited to launch 'Sourcd' at a pivotal time for both Hiremii and industry's rapid adoption of generative AI. With ‘Sourcd’ as their AI co-pilot, recruiters can expect heightened efficiency, improved response rates, more candidates and an opportunity to cross sell other Hiremii technology features, enabling the benefits of automation to hit the bottom line.” said CEO Andrew Hornby.

## About

Hiremii Limited (ASX: HMI) is a technology-driven full-service recruitment company with two core business components; Hiremii Technology, a cloud-based platform which uses machine learning and artificial intelligence to automate and improve recruitment and onboarding processes, pre-vetting and shortlisting candidates based on employers' specific requirements, and Inverse Group, a growing recruitment business that provides specialist white collar recruitment services to the energy, resources and technology sectors.

To learn more please visit: [www.hiremii.com](http://www.hiremii.com)

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