

The Company Announcements Office  
ASX Limited (via E-Lodgement)

17 August 2017

## USA and UK Update

### USA Update

Rision Limited (RNL) has made significant progress with its goal of penetrating the USA market with our core product offering and is pleased to announce the commencement of live use by clients in the USA market.

#### **Background**

As we announced in our July Market Update, last month we had progressed the activity to a point where we were about to launch start-up trials in a number of locations with a view that these locations will convert to revenue generating customers at the completion of the trial period (late 2017).

This week our team has signed up ten cornerstone customers in the Florida region in the USA. Four of those customers are live now with the rest to follow progressively over the next two weeks.

These cornerstone businesses are all Florida based, are middle tier businesses which have high staff churn and roster concerns and present excellent revenue opportunities for Rision.

The take-up of the Rision Rostering and Staff Notification platform adds validity to our core product as we look to penetrate the large contingent workforce in the USA.

#### **Strategy Overview**

The drive to the USA marketplace is on the back of an enormous growth in the contingent workforce in that country. Current estimates (source: Jobenomics) are that the contingent workforce is around 60million employed Americans – or 40% of the total workforce.

This dramatic shift in the workforce will have significant impacts on enterprise buyers of talent. Driven by the need for flexibility, access to specialized talent, and cost effectiveness, employers will continue to seek out independent workers. There is significant opportunity for companies to implement and innovate total talent management strategies that leverage this new workforce.

Rision fits very neatly into this space with our core products.

### UK Update

Virgin Care Limited (VCL) remains the prime focus for Rision (RNL). Along with other senior personnel, the RNL Chairman is meeting with VCL directors and management at the end of August to further solidify the commercial opportunities and to establish an accelerated path to revenue. A market update will be released in early September following the UK meetings.

#### **ENDS**

For more information contact:

Andrew Dale

+61 447 232 888

#### **Disclaimer**

*All statements other than statements of historical fact included on this announcement including, without limitation, statements regarding future plans and objectives of Rision, are forward-looking statements. Forward-looking statements can be identified by words such as 'anticipate', 'believe', 'could', 'estimate', 'expect', 'future', 'intend', 'may', 'opportunity', 'plan', 'potential', 'project', 'seek', 'will' and other similar words that involve risks and uncertainties. These statements are based on an assessment of present economic and operating conditions, and on assumptions regarding future events and actions that are expected to take place. Such forward-looking statements are not guarantees of future performance and involve known and unknown risks, uncertainties, assumptions and other important factors, many of which are beyond the control of the Company, its directors and management of Rision that could cause actual results to differ from the results expressed or anticipated in these statements.*

Phone: (61) 3 9088 0386  
Web: [www.rision.com](http://www.rision.com)  
Email: [info@rision.com](mailto:info@rision.com)  
Address: 1a Weston Street Balwyn, VIC 3103, Australia

### **2016 U.S. Employed Labor Force**

Source: GAO, BLS, NORC, Jobenomics

