

*The #1 Platform for Recruiters*

# Recruiter.com

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A platform for distributing the labor of recruiting highly-skilled employees to a powerful network of independent recruiters.

**Recruiter.com**

OTC: RCRT



# Disclaimer



During the course of this presentation, we may make statements which are considered “forward-looking statements” within the meaning of the Private Securities Litigation Reform Act of 1995, including statements regarding our future performance, goals and growth. Forward-looking statements may be identified by such words as “believe,” “estimate,” “anticipate,” “expect,” “plan,” “intend,” “may,” “could,” “might,” “will,” “should,” “approximately,” “potential” or, in each case, their negative or other variations thereon or comparable terminology as it relates to us, although not all forward-looking statements contain these words.

We have based the forward-looking statements largely on our current expectations and projections about the future events and financial trends that we believe may affect our financial condition, results of operations, business strategy and financial needs. Important factors that could cause actual results to differ from those in the forward-looking statements include continued demand for professional hiring, the condition of the equity markets in general and for microcap companies in particular, a lack of growth in the U.S. market for technology-enabled recruitment services, inability to successfully integrate the assets acquired in the recently closed merger and asset purchase and the Risk Factors contained within our filings with the Securities and Exchange Commission including our annual report on Form 10-K for the year ended March 31, 2018. Any forward-looking statement made by us herein speaks only as of the date on which it is made. We undertake no obligation to publicly update any forward-looking statement, whether as a result of new information, future developments or otherwise, except as may be required by law.



# Business Overview



## WHAT WE DO

Disrupt the traditional fee-based model of recruiting through SaaS tech platform.



## OUR MISSION

To become the top of mind solution for hiring specialized talent and dominate the massive \$145 Billion US market.



## WHO ARE WE

Decades of experience in the employment / recruiting industry and marketplace technology platforms.

Recruiter.com, the #1 defining brand for a multi-billion industry

# Business Overview



## A Billion Dollar Brand

Name defines an entire industry. Top search engine placement & Traffic



## Powerful Distribution

9,000+ recruiters, 2 of the top 10 LinkedIn Groups, 260k unique monthly visitors



## Software Technology

Over \$3M invested in SaaS-enabled marketplace platform and AI matching technologies

SET TO DISRUPT A

**\$145B Market**

*"9 Best Websites for Finding Top Talent" - Inc.*

*"Top 35 Most Influential Career Sites" - Forbes*

# Recruiter Solves a BIG problem



**TALENT  
SHORTAGE**

**7.1M** open jobs

**\$145B** US staffing industry

*Finding unique professional talent is one of the biggest hurdles faced by employers.*



42% of employers are worried they won't be able to find the talent they need.



72.8% of employers are struggling to find relevant candidates.



Last year \$1B investment in HR tech, with recruitment technology as the #1 category, at \$544M.

# Market Overview



## RAPIDLY GROWING MARKET

### 1. Overall Recruiting Market

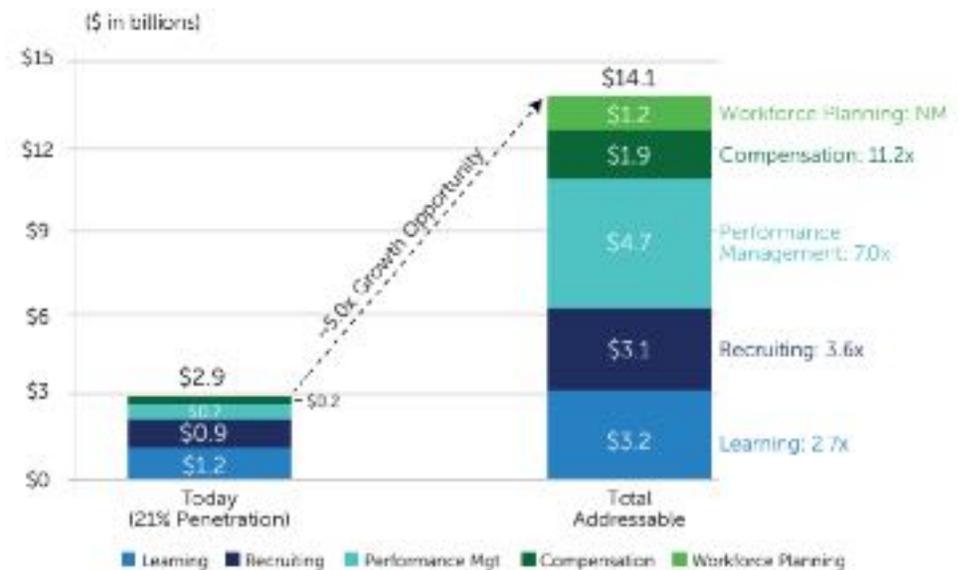
**\$145B+** (Bersin and Associates)

### 2. Online Recruiting Sites

**\$4B / 12.7%** (IBISWorld Reports)  
Annual Growth

### 3. Employment and Recruiting Agencies

**\$27B / 3.7%** (IBISWorld Reports)  
Annual Growth



# Software Platforms



*Platforms are taking over traditional recruitment*

**DIY Job Posting**



**Indeed.com**  
Indeed was purchased recently by Recruit Holdings Co., Ltd. Services such as "Indeed Prime" position the company as not only a job board, but as a source for specialized, hard-to-find professional candidates.

**LinkedIn**  
The recent acquisition of LinkedIn opens many questions for the coming years and while they are an obvious force in recruiting, they would have to develop a more direct fee based recruitment service to directly compete.

**ZipRecruiter**  
After raising \$63M in 2014, ZipRecruiter has continued to scale into a household name through intense direct marketing to small to mid-sized businesses and a highly optimized user conversion experience.

**Scout**  
Scout offers an online platform for connecting recruiters and employers. Recent raise: \$100M

**Reflik**  
Reflik offers a crowdsourced model for sourcing talent using recruiters. Recent raise: \$1.4M

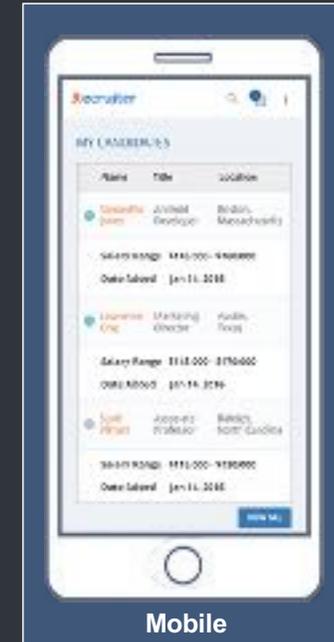
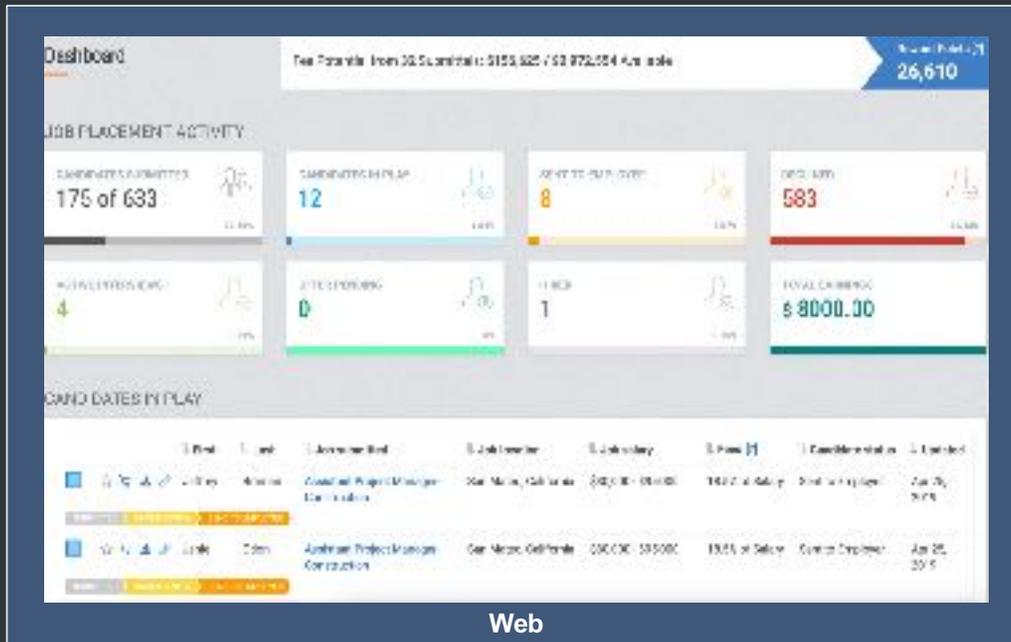
**Hired.com**  
Hired is a career marketplace that matches tech talent through direct bidding. Recent raise: \$30M.

**Emerging Platforms**



# Expert Network Platform

Recruiter.com's Software Platform Enables a Network of Independent Recruiters to Scale and Transact



A responsive mobile platform allows self-service for employers & recruiters

Recruiters view a dashboard of placement metrics & earning opportunities

## HOW IT WORKS



### NO PLATFORM COSTS

We agree on a success-based fee agreement with you with zero up front cost.



### EXPERT TALENT DELIVERY

You are assigned a dedicated talent specialist from our account management team.



### PLATFORM POWER

Through our platform, we engage our network of expert recruiters to work on your hard-to-fill positions.



### QUALITY SCREENING

Our internal team of recruiting professionals reviews all candidates to ensure quality.

**Recruiter**

The people are great and provide the best service possible in this business. I got timely feedback from clients & was provided status on my submissions in a very timely manner. I never felt like I was submitting candidates into the proverbial black hole.



### Glenn Garrett

*Sr. Technical Recruiter, Link 2 Talent*

I have had nothing but positive experiences. I am very happy with the prompt responses and efficient communication from this team. Not all recruitment platforms communicate well with their recruiters, and this is something that I truly appreciate.



### Cynamon Scott

*CEO, CynVoe Enterprises*



# Business Model



## Our Thesis

*We will drive incredible results for our clients by engaging and incentivizing our growing network of recruiters through our software platform*

## Marketplace Transactions

- 50% of placement revenue for free users
- 65% of placement revenue for pro users @ \$79/mo
- Split Fee Revenue Share

Recruiting Fees

## Software Subscription Model

- SaaS platform for Platinum Recruiters at \$79/month
- Employer pro model to scale at \$495/month enterprise plan.
- Annual subscriptions for larger enterprises

Software Fees



*"Helps you reach the right people as well as find a better job." - Ken Sundheim, Forbes*

# Metrics, Clients, & Partners



**\$4M+**

The total amount of fees available today on the platform.

**9,000+**

Number of recruiters on the platform

**800,000+**

Number of Members in our LinkedIn Recruiter Group (Top 10 LinkedIn Group)

## Live Partnerships and Integrations



## TOP EMPLOYERS ON OUR PLATFORM INCLUDE



# Increasing Value of Expert Network

*With SHRM-certified training program, 10K+ unique recruiting articles, and professional magazine, we add value to our network to increase engagement & efficacy*



71,349

Followers

Social Community



47,700

Followers



Recruiter Training



Publication

# Recruiter Management Team



**Miles Jennings** | *CEO*

15+ years of experience in the Internet and employment markets including Indeed.com and Adecco Group.



**Rick Roberts** | *President, Recruiting*

20+ years of achievement leading of sales, recruiting, and operations.



**Evan Sohn** | *Chairman*

20+ years of experience in ecommerce at Fortune 500 and start up environments with a history of rapidly growing businesses and capturing market share.



**Ashley Saddul** | *CTO*

Seasoned entrepreneur & technologist with experience at startups and mission-critical banking applications.

# Investment Highlights



## A team ready to execute

Industry leaders with experience in building & scaling technology and teams.

## A massive market

Proven market opportunity in fulfilling jobs and fast growing segment in online recruitment.

## A top brand

Recruiter.com with over 300k unique visitors per month & 3M total social media reach

#1 Google listed site for top volumes of client searches



## 2019 Goals

- Scale revenue leveraging the platform (organic) and potential additional accretive acquisition (non organic) growth
- Add additional technology to aid in candidate sourcing (AI and others)
- Scale our ecosystem to 20k recruiters with improved engagement



A nighttime aerial view of a city skyline, featuring a prominent skyscraper on the left and a river in the foreground. The city lights are visible against the dark sky.

# THE PLATFORM THAT CONNECTS EMPLOYERS WITH RECRUITERS

**Hire Top Talent Faster + Smarter**

[www.recruiter.com](http://www.recruiter.com)

**OTC: RCRT**