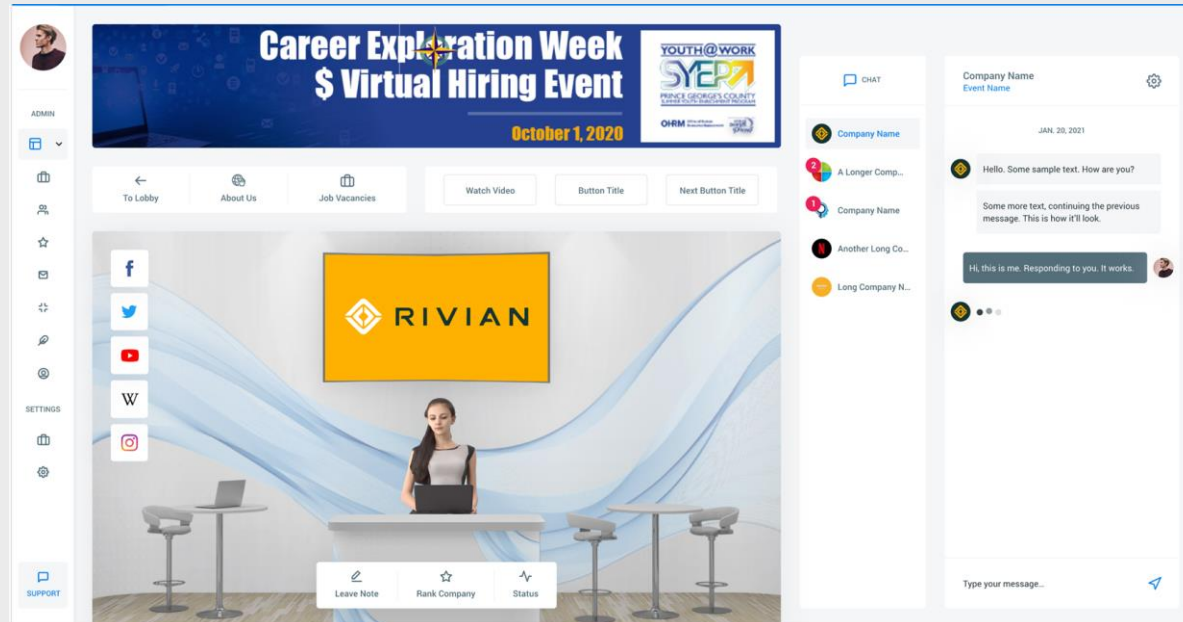# THE LEADER IN
VIRTUAL RECRUITING EVENTS

PREMIER VIRTUAL TRACTION

A VIRTUAL RECRUITMENT PLATFORM THAT IS EASY AND EFFICIENT FOR BOTH JOB SEEKERS AND EMPLOYERS

1 — $2.4M in contracted revenue since launch of virtual platform in March of 2020.

2 — Hosted 1,200 events with over 14,000 companies and 145,000 candidates.

3 — Clients are renewing contracts for 3+ years.

2

What is Premier Virtual?

* Premier Virtual's SaaS platform was designed by recruiters, for recruiters.

* Multiple solutions

  * Exclusive virtual hiring events

  * Multiple company recruitment events

  * Tradeshows.

* Easy-to-use virtual platform simulate an in-person experience
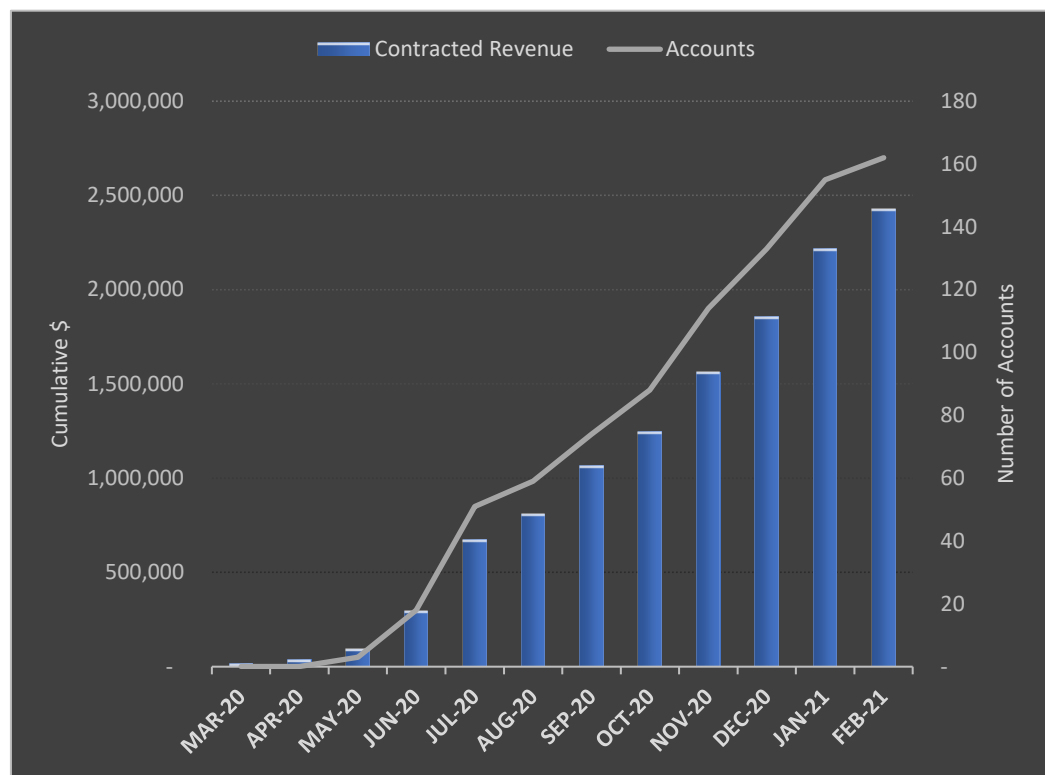
* Robust analytics and reporting

Why PV?

Over two decades recruiting and conducting in-person job fairs

Saw a need for virtual events as candidates stopped attending events

Launched Premier Virtual platform in 2020

Covid showed the world how efficient virtual is

What's Next?

Version 2.0 launches in April 2021 with several enhancements that no other platform has

All-in-one recruitment platform launches 4th quarter of 2021

(ATS/Communication/CRM/Virtual/Video Interview)

Virtual and Hybrid Events are the future

FINANCIAL RESULTS

- *Profitable since October 2020, cashflow positive by 2H-2021*

- *Over 80% of bookings to date represent recurring revenue*

- *Nearly 100% client retention to date*

- *Strong ARR growth in first year, projected to approach $20m by 2023*

A FEW OF OUR CLIENTS

Military/Veteran Organizations

U.S. ARMY — U.S. AIR FORCE — United States Veterans Chamber of Commerce — American Legion — Alaska Army National Guard

Workforce Development

CareerSource FLORIDA — WWDA Wisconsin Workforce Development Association, Workforce Development Experts — VIRGINIA CAREER WORKS — MASSHIRE — TN Department of Labor & Workforce Development

Education Systems

FAU FLORIDA ATLANTIC — adée — EBR East Baton Rouge Parish School System

International

ROYAL TELEVISION SOCIETY

Individual Companies & Associations

BMW — WM WASTE MANAGEMENT — TECH HUB SOUTH FLORIDA — elsa The European Law Students' Association

Premier Virtual Executive Team

Steve Edwards

CEO

Gary Chambers

COO

Bryan Happ

CFO

Jamie Varasso

VP of Sales

Jose Tavarez

Director of Technology

- Over 15 years in leadership
- 9 years in job fair/recruiting
- US Veteran – Army

- 9 years in job fair/recruiting
- 3 years in marketing
- 7 years as a firefighter

- 30+ years financial executive
- 14 years E&Y
- CFO previous VC backed

- 11 years IT staffing
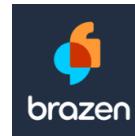- 20+ years in leadership
- US Veteran – Army

- 25+ years IT experience
- 20+ years in leadership
- Developer/Cybersecurity

Grew our team from 4 to a team of 25 in 2020

WHY WE BEAT OUR COMPETITION

- ➤ Competitive Pricing
- ➤ Ease of Use
- ➤ Superior Customer Service
- ➤ Better User Experience
- ➤ Simuluates In-Person Events
- ➤ Reputation In Market
- ➤ Our Customers Tell Us

Brazen is a virtual event platform that helps organizations create better engagement through chat-based online events.

Easy Virtual provides a sophisticated job fair simulation that enables real-time interaction between recruiters and candidates.
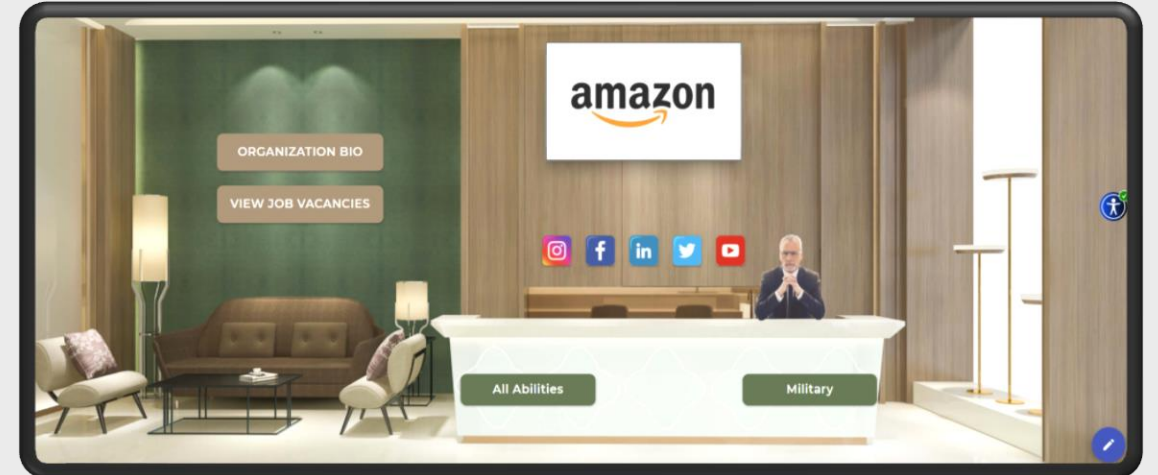
SaaS based Online Events Platform.

XOR develops technologies for human resource and talent acquisition workflow automation.
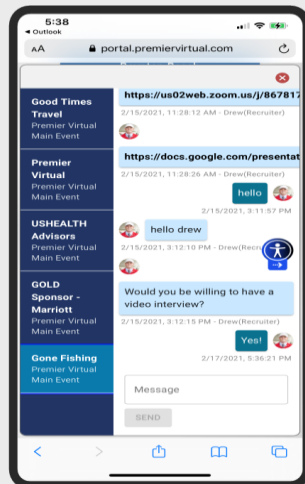
A view of our software..

Can be used on any device... Anywhere

Features – What makes PV better...

> Easy and Efficient to use
> User Interface simulates in-person events
> Chat that follows candidates – no long waiting ques
> Live support during all events

> Dedicated AM's to guide and train clients and organizations
> Video resumes within platform
> Candidate matching service

> Built in reminders and surveys
> Ability to use for tradeshows, webinars, networking and career fairs
> Pricing is easy to understand and budget

R E S U L T S

Excellent and easy to use high tech software with user choices! Great investment for our Workforce Development Board. This platform definitely adds an additional tool in our box for businesses and jobseekers alike. Phenomenal customer relations and service with Drew and Jordan. Thank you for the help and continued support!
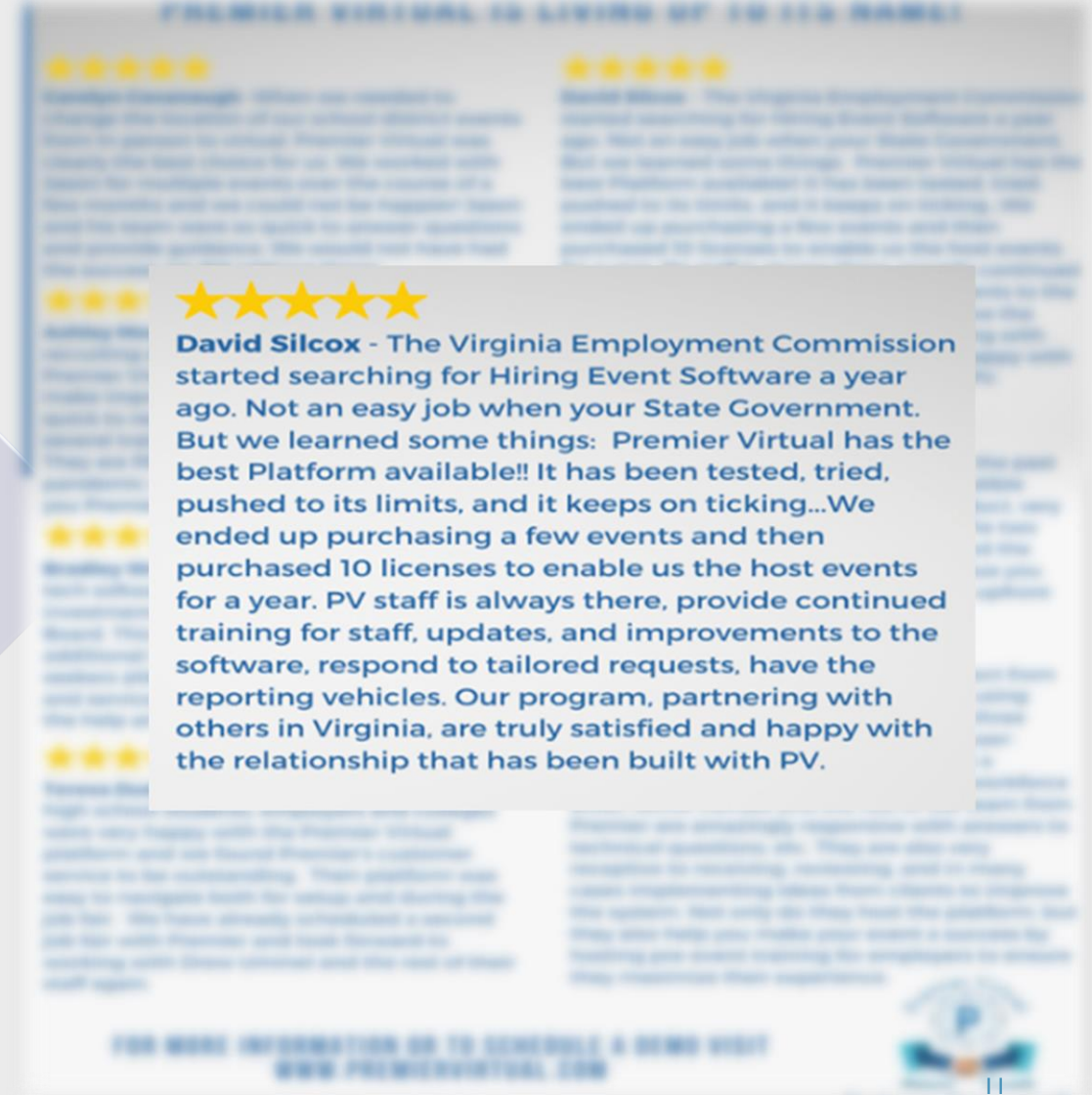
Bradley Wells

Great platform for virtual recruiting events! I continue to be impressed by Premier Virtual's ability to take feedback and make improvements to their platform. They are quick to respond to any questions. They offer several training opportunities for their users. They are filling a huge need during this pandemic and making a huge impact! Thank you Premier Virtual!

Ashley Moslak

Virtual was the clearly the best choice for us. We worked with Jason for multiple events over the course of a few months and we could not be happier! Jason and his team were so quick to answer questions and provide guidance. We would not have had the success we did without them!

Carolyn Cavanaugh

"The customer service support from this company is amazing!"
Eric Nelson - Business Service Representative for Manufacturing at Massachusetts Department of career Services

★★★★★

David Silcox - The Virginia Employment Commission started searching for Hiring Event Software a year ago. Not an easy job when your State Government. But we learned some things: Premier Virtual has the best Platform available!! It has been tested, tried, pushed to its limits, and it keeps on ticking...We ended up purchasing a few events and then purchased 10 licenses to enable us the host events for a year. PV staff is always there, provide continued training for staff, updates, and improvements to the software, respond to tailored requests, have the reporting vehicles. Our program, partnering with others in Virginia, are truly satisfied and happy with the relationship that has been built with PV.

Premier Virtual – The Leader in the Virtual Career Fair Industry

Steve Edwards - CEO

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Premier Virtual
2019-2023 Income Statement

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	2019	2020	2021P	2022P	2023P
Revenue	$ -	$ 730,563	$ 3,501,489	$ 7,776,745	$ 12,525,703
Revenue growth		*n/a*	*379%*	*122%*	*61%*
Cost of Services	-	36,751	449,380	970,084	1,753,598
Gross Profit	-	693,812	3,052,109	6,806,661	10,772,104
Gross Margin		*95%*	*87%*	*88%*	*86%*
Operating Expenses:					
Research & Development	49,000	118,979	247,312	365,472	475,114
Sales & Marketing	2,330	309,341	1,499,175	2,957,666	3,757,711
General & Administrative	4,619	388,203	1,000,508	1,776,749	2,309,774
Total Operating Expenses	55,949	816,523	2,746,994	5,099,887	6,542,599
EBITDA	$ (55,949)	$ (122,710)	$ 305,115	$ 1,706,774	$ 4,229,505
EBITDA Margin		*-17%*	*9%*	*22%*	*34%*