

STEPSTONE IN FIGURES

Mei 2017



Information about StepStone visitors

- Visited pages
3.592.683
- Number of visits
1.092.007
- Unique visits
624.728
- Number of jobs
6480

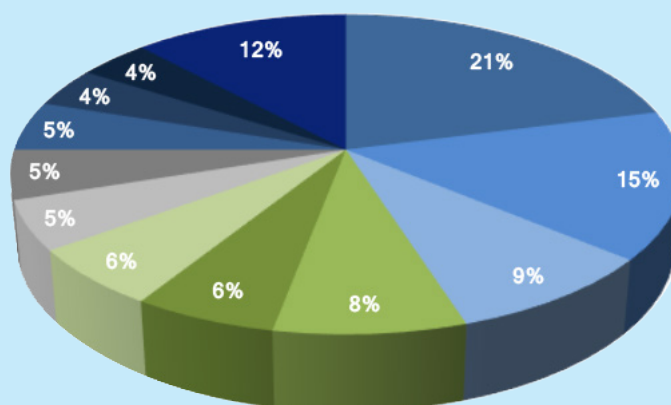
At StepStone, we do everything we can to constantly attract motivated and interesting new profiles to our website and to satisfy the needs of our customers.

In April, the StepStone website received **1.092.007 hits** and **1760 new profiles** were created in our database.

**Sitecatyst April 2017*

Jobs views per type of job

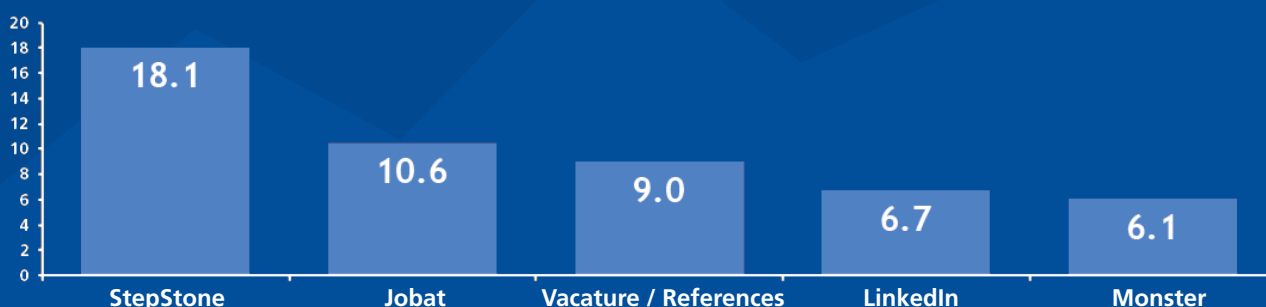
4.870.232
jobs consulted in the
1st quarter of 2017



- | | | |
|--|-----------------------------|---|
| ■ Sales & Purchasing | ■ IT and Telecommunications | ■ General Management |
| ■ Engineering & Technical Jobs | ■ Marketing & Advertising | ■ Manufacturing, Building and Manual Work |
| ■ Administrative Support & Secretarial | ■ Human Resources | ■ Banking, Finance Services & Insurance |
| ■ Finance Administration & Auditing | ■ Transport & Logistics | ■ Others |

The results speak for themselves

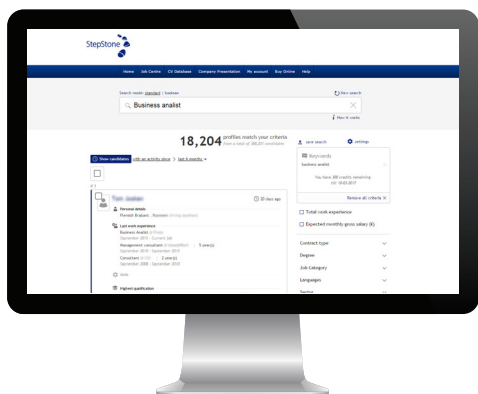
Number of applications per job published



Overview of applicants subscribed on StepStone

- Number of searchable profiles
395.726
- Number of profiles updated
5394
- Number of new profiles
1760
- Number of manual workers
69.000

Don't wait for the right candidates to apply. Contact them directly thanks to the DirectSearch database.



1. Reach active candidates

- Over 50% active profiles
- Receive relevant new profiles by e-mail

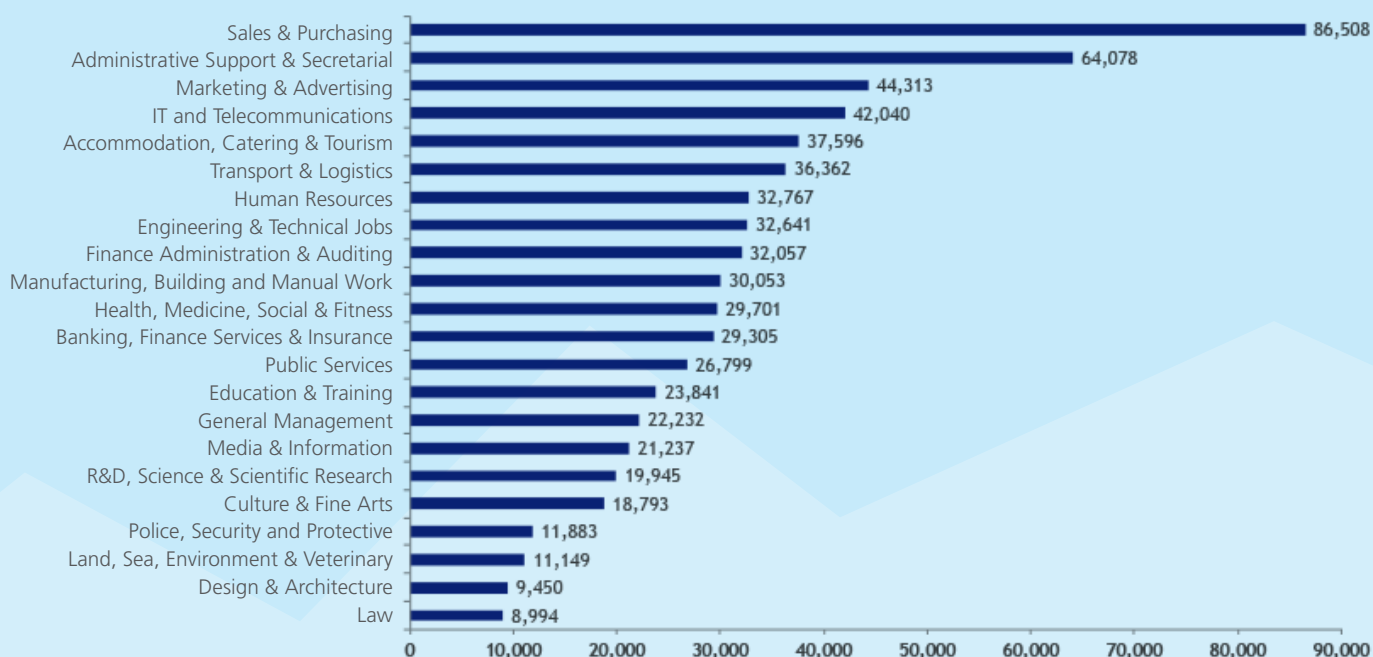
2. Target the right candidates precisely

- Qualified profiles in every field
- A wide range of selection criteria

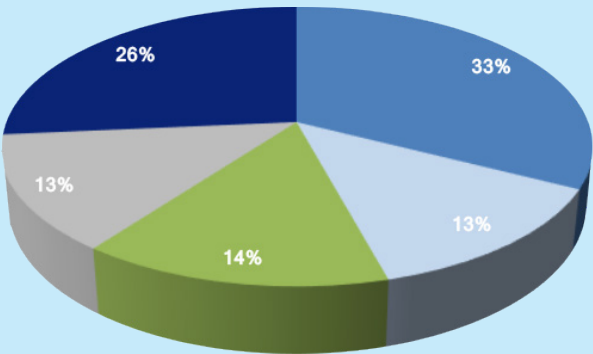
3. Enjoy the benefits of a simple and fast tool

- Contact the candidates directly and follow up your results
- Optimise your results with training courses

Number of profiles per function categories

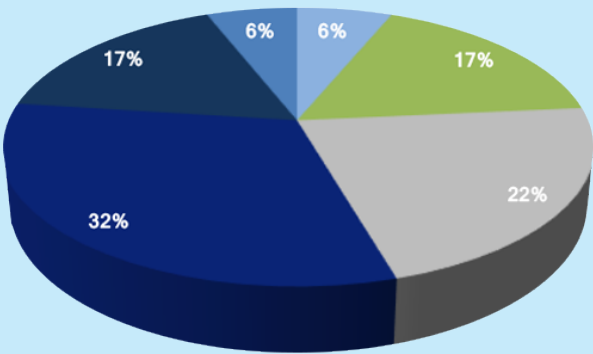


Experience level



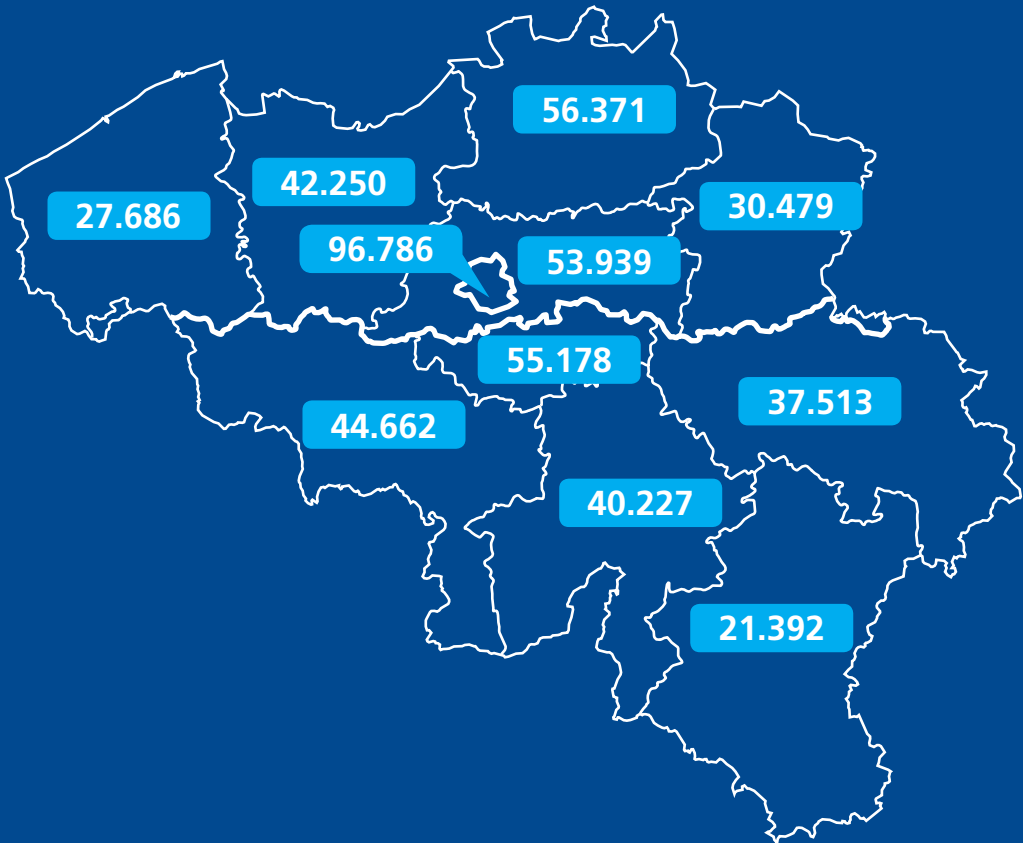
- No experience
- Between 1 and 2 years
- Between 3 and 5 years
- Between 6 and 10 years
- More than 10 years

Age



- 18-25 years
- 26-30 years
- 31-35 years
- 36-45 years
- 46-55 years
- 56-65 years

Number of profiles per area



The right applicants for your jobs

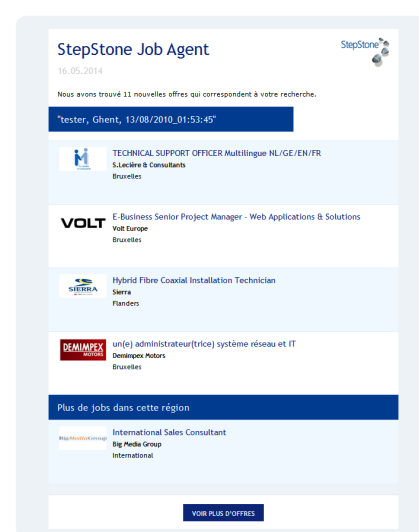
Attracting a lot of visitors to our website is not enough to yield good results. This is why we run regular campaigns to attract applicants with specific profiles and guide them towards jobs that are suitable for them.

1 StepStone Job Agent

Job Agent is an automatic email service which sends a **customised** list of jobs to our subscribers every day. Your job offer is sent via Job Agent to candidates whose profile matches what you are looking for.

On average, Job Agent gains **25,000 new subscribers** each month.

- | | |
|-------------------------|--------------------|
| ■ Job Agent subscribers | ■ New Job Agents |
| 813.479 | 20.027 |
| ■ Job Agent sent | ■ Job Agent clicks |
| 18.215.260 | 338.578 |



2 An unrivalled candidate experience

Our UX design experts have developed 3 new layouts for your advertisements: SHOW jobs, SHINE jobs and INSPIRE jobs.

Our new jobs guarantee the best possible candidate experience and therefore better results for your jobs.

The benefits of this new design:

- A clear, modern layout
- Works perfectly on PCs and mobiles
- Opportunities for innovative customisation
- Better results for your jobs



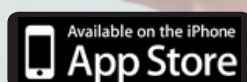
3 40% of our audience on mobile and tablets



More and more applicants are using their smartphone to look for jobs. To serve the needs of our candidates even more, we have launched our **renewed app**. Candidates can easily apply with this userfriendly app.

Our candidates also see even more relevant job offers via the unique **StepMatch technology**. And they are immediately receiving your job offer with the **push messages** that the app sends: your job is seen immediately by the most relevant candidates!

Download the app via the App Store or Google Play:



40% of candidates visiting StepStone

4 Les partenariats de StepStone

We developed a circle of more than 60 partner websites. These partner websites publish StepStone job offers and refer qualified applicants back to our website. We select them carefully on their basis of their reputation and the quality of the traffic they generate. So we are proud to cooperate with partners such as:



See all our partners on:

www.stepstone.be/be-recruiters/why-stepstone/partners/

Your sales team

Email: sales@stepstone.be | Tel: +32 (0)2 209 97 77 | Fax: +32 (0)2 218 79 45