



Investor Presentation – 1H FY2016 25 February 2016



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- 1. Highlights
- 2. Financial Results
- 3. Business Overview
- 4. Focus For The Year Ahead

"Having invested in the Office 365 suite, PepsiCo looked to the LiveTiles solution to increase collaboration and gain alignment between disparate business units."

John S Phillips SVP Customer Supply Chain & Global Go-to-Market







# Growing Partner Ecosystem

- Ongoing development of LiveTiles' partner ecosystem to enable sustainable and significant user growth
- 50% growth in partners in 1H FY16
- Distribution Agreements signed with SYNNEX Corporation (North America) and Tech Data (USA)
- Outsourced training program established

### Strengthening Microsoft Alignment

- Unique Microsoft Co-Marketing Agreement in the United States
- Invited to exhibit with Microsoft at National Retail Federation
- LiveTiles now in Microsoft App Catalogue

### LiveTiles Mosaic Growth

- LiveTiles Mosaic now deployed to schools and school districts representing over 2.5 million students and teachers
- Several opportunities for department-wide deployments
- Opportunity to begin monetising Mosaic user base via LiveTiles Build (first major customer closed)

### Continuous Product Innovation

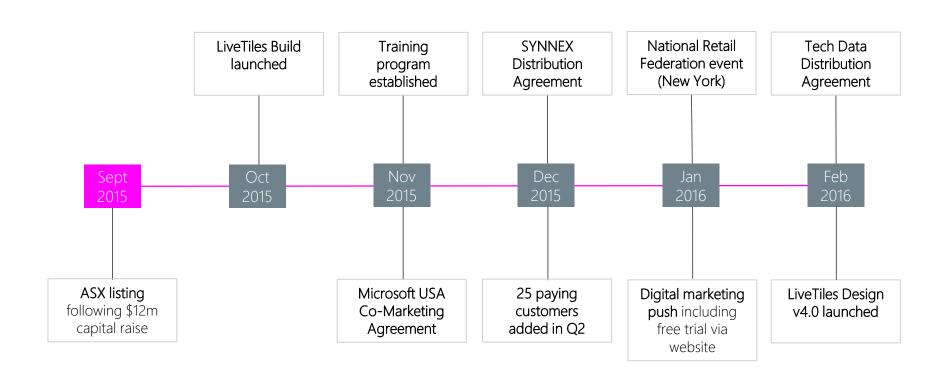
- LiveTiles Build launched in October 2015
- LiveTiles Design v4.0 launched in February 2016
- LiveTiles BluePrint scheduled for release in March quarter
- Several API integrations under development

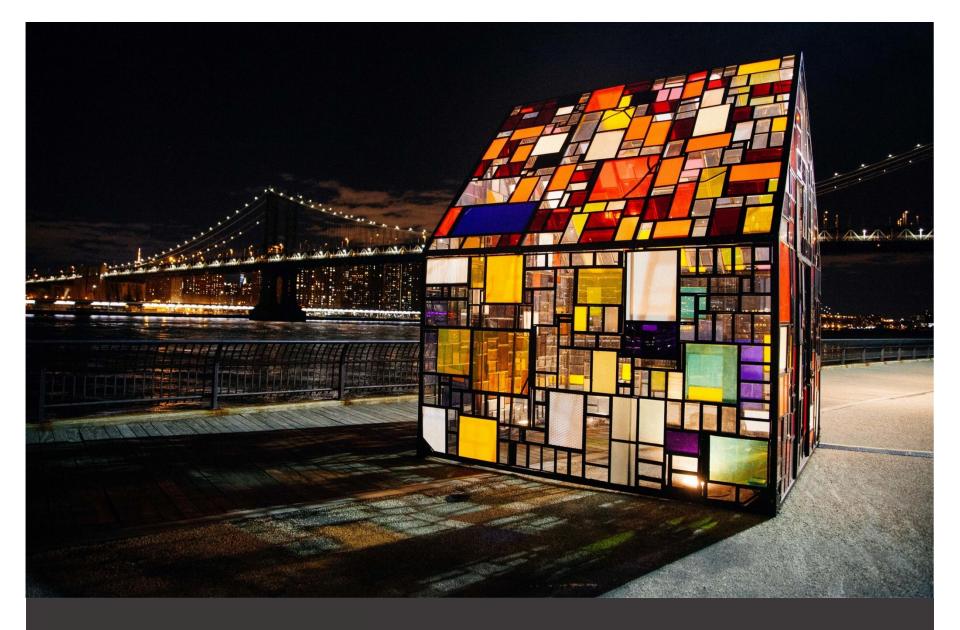
#### 1H FY16 Results

- Annualised Subscription Revenue grew to \$480,000 as at 31 December 2015
- 44 paying customers added in 1H FY16
- Normalised operating expenses of \$3.1m in 1H FY16 <sup>1</sup>
- \$10.1m cash balance as at 31 December 2015 (plus estimated FY15 & 1H FY16 R&D grants of \$2.7m)







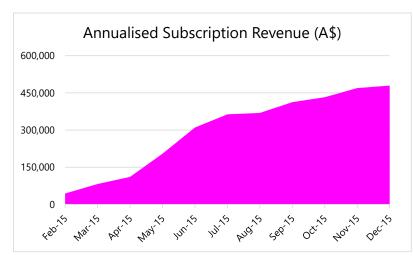


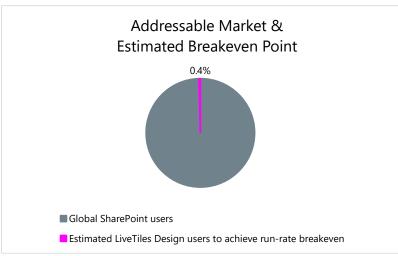




# Annualised Subscription Revenue

### Annualised Subscription Revenue grew to \$480,000 as at 31 December 2015





- Annualised Subscription Revenue (ASR) is LiveTiles' primary financial metric
  - Represents committed, recurring software licence revenue on an annual basis
- Licensed users as at 31 Dec: 46,000<sup>1</sup>
  - Average net revenue/user/month: A\$0.76<sup>1</sup>
- 44 paying customers added in 1H FY16
- LiveTiles is actively pursuing the large installed base of Microsoft SharePoint users (~200m)
- To achieve run-rate breakeven on a cash basis, LiveTiles requires ~830,000 LiveTiles Design users at an assumed contribution of US\$0.50 / A\$0.70 per user per month
  - Equates to 0.4% of the global SharePoint market



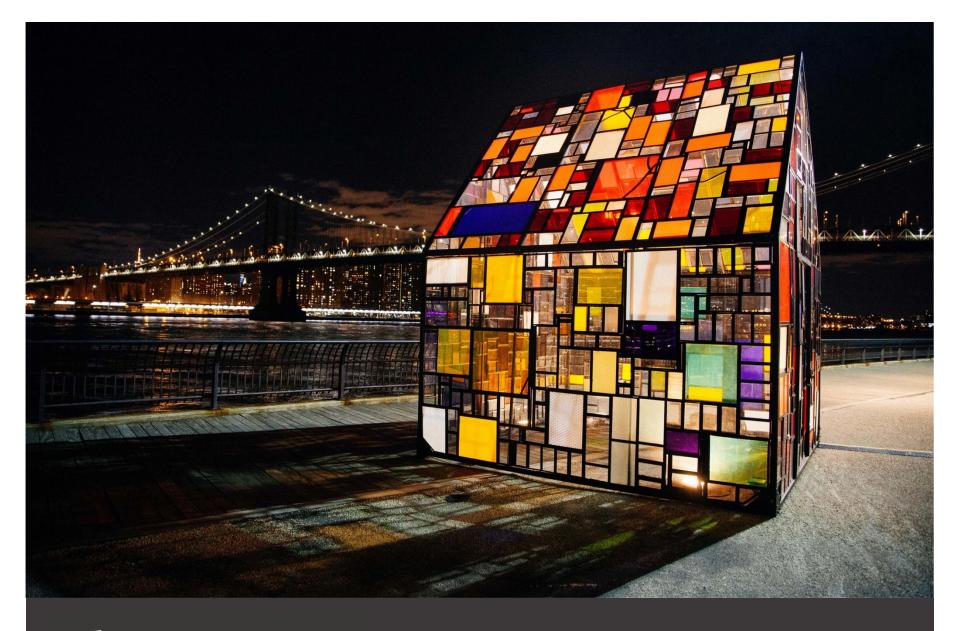
### Summary P&L

Summary P&L - 1H FY16	\$'000	Notes
Subscription revenue	186	
R&D grant	715	(a)
Other income	17	
Total revenue and other income	918	
Total operating expenses	(3,053)	(b)
Amortisation of development costs	(297)	
Loss before tax and non-recurring/non-cash items	(2,432)	
Non-recurring expenses		
Transaction expenses	(502)	(c)
rhipe Shared Services agreement (in process of being terminated)	(215)	
Total non-recurring expenses	(717)	
Non-cash non-recurring expenses		
Reverse listing expense on acquisition of Modun	(2,955)	(d)
Share based payments	(3,679)	(e)
Total non-cash non-recurring expenses	(6,634)	
Other non-cash expenses		
Share based payments - Management Incentive Plan	(281)	
Loss before tax per statutory accounts	(10,064)	
Income tax benefit	215	
Loss after tax per statutory accounts	(9,849)	

- Subscription revenue: \$0.19m
  - Additional unearned subscription revenue (balance sheet item): \$0.16m
- Normalised operating expenses: \$3.05m<sup>-1</sup>
- Loss before tax and non-recurring / non-cash items: \$2.43m
- Financials for the comparable period are not meaningful given the separation of LiveTiles from the nSynergy Group in December 2014

#### Notes:

- (a) 6 month accrual for estimated 1H FY16 R&D grant
- (b) Excludes non-recurring expenses under rhipe Shared Services Agreement
- (c) ASX listing and Modun acquisition expenses (excluding capitalised items)
- (d) Represents the value of post-completion shares held by pre-completion Modun shareholders less the net assets of Modun at completion
- (e) Comprises:
  - 1. shares issued by LiveTiles Holdings Pty Ltd (private company) prior to completion of the Modun acquisition
  - 2. pre-existing Modun options

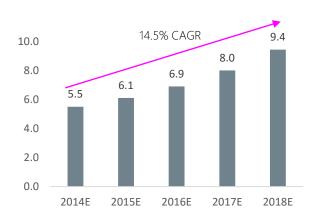








# Global Enterprise Content Management Market (US\$ billions)<sup>1</sup>



#### Microsoft Cloud Growth

- Microsoft's commercial cloud business grew by more than 70% year-over-year, generating run-rate revenue of US\$9.4 billion<sup>2</sup>
- Commercial cloud run-rate revenue target: US\$20 billion in FY18 <sup>2</sup>
- More than 80% of Fortune 500 companies use the Microsoft cloud <sup>2</sup>

### Strong Industry Trends Supporting LiveTiles' Growth

Cloud Growth<sup>3</sup>

- IDC forecasts global public cloud services spending of US\$141 billion in 2019
- 19.4% CAGR from 2015 to 2019
- Almost six times the rate of overall IT spending growth



- By 2017, 70% of mobile workers will be using tablets <sup>4</sup>
- The mobile enterprise business applications market is expected to nearly double to US\$61 billion by 2018 <sup>5</sup>

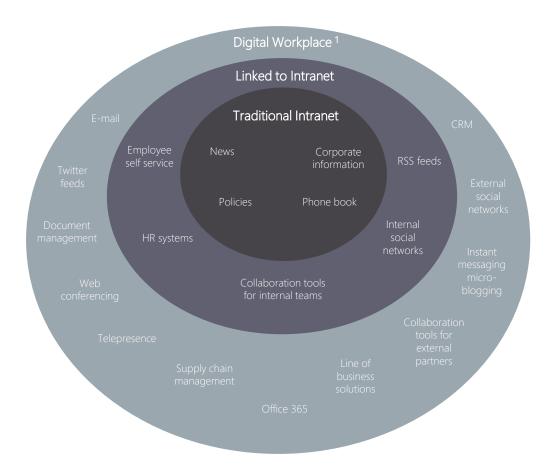


- Increasingly viewed as a strategic asset
- Promotes collaboration, communication and connectivity
- Focus on user experience (the 'consumerisation' of enterprise technology)





"The digital workplace is the experience of work delivered through the collective use of connected devices, software and interfaces" <sup>1</sup>



82% of IT and business executives believe platforms will be the 'glue' that brings organisations together in the digital economy <sup>2</sup>

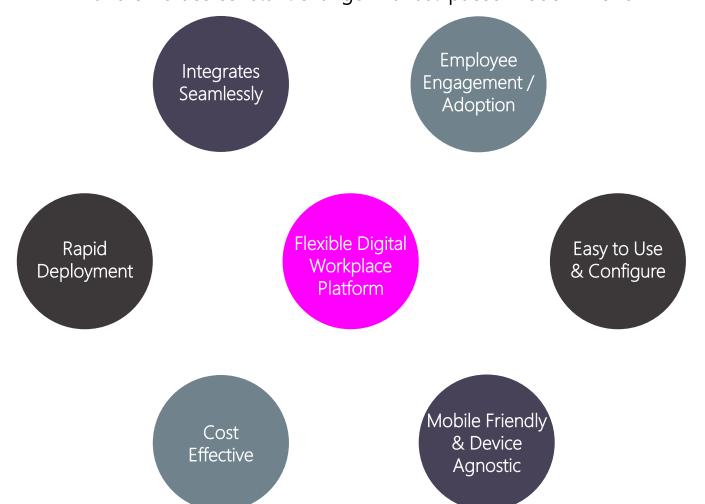
In 2015 **millennials** became the largest share of the workforce, and will represent **76%** globally by 2025 <sup>2</sup>

43% of business leaders say a lack of digital skills and capabilities is a key barrier to transformation <sup>3</sup>



# LiveTiles Value Proposition

LiveTiles provides the flexible digital workplace platform to enable organisations, teams and employees to work with technology to drive greater productivity and embrace constant change in a fast-paced modern world





## LiveTiles has three products: LiveTiles Build, LiveTiles Design and LiveTiles Mosaic



Market	Commercial / Education	Commercial	Education (K-12)
Description	Industry-first software tool that rapidly generates Microsoft SharePoint site architecture	Digital workplace design tool	Enables teachers to easily create modern, touch-friendly digital classrooms
Revenue model	Subscription licence fees per organisation (US\$950 pa)	Subscription licence fees per user (US\$1/user/month with volume discounts)	Free

• LiveTiles Build is highly complementary to both LiveTiles Design and LiveTiles Mosaic



# Endorsement by Leading Companies

### Representative customers





































# Growing Partner Ecosystem

LiveTiles is building a global network of partners to help scale our growth and broaden our reach

Channel	Representative Partners	Comments
Scale Partners	Microsoft CSYNEX  Tech Data  Thipe	<ul> <li>3 Microsoft Cloud Solutions Providers signed to date:</li> <li>Tech Data (US): US\$28bn revenue (FY15)</li> <li>SYNNEX (Nth America): US\$13bn revenue (FY15)</li> <li>rhipe (APAC): &gt;1,750 partners</li> <li>Potential to add further scale partners in 2016</li> <li>Significant investment in awareness and training</li> <li>Growth in Partner Ecosystem</li> </ul>
	rhipe NetMonkeys	120 100 80 70 60
Systems Integrators	LIGHTHOUSE CREATE IMPACT EVOLUSYS	40 20 0 30-Jun-15 30-Sep-15 31-Dec-15
	Sig Werks Supplied the Logutus architect assist assure.	<ul> <li>Priority pipeline of &gt;100 prospective partners</li> <li>Partner ecosystem is an important barrier to entry</li> </ul>



# Strengthening Microsoft Alignment

LiveTiles has launched several initiatives to more closely align to Microsoft's go-to-market strategy

#### Microsoft USA Co-Marketing Agreement:

- 3 month free trial offered to Microsoft's Office 365 commercial customer base in the US (250+ seats)
- Launched in late November 2015
- Trials underway with a substantial potential user base
- Has also helped drive US partner recruitment
- Offer period extended until 31 March 2016

#### Microsoft App Catalogue

- LiveTiles is now included in Microsoft's ISV App Catalogue
- Enhances LiveTiles visibility within Microsoft
- Enables Microsoft to automatically assign leads to LiveTiles

#### National Retail Federation (New York, Jan 2016)

- LiveTiles invited to exhibit as part of Microsoft stand
- >33,000 attendees
- Generated several opportunities with large retail and consumer companies







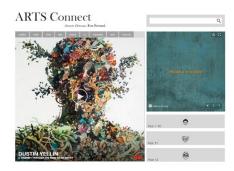


### LiveTiles Mosaic is the new frontier of education technology

- LiveTiles Mosaic enables K-12 teachers to easily create modern, touch-friendly digital classrooms which seamlessly integrate with Office 365
- Enormous market opportunity: the US K-12 market alone has approximately 55 million students and 3.5 million teachers across more than 125,000 schools <sup>1</sup>
- LiveTiles Mosaic customers have a user base of more than 2.5 million students and teachers
- LiveTiles is engaged with several education departments regarding potential department-wide deployments of LiveTiles Mosaic
- LiveTiles Build provides an opportunity to begin monetising the LiveTiles Mosaic user base
- Catholic Education South Australia has purchased LiveTiles Build for its network of over 100 schools:
  - simplifies and accelerates the roll-out of Office 365
  - gives their schools and teachers autonomy to make changes to their school and classroom portals using LiveTiles Mosaic











## Continuous Product Innovation

## LiveTiles continues to invest heavily in product innovation



- LiveTiles Build is an industry-first software tool that simplifies the process for quickly generating Microsoft SharePoint site architecture
  - focused on the small to mid-sized business (SMB) market
  - launched in October 2015
- LiveTiles BluePrint:
  - a major new feature for LiveTiles Build
  - provides a visual, drag and drop experience for planning and packaging end-to-end solutions for SharePoint including site architecture and LiveTiles pages
  - provides the LiveTiles partner channel with a model to deliver packaged solutions to their customers including LiveTiles Design and LiveTiles Build
  - expected to be launched in the March 2016 quarter



- LiveTiles Design version 4.0 launched in February 2016
  - More modular and scalable product
  - Sets LiveTiles up for a number of new product initiatives scheduled for 2016
- Several API integrations under development: CRM, Marketing, Documents, Finance







LiveTiles will aggressively target the SharePoint and Office365 markets in the short to medium term

Opportunity to be the leading digital workplace platform globally

# 1. Existing Customers

- Increase penetration within existing customer base
- Convert free commercial customers to paying customers

# 2. New Customers

- Increase investment in sales and marketing
- Broaden and deepen partner network
- Big digital marketing push in 2016

# 3. Scale Partners

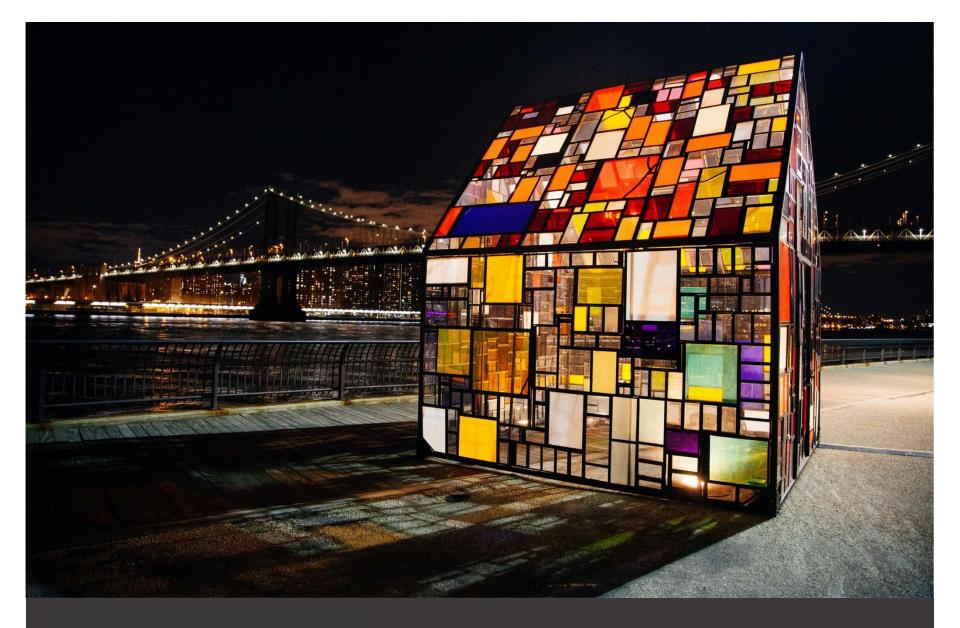
- Potential to deliver stepchange in users and revenue
- eg: Microsoft; SYNNEX; Tech Data; rhipe

## 4. API Integrations

- CRM
- Marketing
- Documents
- Finance

# 5. Industry Solutions

- Cloud-based industry-specific user interface applications
- eg: retail store business analytics
- Industry-specific tile packs





Focus For The Year Ahead



### Focus on achieving significant growth in user base and Annualised Subscription Revenue

- Pipeline growth fuelled by:
  - Growth and maturation of partner ecosystem (systems integrators and large software distributors / CSPs)
  - Microsoft US Co-Marketing Agreement
  - Demand generation:
    - Ramp up of digital marketing in March quarter
    - Free trials through LiveTiles website
  - >100 companies currently on free trials, including numerous large enterprises
- LiveTiles Mosaic:
  - Potential department-wide deployments
  - Monetisation opportunity via LiveTiles Build
- Active 2016 product development roadmap, including API integration tile-packs
- Additional enterprise customers signed post 31 December 2015