

ASX Announcement

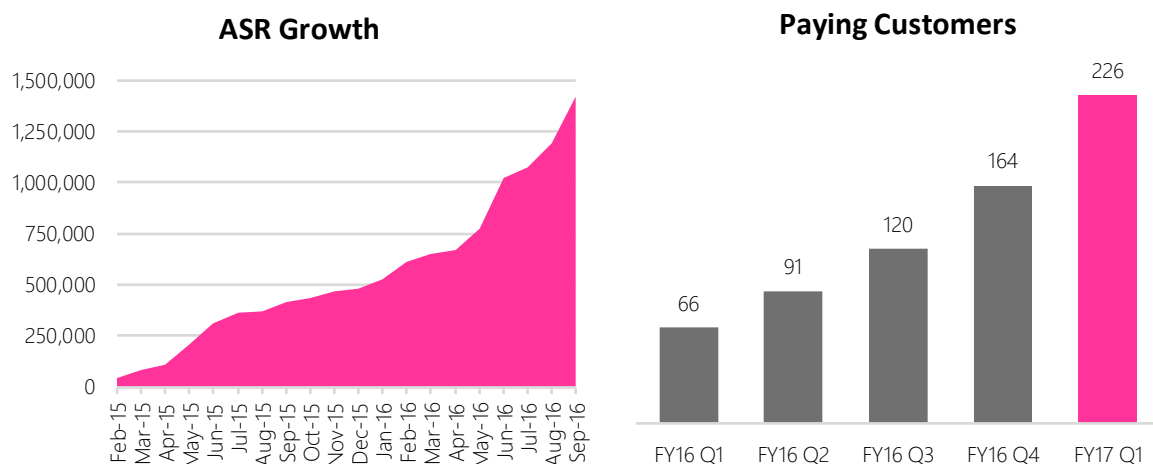
27 October 2016

September 2016 Quarter – Record Customer and Revenue Growth

LiveTiles Limited (ASX:LVT) (“LiveTiles”) is pleased to provide an update on its activities for the quarter ending 30 September 2016. LiveTiles also released its Appendix 4C today.

HIGHLIGHTS

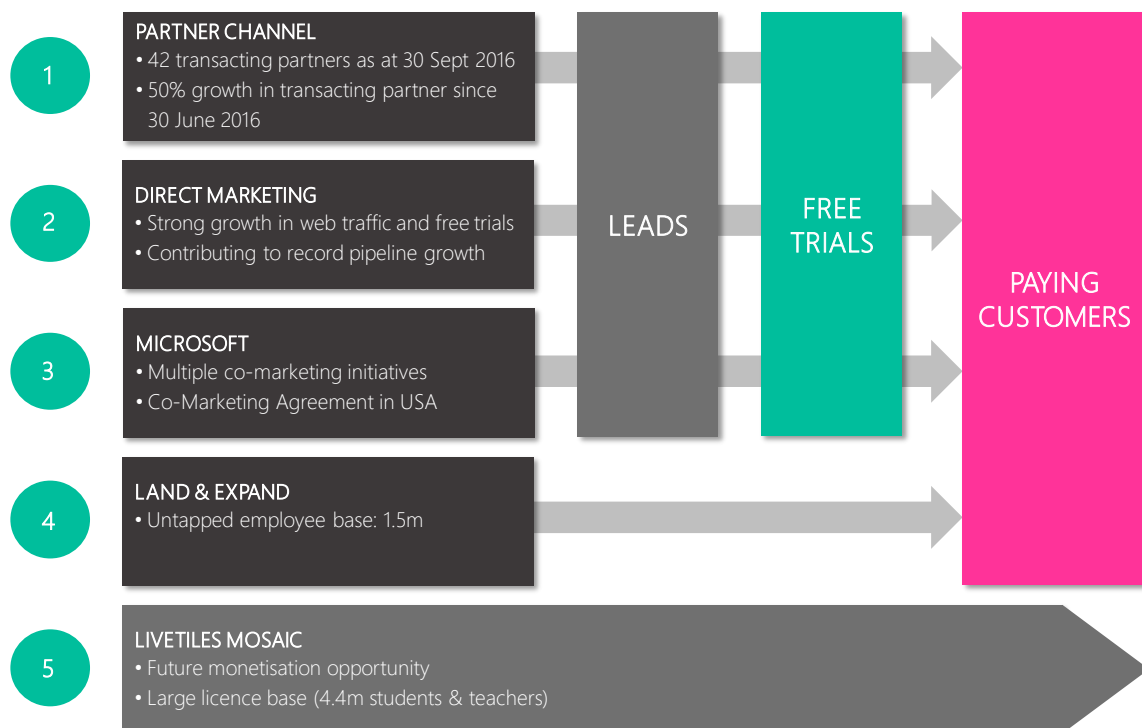
- Annualised Subscription Revenue (ASR) grew to **\$1.42m** as at 30 September 2016 (up from \$1.03m as at 30 June 2016)
 - **245% growth** in ASR since 30 September 2015



- A **record 62 paying customers added** in the quarter, taking total paying customers to **226** as at 30 September 2016
 - Several blue-chip customers secured in the quarter, including:
 - a unit of the United States Department of Defense
 - a major Australian agriculture business
 - a global outdoor advertising company
 - one of Australia’s largest energy companies
 - a subsidiary of one of the world’s largest brewers
- Strong growth in the partner channel, with the number of transacting partners growing to **42** (up **50%** since 30 June 2016)

- LiveTiles Mosaic now licensed to schools and school districts representing **4.4 million** students and teachers (**100% growth** since 30 September 2015)
- Multiple Microsoft co-marketing initiatives contributing to ASR and pipeline growth
- Acceleration of digital marketing activities, contributing to a **record pipeline of customer opportunities including many large enterprises**
- **\$6.64m cash balance** as at 30 September 2016 (**\$8.07m** pro-forma for FY16 R&D grant)
 - Customer receipts of \$0.55m in the quarter (**up 245%** versus the June 2016 quarter). Accounts receivable as at 30 September 2016 was \$0.49m
 - Gross cash operating expenses of \$2.06m in the quarter
 - FY16 R&D grant of \$1.43m expected to be received by 31 December 2016 (\$0.32m was received in the September 2016 quarter)
 - LiveTiles is well capitalised to fund our ongoing growth

GROWTH STRATEGY



For further information, please contact:

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LiveTiles | Your digital workplace

About LiveTiles:

LiveTiles is a global software company headquartered in New York, with offices in Sydney, Melbourne, London and Tri-Cities, Washington State. LiveTiles offers digital workplace solutions for the commercial and education markets, and is an award-winning Microsoft Partner. LiveTiles' products comprise LiveTiles SharePoint, LiveTiles Cloud and LiveTiles Mosaic. LiveTiles' customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.

Appendix 4C

Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

Name of entity

LiveTiles Limited

ABN

95 066 139 991

Quarter ended ("current quarter")

30 September 2016

Consolidated statement of cash flows	Current quarter \$A'000	Year to date (3 months) \$A'000
1. Cash flows from operating activities		
1.1 Receipts from customers	549	549
1.2 Payments for		
(a) research and development ¹	(227)	(227)
(b) product manufacturing and operating costs ²	(238)	(238)
(c) advertising and marketing ¹	(475)	(475)
(d) leased assets	-	-
(e) staff costs ³	(693)	(693)
(f) administration and corporate costs ²	(426)	(426)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	4	4
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	(39)	(39)
1.7 Government grants and tax incentives	318	318
1.8 Other (provide details if material)		
Final payment under rhipe Shared Services Agreement	(24)	(24)
1.9 Net cash from / (used in) operating activities	(1,251)	(1,251)

¹ Includes related staffing costs

² Excludes related staffing costs which are included in 1.2(e)

³ Includes all staffing costs, except those included in 1.2(a) and 1.2(c)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
2.	Cash flows from investing activities		
2.1	Payments to acquire:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
2.6	Net cash from / (used in) investing activities	-	-

3.	Cash flows from financing activities		
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
3.10	Net cash from / (used in) financing activities	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (3 months) \$A'000
4.	Net increase / (decrease) in cash and cash equivalents for the period		
4.1	Cash and cash equivalents at beginning of quarter/year to date	8,055	8,055
4.2	Net cash from / (used in) operating activities (item 1.9 above)	(1,251)	(1,251)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	(166)	(166)
4.6	Cash and cash equivalents at end of quarter	6,638	6,638

5.	Reconciliation of cash and cash equivalents at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	6,638	8,055
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
5.5	Cash and cash equivalents at end of quarter (should equal item 4.6 above)	6,638	8,055

6. Payments to directors of the entity and their associates

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

Current quarter
\$A'000

226

-

- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Payments of salaries and directors' fees to current directors

7. Payments to related entities of the entity and their associates	Current quarter \$A'000
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	
N/A	

8. Financing facilities available <i>Add notes as necessary for an understanding of the position</i>	Total facility amount at quarter end \$A'000	Amount drawn at quarter end \$A'000
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
N/A		

9. Estimated cash outflows for next quarter	\$A'000
9.1 Research and development	(230)
9.2 Product manufacturing and operating costs	(240)
9.3 Advertising and marketing	(475)
9.4 Leased assets	-
9.5 Staff costs	(675)
9.6 Administration and corporate costs	(375)
9.7 Other (provide details if material)	-
9.8 Total estimated cash outflows	(1,995)

10.	Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)	Acquisitions	Disposals
10.1	Name of entity	N/A	N/A
10.2	Place of incorporation or registration		
10.3	Consideration for acquisition or disposal		
10.4	Total net assets		
10.5	Nature of business		

Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:



Chief Financial Officer & Director

Date: 27 October 2016

Print name: Matthew Brown