

ASX Announcement

10 November 2016

Dear Sir/Madam,

LiveTiles 2016 AGM – Chairman's Address

Please find attached a copy of the address to shareholders by Chairman Andrew Gray at the Annual General Meeting to be held today at 10:00am in Sydney.



Andrew Whitten
Company Secretary

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LiveTiles 2016 AGM – Chairman’s Address

On behalf of your Board of Directors, I am delighted to welcome you to the 2016 Annual General Meeting of LiveTiles Limited.

I would like to start by introducing my fellow Directors. On the phone from New York, we have our Chief Executive Officer and Co-Founder Karl Redenbach and Chief Technology Officer and Co-Founder Peter Nguyen-Brown.

Here in Sydney, we have our Chief Financial Officer Matt Brown.

LiveTiles is a fast-growing, early-stage software company headquartered in New York City. We provide digital workplace software to organisations around the world. Our software improves employee collaboration, communication and productivity.

LiveTiles Holdings Pty Ltd listed on the ASX in September 2015 by way of a reverse acquisition of Modun Resources Limited, with the listed entity being renamed LiveTiles Limited. In parallel with the ASX listing, LiveTiles completed a fully-subscribed \$12 million capital raising which was well supported by institutional shareholders.

The 2016 financial year was a year of strong growth for LiveTiles. We successfully focused on growing our customer base, partner channel and recurring revenue, while continually focusing on product innovation.

As at 30 June 2016, LiveTiles had secured 164 paying customers including some of the world’s leading brands. Since the launch of our revenue model in February 2015, our annualised subscription revenue grew to \$1.03 million as at 30 June 2016.

Our strong growth has continued in the first quarter of the 2017 financial year, with annualised subscription revenue increasing to \$1.42 million as at 30 September 2016. We added a record 62 paying customers in the September 2016 quarter, taking total paying customers to 226 as at 30 September 2016.

Growth Strategy

Our growth strategy is focused on four paths:

1. **Growing our partner channel:** we primarily sell through partners to broaden our reach. 42 partners have completed LiveTiles deals as at 30 September 2016, up 50% since 30 June 2016.
2. **Direct marketing:** since the launch of our digital marketing strategy in February 2017,

traffic to our website has increased by approximately eight times and more than 1,000 free trials were initiated through 30 September 2016.

3. **Close alignment with Microsoft:** we have several co-marketing initiatives with Microsoft targeting the large base of Microsoft SharePoint users (estimated at 200 million) and the rapidly-growing Office 365 and Azure platforms.
4. **Increasing penetration with existing customers:** as at 30 September 2016, our penetration of our paying customers represented 22% of those customers' aggregate employee base. We are focused on growing this penetration rate over time by increasing our customers' usage of LiveTiles.

Outlook

LiveTiles is focused on achieving strong growth in our subscription revenue in the 2017 financial year, fuelled by:

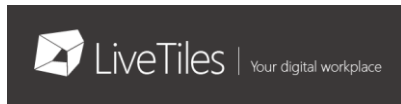
- Continued paying customer growth
- Continued growth and maturation of our partner distribution channel
- Acceleration of our digital marketing activities to generate free trials and conversion to paying customers
- Ongoing co-marketing initiatives with Microsoft
- A substantial opportunity to increase our penetration of existing customers
- A record pipeline
- A price increase announced in September 2016
- Further product innovation, including the launch of LiveTiles Cloud in September 2016 which expands our addressable market to any organisation using the cloud.

On behalf of the Board, I would like to thank you for your support and confidence in our company.

I would also like to acknowledge our customers and partners for their ongoing support and thank our team for their commitment to continuing our strong growth and delivering value to shareholders.

We will now move to the formalities of the AGM to consider the various resolutions and votes received, after which we are happy to take any questions.

Andrew Gray
Chairman



For further information, please contact:

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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.