LiveTiles | Your digital workplace

Investor Presentation

6 February 2017

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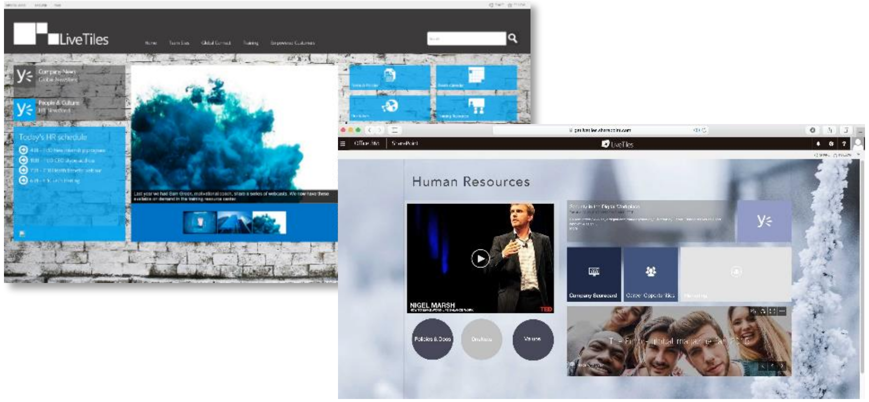
Contents

"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

PEPSICO



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1. Summary & FY17 Outlook

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Company Overview

LiveTiles is a fast-growing cloud subscription software company headquartered in USA

- Concept founded in 2012
- Monetisation launched in February 2015
- Listed on ASX in September 2015
- $2.0m of annualised subscription revenue as at 31 December 2016
- Large and growing addressable market
- Strong emphasis on product innovation
- Close alignment and relationship with Microsoft
- Directors (including founders) own 61% of the company

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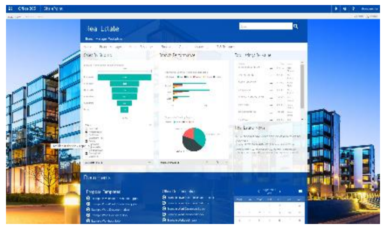
Product Overview

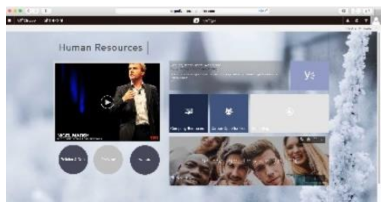
LiveTiles provides digital workplace software to the commercial, government and education markets

LiveTiles SharePoint



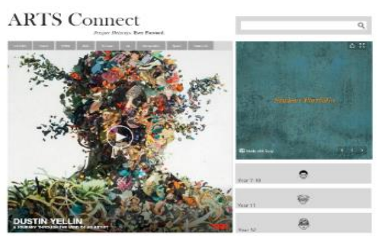
- Digital workplace on top of Microsoft SharePoint and Office 365
- Launched as paid product in February 2015

LiveTiles Cloud



- Launched September 2016
- Digital workplace outside SharePoint (Azure-hosted)
- Expands addressable market to any organisation using the cloud

LiveTiles Mosaic



- Digital classroom software for the K-12 education market
- 5.7m licences as at 31 Dec 2016 (currently free)
- Monetisation strategies under consideration

Highlights [1]

Annualised subscription revenue	Paying customers	Transacting partners
$2.0m	**266**	**46**
+310% since 31 Dec 2015	102 customers added in 1H FY17	+64% since 30 June 2016

Free trial requests	Core products	Cash
>1,300	**3**	**$7.0m**
since January 2016	LiveTiles Cloud launched in late 2016	further R&D grant expected for FY17

1. As at 31 December 2016

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FY17 Outlook

Attractive Market

- Global public cloud market growing at **~6x** the rate of overall IT spending growth (**20.4%** CAGR from 2015 to 2020) [1]
- Rapid growth in Office 365 (**+49%** YoY growth in commercial O365 revenue) [2]
- Major investment in SharePoint by Microsoft (**~200 million** users)

Accelerating Monetisation Strategies

- Continued growth in partner/reseller distribution channel
- Focused digital marketing strategy to drive trials (**>1,300** since Jan 2016)
- Ongoing co-marketing initiatives with Microsoft (LiveTiles drives consumption of SharePoint and Office 365)
- Substantial 'land & expand' opportunity with existing customers

Strong ASR [3] Growth

- Continued paying customer growth
- Continued growth in partner distribution channel
- Record ASR pipeline provides confidence

1. IDC #US401669516 Aug 2016. 2, Microsoft Q2 FY17 earnings release (constant currency basis). 3. Annualised subscription revenue

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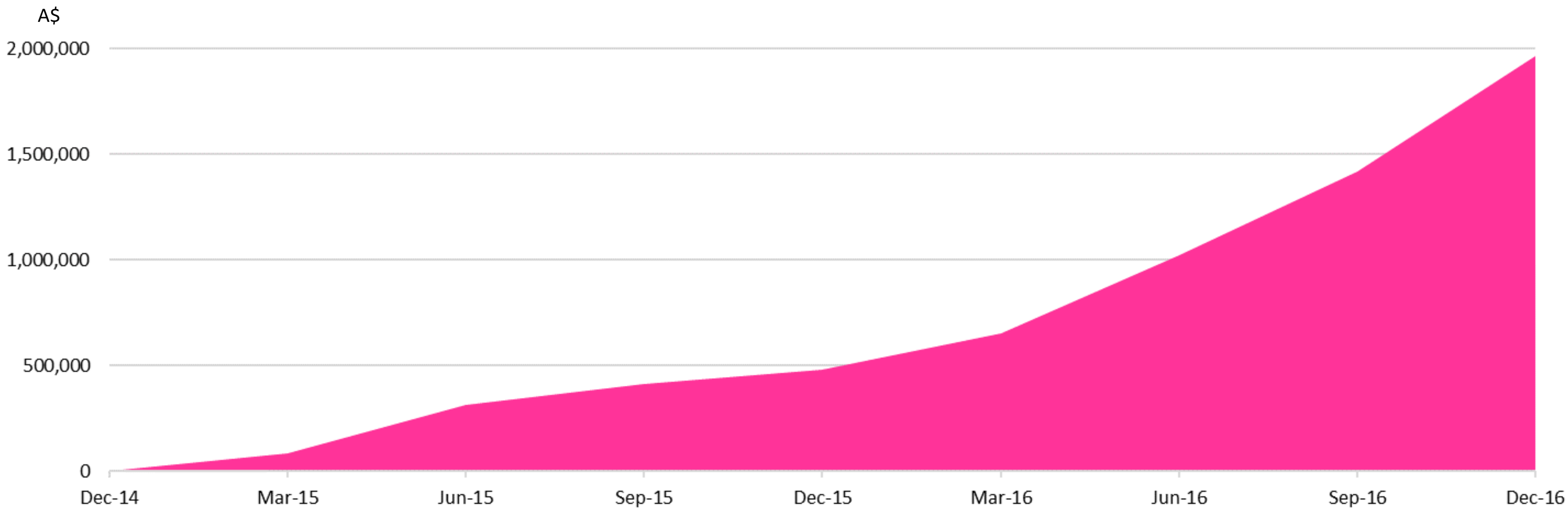
2. 1H FY17 Update

Subscription Revenue Growth

Accelerating ASR growth [1]



$2.0m ASR as at 31 Dec 16

ASR +310% since 31 Dec 15

Growth accelerated in last 2 quarters

1. Annualised subscription revenue (ASR) represents committed, recurring software licence revenue on an annualised basis

Customer Growth & Mix

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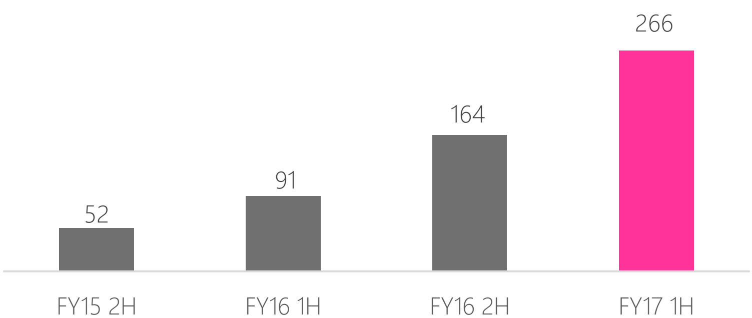
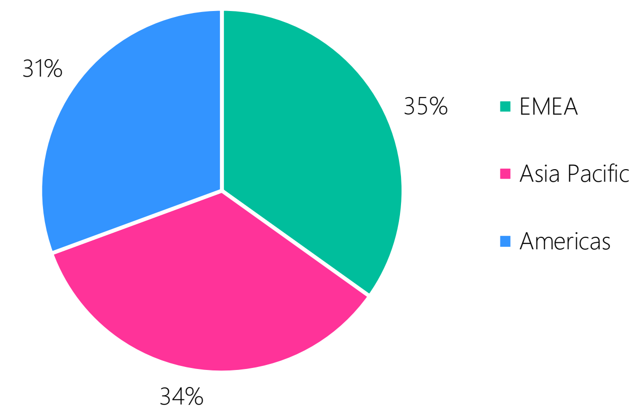
New customer growth



- **266 paying customers** as at 31 Dec 2016
- **102** paying customers added in 1H FY17

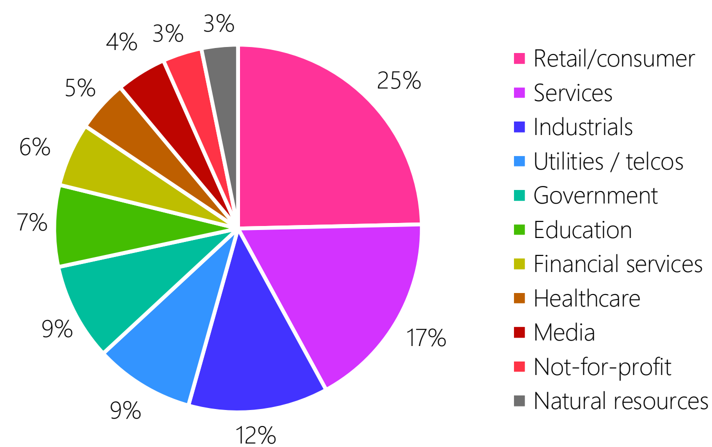
ASR by region *



1H FY17 customer highlights

- A unit of the US Department of Defence
- An Australian power utility
- A global specialty retail chain headquartered in Europe
- A major financial services institution in Australia
- One of the world's largest media agency groups
- A subsidiary of one of the world's largest brewers
- A leading food producer in the APAC region
- A large real estate conglomerate in the Middle East

ASR by industry vertical *



** Annualised subscription revenue as at 31 December 2016*

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Summary Cash Flow

Summary Cash Flow - 1H FY17 [1]

	$m	$m
Cash as at 30 June 2016		8.06
Customer receipts	1.05	
Research and development grant	1.74	
Total cash receipts		2.79
Operating expenses		(3.92)
FX movements and non-operating items		0.04
Cash as at 31 December 2016		6.97

- Further Research & Development grant expected in respect of FY17

1. Unaudited

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3. Monetisation Strategy

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Monetisation Strategy

1

PARTNER CHANNEL

- 46 transacting partners as at 31 Dec 2016
- 64% growth in transacting partners since 30 June 2016

2

DIRECT MARKETING

- Strong growth in web traffic and free trials
- Contributing to record pipeline growth

3

MICROSOFT

- Multiple co-marketing initiatives delivering enterprise customer wins & pipeline growth

4

LAND & EXPAND

- 21% penetration of existing customers
- Untapped employee base: 1.7m

5

LIVETILES MOSAIC

- Future monetisation opportunity
- Large licence base (5.7m students & teachers)

LEADS

FREE TRIALS

PAYING CUSTOMERS

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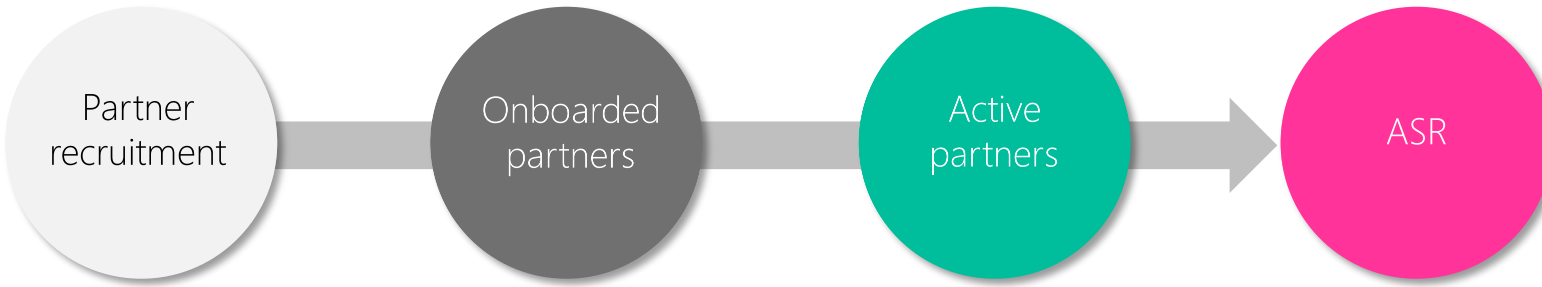
Growing Partner Channel

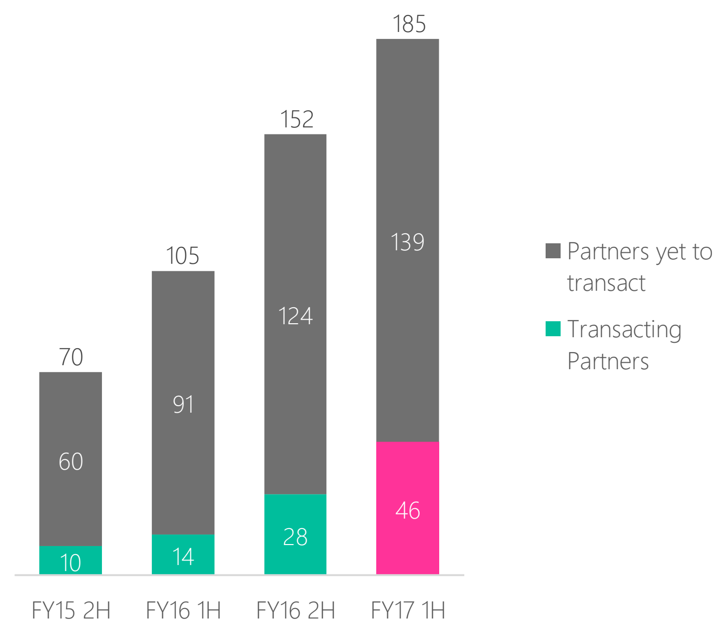
1



Overview

- LiveTiles sells through partners to help scale our growth and broaden our reach
- 25% of partners have transacted through 31 Dec 16
- Priority pipeline of >50 prospective partners
- Active training programme
- Important barrier to entry

Partner channel growth



Direct Marketing Momentum

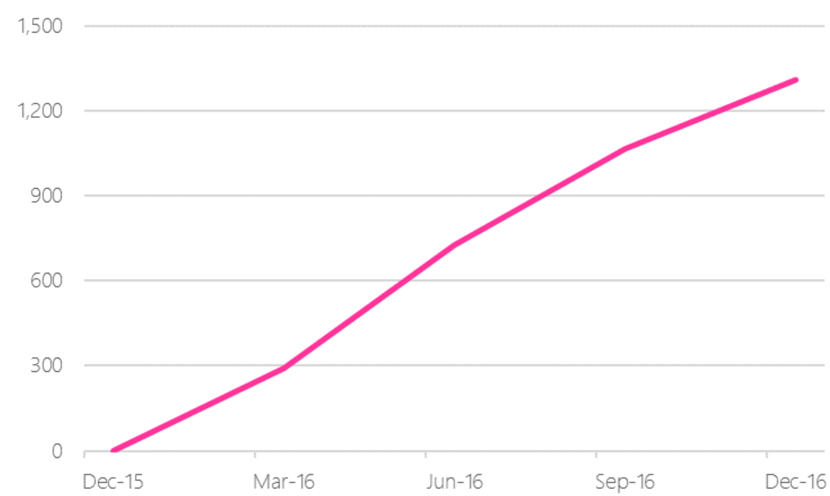
2

Content generation & search engine marketing → Web traffic & free trials → Refer leads to partners → ASR

Overview

- Digital marketing initiative launched in February 2016
- Web traffic up ~10x since launch
- >1,300 free trial requests through 31 Dec 2016, including numerous large enterprises

Growth in free trial requests



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Strengthening Microsoft Alignment

3

Microsoft Co-Marketing

- Free trials offered to Microsoft's commercial customer base
- Targeted marketing to Microsoft account managers generating substantial pipeline growth

Microsoft App Catalogue

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

Microsoft Events

- Sponsorship of global Microsoft events to grow brand awareness, partner channel and sales opportunities:
  - Worldwide Partner Conference (>20,000 attendees)
  - Ignite

Azure SaaS Marketplace

- LiveTiles Cloud to be included in the Azure SaaS Marketplace (AppSource)
- AppSource is a recently launched marketplace to help business users find, try and use line-of-business SaaS apps from Microsoft and its partners

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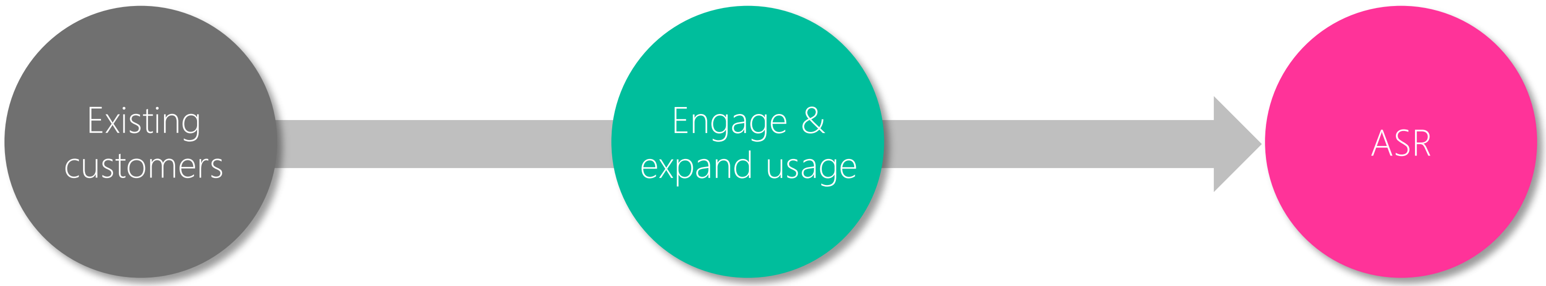
Land & Expand Opportunity

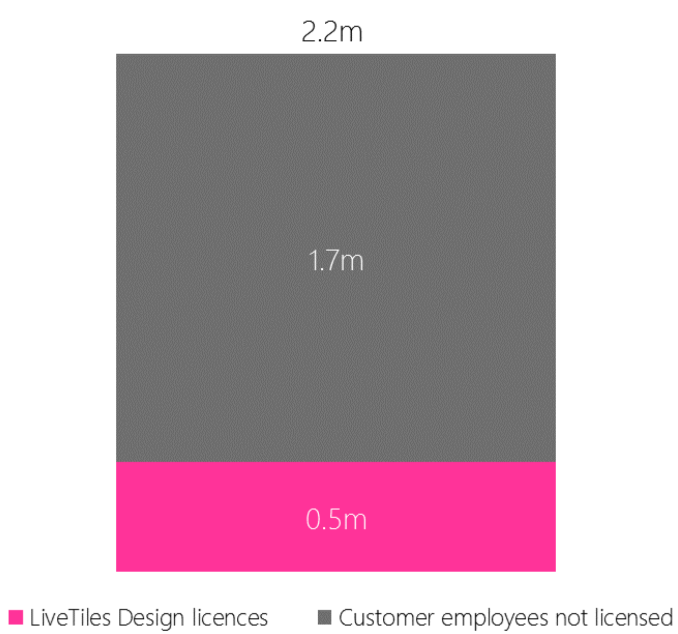
4



Overview

- Many LiveTiles customers initially acquire LiveTiles for a particular division or region
- 21% penetration of paying customers (0.5m seats) as at 31 Dec 2016
- Untapped employee base of paying customers: 1.7m seats
    - Capturing half of these seats equates to an ASR opportunity of >$12m (at an average $1.20/user/month contribution)
- Recent land & expand examples:
    - Mars; Tasmanian Government; University of Rochester

Penetration of existing paying customers



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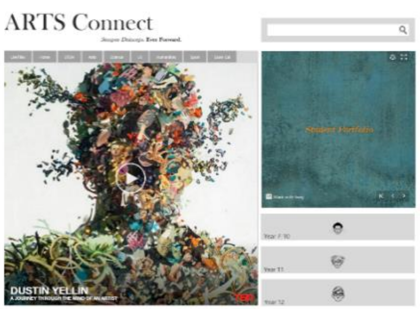
LiveTiles Mosaic 5

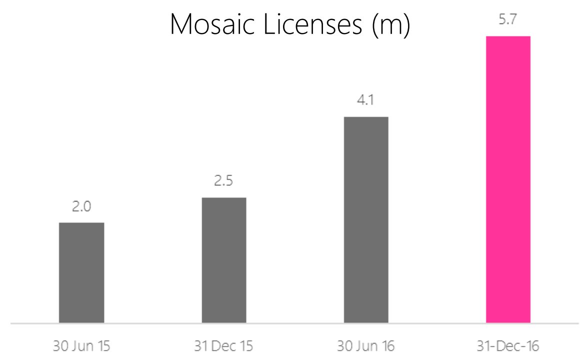
LiveTiles Mosaic represents a future monetisation opportunity



Overview

- LiveTiles Mosaic enables K-12 teachers to easily create modern, touch-friendly digital classrooms
- In Dec 16, LiveTiles Mosaic was licensed to all schools within the New York City Department of Education (1.2m students and teachers)

Strong Licence Growth



+128% since 31 Dec 2015

Enormous Market Opportunity

- The US K-12 market alone has approximately 55 million students and 3.5 million teachers [1]
- Several opportunities for department-wide deployments

Future Monetisation Paths

- Pre-configured paid LiveTiles Mosaic experience
- Paid premium package / support
- Partnerships with education content providers and/or software vendors

1. Source: National Center for Education Statistics

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Questions?