LiveTiles | Your digital workplace

Investor Presentation

24 July 2017

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1. Overview

Company overview

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

- Monetisation of product commenced in February 2015
- Listed on ASX in September 2015
- 293% growth in annualised subscription revenue[1] in FY17 to $4.0m
- 366 paying customers
- Very large and growing addressable market
- Strong emphasis on product innovation
- Close alignment and relationship with Microsoft
- Directors (including founders) own 61% of the company

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

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
- Targeting 200+ million SharePoint users

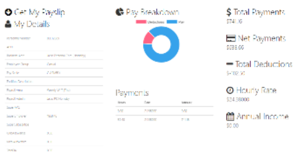
LiveTiles Cloud

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

LiveTiles MX

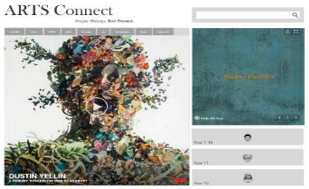
- Customised mobile apps built from the LiveTiles responsive page canvas
- Launched April 2017

LiveTiles for SAP software



- Easily integrates and surfaces content from SAP applications within LiveTiles pages
- Launched June 2017

LiveTiles Mosaic



- Digital classroom software for the K-12 education market
- 6.4m licences as at 30 June 2017 (currently free)
- Future monetisation opportunity

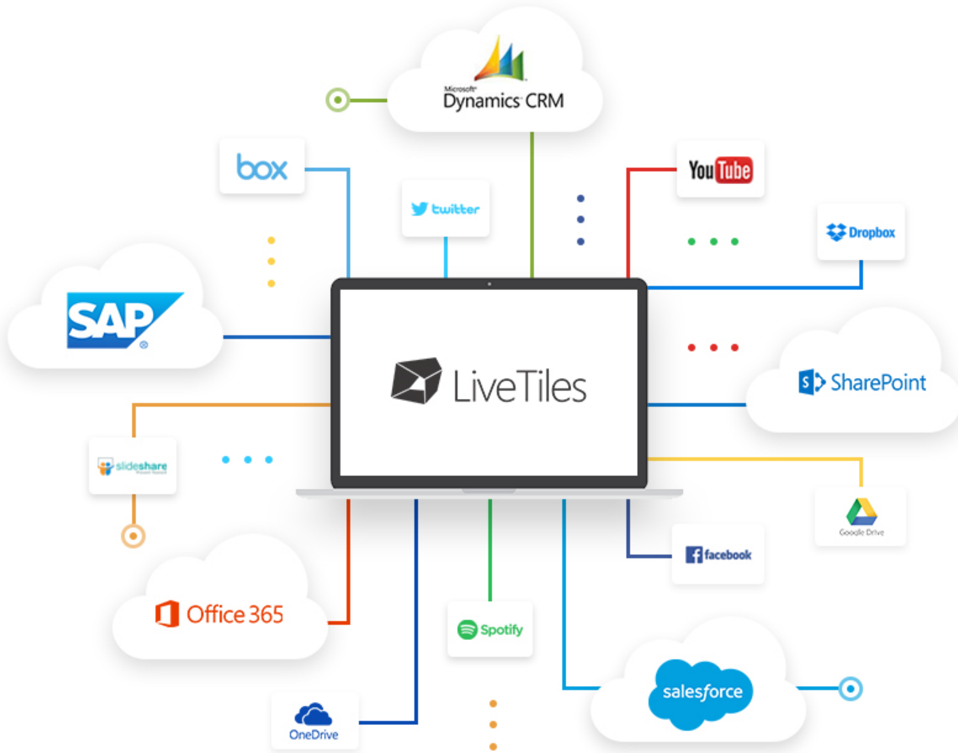
FY17 highlights

Annualised subscription revenue [1]	Paying customers	Transacting partners
+293%	366	67
in FY17 to **$4.0m**	202 added in FY17	**+2.4x** in FY17

All currency amounts throughout this presentation are in AUD
1. Annualised subscription revenue (ASR) represents committed, recurring subscription revenue on an annualised basis

Why LiveTiles?

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



- ✓ Integrates seamlessly
- ✓ Rapid deployment
- ✓ Easy to use & configure
- ✓ Employee engagement & adoption
- ✓ Mobile friendly & device agnostic
- ✓ Cost effective

"This type of best of breed technology allows us to execute on a client's vision rapidly, with a reduced time to value."

Rory Quinn
Director, Digital Workplace, Deloitte Consulting

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Company timeline

LiveTiles has rapidly expanded its global footprint, customers and revenue since listing on the ASX in 2015

FY15

February
- **Monetisation** launched

FY16 — ASR +229%

September
- Listed on **ASX** following $12m equity raise

November
- Co-marketing agreement with **Microsoft**

May
- **Peter Nguyen-Brown** appointed CTO
- **Andrew Gray** appointed Chairman

June
- **$1M+** ASR
- **164** paying customers

FY17 — ASR +293%

September
- **LiveTiles Cloud** launched

December
- **$2M** ASR
- **Facebook and Instagram Exec, Andy McKeon** joins Board

March
- Surpassed **300 paying customers** milestone
- **$2.7M** Annualised Subscription Revenue

April
- Former **Microsoft Exec Doug Caywood** to lead Central USA business

May
- **Deloitte Consulting** reseller agreement signed
- **$3M** ASR

June
- **LiveTiles for SAP software** product launch announced
- **366** paying customers
- **$4M** ASR

Experienced Board

KARL REDENBACH
CEO & Executive Director

- LiveTiles Co-Founder
- Awarded CEO of the Year in 2014 (Australian Human Resources Institute)
- Co-founder & CEO of nSynergy Group
- OPM, Harvard Business School
- BA/LLB (Monash)

PETER NGUYEN-BROWN
CXO & Executive Director

- LiveTiles Co-Founder
- Co-founder and COO of nSynergy Group
- 20+ years of IT experience, with 15 years consulting and managing teams for enterprise solution deployment
- Bachelor of Applied Science in Computer Science and Software Engineering (Swinburne)

MATT BROWN
CFO & Executive Director

- 20 years of finance and corporate experience in Australia and USA
- Previously, Macquarie Capital Sydney and New York
- Advised on over $10 billion of mergers, acquisitions, divestments and capital raising transactions
- B.Com/LLB (USYD)

ANDREW GRAY
Non-Executive Chairman

- MD of Potentia Capital
- Executive Chairman of Ascender HCM
- Previously, MD Archer Capital, Director iNova Pharmaceuticals & V8 Supercars, Partner at Francisco Partners, Genstar Capital, James D Wolfenson, McKinsey & Company
- Co-founder & COO of Abilizer Solutions (sold to BEA/Oracle)
- MBA (Harvard Business School), BE Hons (Aeronautical) (USYD)

MIKE HILL
Non-Executive Director

- 20+ years of corporate and private equity transaction experience in Australia and UK
- Previously, partner at Ironbridge Capital
- Strong technology, retail, media, manufacturing experience
- Board & Chairman positions on ASX-listed rhipe Ltd, HJB Corporation Ltd, JustKapital Litigation Partners Ltd

ANDY MCKEON
Non-Executive Director

- 25+ years of global marketing experience
- Facebook and Instagram senior executive
- Manages Facebook's most important customers, including Amazon, Nike, Apple, Ford, Walmart, Samsung and Visa
- Previously, Creative Director at Apple where he worked under Steve Jobs to help launch iPhones, iPads, Macs and iOS software

Large and growing global market opportunity

US$123b

global public cloud market

21.5% CAGR
from 2015 to 2020[1]

+45%

YoY growth

Microsoft Office 365 commercial revenue[2]

200+ million

SharePoint users

major investment by Microsoft

+94%

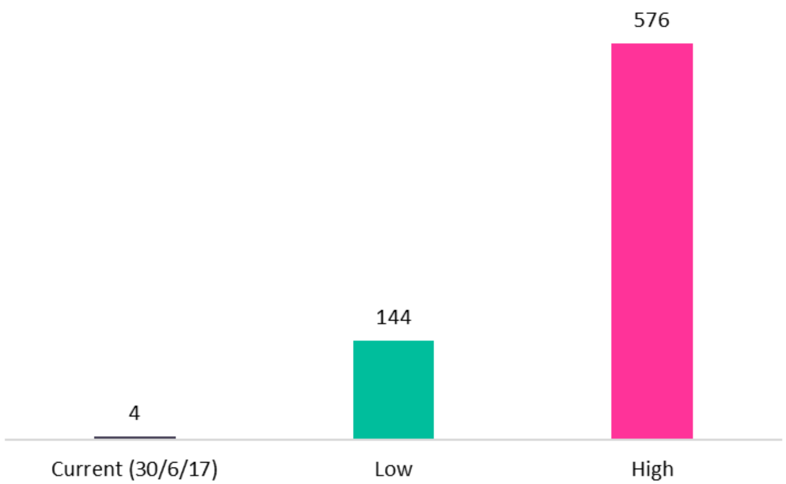
YoY growth

Microsoft Azure revenue[2]

1. IDC, 20 February 2017. 2. Microsoft Q3 FY17 earnings release (constant currency basis).

Revenue scenarios

Annualised subscription revenue scenarios based on SharePoint market alone ($m)



Scenario Assumptions	Low	High
LiveTiles penetration of SharePoint market	5%	20%
Implied licensed users [1]	10m	40m
Average pricing per user per month	$1.20	$1.20
Implied Annualised Subscription Revenue	$144m	$576m

- Note: these are indicative scenarios based on the assumptions above, not forecasts or outlook statements
- Scenarios do not include revenue from LiveTiles Cloud, LiveTiles for SAP software, LiveTiles Mosaic or future LiveTiles products

1. Based on LiveTiles' estimate of 200 million global Microsoft SharePoint users

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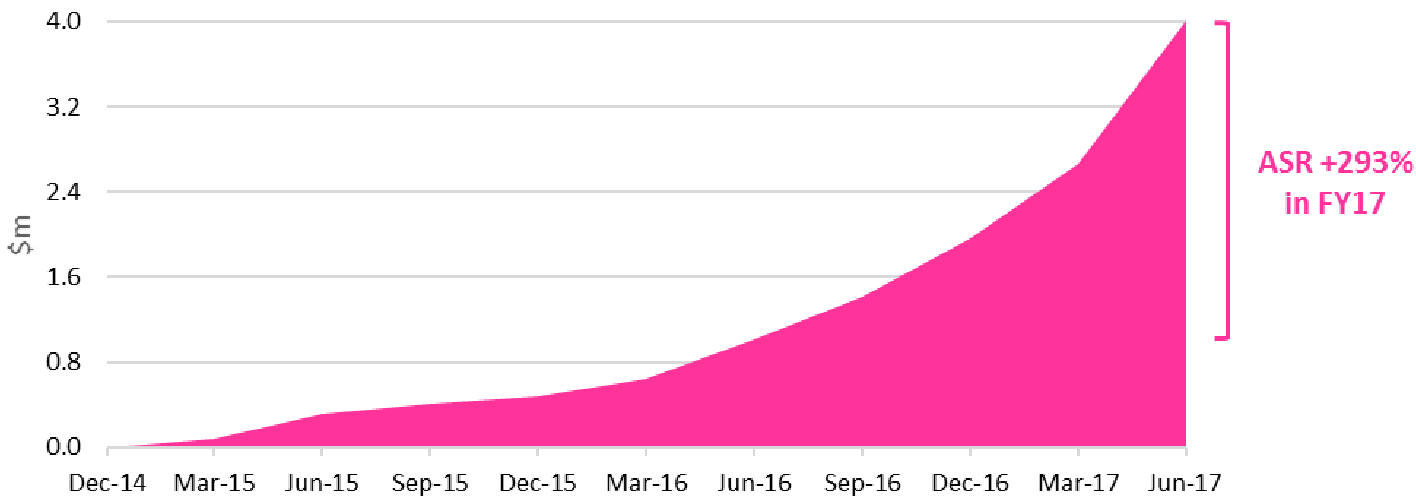
2. FY17 Growth & Cash Flow

Subscription revenue is building rapidly

Annualised subscription revenue growth accelerated in FY17



ASR **+293%** in FY17 to $4.0m

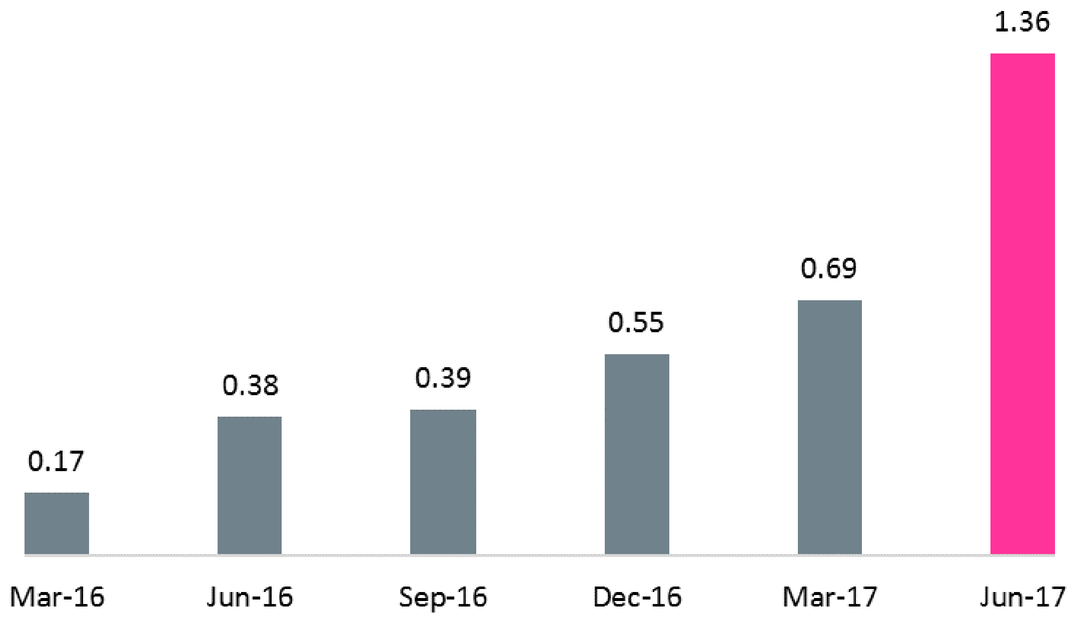
$1.4m ASR added in Q4 FY17

> 5x growth in sales pipeline in FY17

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

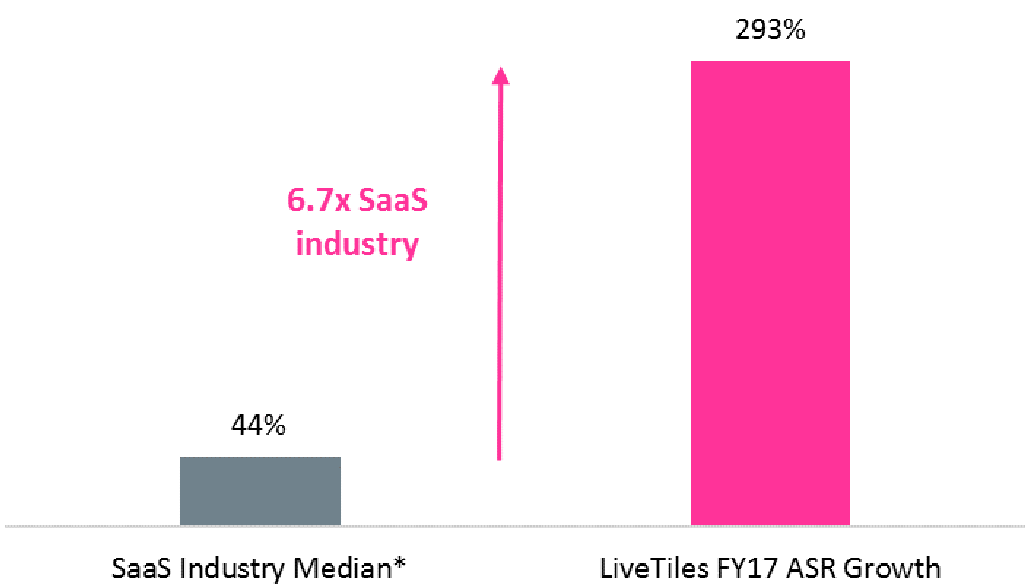
Six consecutive quarters of ASR growth

ASR added by quarter ($m)



LiveTiles growth vs SaaS industry

LiveTiles grew 6.7x faster than the Software-as-a-Service industry in FY17



Source: Pacific Crest 2016 Private SaaS Company Survey (326 respondents)

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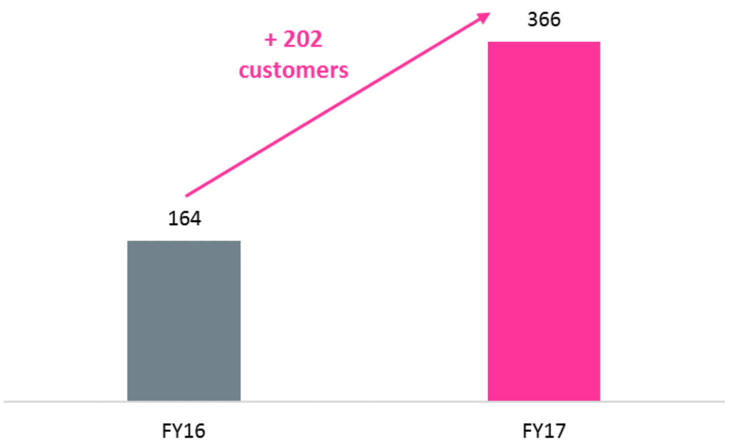
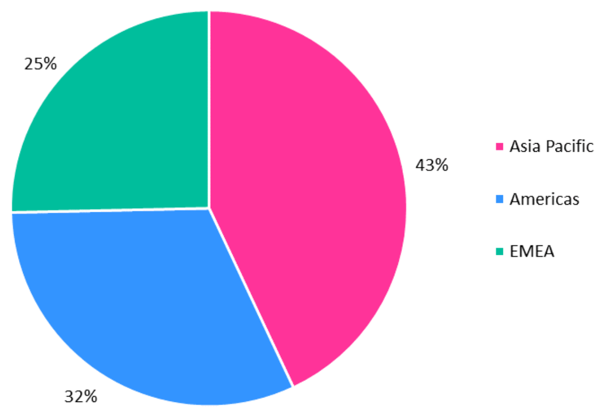
Rapid customer growth

From zero to 366 customers in 2.5 years



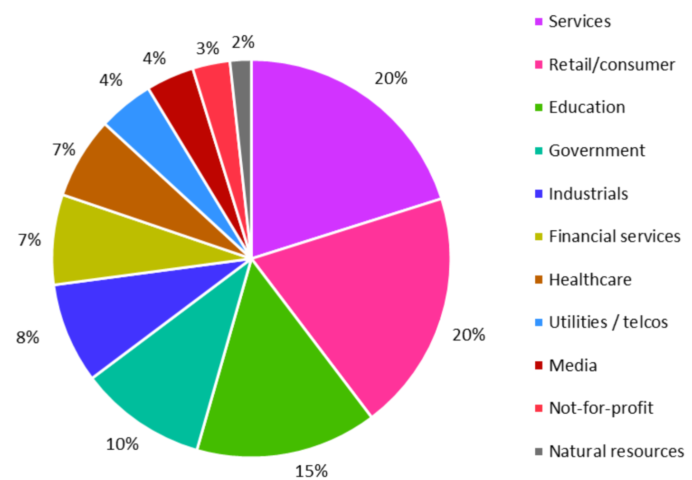
ASR by region *



Recent customer highlights

- A global cosmetics company based in the USA
- A global leader in residential real estate based in the USA
- A major global food company based in the USA
- A luxury department store group based in the UK
- A leading media group based in the UK
- One of the world's largest brewers
- A major financial services group headquartered in APAC
- One of Australia's largest healthcare companies
- A top Australian university

ASR by industry vertical *



** Annualised subscription revenue as at 30 June 2017*

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Channels to market

Multiple channels driving lead generation and monetisation with new and existing customers

Products: LiveTiles SharePoint, LiveTiles Cloud, LiveTilesMX, LiveTiles for SAP software

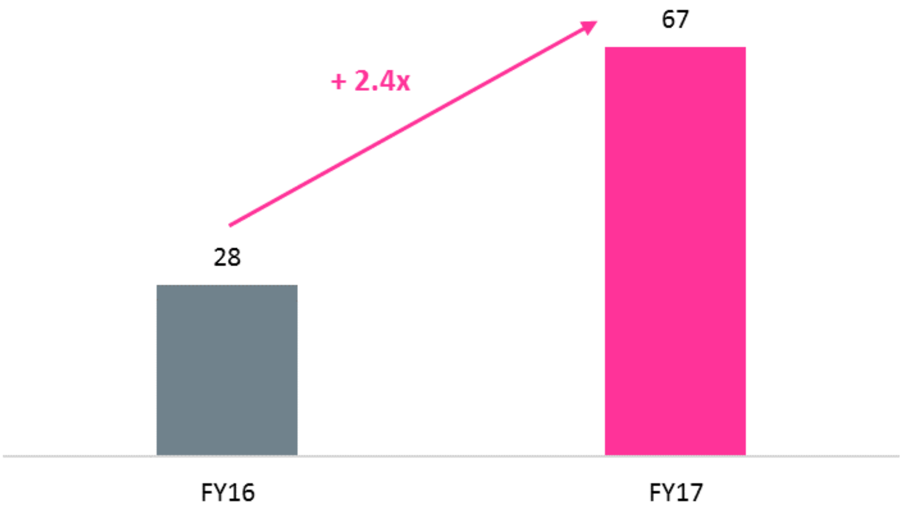
Channel	1. Partner Channel	2. Direct	3. Microsoft	4. Land & Expand	5. LiveTiles Mosaic
KPIs	▪ # of transacting partners ▪ ASR	▪ # of paying customers ▪ ASR	▪ Co-marketing ▪ Customer references	▪ Net retention [1]	▪ Licence base (free) ▪ Monetisation
Progress in FY17	✓ **67 transacting partners** (up 2.4x in FY17) ✓ **104 customers** and **$1.0m ASR added** ✓ **PwC**'s & **Deloitte**'s consulting arms recently signed	✓ **98 customers** and **$2.0m ASR added** ✓ Average ASR per direct customer in FY17: **$20k**	✓ Several co-marketing initiatives ✓ Frequent leads and customer references ✓ **Microsoft became a paying customer**	✓ **128%** net retention (vs SaaS industry median of 102%)	✓ Free licence base of **6.4m** students & teachers (up **56%** in FY17) ✓ Education sector ASR: **$0.6m**

Paying Customers (ASR)

1. Net retention = (ASR expansion from existing customers less churn) / ASR at start of relevant period

Increasingly productive partner channel

39 new transacting partners in FY17



- LiveTiles sells through partners to help scale our growth and broaden our reach
- Important barrier to entry

Net retention above industry average and ASR per customer increasing

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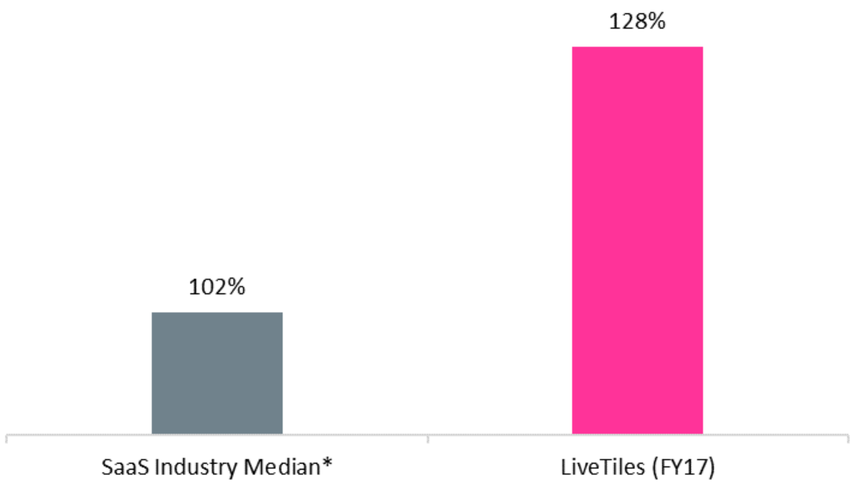
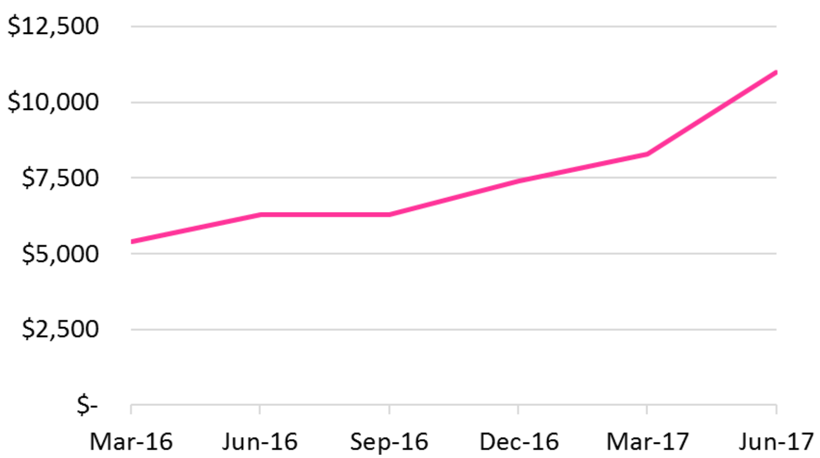
Expansion with existing customers has substantially exceeded churn



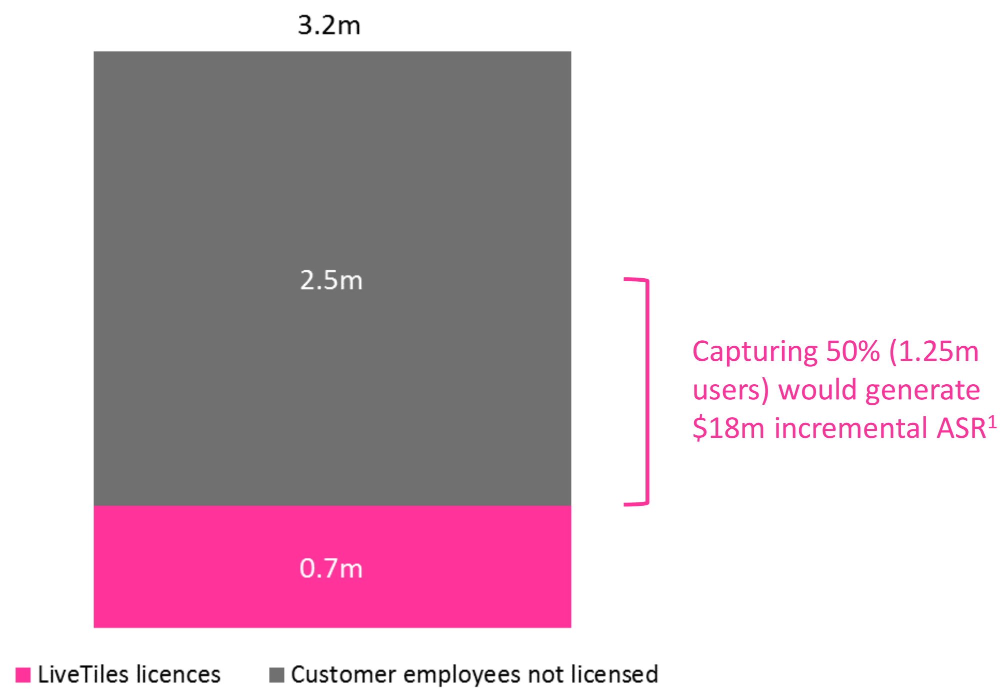
ASR per customer up 75% in FY17



FY17 net retention = (ASR expansion from existing customers less churn in FY17) / ASR as at 1 July 2016
* Source: Pacific Crest 2016 Private SaaS Company Survey (240 respondents)

Substantial "land & expand" opportunity

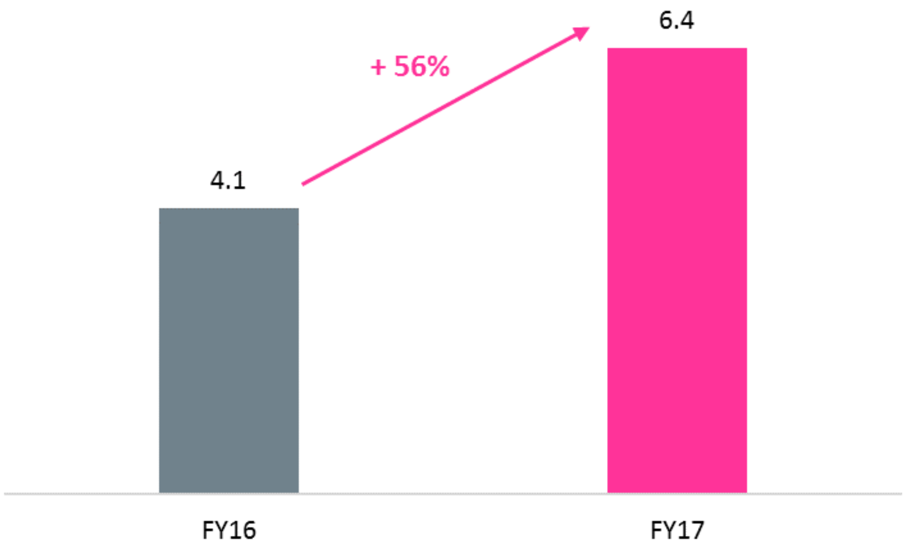
Capturing half of the 2.5m unlicensed employees within our existing customer base would generate $18m incremental ASR [1]



1. *Assumes average pricing of $1.20 per user per month*

LiveTiles Mosaic growth

56% growth in LiveTiles Mosaic licences in FY17



- LiveTiles Mosaic enables K-12 teachers to easily create modern, touch-friendly digital classrooms
- Currently a free product for K-12
- In Dec 16, LiveTiles Mosaic was licensed to all schools within the New York City Department of Education (1.2m students and teachers)
- Education sector ASR as at 30 June 2017 (primarily tertiary sector): **$0.6m**
- Further monetisation opportunities under consideration

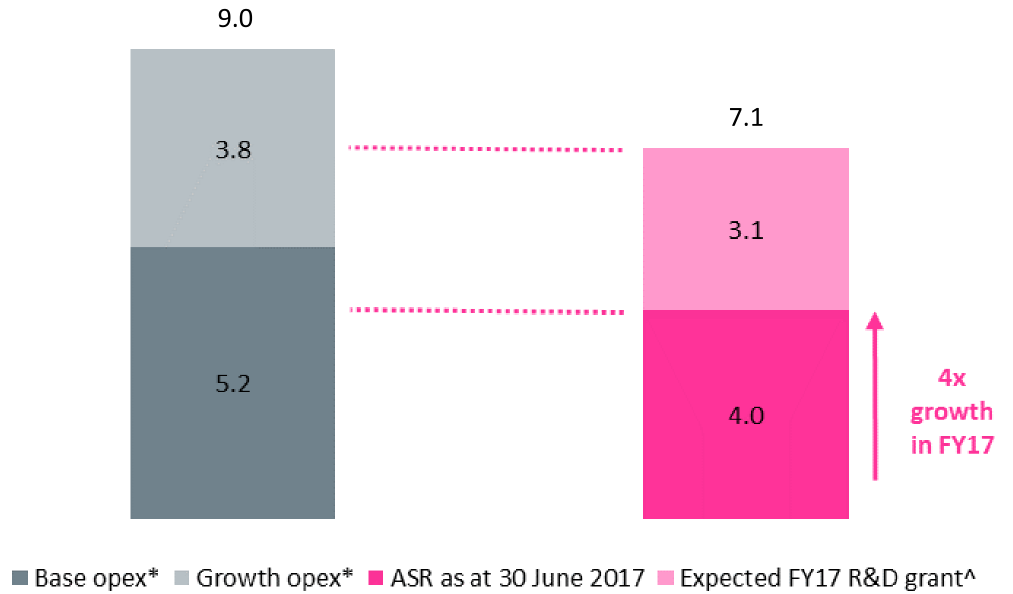
Summary cash flow [1]

$m	Q4		FY17	
Opening cash		5.1		8.1
Customer receipts	1.0		2.7	
Research and development grant	-		1.7	
Total customer receipts & grants		1.0		4.5
Operating expenses		(2.7)		(9.0)
FX movements and non-operating items		0.1		(0.1)
Cash as at 30 June 2017		**3.5**		**3.5**
Expected FY17 R&D grant [2]		3.1		3.1
Pro-forma cash as at 30 June 2017		**6.6**		**6.6**

1. *Unaudited*
2. *Expected to be received by 31 December 2017.* This estimate is based on the Company's expenditure in FY17. The exact quantum of the R&D grant will only be known when assessed by the relevant government authorities.

Totals may not sum due to rounding

FY17 ASR plus estimated R&D grant exceeds base cash operating expenses ($m)



* Growth opex represents sales and marketing personnel, marketing expenses, travel expenses and new product research and development (on a cash basis). Base opex represents all other cash operating expenses.
^ FY17 R&D grant of approximately $3.1m expected to be received by 31 December 2017. This estimate is based on the Company's expenditure in FY17. The exact quantum of the R&D grant will only be known when assessed by the relevant government authorities.

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3. Outlook

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Outlook

Attractive Market	▪ Global public cloud market growing at **~7x** the rate of overall IT spending growth (**21.5%** CAGR from 2015 to 2020) [1] ▪ Rapid growth in Office 365 (**+45%** YoY growth) and Microsoft Azure (**+94%** YoY growth) [2] ▪ Major investment in SharePoint by Microsoft (**200+ million** users)
Accelerating Monetisation Strategies	▪ Continued growth in partner/reseller distribution channel ▪ Focused direct sales & marketing strategy focused on larger enterprises ▪ Ongoing co-marketing initiatives with Microsoft (LiveTiles drives consumption of SharePoint, Office 365 and Azure) ▪ Substantial 'land & expand' opportunity with existing customers
Strong ASR [3] Growth	▪ Customer growth accelerating ▪ Continued growth in partner distribution channel ▪ Growing brand awareness ▪ Significant uplift in sales pipeline provides confidence

1. IDC 20 February 2017. 2, Microsoft Q3 FY17 earnings release (constant currency basis). 3. Annualised subscription revenue

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Appendix

61% of fully-diluted shares held by co-founders and other directors

Holders (millions)	Ordinary Shares	MIP Shares [1]	Options [2]	Fully Diluted %
Karl Redenbach (CEO & Co-Founder) [3]	90.4	19.5		28.6%
Peter Nguyen-Brown (CXO & Co-Founder) [3]	90.4	6.8		25.3%
Matthew Brown (CFO) [3]	9.6	4.3		3.6%
Andrew Gray	3.6	2.3	1.5	1.9%
Michael Hill	0.7	2.3	3.0	1.5%
Total – Board	194.7	35.0	4.5	61.0%
Regal Funds Management	29.9			7.8%
Other institutional holders	55.8			14.5%
HNW & retail holders	57.0			14.9%
Other LiveTiles employees	5.6	1.5		1.8%
Total	343.0	36.5	4.5	100.0%

1. Management Incentive Plan shares are subject to time-based and price-based vesting (see page 20 of FY16 Annual Report for further details)
2. Exercise price of 10 cents per share, expiring 28 October 2017
3. 90.2m ordinary shares held by each of Karl Redenbach and Peter Nguyen-Brown and 9.0m ordinary shares held by Matthew Brown are subject to escrow until 18 September 2017