



ASX Announcement

22 November 2017

2017 AGM Chair's Address

Welcome and Introduction

Good afternoon ladies and gentlemen. On behalf of the Board of Directors, I would like to both welcome you to the 2017 Annual General Meeting of LiveTiles Limited and thank you for taking the time to be with us.

Let me start by introducing you to my fellow Directors. In Sydney with me today is our Chief Executive Officer and Co-Founder Karl Redenbach and our Chief Financial Officer, Matt Brown. Dialing in from the United States we are joined by Chief eXperience Officer and Co-Founder Peter Nguyen-Brown and Non-Executive Director Andy McKeon.

We were very pleased when Andy McKeon agreed to join the Board this year and I was pleased to join alongside him and other directors in September and to serve as Chair effective from today.

To give you more insight into the careers and highlights of our new directors, it is worth noting that Andy McKeon is a global marketing expert with over 25 years of experience. He currently works at Facebook and Instagram, where his team is responsible for managing relationships with Facebook's most important Fortune 500 customers. Andy was previously Creative Director at Apple, where under Steve Jobs he helped launched iPhones, iPads, Macs and iOS software.

I am a CEO, advisor, board director and tech entrepreneur, with over 22 years of experience leading and advising global businesses. My previous roles have included senior positions at GMAC Commercial Mortgage, Deutsche Bank, HSBC and McKinsey, and I am the founder of global advisory firm Pottinger. I hold a number of director and Chair level positions, including Chair of Victoria's central financing authority, the Treasury Corporation Victoria.

I am more than just excited to chair the LiveTiles Board and to work with my fellow directors, the founders and the LiveTiles team. I am energised by the opportunity and honoured to work with a team who I have come to appreciate are committed not only to customers but to community. Andy McKeon and I will continue to play an active role in guiding the Company towards achieving its global growth plans.

In conjunction with my appointment as Chair, Andrew Gray is stepping down as non-executive director and Chairman. On behalf of the entire LiveTiles Board, I would like to express our sincere thanks to Andrew. We all acknowledge the enormous contribution he has made during his more than 3-year tenure with the LiveTiles Board. We will benefit from the foundations that have been laid.



Financial and Operational Overview

LiveTiles delivered another year of very strong growth as we focused on expanding our global footprint, winning new customers and significantly growing revenue in FY17.

Our annualised subscription revenue grew by 293%, reaching \$4 million at the end of June, following 6 consecutive quarters of record growth. Continuing this trend into FY18, the Company reached another milestone of \$5 million in annualised subscription revenue as at 30 September 2017.

Customer numbers increased significantly, growing 123% in FY17 to 366 customers. LiveTiles has established a strong customer footprint in all major global markets, with a stable of blue-chip customers that includes some of the world's leading and most recognised brands.

As we look to expand our sales and marketing footprint and support continued customer and revenue growth, we have recruited several highly-experienced team members. In April 2017, we appointed former Microsoft Worldwide Consumer Goods Industry Director, Doug Caywood, to lead our operations in Central USA, home to 27% of the Fortune 500.

In early FY18 we appointed former Global Strategist at Microsoft, Michael Maurer, to lead our newly established operations in the DACH region (comprising Germany, Austria and Switzerland).

Dan Diefendorf has recently joined LiveTiles as Vice President, North-East USA. Dan has extensive experience in building and growing enterprise Software-as-a-Service businesses across business development, sales, operations and strategy.

Tom Harshbarger has joined LiveTiles as Vice President, Partner Network, North America. Tom has 25 years' technology experience spanning application development to sales leadership, including 14 years at Microsoft where his most recent role was Senior Channel Sales Manager. Tom will be responsible for managing and growing LiveTiles' partner network across North America.

Former IKEA Group Process Developer and Futurist, George Muir has also joined LiveTiles as Product Evangelist. George brings a deep understanding of global workplace trends and developments and will actively promote LiveTiles' products and the role of digital experiences in the workplace; speaking at international technology conferences and events.

Our strong focus on product innovation has continued. Excitingly, we launched new products LiveTiles Cloud, LiveTiles MX and LiveTiles for SAP Software during the year in response to the growing needs of our enterprise customers. In the first quarter of FY18, we launched our artificial intelligence products LiveTiles Bots and LiveTiles Intelligence, both of which have already generated strong interest from new and existing customers and have contributed to a growing pipeline of commercial opportunities.

In the first quarter of FY18, we successfully raised \$12 million, via a placement of \$11 million to sophisticated and professional investors and a \$1 million share purchase plan. We received strong support from new and existing shareholders, with the placement closing heavily oversubscribed. The funds raised leave LiveTiles well positioned to continue to invest in sales and marketing resources across all regions, to drive global growth.



Strategic Growth Plans

We are committed to delivering strong global growth via four strategic paths:

Direct sales and marketing

As we focus on growing our global footprint, we continue to invest in our direct sales and marketing teams in the US, UK, Europe and Australia as we look to deliver strong customer and revenue growth.

Growing our partner channel

With 73 transacting partners at the end of the first quarter of FY18, we continue to grow our reseller partner channel. During FY17, we were pleased to sign the consulting arms of both PwC and Deloitte as LiveTiles partners.

Close alignment with Microsoft

LiveTiles' strategic relationship with Microsoft continues to strengthen, resulting in strong revenue and sales pipeline growth. In September 2017, LiveTiles was a major sponsor of Microsoft's Ignite conference in Orlando where we launched two artificial intelligence (AI) products, LiveTiles Bots and LiveTiles Intelligence to a crowd receptive to our application of AI to the modern workplace. LiveTiles was also one of a select few software vendors invited to present at Microsoft's Digital Transformation Academy in Las Vegas in late October 2017.

Increasing revenue from our existing customer base

As we continue to rapidly add new customers, we also appreciate the importance of continuing to focus on the significant opportunity to increase our penetration of existing customers, as well as cross-selling additional LiveTiles products to our large and growing customer base.

Outlook

The Board and management team expect to deliver strong customer and revenue growth in FY18, driven by an expanded sales and marketing footprint, our close partnership with Microsoft, growing brand awareness, and strengthening demand for our expanding range of innovative software products.

That concludes my opening remarks. On behalf of the Board, I would like to thank our shareholders, customers and partners for your ongoing support in our Company and now move to the formal proceedings of the meeting.

Ends.

About LiveTiles:

LiveTiles is a global software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Minneapolis, North Carolina, London, Zurich, Sydney, Melbourne and Hobart. LiveTiles offers intelligent workplace software for the commercial, government and education markets, and is an award-winning Microsoft Partner. LiveTiles' products comprise LiveTiles SharePoint, LiveTiles Cloud, LiveTiles for SAP Software, LiveTiles MX, LiveTiles Bots, LiveTiles Intelligence 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.