LiveTiles

FY17 AGM Presentation

22 November 2017

LiveTiles

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LiveTiles

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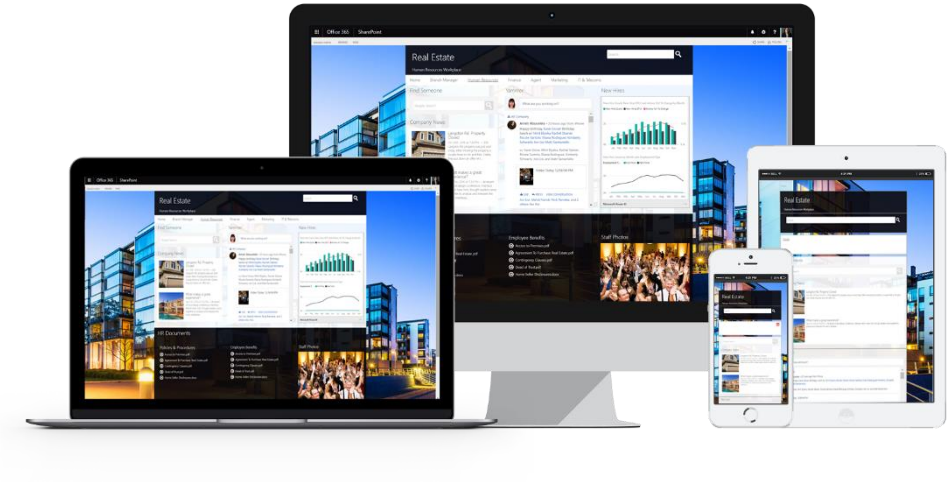


LiveTiles

1. Overview

LiveTiles

Company overview

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

- Monetisation of product commenced in February 2015
- Listed on ASX in September 2015
- 252% y-o-y growth in annualised subscription revenue [1] to $5.0m [2]
- 405 paying customers [2]
- Very large and growing addressable market
- Strong emphasis on product innovation
- Close alignment and relationship with Microsoft
- Directors (including founders) own 51% of the company

1. Annualised subscription revenue (ASR) represents committed, recurring subscription revenue on an annualised basis
2. As at 30 September 2017

LiveTiles

Product overview

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

LiveTiles SharePoint	▪ Digital workplace on top of Microsoft SharePoint and Office 365 ▪ Targeting 200+ million SharePoint users
LiveTiles Cloud	▪ Digital workplace outside SharePoint (Azure-hosted) ▪ Expands addressable market to any organisation using the cloud
LiveTiles MX	▪ Customised mobile apps built from the LiveTiles responsive page canvas
LiveTiles for SAP software	▪ Easily integrates and surfaces content from SAP applications within LiveTiles pages
LiveTiles Bots	▪ An intuitive web-based tool enabling users to create customisable Virtual Assistants
LiveTiles Intelligence	▪ Provides insights and analytics into how a digital workplace is performing
LiveTiles Mosaic	▪ Digital classroom software for the K-12 education market (currently free)

Recently launched Artificial Intelligence (AI) products

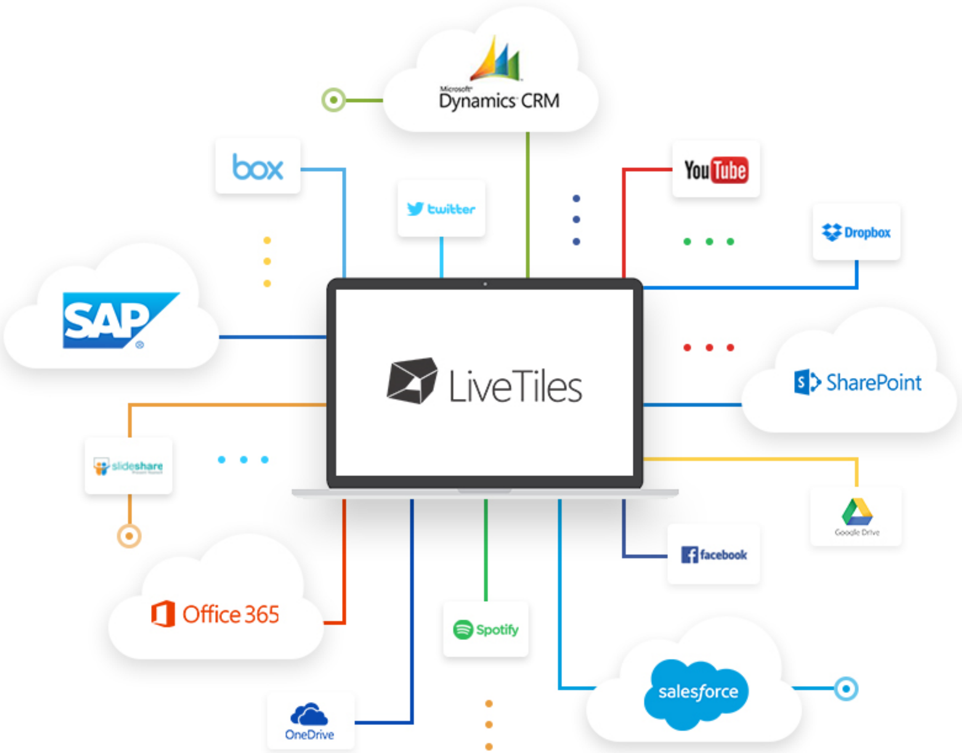
LiveTiles

Growth highlights

Annualised subscription revenue [1]	Paying customers	Transacting partners
+252%	405	73
y-o-y to **$5.0m** [2]	in ~2.5 years [2]	**+74%** in last 12 months [2]

All currency amounts throughout this presentation are in AUD
1. Annualised subscription revenue (ASR) represents committed, recurring subscription revenue on an annualised basis
2. As at 30 September 2017

LiveTiles provides the flexible intelligent 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 CXO
: **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
: Surpassed **300 paying customers** milestone

March
: **$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

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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 Managing Director, Macquarie Capital (Sydney and New York)
- Advised on over $10 billion of mergers, acquisitions, divestments and capital raising transactions
- B.Com/LLB (USYD)

CASSANDRA KELLY
Non-Executive Chair

- 22 years of leadership and executive roles at global organisations, including GMAC Commercial Mortgage, Deutsche Bank, HSBC and McKinsey
- Founder of Pottinger Global, a global advisory firm combining expertise in strategy, innovation, financial analysis, M&A and big data analytics
- Chair of Treasury Corporation Victoria and a former director of Flight Centre
- Voted one of Australia's Top 10 Chairs in 2017 by The Australian

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]

+42%
YoY growth

Microsoft Office 365 commercial revenue [2]

200+ million
SharePoint users

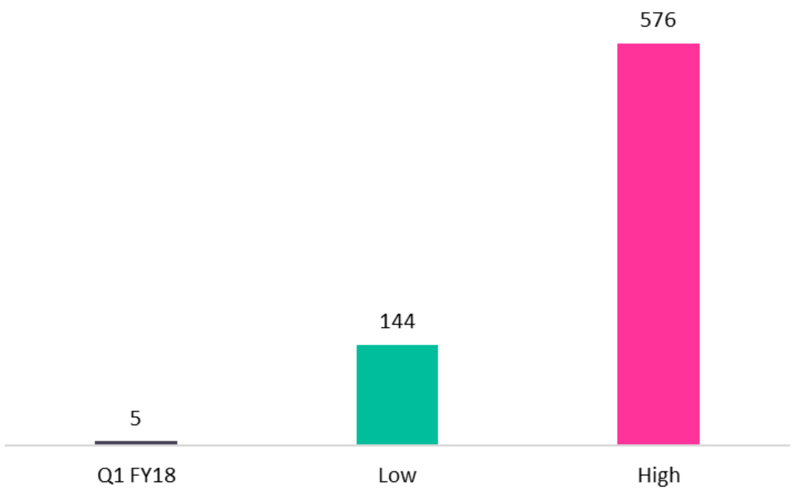
major investment by Microsoft

+90%
YoY growth

Microsoft Azure Revenue [2]

1. IDC, 20 February 2017. 2. Microsoft Q1 FY18 earnings release (constant currency basis).

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 Bots, LiveTiles Intelligence, LiveTiles Mosaic or future LiveTiles products

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

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2. Growth Highlights

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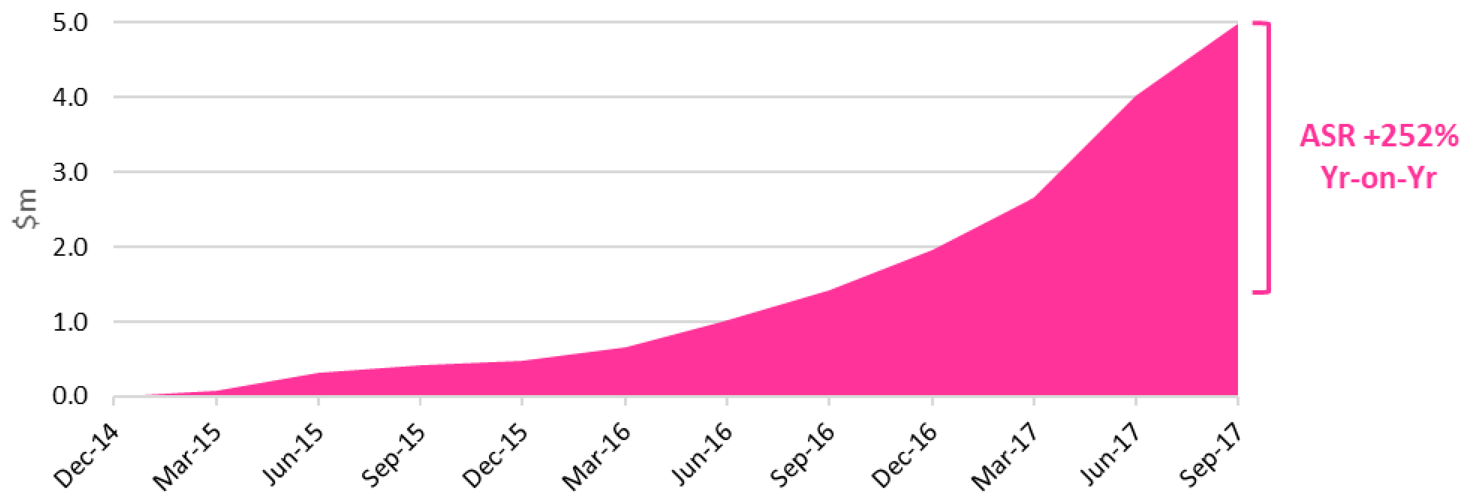
Subscription revenue is building rapidly

Rapid annualised subscription revenue growth



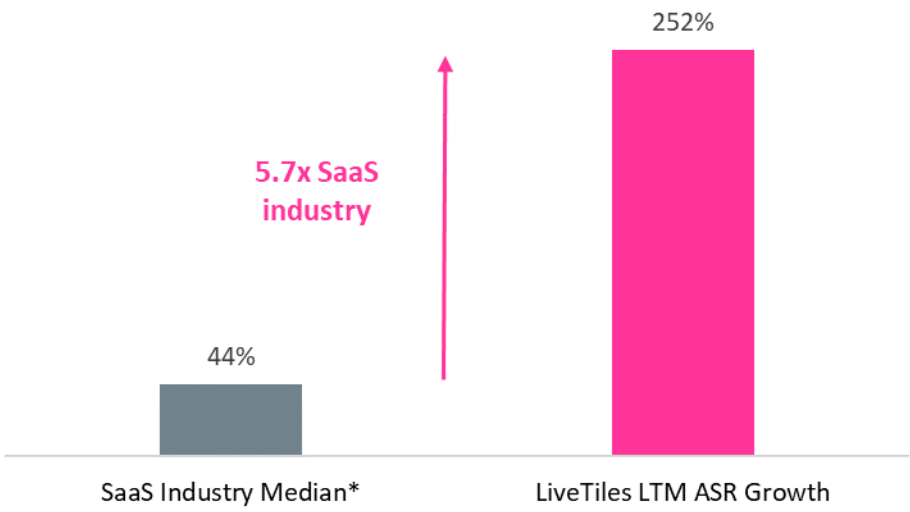
ASR **+252%** y-o-y to **$5.0m** [1]

$2.3m ASR added in 6 months to 30 Sept

> 5x growth in sales pipeline in FY17

1. As at 30 September 2017

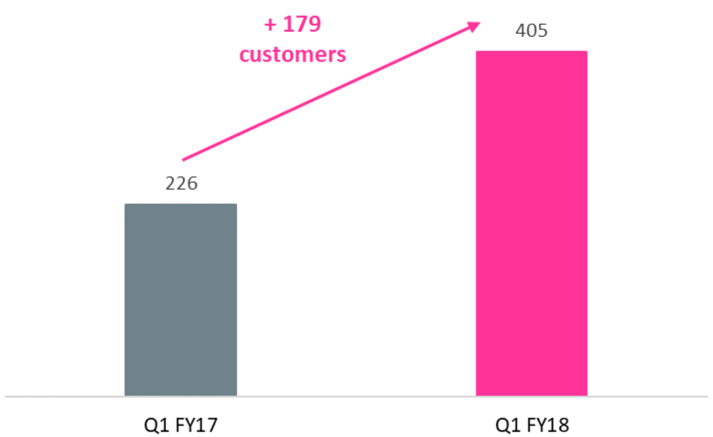
LiveTiles is growing at almost 6x the rate of the Software-as-a-Service industry



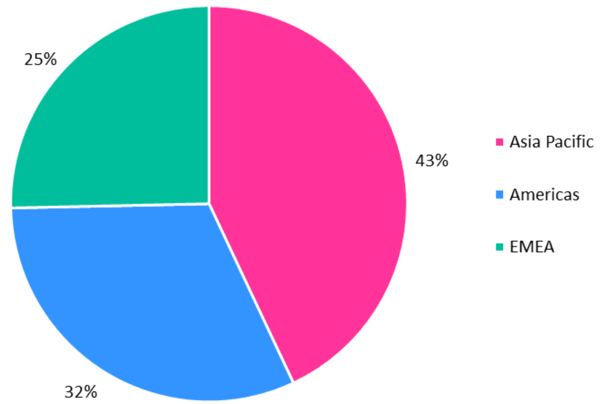
Source: Pacific Crest 2016 Private SaaS Company Survey (326 respondents)

Rapid customer growth

From zero to 405 customers in ~2.5 years



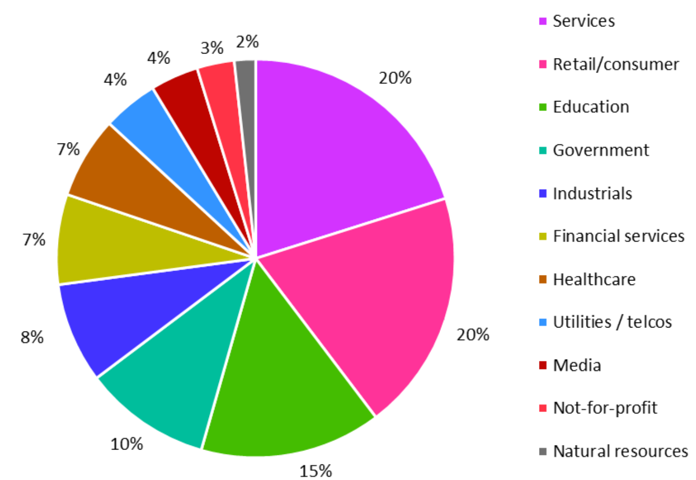
ASR by region *



Recent customer highlights

- One of the world's leading apparel brands
- A global cosmetics company based in the USA
- A major global media group based in the USA
- A luxury department store group based in the UK
- A leading food manufacturer based in the UK
- A major financial services group headquartered in APAC
- One of the largest airlines in the APAC region
- An ASX 100 mining company

ASR by industry vertical *



** Annualised subscription revenue as at 30 June 2017*

Channels to market

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

Products: LiveTiles SharePoint, LiveTiles Cloud, LiveTiles MX, LiveTiles for SAP, LiveTiles Bots, LiveTiles Intelligence

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 through Q1 FY18	✓ **73 transacting partners** (up +74% in LTM) ✓ **PwC**'s & **Deloitte**'s consulting arms recently signed	✓ **93 customers** and **$2.3m ASR added** in last 12 months ✓ Average ASR per direct customer in last 12 months: **$25k**	✓ Several co-marketing initiatives ✓ Frequent leads and customer references ✓ **Microsoft is a paying customer**	✓ **128%** net retention in FY17 (vs SaaS industry median of 102%)	✓ Free licence base of **6.8m** students & teachers (up **55%** in last 12 months) ✓ Education sector ASR: **$0.6m**

Paying Customers (ASR)

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

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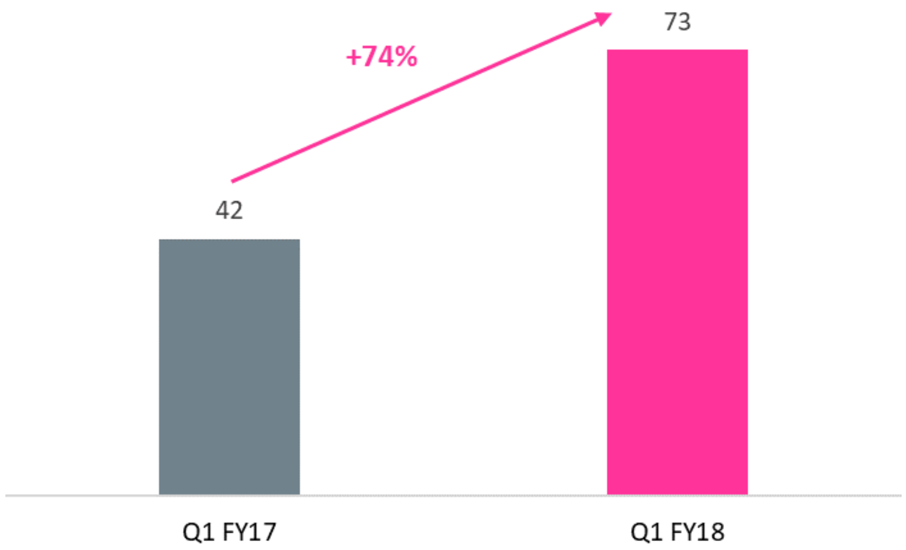
Increasingly productive partner channel

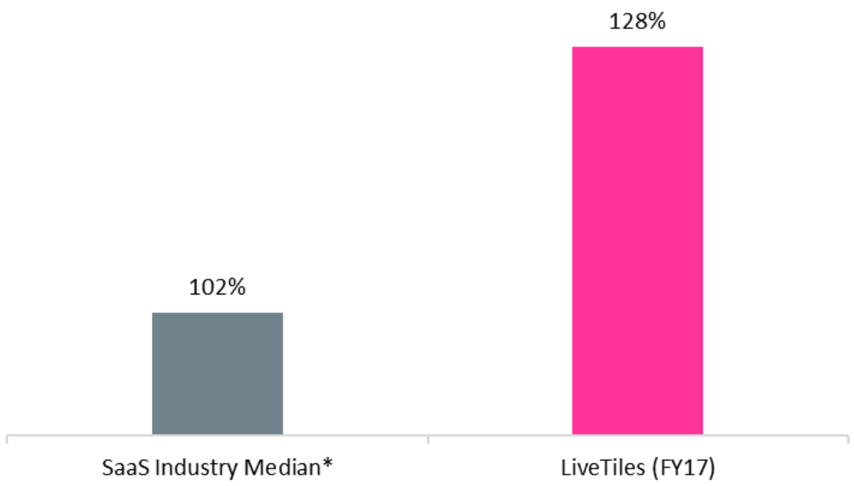
31 transacting partners added in last 12 months



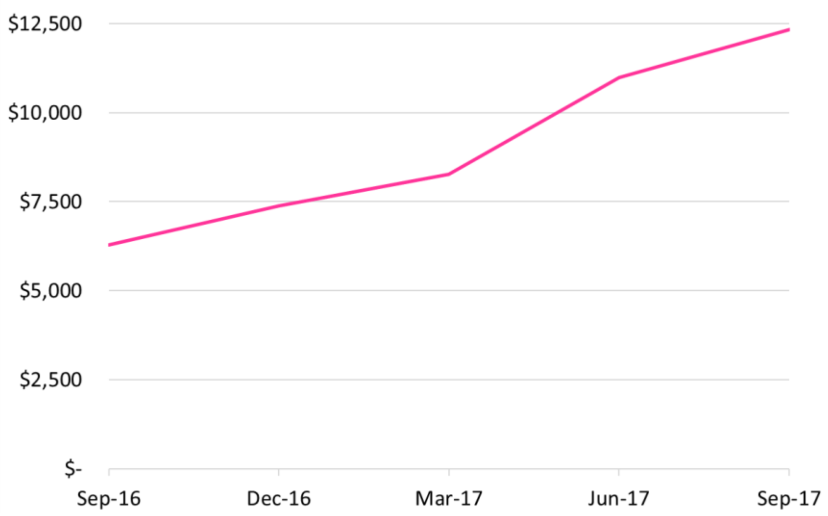
- LiveTiles sells through partners to help scale our growth and broaden our reach
- Important barrier to entry

Net retention above industry average and ASR per customer increasing

Expansion with existing customers has substantially exceeded churn

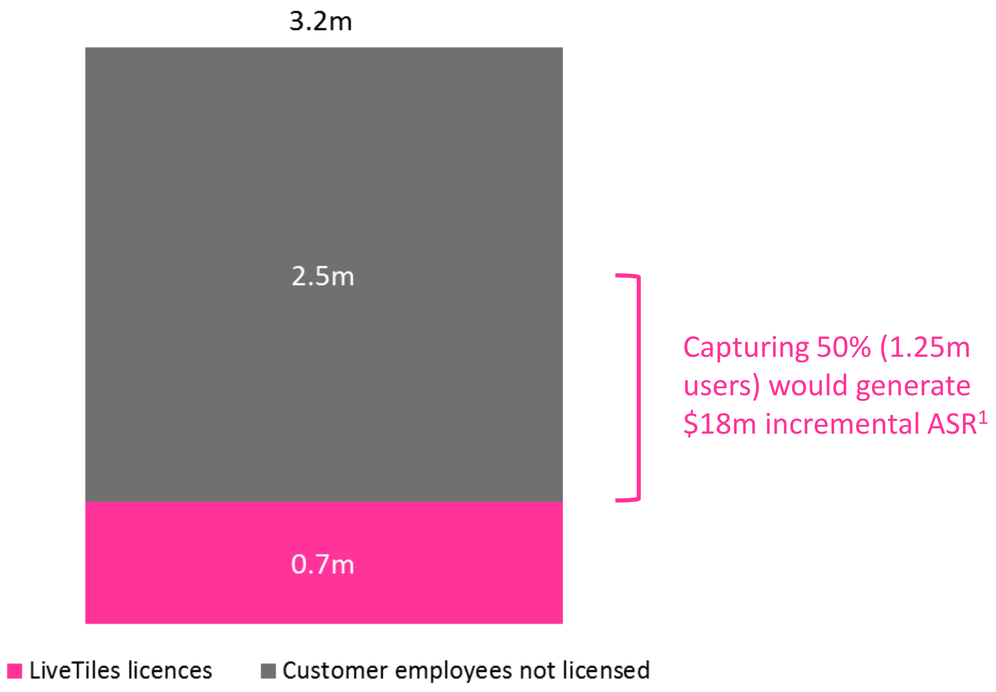


Average ASR per customer up 96% in last 12 months



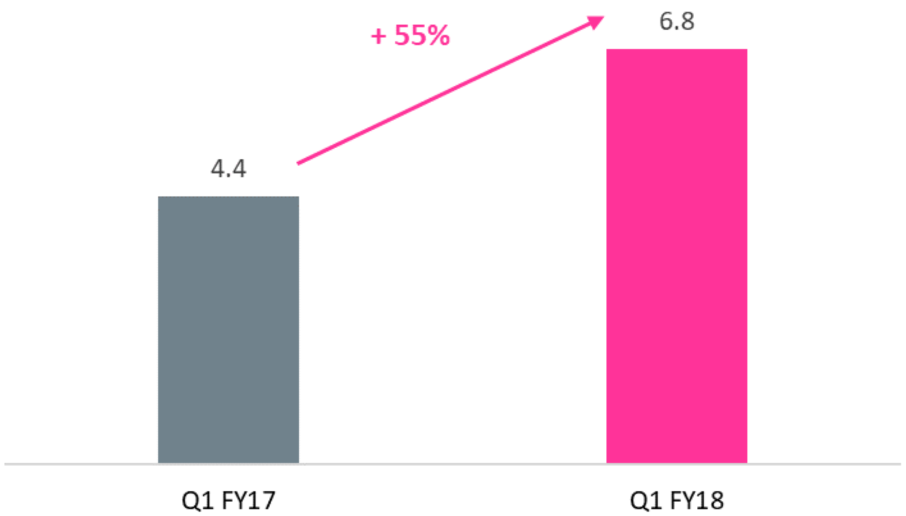
FY17 net retention = (ASR expansion from existing customers less churn in FY17) / ASR as at 1 July 2016
* Source: Pacific Crest 2016 Private SaaS Company Survey (240 respondents)

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



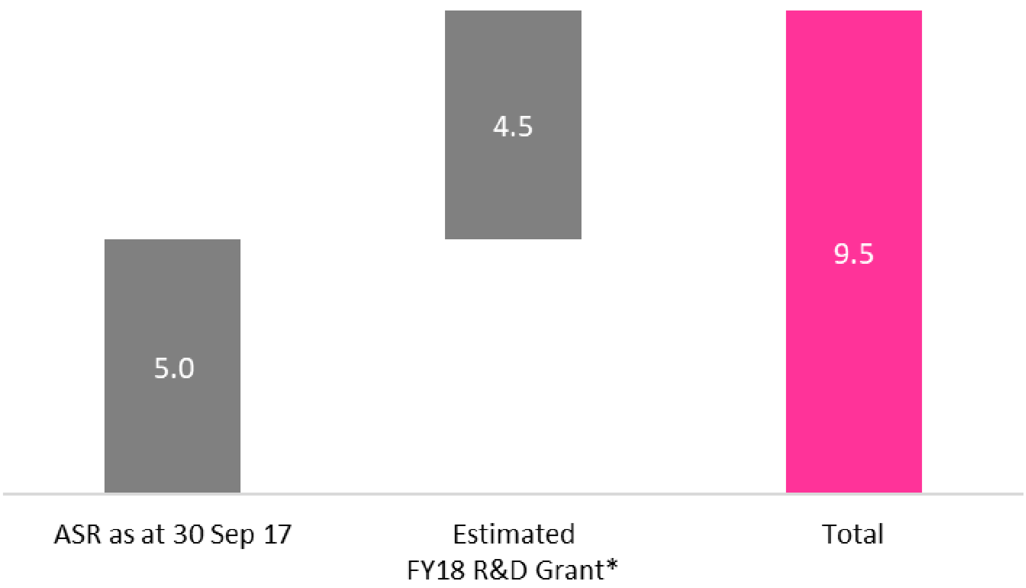
1. As at 30 June 2017. Assumes average pricing of $1.20 per user per month

55% growth in LiveTiles Mosaic licences in last 12 months



- 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

Run-rate revenue estimate ($m)



* Based on an estimate of the Company's eligible expenditure in FY18. 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

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 (**+42%** YoY growth) and Microsoft Azure (**+90%** YoY growth) [2]
- Major Microsoft investments in SharePoint (**200+ million** users), Azure and AI

Clear 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 'expand' opportunity with existing customers

Strong ASR [3] Growth in FY18

- Pipeline of sales opportunities growing at an accelerated pace in early FY18
- Significant increase in the number of large enterprise customer opportunities
- Continued growth in partner distribution channel and Microsoft channel
- Growing brand awareness
- New Artificial Intelligence products generating strong early demand

1. IDC 20 February 2017. 2, Microsoft Q1 FY18 earnings release (constant currency basis). 3. Annualised subscription revenue

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Questions?