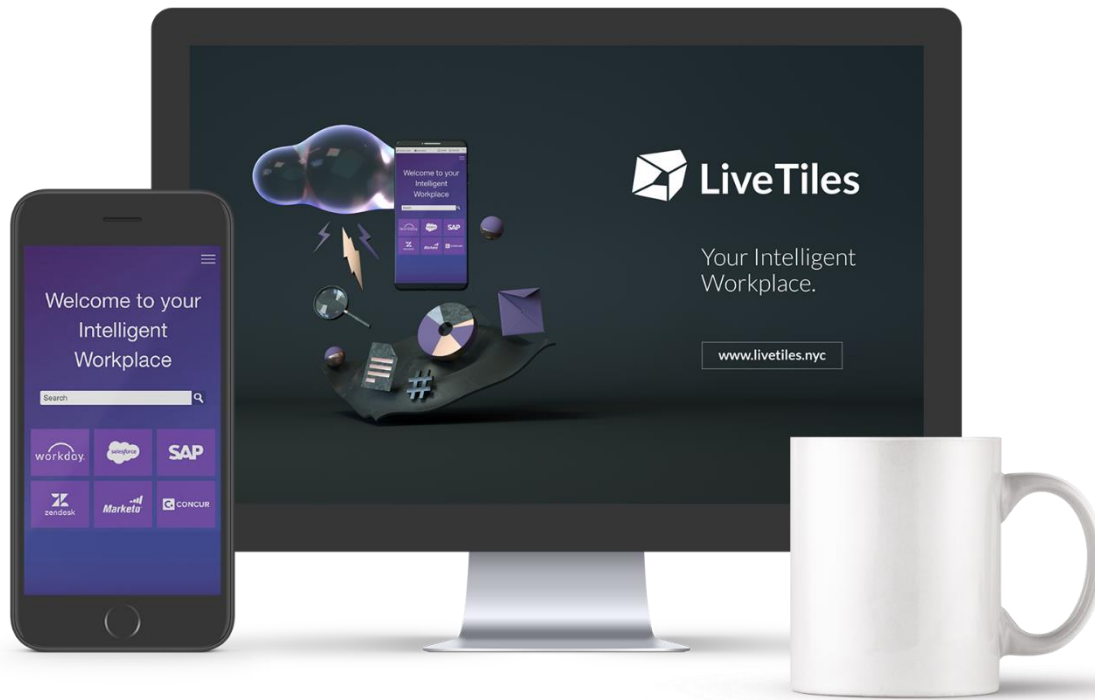




Investor Presentation

30 July 2018

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1. Overview

2. FY18
Growth
Highlights

3. Outlook

Appendix



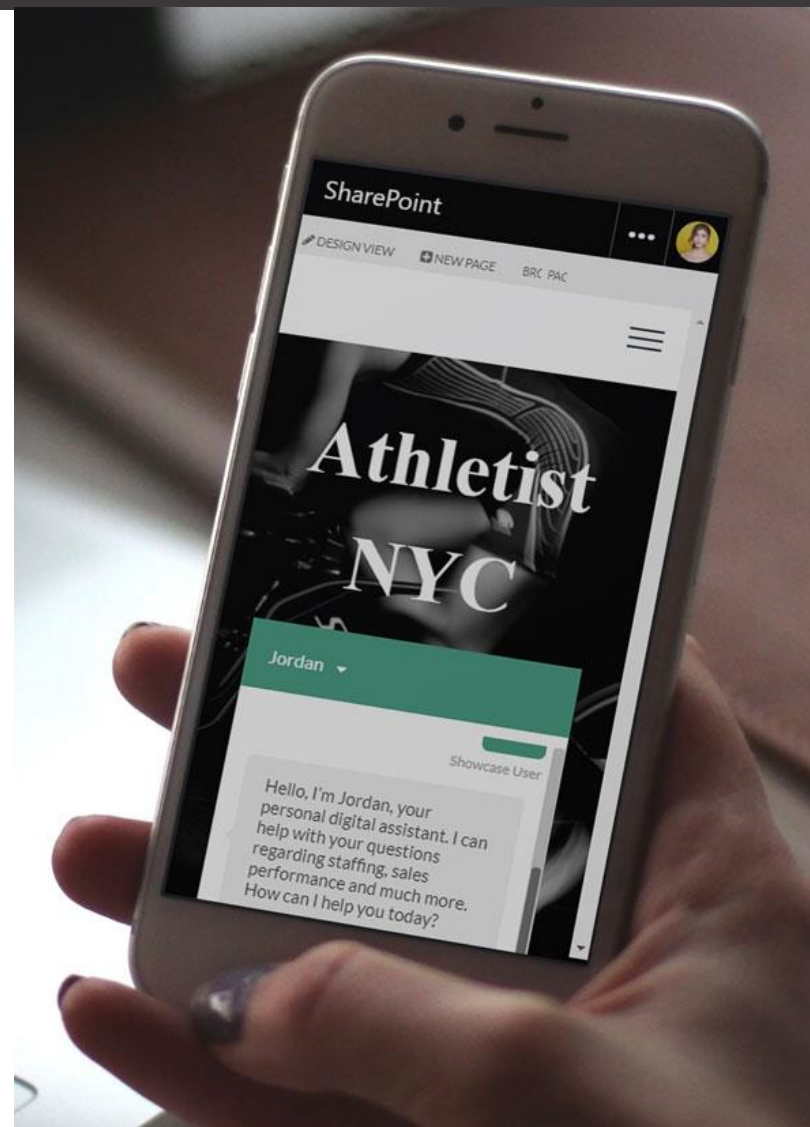


Empower

1. Overview

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

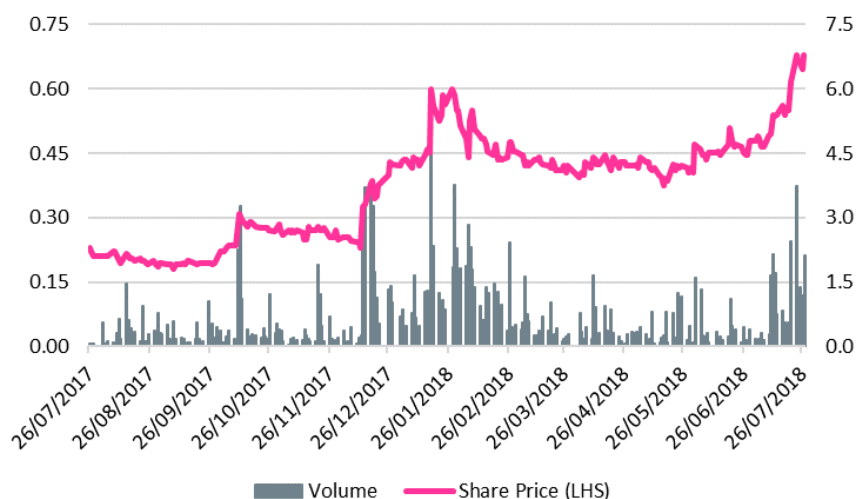
- Monetisation of product commenced in February 2015
- Listed on ASX in September 2015
- 275% y-o-y growth in annualised recurring revenue¹ to \$15.0m²
- 536 paying customers²
- Very large and growing addressable market
- Strong emphasis on product innovation, including Artificial Intelligence
- Close alignment and unique global relationship with Microsoft
- Directors (including founders) own 44%



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

2. As at 30 June 2018

Share Price Performance



Global Presence

- **USA** (New York, Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Chicago, Minneapolis, North Carolina)
- **Australia** (Sydney, Melbourne, Geelong, Hobart, Brisbane)
- **United Kingdom** (London, Sligo)
- **Europe** (Switzerland, The Netherlands)

Capital Structure

ASX:LVT

Share price as at 27 July 2018	\$0.68
Shares on issue	506m
Market capitalisation	\$344m
Cash as at 30 June 2018	\$18m
Enterprise value	\$326m

Major Shareholders

Holder	%
Karl Redenbach (CEO & Co-Founder)	21.9
Peter Nguyen-Brown (CXO & Co-Founder)	19.3
Other directors	2.8
Directors (including Co-Founders)	44.0

Annualised recurring revenue (ARR)¹**+275%**in FY18 to **\$15.0m**

Paying customers

536

in just over 3 years

ARR per customer

+154%

in FY18

2018 awards



MSUS Partner Award Winner
**MODERN WORKPLACE
TRANSFORMATION**



The Alconics

Third Annual Alconics Winner
**BEST APPLICATION
OF AI IN THE ENTERPRISE**

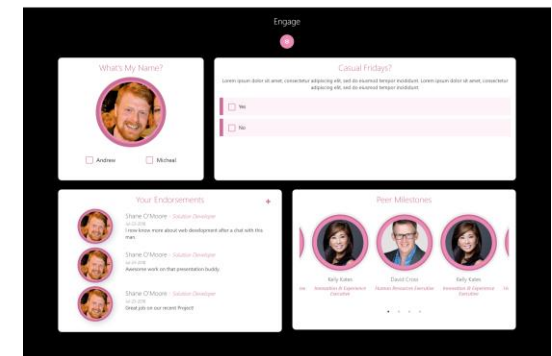
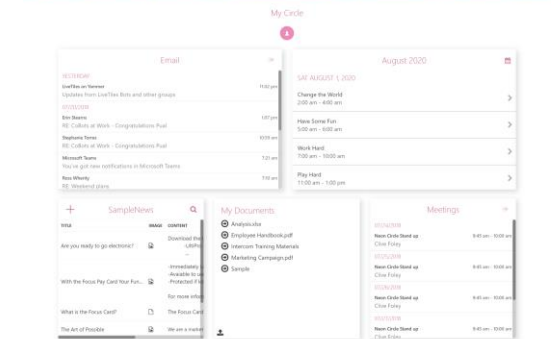


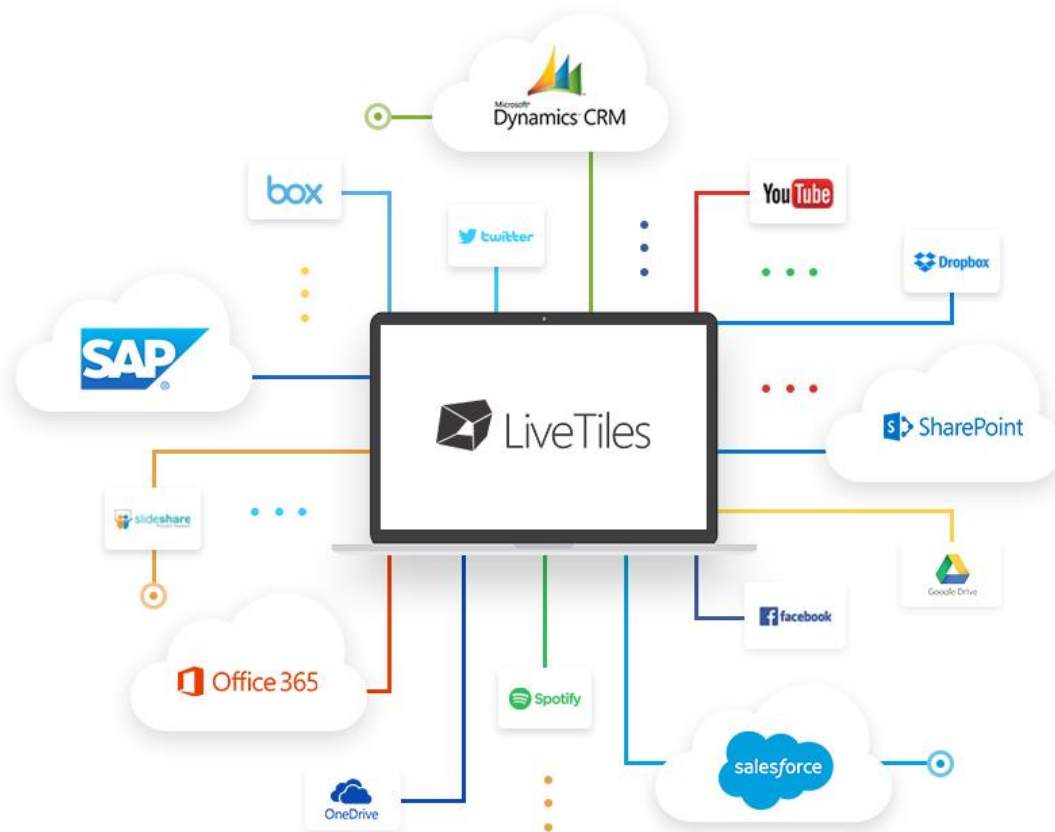
LiveTiles provides intelligent workplace software for the commercial, government and education markets

Product	Description	Pricing Model
Software Platforms	 LiveTiles Design - Digital workplace on top of Microsoft SharePoint/Office 365 or hosted in Azure - Targeting 200+ million SharePoint users and rapidly growing Azure platform	Subscription per user (~US\$2/user/month with volume discounts)
	 LiveTiles Bots An intuitive web-based tool built on Microsoft's Azure Bot Service, enabling users to quickly and easily create customised bots	Subscription per organisation
	 LiveTiles Mosaic Digital classroom software for the K-12 education market	Currently free
	 hyperfish™ Next generation employee profile and directory management software	Subscription per employee
Add-On Products	 LiveTiles MX Customised mobile apps built from the LiveTiles responsive page canvas	Subscription per mobile app (US\$490/month)
	 LiveTiles for SAP software Easily integrates and surfaces content from SAP applications within LiveTiles pages	Subscription per user (equivalent to LiveTiles Design pricing)
	 LiveTiles Intelligence Provides insights and analytics into how a digital workplace is performing	Subscription per user (50% uplift on LiveTiles Design Pricing)
Bundle	LiveTiles Intelligence Workplace Combines LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles MX and Hyperfish	Subscription per organisation

LiveTiles is creating pre-built solutions on top of our platforms to target specific industries or roles

Solution	Description	Pricing Model
Neon Circle	- Intelligent Intranet solution built on top of LiveTiles Design, LiveTiles Intelligence, LiveTiles Bots & Microsoft SharePoint/Office 365 or hosted in Azure - Targeting fast-growing Intranet-in-a-box market - Launched August 1 2018 - Neon Circle is LiveTiles' first ready-to-go, customisable intranet-in-a-box for small & medium-sized enterprises (SMEs) - Neon Circle is more than an intranet – it is a shared employee experience connecting colleagues on an emotional level and building strong networks of trust across an organisation	Subscription. Details to be released in near term
LiveTiles RAISE	- Intelligent Retail solution built on top of LiveTiles Design, LiveTiles Intelligence, LiveTiles Bots & Microsoft SharePoint/Office 365 or hosted in Azure - Targeting rapidly transforming retail sector - Leveraging Microsoft relationships to generate opportunities with major retailers	Subscription. Pricing not currently publicised





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
- ✓ Incorporates Bots and Artificial Intelligence



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 University)



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 University)



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 (University of Sydney)



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
- Global Chief Creative Officer at Genero, a global video production marketplace
- Previously Global Accounts and Agencies Lead for Facebook and Instagram, managing relationships with Facebook's most important customers, including Amazon, Nike, Apple, Microsoft and Walmart
- Prior to Facebook, Andy was Creative Director at Apple where he worked under Steve Jobs to help launch iPhones, iPads, Macs and iOS software

Large and fast-growing global market opportunity

US\$160b

global public cloud market

21.9% CAGR from 2016 to 2021¹

20x

growth in AI industry

from 2015 > 2024²

200+ million

SharePoint users

major investment by Microsoft

+89%

YoY growth

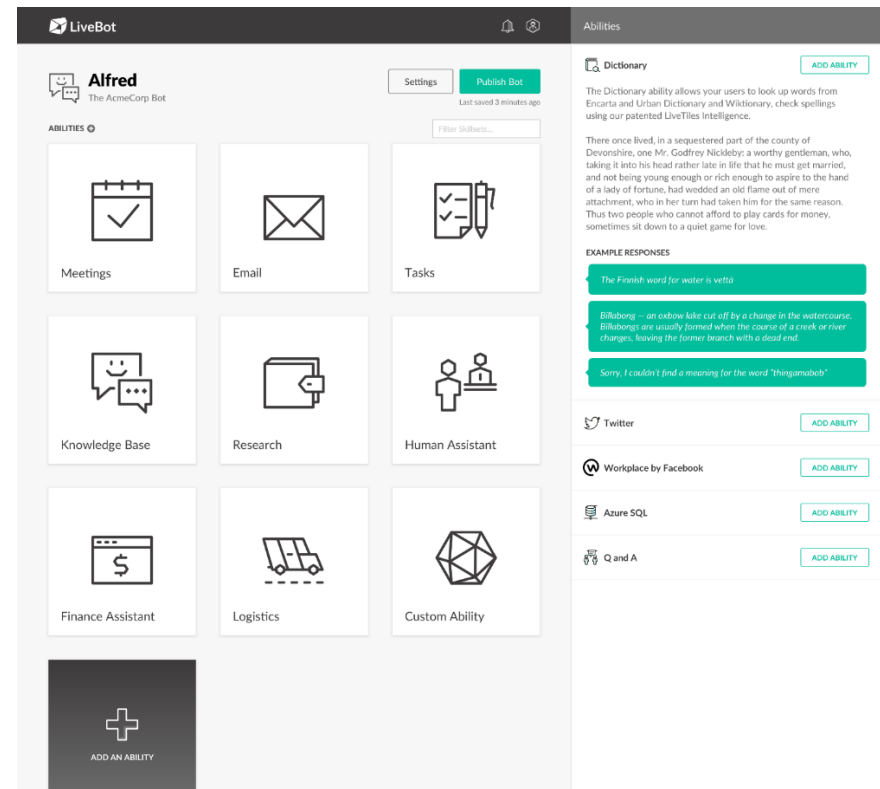
Microsoft Azure Revenue³

LiveTiles Bots positions LiveTiles at the forefront of the rapidly emerging Artificial Intelligence market

The AI industry is expected to grow more than **20-fold** between 2015 and 2024, from US\$126 billion to **US\$3 trillion**¹

81% of IT leaders are currently investing in or planning to invest in AI²

By 2019, **40%** of enterprises will be actively using chatbots to facilitate business processes³



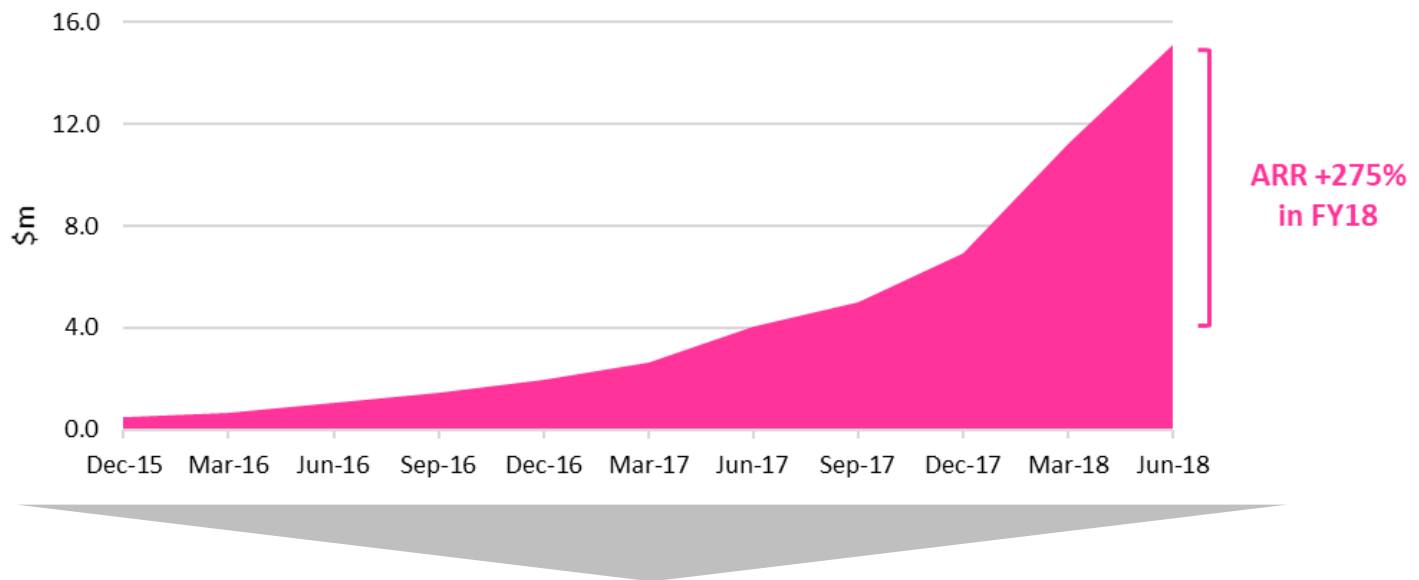
1. Transparency Market Research
2. Forbes, Louis Columbus, How Artificial Intelligence is Revolutionizing Enterprise Software in 2017 (11 Jun 2017)
3. Gartner, Four Use Cases for Chatbots in the Enterprise Now (16 February 2017)



Enable

2. FY18 Growth Highlights

Annualised recurring revenue growing rapidly



ARR +275%

in FY18 to \$15m

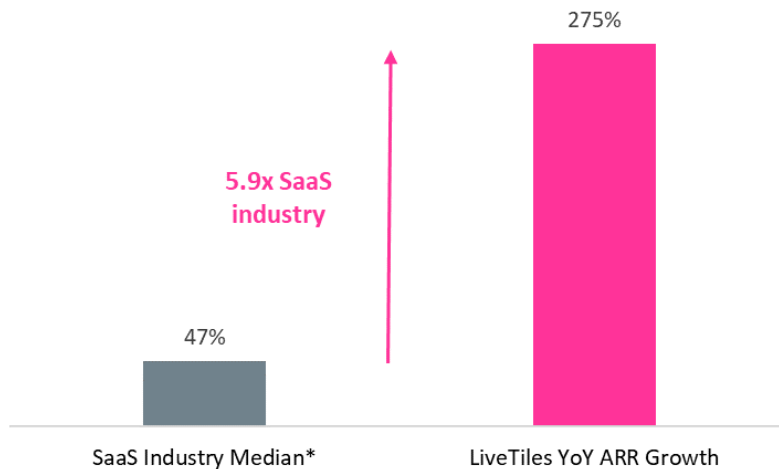
\$11m ARR

added in FY18

Strong growth

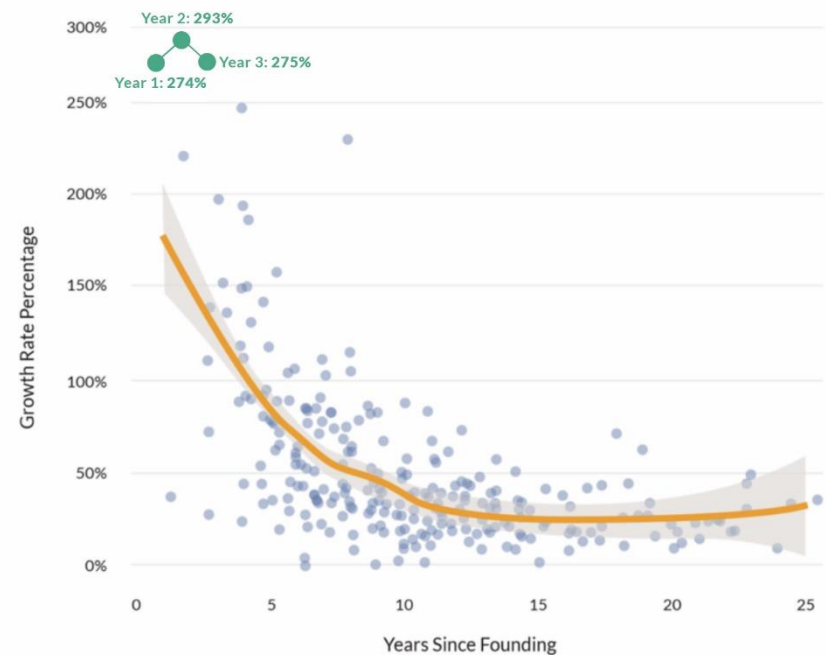
in sales pipeline

LiveTiles is growing at almost 6x the rate of the SaaS industry



* Source: KeyBanc 2017 Private SaaS Company Survey (361 respondents)

LiveTiles ARR growth vs global publicly-listed SaaS companies

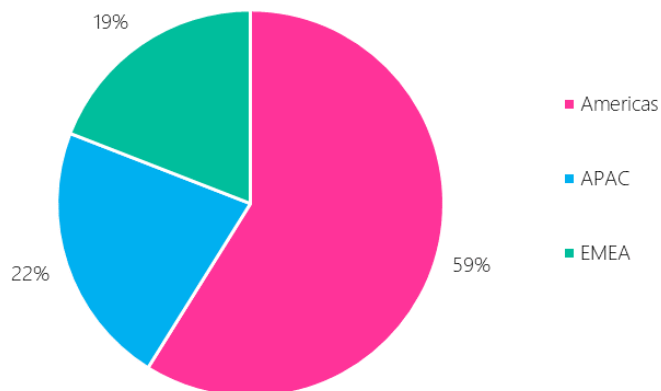


Source: Thomas Tunguz, tomtunguz.com (with LiveTiles ARR growth rates added)

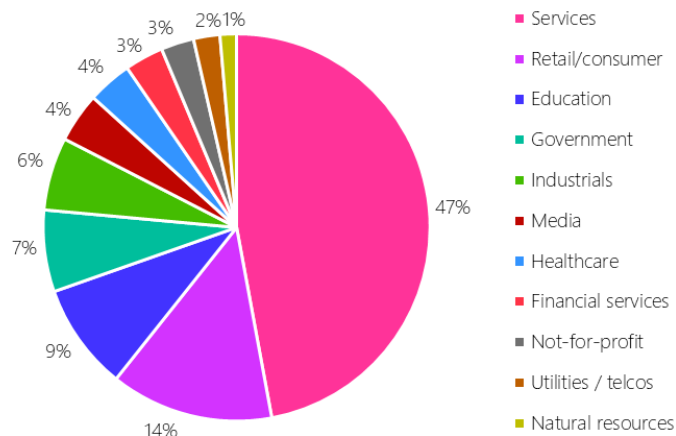
Multiple channels driving lead generation and monetisation with new and existing customers

PRODUCTS	LiveTiles Design, LiveTiles MX, LiveTiles for SAP, LiveTiles Bots, LiveTiles Intelligence, LiveTiles RAISE			
CHANNEL	1 Direct	2 N3	3 Microsoft	4 Partner Channel
KPIs	# of paying customers - ARR	# of qualified opportunities - ARR	# of leads - ARR	# of transacting partners - ARR
Progress in FY18	✓ 25 direct sellers (+17 in FY18) ✓ Driving growth in average deal size	✓ Dedicated team of 60 onboarded in Q4 ✓ Over \$10m of sales opportunities created in last 2 months	✓ Several co-marketing initiatives ✓ AI campaign in USA ✓ Frequent leads and customer references	✓ 94 transacting partners (+40% in FY18)
 Paying Customers (ARR) Expand with existing customers				

ARR by region¹



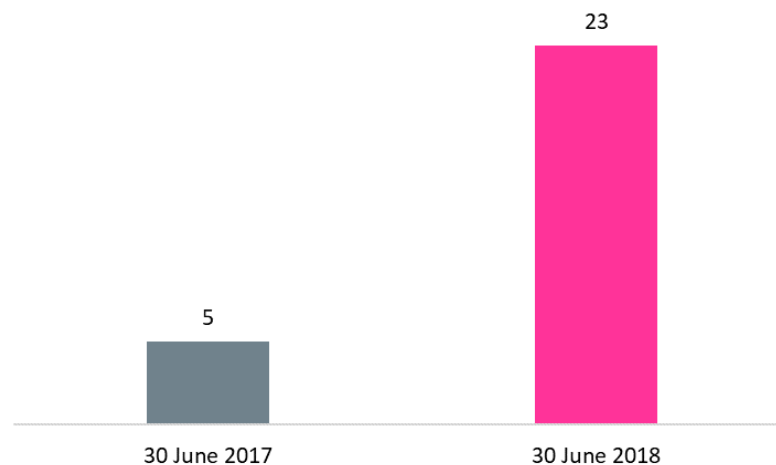
ARR by industry vertical¹



Recent customer highlights

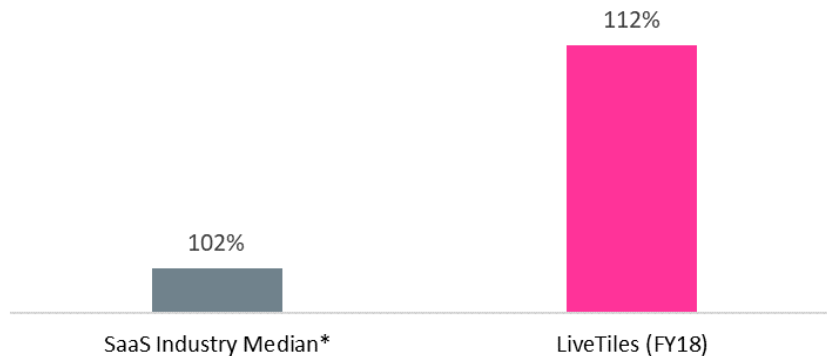
- Multinational media and entertainment conglomerate (USA)
- Large clothing and homewares retailer (USA)
- Major banking and payment services company (USA)
- Large distributor of electronic components (USA)
- Major global airline (USA)
- One of the world's largest brewers (Europe)
- Major food manufacturer (UK)
- Large mining and metals company (Australia)
- Major electricity distribution company (Australia)

Strong growth in large accounts²

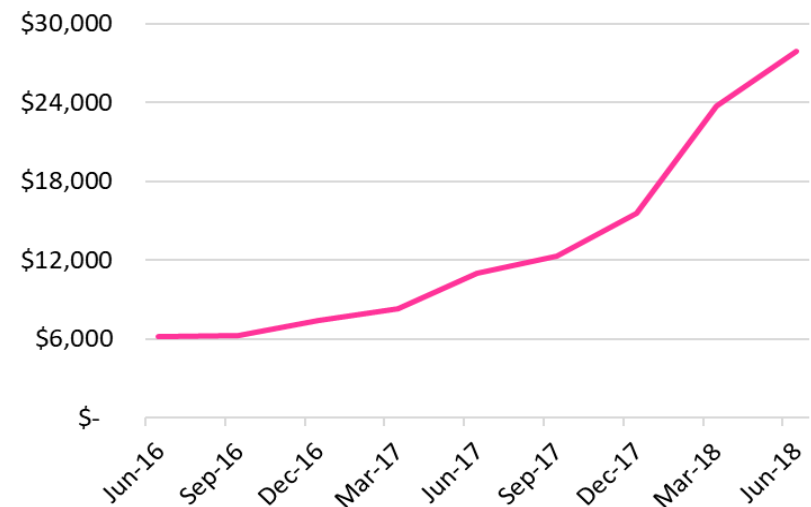


1. Annualised recurring revenue as at 30 June 2018. 2. Customers contributing ARR of at least \$100,000.

Expansion with existing customers has substantially exceeded churn



Average ARR per customer up 154% in FY18



Overview

- N3 is a sales and marketing consultancy and execution firm based in Atlanta, USA
- The leading outsourced sales and marketing execution vendor for Microsoft's Azure and Dynamics platforms
- Other global clients include SAP, IBM and Cisco
- LiveTiles has engaged N3 to provide outsourced sales and marketing consulting and execution services in USA, comprising:
 - Global demand centre design and deployment
 - Digital demand generation
 - Sales opportunity qualification
 - Full-cycle sales and customer success for small and mid-sized customers
- LiveTiles has licensed its full suite of intelligent workplace software to N3 for:
 - Implementation within N3's global sales organisation
 - Customised AI portals and dashboards
 - Collaboration with LiveTiles on innovative partner-relevant products and solutions
- Average monthly cost based on current team size (net of licence payments from N3 and estimated government grants): US\$0.6m (A\$0.8m)

Strategic rationale

- Access to N3's sophisticated sales and marketing platform, purpose-built for the enterprise software market
- N3 has deep domain expertise in the Microsoft ecosystem
- Highly scalable
- Flexible resourcing model
- Predictable revenue creation and low customer acquisition cost
- N3 has 20 global operations mirroring key Microsoft and LiveTiles markets
- Further strengthens LiveTiles' relationship and alignment with Microsoft
- Greater visibility of LiveTiles' solutions to Microsoft's USA field representatives
- Faster go-to-market for new product launches

Rapid pipeline creation

- Team of 60 dedicated personnel onboarded and trained in Q4 (based in Rochester, New York)
- **More than triples LiveTiles' sales team**
- Over **\$10 million** of sales opportunities generated by the N3 team in the past two months, including several Fortune 1000 companies
- **Attractive ROI (ratio of ARR generation to N3 costs) expected in FY19**

LiveTiles is benefiting from the strong growth in Microsoft's core enterprise platforms

- LiveTiles' software is closely connected to Microsoft's most important and fast-growing enterprise platforms:
 - **Office 365:** 38% YoY growth¹
 - **Azure:** 89% YoY growth¹
- Microsoft surpassed US\$100 billion in revenue in FY18

"Microsoft is thrilled that LiveTiles is able to bring together the benefits of Office 365, SharePoint, Azure and SAP software through a unified digital experience."

Mark Leigh, Director, Microsoft

- In July, LiveTiles was awarded the 2018 Microsoft **US Partner Award for Modern Workplace Transformation** (Microsoft has approximately 100,000 US-based partners)

Why does Microsoft support LiveTiles?

- ✓ Unique intelligent workplace solutions within Office 365 and Azure
- ✓ Increases active use of Microsoft platforms and software
- ✓ Improves customer experience and retention
- ✓ Reduces customer cost and complexity
- ✓ Improves customers' return on IT investment
- ✓ LiveTiles Bots activates Microsoft's "AI-first" strategy and enables faster time to market at enterprise scale





LiveTiles showcased at Microsoft Inspire keynote (17 July 2018, Las Vegas)

Successfully aligning itself with Microsoft's 'AI-first' vision, LiveTiles has become one of Microsoft's key strategic partners in the data and AI space

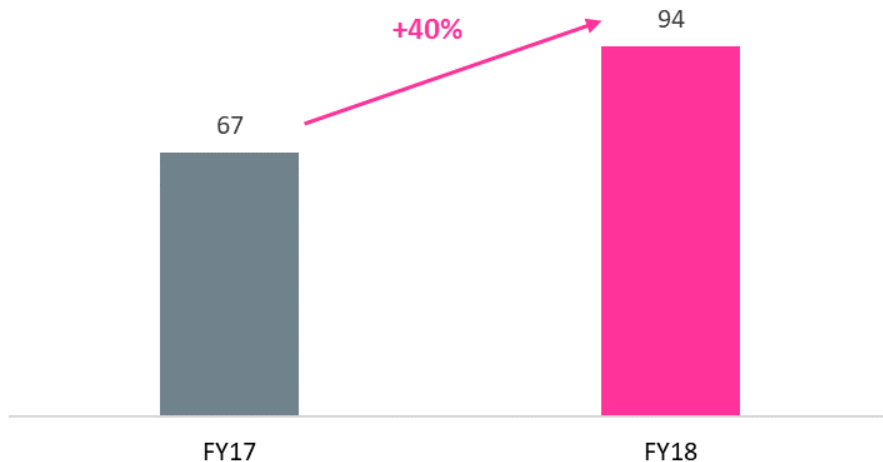
"LiveTiles is a very important strategic partner of ours in the Data & AI space, and its vision and approach to AI aligns perfectly with the Microsoft vision as set out by CEO Satya Nadella at our annual Microsoft Build Conference [in May 2018]."

**Lili Cheng, Corporate Vice President,
Microsoft AI and Research**

Snapshot of co-marketing initiatives

- ✓ Global customer and partner marketing events:
 - ✓ Ignite: ~25,000 attendees
 - ✓ Inspire: >20,000 attendees
- ✓ AI co-marketing initiative in USA, securing multiple new LiveTiles Bots customers
- ✓ Regular account planning sessions
- ✓ Shared pipeline
- ✓ Digital marketing campaigns and webinars
- ✓ Customer references
- ✓ Invited to internal Microsoft product meetings and early access to Microsoft product roadmap
- ✓ LiveTiles has a dedicated Microsoft Partner Manager and Technical Evangelist
- ✓ LiveTiles was showcased at Microsoft's global Inspire conference in a keynote presentation by Gavriella Schuster, Corporate Vice President for Microsoft's One Commercial Partner Channel and Programs (July 2018)

27 transacting partners added in FY18



- LiveTiles sells through partners to help scale our growth and broaden our reach:
 - 2-tier partners (with their own distribution channels)
 - Systems integrators
 - Consultants
- Low customer acquisition cost
- Important barrier to entry
- Opportunity to white label LiveTiles IP

Highly complementary AI technology strongly aligned with LiveTiles' intelligent workplace platform offering

Overview

- Leading next generation employee profile and directory management software company
- Headquartered in Seattle
- Founded in 2015 by Brian Cook (co-founder of successful global software company Nintex) and Chris Johnson (ex-Microsoft executive)
- Since a paid version of the Hyperfish software was launched in early 2017, Hyperfish has secured 35 customers and grown ARR to A\$0.4m under an annual subscription model
- All stock transaction with earn-out structure ensures strong alignment of co-founders to drive the ongoing success of Hyperfish

Strategic rationale

- Combines two of the fastest growing software companies in the Microsoft ecosystem with highly complementary products
- Enables LiveTiles to achieve its strategic product vision more quickly
- Opportunity to cross-sell to >500 customers
- Further enhances LiveTiles' collaborative partnership with Microsoft
- Broadens LiveTiles' AI-powered solution that will be jointly promoted to Microsoft customers



Summary cash flow & cash position¹

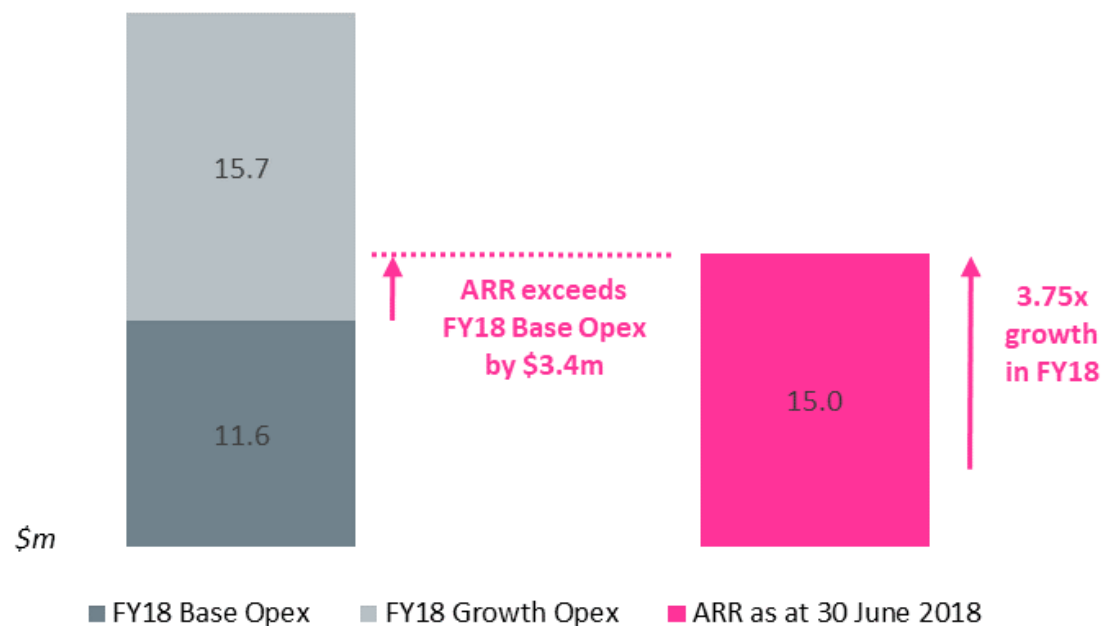
- Q4 customer receipts **+253%** vs Q4 FY17
- Q4 operating expenses include \$3.2 relating to N3 sales and marketing team

\$m	Q4		FY18
Opening cash	24.0		3.5
Customer receipts	3.4		6.9
Government grants	1.0		3.2
Capital raised ²	-		32.0
Total cash inflows	4.4		42.1
Operating expenses	(10.8)		(27.5)
FX movements and non-operating items	0.2		(0.3)
Cash as at 30 June 2018	17.8		17.8

1. Unaudited

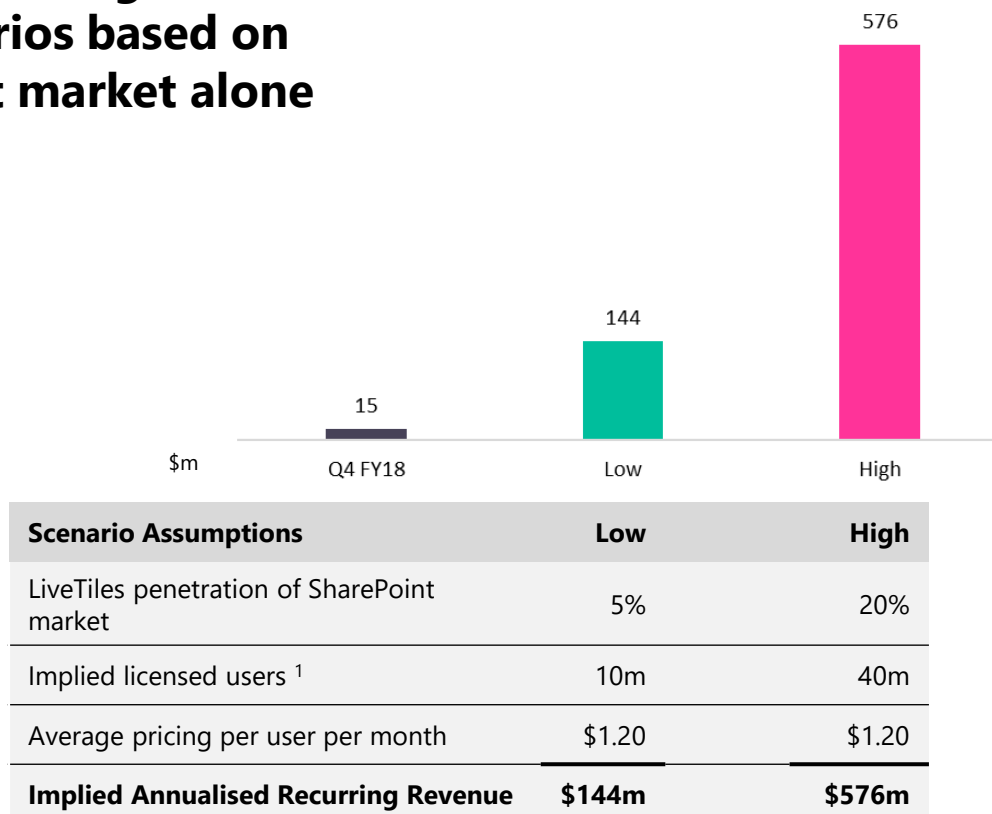
2. Includes net proceeds of share placements and share purchase plans, exercise of options and repayment of a loan under the Management Incentive Plan (less transaction costs)

ARR exceeds FY18 base cash operating expenses¹



1. Growth Opex represents 100% of sales and marketing expenses, 75% of customer success expenses and 50% of product development expenses (on a cash basis). Base Opex represents all cash operating expenses not included in Growth Opex. The Base Opex and Growth Opex for Hyperfish have been included for the whole of FY18. Government grants received in FY18 have been allocated to Base Opex and Growth Opex on a pro-rata basis.

Annualised recurring revenue scenarios based on the SharePoint market alone



- **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

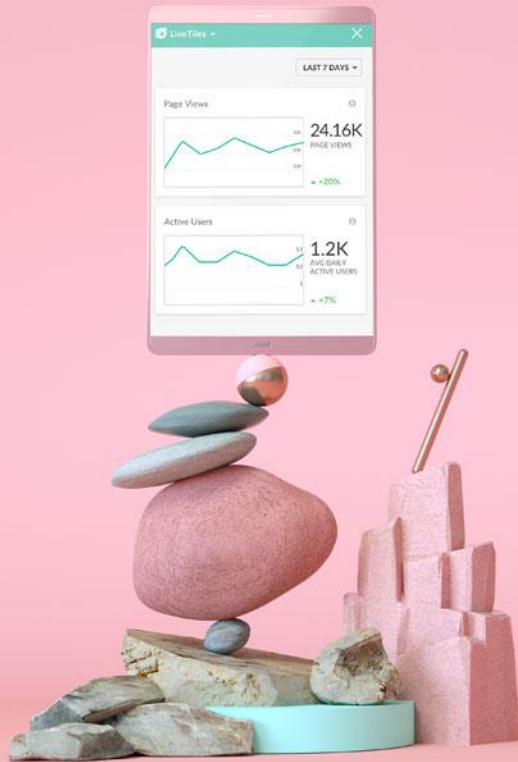
1. Based on LiveTiles' estimate of 200 million global Microsoft SharePoint users

Annualised recurring revenue scenarios based on indicative customer growth levels

		Indicative Number of Customer Organisations		
		1,000	5,000	10,000
Average ARR per Customer	\$25,000	\$25,000,000	\$125,000,000	\$250,000,000
	\$50,000	\$50,000,000	\$250,000,000	\$500,000,000

- Average ARR per customer as at 30 June 2018 (536 customers) = \$28k (+154% in FY18)
- Opportunity to increase further via larger average customer size, greater customer penetration and product cross-sell

- **Note: these are indicative scenarios based on the assumptions above, not forecasts or outlook statements**



Evolve

**Attractive
Market**

- Global public cloud market growing at ~7x the rate of overall IT spending growth (21.9% CAGR from 2016 to 2021) ¹
- AI industry expected to grow more than 20-fold between 2015 and 2024 ²
- Rapid growth in Office 365 (+38% YoY growth) and Microsoft Azure (+89% YoY growth) ³
- Major Microsoft investments in SharePoint (200+ million users), Azure and AI

**Clear
Monetisation
Strategies**

- Focused direct sales & marketing strategy targeting larger enterprises
- Highly scalable N3 sales and marketing team established in the United States
- Ongoing co-marketing initiatives with Microsoft (LiveTiles drives consumption of SharePoint, Office 365 and Azure)
- Continued growth in partner/reseller distribution channel
- Substantial 'expand' opportunity with existing customers

**Strong ARR ⁴
Growth in
FY19**

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



"Having invested in the Office 365 suite, PepsiCo looked to the LiveTiles solution to increase collaboration and gain alignment between disparate business units."

Senior VP Customer Supply Chain, PepsiCo

"It wasn't until I saw LiveTiles that I really had the missing piece in the jigsaw. Our people saw SharePoint as just an IT tool, not a business tool. LiveTiles changed that."

Large Australian retail chain

"What you've given us is a product that allows us to build something that works for us."

Global education group

"LiveTiles makes SharePoint feel like a different product."

Leading real estate group

"We needed a solution to implement something that was quality, and in an accelerated time frame. We pulled it off with LiveTiles."

NBH Bank

"We've had great adoption of the site. We're getting great click through as well as good amount of spikes when we post new content."

One of the world's largest apparel brands

"You can drop a tile on the page and there's no longer any need for someone to click anywhere else. People really appreciate that everything is just there. There's no, 'where did I save that' anymore."

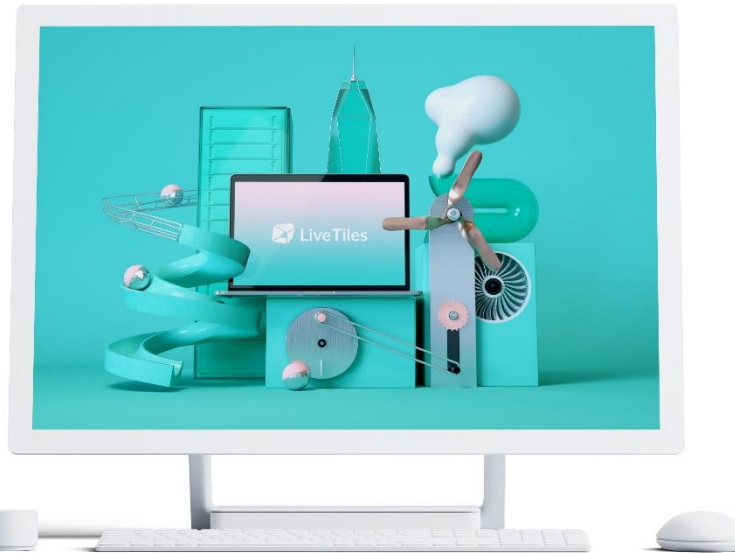
Natural resources company, USA

"LiveTiles is just the best solution to deliver a great user experience. It's allowed us to deliver an intranet that's as engaging as any website on the internet."

Power utility, USA

"This has easily been the fastest intranet build and migration that I've been involved in. And one I can actually say has been successful. Our staff now have a functional, usable intranet that they haven't had before with great search capabilities."

Department of Child Protection, South Australia



LiveTiles website:

www.livetiles.nyc

Videos:

www.youtube.com/c/livetiles

Social:

www.linkedin.com/company/livetiles/
www.instagram.com/livetiles/
www.facebook.com/LiveTiles/
www.twitter.com/livetilesui

