



Investor Presentation
B.Riley FBR Institutional Investor Conference
Los Angeles, 22-23 May 2019

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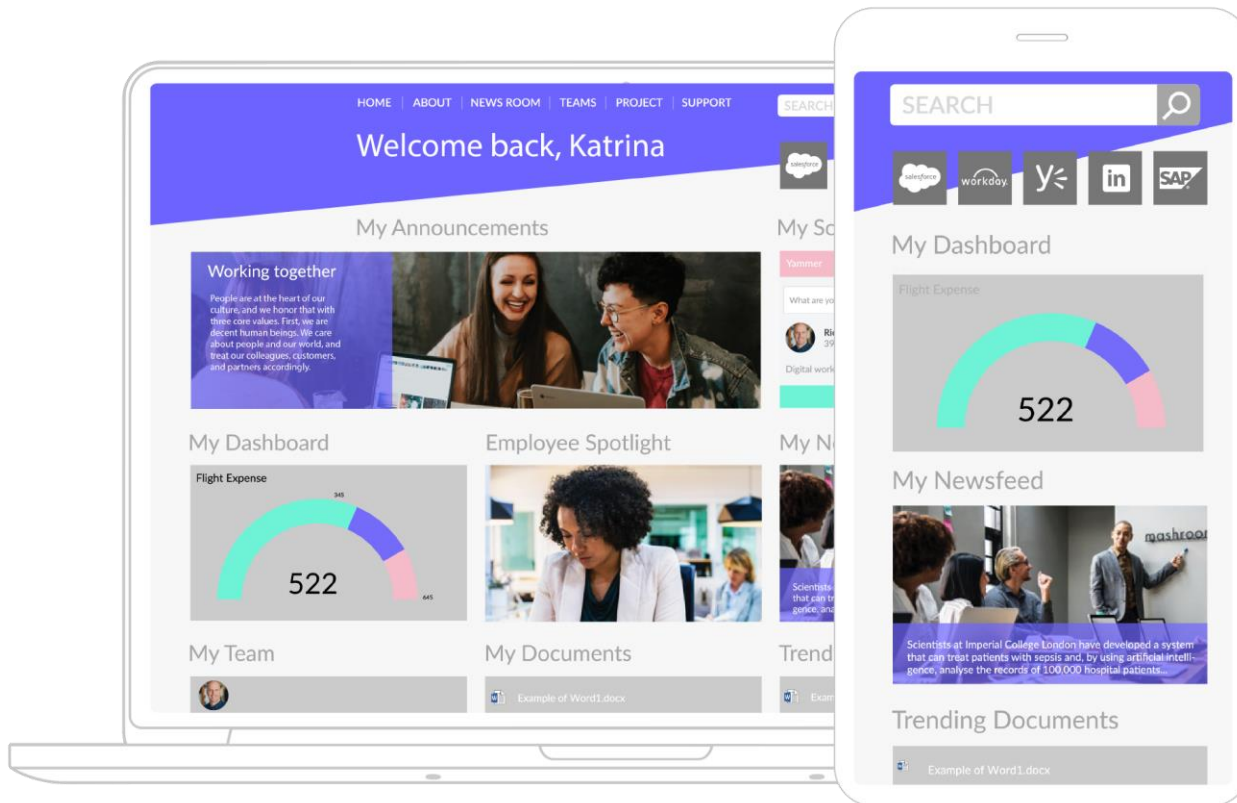
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1. Company Snapshot

2. Product & Market Overview

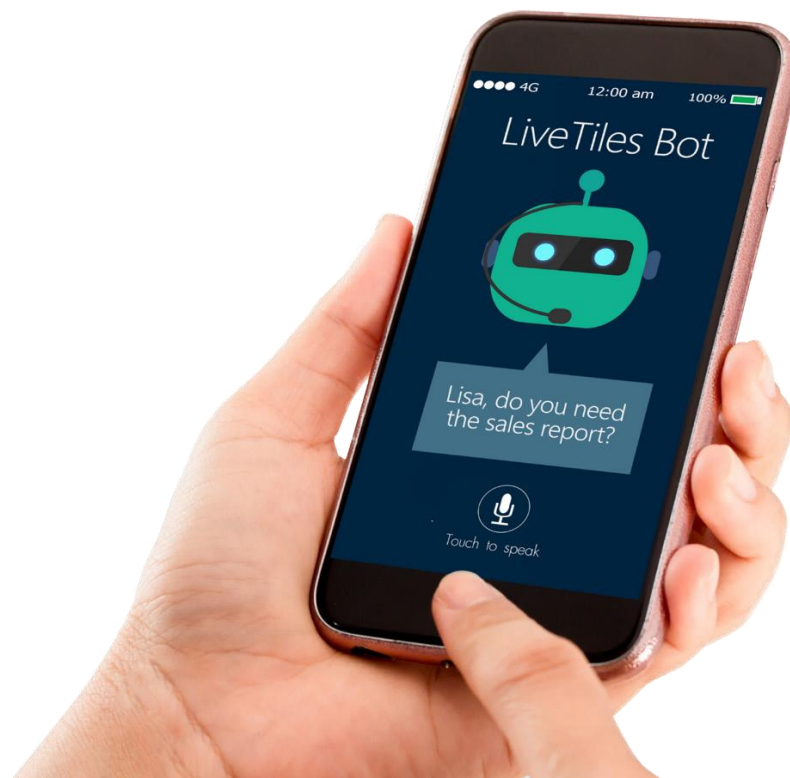
3. Growth Highlights & Outlook

All currency amounts in this presentation are in Australian Dollars (AUD)

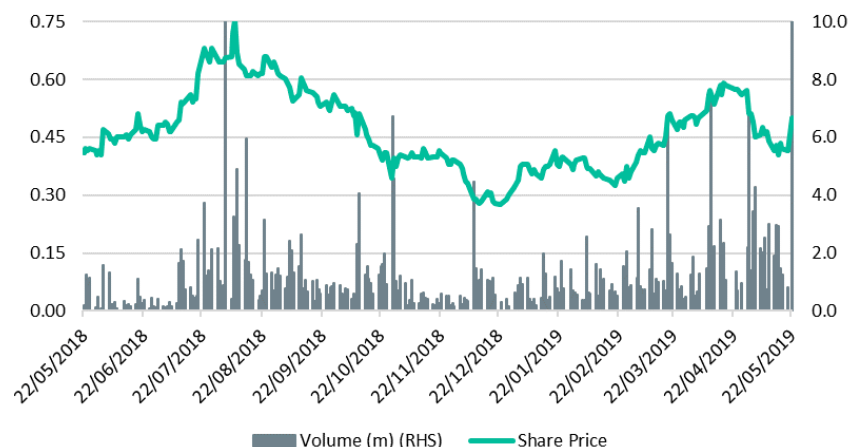
COMPANY SNAPSHOT

LiveTiles is a fast-growing enterprise software company headquartered in New York City

- Monetisation of product commenced in February 2015
- Listed on ASX in September 2015
- A\$34.5m of annualised recurring revenue¹
- 879 paying customers¹
- Very large and rapidly growing addressable market
- Strong emphasis on product innovation, including Artificial Intelligence
- Close alignment and unique global relationship with Microsoft
- Co-founders own 32%



Share Price Performance



Global Presence

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

Capital Structure

Ticker	ASX:LVT
Share price as at 22 May 2019	A\$0.50
Shares on issue	654m
Market capitalisation	A\$327m
Cash as at 31 Mar 2019	A\$21m
Enterprise value	A\$306m

Co-Founder Shareholdings

Holder	%
Karl Redenbach (CEO & Co-Founder)	16.9
Peter Nguyen-Brown (CXO & Co-Founder)	15.0
Total	31.9

Annualised recurring revenue (ARR)¹

+208%

yr-on-yr to **A\$34.5m** as at 31 Mar 19

Paying customers

879

in just over 4 years

ARR per customer

+65%

in year to 31 Mar 19

All currency amounts throughout this presentation are in AUD

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

2. As at 31 March 2019

PRODUCT & MARKET OVERVIEW



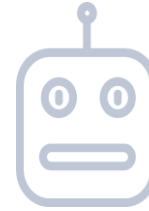
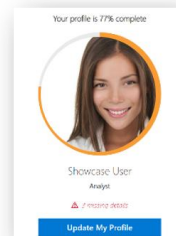
PAGE DESIGNER

Delivers content and data from any source in a holistic, cohesive and consistent experience



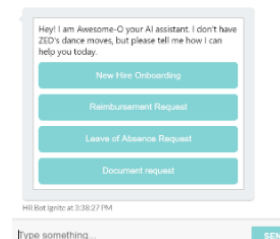
EMPLOYEE PROFILING

Complete and up to date staff profiles, detailing areas of expertise, how individuals work, and the skills and values individuals can provide



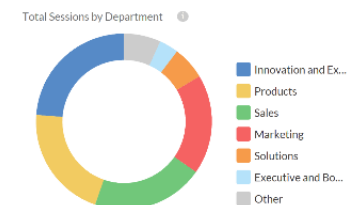
BOTS

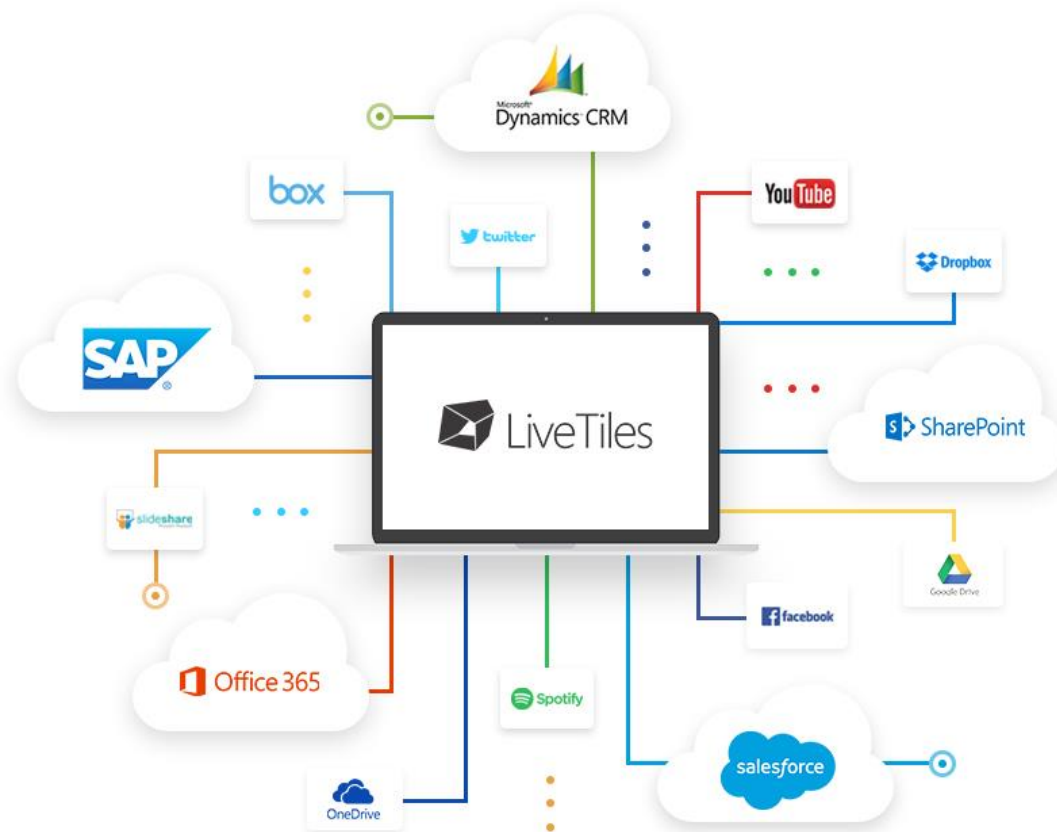
Leverages existing technology investments by enabling the creation of relevant and discrete bots across the enterprise



INTELLIGENCE

Real-time insights into how solutions are being used, enabling data-driven decisions to enhance user experience





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
- ✓ Significantly reduces custom development > cost effective
- ✓ Incorporates Bots and Artificial Intelligence

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

+75%

YoY growth

Microsoft Azure revenue³

Recent awards

Winner

Homegrown Export
(ARN Innovation Awards)

Winner

Top 50 SaaS CEOs 2018
(The SaaS Report)

Finalist

Emerging Vendor of the Year (UK)
(CRN Channel Awards)

Finalist

**Greatest Contribution to Ethics,
Gender Equality and Diversity in AI**
(Alconics San Francisco)

Finalist

**Best Application of AI in a Large
Enterprise (Ireland)**
(AI Ireland)



MSUS Partner Award Winner
**MODERN WORKPLACE
TRANSFORMATION**



The Alconics

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



Multiple high-impact campaigns and go-to-market initiatives contributing to strong customer and revenue growth

- 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, Wizdom and Hyperfish partnering with Microsoft on **SharePoint "home sites" launch** (May 2019)
- 2018 **Microsoft US Partner of the Year Award for Modern Workplace Transformation** (Microsoft has ~100,000 US-based partners)
- **AI Spark Partner Program**: designed by LiveTiles and Microsoft to accelerate the pace at which AI can be deployed by enterprises
- **AI Inner Circle Partner Program**: LiveTiles invited as the first software company following independent customer evaluations
- **LiveTiles Bots heavily showcased by Microsoft** at its global Inspire conference in Las Vegas in July 2018
- Access to Microsoft's partner **co-sell program** to accelerate leads and new customer growth
- **Airline AI Solution**: LiveTiles Gate Agent Assistant Bots launched in conjunction with Microsoft
- **P2P Global Integrated Solution**: co-creation of IP with select partners to deliver industry solutions via Microsoft's Marketplace (AppSource)
- Former Microsoft senior executive, **David Vander**, appointed as Global Growth Director



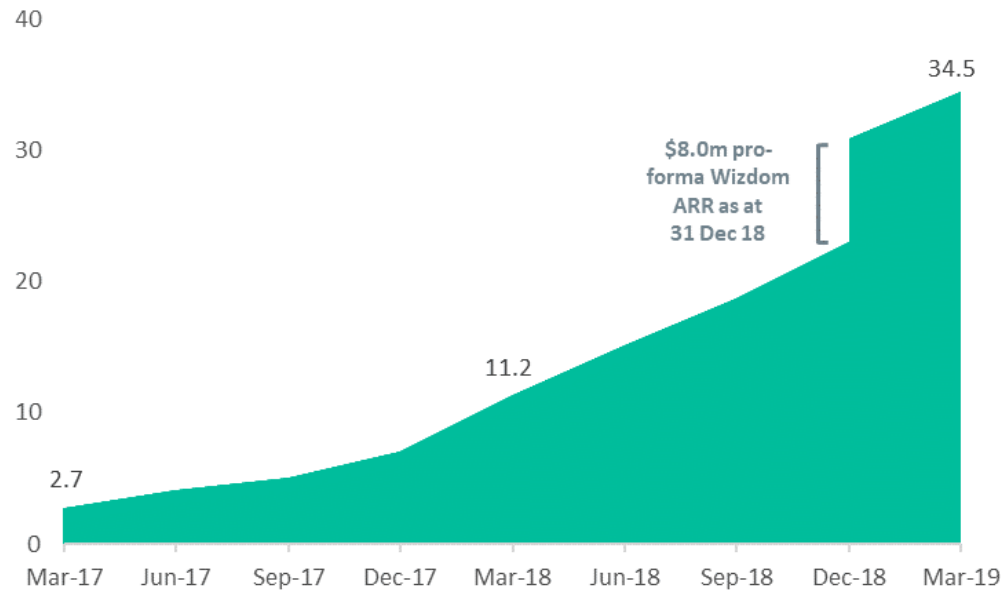
MSUS Partner Award Winner
**MODERN WORKPLACE
TRANSFORMATION**



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

GROWTH HIGHLIGHTS & OUTLOOK

Annualised recurring revenue growing rapidly (A\$m)



ARR +208%

yr-on-yr to A\$34.5m as at 31 Mar 19

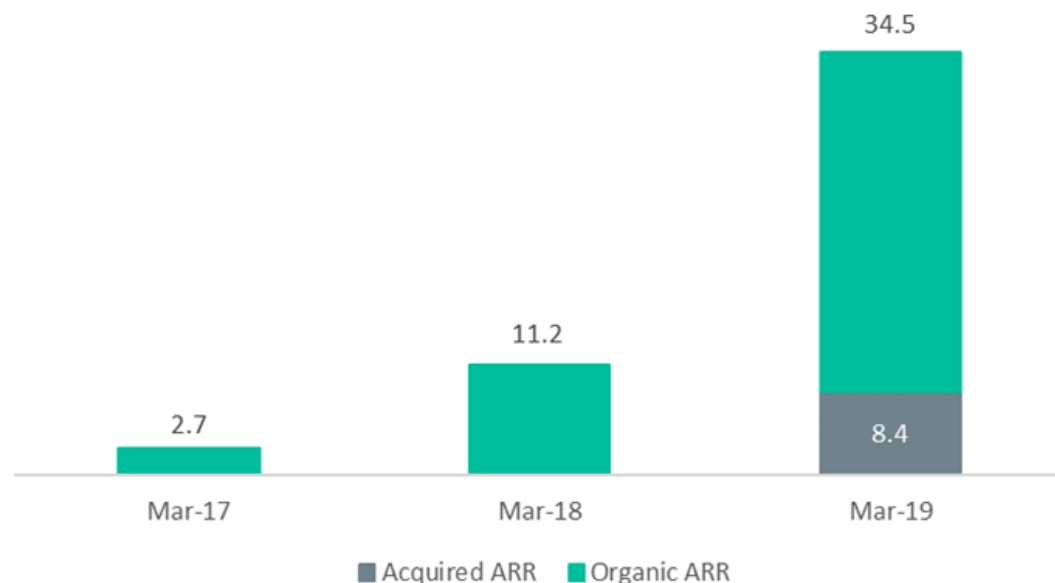
A\$23m ARR

added in last 12 months

Strong growth

in sales pipeline

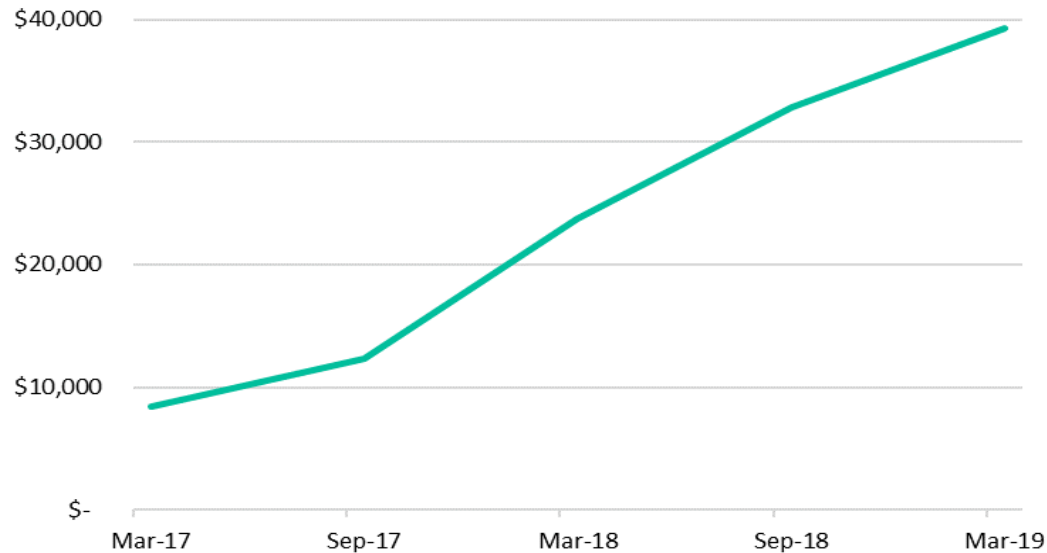
Year-on-year ARR growth (A\$m)¹



- ✓ ARR has more than tripled in the last 12 months
- ✓ One of the fastest-growing SaaS companies globally
- ✓ Acquisition of Wizdom, Europe's leading 'plug and play', Microsoft-aligned digital workplace software business, completed in Feb 2019

1. Acquired ARR comprises Wizdom's ARR as at 31 December 2018 (A\$8.0 million) and Hyperfish's ARR as at 30 June 2018 (A\$0.4 million)

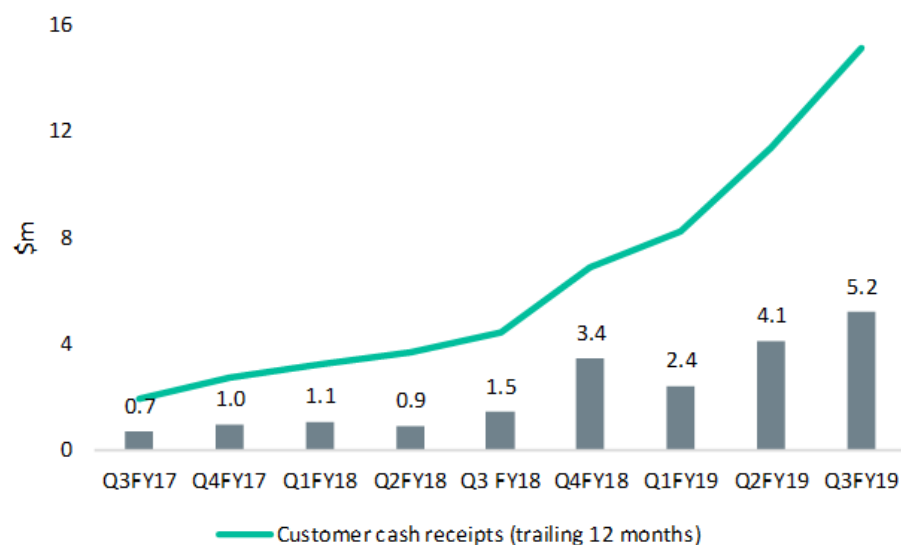
Average ARR per customer up 65% in the last 12 months



Strong growth in average ARR per customer driven by:

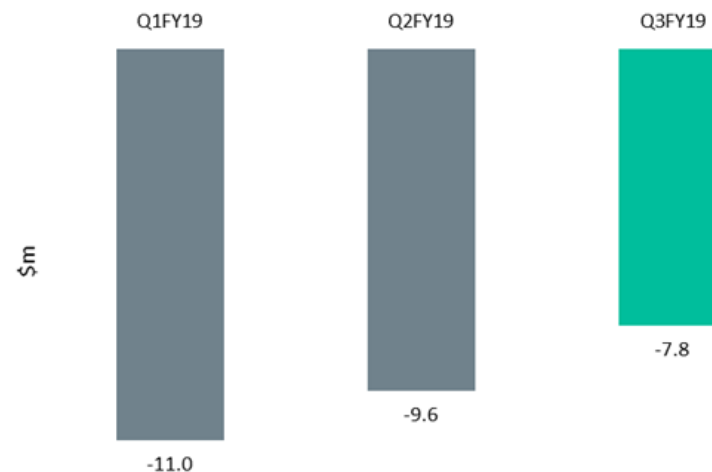
- ✓ A higher proportion of new enterprise customers
- ✓ Product cross-sell / bundling
- ✓ Increased penetration of existing customers

Strong growth in customer cash receipts



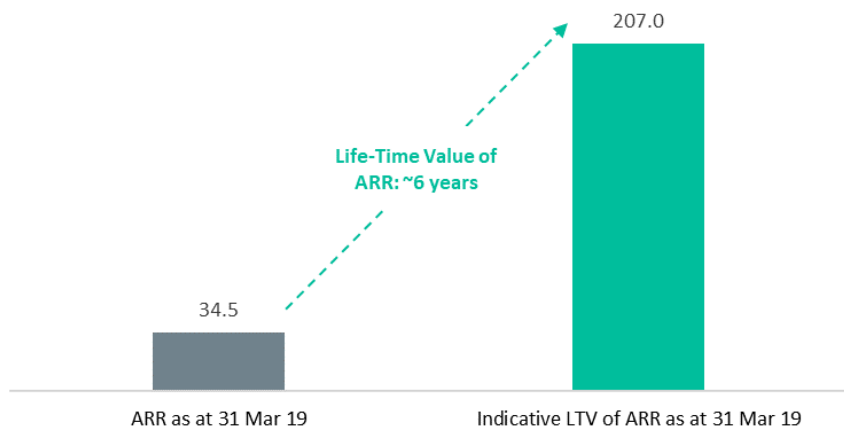
- ✓ Customer cash receipts **up 256%** on the prior corresponding quarter (March 2018)

Improving net operating cash flow

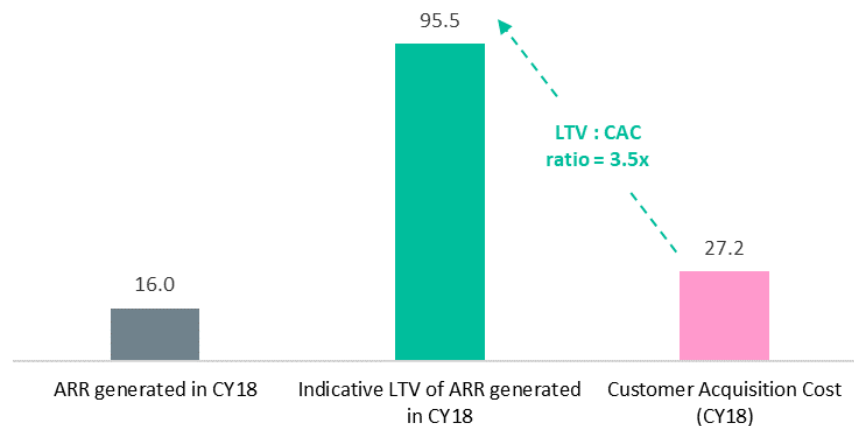


- ✓ Consistent improvement in net operating cash flow

Indicative Life-Time Value of ARR base (\$m)



Efficiency of Customer Acquisition Cost (\$m)



CAC has also generated large sales pipeline and driven early demand for AI products

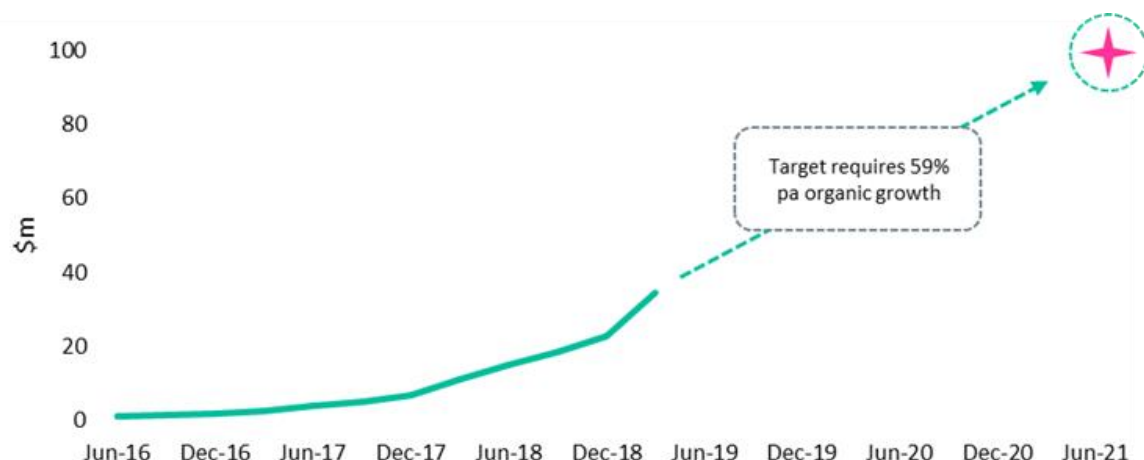
ARR = Annualised Recurring Revenue.

LTV = Life-Time Value. Assumes 95% gross margin, 92.5% net retention and a 10% discount rate.

Net retention = (ARR expansion from existing customers less churn in trailing 12 months) / ARR at beginning of 12 month period.

CAC = Customer Acquisition Cost. Comprises 100% of sales and marketing costs and 50% of customer success costs.

LiveTiles' key objective is to organically grow ARR to at least A\$100m by 30 June 2021



Organic growth drivers

- ✓ Very large and growing addressable market
- ✓ Focused direct sales & marketing strategy targeting larger enterprises
- ✓ Conversion of large pipeline generated by N3 team in the United States
- ✓ High-impact co-marketing initiatives with Microsoft
- ✓ Continued growth in partner/reseller distribution channel
- ✓ Growing demand for Artificial Intelligence products
- ✓ Substantial 'expand' and cross-sell opportunity with existing customers
- ✓ Technology alliances