

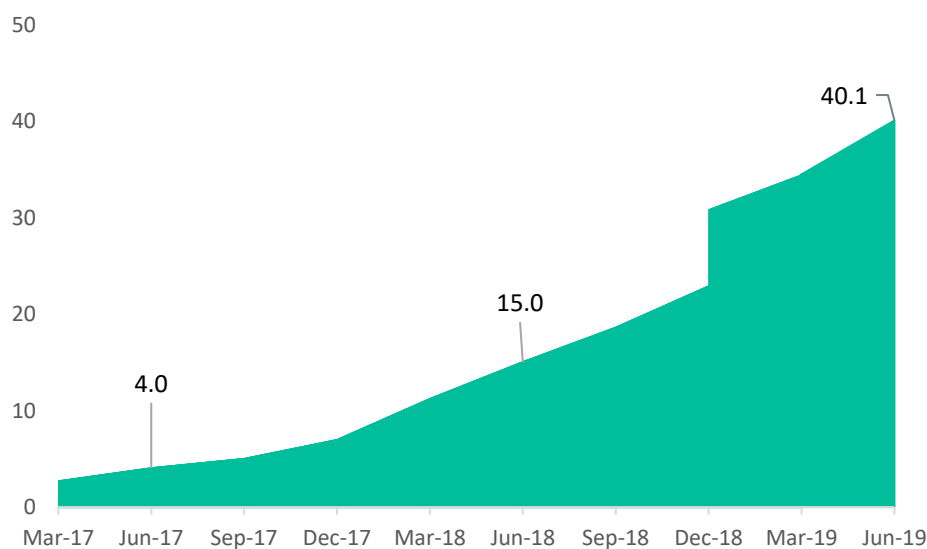
ASX Announcement

12 July 2019

Record 4th Quarter delivers ARR of \$40.1 million, up 10 times in 2 years

- Annualised recurring revenue¹ (ARR) reaches \$40.1 million as at 30 June 2019, up from \$34.5 million as at 31 March 2019
- Q4 FY19 ARR was a record quarter for LiveTiles, with growth of \$5.6 million (65% higher than Q4 FY18 organic ARR growth of \$3.4 million)
- ARR has grown by 167% in the last 12 months
- Acquired businesses performing well with strong cross-selling and bundling potential in FY20 and beyond. Hyperfish recurring revenue up 425% since acquisition with earn-out achieved
- Key objective remains to organically grow ARR to at least \$100 million by 30 June 2021

Annualised recurring revenue growing rapidly (\$m)

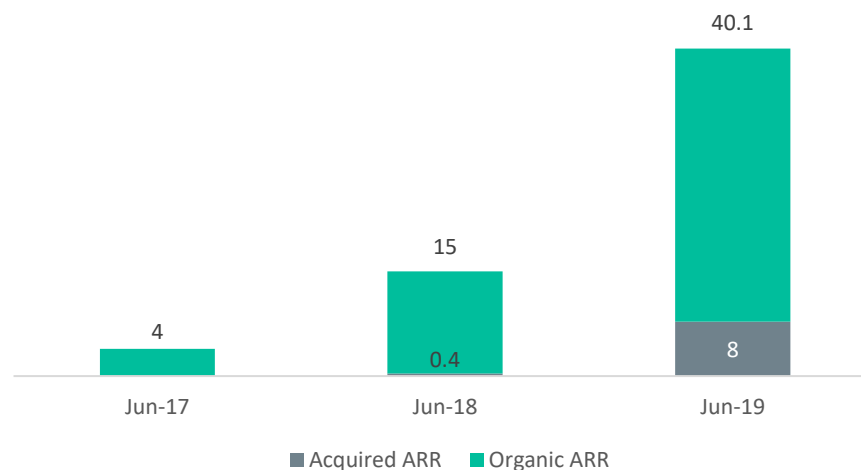


LiveTiles Limited (ASX:LVT) (LiveTiles or the Company), a global software company that empowers its users to create their own intelligent workplace experiences, is pleased to announce a record quarter of annualised recurring revenue (ARR) growth. ARR reached \$40.1 million as at 30 June 2019,

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

representing year on year growth of 167%, and up 10 times when compared with two years ago. Q4 FY19 was a record quarter for LiveTiles with ARR growth of \$5.6 million and is 65% higher than Q4 FY18 organic ARR growth of \$3.4 million (ie. excluding ARR acquired via the Hyperfish acquisition).

ARR up more than 10x in 2 years²



Customer highlights in the June quarter included:

- A global consumer lifestyle company (USA)
- An international recruitment agency (Europe)
- A major university (Australia)
- An international film studio (USA)
- A global professional services firm (Asia)
- A financial institution (New Zealand)
- A global pharmaceutical company (Europe)
- A global technology and manufacturing business (USA)
- A biotechnology business (USA)
- A major university (UK)
- A State Government Department (Australia)
- A national fast food chain (USA)
- A medical professional body (Australia)

In addition to these major customer wins during the quarter, the Company has:

- Launched an AI-enabled intelligent search platform with strategic partner Search365;
- Partnered with Microsoft on the global launch of “home sites”, along with global pharmaceutical company Novartis, a new Wizdom customer;
- Delivered an AI-enabled Office 365 security solution in conjunction with alliance partner Nucleus Cyber;

² Acquired ARR comprises Wizdom’s ARR as at 31 December 2018 (\$8.0 million) and Hyperfish’s ARR as at 30 June 2018 (\$0.4 million)



- Launched LiveSmiles, the Company's intelligent corporate wellness product, with Microsoft Australia a foundation customer; and
- Confirmed that Hyperfish has exceeded its earn-out targets with recurring revenue growth of 425% since acquisition.

CASH FLOW UPDATE

The Company confirms that LiveTiles delivered record customer cash receipts in the fourth quarter and that net operating cash flow continued to improve during the period.

In addition to customer cash receipts, during the quarter the Company received A\$1.4 million in funding from New York State in relation to its Rochester operations.

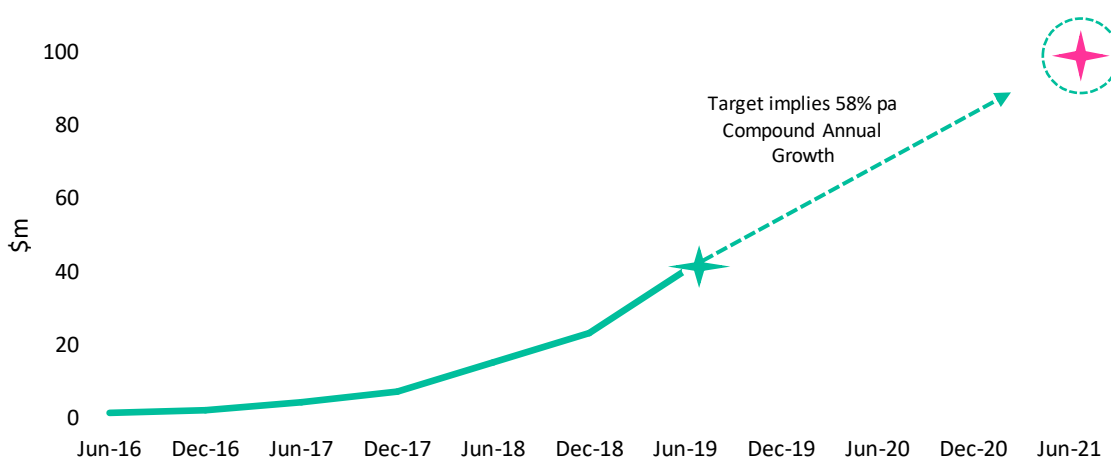
LiveTiles Co-Founder and Chief Executive Officer, Karl Redenbach states: "We are pleased to have achieved a record quarter of ARR growth, with organic ARR more than doubling over the past 12 months to \$40.1 million, with this growth augmented by the successful acquisition of Wizdom in February 2019."

OUTLOOK

LiveTiles expects to deliver another year of strong customer and revenue growth in FY20, driven by our continued investment into our products, partners and sales and marketing channels. Our key company objective is to deliver ARR of at least \$100 million 30 June 2021 – and we are well positioned to achieve this.

LiveTiles will provide further details on its growth and operations with its 4th quarter Appendix 4C announcement in late July.

On track to deliver medium term organic ARR target³



³ Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis



For further information, please contact:

Investors

Rowan Wilkie, Chief Financial Officer
+61 (0)418 577 956
rowan.wilkie@livetiles.nyc

Matt Brown, Strategic Growth Advisor
+61 (0)417 201 246
matt.brown@livetiles.nyc

Media

Daniel Paperny
Media & Capital Partners
+61 (0)433 339 454
daniel.paperny@mcpartners.com.au

About LiveTiles:

LiveTiles is a global software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Chicago, North Carolina, Rochester, London, Sligo, Copenhagen, Amsterdam, Sydney, Melbourne, Brisbane, Geelong 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 Intelligent Workplace, LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles for SAP Software, LiveTiles MX, LiveTiles Mosaic, Hyperfish and Wizdom. LiveTiles' customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.