



We are LiveTiles

LiveTiles Limited

CEO Presentation
Annual General Meeting
26 November 2019



This presentation has been prepared by LiveTiles Limited (“LiveTiles”). Each recipient of this presentation is deemed to have agreed to accept the qualifications, limitations and disclaimers set out below.

None of LiveTiles, its subsidiaries or respective directors, officers, employees, advisers or representatives (“Beneficiaries”) make any representation or warranty, express or implied, as to the accuracy, reliability or completeness of the information contained in this presentation, including any forecast or prospective information. The forward looking statements included in this presentation involve subjective judgement and analysis and are subject to significant uncertainties, risks and contingencies, many of which are outside the control of, and are unknown to, the Beneficiaries. Actual future events may vary materially from the forward looking statements and the assumptions on which those statements are based. Given these uncertainties, you are cautioned to not place undue reliance on such forward looking statements.

This presentation is a general overview only and does not purport to contain all the information that may be required to evaluate an investment in LiveTiles. The information in this presentation is provided personally to the recipient as a matter of interest only. It does not amount to an express or implied recommendation with respect to any investment in LiveTiles, nor does it constitute financial product advice.

The recipient, intending investors and respective advisers should:

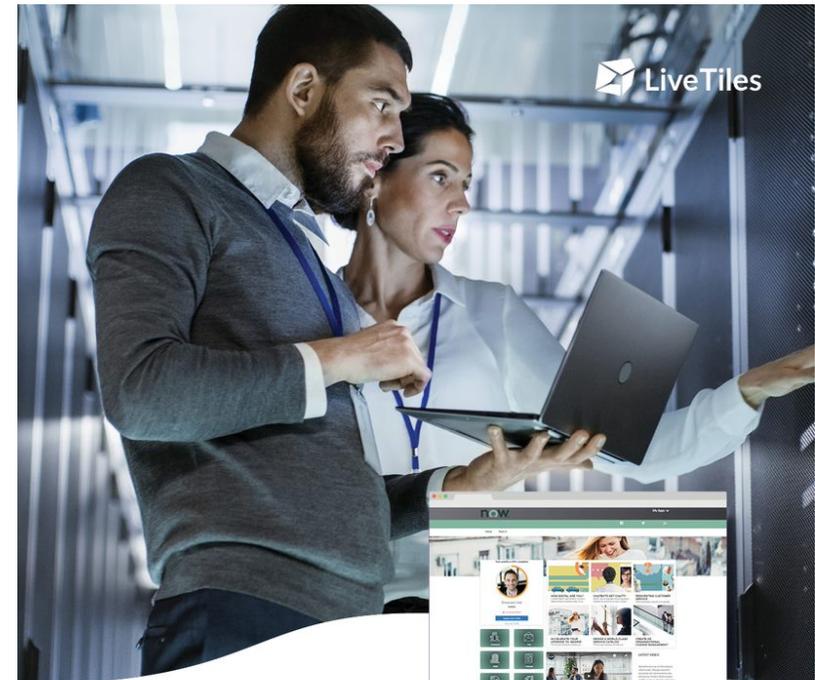
- **conduct their own independent review, investigations and analysis of LiveTiles and of the information contained or referred to in this presentation; and/or**
- **seek professional advice as to whether an investment in LiveTiles is appropriate for them, having regard to their personal objectives, risk profile, financial situation and needs.**

Nothing in this presentation is or is to be taken to be an offer, invitation or other proposal to subscribe for shares in LiveTiles.

Except insofar as liability under any law cannot be excluded, none of the Beneficiaries shall have any responsibility for the information contained in this presentation or in any other way for errors or omissions (including responsibility to any persons by reason of negligence).

LiveTiles is a rapidly growing enterprise SaaS company headquartered in New York City

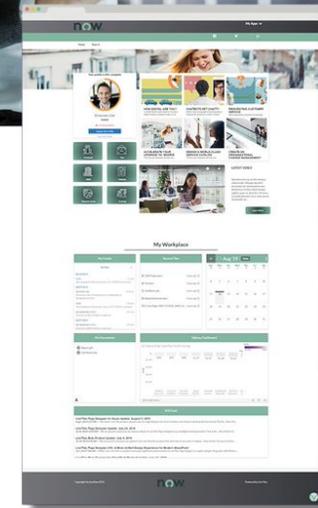
- Cloud-based intelligent workplace software for organisations
- First paying customer in February 2015
- Listed on ASX in September 2015 (ASX: LVT)
- \$42.9m of annualised recurring revenue (ARR) ⁽¹⁾, with stated target of achieving \$100m of ARR by June 2021
- 919 paying customers across every major industry vertical¹
- ~180 employees in the US, UK/Europe and Australia
- 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 25%



“

A single pane of glass for this cloud computing giant keeps all their folks connected to the right information at the right time.

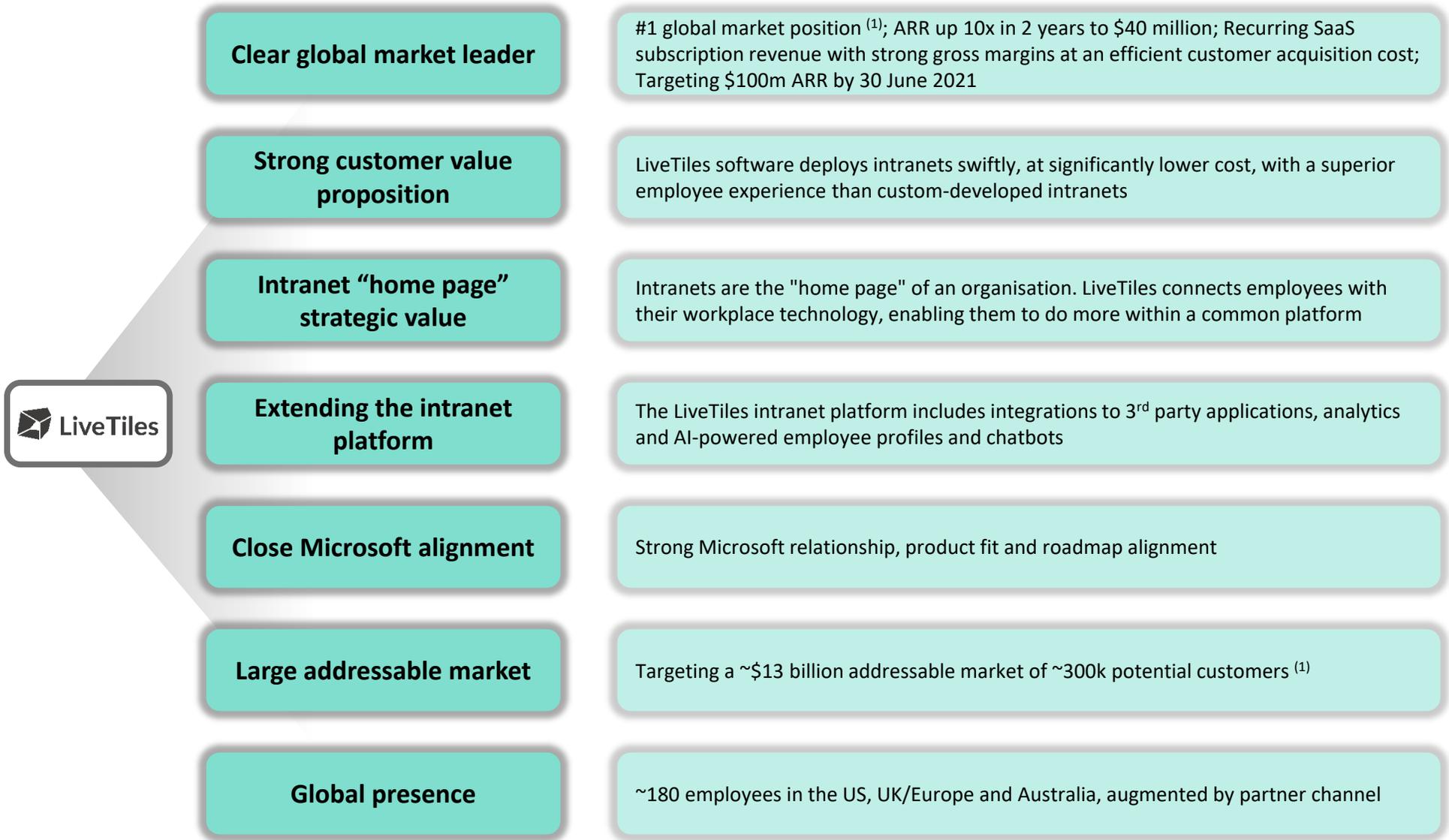
”



www.livetiles.nyc



1. As at 30 September 2019. Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis.



1. Refer to pages 18 & 19.

Intranets are the home page for employees and an increasingly important part of the evolving 'Intelligent Workplace'

What is an Intranet?

- An Intranet is a solution deployed across an entire organisation, designed to be the primary tool employees use day-to-day to gather all the relevant information for each person to do their job most effectively
- The Intranet includes capabilities like corporate communications, employee search, collation of links to other key systems and enterprise search

Why are Intranets important?

- Intranets are considered to be the employees' home page within an organisation
- Intranets are one of the few systems outside email that every connected employee touches
- An effective Intranet promotes employee communication, collaboration and productivity
- Without an effective Intranet, employees can struggle to navigate through an increasingly complex and chaotic workplace with many disparate applications and systems
- A connected Intranet, powered by Intranet software, is the key hub within the evolving **Intelligent Workplace**

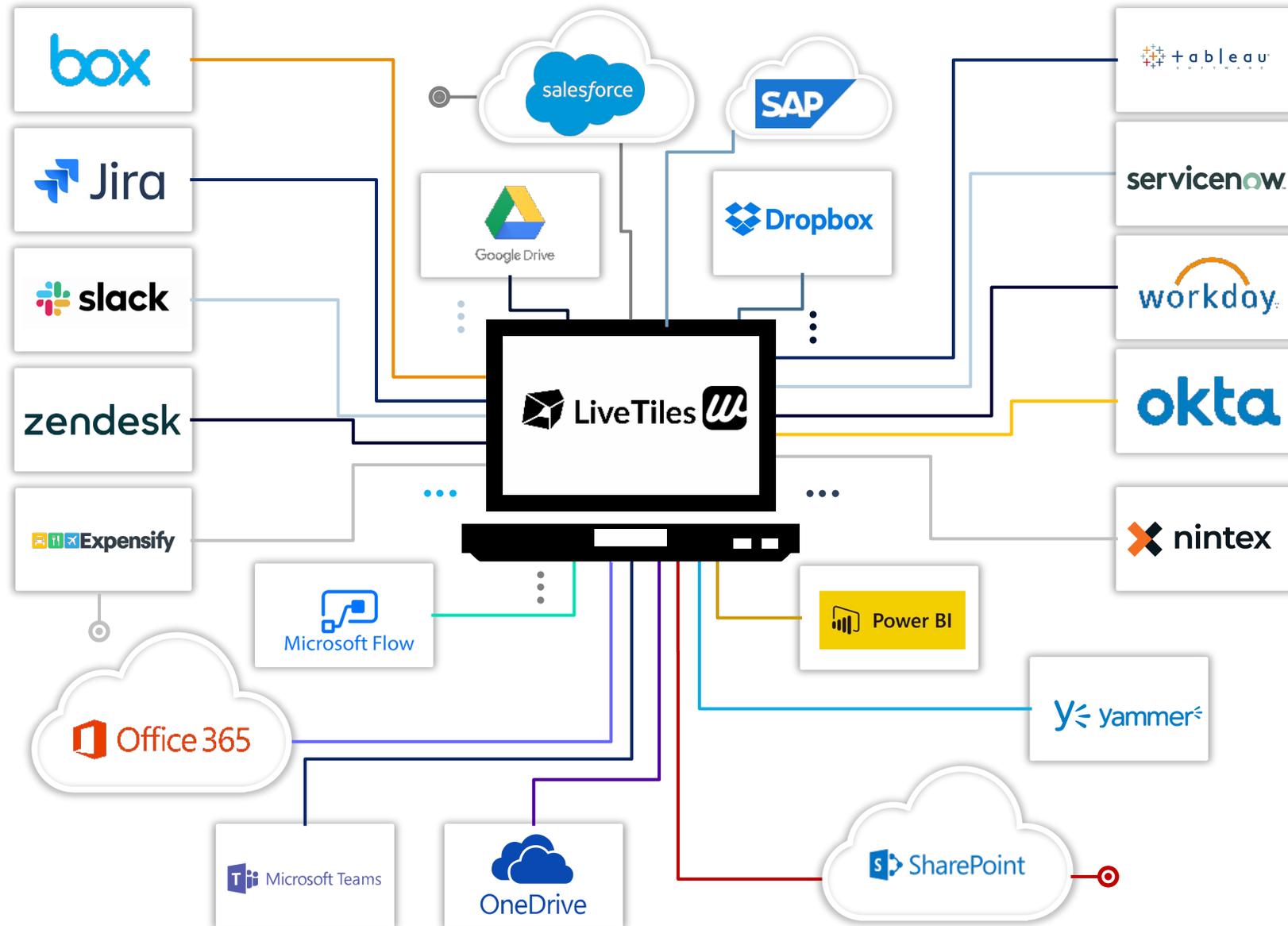
Our Intelligent Intranet Platform solves a range of critical problems and opportunities faced by organisations around the world

Customer Problems...

...Solved by LiveTiles

- | | |
|--|--|
| ❌ High cost to build and maintain – customised coding and project management for new intranets and ongoing changes to content | ✓ Significantly reduces custom coding – disrupting traditional intranet model – far more cost effective |
| ❌ Long project delivery timeframes – delivered product out of date by completion | ✓ Rapid deployment |
| ❌ Old world intranets lack integration to modern workplace applications – employees must switch between a growing number of applications, hampering productivity | ✓ Integrations to 3rd party apps enable a single user experience and enable organisations to control the chaos with supported workplace applications |
| ❌ Poor employee experience, engagement and adoption | ✓ Employee engagement, adoption and productivity |
| ❌ Intranets typically not mobile friendly | ✓ Mobile friendly and device agnostic |
| ❌ Intranets are the home page of the organisation and have not kept pace with modern public cloud and SaaS offerings, including AI | ✓ Incorporates Bots and Artificial Intelligence |

Our Intelligent Intranet Platform is the foundation of LiveTiles, connecting many disparate applications through a single user experience





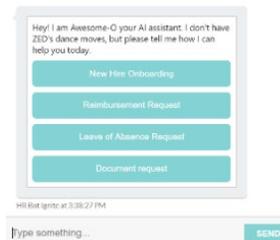
EMPLOYEE PROFILES

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



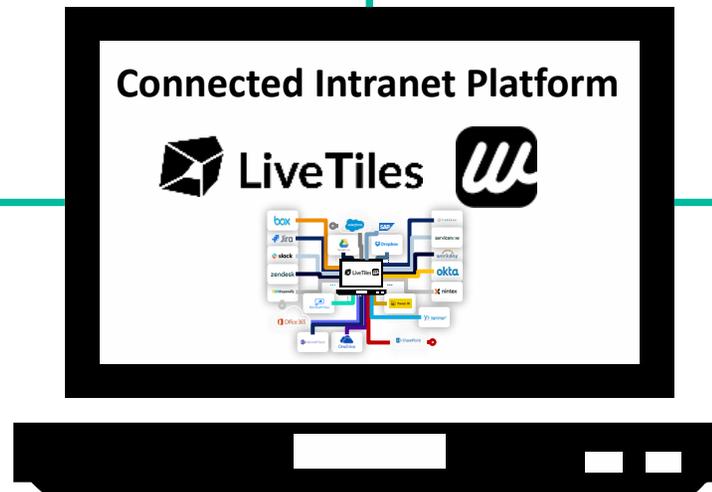
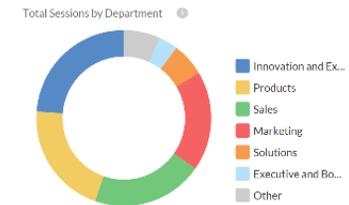
BOTS

A chatbot is a conversation interface between humans and technology. LiveTiles is democratising access to AI with our bot builder platform, extending the Microsoft platform

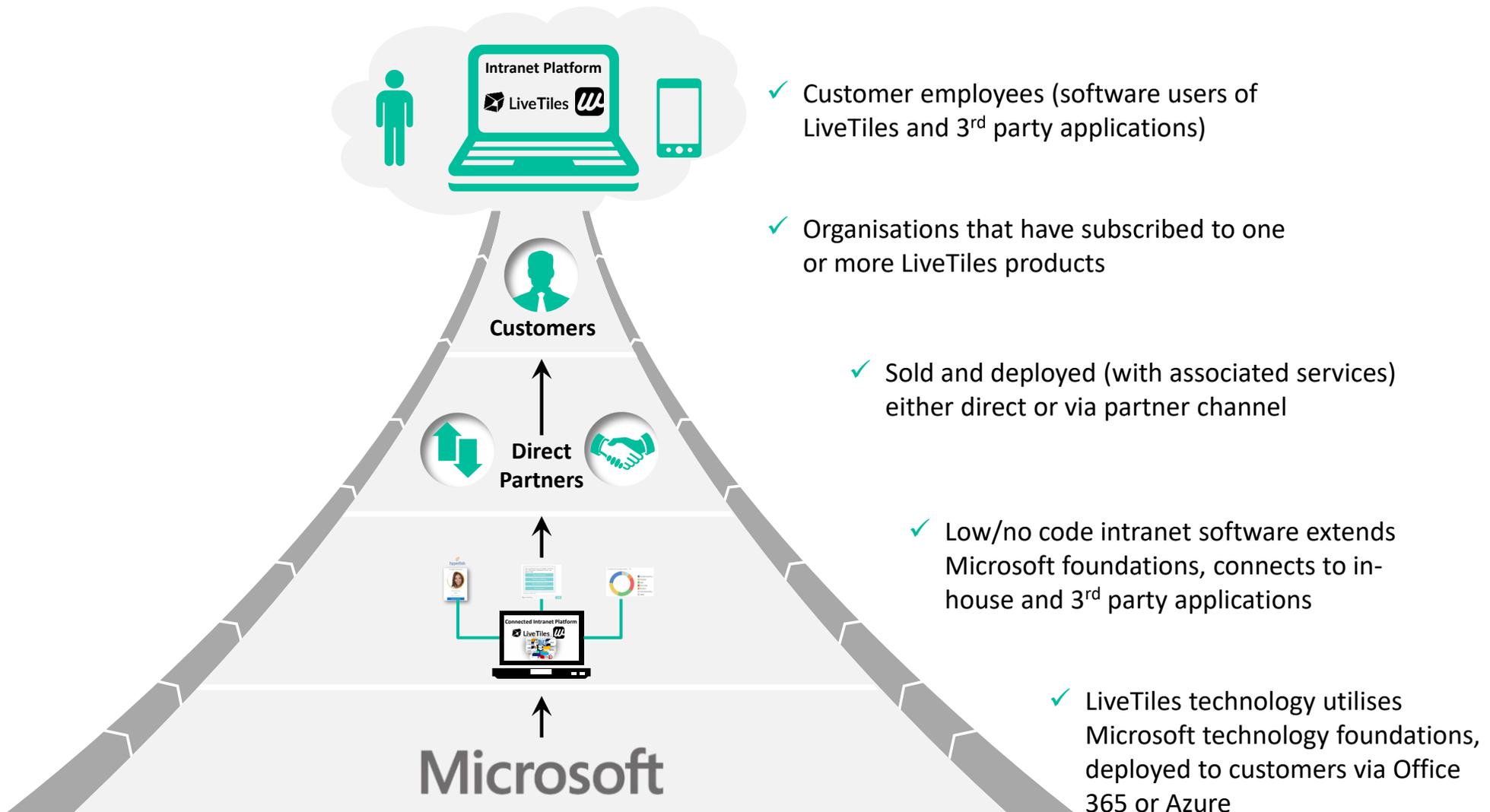


INTELLIGENCE

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



LiveTiles sells directly and through a growing network of partners to reach our customers

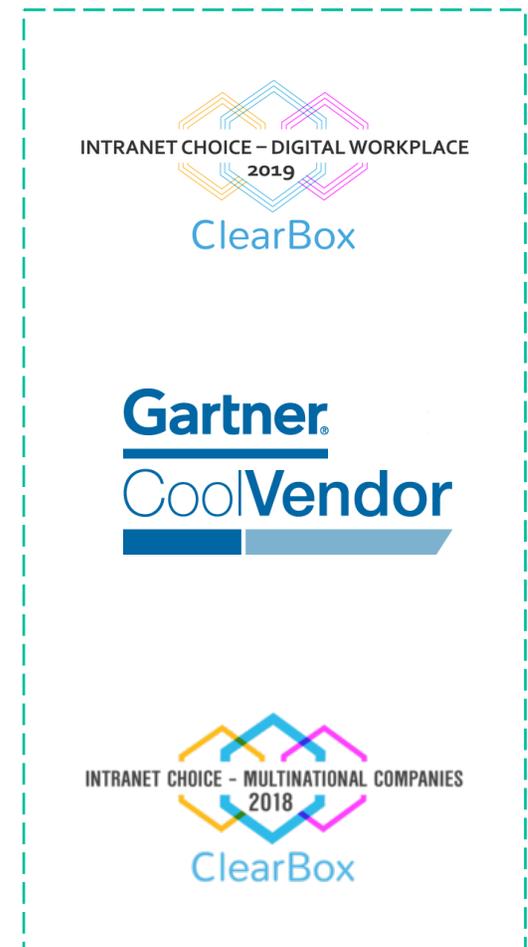


CYCL empowers organisations across all industries to realise their intelligent workplace strategy

Snapshot

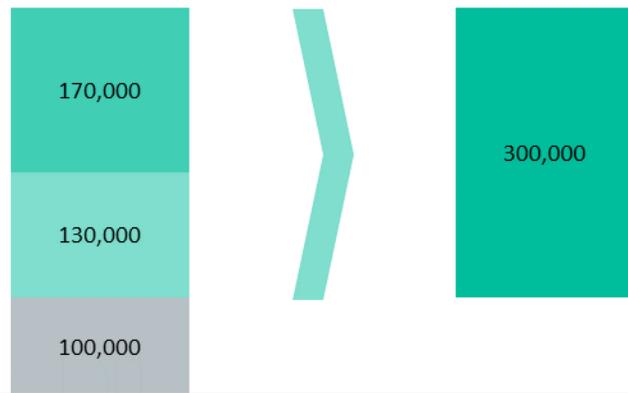
- Headquartered in Basel, Switzerland with offices in Bern, Zurich and Boston
- 156 customers including many global brands and multinationals
- 56 staff
- 2 software products: Condense & MatchPoint
- Highly regarded services capabilities
- 10 active reseller partners
- Highly experienced senior management team
- Expertise in managing a high quality, low cost “nearshoring” product development team
- Substantial pipeline of sales opportunities
- Close alignment with Microsoft (Gold Partner)
- Very high customer retention (negligible churn)

Industry recognition



Large and rapidly-growing addressable market of ~300,000 organisations

Microsoft Office365 Customer Base ⁽¹⁾



Office365 Customer Base

Potential Addressable Market

■ <100 employees ■ 100-800 employees ■ >800 employees ■ >100 employees

Total Potential Addressable Market

300,000 Potential Customers

x \$43.6k Average ARR per Customer ⁽²⁾

= ~\$13 billion pa

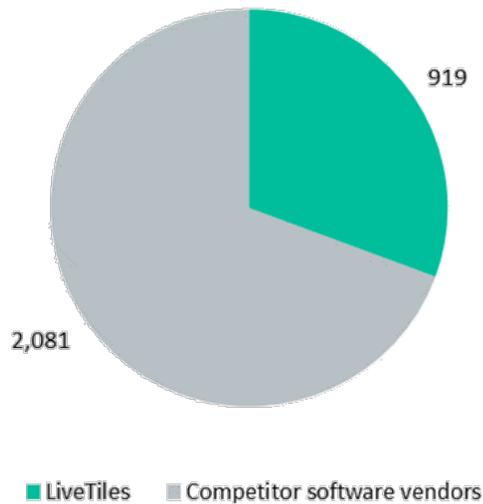
Each 1% market penetration = ~\$130m ARR

- ✓ Almost all organisations with >100 employees utilise some form of intranet or employee portal
- ✓ Strong growth in Microsoft's Office365 Commercial revenue: +34% YoY ⁽³⁾

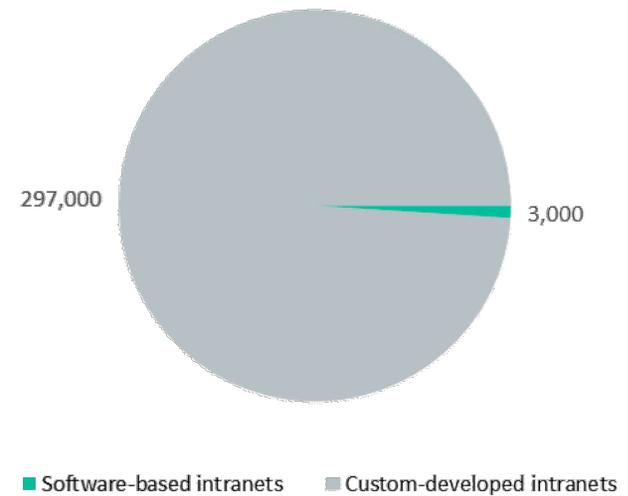
1. LiveTiles estimates based on industry knowledge.
2. LiveTiles' average annualised recurring revenue (ARR) per customer as at 30 June 2019.
3. Microsoft Q4 FY19 earnings release (constant currency basis).

Software-based intranets are in the early stages of replacing custom-coded intranets

Leading Market Share ⁽¹⁾



Penetration of Software-based Intranets ⁽¹⁾

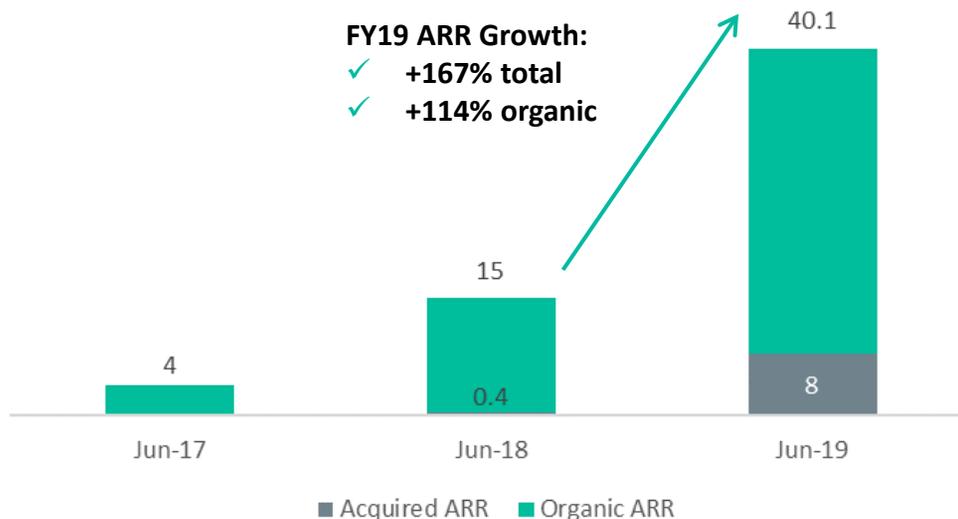


- ✓ LiveTiles is more than 4x larger than its nearest competitor (by revenue)
- ✓ Most competitor software vendors are embedded within systems integrator (consulting) businesses

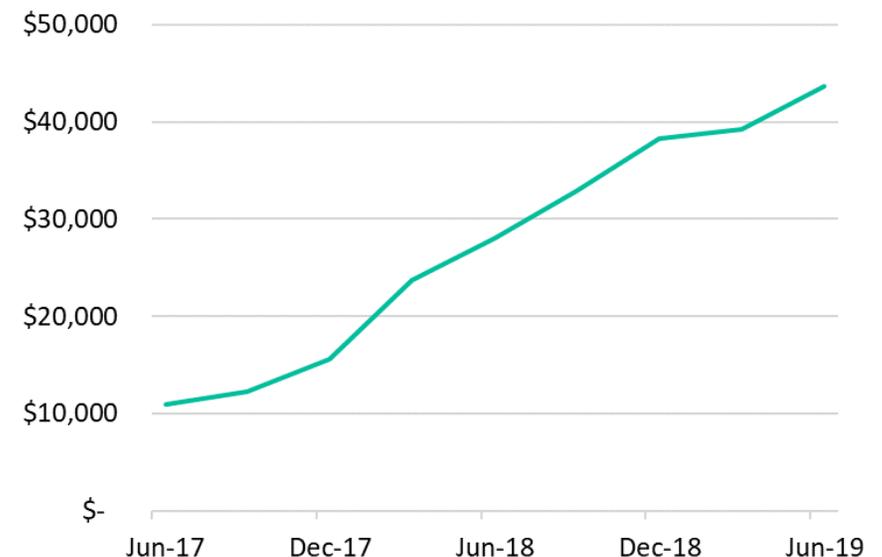
- ✓ Internal organisation intranets and portals have historically been custom-coded - common frustrations with cost, lack of features and lack of dynamic change
- ✓ LiveTiles pioneered the market for low/no-code intranet software in 2015

1. Number of organisations (LiveTiles estimates based on industry knowledge).

Year-on-year ARR growth ⁽¹⁾



Average ARR per customer up 56% in FY19

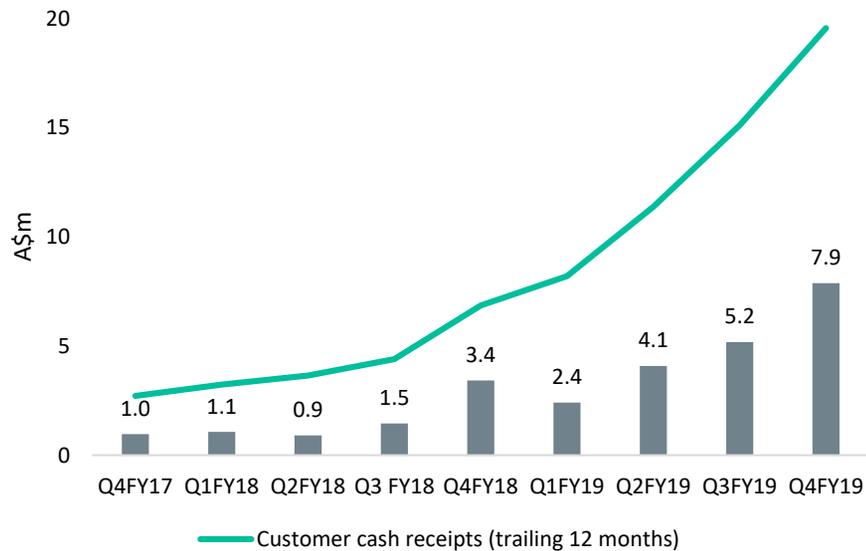


- ✓ One of the world's fastest-growing SaaS companies
- ✓ Acquisition of Wizdom, Europe's leading 'plug and play', Microsoft-aligned digital workplace software business, completed in Feb 2019
- ✓ Strong pipeline of sales opportunities

- 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

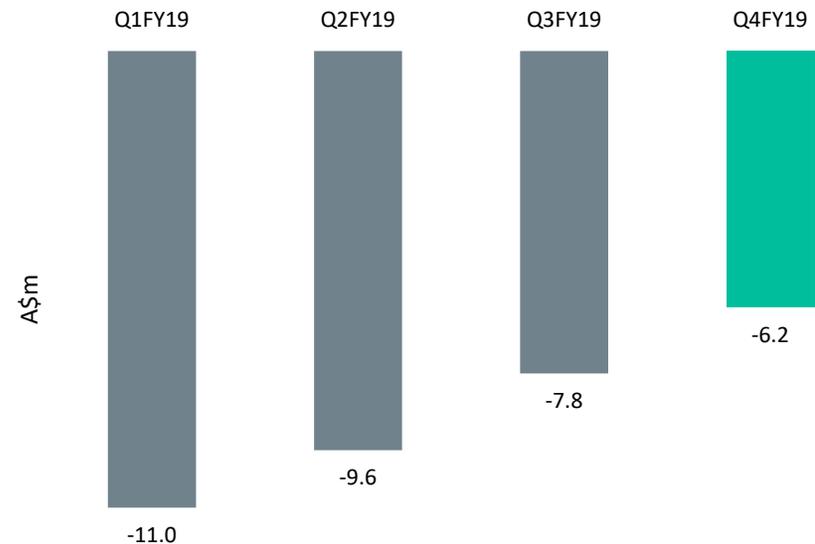
1. Acquired ARR comprises Wizdom's ARR as at 31 December 2018 (\$8.0 million) and Hyperfish's ARR as at 30 June 2018 (\$0.4 million). Figures in A\$ millions.

Strong Growth in Customer Cash Receipts



- ✓ Strong growth in customer cash receipts throughout FY2019 and in Q4 FY19

Improving Net Operating Cash Flow



- ✓ Consistent improvement in net operating cash flow
- ✓ Further improvement in net operating cash flow achieved in June 2019 quarter
- ✓ \$1.4m grant received from NY State in Q4 FY19

LiveTiles has a clear roadmap to drive operational execution in support of our growth strategy

Recent developments...

- **Customer success team established** and integrated with sales and marketing teams
- Partner channel growth (off a small base) with **substantial future revenue opportunity via partners**

- **Product roadmap** execution, including Bots launch, new 3rd party integrations, Microsoft Teams features, Page Designer version 5. **Bundling of product portfolio** across LiveTiles Page Designer, Wizdom, Bots and Hyperfish

- **Acquired businesses** (Hyperfish and Wizdom) are key components of an increasingly integrated product portfolio with acquired products performing strongly
- **Business integration** of Hyperfish is complete, with Wizdom integration underway

...and current priorities

- Increasing **capacity and capability of internal and partner services** to support customer onboarding and adoption. Strong focus on growing partner reseller and services network supported by direct sales and account management channels in each region

- Realising **bundling benefits** in all regions, including Wizdom and Hyperfish. Further substantial opportunities to drive **differentiation in our product portfolio**, further deepening product integration and connections to 3rd party applications, further enhancements to user experience and design, substantial AI opportunities, further automation of product deployment to enhance customer experience

- **Integration and consolidation of supporting systems and processes** (across the integrated LiveTiles, Wizdom and Hyperfish operations). Clear plans to realise efficiency benefits and more effective customer, people and partner outcomes with completion anticipated by 30 June 2020

LiveTiles expects to deliver another year of strong customer and revenue growth in FY20

- ✓ Large and growing addressable market
- ✓ Focused direct sales & marketing strategy targeting larger enterprises
- ✓ Conversion of large pipeline generated by inside sales 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 expansion opportunity with existing customers via cross-sell, bundling and increased penetration
- ✓ Technology alliances

LiveTiles' publicly stated target is to organically grow ARR to at least \$100m by 30 June 2021

