



ASX Announcement
25 November 2020

LiveTiles launches new Smart Video solution for video-conferencing boom, announces first customer

- LiveTiles launches LiveTiles Smart Video, targeting Microsoft Teams and Zoom customers in enterprise and higher education markets.
- Since announcing a strategic alliance with Linius in April 2020, the video conferencing market has shown unprecedented growth.
- LiveTiles will co-market the new solution to its large base of existing customers, and to enterprise organisations globally both direct and through its partner channel.
- LiveTiles Smart Video is expected to drive strong interest and pipeline as organisations shift into a productivity phase following the significant impacts of COVID-19.
- LiveTiles also confirms it has started a deployment to its first large customer with the new solution.

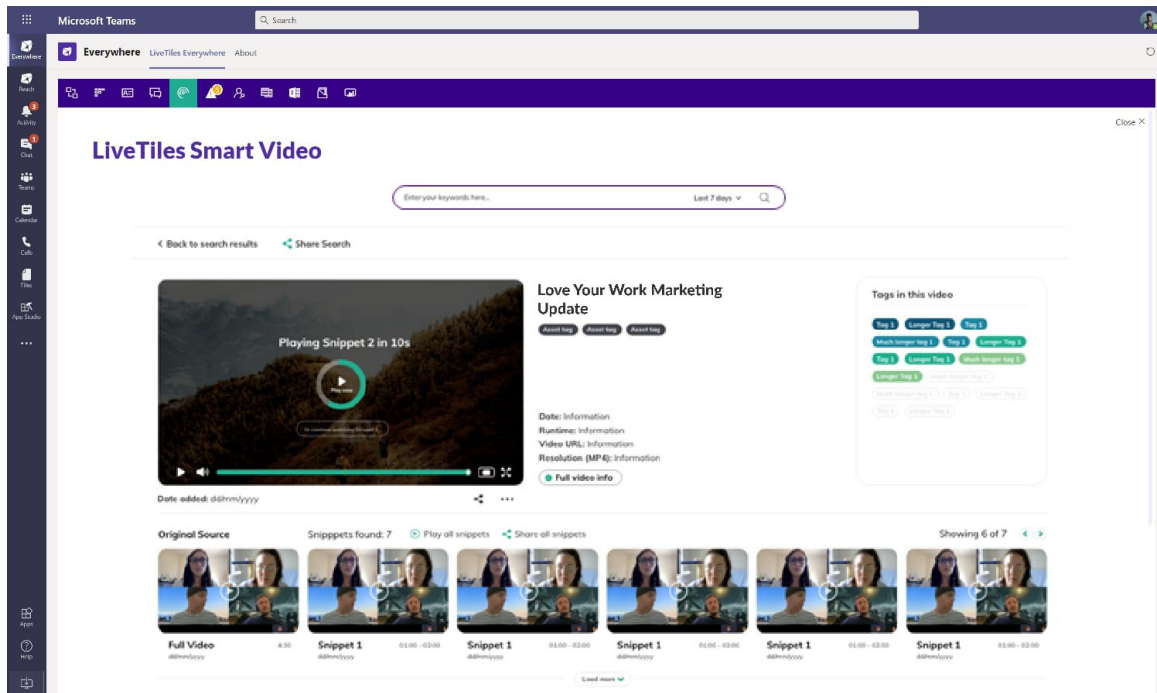
LiveTiles Limited (ASX:LVT) (LiveTiles or the Company) is pleased to announce the launch of a personalised video experience solution called LiveTiles Smart Video, leveraging Artificial Intelligence and powerful video technology. The new LiveTiles Smart Video solution, powered by LiveTiles technology and Linius Video Virtualisation Engine (VVE), makes significant improvements on the video search capabilities currently available to the market. The solution indexes recorded video in a way that can be reassembled as a virtual video frame-by-frame, unlocking previously inaccessible value from recorded video in platforms like Microsoft Teams, Zoom or Webex.

The solution

LiveTiles Smart Video will allow people to receive and view a single summarised video stream of relevant content. The following are some examples:

- People can review project status meetings across the week where specific key project items were discussed.
- Managers can review key decisions that were made about a particular product launch.
- Students can view a streamlined playback of all their semester's lectures on a topic of relevance for an assignment.

In each example above, LiveTiles Smart Video removes the need for people to have to view hours and hours of content hoping to find what they are looking for, removing a significant amount of wasted time and driving greater productivity for better business decision making. Using LiveTiles technologies, the smart video content will be delivered and consumed where people need it most, enhancing the digital workplace capabilities and experience even further.



Sample screenshot of the LiveTiles Smart Video solution

This solution has been developed over the last six months as part of a joint strategy to co-develop and co-sell a solution addressing growing demands for the unique value proposition that the solution offers. LiveTiles will target Chief Information Officers and executives looking to unlock value from video conferencing platform investments, digital leaders transforming their companies, human resources executives targeting employee engagement and organisations searching for productivity gains.

Video conferencing surges another 53% since April 2020

When LiveTiles and Linius signed a commercial agreement in April, the video conferencing market was at the beginning of one of the most remarkable periods of growth and transformation ever witnessed for the software-as-a-service industry. This growth has only gathered pace since.

Microsoft estimated¹ in April that its Microsoft Teams product recorded 2.7 billion meetings minutes in a single day on March 31, up more than 200 percent on the previous record from March 16. Crucially, as noted by Linius, 22 percent of people using video conferencing record their meetings.

Last month, Microsoft Chief Executive Officer Satya Nadella said the total number of Microsoft Teams users had grown to 115 million daily active users, up 53% since April². Microsoft also said the main driver of this growth was the emergence of video conferencing as a solution to social distancing restrictions mandating remote work. The software giant added “we need an experience that goes so far beyond video meetings or chat alone”.

¹ <https://www.microsoft.com/en-us/microsoft-365/blog/2020/04/09/remote-work-trend-report-meetings/>

² <https://www.microsoft.com/en-us/microsoft-365/blog/2020/10/28/microsoft-teams-reaches-115-million-dau-plus-a-new-daily-collaboration-minutes-metric-for-microsoft-365/#:~:text=Today%20we%20announced%20that%20Microsoft,resilient%20in%20this%20new%20era.>



It is for these reasons that LiveTiles and Linus expect pipeline to grow as the COVID-19 video conferencing boom shifts from facilitating remote work with video conferencing to extracting greater value from this video content for end-users using Artificial Intelligence.

LiveTiles will jointly invest into sales and marketing campaigns and look to drive both net new customers and upsell into the existing customer base. LiveTiles will be actively marketing the Smart Video solution to its large customers base of 1,100 plus of high-quality customers. LiveTiles customers include large organisations such as Nike, US Department of Defence, Novartis and Pepsi.

LiveTiles confirms first customer of LiveTiles Smart Video

LiveTiles is also pleased to confirm it recently secured its first pilot customer for LiveTiles Smart Video with a major Australian university. LiveTiles and Linus are jointly deploying the solution to the higher education provider to revolutionise the way it leverages recorded learning assets to create a new learning experience for students that meet the challenges of COVID-19.

Making remote lectures more engaging and easier to consume will be a compelling use case for the global education industry as it adapts to COVID-19. LiveTiles also notes that the Company already has a very strong portfolio of higher education clients, including Deakin University, Flinders University and The University of Canberra.

LiveTiles Co-Founder and Chief Executive Officer Karl Redenbach said, “The video-conferencing market has undergone one of the largest periods of growth and transformation in history due to COVID-19. As end-users look to extract more value from the billions of minutes of video accumulating every day, LiveTiles and Linus are at the forefront of adding value for video conferencing end-users in their digital workplaces using Artificial Intelligence.”

This announcement has been authorised for release by the Board.

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About LiveTiles:

LiveTiles is the global leader in intranet and workplace technology software, creating and delivering solutions that drive digital transformation, productivity and employee communications in the modern workplace.

LiveTiles have operations spanning North America, Europe, Asia and Australia, and services over 1,000 Enterprise customers in over 30 countries. LiveTiles was named by The Australian Financial Review as Australia’s fastest growing technology company in 2020 and by Forrester & Gartner as a leader in this space globally.