

LiveTiles AGM

30 November 2020



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Director



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Director

Agenda

1. Chair's address
2. CEO update
3. Resolutions
4. Q&A



1. Chair's Address



DR MARC STIGTER
Non-Executive Chair

2. CEO update



KARL REDENBACH

CEO & Executive
Director

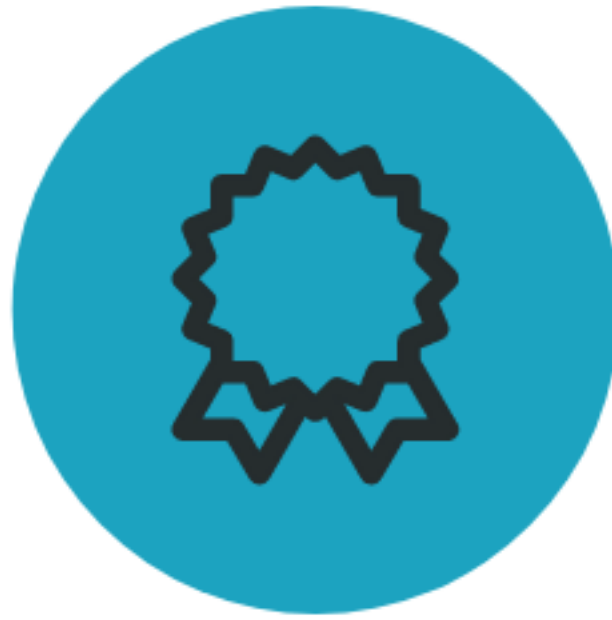
Key Themes

Record results despite a tough year



COVID-19

- Adapted quickly
- Strong decision making
- Prudent spending



Industry recognition

- Gartner
- Forrester
- AFR fastest growing tech company



Global market opportunity

- A\$17bn market
- Only 1.5% penetrated
- Workplace technology a higher priority



Product

- Consolidation and rebranding
- R&D investment
- Pipeline of new products



Record results

- ARR, revenue, cash receipts
- Q4 Cashflow positive

FY20 Highlights in numbers

Another record year

1,092
Customers

+19% YoY

+102% in 2 years

1,116 as at 30 Sept 2020

\$53.8m
ARR

+34% YoY

+255% in 2 years

\$57.1m as at 30 Sept 2020

\$37.8m
Op. Revenue

+109% YoY

+5.6x over 2 years

Strong cash receipts

\$53.3k

Avg ARR per customer

+22% YoY

+90% in 2 years

\$55.3k as at 30/09/20

* Constant currency

\$41.1m

Cash Receipts

+114% YoY

6 mths to 30/09/20 cashflow positive.

Q1FY21 record cash receipts

\$34.6m cash balance as at 30/09/20

\$387m

Total lifetime value

+45% YoY

+3.6x over 2 years

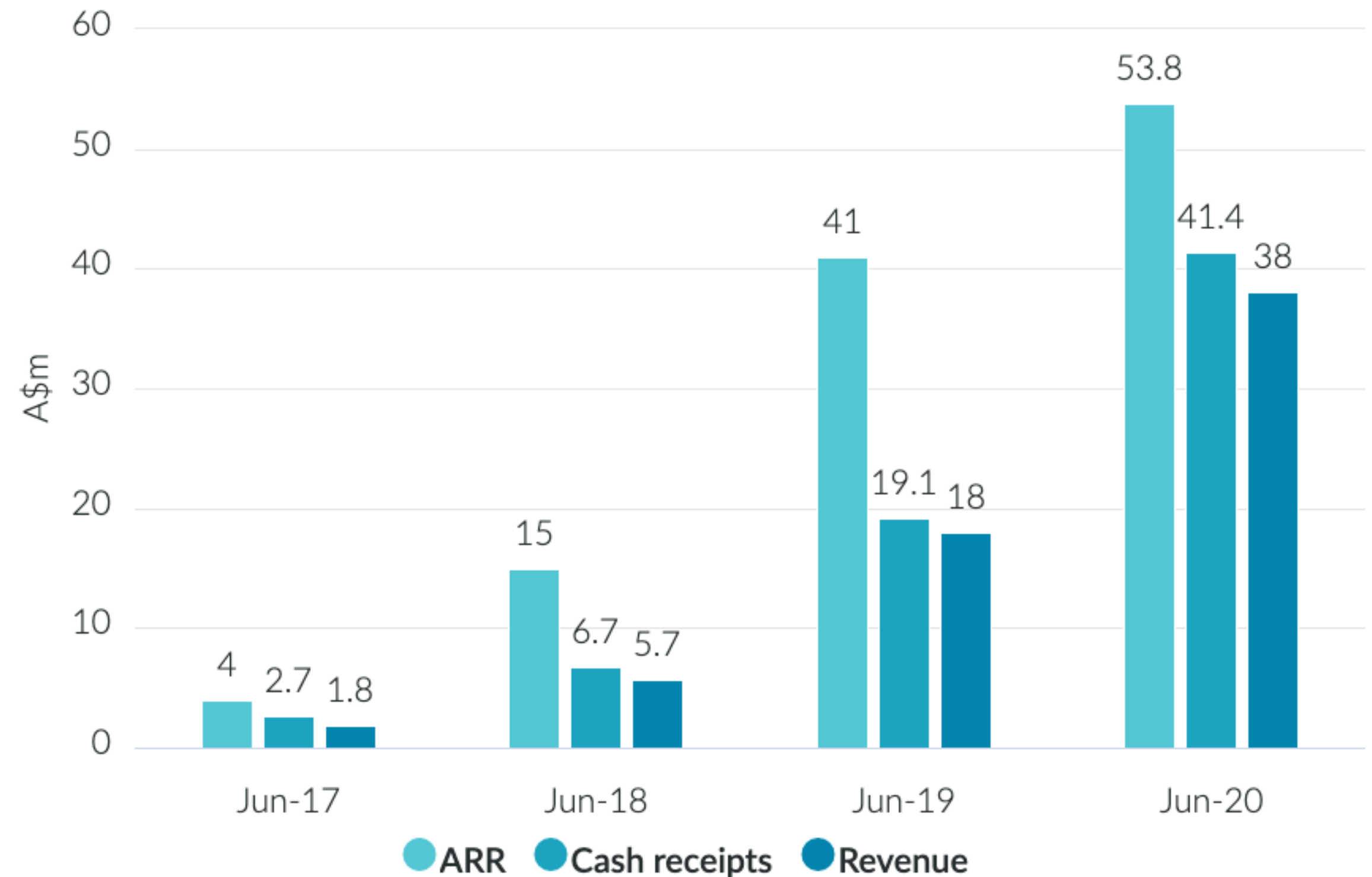
+47% discount to EV at 30/06/20

Strong growth trajectory

Solid track record of conversion from ARR to cash and revenue

CAGR over 3 years :

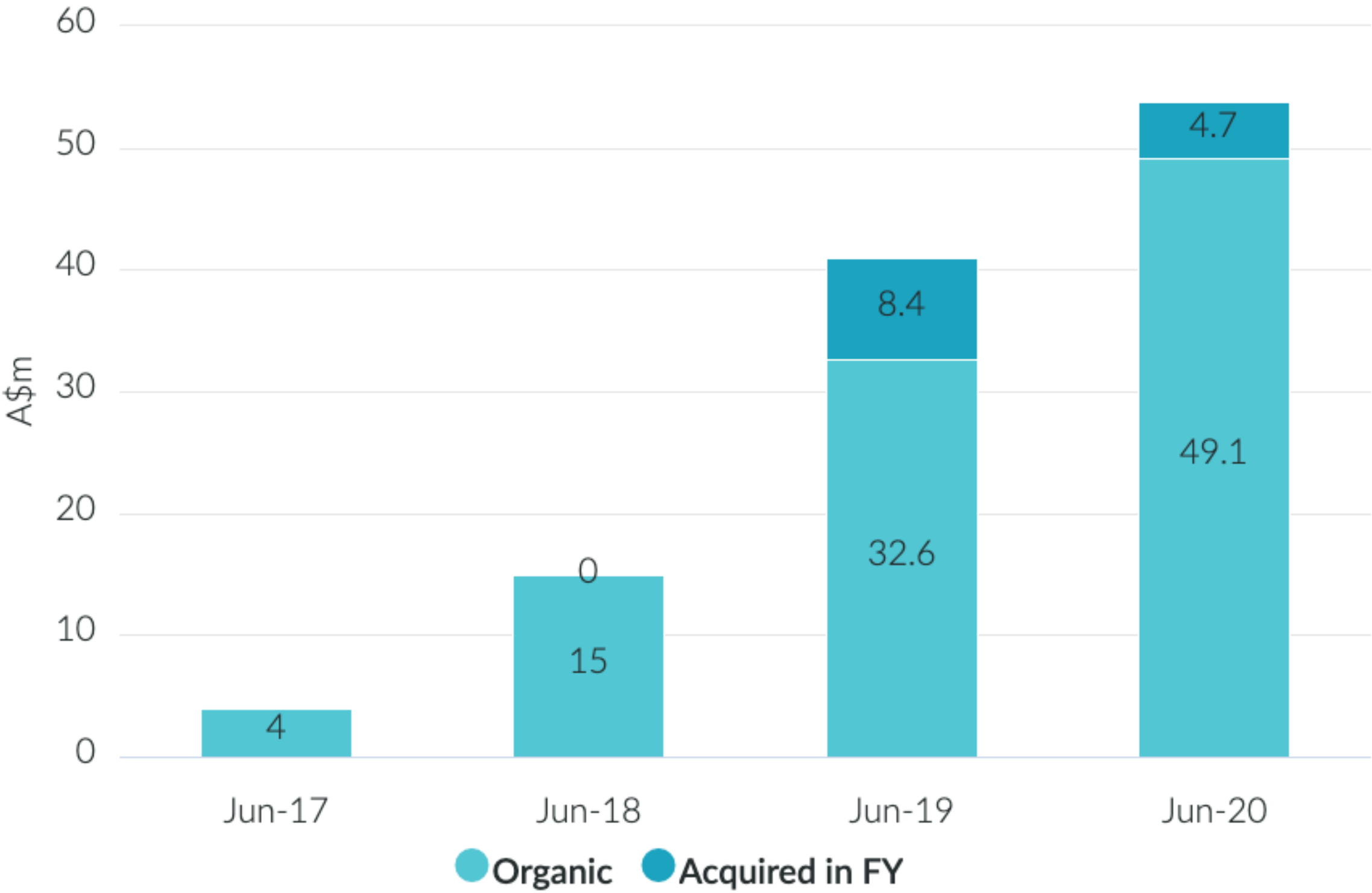
- ARR + 137%
- Cash receipts + 146%
- Revenue +173%



ARR Growth

Strong growth driven organically

	Total ARR A\$m	Organic	Acquired in FY
FY17	4	100%	0
FY18	15	100%	0
FY19	41	80%	20%
FY20	53.8	91%	9%



UPDATE - EMEA

Strengthening business conditions

- Digital workplace technology is in greater demand to solve employee engagement and communication challenges.
- Strengthening partner channel.
- LiveTiles announced as Microsoft Technology Partner for Social impact.
- Employers reporting heightened engagement and productivity.
- Strong attendance at digital marketing events up 10x on previous year, attracting major international brands like Coca-Cola and GSK.
- Customer advisory initiatives creating strong demand and ensuring retention.
- Hiring initiatives to meet demand.

55%
of Total ARR

480
Customers

+19% yoy

94
Partners

+38% yoy

UPDATE - AMERICAS

Pipeline doubled in past 60 days

- Many companies are looking to modernise their outdated technology.
- Our pre-sales team has seen significantly more interest from larger enterprise customers, particularly for mobile solutions.
- LVT participating in a number of major RFQ tenders.
- Shorter sales cycle for LiveTiles Reach. eg recent global retailer signing took 90 days.
- Microsoft Support team to train and deploy LiveTiles Reach through its 3 US Inside Sales Centres.
- Enterprise joint go-to market campaigns launched with Microsoft.
- US and Canadian partner deals growing in line with companies updating employee technology post COVID.
- New hires to meet demand.

26%
of Total ARR

311
Customers

+17% yoy

73
Partners

+20% yoy

UPDATE - APAC

Demand driven by public sector

- Significant growth in engagements across the public sector at both local and state level.
- Partnering with Microsoft on multiple opportunities within the Federal Government.
- Increased focus by customers on employee communications.
- Strategic alliances created with key organisations including Canva and Linius.
- Livetiles Reach positioned in all sales opportunities as a key multi-channel employee application.
- Continued virtual marketing events such as the upcoming "Love your work" event on Dec 2.

19%
of Total ARR

301
Customers

+20% yoy

56
Partners

+14% yoy

UPDATE -PRODUCT

- Consolidated and simplified product portfolio and go-to-market strategy in July.
- Released Microsoft Teams app for LiveTiles Reach (allowing us to take advantage of the huge growth of the Teams user base - 115M users per month).
- Integrated LiveTiles Reach with Canva (cementing a close partnership with another Australian technology success story).
- Announced and launched new AI products: LiveTiles Vibe & LiveTiles Smart Video.
- Clear product roadmap to differentiate LiveTiles from peers in the workplace technology market.

“LiveTiles continues to build a global presence and rich set of digital employee experience tools. The vendor has a clear focus on serving large global enterprises and will make investments to extend its platform breadth as well as establish a presence in key markets.”

Forrester

PEOPLE & CULTURE

“ To revolutionise the way humans interact with technology (and how technologies interact with humans).

Our Vision

Three core values :

- Decent human beings
- Get Sh!t done
- Create unforgettable experiences

Key workplace initiatives

- Flexible work policy – family first
- 2021 Accreditation as an endorsed employer for women
- Virtual Wellness Series, LiveFit
- Employee Feedback – LiveTiles Vibe
- Swag gifts and other gestures to brighten employees spirits during COVID lockdowns

Outlook



Industry trends favourable

COVID has initiated an increased priority in digital workplace technology and applications.



Growth

Accelerated pipeline growth as we head into 2021.



Financial discipline

We will continue to pursue opportunities whilst maintaining financial discipline.



Product

Continued investment into product R&D following the successful launch of 2 products in Q2FY21.

3. Resolutions

Resolution	
1	Adoption of remuneration report
2	Re-election of Dana Rasmussen as Director
3	Election of Marc Stigter as Director
4	Appointment of Auditor
5	ASX Listing Rule 7.1A-approval of future issue of securities

3. Resolutions continued.

Resolution	
6	Ratification of prior issue of CYCL shares
7	Ratification of prior issue of Wizdom shares
8	Ratification of prior issue of incentive shares
9	Approval of future issues of CY2020 earn-out shares
10	Adoption of management incentive plan

4. Q&A

Register at : www.livetilesglobal.com

An astronaut in a white spacesuit with a red visor is floating in space, holding a glowing blue light in their right hand. The background is a dark starry space with some nebulae and glowing blue and red light effects.

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YOUR
WORK**

**WORK-LIFE CONFERENCE
2ND DEC 2020**

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UNEXPECTED**