



ASX Announcement

17 February 2021

Record multi-million dollar deal with US-based Fortune 100 Healthcare company

- LiveTiles signs record deal with a three year multi-million dollar agreement.
- The healthcare company employs over 300,000 employees and signals strong acceleration in digital transformation needs in the healthcare industry.
- The deal includes many of the core LiveTiles products and validates the strong growth in the Employee Experience Platform category that LiveTiles pioneered.
- This is the second record breaking deal for LiveTiles in less than four months.

LiveTiles Limited (ASX:LVT) (LiveTiles or the Company), is pleased to announce it has secured a record multi-million dollar deal with one of the largest healthcare companies in the US, effective immediately.

The three year multi-million dollar deal was secured with the listed US healthcare company and top 10 member of the Fortune 100 for the purchasing of a broad suite of LiveTiles products. The deal includes LiveTiles Reach, as the customer looks to implement an enterprise-wide digital workplace solution that brings together all of the customer's employee experience needs into one integrated solution. The US healthcare system is highly competitive, heavily regulated and overwhelmed by COVID-19 in terms of patient volume, risk management and work-from-home for non-essential staff.

LiveTiles was selected due to the Company's suite of powerful products that drive employee collaboration and communication much quicker than a custom-built solution, and more compelling and powerful than any other competing technologies on the market.

The deal was closed in a short period of time, significantly shorter than the average sales cycle for enterprise deals. The news comes less than four months after LiveTiles set its last record licensing deal thanks to a multi-year, multi-million dollar deal with a major US-based apparel retailer to assist with its COVID-19 re-opening strategy.

The Employee Experience Platform market

The beginning of calendar year 2021 has seen strong positive momentum continue in the software buying processes of enterprise companies. Senior Executives are accelerating digital transformation and employee experience investments, as they look to drive strong growth in their business and create modern workplaces to retain and attract the best talent following the impacts of COVID.

Demand is growing for solutions that support corporate culture, knowledge discovery, on-the-job learning and employee wellbeing, in a market that analysts are sizing at USD\$300 billion in annual



spend. This new category of software is defined as Employee Experience Platforms (EXP), and the LiveTiles company vision and suite of technologies are focused heavily on this market.

Healthcare enterprise software demand grows

LiveTiles is also encouraged by demand from healthcare providers for LiveTiles products. The latest deal adds to LiveTiles' growing stable of global customers in the healthcare industry, which includes multinational pharmaceutical giant Novartis.

According to leading technology researcher Gartner, global healthcare IT spend is expected to rebound in 2021 to reach USD\$169.5 billion by 2024, after dipping 2.3% to USD\$128.0 billion in 2020 due to COVID-19¹. Gartner also expects Enterprise software to lead the recovery in IT spending generally in 2021, with annual growth forecast at 8.8% to USD\$505 billion².

Further, as detailed by LiveTiles in a market update on 23 October 2020, healthcare is one of the industries LiveTiles is jointly targeting with Microsoft for strategic Enterprise accounts in the US. Additionally, under a new Alliance and Co-Sell agreement, Microsoft sales representatives are being trained to sell LiveTiles Reach and other LiveTiles products alongside Microsoft products. LiveTiles will continue to aggressively pursue opportunities in the global healthcare industry off the back of this win.

Karl Redenbach, Co-founder and Chief Executive Officer, LiveTiles, said: "To sign another record deal for the second time in less than four months is a real thrill. To do so with LiveTiles Reach being a key part of the deal, is further validation of our product diversification strategy and gives us confidence for the year ahead. It's also further validation of the growing Employee Experience Platform product category that LiveTiles has helped pioneer."

Daniel Diefendorf, President of LiveTiles, said: "Digital Transformation and employee experience in a post COVID-19 world is no longer a nice to have. Large enterprises are making the necessary investments to help their teams be more effective, but also connect in meaningful ways with their employees no matter where they work from. This win brings together the best of a forward-looking customer and the LiveTiles' Employee Experience Platform to serve hundreds of thousands of employees."

This announcement has been authorised for release by the Board.

¹ <https://www.gartner.com/en/documents/3987144/forecast-enterprise-it-spending-for-the-healthcare-provi>

² <https://www.wsj.com/articles/private-equity-deals-for-information-technology-soar-as-companies-modernize-infrastructure-11613176798>



For further information, please contact:

Investors

Maureen Baker

+61 (0) 438 571 970

maureen.baker@livetilesglobal.com

Media

Alex Liddington-Cox

+61 (0) 474 701 469

alexander.lc@livetilesglobal.com

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.