



ASX Announcement

30 November 2021

2021 AGM presentation and Chairman's address

Please find attached for immediate release in relation to LiveTiles Limited (ASX:LVT) (LiveTiles or the Company) the following documents to be presented at its 2021 Annual General Meeting being held today at 11:00am (AEDT):

- Chairman's Address
- CEO presentation

For more information, please contact the Company Secretary on +61 2 8072 1400.

This announcement has been authorised for release by the Board.

For further information, please contact:

Investors

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About LiveTiles:

LiveTiles is a global leader in the employee experience market creating software for employee collaboration and communications. LiveTiles is delivering solutions that drive digital transformation, productivity, and employee engagement in the modern workplace.

LiveTiles have operations spanning North America, Europe, Asia and Australia, and services over 1,000 customers. LiveTiles is a leading player in the Employee Experience Platform Industry and has been acknowledged as such by Forrester and Gartner



Chairman's address

Ladies and Gentlemen, As I shared in the annual report - and since my appointment in September 2020 - LiveTiles has progressed from a digital workplace technology provider to a pioneer in the Employee Experience Platform (EXP) space.

We believe that LiveTiles is well positioned to capitalise on the rapidly evolving EXP market. We are one of the few companies in the world offering fully integrated solutions that enhance the engagement and collaboration needs of any employee in any industry.

During the 2021 financial year, LiveTiles became 'leaner and sharper' concentrating on improvements across the business and realising healthy growth in our licence base and operating revenues.

We focused on maintaining strong cost control and reduced operating expenditures putting the company on a pathway to profitability. We are committed to continue our focus on disciplined cost management during this financial year and beyond.

The Board commissioned an independent strategic review in the 3rd quarter of last financial year with the aim of evaluating the operations, structure and strategy of LiveTiles. The findings of the review were endorsed by the Board at the end of last financial year and the execution of this plan will continue throughout this financial year. The review confirmed that LiveTiles is well positioned to capitalise on the growing Employee Experience market noting the recent success of LiveTiles Reach.

Our LiveTiles Reach offering has been instrumental in securing record company deals and work with renowned global organisations such as United Healthcare Group, Nestle and Footlocker. We look forward to significantly leveraging our LiveTiles Reach offering within the EXP market during this financial year and beyond. Another important outcome of the review has been our focus on improving LiveTiles' operating efficiencies.

The leadership team is focused on simplifying our business model, on consolidating our product portfolio, on refining our go-to-market strategy, and on disciplined performance management. To date, this has improved underlying performance, which we expect to continue throughout this financial year and beyond.

The outcomes of the commissioned review did not come without its challenges. The company undertook a restructure during the last quarter of last financial year, which resulted in a number of our colleagues leaving. We thank them for their contributions and commitment to LiveTiles.

During the last financial year, I was delighted to welcome Fiona Le Brocq and Jesse Todd to the LiveTiles Board. Fiona is a highly regarded branding and marketing expert and Jesse brings an impressive range of technology solutions skills.

On behalf of the board, I would like to thank our people for their hard work and commitment to LiveTiles. We have been impressed by the collective ability, desire and courage of LiveTilers to think differently and create unforgettable experiences for our customers.

The Company is focused and well positioned to maximise growth opportunities in the EXP market. We look to the future with optimism, and thank you, our shareholders, for your continuing support.

Thank you.

LiveTiles AGM

30 November 2021



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Board of Directors



DR MARC STIGTER

Non-Executive
Chair



KARL REDENBACH

CEO & Executive
Director



PETER NGUYEN-BROWN

Chief Experience Officer &
Executive Director



JESSE TODD

Non-Executive
Director



FIONA LE BROCQ

Non-Executive
Director

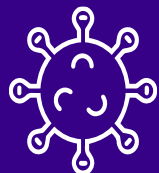
1. Chair's Address



DR MARC STIGTER
Non-Executive Chair

Chairman's Address

Key Themes



Employee Experience

Progressed from a digital workplace technology to a pioneer in the Employee Experience Platform (EXP)

LiveTiles is well positioned to capitalise on the rapidly evolving EXP market

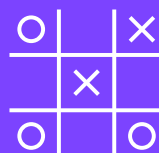


Operational Improvements

Leaner and sharper organisation

Customer licence and revenue growth

Pathway to profitability



Strategic focus

Independent company review

Board endorsed new Strategic Plan

Focussed on goals, operational efficiencies and go-to-market execution



LiveTiles Reach

Key product to help maximise Employee Experience market opportunity

LiveTiles Reach instrumental in securing record company deals (United Healthcare Group, Nestle and Footlocker).



Looking forward

Welcomed two new independent directors for next stage of journey

Company is focused and well positioned to maximise growth opportunities in the EXP market.

Thank you

2. CEO Update



KARL REDENBACH
CEO & Executive Director

LiveTiles [LVT.ASX]

A global leader in employee experience platform industry connecting workers globally.

GLOBAL

Offices and clients in the US, Europe and Asia-Pacific with 145 Staff

>2.3m

Licences
(contracted)

6

Years young

Founded in late 2014, listed on the ASX in late 2015

1078

Customers

Recent wins include Nestle and United Healthcare Group.

Highlighted by
Gartner and
Forrester as an
industry leader.

\$300bn

Addressable
market

ARR \$62.8m
Revenue* \$45m
Cash \$16.8m

At 30 June 2021 (AUDm)
* Operating revenue

\$310m

LifeTime Value (LTV)
30 June 2021

2021 Key Themes

Another Record Year



Strategic focus

Review

Premiership Plan

Focussed on goals



People & Performance

New Employee Long Term
Incentive Plans aligned to
shareholder value

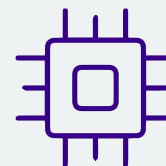
Company wide FY22
performance targets
designed under new
Premiership Plan



Global market opportunity

Employee Experience
Platform industry evolving
and gaining a lot of
traction

Microsoft estimate
US\$300bn market



Product

Standing up in competitive
tender processes

Both desktop and mobile
solutions – holistic offering

LiveTiles Reach Success



Record results

ARR, revenue, cash
receipts (>20% growth)

Solid balance sheet

Financials

Snapshot

All figures are reported in AUD

Licences
(Contracted)

2.3m

+48% yoy¹

Revenue
(operating)

\$45m

+19% yoy

ARR
per customer

\$58.3k

+18% yoy

Cash Receipts (TTM)

\$51.8m

+26% yoy

Underlying
EBITDA

\$(1.1)m

+91% yoy

Gross Profit
Margin

73%

(16) pp yoy

Net \$
retention rate

92%

(75) pp yoy

LTV : CAC

3.7x

1.1x increase yoy

By 2024, LiveTiles aims to be recognised as the world leader in Employee Experience, estimated to be valued by Microsoft at \$300bn

The 5 Pillars of Employee Experience

CONNECTION



Connecting people meaningfully to the company and each other.

ENGAGEMENT



People collaborating and working effectively with others within the digital and physical workplace.

WELL-BEING



Ensuring there is an environment that drives happy and healthy people both physically and mentally.

PERFORMANCE



Creating high-performing people and teams to deliver value to the company.

INSPIRATION



Company and employees inspiring others through intent and action, whether it be within the workplace or outside.

“LiveTiles has identified the key capabilities required within each of the 5 pillars of EX that are of the highest priority to customers. These capabilities will either be developed as core LiveTiles R&D or provided by specialist partners, to give us the greatest chance of succeeding in our strategic goals.”

Over the next 12 months, LiveTiles will rapidly expand its Employee Experience Platform offering and capabilities

Roadmap

New Employee Experience Capabilities

- Short-form audio capability - LiveTiles Soundbites
- Build an Employee Experience marketplace
- Employee mental health and well-being assessment tool
- Employee driven climate change app for businesses
- Employee values and company values assessment tool
- Employee journey designer
- Enhanced Policies & Processes manager for Enterprise companies

Enhanced Platform Analytics and Insights

- Employee Relationship Analytics & Organizational Network Analytics
- Deeper usage insights and content analysis to enable better company decision making

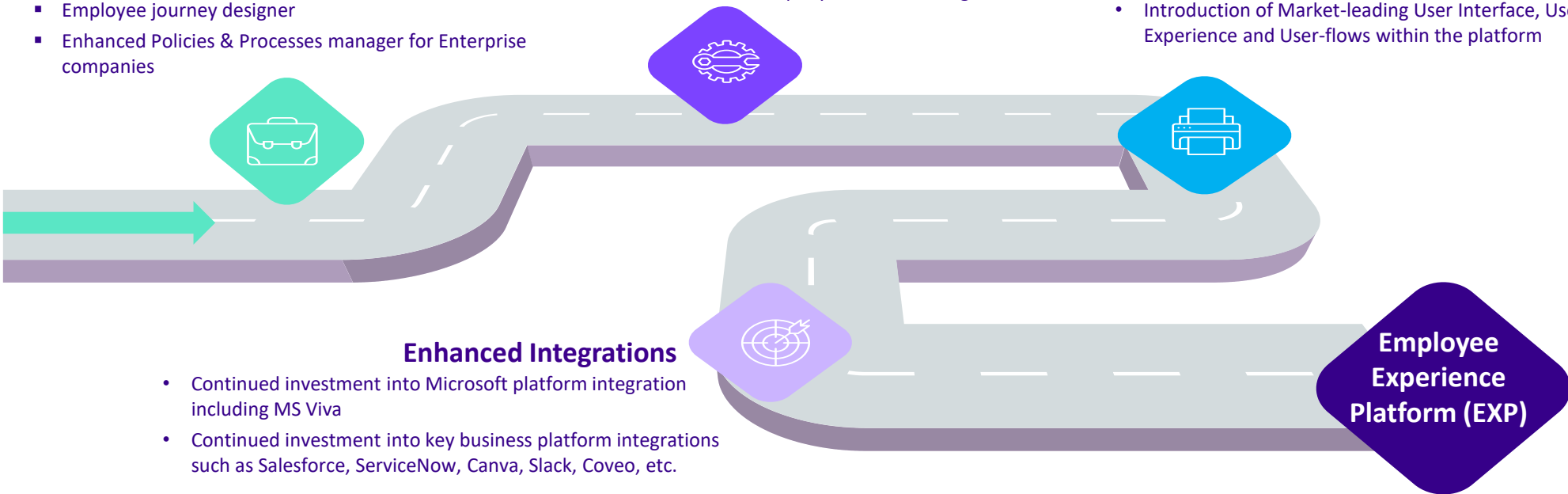
Enhanced User Experience capabilities

- Introduction of Market-leading User Interface, User Experience and User-flows within the platform

Enhanced Integrations

- Continued investment into Microsoft platform integration including MS Viva
- Continued investment into key business platform integrations such as Salesforce, ServiceNow, Canva, Slack, Coveo, etc.

Employee
Experience
Platform (EXP)



Outlook



Industry trends favourable

The need for positive employee experience and the “great resignation” has propelled Employers to re-visit the digital work landscape.



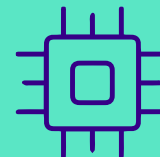
Growth

We head into FY22 with a diversified and strong pipeline with more employee experience opportunities emerging. Continued focus on rational growth given the uncertain



Financial discipline

We will continue to pursue new opportunities for growth whilst maintaining financial discipline on a pathway to profitability.



Product

Continued investment into R&D and product roadmap following the successes of LiveTiles Reach Mobile in FY21.

Thank you



LiveTiles

www.livetilesglobal.com