

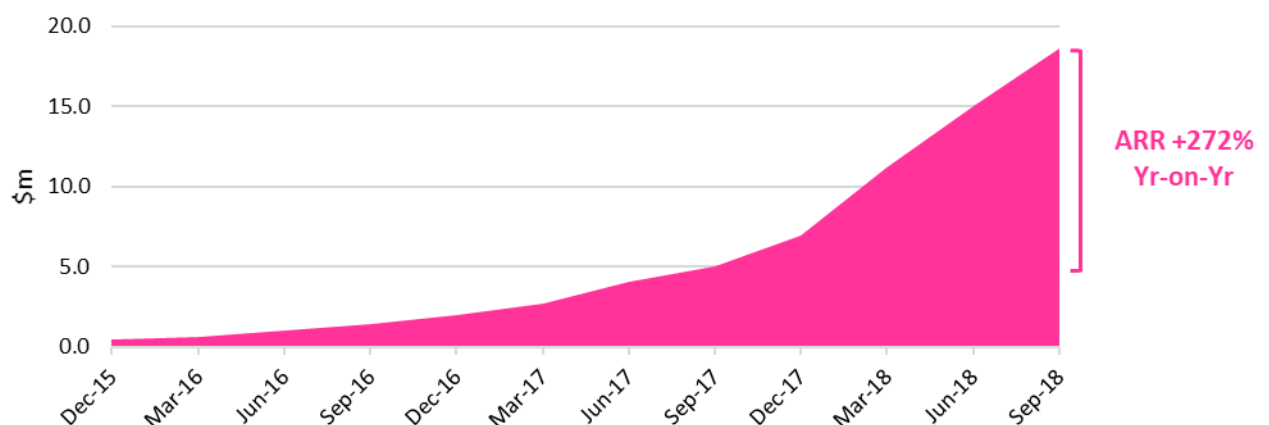
## ASX Announcement

12 October 2018

### **Annualised recurring revenue reaches \$18.6 million, up 272% year-on-year**

- Annualised recurring revenue<sup>1</sup> (ARR) reaches \$18.6 million as at 30 September 2018, up from \$5.0 million as at 30 September 2017 and \$15.0 million as at 30 June 2018
- ARR has grown by 272% in the last 12 months
- N3 sales and marketing team in the United States generating rapid sales pipeline growth and contributing to strong customer and ARR growth
- Ongoing joint campaigns with Microsoft continue to strengthen brand and product awareness and generate strong demand for LiveTiles' intelligent workplace offering
- Major presence at Microsoft Ignite conference in Las Vegas in September has contributed substantial growth in sales pipeline
- Further industry awards secured in recognition of LiveTiles' digital workplace and artificial intelligence (AI) capabilities
- Growing brand, product awareness and sales pipeline expected to result in strong customer and revenue growth in FY19

### **Rapid growth in annualised recurring revenue**



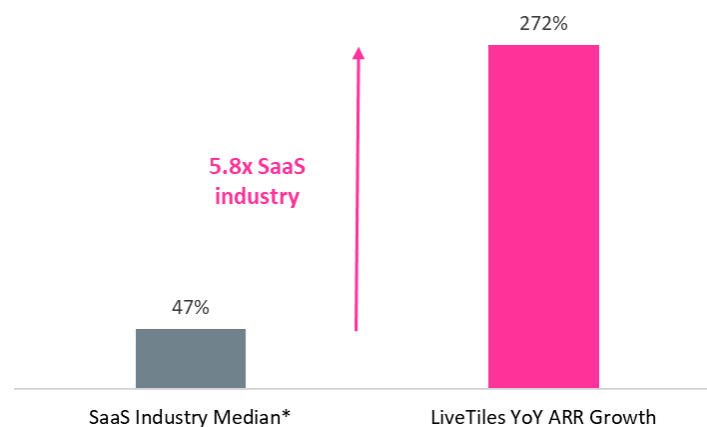
<sup>1</sup> Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis



**LiveTiles Limited (ASX:LVT) (LiveTiles or the Company)**, a global software company that empowers its users to create their own intelligent workplace experiences, is pleased to announce another quarter of strong annualised recurring revenue (ARR) growth.

ARR reached \$18.6 million as at 30 September 2018, representing annual growth of 272%, with \$3.6 million of ARR added in the September quarter.

### LiveTiles is growing at almost 6x the rate of the Software-as-a-Service industry



\* Source: KeyBanc 2017 Private SaaS Company Survey (361 respondents)

Customer highlights in the September quarter included:

- One of the world's leading entertainment businesses headquartered in the United States
- A supermarket chain in the United States
- A major beverage producer headquartered in the United States
- One of the largest online stockbroking businesses in the United States
- A large logistics group headquartered in the United States
- A major airline in the Asia-Pacific region
- A large not-for-profit health services organisation in Australia
- A major Australian government-owned corporation
- A large government agency in the United Kingdom

### N3 DELIVERS REVENUE GROWTH AND STRONG SALES PIPELINE

LiveTiles' strategic relationship with sales and marketing consultancy and execution firm N3 continues to perform well. The N3 team is generating high and consistent volumes of leads and sales opportunities across the United States, leading to several new customers being secured from the N3 channel in the September quarter. LiveTiles expects the N3 channel to deliver strong pipeline and revenue growth throughout FY19.

## **ONGOING CO-MARKETING WITH MICROSOFT DRIVING STRONG DEMAND**

Designed in collaboration between LiveTiles and Microsoft, the AI Spark Partner Program launched in August to participating Microsoft partners in Australia. The AI Spark Program, which has now been expanded to the United States, is designed to accelerate the rate at which partners can deploy AI solutions for their customers by lifting the AI capabilities of participating Microsoft partners. The Program's launch has already generated strong interest, with several Microsoft partners already onboarded. This Program, in combination with a wide range of co-marketing initiatives with Microsoft, continues to drive strong awareness of LiveTiles' offering and robust demand.

In September, LiveTiles was a major sponsor of Microsoft's global Ignite conference in Las Vegas. This major marketing event, which was attended by over 25,000 participants, has already generated a substantial uplift in LiveTiles' sales pipeline.



*LiveTiles booth at Microsoft Ignite, September 2018 (Las Vegas)*

## **FURTHER INDUSTRY RECOGNITION**

Further to the major Microsoft and AI industry awards won in July, LiveTiles has received the following awards and recognition in the September quarter:

- Winner – ARN Innovation Awards: Homegrown Export
- Winner – The SaaS Report: Top 50 SaaS CEOs 2018
- Finalist – CRN Channel Awards: Emerging Vendor of the Year (UK)
- Finalist – Alconics San Francisco: Greatest Contribution to Ethics, Gender Equality and Diversity in AI
- Finalist – AI Ireland: Best Application of AI in a Large Enterprise

**LiveTiles Co-Founder and Chief Executive Officer, Karl Redenbach states:** “We are pleased to deliver another strong quarter of customer and ARR growth, together with continued growing awareness globally of LiveTiles' brand and offering. The N3 sales and marketing channel is performing well, delivering a high volume of leads and a strong sales pipeline, which we remain focussed on converting into new customers.”

“Our partnership with Microsoft is stronger than ever, with our high-impact co-marketing activities continuing to strengthen awareness of our brand and offering and expected to continue to drive new customer and revenue growth in FY19.”



LiveTiles will provide further details on its growth and operations with its 1<sup>st</sup> quarter Appendix 4C in late October.

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**About LiveTiles:**

LiveTiles is a global software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Chicago, Minneapolis, North Carolina, Rochester, London, Sligo, Zurich, Amsterdam, Sydney, Melbourne, Brisbane, Geelong and Hobart. LiveTiles offers intelligent workplace software for the commercial, government and education markets, and is an award-winning Microsoft Partner. LiveTiles' products comprise LiveTiles Intelligent Workplace, LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles for SAP Software, LiveTiles MX, LiveTiles Mosaic and Hyperfish. LiveTiles' customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.