



Investor Update

10 May 2019

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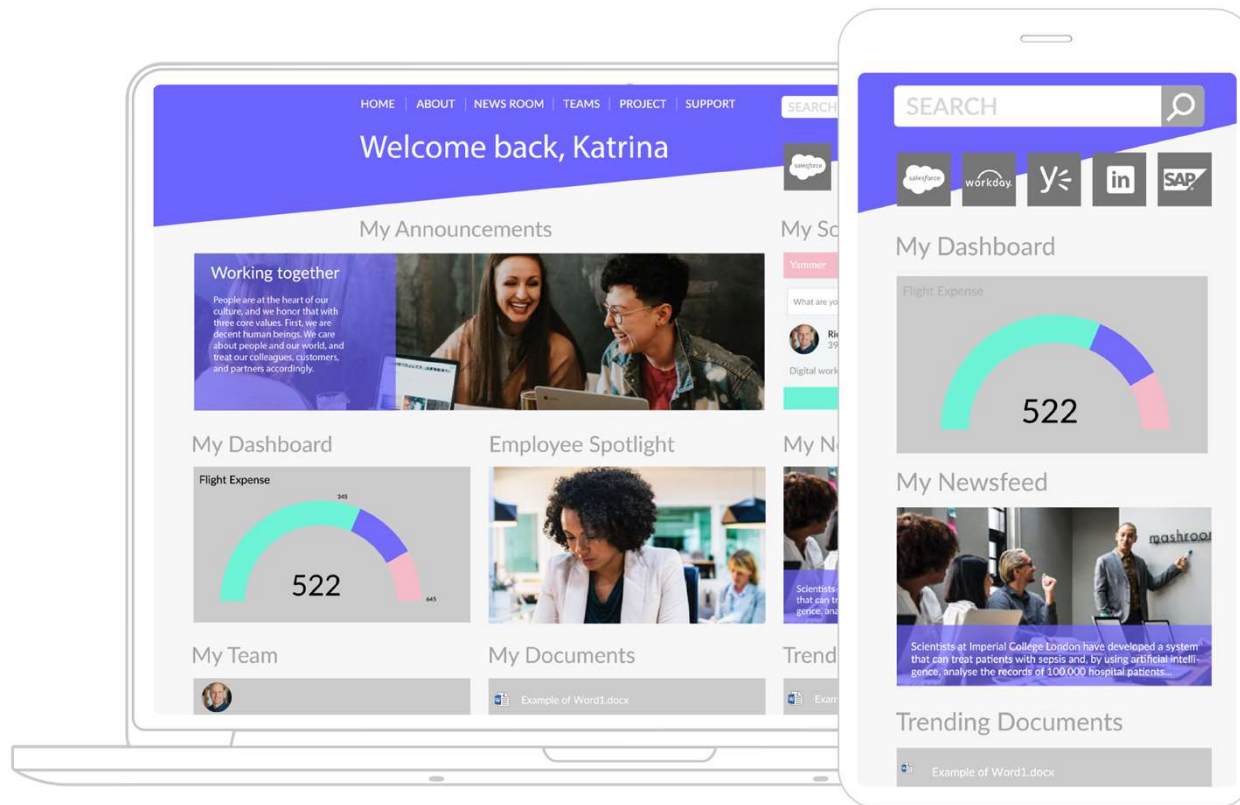
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1. CFO
Introduction

2. Growth
Highlights

3. Growth
Outlook



KARL REDENBACH
Chief Executive Officer & Co-Founder

- LiveTiles Co-Founder
- 20 years of global technology experience
- Previously Co-Founder & CEO of nSynergy Group
- Awarded CEO of the Year in 2014 (Australian Human Resources Institute)
- OPM, Harvard Business School



MATT BROWN
Strategic Growth Adviser

- LiveTiles CFO from inception to April 2019
- 20 years of finance and corporate experience in Australia and USA
- Previously Managing Director, Macquarie Capital (Sydney and New York)
- Advised on over \$10 billion of mergers, acquisitions, divestments and capital raising transactions
- As Strategic Growth Adviser, Matt will work closely with the Board and senior management team on strategic growth initiatives to accelerate LiveTiles' global growth



ROWAN WILKIE
Chief Financial Officer

- Accomplished senior executive with extensive leadership credentials and a strong growth mindset
- Deep experience with ASX-listed global organisations
- Previously CFO, head of strategy and consumer at Telstra Health, the largest Australian-based provider of software products, solutions and platforms to the health sector
- Prior to Telstra Health, Rowan held a number of senior roles at Spotless Group, including General Manager – Finance, General Manager - Major Projects and General Manager – Spotless International
- Rowan's career also includes experience with Goldman Sachs and EY

Annualised recurring revenue (ARR)¹

+208%

yr-on-yr to **\$34.5m** as at 31 Mar 19

Paying customers

879

in just over 4 years

ARR per customer

+65%

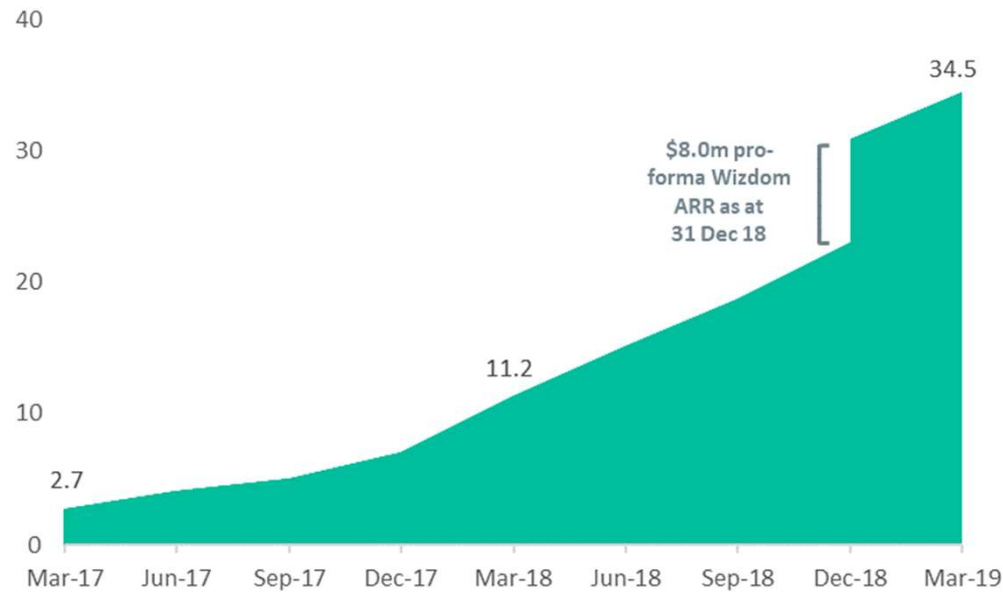
in year to 31 Mar 19

All currency amounts throughout this presentation are in AUD

1. Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis

2. As at 31 March 2019

Annualised recurring revenue growing rapidly

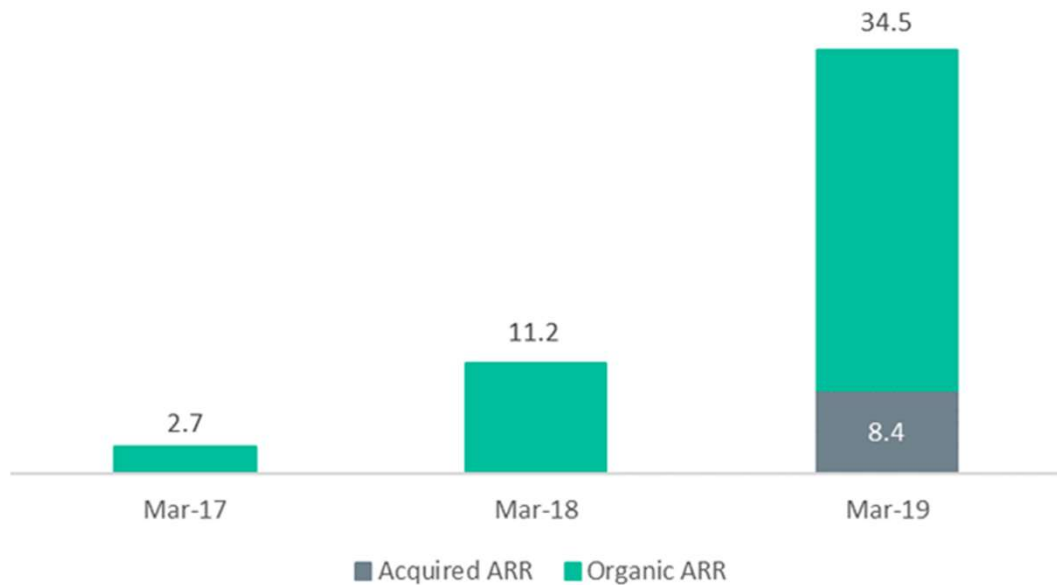


ARR +208%
yr-on-yr to \$34.5m as at 31 Mar 19

\$23m ARR
added in last 12 months

Strong growth
in sales pipeline

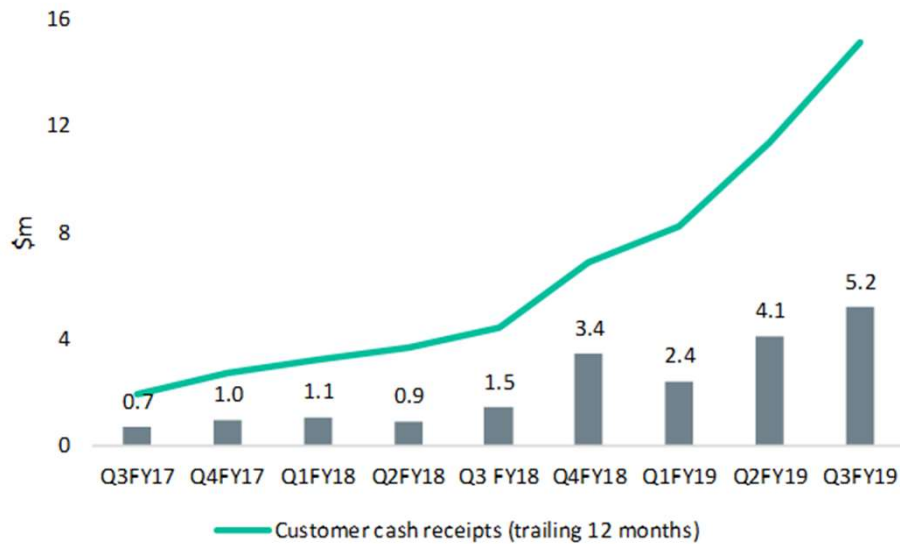
Year-on-year ARR growth (\$m)¹



- ✓ ARR has more than tripled in the last 12 months
- ✓ One of the fastest-growing SaaS companies globally
- ✓ Acquisition of Wizdom, Europe's leading 'plug and play', Microsoft-aligned digital workplace software business, completed in Feb 2019

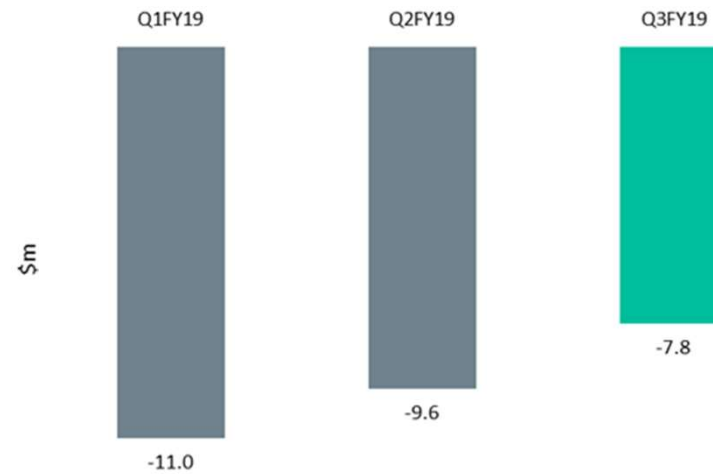
1. Acquired ARR comprises Wizdom's ARR as at 31 December 2018 (\$8.0 million) and Hyperfish's ARR as at 30 June 2018 (\$0.4 million)

Strong growth in customer cash receipts



✓ Customer cash receipts **up 256%** on the prior corresponding quarter (March 2018)

Improving net operating cash flow



✓ Consistent improvement in net operating cash flow

LiveTiles has launched alliances with complementary SaaS companies to expand customer opportunities and accelerate growth



- Centralised data security to ensure compliance with regulatory and corporate policies and protect against breaches to mitigate risk
- Target market: public sector; regulated industries



- Leverages the collective human intelligence of an organization, in real time and with the right experts
- Target market: large enterprises



- The simplest and most efficient way for professionals to automatically transcribe, summarise, organise and recall meeting notes, action items, and data
- Target market: mid-market; large enterprises

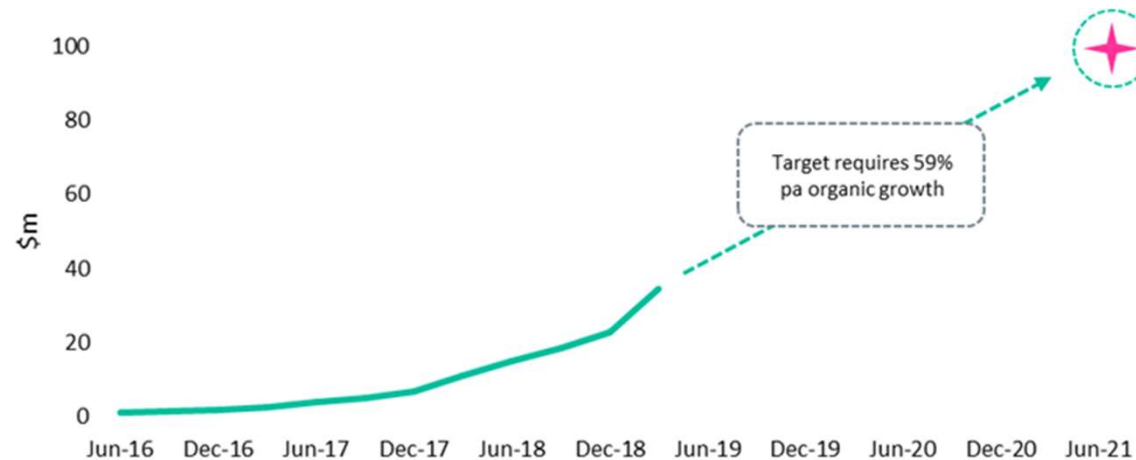


- Automatically organises visual assets, enabling search and analysis on structured and unstructured visual data
- Target market: consumer/retail; education



- Sophisticated, AI-powered enterprise search
- Target market: large enterprises

LiveTiles' key objective is to organically grow ARR to at least \$100m by 30 June 2021



Organic growth drivers

- ✓ Very large and growing addressable market
- ✓ Focused direct sales & marketing strategy targeting larger enterprises
- ✓ Conversion of large pipeline generated by N3 team in the United States
- ✓ High-impact co-marketing initiatives with Microsoft
- ✓ Continued growth in partner/reseller distribution channel
- ✓ Growing demand for Artificial Intelligence products
- ✓ Substantial 'expand' and cross-sell opportunity with existing customers
- ✓ Technology alliances