



We are LiveTiles

LiveTiles Limited

Investor Presentation

18 September 2019



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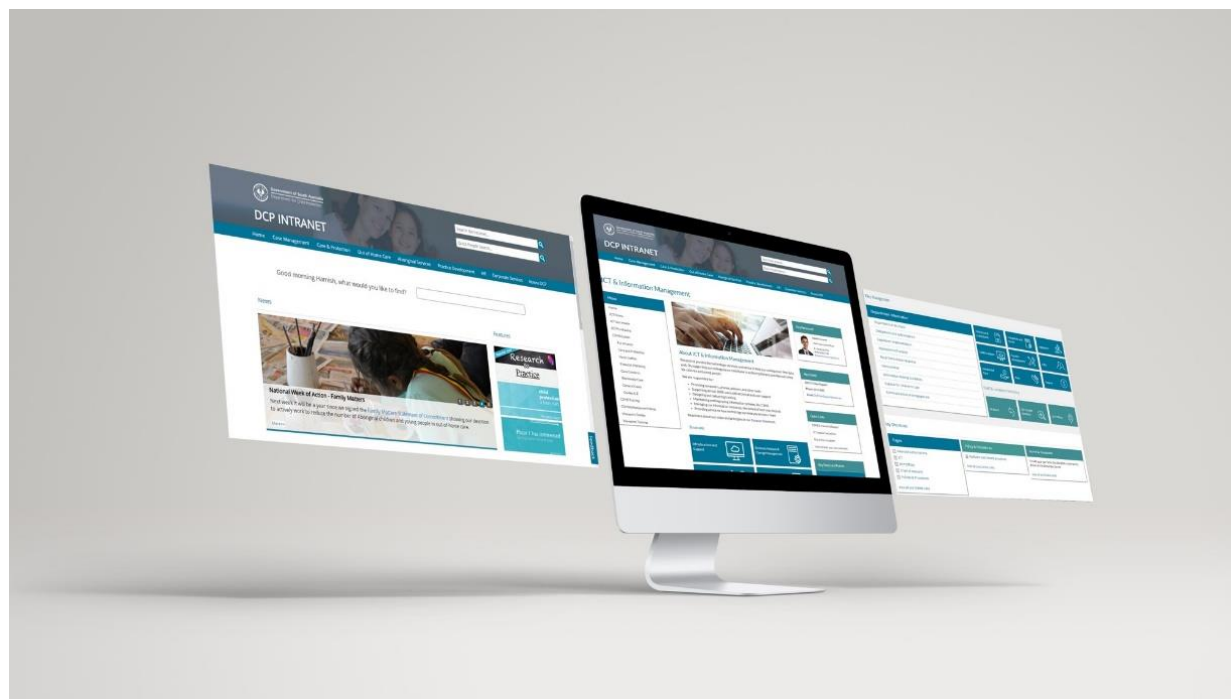
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Issuer	<ul style="list-style-type: none">• LiveTiles Limited (ASX: LVT)
Type of Offering	<ul style="list-style-type: none">• Australia: Placement to sophisticated and professional investors
Transaction structure	<ul style="list-style-type: none">• Placement to institutional and other sophisticated investors to raise up to \$50 million (non-underwritten)• Up to 142.9 million new shares to be issued under the Placement, representing up to 21.6% of LiveTiles' currently issued share capital• Shares to be issued under LiveTiles' available unconditional placement capacity as per ASX Listing Rules 7.1 and 7.1A• LiveTiles will also conduct a non-underwritten Share Purchase Plan to existing eligible shareholders (SPP) capped at a total aggregate of \$5 million
Use of Proceeds	<ul style="list-style-type: none">• Sales and marketing resources• Partner channel development• Ongoing product development and enhancement• Business integration, including supporting systems and processes• General working capital purposes
ASX Trading Halt¹	<ul style="list-style-type: none">• Wednesday 18 September
Placement Completed / Trading Halt Lifted¹	<ul style="list-style-type: none">• Thursday 19 September
Settlement of New Shares¹	<ul style="list-style-type: none">• Monday 23 September
Allotment and Normal Trading of New Shares¹	<ul style="list-style-type: none">• Tuesday 24 September
Issue Price	<ul style="list-style-type: none">• Fixed price bookbuild at \$0.35 per share• The fixed price bookbuild represents a:<ul style="list-style-type: none">– 12.5% discount to the last closing price; and– 12.7% discount to the 5-day VWAP²
Ranking	<ul style="list-style-type: none">• New shares issued under the Placement will rank equally with existing fully paid ordinary LiveTiles' shares on issue

1. This timetable is indicative only and LVT reserves the right to change the timetable without notice or consultation.
2. 5 day Volume Weighted Average Price (VWAP) from Wednesday 11 September – Tuesday 17 September (inclusive).

1. Snapshot and Key Highlights
2. Business Overview
3. Case Studies
4. Global Market Opportunity
5. Business Update



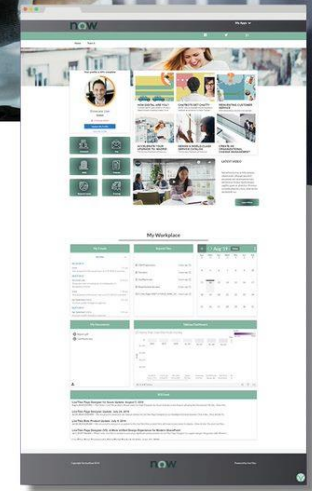
1. Snapshot and Key Highlights

LiveTiles is a rapidly growing enterprise SaaS company headquartered in New York City

- Cloud-based intelligent workplace software for organisations
- First paying customer in February 2015
- Listed on ASX in September 2015 (ASX: LVT)
- \$40.1m of annualised recurring revenue (ARR)¹, with stated target of achieving \$100m of ARR by June 2021²
- 919 paying customers across most major industry verticals³
- ~180 employees in the US, UK/Europe and Australia
- Co-founders own 32%



“
A single pane of glass for this cloud computing giant keeps all their folks connected to the right information at the right time.
”



www.livetiles.nyc



1. As at 30 June 2019. Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis.

2. The Company's ARR target is not a forecast or a guarantee of future performance. It depends on a number of assumptions and is subject to risks, including the risk factors set out under "Key Risks".

3. Refer to pages 26 and 27.



1. Refer to pages 26 and 27.

2. The Company's ARR target is not a forecast or a guarantee of future performance. It depends on a number of assumptions and is subject to risks, including the risk factors set out under "Key Risks".

Capital Structure

Ticker	ASX:LVT
Share price as at 17 Sept 2019	\$0.40
Shares on issue	661m
Market capitalisation	\$264m
Cash as at 30 June 2019 (zero debt)	\$14.9m
Enterprise value	\$250m

Co-Founder Shareholdings

Holder	%
Karl Redenbach (CEO & Co-Founder)	16.7
Peter Nguyen-Brown (CXO & Co-Founder)	14.8
Total	31.5

2. Business Overview

Our Intelligent Intranet Platform solves a range of critical problems and opportunities faced by organisations around the world

Customer Problems...

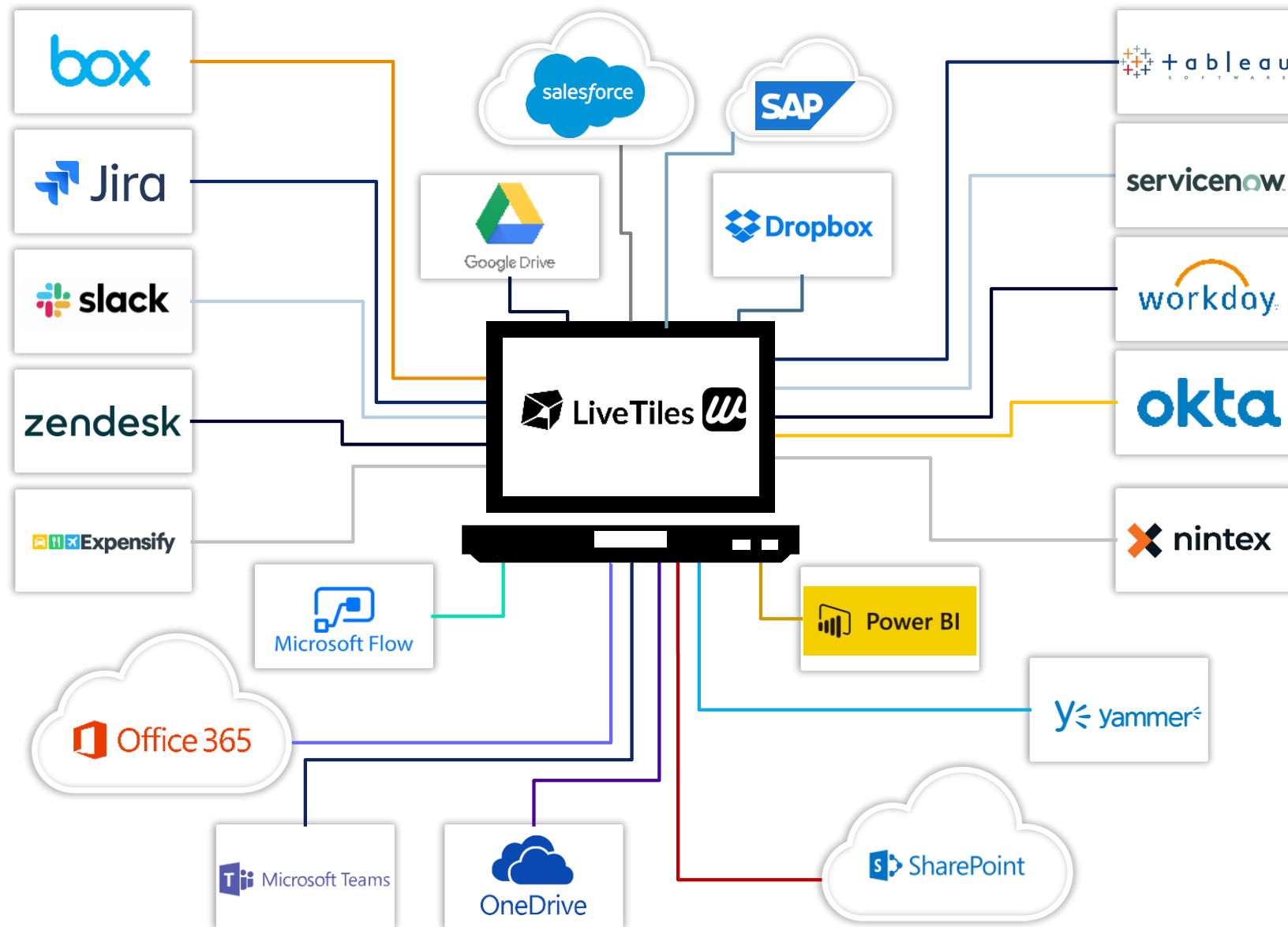
...Solved by LiveTiles

- | | |
|--|--|
| ❌ High cost to build and maintain – customised coding and project management for new intranets and ongoing changes to content | ✓ Significantly reduces custom coding – disrupting traditional intranet model – far more cost effective |
| ❌ Long project delivery timeframes – delivered product out of date by completion | ✓ Rapid deployment |
| ❌ Old world intranets lack integration to modern workplace applications – employees must switch between a growing number of applications, hampering productivity | ✓ Integrations to 3rd party apps enable a single user experience and enable organisations to control the chaos with supported workplace applications |
| ❌ Poor employee experience, engagement and adoption | ✓ Employee engagement, adoption and productivity |
| ❌ Intranets typically not mobile friendly | ✓ Mobile friendly and device agnostic |
| ❌ Intranets are the home page of the organisation and have not kept pace with modern public cloud and SaaS offerings, including AI | ✓ Incorporates Bots and Artificial Intelligence |

What LiveTiles Does: Redefining the Intranet



Our Intelligent Intranet Platform is the foundation of LiveTiles, connecting many disparate applications through a single user experience



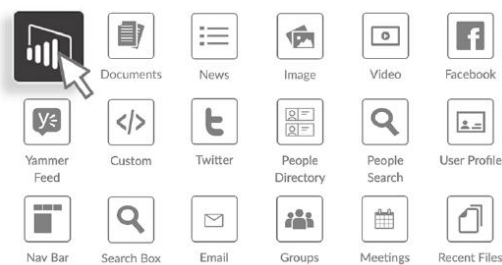
What LiveTiles Does: Page Designer & Wizdom



Design simple yet intuitive intranets on Office 365, Azure or Microsoft Teams with Page Designer & Wizdom

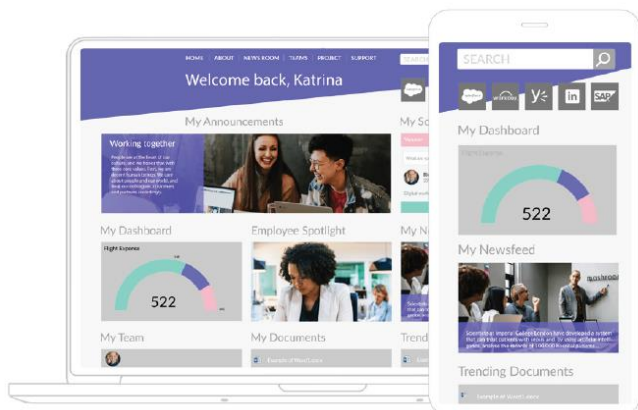
Intuitive

Design at the speed of thought using 70+ preconfigured tiles and a drag-and-drop interface. Intranets, portals, team and communication sites, business dashboards, among others.



Adaptable and Platform Agnostic

Empower employees to work anytime, anywhere with a seamless experience across devices.



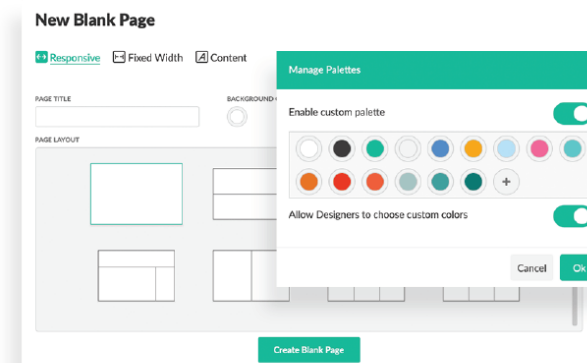
Integrated

Easily integrate pages with third-party business apps, DMS, CRM and more.



On brand

Maintain a strong and consistent brand identity with an intranet design tailored by colors, styles and templates in a central con.



Engaging

Boost adoption by providing employees with personalized, intuitive, data-rich user experiences.

Extensible

Deploy flexible solutions within intranet design that can easily evolve with the changing needs of a business.

What LiveTiles Does: Hyperfish

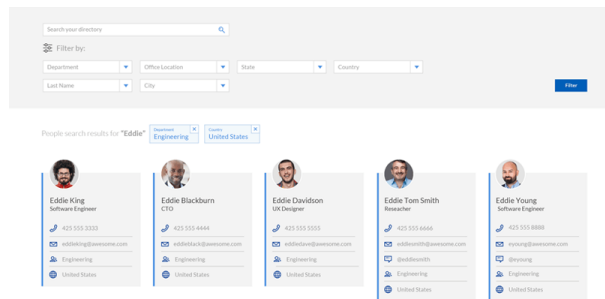


LiveTiles' employee directory service brings your company directory to life by ensuring profile information is always complete and up-to-date

Hyperfish understands what's missing or incorrect, and automatically starts a conversation with employees to collect and validate their information. Improve IT service delivery, employee engagement and unlock opportunities for greater personalisation.

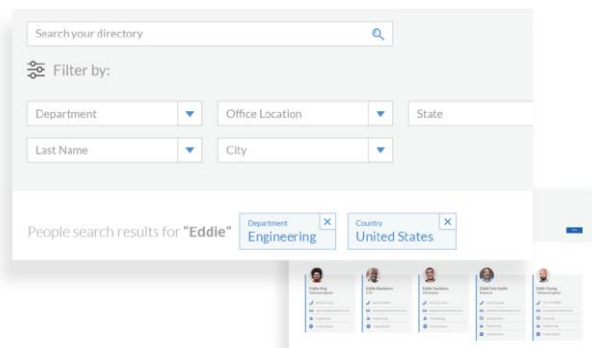
Real time search & org charts

The directory searches employee profiles—directly from the information's source, not from an out of date search index.



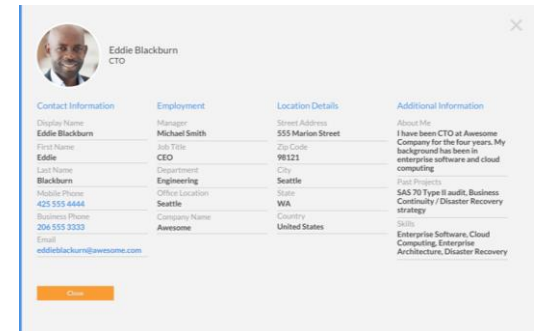
Advanced filtering

LiveTiles' directory allows employees to apply multiple filters to quickly find the right people.



Advanced configuration

The employee profile cards can be configured to display the most important information, right where people want it.



Classic & modern

The web part works in both classic and modern SharePoint pages and LiveTiles Page Designer.

All in one place

Through Integration Framework, all systems can be connected to where employee information lives, including HRIS.



Employee engagement

The directory software enables employees to quickly find and learn about colleagues.

Intranet analytics help evolve content and UX based on user feedback, analytics and insights

Detailed insights

Dig deep into granular data, with the ability to see users' departments, geolocations, device types and page interactions to pinpoint where to target page improvements.



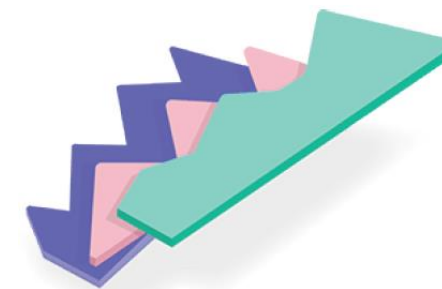
Broad scope

Gain a birds-eye view of user activity across site pages, as well as a granular view of specific page components. Using these intranet analytics allows admins to quickly make changes to improve user experiences.



Adapt quickly

Continuously evolve pages to meet employees' changing needs to create more engaging sites they'll readily consume.



Test changes

Measure the impact of a redesign over three weeks, three months, or more. Site wide usage metrics are available for any time period.

Boost ROI

Save on costly redesign or redevelopment projects by making smart changes on the fly, delivering a more robust process for ROI.



AI Chatbots serve as automated personal assistants to get workplace technology conversing with employees and double down on productivity

Boost productivity

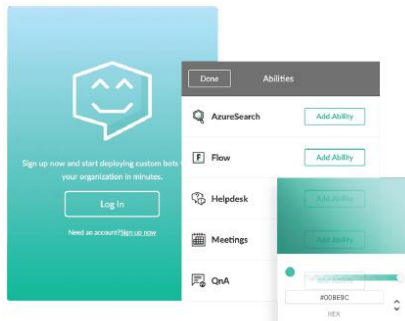
Let employees focus on the work that matters most by automating mundane, repetitive tasks. Create personal, team, enterprise and external assistants to fulfill a range of productive roles.



Customized

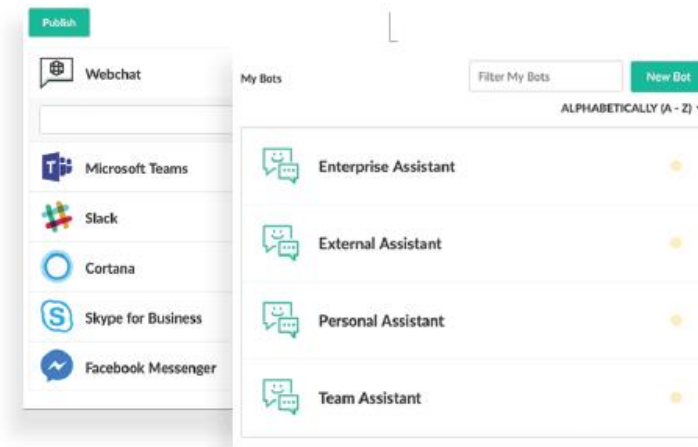
Customize each bot to unique business needs by:

- Adding abilities
- Modifying natural language parameters
- Deploying to multiple channels including Microsoft Teams, Outlook, webpages and more



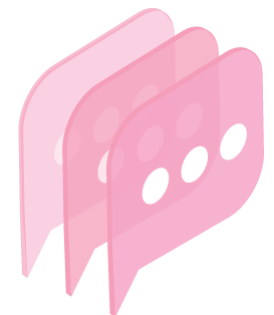
Centrally managed

Centralize control over an organisation's AI chatbots and overall governance by the Azure Bot Framework. Easily modify and evolve Bots to match the changing needs of the business.

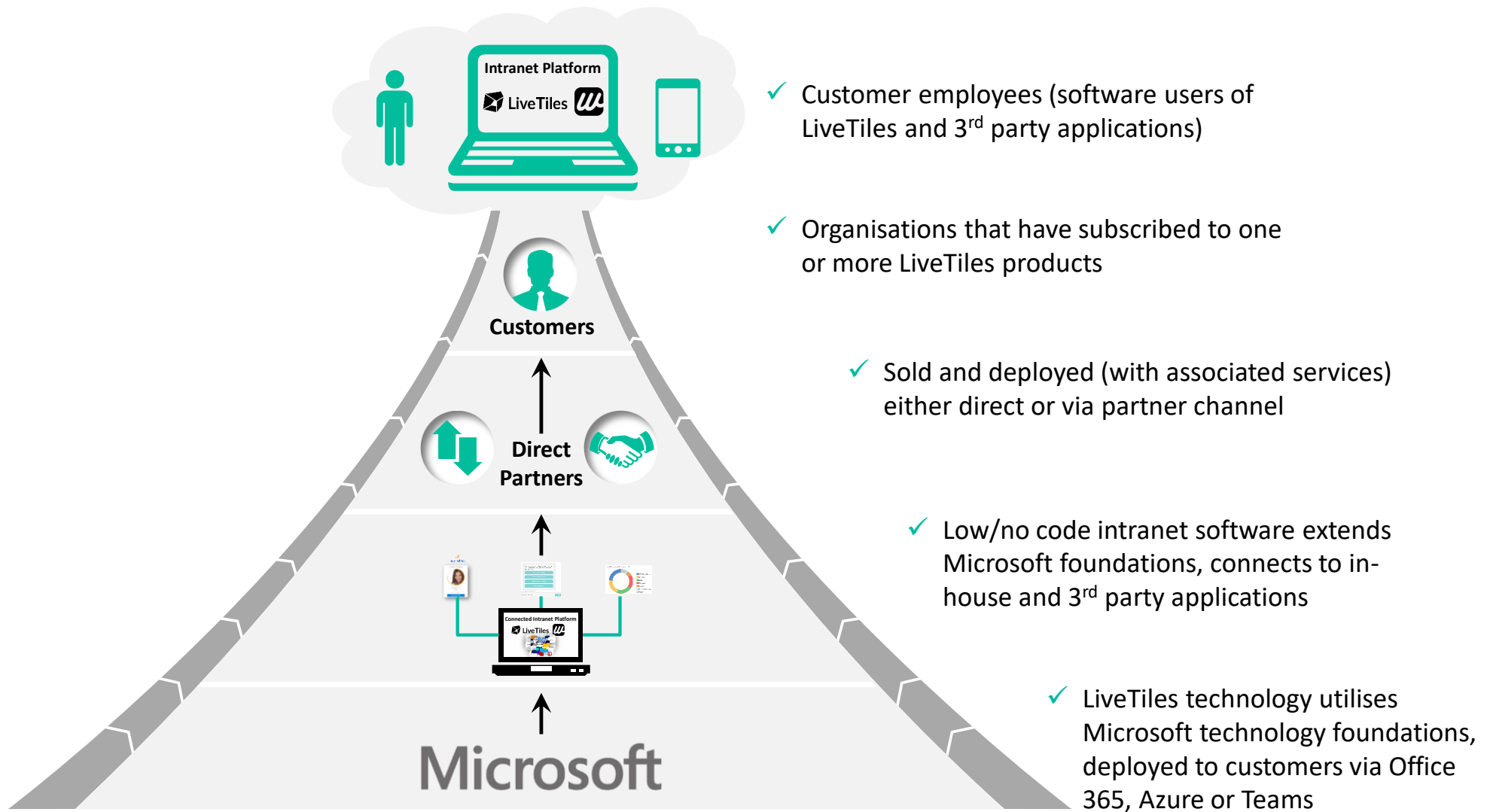


Low risk, low cost

Remove the time, cost and risk associated with implementing an AI chatbot.



LiveTiles sells directly and through a growing network of partners to reach our customers



Partner Channel

LiveTiles is growing its network of reseller and services partners, extending the global reach of its platform with customers

- Our reseller and services partners help deliver LiveTiles products into customer workplaces
- Services include project management, custom integrations (eg. to legacy internal applications), security testing, deployment testing
- The number of transacting partners⁽¹⁾ grew to 178 as at 30 June 2019 (up 89% year-on-year)
- LiveTiles is committed to broadening and deepening its global partner network to drive growth and customer outcomes



Alliances

LiveTiles has a growing portfolio of alliances with uniquely positioned software vendors

- Extends customer experience within LiveTiles platform through complementary and integrated technology
- Expands LiveTiles market reach



Operator of an artificial intelligence and cognitive computing company in Switzerland.



Developer of an onboarding, compliance and prof. development platform to educate and train employees, based in Australia.



Developer of tools and AI engine designed to use natural-language processing and ML to capture meeting summaries, based in Canada.



Developer of a data visualization platform designed to enable search and analysis on structured/unstructured visual data, UK-based.



Company at the forefront of AI, advanced search algorithms, ML and natural language processing, based in Australia.



Developer of security sheriff platform to provide intelligent security that minimizes data loss and misuses, based in Boston.

1. LiveTiles resellers and services partners that have closed at least one LiveTiles software licensing transaction.

High-impact campaigns and go-to-market initiatives contributing to strong customer and revenue growth

- Successfully aligning itself with **Microsoft's 'AI-first' vision**, LiveTiles has become one of Microsoft's key strategic partners in the data and AI space
- LiveTiles, Wizdom and Hyperfish partnering with Microsoft on **SharePoint "home sites" launch** (May 2019)
- **2018 Microsoft US Partner of the Year Award for Modern Workplace Transformation** (Microsoft has ~100,000 US-based partners)
- **Microsoft Teams** – co-selling LiveTiles solution for Microsoft's rapidly growing Teams collaboration platform
- **AI Spark Partner Program**: designed by LiveTiles and Microsoft to accelerate the pace at which AI can be deployed by enterprises
- **AI Inner Circle Partner Program**: LiveTiles invited as the first software company following independent customer evaluations
- **LiveTiles Bots heavily showcased by Microsoft** at its global Inspire conference in Las Vegas in July 2018
- Access to Microsoft's partner **co-sell program** to accelerate leads and new customer growth
- **P2P Global Integrated Solution**: co-creation of IP with select partners to deliver industry solutions via Microsoft's Marketplace (AppSource)
- **LiveSmiles** - intelligent employee wellness solution based on LiveTiles technology platform; Microsoft global launch partner



MSUS Partner Award Winner

MODERN WORKPLACE TRANSFORMATION



**LiveTiles showcased at Microsoft Inspire
keynote (July 2018, Las Vegas)**

3. Case Studies

PepsiCo's teams around the world access the latest information and business applications through the LiveTiles platform, improving the productivity and collaboration across 300,000 employees



"PepsiCo looked to the LiveTiles solution to increase collaboration and gain alignment between disparate business units"

– John Phillips, PepsiCo's SVP Customer Supply Chain and Global Go-to-Market

Problem

- As a large organisation, PepsiCo faced challenges with **collaboration** and **connecting** its business units scattered across the globe

Solution

- Looking for a tool to unite its resources and bring teams together, PepsiCo used LiveTiles to build a **mobile-friendly intelligent workplace for its 300,000 people**
- **Non-technical employees** are empowered to build and maintain engaging sites that **integrate a growing range of third party business applications** such as Salesforce, WorkDay, Dropbox, Google Drive and social media feeds, powered by AI technology

With LiveTiles, the UK Ministry of Defence built an active online community and an engaging communications portal in just four weeks. LiveTiles helped bring together the customer's operating units and partner network to ensure communications continuity and security of sensitive data



*“LiveTiles has helped us produce an excellent website. They have done what they said they would do, when they said they would do it, and, I suspect, have gone **‘above and beyond’** on occasion”*

– Lieutenant Colonel Julian Salusbury

Problem

- **Outdated and segmented digital environment** with resources, information and news items scattered among teams and a vast network of specialist partners
- With complex internal processes and the need to secure privileged information, the UK Ministry of Defence (“MoD”) needed a way to **consolidate classified data and create a platform to ensure an efficient line of communication** between its business units without compromising security

Solution

- MoD built a reliable and secure communications platform called Nexus in just **four weeks**
- MoD integrated applications, resources and news items on a custom-branded dashboard to **ensure no one misses out on vital information**

Dartmouth's Tuck Business School chose LiveTiles to replace its in-house built legacy intranet. LiveTiles gave the Dartmouth team the power to deliver an enhanced mobile-friendly user experience, integrated with the full Office 365 productivity set, as well as introducing an enterprise social network



Problem

- **Incumbent intranet that had been built in-house** and integrated with several other campus systems
- Solution was heavily used by necessity, with certain critical services only available via this intranet
- **Site user experience (UX) was outdated**, and the lack of mobile support was giving rise to an increasing number of issues

Key Takeaway – Tuck reports that they are beginning to see a range of benefits from the combination of Office 365 and LiveTiles, with improved collaboration among student project teams and school staff.

Solution

- New portal offers **improved navigation** with a comprehensive mega-menu and space for **internal branding** and marketing information
- Ability to edit section pages quickly has delivered productivity gains to Tuck's internal IT team, enabling them to **rapidly respond to user needs without external assistance**

Recent Awards

Winner

Homegrown Export
(ARN Innovation Awards)

Winner

Top 50 SaaS CEOs 2018
(The SaaS Report)

Finalist

Emerging Vendor of the Year (UK)
(CRN Channel Awards)

Finalist

**Greatest Contribution to Ethics,
Gender Equality and Diversity in AI**
(Alconics San Francisco)

Finalist

**Best Application of AI in a Large
Enterprise (Ireland)**
(AI Ireland)



Microsoft
MSUS Partner Award Winner
**MODERN WORKPLACE
TRANSFORMATION**

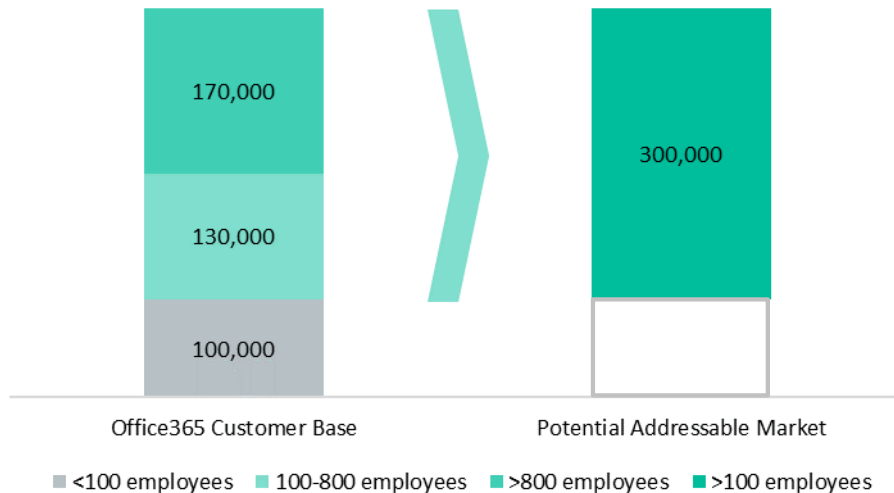


The Alconics
Third Annual Alconics Winner
**BEST APPLICATION
OF AI IN THE ENTERPRISE**

4. Global Market Opportunity

Large and rapidly-growing addressable market of ~300,000 organisations

Microsoft Office365 Customer Base ¹



Total Potential Addressable Market

$$\begin{aligned}
 &300,000 \text{ Potential Customers} \\
 &\quad \times \\
 &\$43.6\text{k Average ARR per Customer}^2 \\
 &\quad = \\
 &\boxed{\sim\$13 \text{ billion pa}}
 \end{aligned}$$

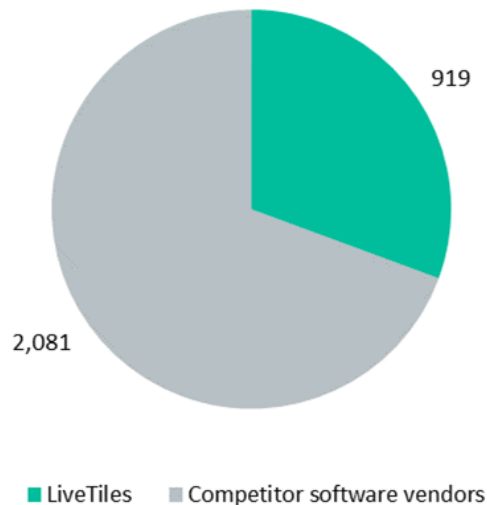
- ✓ Almost all organisations with >100 employees utilise some form of intranet or employee portal
- ✓ Strong growth in Microsoft's Office365 Commercial revenue: +34% YoY³

Each 1% market penetration = ~\$130m ARR

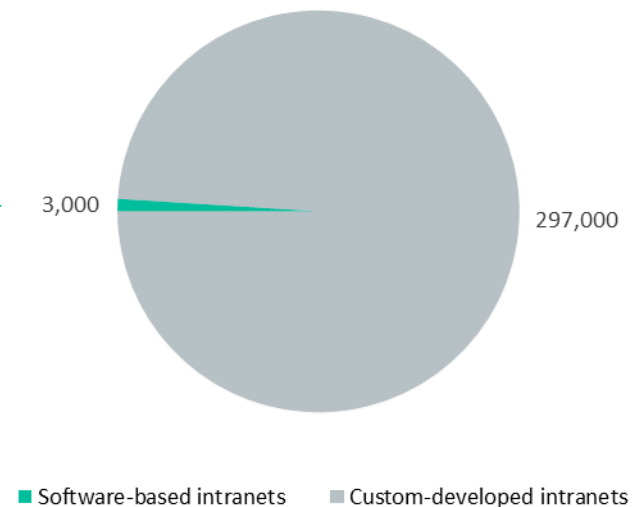
1. LiveTiles estimates based on industry knowledge.
 2. LiveTiles' average annualised recurring revenue (ARR) per customer as at 30 June 2019.
 3. Microsoft Q4 FY19 earnings release (constant currency basis).

Software-based intranets are in the early stages of replacing custom-coded intranets

Leading Market Share¹



Penetration of Software-based Intranets¹



- ✓ LiveTiles is more than 4x larger than its nearest competitor (by revenue)
- ✓ Most competitor software vendors are embedded within systems integrator (consulting) businesses

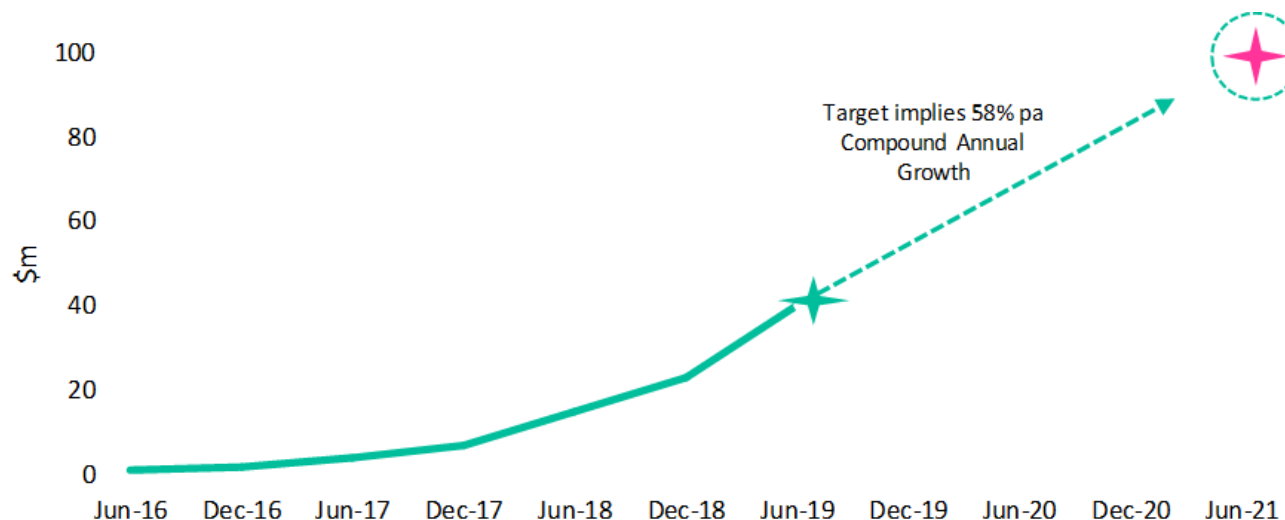
- ✓ Internal organisation intranets and portals have historically been custom-coded - common frustrations with cost, lack of features and lack of dynamic change
- ✓ LiveTiles pioneered the market for low/no-code intranet software in 2015

5. Business Update

LiveTiles expects to deliver another year of strong customer and revenue growth in FY20

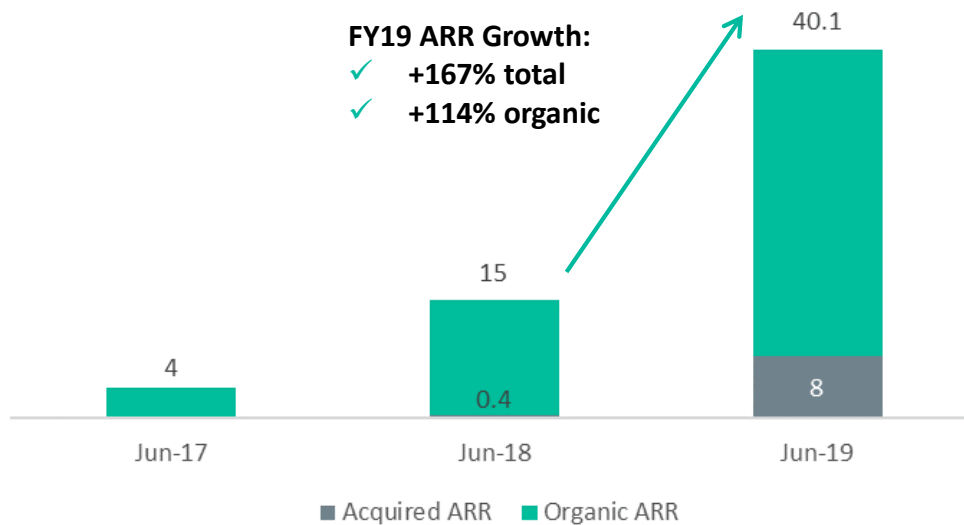
- ✓ Large and growing addressable market
- ✓ Focused direct sales & marketing strategy targeting larger enterprises
- ✓ Conversion of large pipeline generated by inside sales team in the United States
- ✓ High-impact co-marketing initiatives with Microsoft
- ✓ Continued growth in partner/reseller distribution channel
- ✓ Growing demand for Artificial Intelligence products
- ✓ Substantial expansion opportunity with existing customers via cross-sell, bundling and increased penetration
- ✓ Strategic technology alliances

LiveTiles' target is to organically grow ARR to at least \$100m by 30 June 2021¹



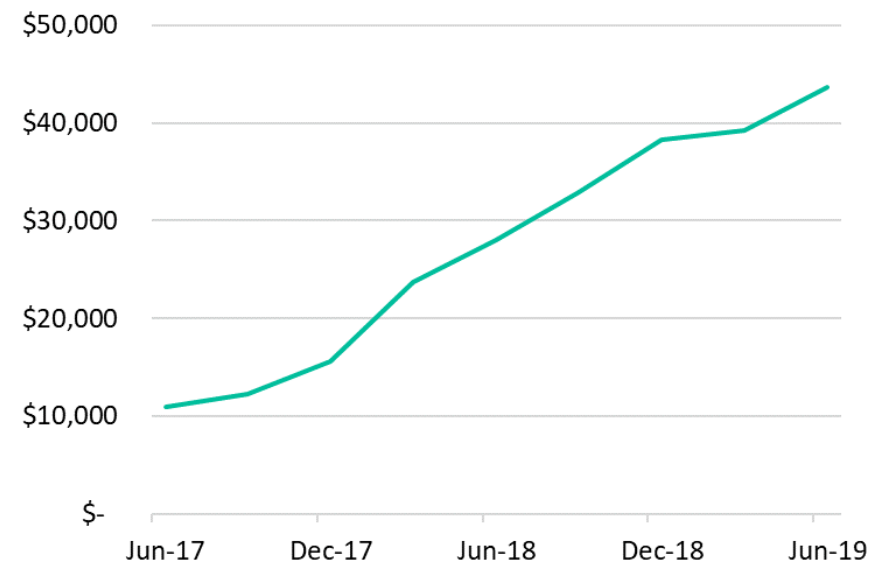
1. The Company's ARR target is not a forecast or a guarantee of future performance. It depends on a number of assumptions and is subject to risks, including the risk factors set out under "Key Risks".

Year-on-year ARR growth¹



- ✓ One of the world's fastest-growing SaaS companies
- ✓ Acquisition of Wizdom, Europe's leading 'plug and play', Microsoft-aligned digital workplace software business, completed in Feb 2019
- ✓ Strong pipeline of sales opportunities

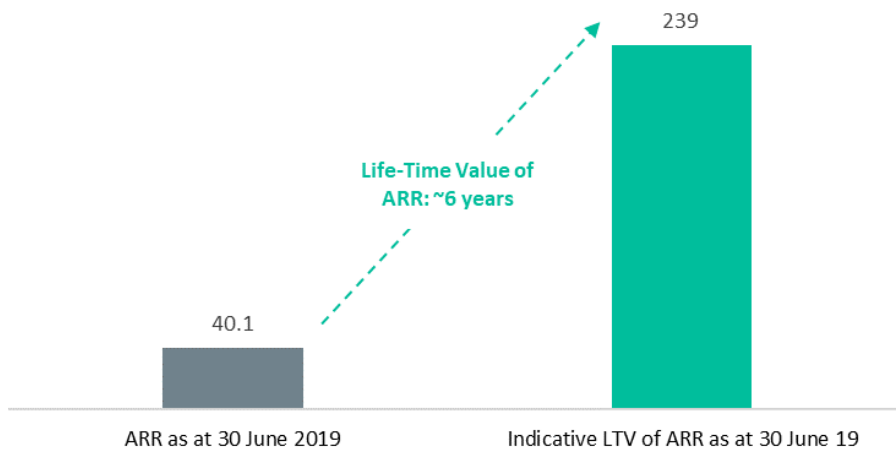
Average ARR per customer up 56% in FY19



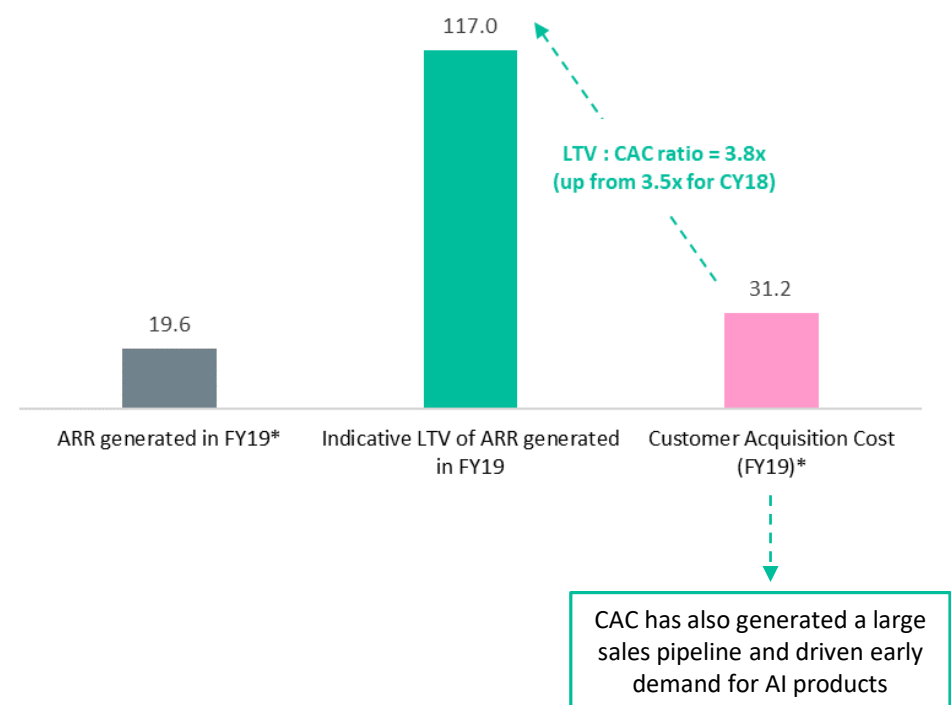
- Strong growth in average ARR per customer driven by:
 - ✓ A higher proportion of new enterprise customers
 - ✓ Product cross-sell / bundling
 - ✓ Increased penetration of existing customers

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).

Indicative Life-Time Value of ARR base (\$m)



Efficiency of Customer Acquisition Cost (\$m)



ARR = Annualised Recurring Revenue.

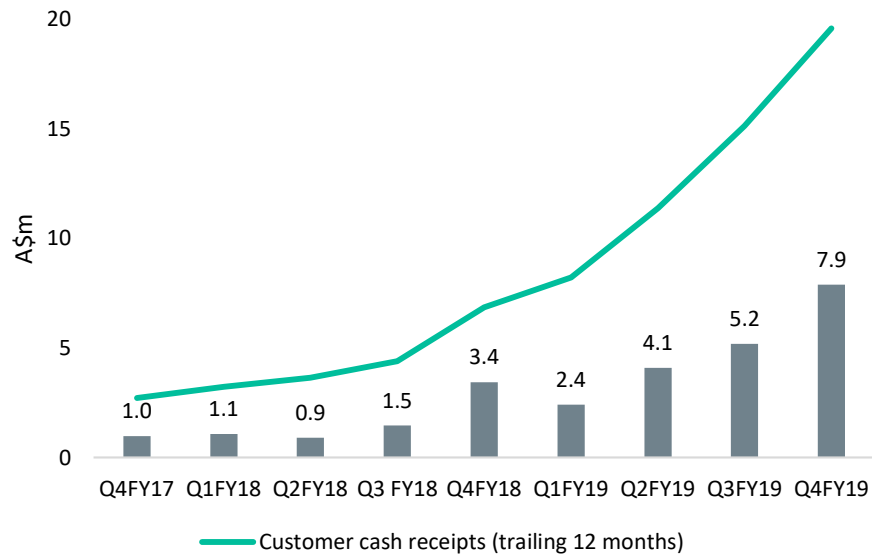
LTV = Life-Time Value. Assumes 95% gross margin, 92.5% net retention and a 10% discount rate.

Net retention = (ARR expansion from existing customers less churn in trailing 12 months) / ARR at beginning of 12 month period.

CAC = Customer Acquisition Cost. Comprises 100% of sales and marketing costs and 50% of customer success costs.

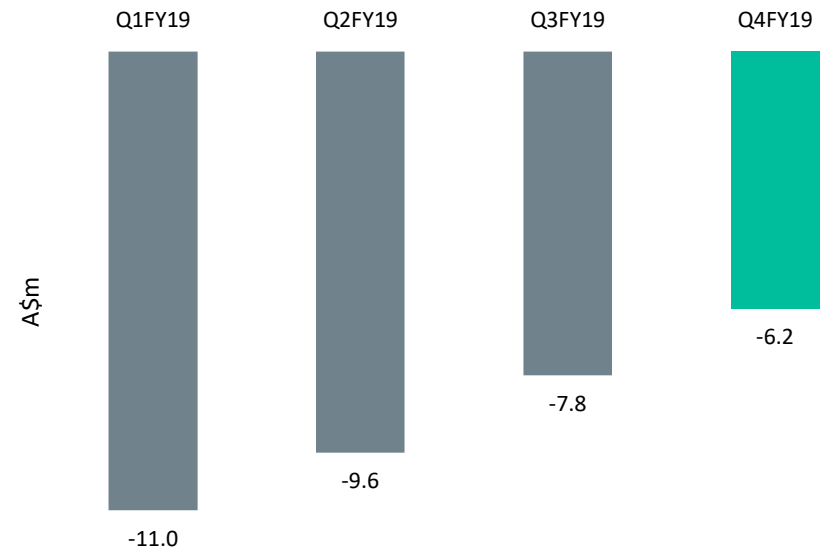
* Adjusted to annualise Wizdom ARR generation and CAC

Strong Growth in Customer Cash Receipts



- ✓ Strong growth in customer cash receipts throughout FY2019 and in Q4 FY19

Improving Net Operating Cash Flow



- ✓ Consistent improvement in net operating cash flow
- ✓ Further improvement in net operating cash flow achieved in June 2019 quarter
- ✓ \$1.4m grant received from NY State in Q4 FY19

LiveTiles has a clear roadmap to drive operational execution in support of our growth strategy

Recent developments...

- **Customer success team established** and integrated with sales and marketing teams
- Partner channel growth (off a small base) with **substantial future revenue opportunity via partners**

- **Product roadmap** execution, including Bots launch, new 3rd party integrations, Microsoft Teams features, Page Designer version 5. **Bundling of product portfolio** across LiveTiles Page Designer, Wizdom, Bots and Hyperfish

- **Acquired businesses** (Hyperfish and Wizdom) are key components of an increasingly integrated product portfolio with acquired products performing strongly
- **Business integration** of Hyperfish is complete, with Wizdom integration underway

...and current priorities

- Increasing **capacity and capability of internal and partner services** to support customer onboarding and adoption. Strong focus on growing partner reseller and services network supported by direct sales and account management channels in each region

- Realising **bundling benefits** in all regions, including Wizdom and Hyperfish. Further substantial opportunities to drive **differentiation in our product portfolio**, further deepening product integration and connections to 3rd party applications, further enhancements to user experience and design, substantial AI opportunities, further automation of product deployment to enhance customer experience

- **Integration and consolidation of supporting systems and processes** (across the integrated LiveTiles, Wizdom and Hyperfish operations). Clear plans to realise efficiency benefits and more effective customer, people and partner outcomes with completion anticipated by 30 June 2020

Appendix

Key Risks



Competition and new technologies	<ul style="list-style-type: none">• The industry in which LiveTiles operates in is subject to rapid change. LiveTiles will have no influence over the activities of its competitors, whose activities may negatively affect the operating and financial performance of LiveTiles. For example, new technologies could overtake products for both companies, in which case the Group's revenue and profitability could be adversely affected. Existing or future competitors may have greater financial and other resources than LiveTiles and, as a result, may be in a better position to compete for future business opportunities.
Microsoft relationship	<ul style="list-style-type: none">• LiveTiles has a close relationship with Microsoft and the company's products currently integrate with various Microsoft products including SharePoint, Office365 and Azure. If LiveTiles is unable to maintain a close relationship with Microsoft, or if any such Microsoft products are discontinued or experience declining market share, the company's market position and financial performance may be adversely affected.
Reliance on key personnel	<ul style="list-style-type: none">• The development of LiveTiles' business has been largely due to the effort, experience and leadership of its management team including Karl Redenbach (co-founder, CEO and executive director) and Peter Nguyen-Brown (co-founder, CXO and executive director). LiveTiles is also dependent on the continued service of skilled development personnel because of the complexity of its technologies. Further, there is a reliance on sales personnel to continue driving LiveTiles growth.
Reliance on partners	<ul style="list-style-type: none">• LiveTiles relies on partners to distribute their products to their underlying customers. If LiveTiles is not able to attract and retain suitably qualified and productive partners, they may not be able to implement its business plan.
Intellectual property risks	<ul style="list-style-type: none">• If LiveTiles fails to protect its intellectual property rights adequately, competitors or potential competitors may gain access to their technology which could harm both companies businesses. LiveTiles currently has no granted patents (only patent applications) and LiveTiles may not be able to obtain patent protection in the future. If any patents are granted in the future, they may not provide LiveTiles with any competitive advantages, or may be challenged by third parties.
Product faults	<ul style="list-style-type: none">• Software products frequently contain undetected defects or bugs when first introduced or when new versions or enhancements are released. LiveTiles has on occasion found defects and bugs in their products and new defects or bugs may be detected in their existing or future products. If that occurs, the Group's revenue may be adversely affected.
Litigation risk	<ul style="list-style-type: none">• As outlined in the Company's ASX announcements of 2 May 2018 and 1 June 2018, four subsidiaries of the Company, among a total of twelve defendants, were added as parties to litigation in Australia relating to a dispute involving the Company's founders and former shareholders of the founders' previous business. As with any litigation, the outcome and timing of any resolution is inherently uncertain.
Future capital requirements	<ul style="list-style-type: none">• Further funding may be required by the Company to support its ongoing activities and operations, including the need to develop new products, improve existing products, enhance its operating infrastructure and to acquire complementary businesses and technologies. Accordingly, the Company may need to engage in further equity or debt financings to secure additional funds. There can be no assurance that such future funding will be available on satisfactory terms (or at all) at the relevant time. Any inability to obtain additional funding (or inability to obtain funding on reasonable terms) will adversely affect the financial condition and financial performance of the Company.
Currency risk	<ul style="list-style-type: none">• LiveTiles' reporting currency is Australian dollars, and it operates a global business with revenues and expenses denominated in a range of currencies, including US dollars, Danish kroner, Euros and British Pounds. The Group is therefore subject to foreign currency fluctuations which may materially affect its financial position and operating results. For example, a depreciation of these currencies relative to the Australian dollar may result in lower than anticipated revenue as a result of the translation of foreign currency revenue into Australian dollars. Conversely, an appreciation of foreign currencies relative to the Australian dollar may result in higher than anticipated expenses as a result of the translation of foreign currency expenses into Australian dollars.
General economic and political risks	<ul style="list-style-type: none">• Changes in the general economic and political climate in Australia and on a global basis may impact economic growth interest rates, the rate of inflation, taxation and tariff laws and domestic security, any of which may affect the value and viability of the Group's activities.

International Offer Restrictions

This document does not constitute an offer of new fully paid ordinary shares (New Shares) of the Company in any jurisdiction in which it would be unlawful. In particular, this document may not be distributed to any person, and the New Shares may not be offered or sold, in any country outside Australia except to the extent permitted below.

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- is an investment business within the meaning of clause 37 of Schedule 1 of the FMC Act;
- meets the investment activity criteria specified in clause 38 of Schedule 1 of the FMC Act;
- is large within the meaning of clause 39 of Schedule 1 of the FMC Act;
- is a government agency within the meaning of clause 40 of Schedule 1 of the FMC Act; or
- is an eligible investor within the meaning of clause 41 of Schedule 1 of the FMC Act.

Norway

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The New Shares may not be offered or sold, directly or indirectly, in Norway except to "professional clients" (as defined in Norwegian Securities Regulation of 29 June 2007 no. 876 and including non-professional clients having met the criteria for being deemed to be professional and for which an investment firm has waived the protection as non-professional in accordance with the procedures in this regulation).

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