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1. Summary & FY17 Outlook

2. FY16 Results

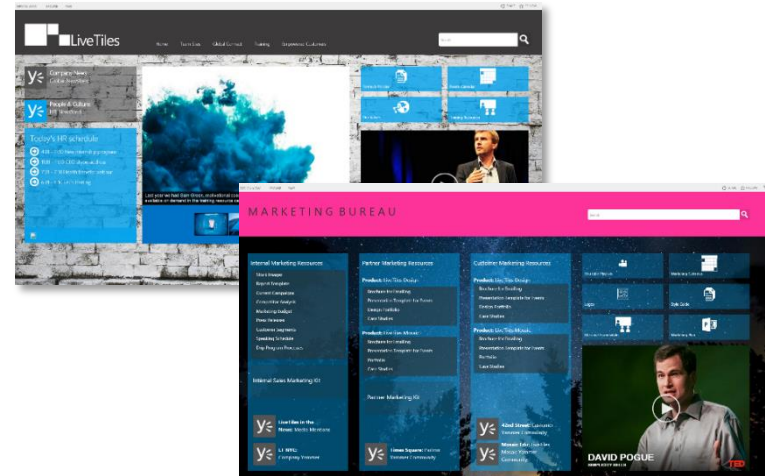
3. Monetisation strategy

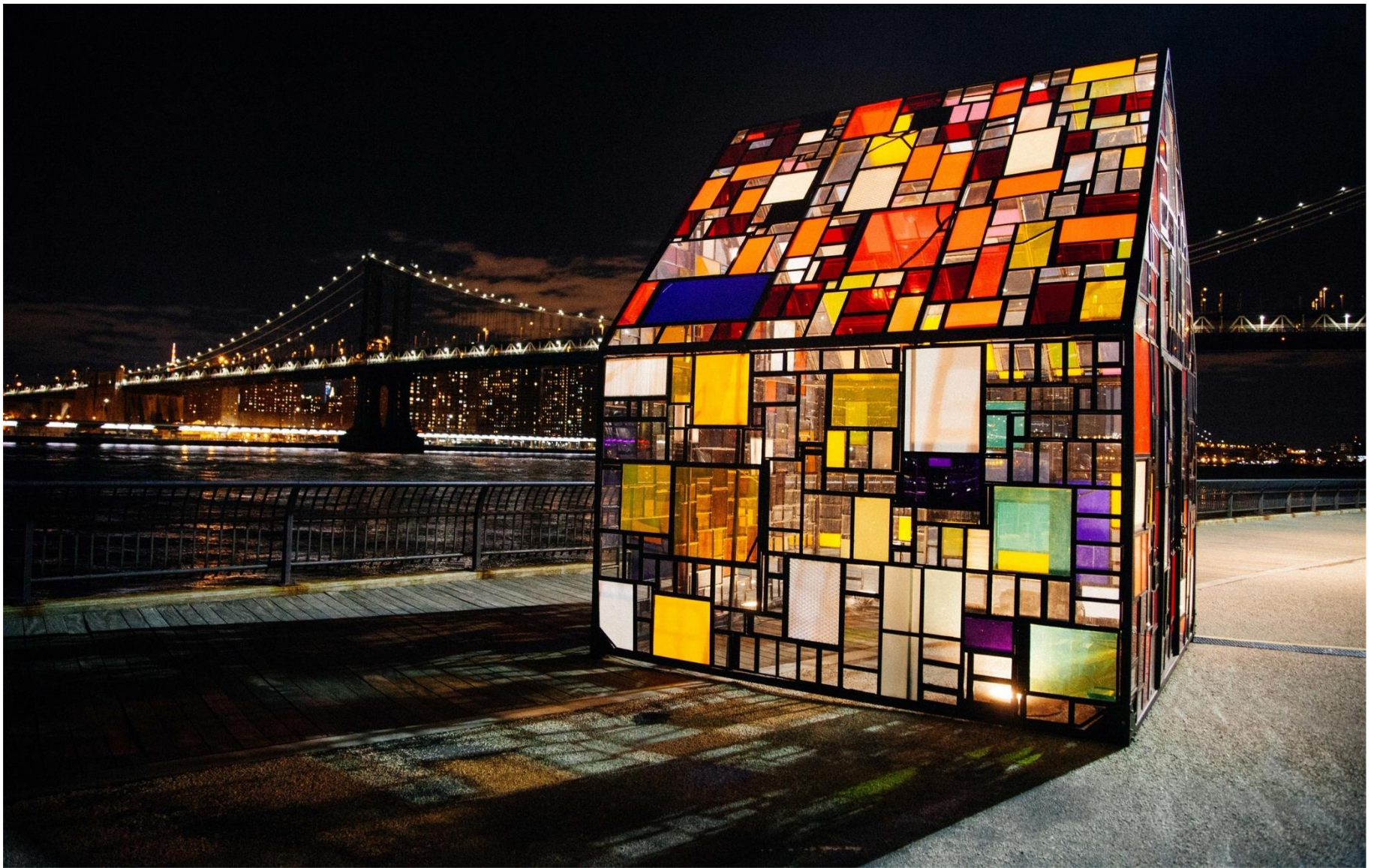
4. Market & Business Overview

5. Questions

"Having invested in the Office 365 suite, PepsiCo looked to the LiveTiles solution to increase collaboration and gain alignment between disparate business units."

John S Phillips
SVP Customer Supply Chain & Global Go-to-Market





LiveTiles is a fast-growing cloud subscription software company headquartered in USA

Concept founded in 2012

Monetisation launched in February 2015

Listed on ASX in September 2015

Exceeded \$1m of subscription revenue in June 2016

Large and growing addressable market

Strong emphasis on product innovation

Close alignment and relationship with Microsoft

Directors (including founders) own 61% of the company



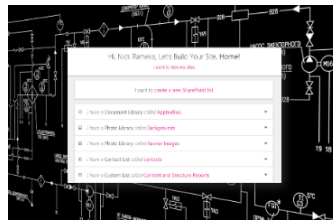
LiveTiles provides digital workplace software to the commercial, government and education markets

 LiveTiles Design



- Digital workplace on top of Microsoft SharePoint and Office 365
- Launched as paid product in February 2015
- 153 customers as at 30 June

 LiveTiles Build



- SharePoint site architecture tool
- Launched October 2015
- 23 customers as at 30 June

 LiveTiles Mosaic



- Digital classroom software for the K-12 education market
- 4.1m licences (currently free)
- Monetisation strategies under consideration

 LiveTiles Cloud



- Launching September 2016
- Digital workplace outside SharePoint (Azure-hosted)
- Expands addressable market to any organisation using the cloud

Annualised subscription
revenue

\$1.03m

+ 116% since 31 Dec 2015

Paying customers

164

44 customers
added in Q4

Partners / resellers
onboarded

152

+ 117% in FY16

Free trial requests

>700

since January 2016

Core products

4

2 new products
developed in FY16

Pro-forma cash

\$9.8m

includes expected
FY16 R&D grant

Attractive Market

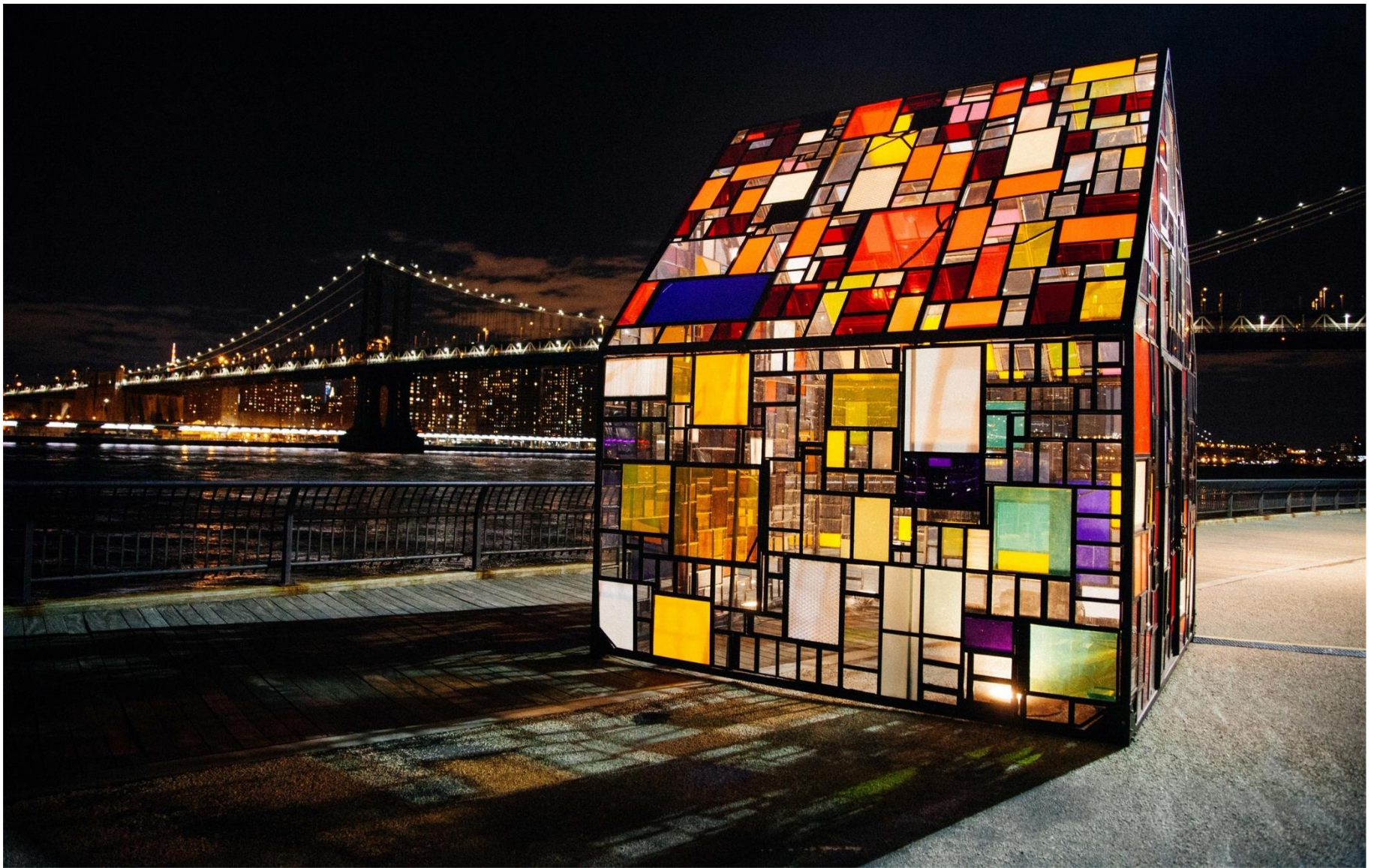
- Global public cloud market growing at ~**6x** the rate of overall IT spending growth (**19.4% CAGR** from 2015 to 2019) ¹
- Rapid growth in Office 365 (**+59% YoY** growth in Q4 FY16) ²
- Major investment in SharePoint by Microsoft (~**200 million** users)

Accelerating Monetisation Strategies

- Continued growth in partner/reseller distribution channel
- Focused digital marketing strategy to drive trials (>**700** since Jan 2016)
- Co-marketing initiatives with Microsoft (LiveTiles drives consumption of SharePoint and Office 365)
- Substantial 'land & expand' opportunity with existing customers

Strong ASR ³ Growth

- Continued paying customer growth
- Continued growth in partner distribution channel
- Focus on conversion of free trials
- Record ASR pipeline at 30 June provides confidence
- Q1 price increase



Summary P&L

FY2016	1H \$m	2H \$m	Full year \$m
Subscription revenue recognised	0.19	0.46	0.65
Research and development grant ¹	0.72	1.04	1.75
Other income	0.02	0.01	0.02
Total revenue and other income	0.92	1.51	2.42
Operating expenses ²	(3.05)	(3.52)	(6.58)
Amortisation of development costs	(0.30)	(0.42)	(0.72)
Loss before income tax and non-recurring / non-cash items	(2.43)	(2.44)	(4.87)

- A portion of ASR is booked as unearned revenue (balance sheet item)
- Refer to Appendix for a reconciliation of LiveTiles' normalised P&L to the statutory accounts
- LiveTiles listed on ASX in September 2015

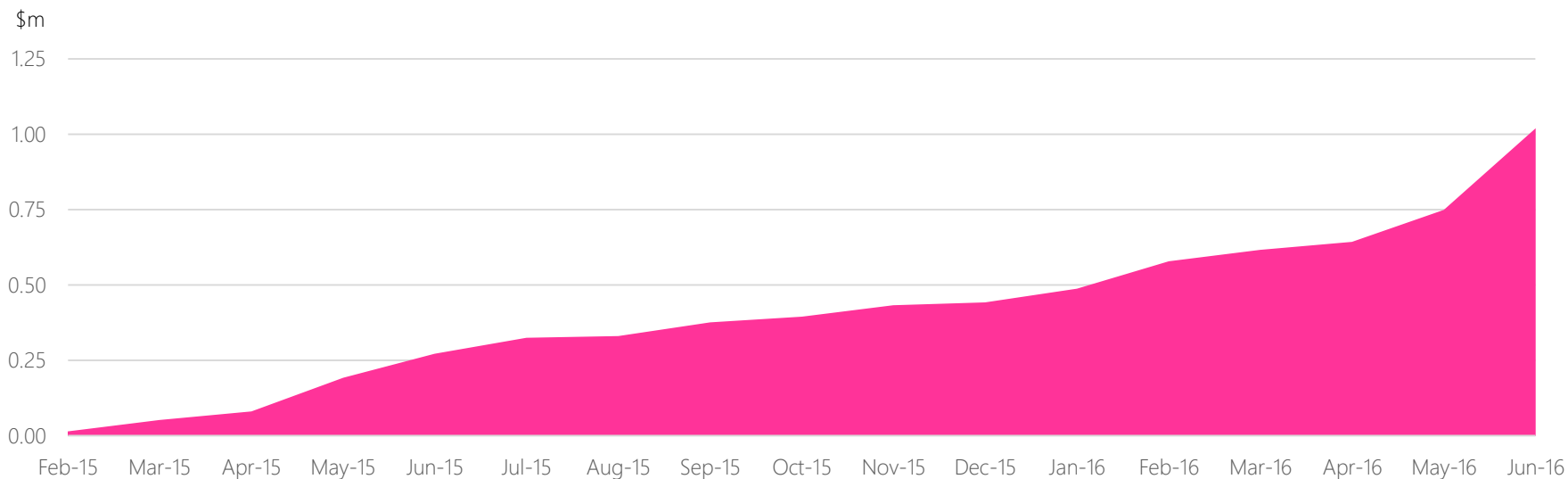
Cash

As at 30 June 2016	\$m
Cash	8.06
Expected FY16 R&D grant	1.75
Pro-forma cash (including R&D grant)	9.81

1. Accrual for expected FY16 R&D grant

2. Excludes non-recurring expenses under rhipe Shared Services Agreement

Accelerating ASR growth ¹



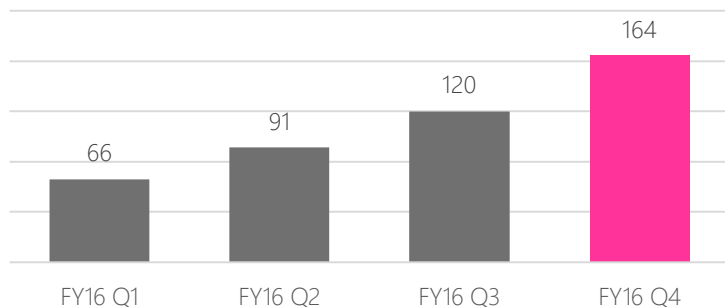
\$1.03m ASR
as at 30 June 16

ASR +116%
since 31 Dec 15

Growth
accelerated
in Q4

1. Annualised subscription revenue (ASR) represents committed, recurring software licence revenue on an annualised basis

New customer growth

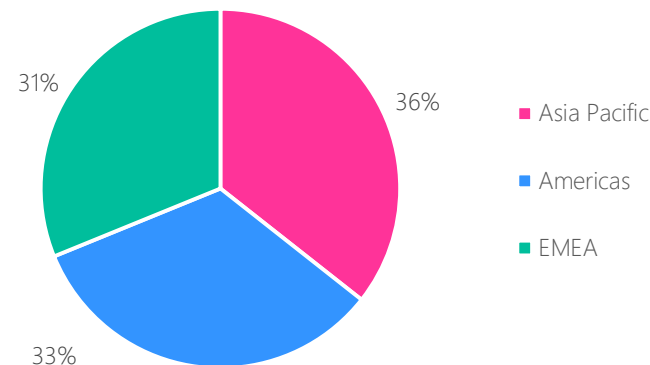


- **164 paying customers** as at 30 June 2016
- **44 paying customers** added in Q4 FY16

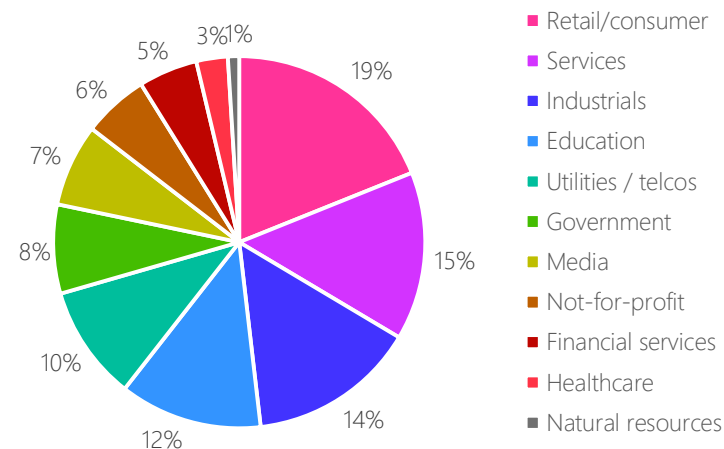
FY16 customer highlights

- 21st Century Fox, Nike, PACT Group, an Australian water utility, Church & Dwight, Hungry Jacks, Burberry, a US cable television network
- First US government customer (US Department of State)
- First customers in the Middle East (including a major telecommunications company)

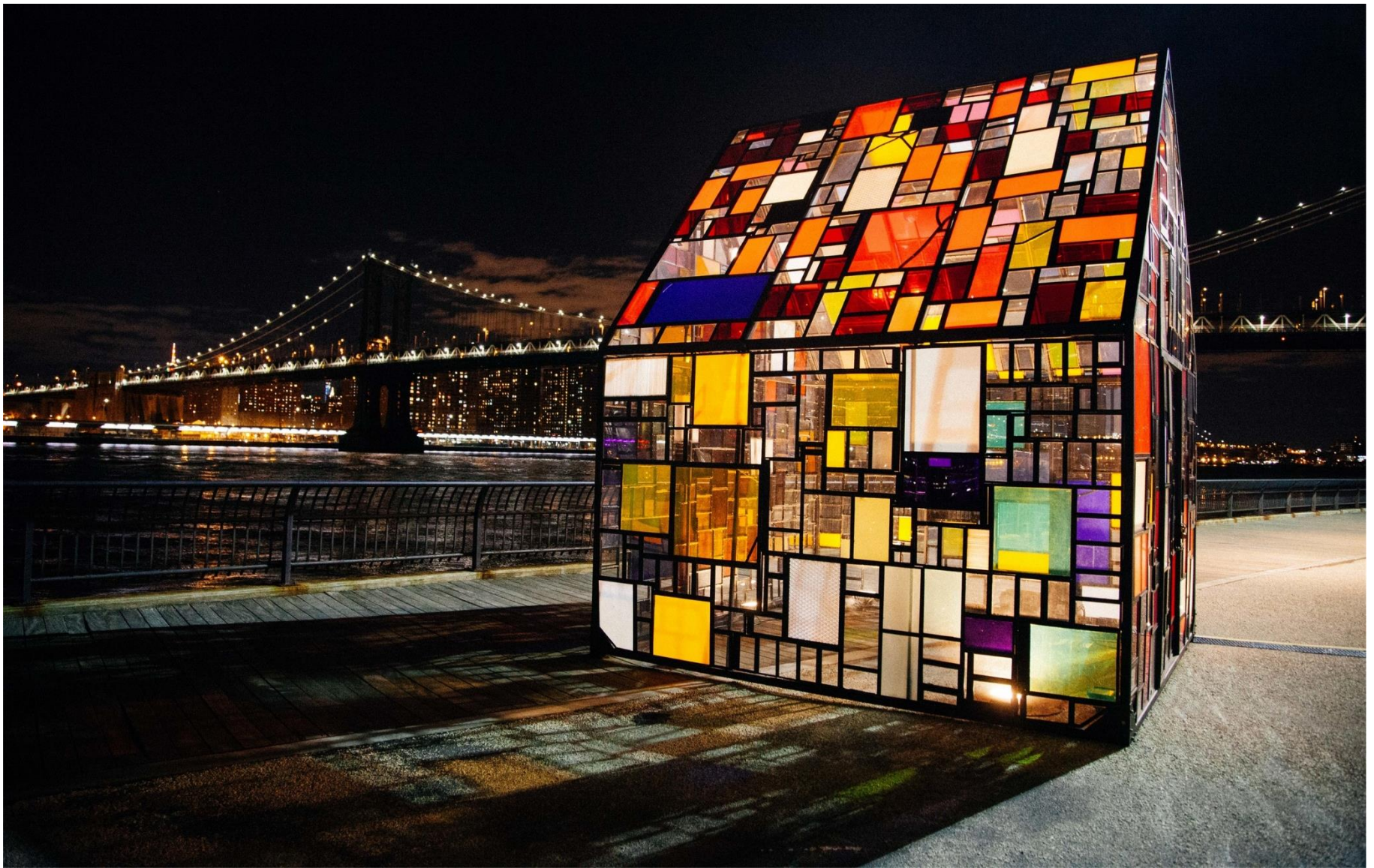
ASR by region *

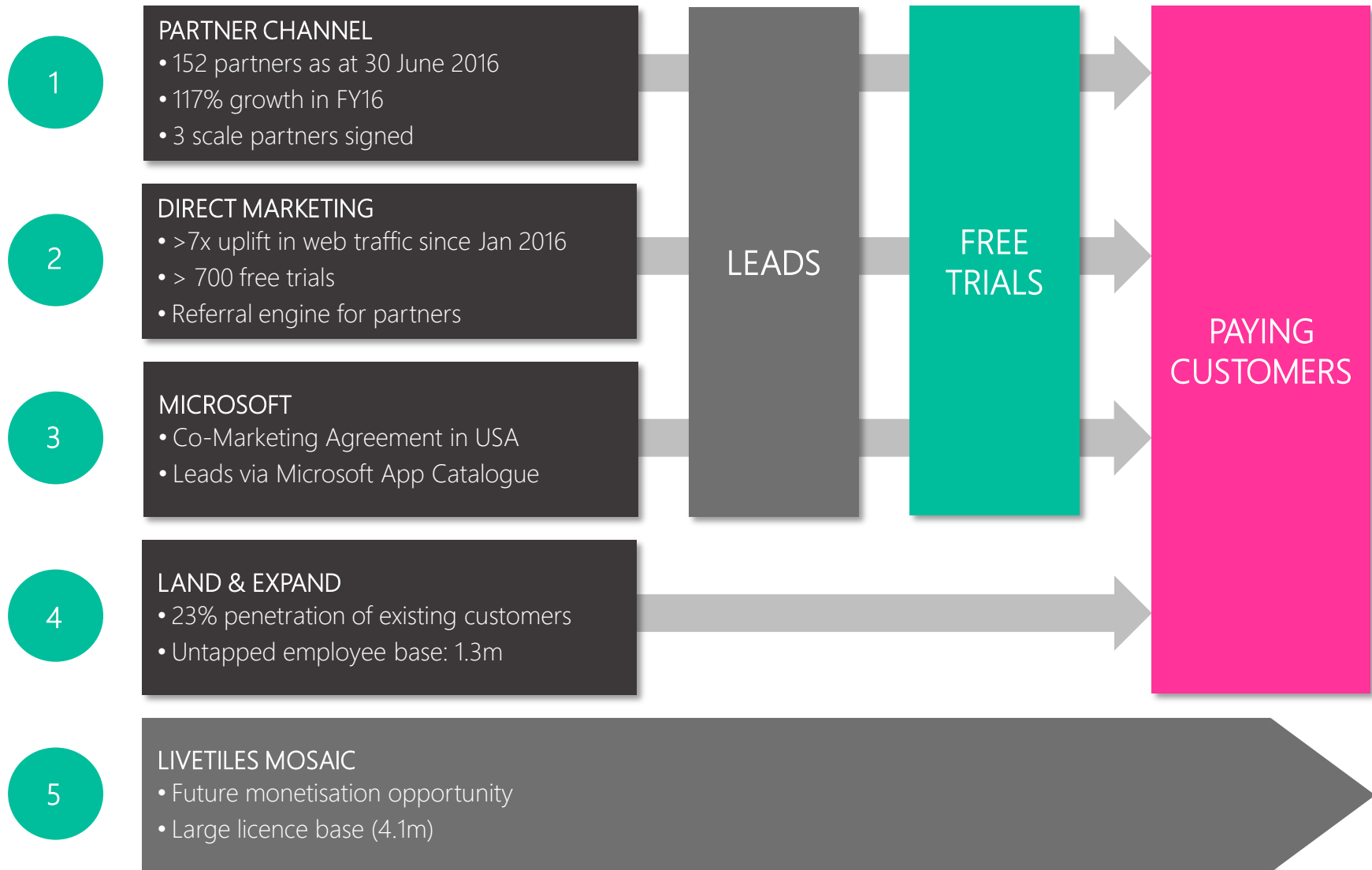


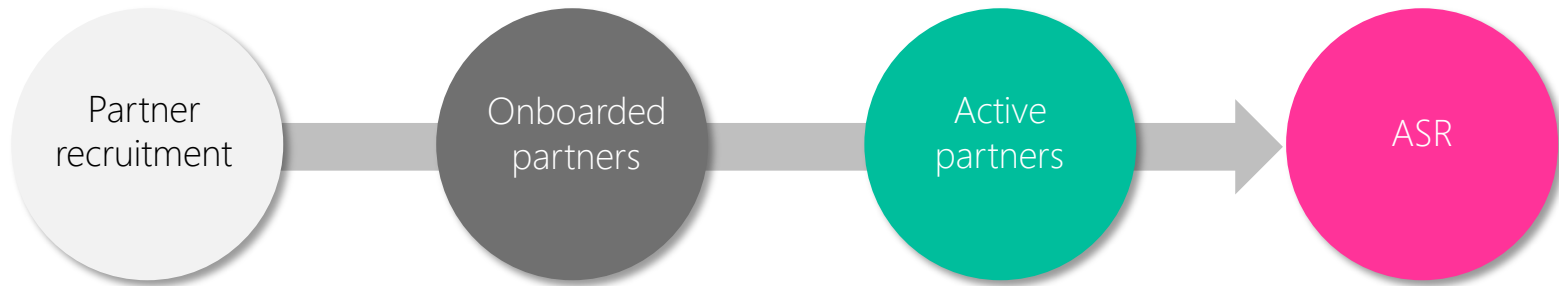
ASR by industry vertical *



* Annualised subscription revenue as at 30 June 2016



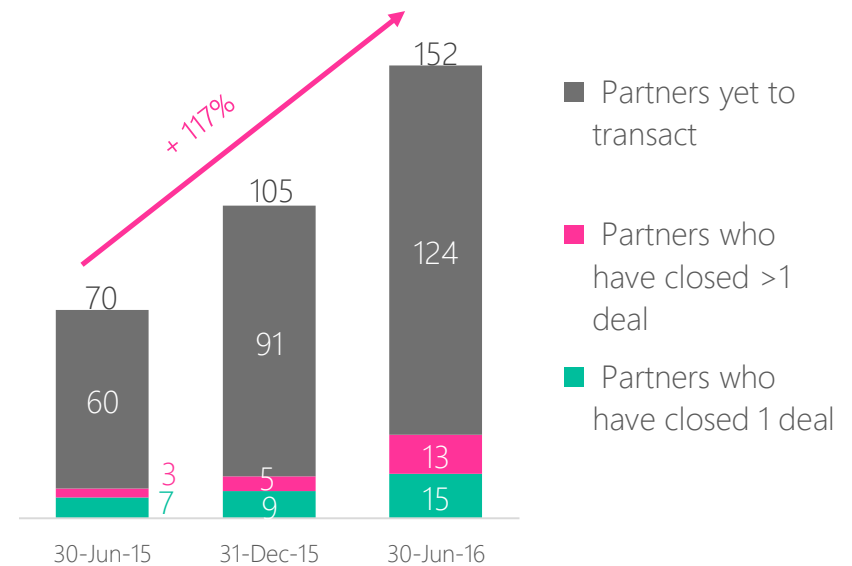


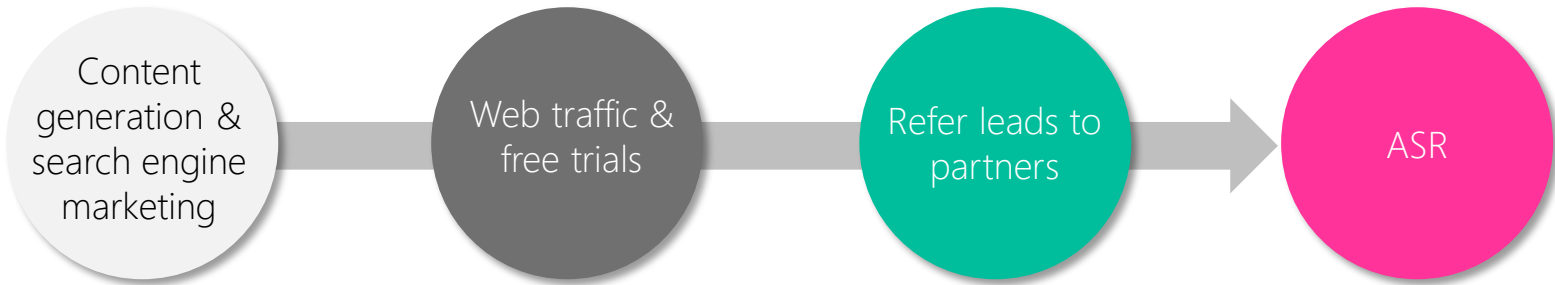


Overview

- LiveTiles sells through partners to help scale our growth and broaden our reach
- 18% of partners have transacted at least one deal
- 9% of partners have transacted multiple deals
- Priority pipeline of >60 prospective partners
- 3 Microsoft Cloud Solutions Providers signed to date:
 - SYNEX (North America)
 - Tech Data (USA)
 - rhip (APAC)
- >40 partners have completed training
- Important barrier to entry

Partner channel growth

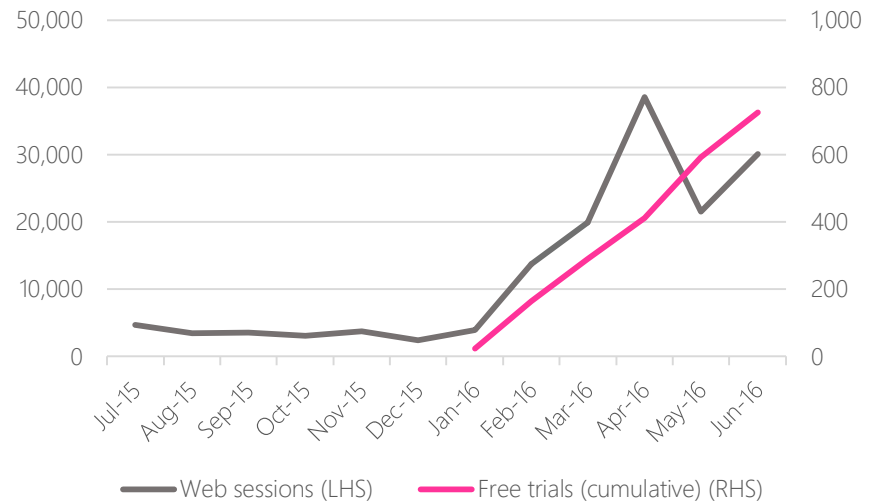




Overview

- Digital marketing initiative launched in February 2016
- Web traffic up ~7x since launch
- >700 free trials through 30 June 2016, including numerous large enterprises

Growth in web traffic & free trials





Microsoft USA Co-Marketing Agreement

- 90 day trial offered to Microsoft's Office 365 USA commercial customer base
- Trials underway with a substantial potential user base
- Offer period extended until 31 Dec 2016

Microsoft App Catalogue

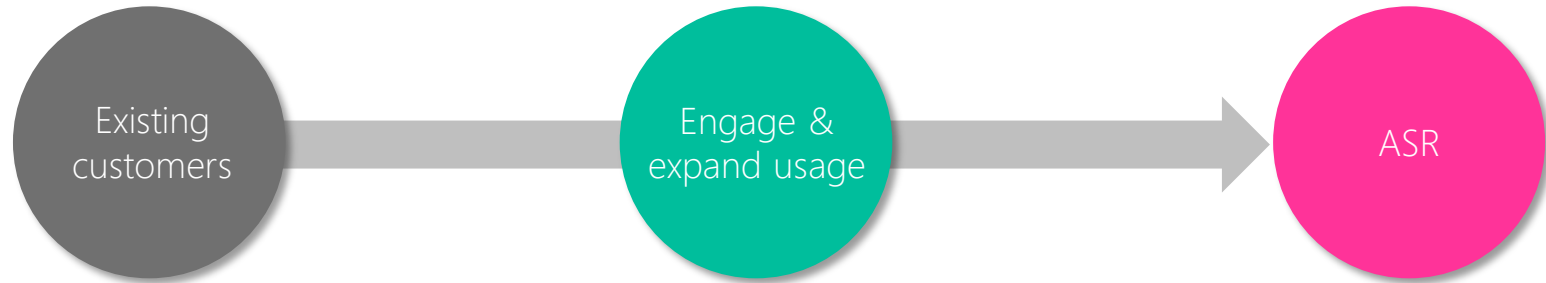
- LiveTiles is included in Microsoft's ISV App Catalogue
- Enables Microsoft to automatically assign leads to LiveTiles

Microsoft Worldwide Partner Conference¹

- >20,000 attendees
- LiveTiles was a gold sponsor
- Drives partner awareness and recruitment
- Karl Redenbach (CEO) presented with Microsoft to 500+ partners

Azure SaaS Marketplace

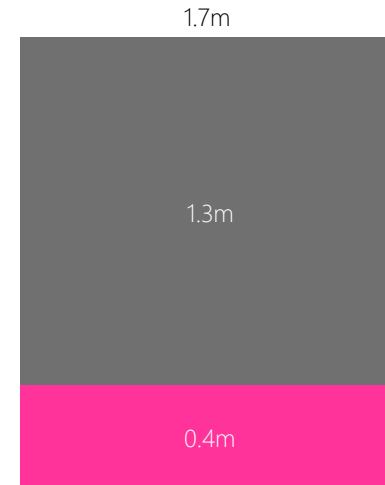
- LiveTiles Cloud to be included in the Azure SaaS Marketplace (AppSource)
- AppSource is a recently launched marketplace to help business users find, try and use line-of-business SaaS apps from Microsoft and its partners



Overview

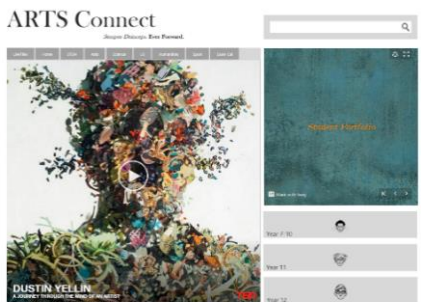
- Many LiveTiles customers initially acquire LiveTiles Design for a particular division or region
- 23% penetration of paying customers (0.4m seats) as at 30 June 2016
- Untapped employee base of paying customers: 1.3m seats
 - Equates to an ASR opportunity of \$11m (at an average \$0.70/user/month)
- Land & expand examples to date:
 - Australia Post; Nike; Church & Dwight

Penetration of existing paying customers



■ LiveTiles Design licences ■ Customer employees not licensed

LiveTiles Mosaic represents a future monetisation opportunity



Overview

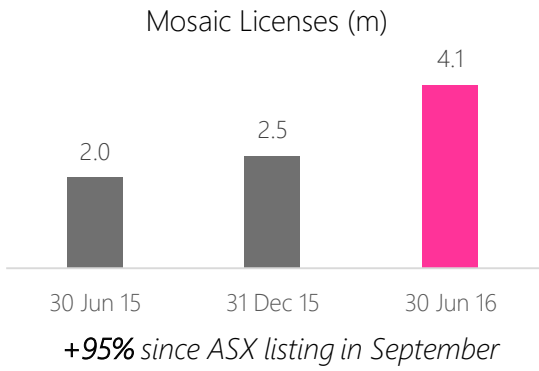
- LiveTiles Mosaic enables K-12 teachers to easily create modern, touch-friendly digital classrooms
- Seamless integration with Office 365

Enormous Market Opportunity

- The US K-12 market alone has approximately 55 million students and 3.5 million teachers¹
- Discussions with several education departments regarding potential department-wide deployments

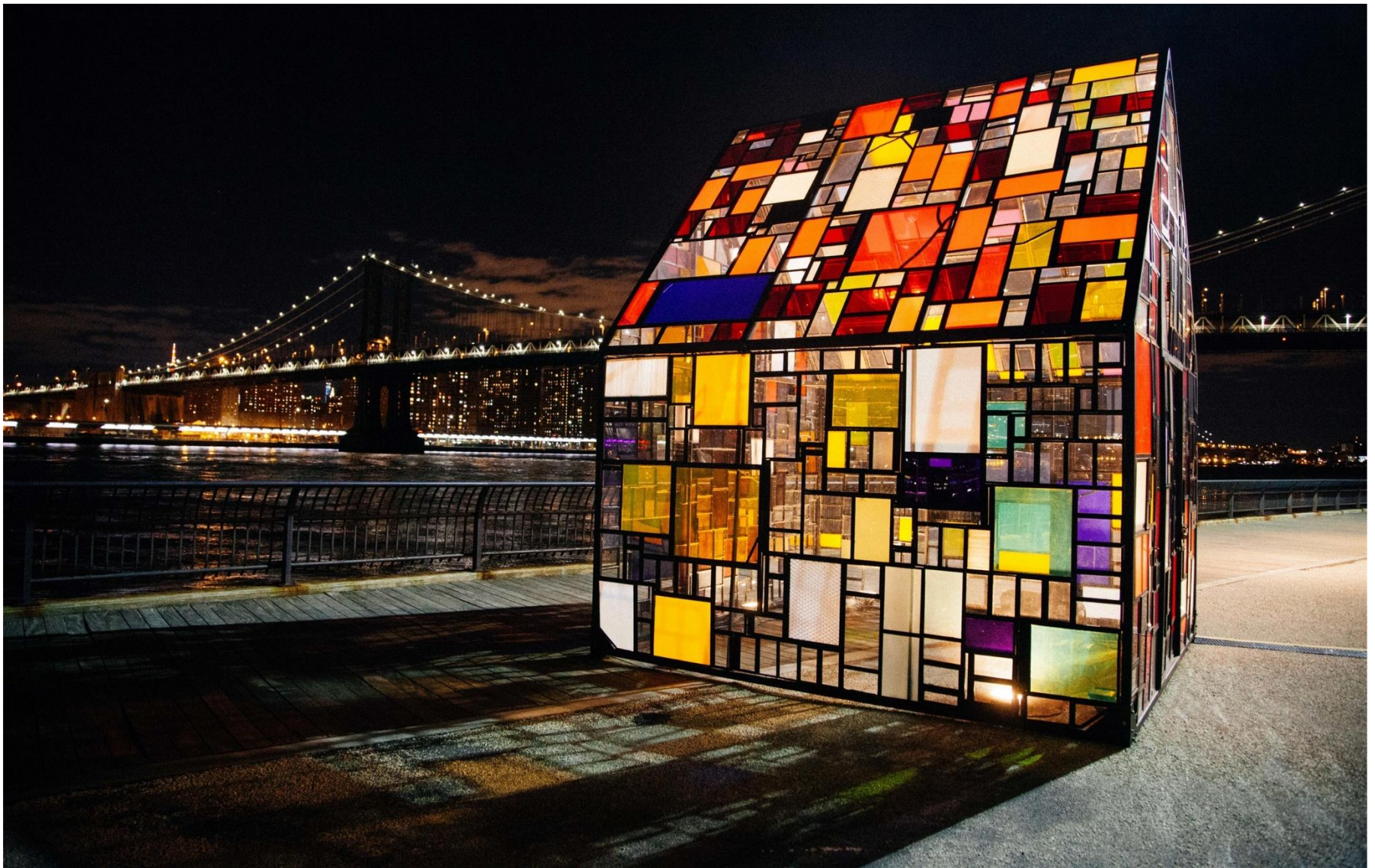
1. Source: National Center for Education Statistics

Strong Licence Growth

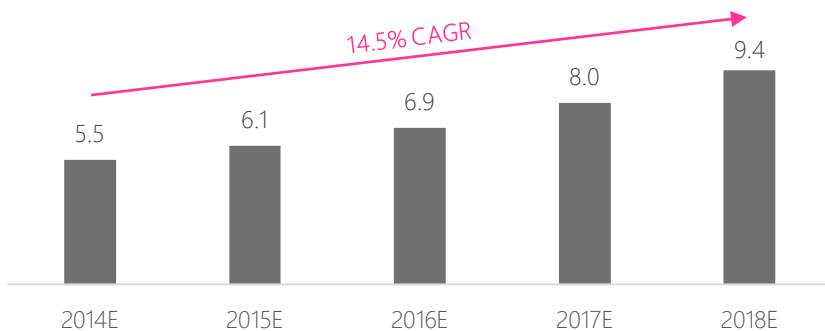


Short Term Monetisation Paths

- First major K-12 LiveTiles Build customer signed in Feb 2016:
 - Catholic Education South Australia (104 schools)
- Pre-configured paid LiveTiles Mosaic experience due for release Q2 FY17



Global Enterprise Content Management Market (US\$ billions) ¹



Microsoft Cloud Growth ²

- Microsoft's commercial cloud business:
 - Grew by >51% YoY
 - Run-rate revenue: **US\$12.1 billion**
 - Run-rate revenue target: **US\$20 billion** in FY18
- Office 365 Commercial: **59%** YoY revenue growth
- >**80%** of Fortune 500 companies use the Microsoft cloud

Strong Industry Trends Supporting LiveTiles' Growth

Cloud Growth ³

- Forecast global public cloud services spending in 2019: **US\$141 billion**
- 19.4% CAGR** from 2015 to 2019
- ~**6x** the rate of overall IT spending growth

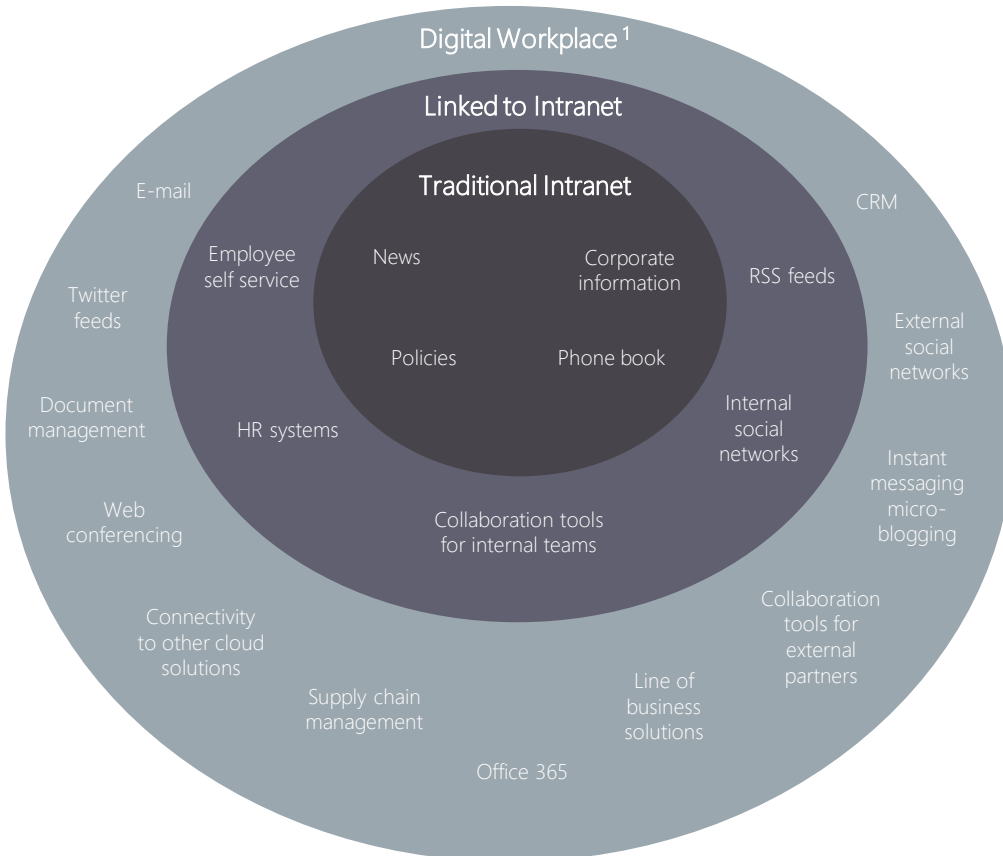
Mobility

- By 2017, **70%** of mobile workers will be using tablets ⁴
- Mobile enterprise business applications market expected to nearly double to **US\$61 billion** by 2018 ⁵

The Digital Workplace

- Increasingly viewed as a strategic asset
- Promotes collaboration, communication and connectivity
- Greater focus on user experience (the 'consumerisation' of enterprise technology)

"The digital workplace is the experience of work delivered through the collective use of connected devices, software and interfaces" ¹

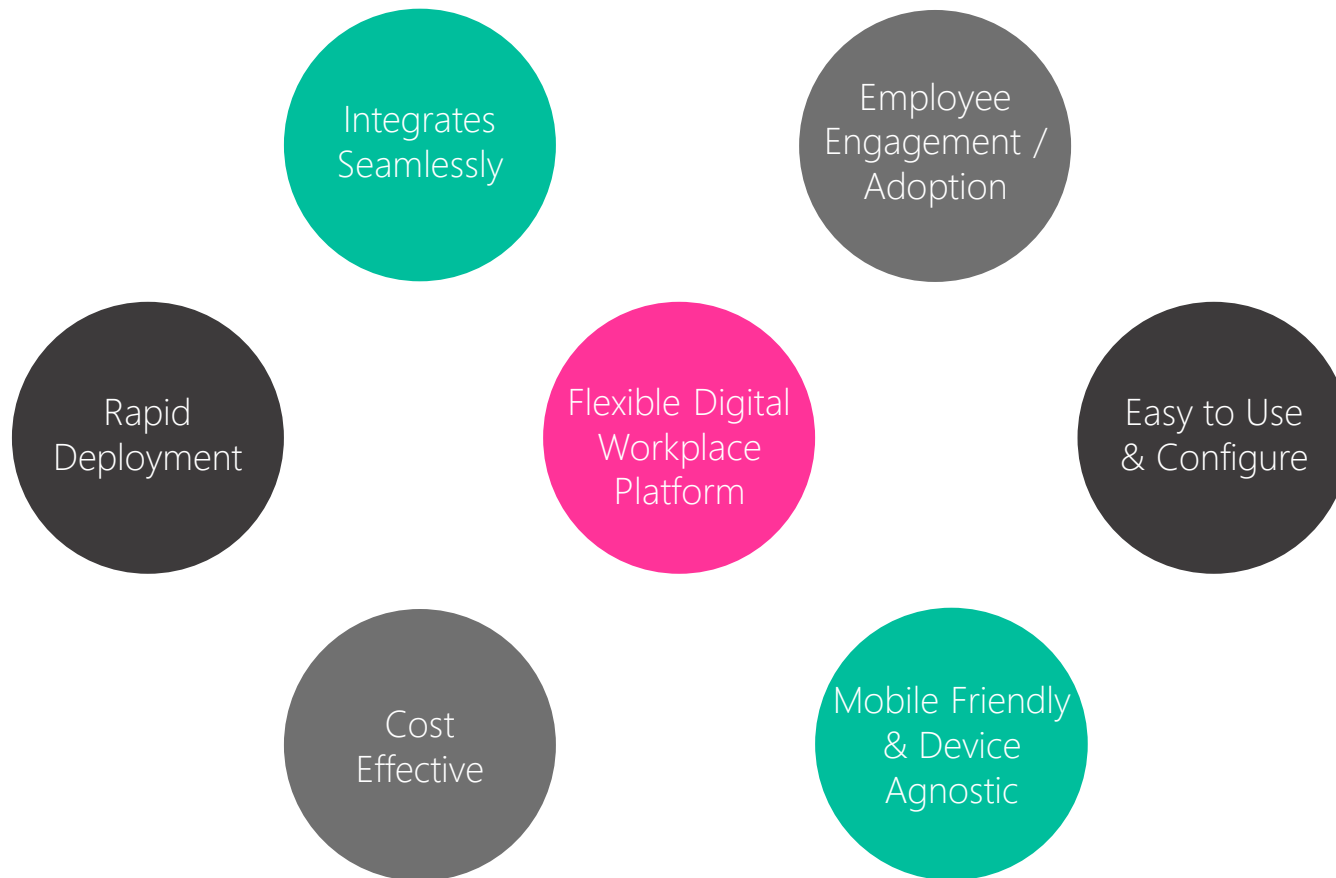


82% of IT and business executives believe **platforms will be the 'glue'** that brings organisations together in the digital economy ²

In 2015 **millennials** became the largest share of the workforce, and will represent **76%** globally by 2025 ²

43% of business leaders say a lack of digital skills and capabilities is a key **barrier to transformation** ³

LiveTiles provides the flexible digital workplace platform to enable organisations to drive greater productivity and embrace constant change in a fast-paced modern world



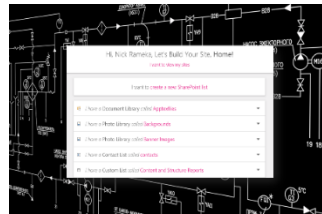
LiveTiles has released three products: LiveTiles Design, LiveTiles Build and LiveTiles Mosaic

LiveTiles Cloud to be released in September 2016

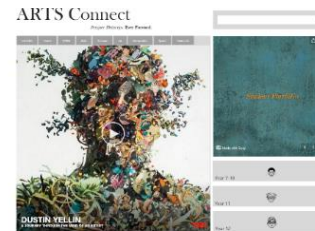
 LiveTiles Design



 LiveTiles Build



 LiveTiles Mosaic

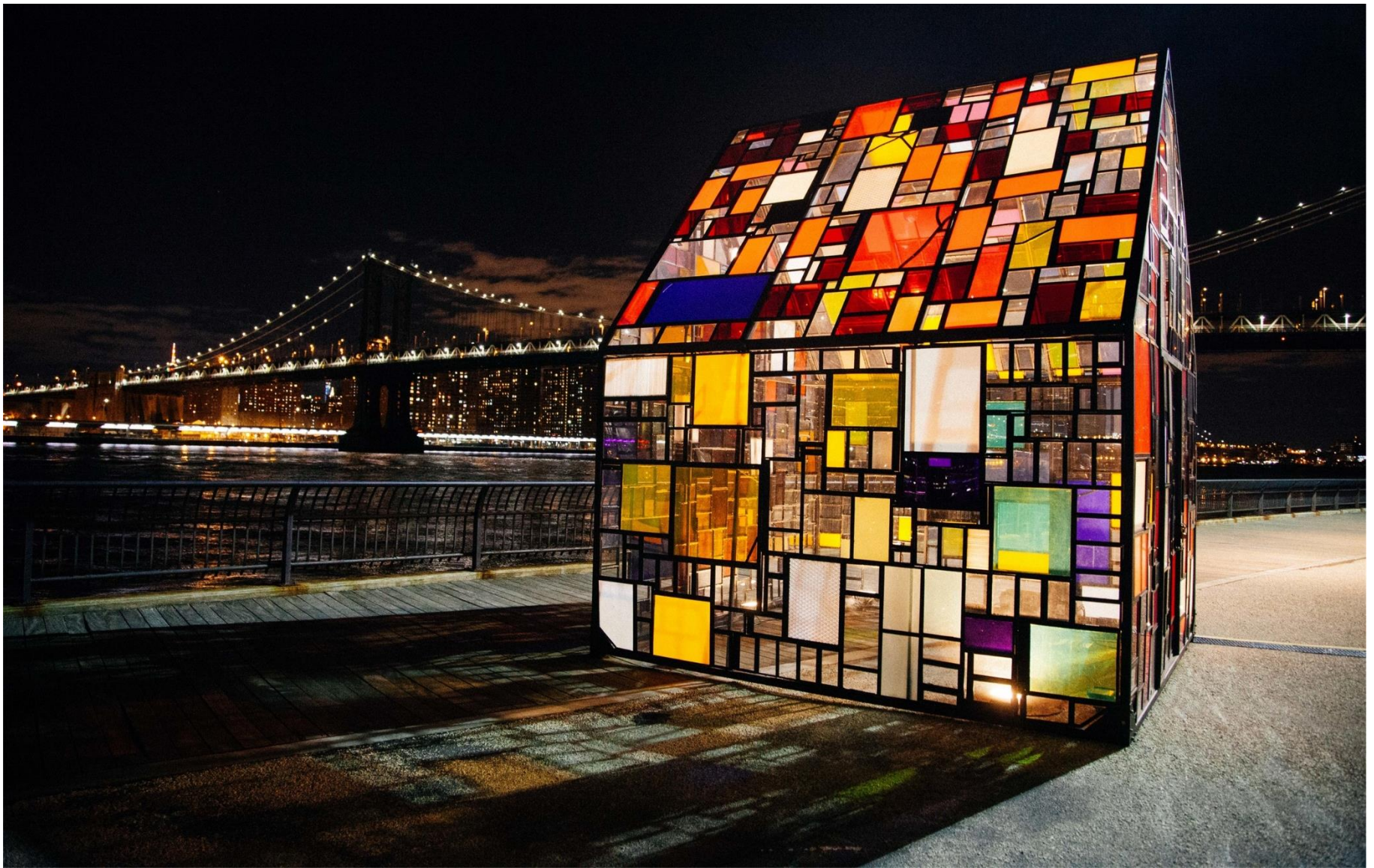


 LiveTiles Cloud



Market	Commercial / Government	Commercial / Government / Education	Education (K-12)	Commercial / Government
Description	Digital workplace design tool Deployed over SharePoint and Office 365	Industry-first software tool that rapidly generates Microsoft SharePoint site architecture	Enables teachers to easily create modern, touch-friendly digital classrooms	Digital workplace design tool delivered via a SaaS model Operates outside SharePoint (hosted in Microsoft Azure) 85% of Fortune 500 companies use the Microsoft Cloud
Revenue model	Subscription licence fees (US\$1/user/month with volume discounts)	Subscription licence fees (US\$950 per organisation per annum)	Free	To be announced late Q1 FY17

- Price increase to be announced in Q1 FY17
- Upcoming LiveTiles tile-packs to integrate with Dropbox, Box, Google Drive, Marketo, Pardot, Mail Chimp, Salesforce, Dynamics, JIRA, Zendesk, SAP, QuickBooks and FreshBooks



	6 mths ended 31 Dec 15 (\$'000)	6 mths ended 30 Jun 16 (\$'000)	12 mths ended 30 Jun 16 (\$'000)	Notes
Subscription revenue	186	463	649	
Research and development grant	715	1,036	1,751	(a) Accrual for expected FY16 R&D grant
Other income	17	7	24	
Total revenue and other income	918	1,506	2,424	
Total operating expenses	(3,053)	(3,525)	(6,578)	(b) Excludes non-recurring expenses under rhipe Shared Services Agreement
Amortisation of development costs	(297)	(420)	(717)	
Loss before income tax expense and non-recurring/non-cash iter	(2,432)	(2,439)	(4,871)	
<i>Non-recurring expenses</i>				
Transaction expenses	(502)	(49)	(551)	(c) ASX listing and Modun acquisition expenses (excluding capitalised items)
rhipe Shared Services agreement	(215)	(159)	(374)	
Total non-recurring expenses	(717)	(208)	(925)	
<i>Non-cash non-recurring expenses</i>				
Reverse listing expense on acquisition of Modun	(2,955)	-	(2,955)	(d) Represents the value of post-completion shares held by pre completion Modun shareholders less the net assets of Modun at completion
Share based payments	(3,678)	-	(3,678)	(e)
Total non-cash non-recurring expenses	(6,633)	-	(6,633)	
<i>Other non-cash expenses</i>				
Share based payments - Management Incentive Plan	(281)	(408)	(690)	Comprises: 1. shares issued by LiveTiles Holdings Pty Ltd (private company) prior to completion of the Modun acquisition 2. pre-existing Modun options
Loss before income tax expense tax per statutory accounts	(10,063)	(3,055)	(13,119)	
Income tax expense	215	(316)	(101)	
Loss after income tax expense per statutory accounts	(9,848)	(3,372)	(13,220)	