

## ASX Announcement

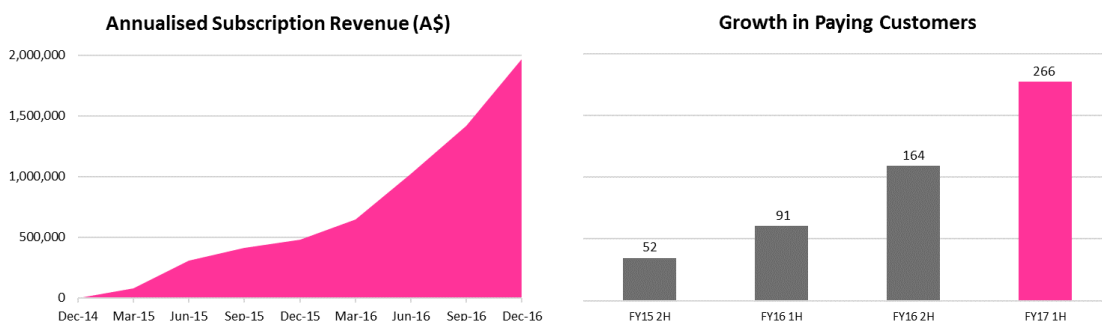
25 January 2017

## LiveTiles Delivers Another Record Quarter

LiveTiles Limited (ASX:LVT) ("LiveTiles") is pleased to provide an update on its activities for the quarter ending 31 December 2016. LiveTiles also released its Appendix 4C today.

### HIGHLIGHTS

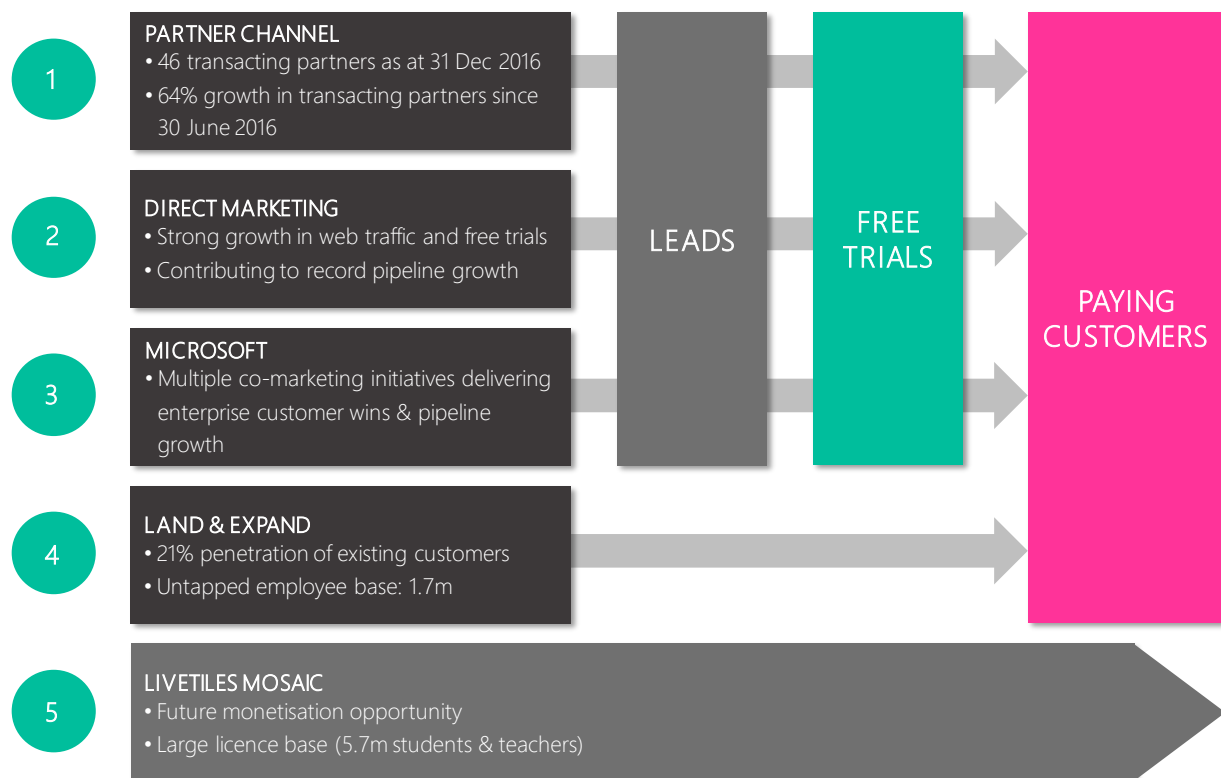
- Annualised Subscription Revenue (ASR) grew to **\$1.97m** as at 31 December 2016 (up from \$1.03m as at 30 June 2016)
  - \$0.55m ASR added in the quarter
  - Represents **310% annual growth** in ASR
- **\$2m ASR milestone reached** in early January 2017



- **40 paying customers added** in the quarter, taking total paying customers to **266** as at 31 December 2016
  - Customer highlights for the quarter include:
    - A global specialty retail chain headquartered in Europe
    - A major financial services institution in Australia
    - One of the world's largest media agency groups
    - A leading food producer in the APAC region
    - A large real estate conglomerate in the Middle East
  - Average ASR per customer increased in the December quarter due to several large customer wins and the benefit of a price increase implemented during the quarter
- The number of transacting partners grew to 46 as at 31 December 2016 (**up 64%** since 30 June 2016)

- Multiple Microsoft co-marketing initiatives contributing to ASR and pipeline growth
- **Record and expanding pipeline of customer opportunities including many large enterprises**
- LiveTiles Mosaic now licensed to schools and school districts representing **5.7 million** students and teachers
  - **128% growth** since 31 December 2015
  - LiveTiles Mosaic licensed to all schools within the **New York City Department of Education** (1.2m students and teachers)
- Cash as at 31 December 2016 grew to **\$6.97m** including \$1.43m of R&D funding received in the quarter (up from \$6.64m as at 30 September 2016)
  - Customer receipts of \$0.50m in the quarter
  - \$1.43m R&D grant received in the quarter, representing the balance of the FY2016 R&D grant. LiveTiles expects to receive a further R&D grant in respect of FY2017
  - Gross cash operating expenses of \$1.85m in the quarter
  - LiveTiles is well capitalised to fund our ongoing growth

## GROWTH STRATEGY





LiveTiles | Your digital workplace

**For further information, please contact:**

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**About LiveTiles:**

LiveTiles is a global software company headquartered in New York, with offices in Sydney, Melbourne, London and Tri-Cities, Washington State. LiveTiles offers digital workplace software for the commercial and education markets, and is an award-winning Microsoft Partner. LiveTiles' products comprise LiveTiles SharePoint, LiveTiles Cloud and LiveTiles Mosaic. LiveTiles' customers represent a diverse range of sectors and are spread throughout the United States, United Kingdom, Europe, the Middle East and Asia-Pacific.

## Appendix 4C

### Quarterly report for entities subject to Listing Rule 4.7B

Introduced 31/03/00 Amended 30/09/01, 24/10/05, 17/12/10, 01/09/16

**Name of entity**

LiveTiles Limited

**ABN**

95 066 139 991

**Quarter ended ("current quarter")**

31 December 2016

<b>Consolidated statement of cash flows</b>	<b>Current quarter \$A'000</b>	<b>Year to date (6 months) \$A'000</b>
<b>1. Cash flows from operating activities</b>		
1.1 Receipts from customers	496	1,045
1.2 Payments for		
(a) research and development <sup>1</sup>	(241)	(468)
(b) product manufacturing and operating costs <sup>2</sup>	(225)	(463)
(c) advertising and marketing <sup>1</sup>	(315)	(790)
(d) leased assets	-	-
(e) staff costs <sup>3</sup>	(754)	(1,447)
(f) administration and corporate costs <sup>2</sup>	(321)	(748)
1.3 Dividends received (see note 3)	-	-
1.4 Interest received	5	9
1.5 Interest and other costs of finance paid	-	-
1.6 Income taxes paid	-	(39)
1.7 Government grants and tax incentives	1,425	1,744
1.8 Other (provide details if material)		
Final payment under rhipe Shared Services Agreement	-	(24)
<b>1.9 Net cash from / (used in) operating activities</b>	<b>70</b>	<b>(1,181)</b>

<sup>1</sup> Includes related staffing costs

<sup>2</sup> Excludes related staffing costs which are included in 1.2(e)

<sup>3</sup> Includes all staffing costs, except those included in 1.2(a) and 1.2(c)

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
<b>2.</b>	<b>Cash flows from investing activities</b>		
2.1	Payments to acquire:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.2	Proceeds from disposal of:		
	(a) property, plant and equipment	-	-
	(b) businesses (see item 10)	-	-
	(c) investments	-	-
	(d) intellectual property	-	-
	(e) other non-current assets	-	-
2.3	Cash flows from loans to other entities	-	-
2.4	Dividends received (see note 3)	-	-
2.5	Other (provide details if material)	-	-
<b>2.6</b>	<b>Net cash from / (used in) investing activities</b>	-	-

<b>3.</b>	<b>Cash flows from financing activities</b>		
3.1	Proceeds from issues of shares	-	-
3.2	Proceeds from issue of convertible notes	-	-
3.3	Proceeds from exercise of share options	-	-
3.4	Transaction costs related to issues of shares, convertible notes or options	-	-
3.5	Proceeds from borrowings	-	-
3.6	Repayment of borrowings	-	-
3.7	Transaction costs related to loans and borrowings	-	-
3.8	Dividends paid	-	-
3.9	Other (provide details if material)	-	-
<b>3.10</b>	<b>Net cash from / (used in) financing activities</b>	-	-

Consolidated statement of cash flows		Current quarter \$A'000	Year to date (6 months) \$A'000
<b>4.</b>	<b>Net increase / (decrease) in cash and cash equivalents for the period</b>		
4.1	Cash and cash equivalents at beginning of quarter/year to date	6,638	8,055
4.2	Net cash from / (used in) operating activities (item 1.9 above)	70	(1,181)
4.3	Net cash from / (used in) investing activities (item 2.6 above)	-	-
4.4	Net cash from / (used in) financing activities (item 3.10 above)	-	-
4.5	Effect of movement in exchange rates on cash held	257	91
<b>4.6</b>	<b>Cash and cash equivalents at end of quarter</b>	<b>6,965</b>	<b>6,965</b>

<b>5.</b>	<b>Reconciliation of cash and cash equivalents</b> at the end of the quarter (as shown in the consolidated statement of cash flows) to the related items in the accounts	Current quarter \$A'000	Previous quarter \$A'000
5.1	Bank balances	6,965	6,638
5.2	Call deposits	-	-
5.3	Bank overdrafts	-	-
5.4	Other (provide details)	-	-
<b>5.5</b>	<b>Cash and cash equivalents at end of quarter (should equal item 4.6 above)</b>	<b>6,965</b>	<b>6,638</b>

**6. Payments to directors of the entity and their associates**

- 6.1 Aggregate amount of payments to these parties included in item 1.2
- 6.2 Aggregate amount of cash flow from loans to these parties included in item 2.3

Current quarter  
\$A'000

255

-

- 6.3 Include below any explanation necessary to understand the transactions included in items 6.1 and 6.2

Payments of salaries and directors' fees to current directors

<b>7. Payments to related entities of the entity and their associates</b>	<b>Current quarter \$A'000</b>
7.1 Aggregate amount of payments to these parties included in item 1.2	-
7.2 Aggregate amount of cash flow from loans to these parties included in item 2.3	-
7.3 Include below any explanation necessary to understand the transactions included in items 7.1 and 7.2	
N/A	

<b>8. Financing facilities available</b> <i>Add notes as necessary for an understanding of the position</i>	<b>Total facility amount at quarter end \$A'000</b>	<b>Amount drawn at quarter end \$A'000</b>
8.1 Loan facilities	-	-
8.2 Credit standby arrangements	-	-
8.3 Other (please specify)	-	-
8.4 Include below a description of each facility above, including the lender, interest rate and whether it is secured or unsecured. If any additional facilities have been entered into or are proposed to be entered into after quarter end, include details of those facilities as well.		
N/A		

<b>9. Estimated cash outflows for next quarter</b>	<b>\$A'000</b>
9.1 Research and development	(230)
9.2 Product manufacturing and operating costs	(240)
9.3 Advertising and marketing	(370)
9.4 Leased assets	-
9.5 Staff costs	(880)
9.6 Administration and corporate costs	(375)
9.7 Other (provide details if material)	-
<b>9.8 Total estimated cash outflows</b>	<b>(2,095)</b>

<b>10. Acquisitions and disposals of business entities (items 2.1(b) and 2.2(b) above)</b>	<b>Acquisitions</b>	<b>Disposals</b>
10.1 Name of entity	N/A	N/A
10.2 Place of incorporation or registration		
10.3 Consideration for acquisition or disposal		
10.4 Total net assets		
10.5 Nature of business		

### Compliance statement

- 1 This statement has been prepared in accordance with accounting standards and policies which comply with Listing Rule 19.11A.
- 2 This statement gives a true and fair view of the matters disclosed.

Sign here:



Chief Financial Officer & Director

Date: 25 January 2017

Print name: Matthew Brown