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1. Summary & FY17 Outlook

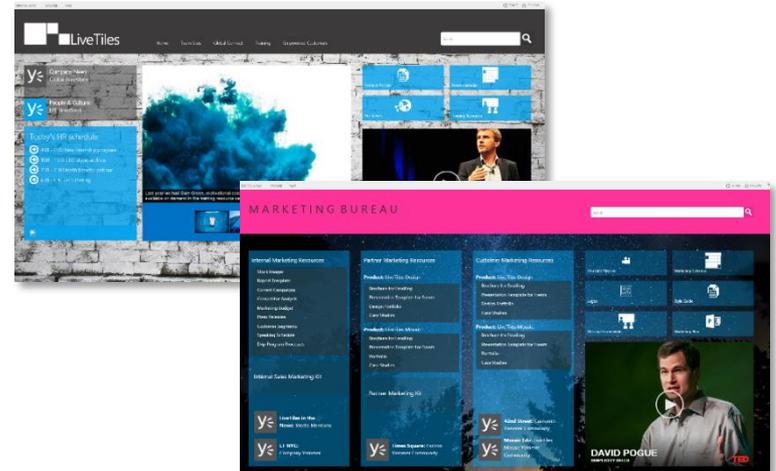
2. FY16 Results & Q1 FY17 update

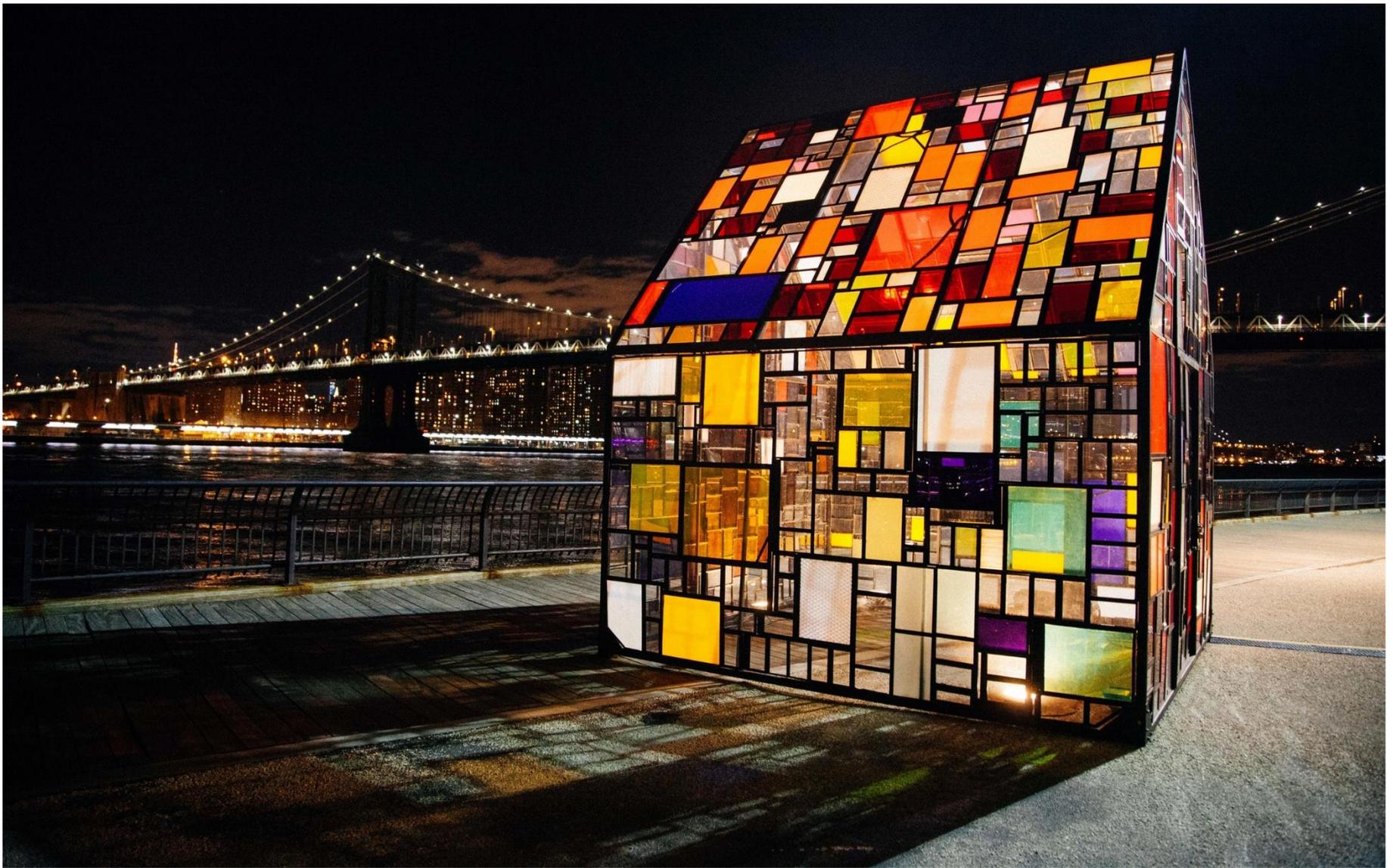
3. Monetisation strategy

4. 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 \$1.4m of annualised subscription revenue as at 30 September 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

 LiveTiles Build



- SharePoint site architecture tool
- Launched October 2015

 LiveTiles Mosaic



- Digital classroom software for the K-12 education market
- 4.4m licences as at 30 Sept 2016 (currently free)
- Monetisation strategies under consideration

 LiveTiles Cloud



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

Annualised subscription
revenue

\$1.42m

+245% since 30 Sept 2015

Paying customers

226

62 customers
added in Q1

Transacting partners

42

+50% since 30 June 2016

Free trial requests

>1,000

since January 2016

Core products

4

2 new products
developed in FY16

Pro-forma cash

\$8.1m

includes expected
FY16 R&D grant

Attractive Market

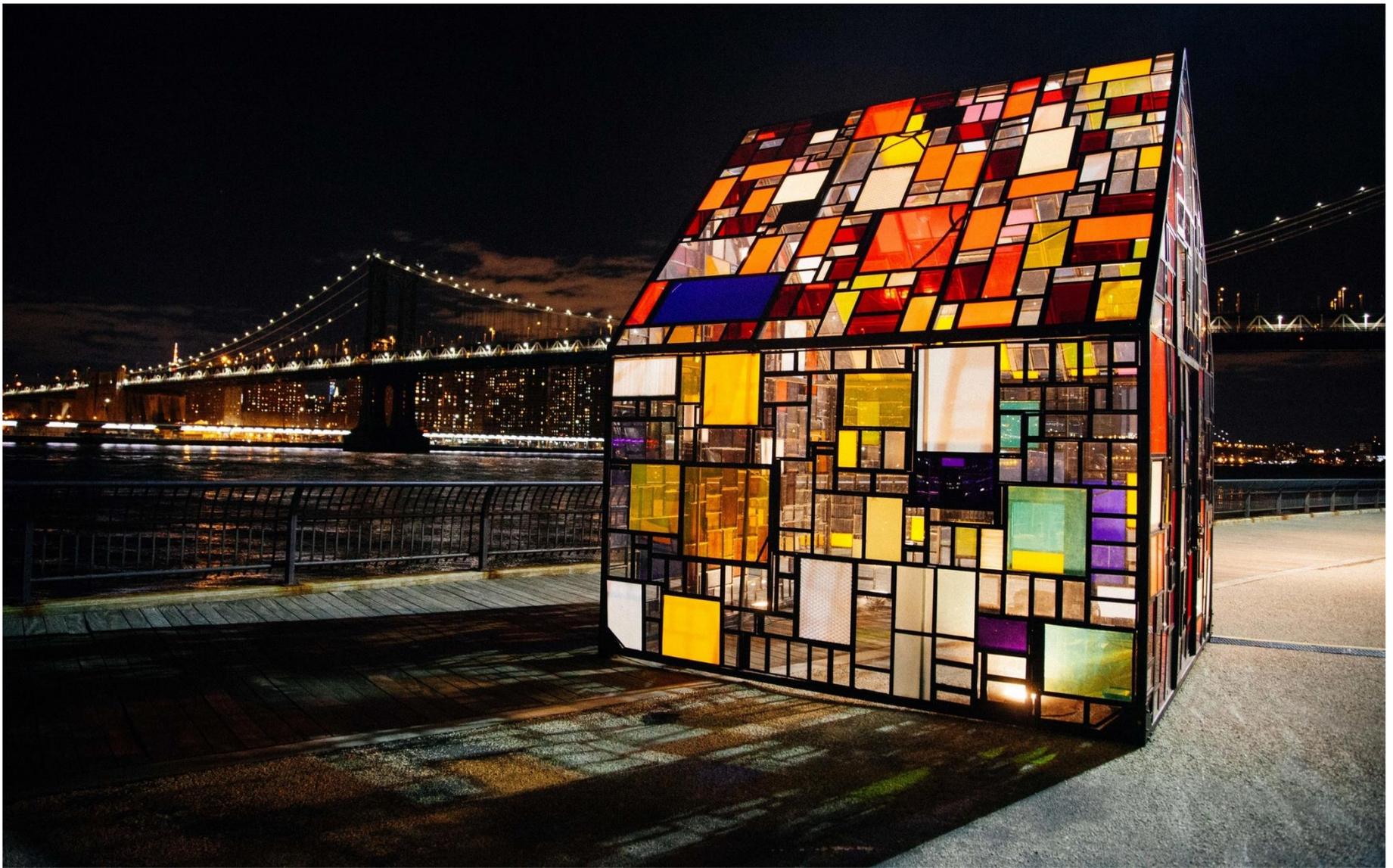
- Global public cloud market growing at **~6x** the rate of overall IT spending growth (**19.4% CAGR** from 2015 to 2019) ¹
- Rapid growth in Office 365 (**+59%** YoY growth in Q4 FY16) ²
- Major investment in SharePoint by Microsoft (**~200 million** users)

Accelerating Monetisation Strategies

- Continued growth in partner/reseller distribution channel
- Focused digital marketing strategy to drive trials (>**1,000** 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 provides confidence
- Price increase announced in Sept 17



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

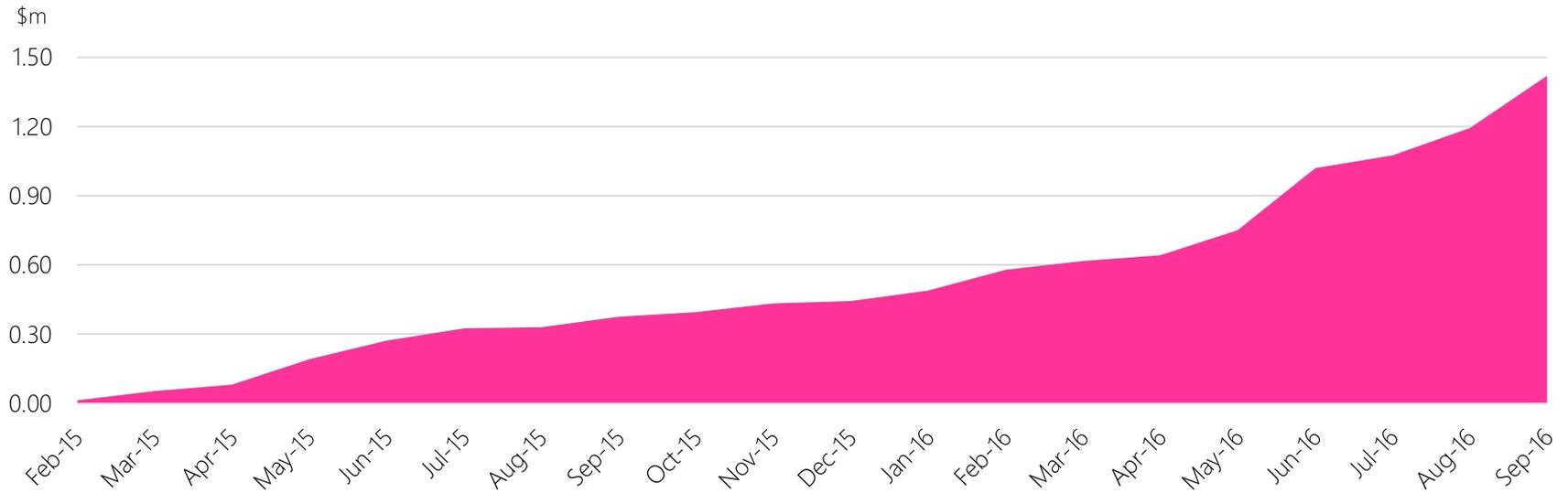
Cash

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



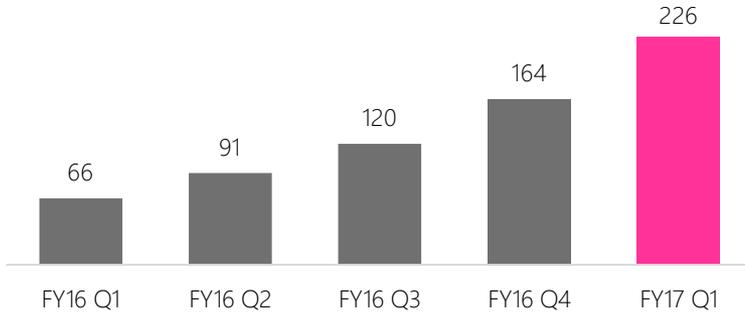
\$1.42m ASR
as at 30 Sept 16

ASR +245%
since 30 Sept 15

Growth
accelerated
in last 2
quarters

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

New customer growth

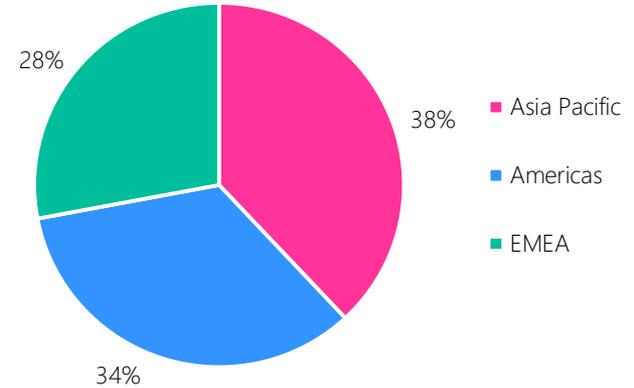


- **226 paying customers** as at 30 Sept 2016
- **62 paying customers** added in Q1 FY17

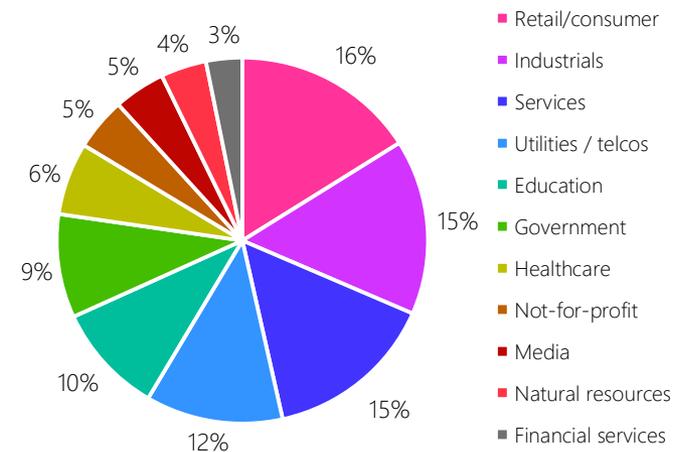
Recent customer highlights

- 21st Century Fox, Nike, PACT Group, Church & Dwight, Hungry Jacks, Burberry, a US cable television network, an Australian water utility, an Australian power utility, a subsidiary of one of the world's largest brewers
- First US government customer (US Department of State)
- A unit of the US Department of Defence
- First customers in the Middle East (including a major telecommunications company)

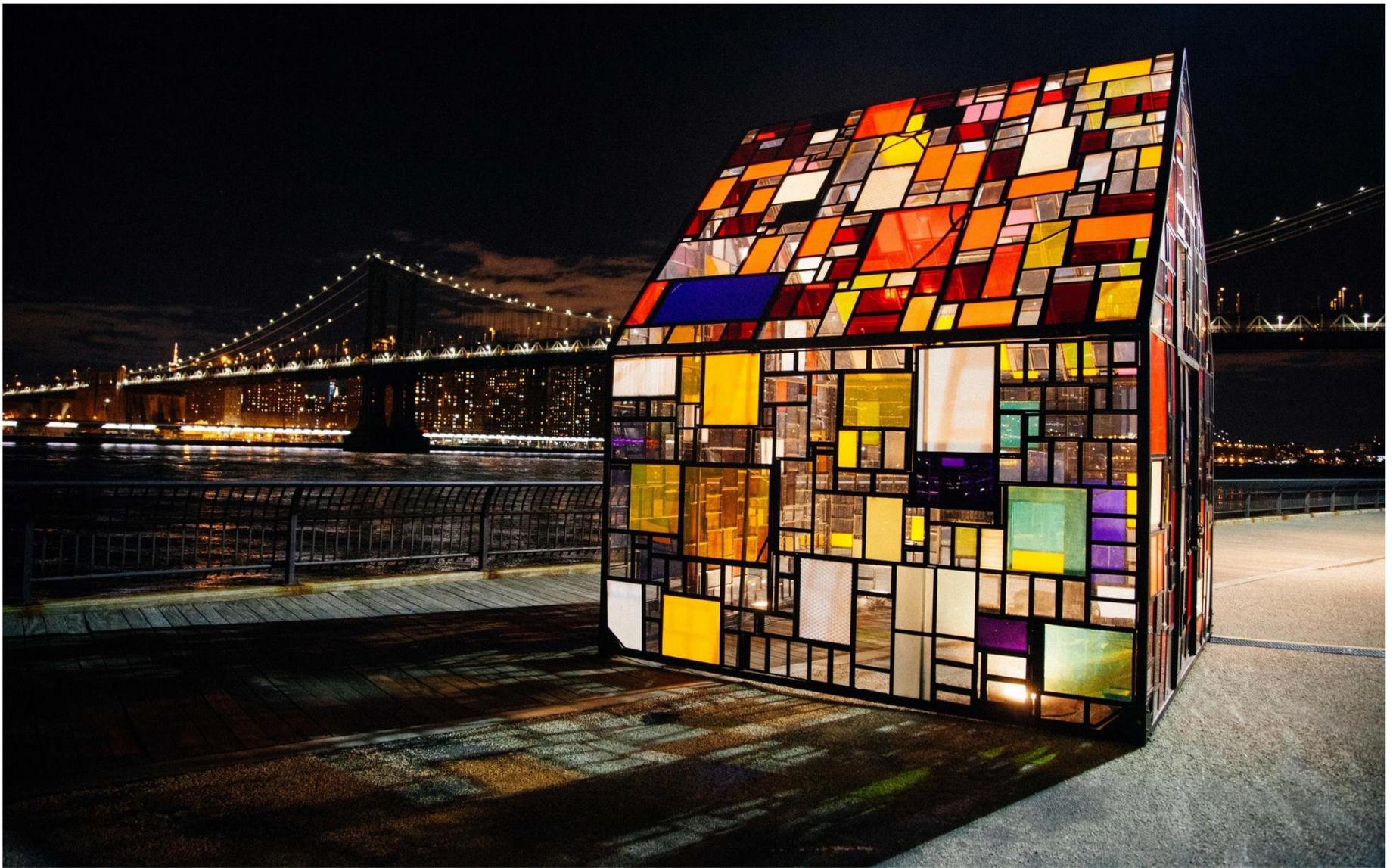
ASR by region *

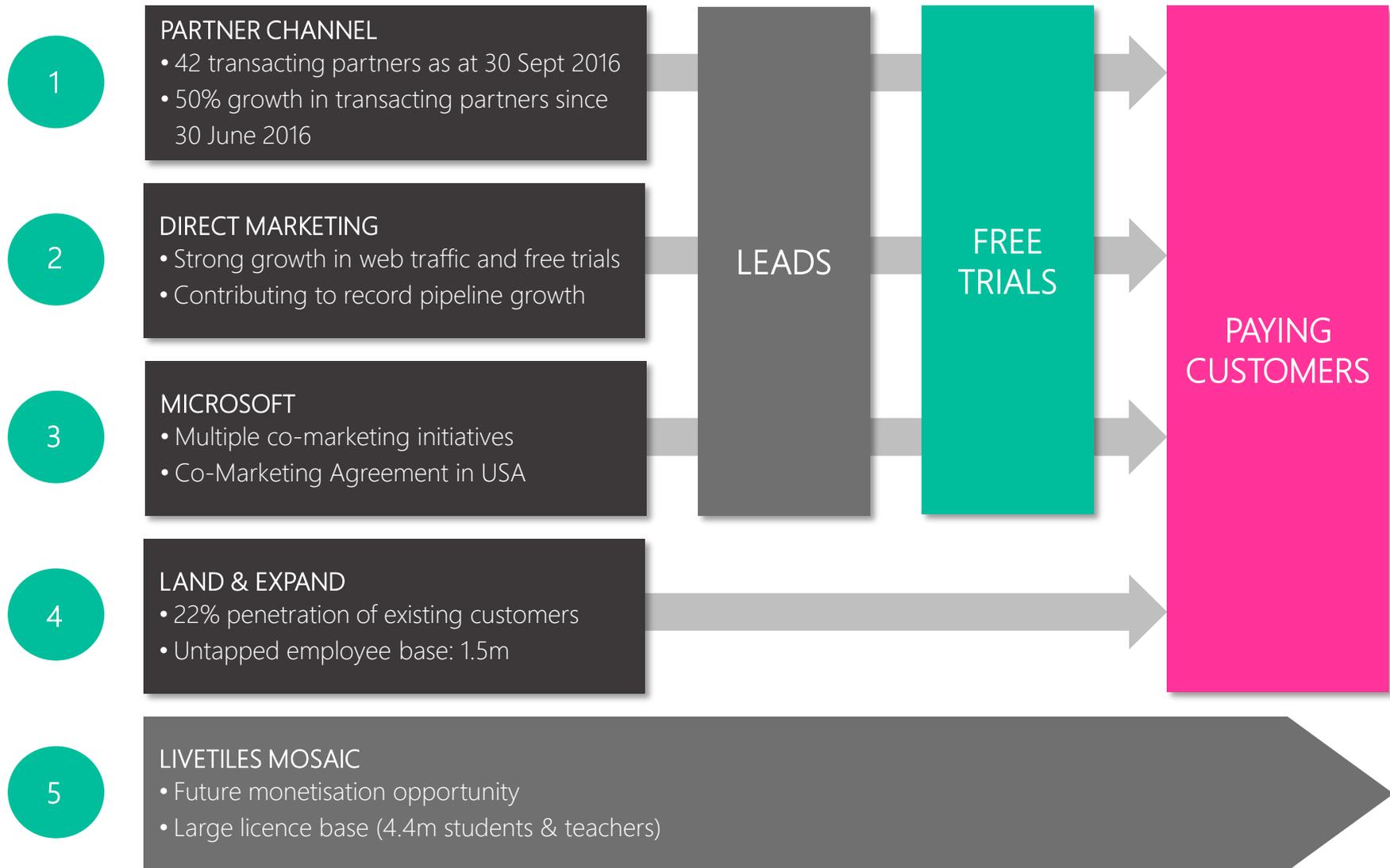


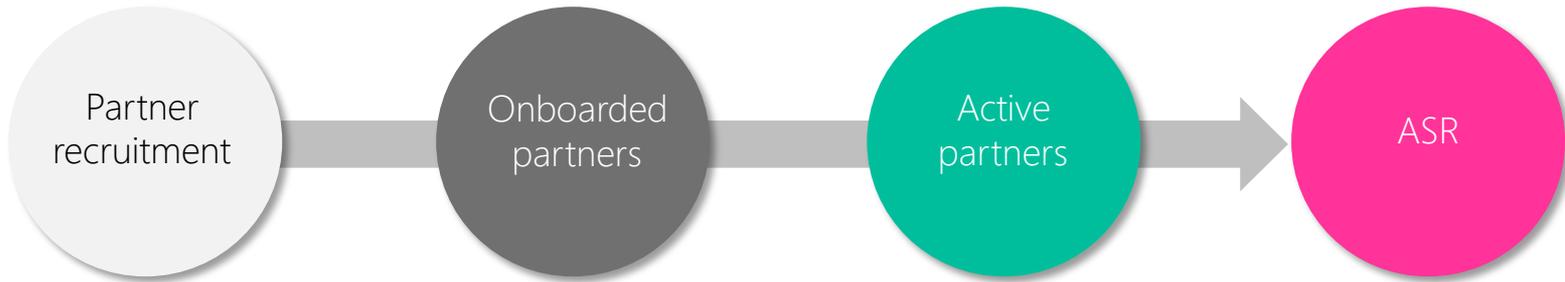
ASR by industry vertical *



* Annualised subscription revenue as at 30 September 2016



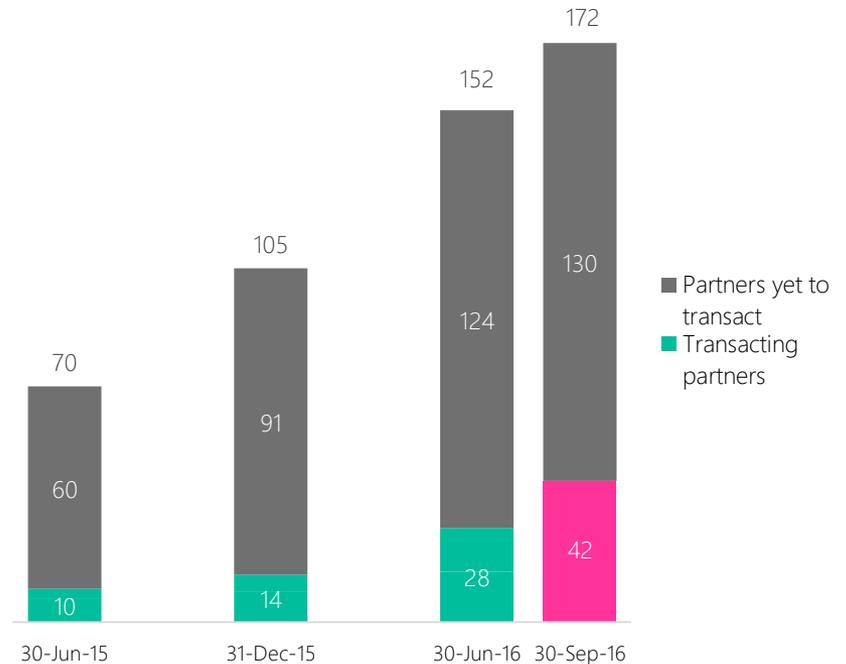


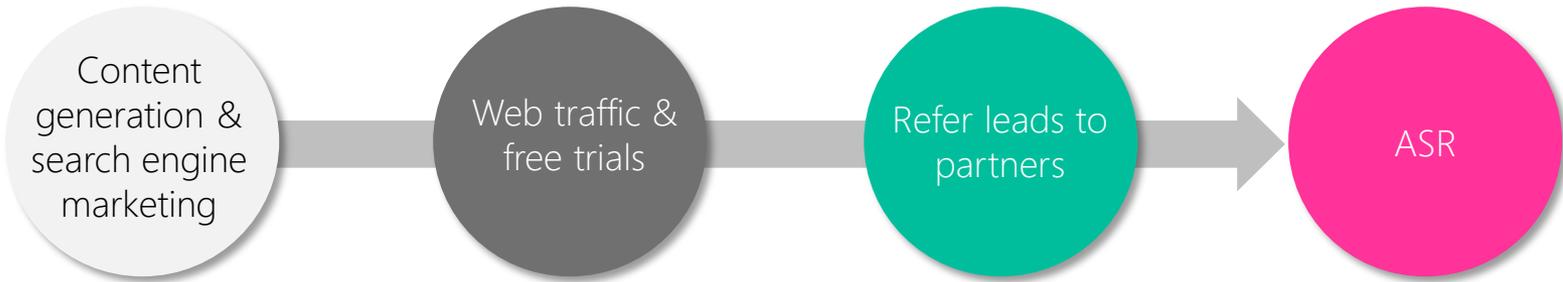


Overview

- LiveTiles sells through partners to help scale our growth and broaden our reach
- 24% of partners have transacted through 30 Sept 16
- Priority pipeline of >50 prospective partners
- 3 Microsoft Cloud Solutions Providers signed to date:
 - SYNEX (North America)
 - Tech Data (USA)
 - rhipe (APAC)
- 45 partners have completed training
- Important barrier to entry

Partner channel growth

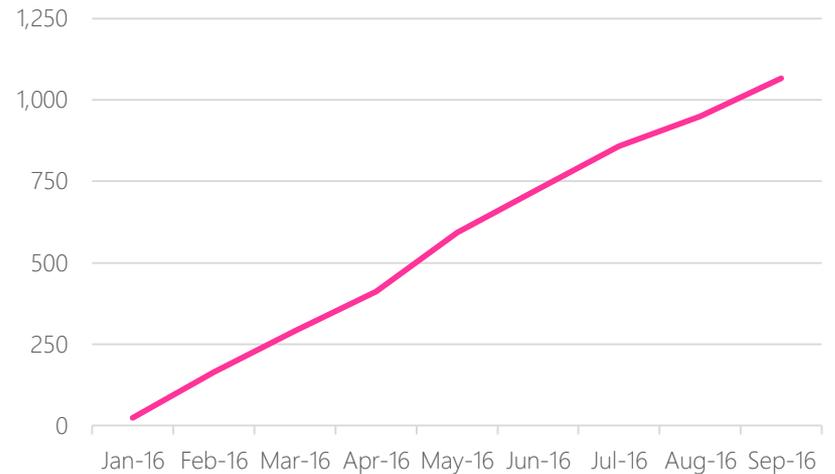




Overview

- Digital marketing initiative launched in February 2016
- Web traffic up ~8x since launch
- >1,000 free trials through 30 Sept 2016, including numerous large enterprises

Growth in free trial requests





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

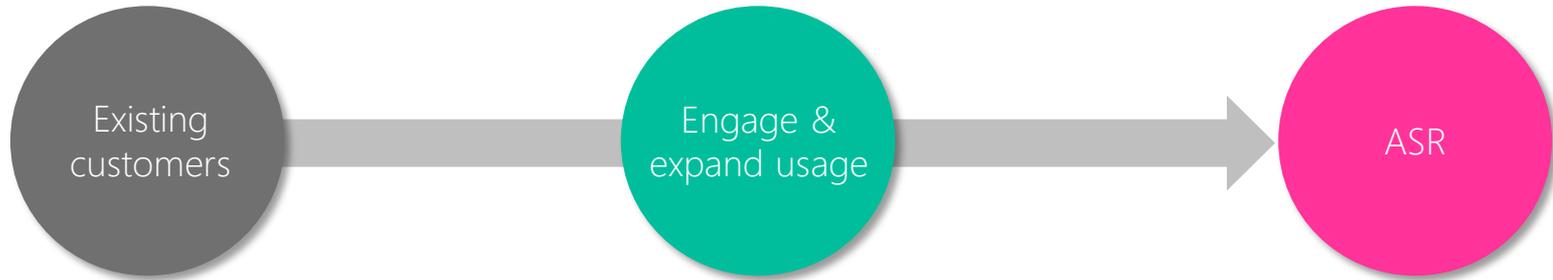
- LiveTiles is included in Microsoft's ISV App Catalogue
- Enables Microsoft to automatically assign leads to LiveTiles

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

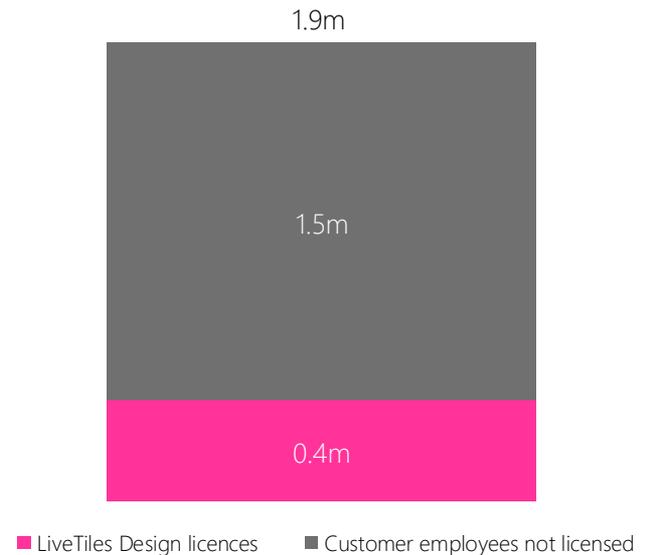
- LiveTiles Cloud to be included in the Azure SaaS Marketplace (AppSource)
- AppSource is a recently launched marketplace to help business users find, try and use line-of-business SaaS apps from Microsoft and its partners



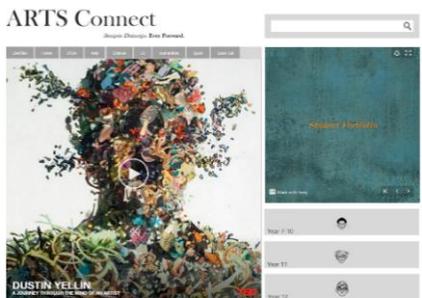
Overview

- Many LiveTiles customers initially acquire LiveTiles Design for a particular division or region
- 22% penetration of paying customers (0.4m seats) as at 30 Sept 2016
- Untapped employee base of paying customers: 1.5m seats
 - Capturing half of these seats equates to an ASR opportunity of \$11m (at an average \$1.20/user/month contribution)
- Land & expand examples to date:
 - Australia Post; Nike; Church & Dwight

Penetration of existing paying customers



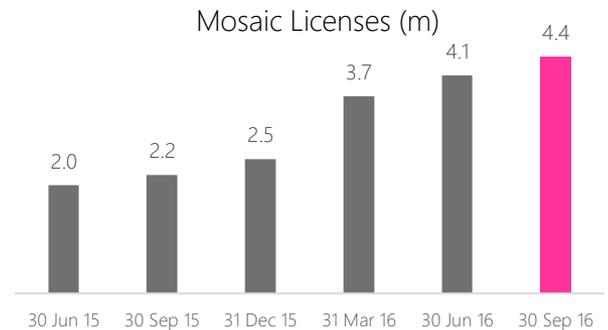
LiveTiles Mosaic represents a future monetisation opportunity



Overview

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

Strong Licence Growth



+100% since 30 September 2015

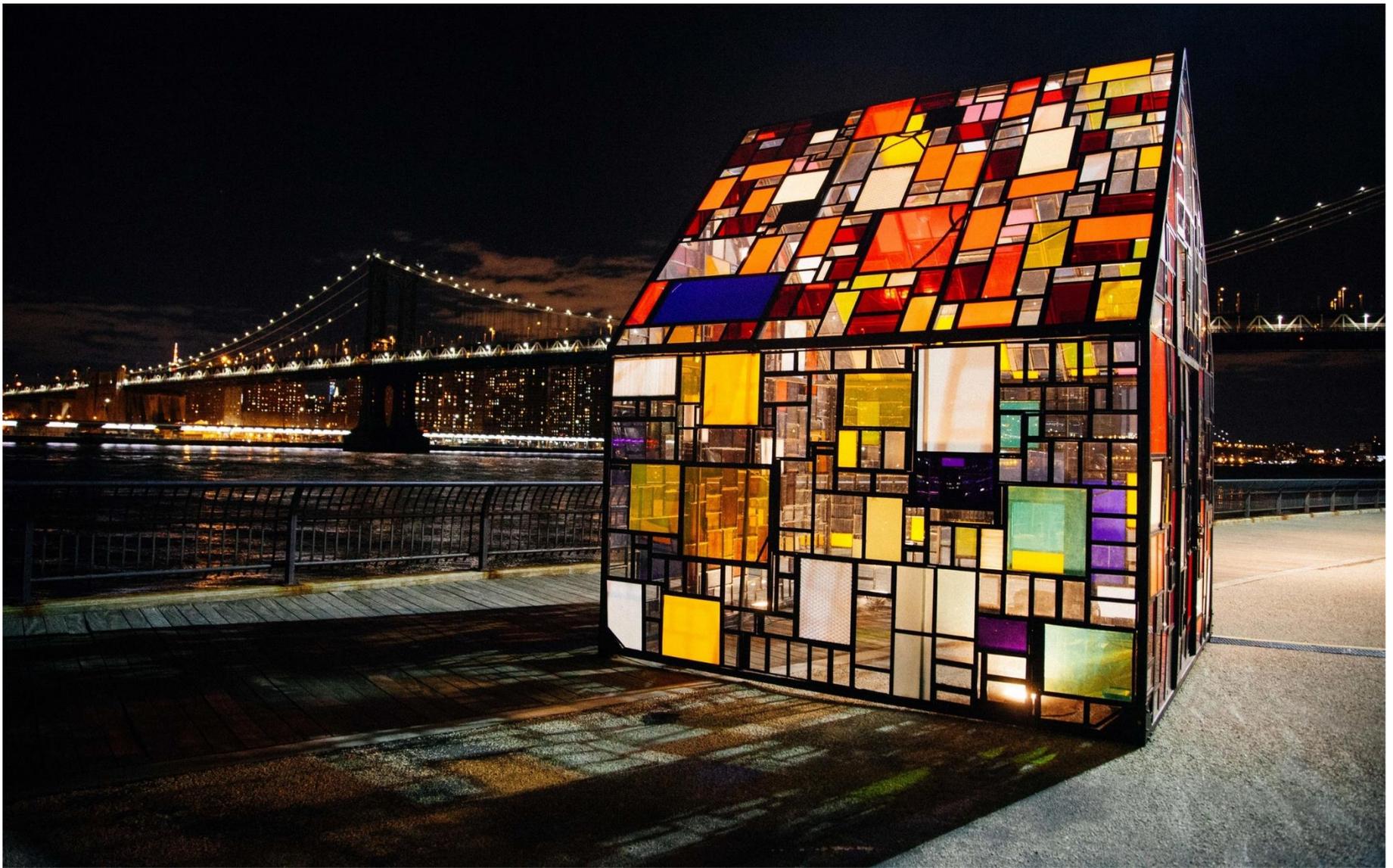
Enormous Market Opportunity

- 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

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

1. Source: National Center for Education Statistics



	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)	