

Investor Presentation

15 November 2018

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1. Overview

2. Growth
Highlights &
Strategy

3. Outlook

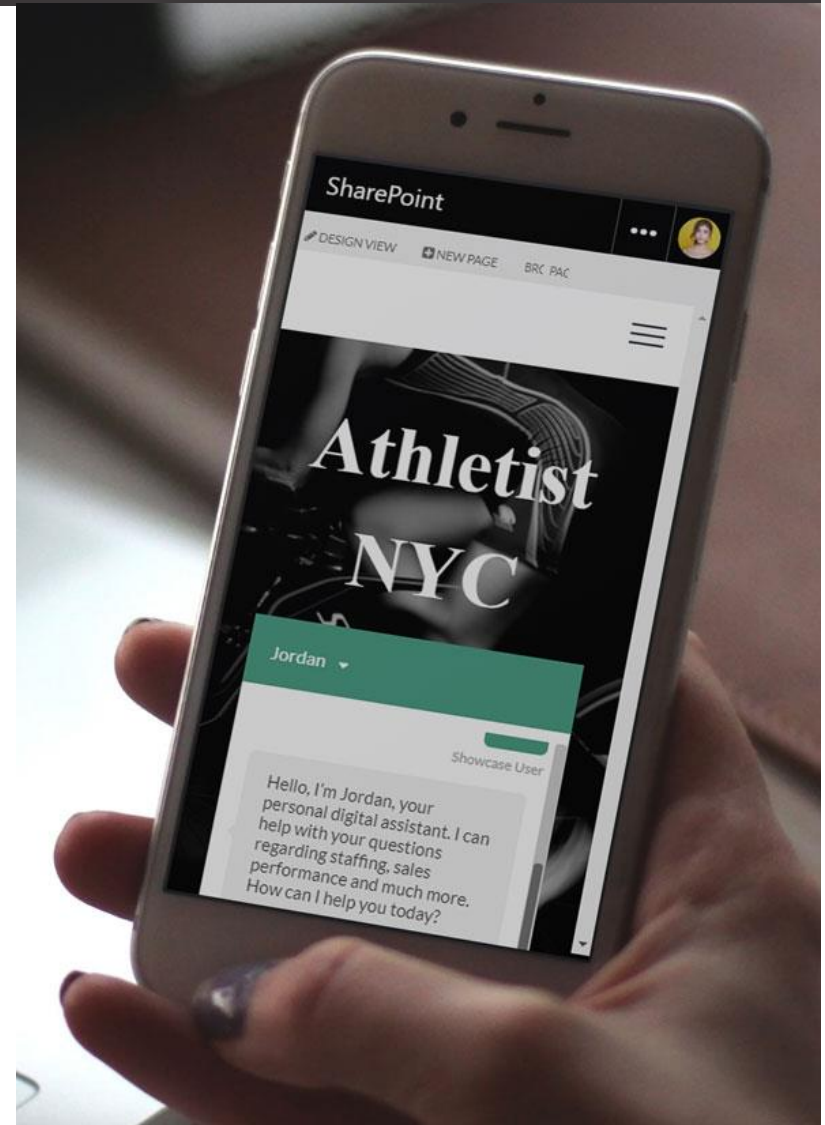




1. Overview

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

- Monetisation of product commenced in February 2015
- Listed on ASX in September 2015
- 272% y-o-y growth in annualised recurring revenue¹ to \$18.6m²
- 566 paying customers²
- Very large and growing addressable market
- Strong emphasis on product innovation, including Artificial Intelligence
- Close alignment and unique global relationship with Microsoft
- Directors (including founders) own 41%



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

2. As at 30 September 2018

Annualised recurring revenue (ARR)¹

+272%

yr-on-yr to **\$18.6m** as at 30 Sept 18

Paying customers

566

in just over 3.5 years²

ARR per customer

+167%

in year to 30 Sept 18

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 30 September 2018

2018 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)



MSUS Partner Award Winner
**MODERN WORKPLACE
TRANSFORMATION**










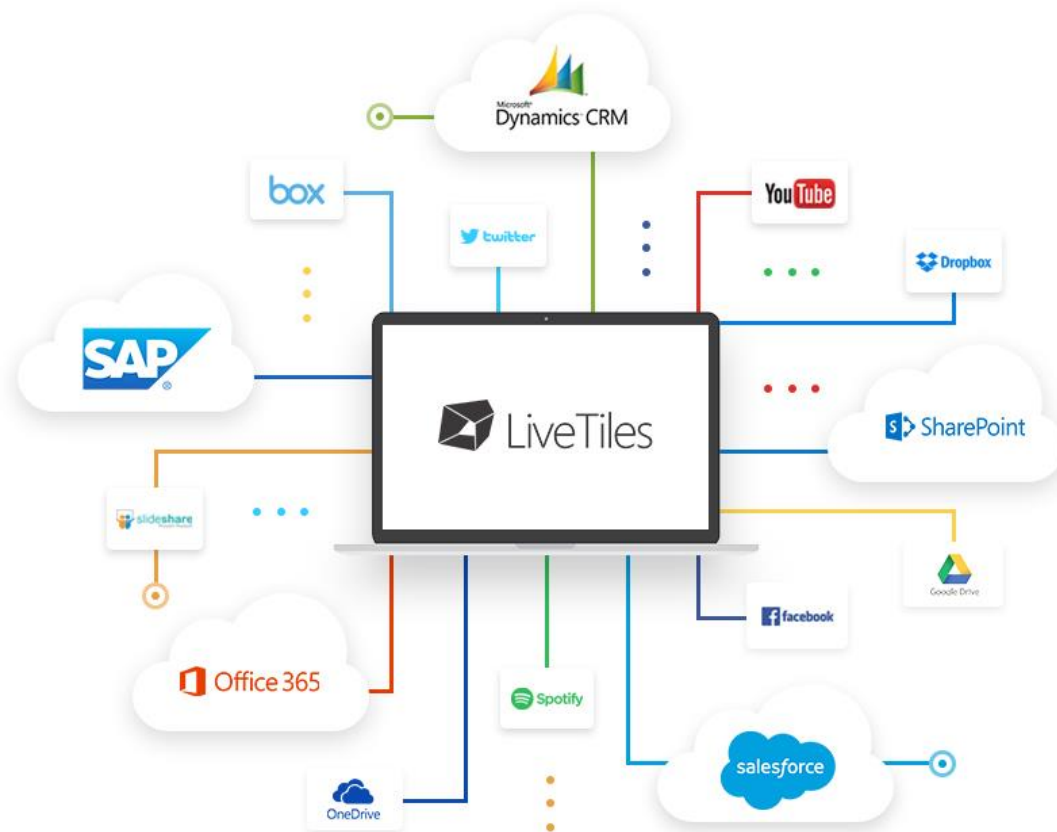
The Alconics

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



LiveTiles provides intelligent workplace software for the commercial, government and education markets

	Product	Description	Pricing Model
Software Platforms	 LiveTiles Design	<ul style="list-style-type: none"> Digital workplace on top of Microsoft SharePoint/Office 365 or hosted in Azure Targeting 200+ million SharePoint users and rapidly growing Azure platform 	Subscription per user (~US\$2/user/month with volume discounts)
	 LiveTiles Bots	<ul style="list-style-type: none"> An intuitive web-based tool built on Microsoft's Azure Bot Service, enabling users to quickly and easily create customised bots 	Subscription per organisation
	 LiveTiles Mosaic	<ul style="list-style-type: none"> Digital classroom software for the K-12 education market 	Currently free
	 hyperfish™	<ul style="list-style-type: none"> Next generation employee profile and directory management software 	Subscription per employee
Add-On Products	 LiveTiles MX	<ul style="list-style-type: none"> Customised mobile apps built from the LiveTiles responsive page canvas 	Subscription per mobile app (US\$490/month)
	 LiveTiles for SAP software	<ul style="list-style-type: none"> Easily integrates and surfaces content from SAP applications within LiveTiles pages 	Subscription per user (equivalent to LiveTiles Design pricing)
	 LiveTiles Intelligence	<ul style="list-style-type: none"> Provides insights and analytics into how a digital workplace is performing 	Subscription per user (50% uplift on LiveTiles Design Pricing)
Bundle	LiveTiles Intelligence Workplace	<ul style="list-style-type: none"> Combines LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles MX and Hyperfish 	Subscription per organisation



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

- ✓ Integrates seamlessly
- ✓ Rapid deployment
- ✓ Easy to use & configure
- ✓ Employee engagement & adoption
- ✓ Mobile friendly & device agnostic
- ✓ Significantly reduces custom development > cost effective
- ✓ Incorporates Bots and Artificial Intelligence

Large and fast-growing global market opportunity

US\$160b

global public cloud market

21.9% CAGR from 2016 to 2021¹

20x

growth in AI industry

from 2015>2024²

200+million

SharePoint users

major investment by Microsoft

+76%

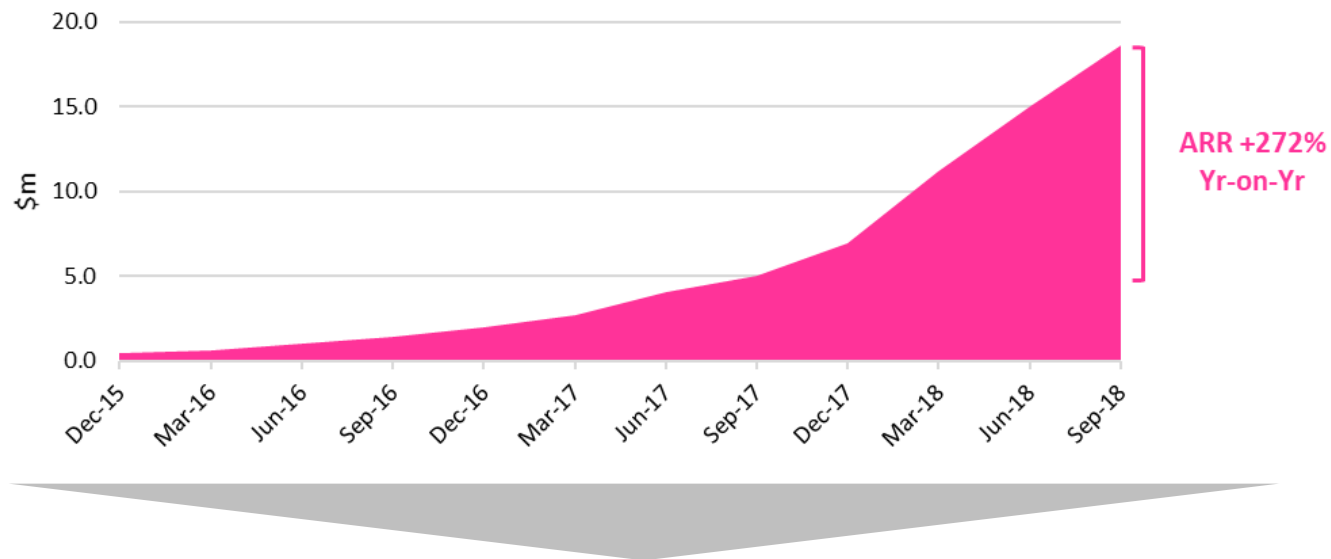
YoY growth

Microsoft Azure Revenue³



2. Growth Highlights & Strategy

Annualised recurring revenue growing rapidly



ARR +272%

yr-on-yr to \$18.6m as at 30 Sept 18

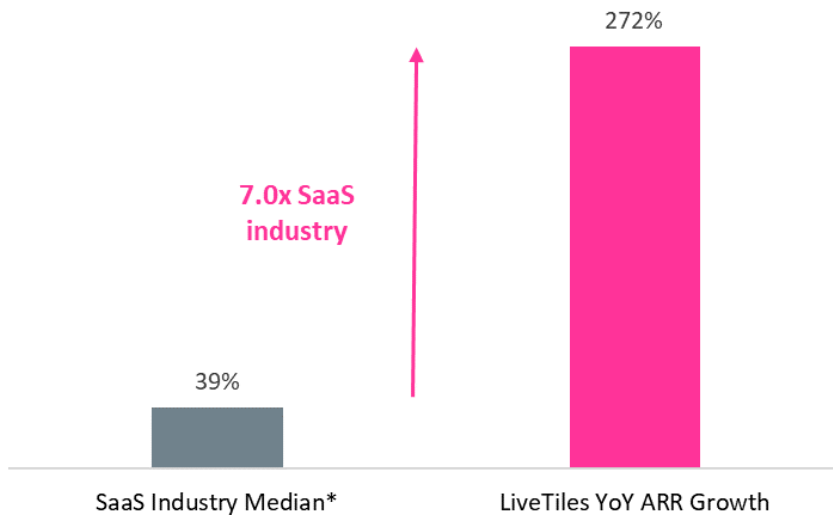
\$13.6m ARR

added in last 12 months

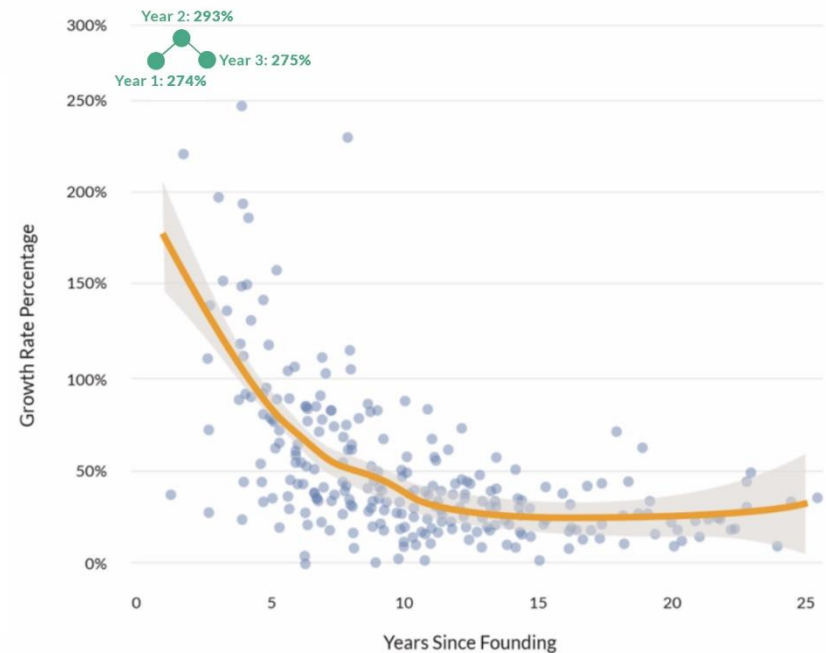
Strong growth

in sales pipeline

**LiveTiles is growing at 7x
the rate of the SaaS industry**



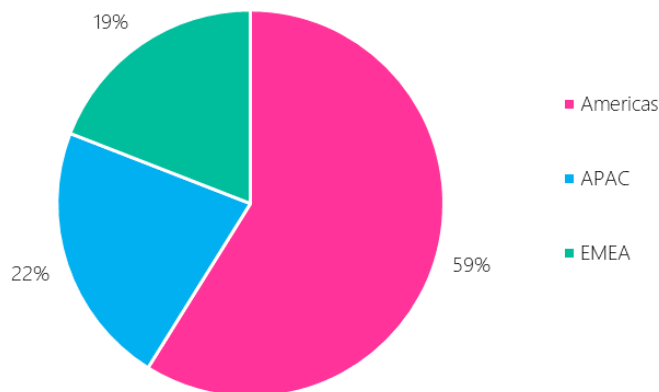
**LiveTiles ARR growth vs global
publicly-listed SaaS companies**



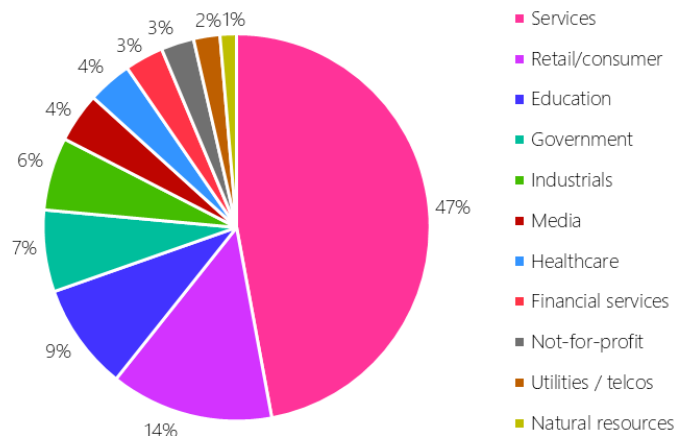
* Source: KeyBanc 2018 Private SaaS Company Survey
(for companies with >US\$5m ARR; 171 respondents)

Source: Thomas Tunguz, tomtunguz.com (with LiveTiles ARR growth rates added)

ARR by region¹



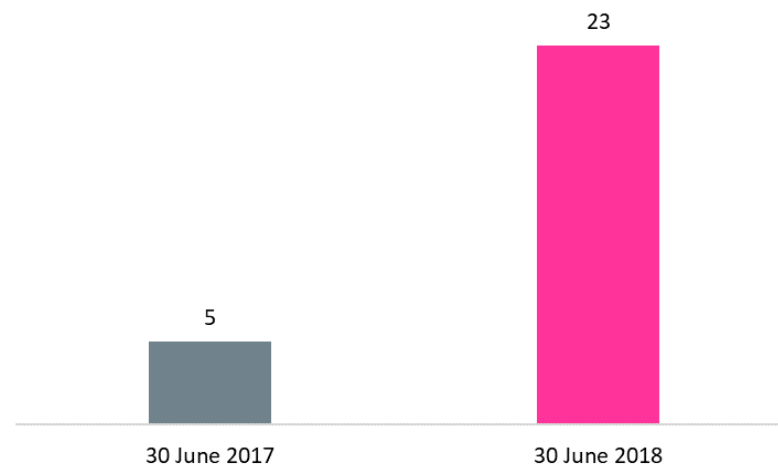
ARR by industry vertical¹



Recent customer highlights

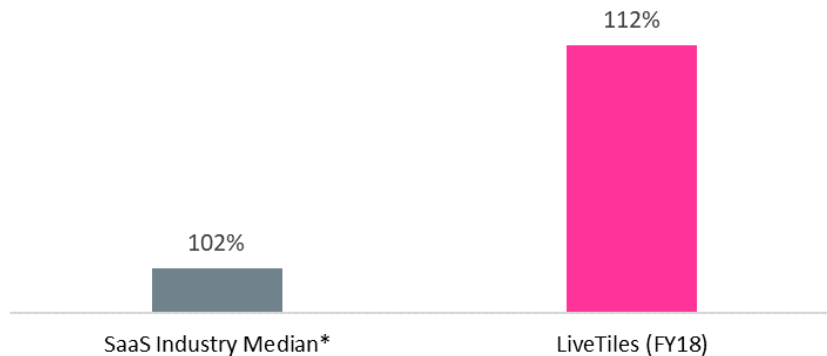
- Multinational media and entertainment conglomerate (USA)
- Large clothing and homewares retailer (USA)
- Major banking and payment services company (USA)
- Top-tier online stockbroking businesses (USA)
- Large logistics group (USA)
- One of the world's largest brewers (Europe)
- Major food manufacturer (UK)
- Large mining and metals company (Australia)
- Major government-owned corporation (Australia)

Strong growth in large accounts²

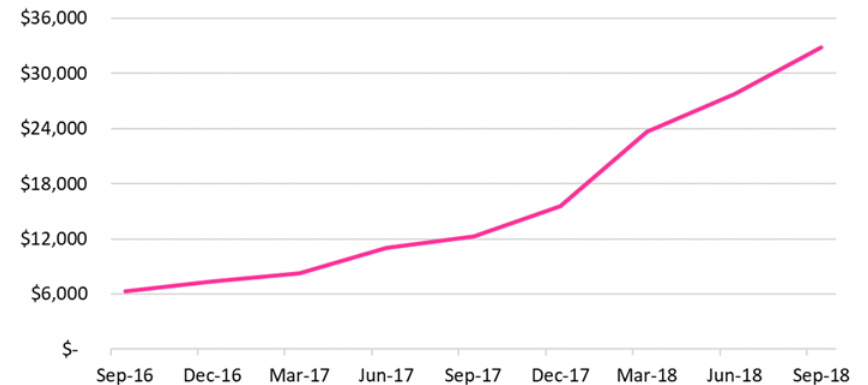


1. Annualised recurring revenue as at 30 June 2018. 2. Customers contributing ARR of at least \$100,000.


Expansion with existing customers has substantially exceeded churn



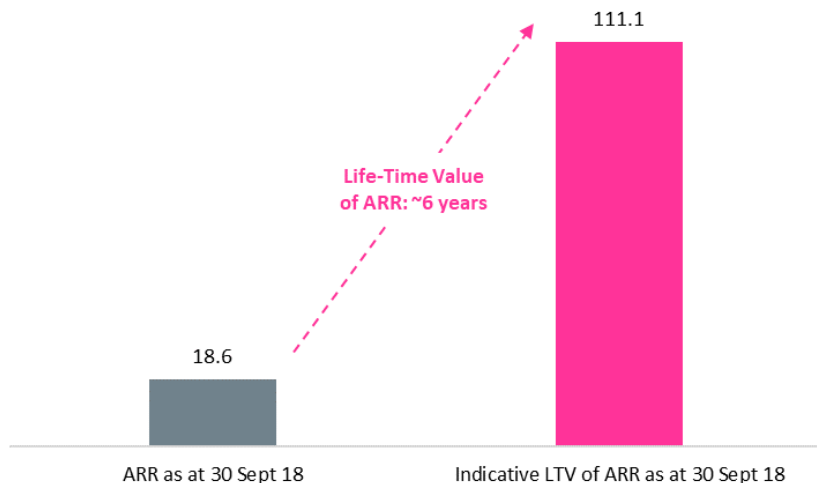
Average ARR per customer up 167% in last 12 months



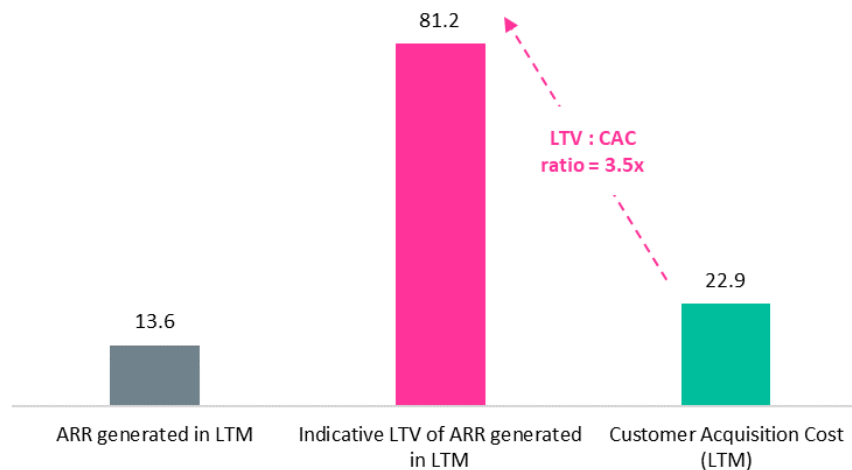
Multiple channels driving lead generation and monetisation with new and existing customers

PRODUCTS	LiveTiles Design, LiveTiles MX, LiveTiles for SAP, LiveTiles Bots, LiveTiles Intelligence			
CHANNEL	1 Direct	2 N3	3 Microsoft	4 Partner Channel
KPIs	<ul style="list-style-type: none"> # of paying customers ARR 	<ul style="list-style-type: none"> # of qualified opportunities ARR 	<ul style="list-style-type: none"> # of leads ARR 	<ul style="list-style-type: none"> # of transacting partners ARR
Recent Progress	<ul style="list-style-type: none"> ✓ 25 direct sellers (+17 in FY18) ✓ Driving growth in average deal size 	<ul style="list-style-type: none"> ✓ Dedicated team of 60 onboarded in Q4 FY18 ✓ >\$50 million sales pipeline generated since late May 2018 	<ul style="list-style-type: none"> ✓ Several co-marketing initiatives ✓ AI campaign in USA ✓ Frequent leads and customer references 	<ul style="list-style-type: none"> ✓ 101 transacting partners (+38% YoY)
 <div> <div>Paying Customers (ARR)</div> <div>Expand with existing customers</div> </div>				

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



Efficiency of Customer Acquisition Cost (\$m)



CAC has also generated large sales pipeline and driven early demand for AI products

ARR = Annualised Recurring Revenue.

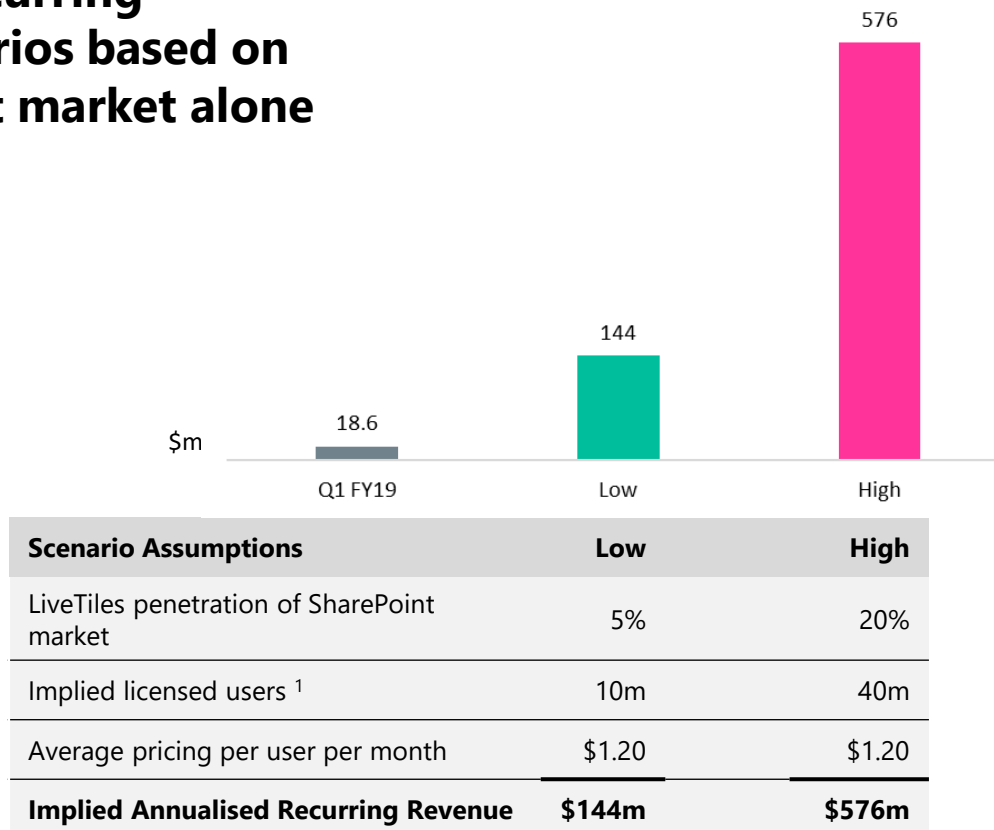
LTV = Life-Time Value. Assumes 95% gross margin, 92.5% net retention and a 10% discount rate.

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 Hyperfish CAC).

LTM = Last Twelve Months (to 30 September 2018)

Annualised recurring revenue scenarios based on the SharePoint market alone



- **Note: these are indicative scenarios based on the assumptions above, not forecasts or outlook statements**
- Scenarios do not include revenue from LiveTiles Design (Azure version), LiveTiles Bots, LiveTiles Intelligence, LiveTiles for SAP software, LiveTiles Mosaic or future LiveTiles products



3. Outlook

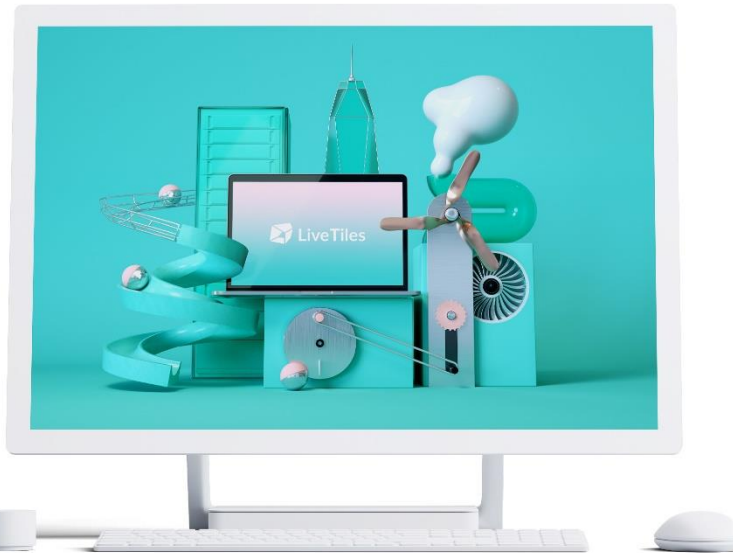
LiveTiles' key objective is to achieve ARR of \$100m by 31 December 2021

Strong growth in ARR

- Continued strong ARR growth driven by:
 - ✓ Focused direct sales & marketing strategy targeting larger enterprises
 - ✓ Conversion of large pipeline generated by N3 team in the United States
 - ✓ Ongoing co-marketing initiatives with Microsoft
 - ✓ Continued growth in partner/reseller distribution channel
 - ✓ Strong early demand for Artificial Intelligence products
 - ✓ Substantial 'expand' opportunity with existing customers

Improving operating cash flow

- Growing customer cash receipts
- Gross cash operating expenses expected to be lower in 2H FY19 vs 1H FY19



LiveTiles website:

www.livetiles.nyc

Videos:

www.youtube.com/c/livetiles

Social:

www.linkedin.com/company/livetiles/
www.instagram.com/livetiles/
www.facebook.com/LiveTiles/
www.twitter.com/livetilesui

