



ASX Announcement

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LiveTiles partners with New York government to drive North American expansion

- New York State and local governments to support the establishment of a new LiveTiles hub in Rochester, New York
- The hub more than doubles LiveTiles' global sales and marketing footprint, under the Company's strategic relationship with key Microsoft and marketing vendor, N3
- The establishment and growth of the Rochester hub will help drive LiveTiles' continued strong customer and revenue growth in North America

LiveTiles Limited (ASX:LVT) (LiveTiles or the Company) is pleased to announce it is partnering with New York's state and local governments to establish a North American Intelligent User Experience (IUX) Hub in Rochester, New York.

The IUX Hub is the location for LiveTiles' newly-established sales and marketing team created via the Company's strategic relationship with N3, as announced in February 2018. N3 is the leading outsourced sales and marketing execution vendor for Microsoft's Azure and Dynamics platforms. Based in Atlanta USA, N3 serves a global client base, which in addition to Microsoft, includes SAP, IBM and Cisco.

The new LiveTiles-N3 team of 60 people more than doubles LiveTiles' global sales and marketing resources and is expected to generate strong customer and revenue growth in North America.

New York's state and local governments have approved a funding package of up to US\$7.0 million to support LiveTiles' growth in the region, through a combination of grants and tax credits over the next five years. Based on the current level of jobs created via LiveTiles' agreement with N3 (a team of 60 sales and marketing people), LiveTiles expects to receive grant funding of approximately US\$1.5 million over the next 12 months.

This partnership follows LiveTiles' success in securing several government customers in the United States to date, including the US Department of Defense, the US Department of State and numerous local governments. The very large public sector in the United States represents a significant growth opportunity for LiveTiles.

New York Governor, Andrew M. Cuomo said: "LiveTiles' decision to establish their North American Hub in Rochester's Downtown Innovation Zone is proof positive that our economic development investments to drive growth and enterprise are working, and this state-of-the-art company will bolster our efforts to move the Finger Lakes economy forward."



Karl Redenbach, LiveTiles Co-Founder and CEO, said: “We are excited to be partnering with the New York government to accelerate our growth in North America. We expect the newly-established LiveTiles-N3 team will generate strong and highly scalable customer and revenue growth for LiveTiles.”

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About LiveTiles:

LiveTiles is a global software company headquartered in New York, with operations in Seattle, Tri-Cities (Washington State), San Francisco, Los Angeles, Chicago, Minneapolis, North Carolina, London, Zurich, Amsterdam, Sydney, Melbourne, Brisbane and Hobart. LiveTiles offers intelligent workplace software for the commercial, government and education markets, and is an award-winning Microsoft Partner. LiveTiles’ products comprise LiveTiles Design, LiveTiles Bots, LiveTiles Intelligence, LiveTiles for SAP Software, LiveTiles MX 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.