LiveTiles

LiveTiles Limited
Investor Presentation
27 February 2020

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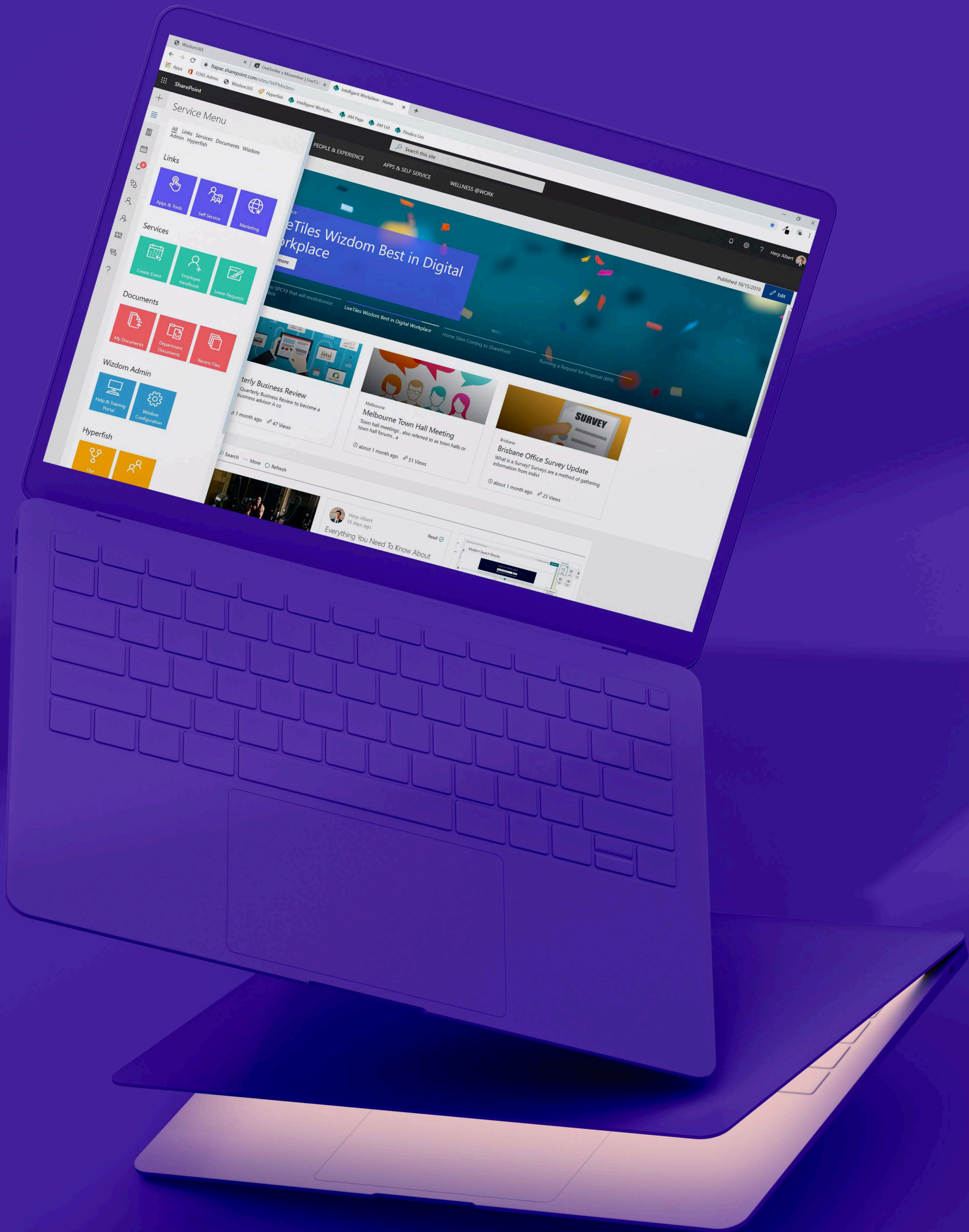
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SNAPSHOT &
KEY HIGHLIGHTS

LiveTiles

SNAPSHOT

LiveTiles is a rapidly growing enterprise SaaS company headquartered in New York City.

- Cloud-based intelligent workplace software for organisations
- First paying customer in February 2015
- Listed on ASX in September 2015 (ASX: LVT)
- $52.7m of annualised recurring revenue (ARR)[1], with target of achieving $100m of ARR in the short term
- >1,000 recurring revenue customers across every major industry vertical[1]
- ~225 employees in the US, UK/Europe and Australia
- Large and rapidly growing addressable market
- Strong emphasis on product innovation, including Artificial Intelligence
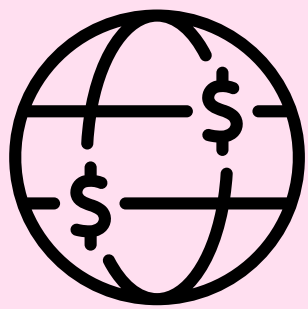- Close alignment and unique global relationship with Microsoft
- Co-founders own 23%

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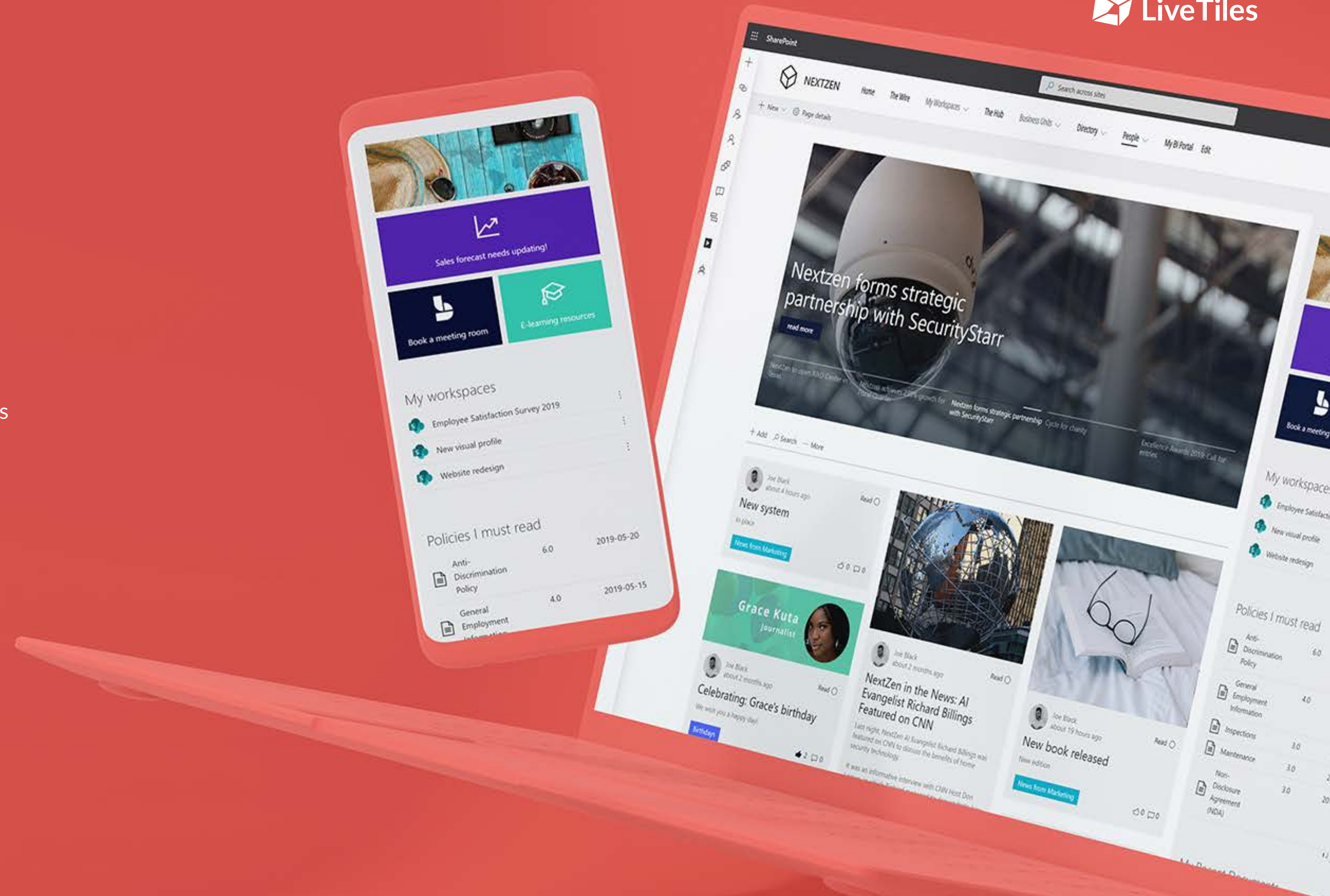
1. As at 31 December 2019. Annualised recurring revenue (ARR) represents committed, recurring revenue on an annualised basis.
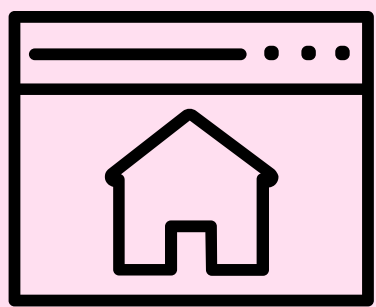
![LiveTiles logo]

KEY HIGHLIGHTS

Clear global market leader

#1 global market position[1]; ARR up 7.6x in 2 years to $52.7 million; Recurring SaaS subscription revenue with strong gross margins at an efficient customer acquisition cost; Targeting $100m ARR in the short term

Strong customer value proposition

LiveTiles software deploys intranets swiftly, at significantly lower cost, with a superior employee experience than custom-developed intranets

Intranet "home page" strategic value

Intranets are the "home page" of an organisation. LiveTiles connects employees with their workplace technology, enabling them to do more within a common platform
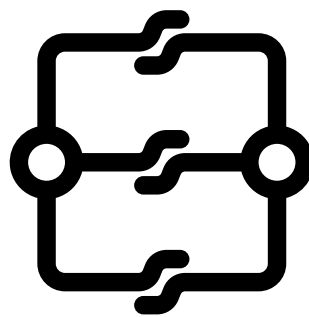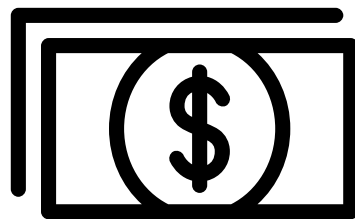
Extending the intranet platform

The LiveTiles intranet platform includes integrations to 3rd party applications, analytics and AI-powered employee profiles and chatbots
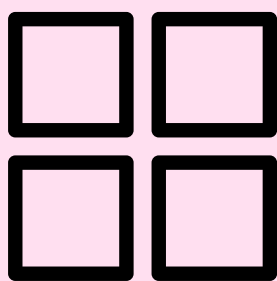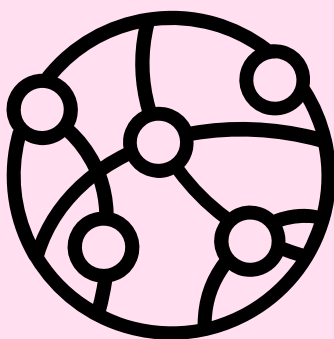
Close Microsoft alignment

Strong Microsoft relationship, product fit and roadmap alignment

Large addressable market

Targeting a ~$14 billion addressable market of ~300k potential customers[1]

Global presence

~225 employees in the US, UK/Europe and Australia, augmented by partner channel

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1. Refer to pages 14 & 15.

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BUSINESS OVERVIEW

LiveTiles

INTRANETS EXPLAINED

Intranets are the home page for employees and an increasingly important part of the evolving 'Intelligent Workplace'.

What is an Intranet?

- An Intranet is a solution deployed across an entire organisation, designed to be the primary tool employees use day-to-day to gather all the relevant information for each person to do their job most effectively
- The Intranet includes capabilities like corporate communications, employee search, collation of links to other key systems and enterprise search

Why are Intranets important?

- Intranets are considered to be the employees' home page within an organisation
- Intranets are one of the few systems outside email that every connected employee touches
- An effective Intranet promotes employee communication, collaboration and productivity
- Without an effective Intranet, employees can struggle to navigate through an increasingly complex and chaotic workplace with many disparate applications and systems
- A connected Intranet, powered by Intranet software, is the key hub within the evolving Intelligent Workplace

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ADDRESSING CUSTOMER PROBLEMS

Our Intelligent Intranet Platform solves a range of critical problems and opportunities faced by organisations around the world.

Customer Problems...

- High cost to build and maintain – customised coding and project management for new intranets and ongoing changes to content

- Long project delivery timeframes – delivered product out of date by completion

- Old world intranets lack integration to modern workplace applications – employees must switch between a growing number of applications, hampering productivity

- Poor employee experience, engagement and adoption

- Intranets typically not mobile friendly

- Intranets are the home page of the organisation and have not kept pace with modern public cloud and SaaS offerings, including AI

...Solved by LiveTiles

- Significantly reduces custom coding – disrupting traditional intranet model – far more cost effective

- Rapid deployment

- Integrations to 3rd party apps enable a single user experience and enable organisations to control the chaos with supported workplace applications

- Employee engagement, adoption and productivity

- Mobile friendly and device agnostic

- Incorporates Bots and Artificial Intelligence
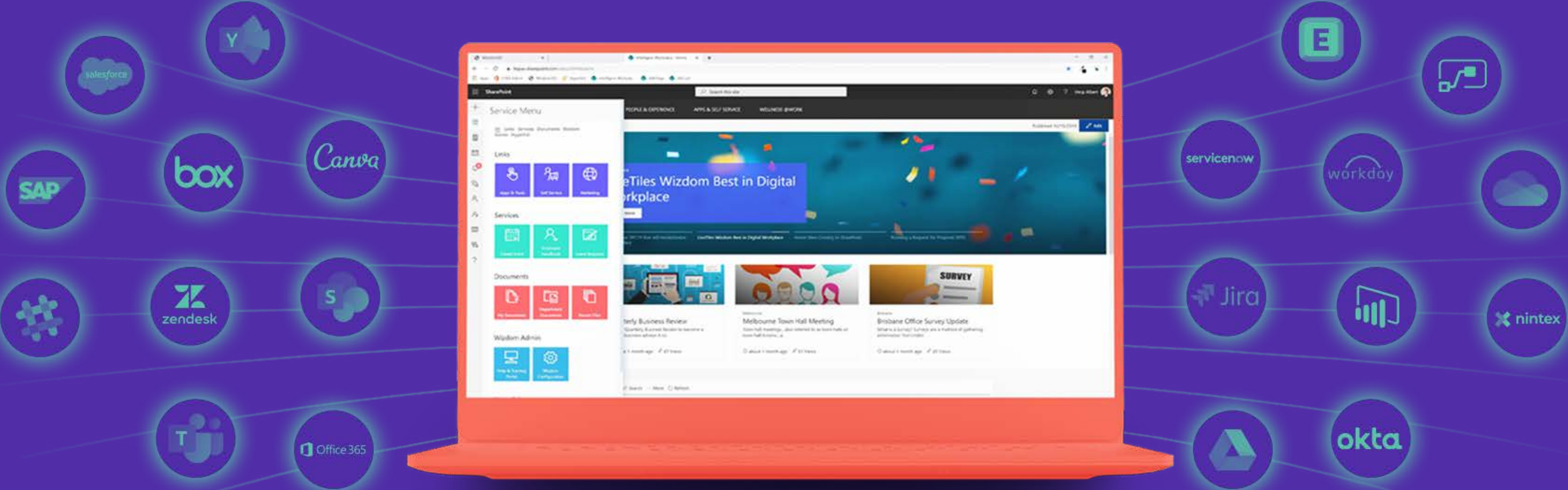
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REDEFINING THE INTRANET

Our Intelligent Intranet Platform is the foundation of LiveTiles,
connecting many disparate applications through
a single user experience

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BROAD DIGITAL WORKPLACE OFFERING...

LiveTiles is now the largest global digital workplace provider and the only offering addressing the needs of organisations of all sizes and work styles with a modular product and customer success offering

Design-Driven

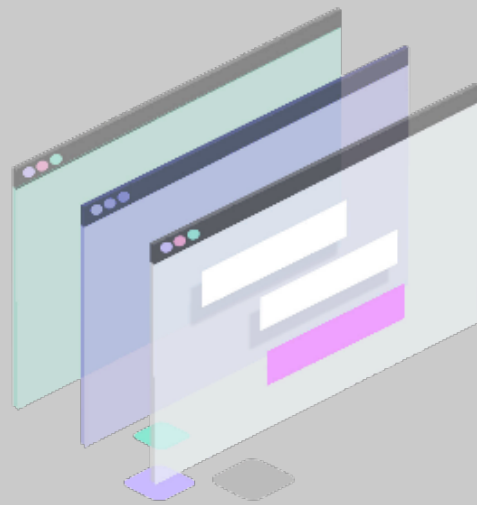Deliver content and data from any source in a holistic, cohesive and consistent experience

LiveTiles Page Designer
LiveTiles Cloud

Comprehensive

Full-blown intelligent intranet, powering internal communications and collaboration, meeting even the most demanding governance needs

Wizdom Intelligent Intranet

Lightweight

Low-touch hub approach to provide easy, personalised access to content and tools, consistent navigation and a great search experience

MatchPoint Hub

Mobile-first

Pocket intranet to reach, engage and align the entire workforce with a focus on non-desk/front-line workers

Condense Employee App

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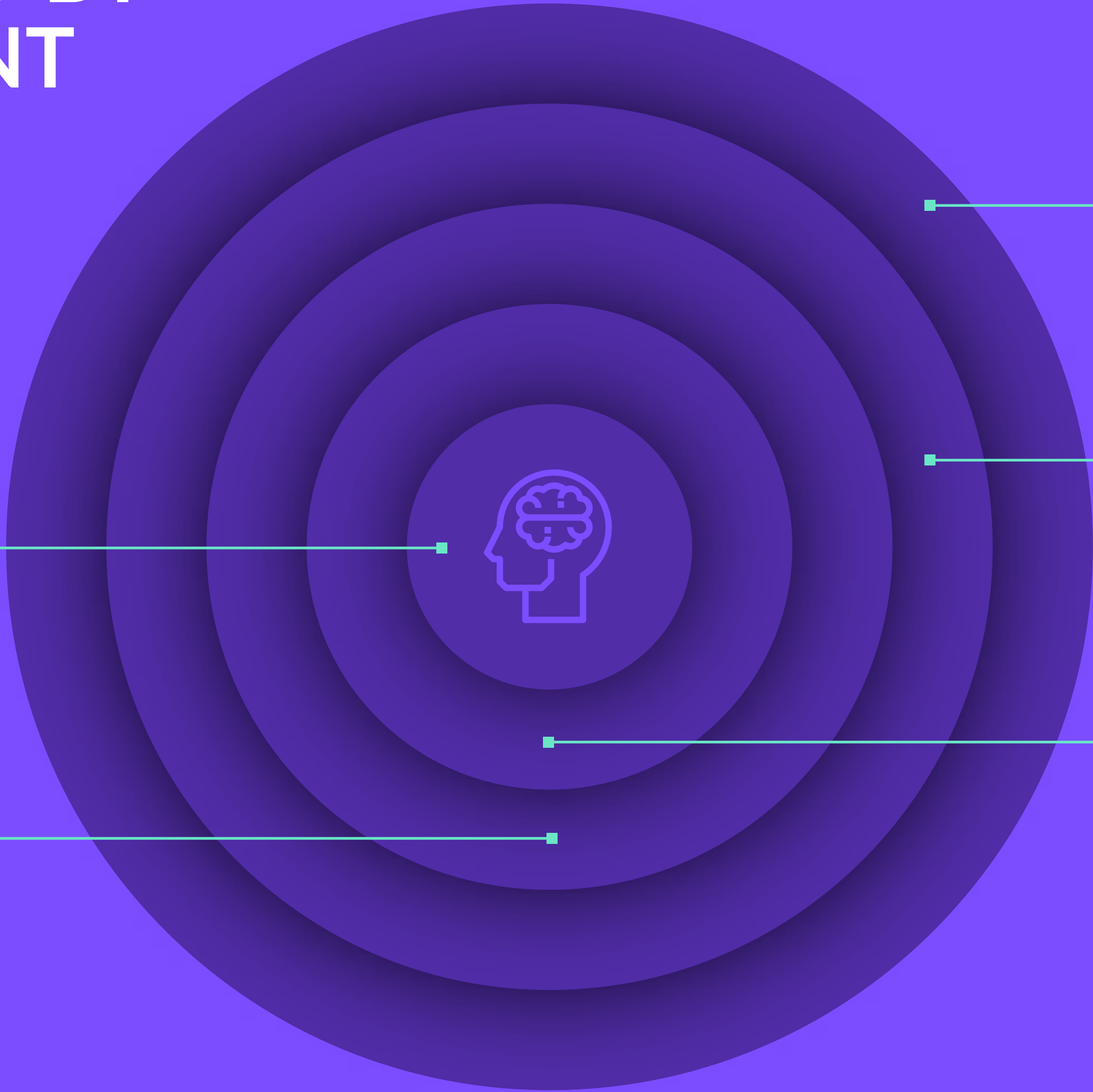
USERS

CUSTOMERS

CHANNEL PARTNERS

LIVETILES INTELLIGENT WORKPLACE SOFTWARE

MICROSOFT

Engaged user community

Substantial user base with LiveTiles-powered intelligent intranets often the first page used by employees each time they use a browser. Further, our PowerPanel provides an omnipresent experience across applications including browser, Microsoft Teams and more

Growing customer adoption of intranet software

Over 1,000 enterprise and government customers have subscribed to at least one LiveTiles product across the US, Europe and Asia-Pacific

Delivering digital workplace outcomes to customers

LiveTiles platform delivered (with associated upfront services) via LiveTiles' reseller and services partners in conjunction with the LiveTiles customer success team

More than a vendor

Low/no code intelligent intranet software extends Microsoft foundations and connects to in-house and 3rd party applications

Underlying platforms

LiveTiles technology utilises Microsoft technology foundations, deployed to customers via Office365 or Azure

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03
GLOBAL MARKET OPPORTUNITY

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$14 BILLION GLOBAL MARKET OPPORTUNITY

Microsoft Office365 Customer Base[1]

170,000 enterprise customers

130,000 SMB customers (>100)

100,000 SMB customers (<100)

300,000 Potential customers

- >800 employees
- 100-800 employees
- <100 employees
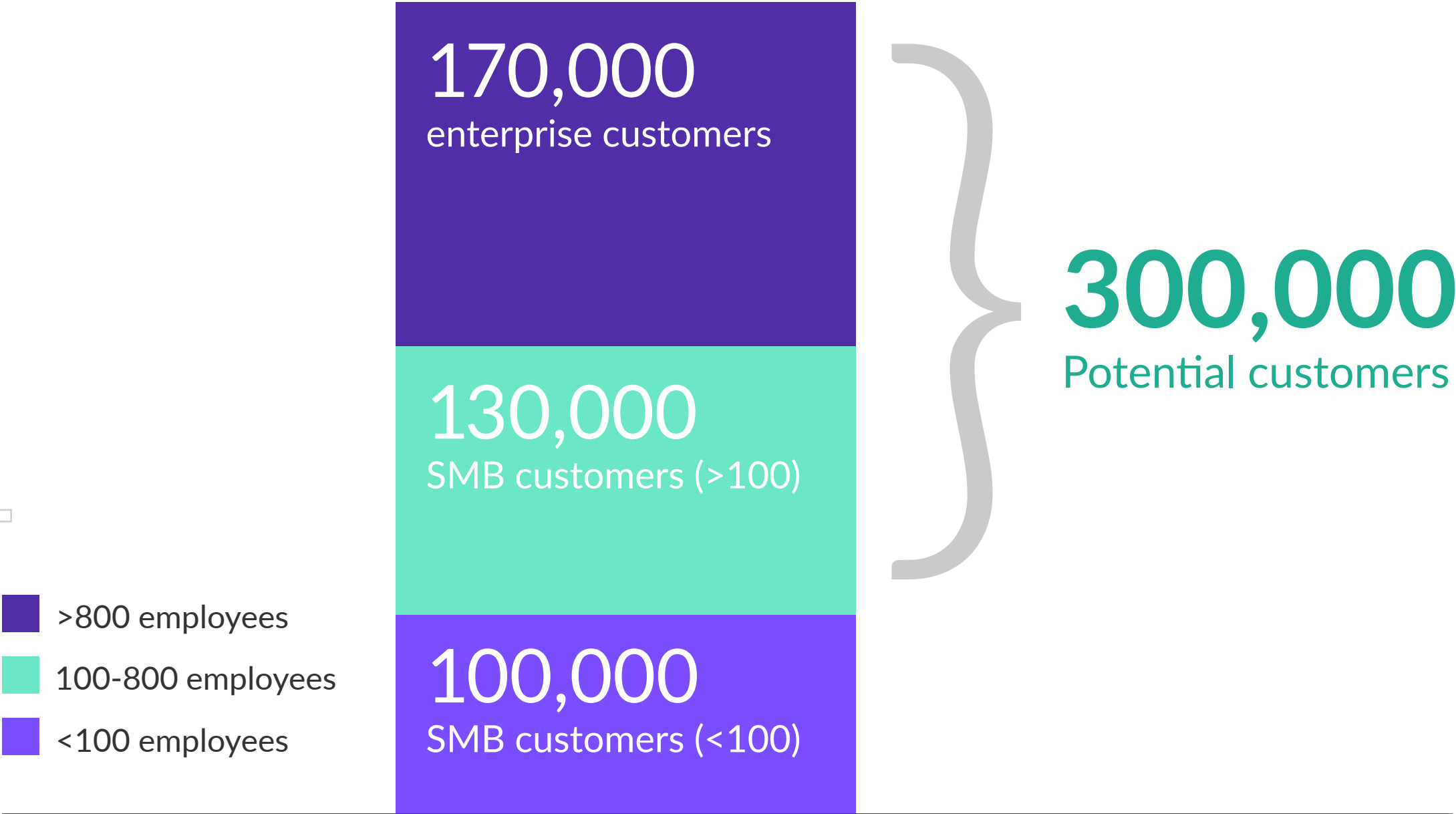
Total Potential Addressable Market

Segment	Potential Customers	Estimated ARR per Customer	Potential Addressable Market
Enterprise (>800 employees)	170,000	$60,000	$10.2 billion
SMB (100-800 employees)	130,000	$30,000	$3.9 billion
Total	**300,000**	**$46,667**	**$14.2 billion**

Each 1% market penetration = ~$140m ARR

- Almost all organisations with >100 employees utilise some form of intranet or employee portal
- Strong growth in Microsoft's Office365 Commercial revenue: +30% YoY[2]

1 LiveTiles estimates.
2 Microsoft Q2 FY20 earnings release (constant currency basis).

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MARKET PENETRATION

Large and rapidly-growing addressable market of ~300,000 organisations

Software-based intranets are in the early stages of replacing custom-coded intranets

- LiveTiles is the clear global market leader with software revenue more than 4x larger than its nearest competitor
- Most competitor software vendors are embedded within systems integrator (consulting) businesses
- Internal organisation intranets and portals have historically been custom-coded - common frustrations with cost, lack of features and lack of dynamic change
- LiveTiles pioneered the market for low/no-code intranet software in 2015
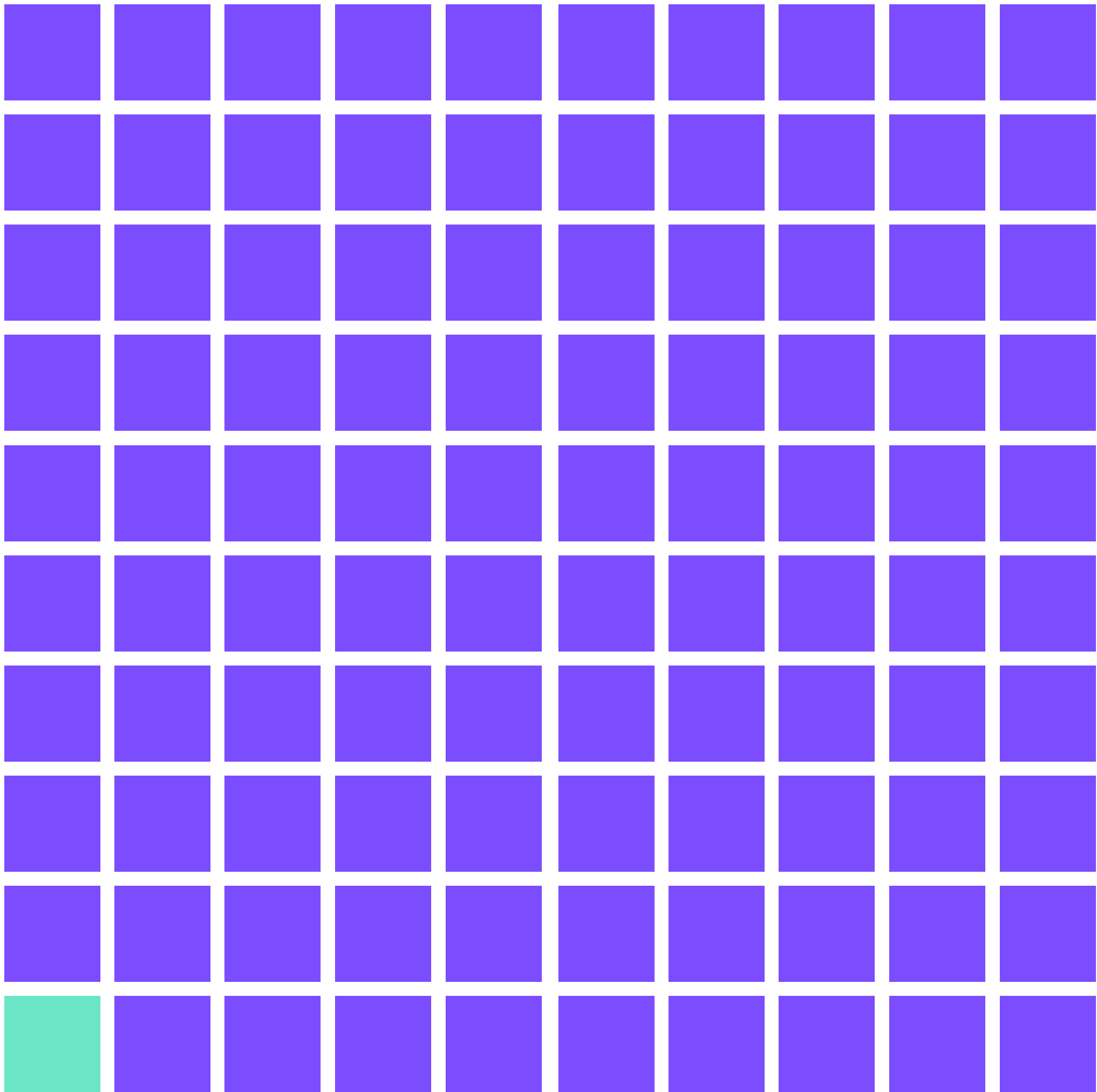
■ Potential addressable market (300,000 organisations)

■ Current market penetration of intranet software (~1%)

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BUSINESS UPDATE

LiveTiles

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1H FY20 RESULTS HIGHLIGHTS

Cash balance

$46.6m

At 31 December 2019

External debt

nil

At 31 December 2019

Subscription and services revenue for the 6 months to 31 December ($m)

0.7	1.9	5.7	17.9
Dec 16	Dec 17	Dec 18	Dec 19

Up 201% from prior year

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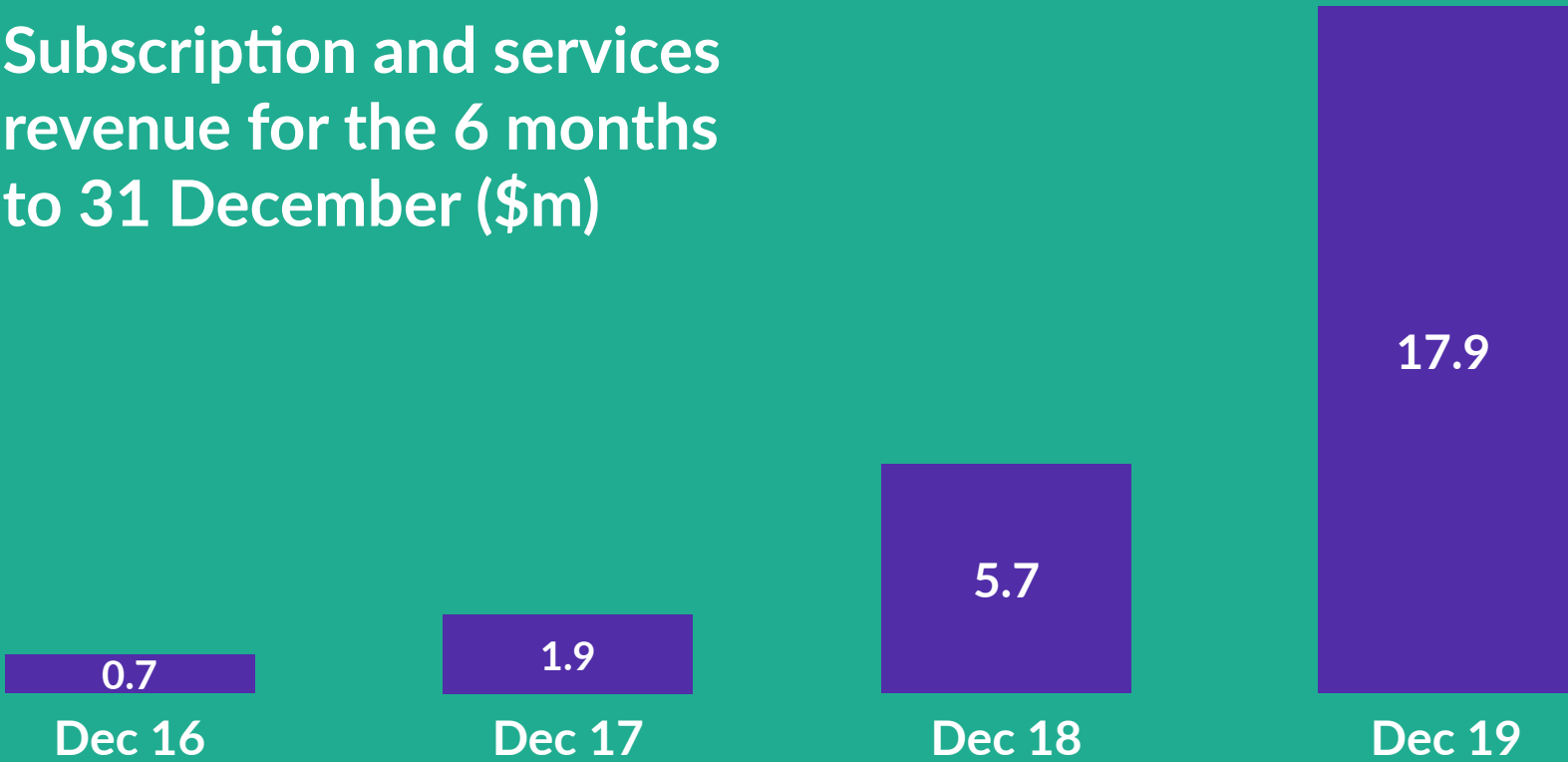
STRONG RECURRING REVENUE GROWTH IN 2019

Year-on-year ARR growth ($m)[1]

Legend:
- Organic ARR
- Acquired ARR

Bar chart values:
- Dec 17: 6.9
- Dec 18: 22.9 (0.4)
- Dec 19: 52.7 (13.1)
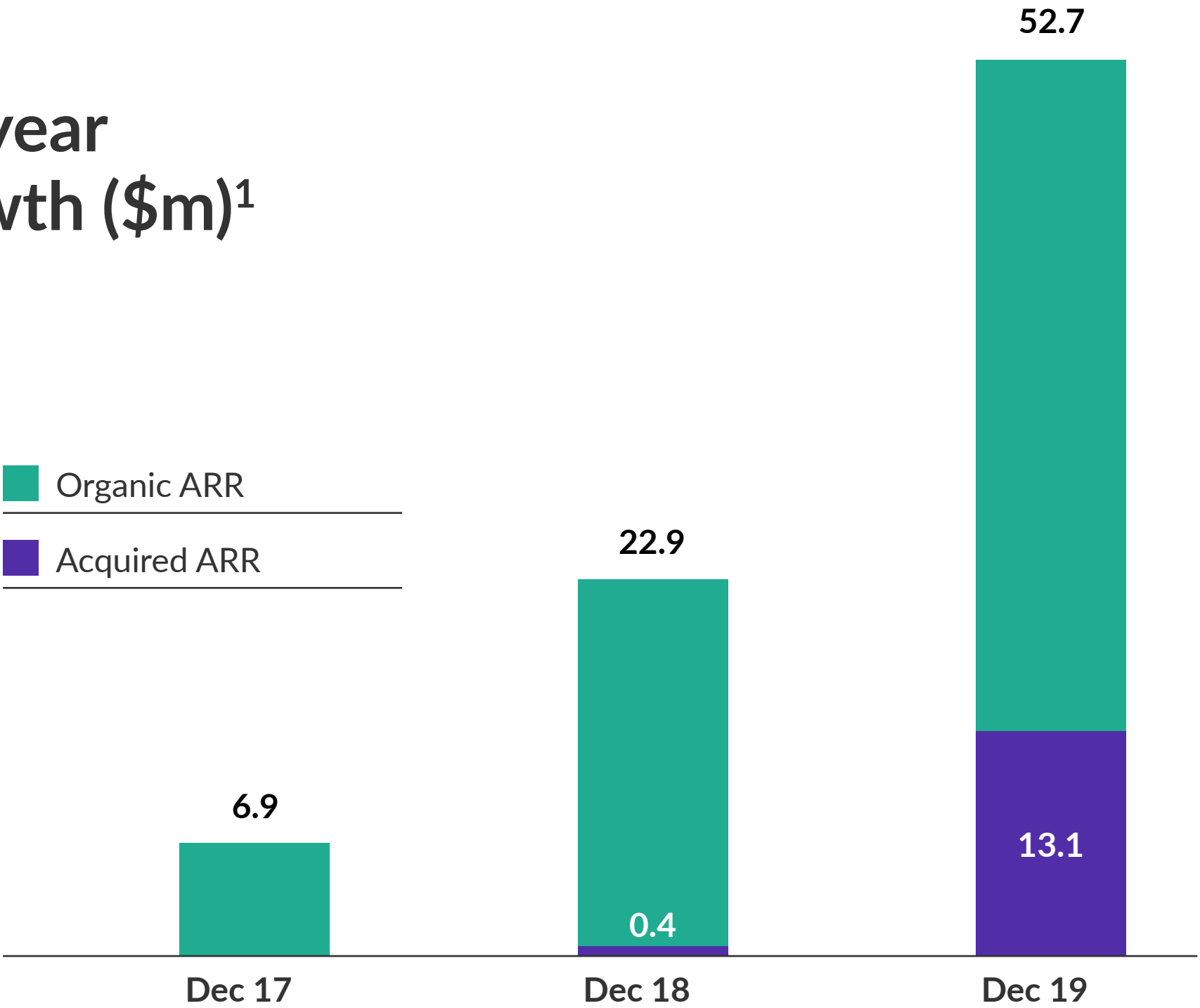
- CY19 ARR growth: 130% (73% organic ARR growth)
- Strong organic growth supplemented by complementary acquisitions
- Strong pipeline of sales opportunities

Average ARR per customer up 33% in CY19

Line chart, $ axis (0 to 60,000), quarters Q4 FY17 through Q2 FY20.
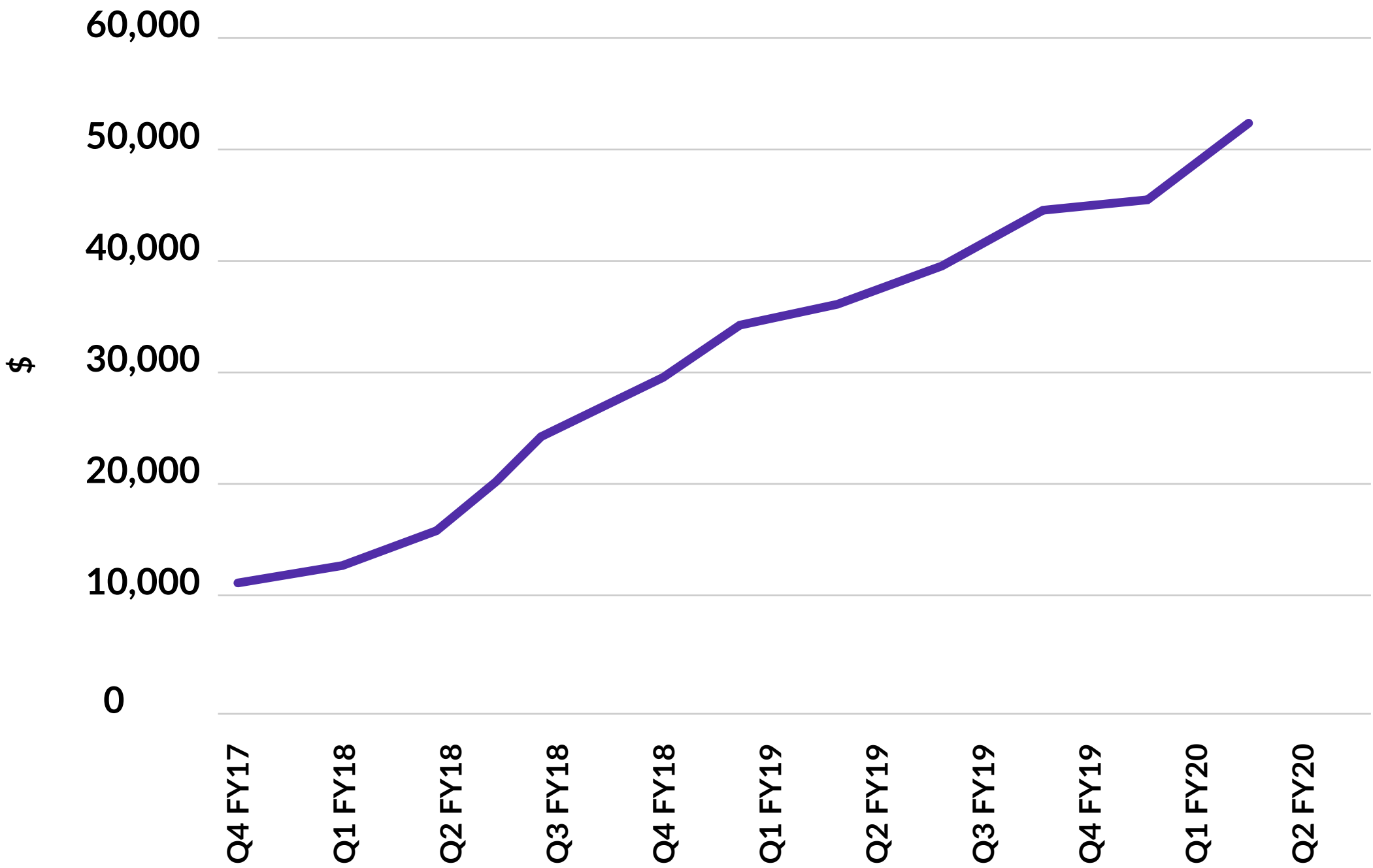
- Strong growth in average ARR per customer driven by:
  – A higher proportion of new enterprise customers
  – Product cross-sell / bundling
  – Increased penetration of existing customers

1. Acquired ARR comprises CYCL's ARR as at 30 September 2019 ($4.7m), Wizdom's ARR as at 31 December 2018 ($8.0m) and Hyperfish's ARR as at 30 June 2018 ($0.4m)

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LIFETIME VALUE VS ENTERPRISE VALUE

LiveTiles' LTV has grown by 7.6x in 2 years to $350m[1]
LiveTiles is currently trading at a 44% discount to LTV[2]

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Growth in LTV versus current Enterprise Value ($m)

44% discount to LTV

LTV up 7.6x in 2 years

350

197

152

46

| LTV (Lifetime value) at 31 Dec 17 | LTV at 31 Dec 18 | LTV at 31 Dec 19 | Current Ent. value |
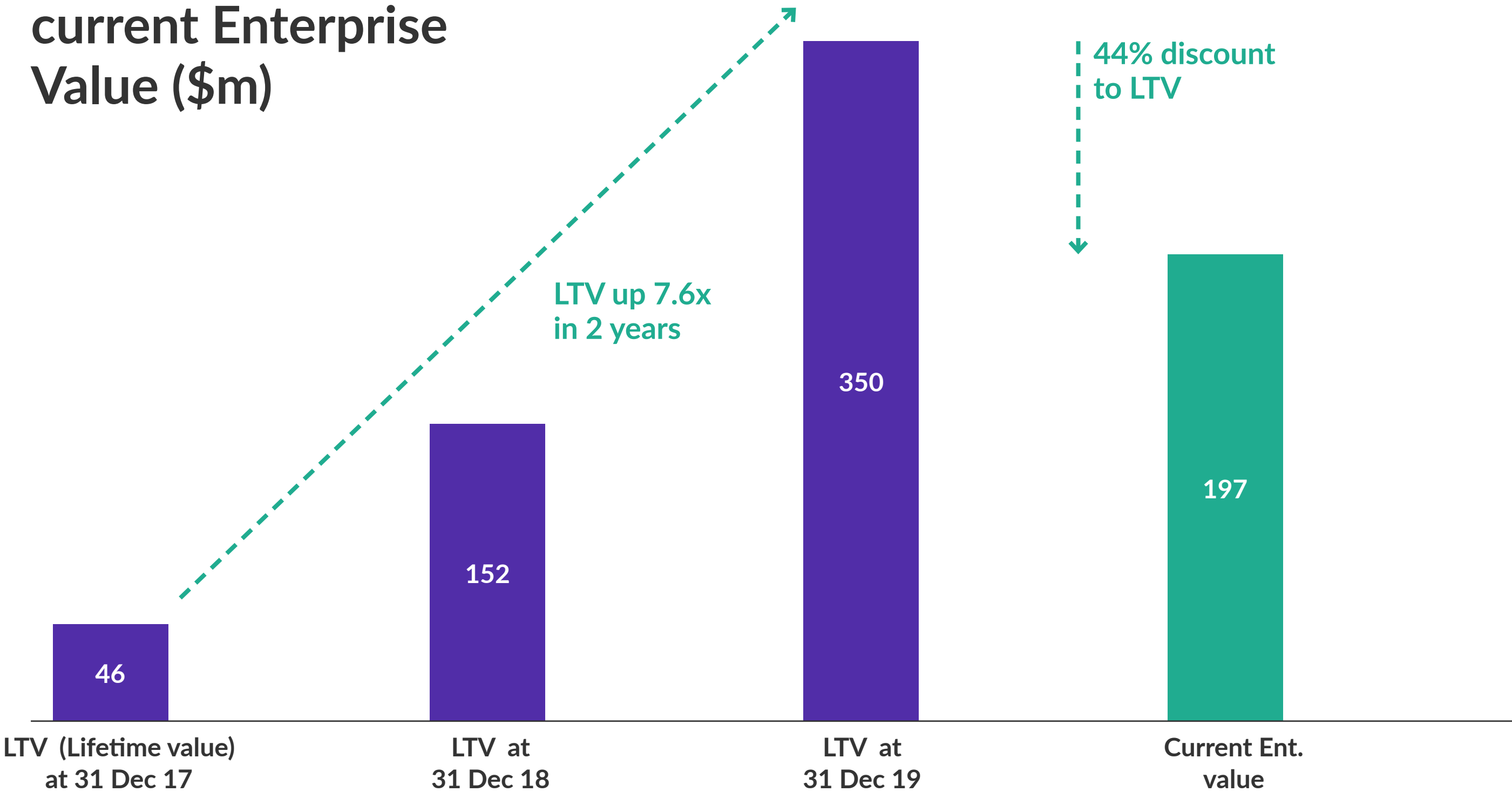
1. LTV = Lifetime Value. Assumes 80% gross margin, 95% net retention and an 8% discount rate. Gross margin assumption reflects mix of recurring product and services revenue following the acquisitions of Wizdom and CYCL. Net retention = (ARR expansion from existing customers less churn in trailing 12 months) / ARR at beginning of 12 month period.
2. Based on LiveTiles' Enterprise Value (market capitalisation as at 25 February 2020 less net cash as at 31 December 2019)

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SUBSTANTIAL CASH FLOW IMPROVEMENT

Strong Growth in Customer Cash Receipts (TTM)[1]
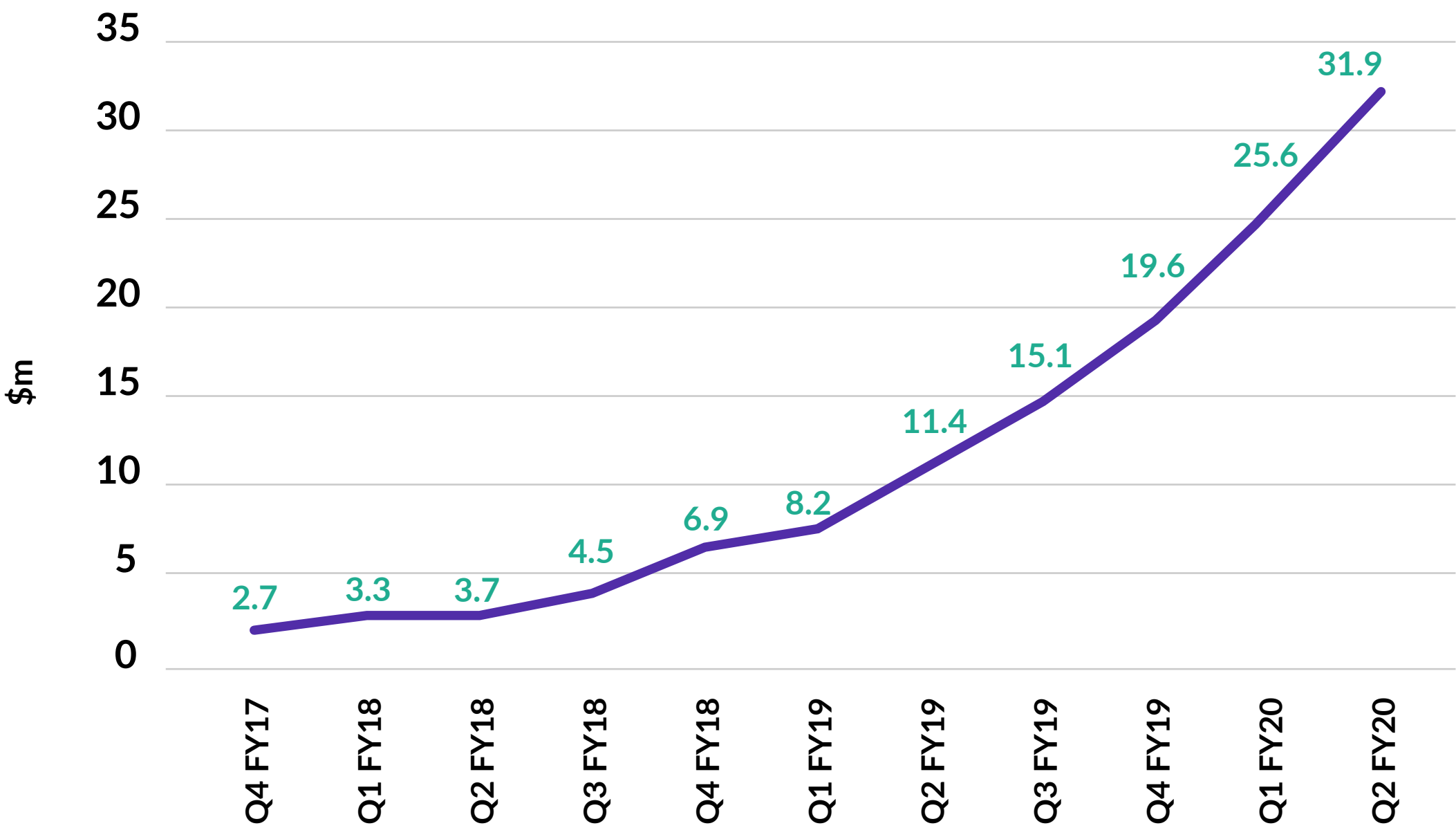
- Strong growth in customer cash receipts throughout CY2019
- Q2 FY20 customer cash receipts up 154% on the prior corresponding quarter

Improving Net Operating Cash Flow (TTM)[1]
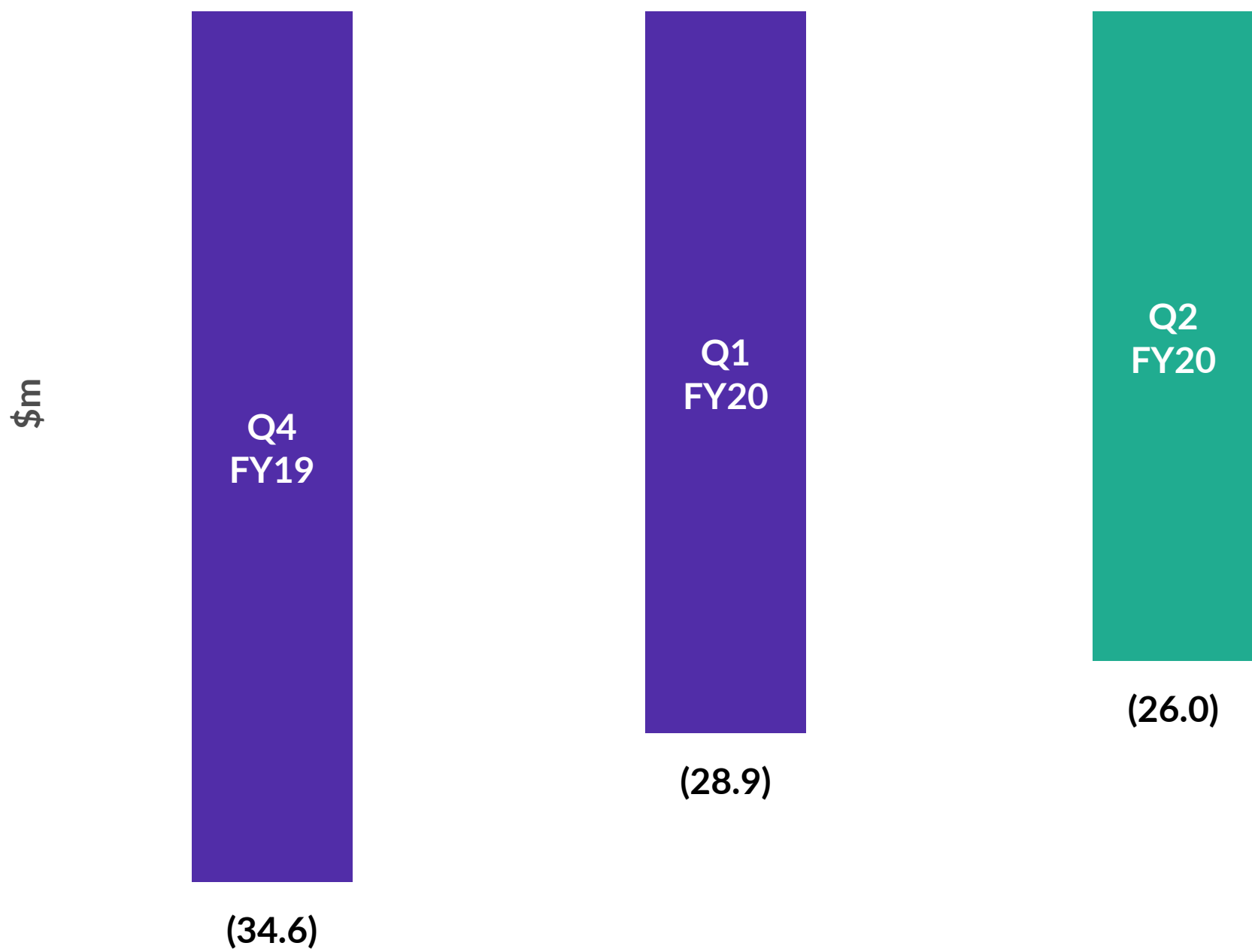
- Consistent improvement in net operating cash flow in recent quarters
- Strong growth in cash receipts combined with operating cost discipline

1   TTM = Trailing Twelve Months

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PATH TO BREAKEVEN

Strong organic growth and cost discipline has put LiveTiles on a path to breakeven in the short term

- On a run-rate basis, LiveTiles' pro forma operating cash burn is $14.7m
  - LiveTiles generated $16.7m of organic ARR growth in CY2019
  - LiveTiles had TTM operating cash burn of $35m as at 30 June 2019 and $26m as at 31 December 2019
- Clear focus on efficient organic growth, together with cost control, to accelerate the Company's path to breakeven

Run-Rate Revenue vs Run-Rate Opex ($m)[1]

ARR as at 31 Dec 19	Non-recurring revenue run rate	Total revenue run-rate	Pro forma operating cash burn	Cash opex run-rate
52.7	7.0	59.7	14.7	74.4
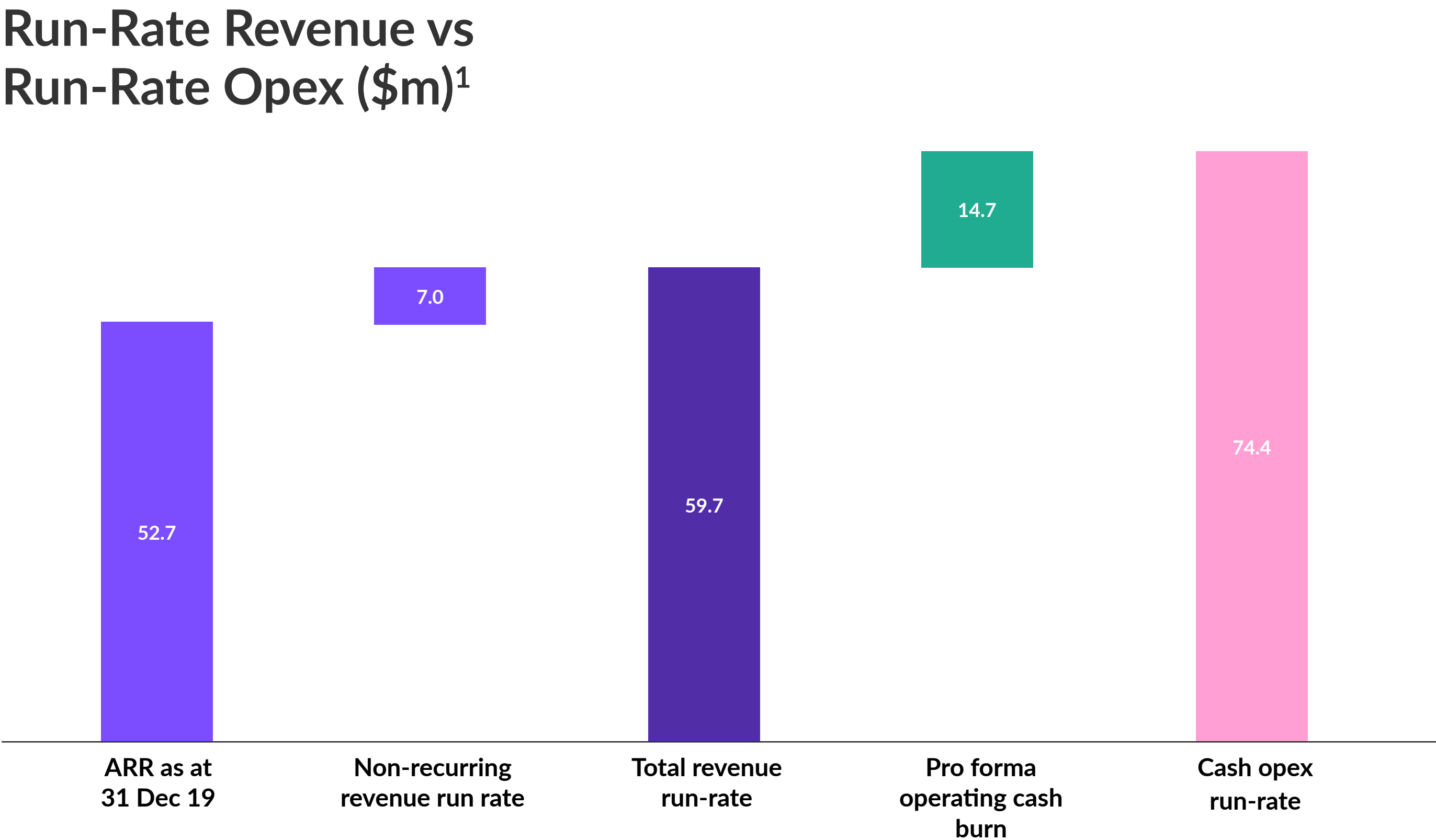
1. Non-Recurring Revenue Run-Rate estimated as at 31 December 2019. Cash opex run-rate represents the estimated operating expenses for Q3 FY20 (per the Company's Q2 FY20 Appendix 4C announcement of 30 January 2020), multiplied by 4 in order to annualise.

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OPERATIONAL GROWTH PRIORITIES

LiveTiles has a clear roadmap to drive operational execution in support of our growth strategy

Recent developments...

...and current priorities

- Customer success team established and integrated with sales and marketing teams
- Partner channel growth (off a small base) with substantial future revenue opportunity via partners

- Product roadmap execution, including Bots launch, new 3rd party integrations, Microsoft Teams features, Page Designer version 5. Bundling of product portfolio across LiveTiles Page Designer, Wizdom, Bots and Hyperfish

- Acquired businesses (Hyperfish and Wizdom) are key components of an increasingly integrated product portfolio with acquired products performing strongly
- Business integration of Hyperfish and Wizdom complete

- Increasing capacity and capability of internal and partner services to support customer onboarding and adoption. Strong focus on growing partner reseller and services network supported by direct sales and account management channels in each region

- Realising bundling benefits in all regions, including Wizdom and Hyperfish. Further substantial opportunities to drive differentiation in our product portfolio, augmented by CYCL acquisition. Further deepen product integration and connections to 3rd party applications, further enhancements to user experience and design, substantial AI opportunities, further automation of product deployment to enhance customer experience.

- Integration and consolidation of supporting systems and processes (across the integrated LiveTiles, Wizdom, Hyperfish and CYCL operations). Clear plans to realise efficiency benefits and more effective customer, people and partner outcomes with completion anticipated by 30 September 2020

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LiveTiles' target is to grow ARR to at least $100m in the short term and we see significant market and growth potential beyond this level

GROWTH OUTLOOK

LiveTiles expects to deliver another year of strong customer and revenue growth in FY20

- Large and growing addressable market
- Focused direct sales & marketing strategy targeting larger enterprises
- Conversion of large pipeline generated by inside sales team in the United States
- High-impact co-marketing initiatives with Microsoft
- Continued growth in partner/reseller distribution channel
- Growing demand for Artificial Intelligence products
- Substantial expansion opportunity with existing customers via cross-sell, bundling and increased penetration

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APPENDICES

CORPORATE OVERVIEW

Capital Structure

ASX: LVT

Share price as at 25 Feb 2020	$0.27
Shares on issue	901m
Market capitalisation	$243m
Cash as at 31 Dec 2019 (zero debt)	$46.6m
Enterprise value	$197m

Co-Founder Shareholdings

HOLDER	%
Karl Redenbach (CEO & Co-Founder)	12.3
Peter Nguyen-Brown (CXO & Co-Founder)	10.9
Total	23.2

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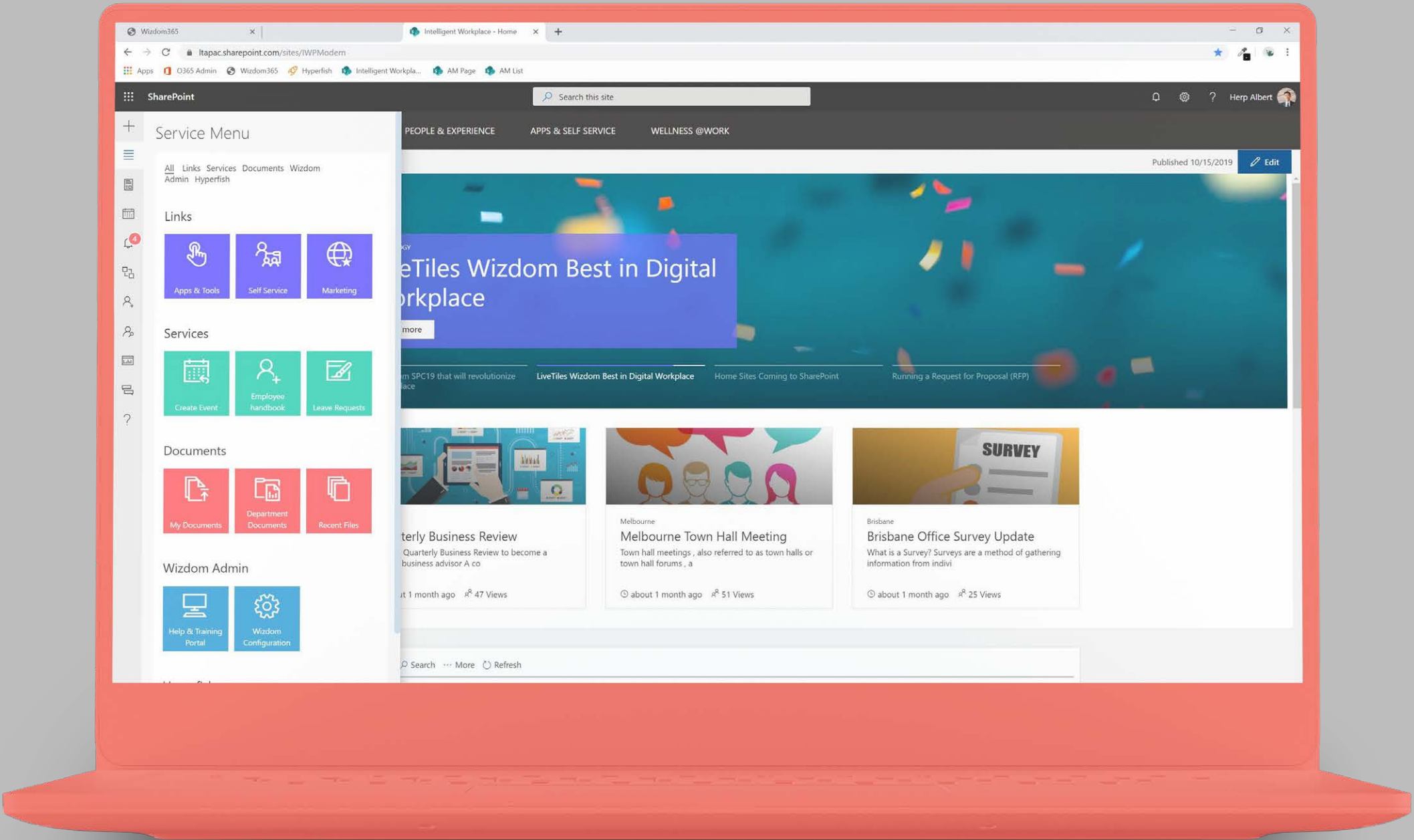
CYCL ACQUISITION OVERVIEW

CYCL empowers organisations across all industries to realise their intelligent workplace strategy

Snapshot

- Acquired in December 2019
- Headquartered in Basel, Switzerland with offices in Bern, Zurich and Boston
- >150 customers including many global brands and multinationals
- ~50 staff and contractors
- 2 software products: Condense & MatchPoint
- CYCL is an approved tier-1 Microsoft CSP (Cloud Solutions Provider)
- Highly regarded services capabilities
- 10 active reseller partners
- Highly experienced senior management team
- Expertise in managing a high quality, low cost "nearshoring" product development team
- Substantial pipeline of sales opportunities
- Close alignment with Microsoft (Gold Partner)
- Very high customer retention (negligible churn)

Industry Recognition

INTRANET CHOICE – DIGITAL WORKPLACE
2019
ClearBox

Gartner
CoolVendor

INTRANET CHOICE – MULTINATIONAL COMPANIES
2018
ClearBox

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INDUSTRY RECOGNITION

US MODERN WORKPLACE TRANSFORMATION PARTNER OF THE YEAR

Microsoft Partner Awards

BEST APPLICATION OF AI IN THE ENTERPRISE

Alconics London

HOMEGROWN EXPORT

ARN Innovation Awards

MOST CREATIVE USE OF MICROSOFT FLOW

European SharePoint Office 365 & Azure Community

FINALIST - GREATEST CONTRIBUTION TO ETHICS, GENDER EQUALITY AND DIVERSITY IN AI

Alconics San Francisco

MOST INNOVATIVE SHAREPOINT SOLUTION

2017 European SharePoint, Office 365 and Azure Community Awards

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THE BOARD

KARL REDENBACH
Chief Executive Officer
& Executive Director

Karl Redenbach co-founded the LiveTiles concept, together with Peter Nguyen-Brown, in 2012. Karl was also a co-founder and the former CEO of the nSynergy Group, a global technology consulting business.

Karl was awarded CEO of the year by the Australian Human Resources Institute in December 2014. Karl holds a Bachelor of Laws and a Bachelor of Arts from Monash University and completed the Owner/President Management program at Harvard Business School.

PETER NGUYEN-BROWN
Chief Experience Officer
& Executive Director

Peter Nguyen-Brown is the Chief Experience Officer of LiveTiles, which he co-founded with Karl Redenbach in 2014. Peter is former Chief Operating Officer of nSynergy, which he co-founded with Karl Redenbach in 2002.

Peter began his technology career as a software engineer with the likes of Telstra, KPMG and BHP, before pursuing his entrepreneurial spirit and building his first successful company with Karl in 2002. Peter is now a key part of the LiveTiles executive team with a passion towards people and culture, and the role of technology in the workplace and the world.

ANDY MCKEON
Non-Executive Director

Andy McKeon has over 25 years of global marketing experience and is currently the Chief Marketing Officer at US Ski & Snowboard, an Olympic sports organisation. Andy was previously the Global Accounts and Agencies Lead for Facebook and Instagram, managing relationships with Facebook's most important customers, including Amazon, Nike, Apple, Ford, Microsoft, Walmart, Samsung and Visa and their advertising agencies.

Prior to Facebook, Andy was Creative Director at Apple where he worked under Steve Jobs and helped launch iPhones, iPads, Macs and iOS software.

DANA RASMUSSEN
Non-Executive Director

Dana is an accomplished People executive based in San Francisco, and is currently the SVP Head of People at Honor, a leading US technology healthcare business. Prior to this role, Dana held senior People function roles at Flywheel Sports, Banana Republic, L Brands and Yahoo.

Dana's experience in senior People roles in leading technology and consumer businesses in the US are a huge asset as we further refine our strategy, which is reliant on attracting, organising and motivating amazing talent.

DAVID LEMPHERS
Non-Executive Director

David Lemphers has over 20 years of software engineering and technology strategy experience and is currently the CTO in Residence at Techstars, a global startup accelerator based out of the US. David is also a seasoned entrepreneur having completed multiple successful exits. David's prior experience includes leading the National Cloud Computing practice for PwC and being a founding member of the Windows Azure team at Microsoft where he spent 5 years as an engineer.

David holds a Bachelor of Computer Science from Swinburne University and a Bachelor of Laws from Monash University.

LiveTiles

GLOBAL PRESENCE

USA
New York City, Rochester, Seattle, Tri-Cities (Washington State), San Francisco, San Diego, Los Angeles, Chicago, North Carolina

Australia
Sydney, Melbourne, Brisbane, Geelong, Hobart

Europe
Sligo, Amsterdam, Zurich, Bern, Basel, Copenhagen, Vejle

UK
London

LiveTiles

WHAT OUR CUSTOMERS ARE SAYING

We needed a solution to implement something that was quality, and in an accelerated time frame.
We pulled it off with LiveTiles.
NBH Bank

It wasn't until I saw LiveTiles that I really had the missing piece in the jigsaw. Our people saw SharePoint as just an IT tool, not a business tool. LiveTiles changed that.
Large Australian retail chain

What you've given us is a product that allows us to build something that works for us.
Senior VP Customer Supply Chain, PepsiCo

LiveTiles makes SharePoint feel like a different product.
Leading real estate group

Having invested in the Office 365 suite, PepsiCo looked to the LiveTiles solution to increase collaboration and gain alignment between disparate business units.
Senior VP Customer Supply Chain, PepsiCo

LiveTiles is just the best solution to deliver a great user experience. It's allowed us to deliver an intranet that's as engaging as any website on the internet.
Power utility, USA

You can drop a tile on the page and there's no longer any need for someone to click anywhere else. People really appreciate that everything is just there. There's no, 'where did I save that' anymore.
Natural resources company, USA

This has easily been the fastest intranet build and migration that I've been involved in. And one I can actually say has been successful. Our staff now have a functional, usable intranet that they haven't had before with great search capabilities.
Department of Child Protection, South Australia

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CLOSE ALIGNMENT WITH MICROSOFT

High-impact campaigns and go-to-market initiatives contributing to strong customer and revenue growth

- Successfully aligning itself with **Microsoft's 'AI-first' vision**, LiveTiles has become one of Microsoft's key strategic partners in the data and AI space
- **Cloud Service Provider** (CSP) status with Microsoft (via CYCL)
- **Microsoft Teams** – co-selling LiveTiles solution for Microsoft's rapidly growing Teams collaboration platform
- LiveTiles, Wizdom and Hyperfish partnering with Microsoft on **SharePoint "home sites" launch** (May 2019)
- 2018 **Microsoft US Partner of the Year Award for Modern Workplace Transformation** (Microsoft has ~100,000 US-based partners)
- **AI Spark Partner Program:** designed by LiveTiles and Microsoft to accelerate the pace at which AI can be deployed by enterprises

- **AI Inner Circle Partner Program:** LiveTiles invited as the first software company following independent customer evaluations
- **LiveTiles Bots heavily showcased by Microsoft** at its global Inspire conference in Las Vegas in July 2018
- Access to Microsoft's partner **co-sell program** to accelerate leads and new customer growth
- **P2P Global Integrated Solution:** co-creation of IP with select partners to deliver industry solutions via Microsoft's Marketplace (AppSource)
- **LiveSmiles** - intelligent employee wellness solution based on LiveTiles technology platform; Microsoft global launch partner

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LiveTiles

LiveTiles website: www.livetiles.nyc
Videos: www.youtube.com/c/livetiles
Social: www.linkedin.com/company/livetiles
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