



**ASX Announcement**

28 January 2021

**Investor Presentation supplement to FY21 Q2 Appendix 4C**

**LiveTiles Limited (ASX:LVT) (LiveTiles or the Company)**, is pleased to release an updated Investor Presentation following the release of the FY21 Q2 Appendix 4C.

This announcement has been authorised for release by the Board.

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**About LiveTiles:**

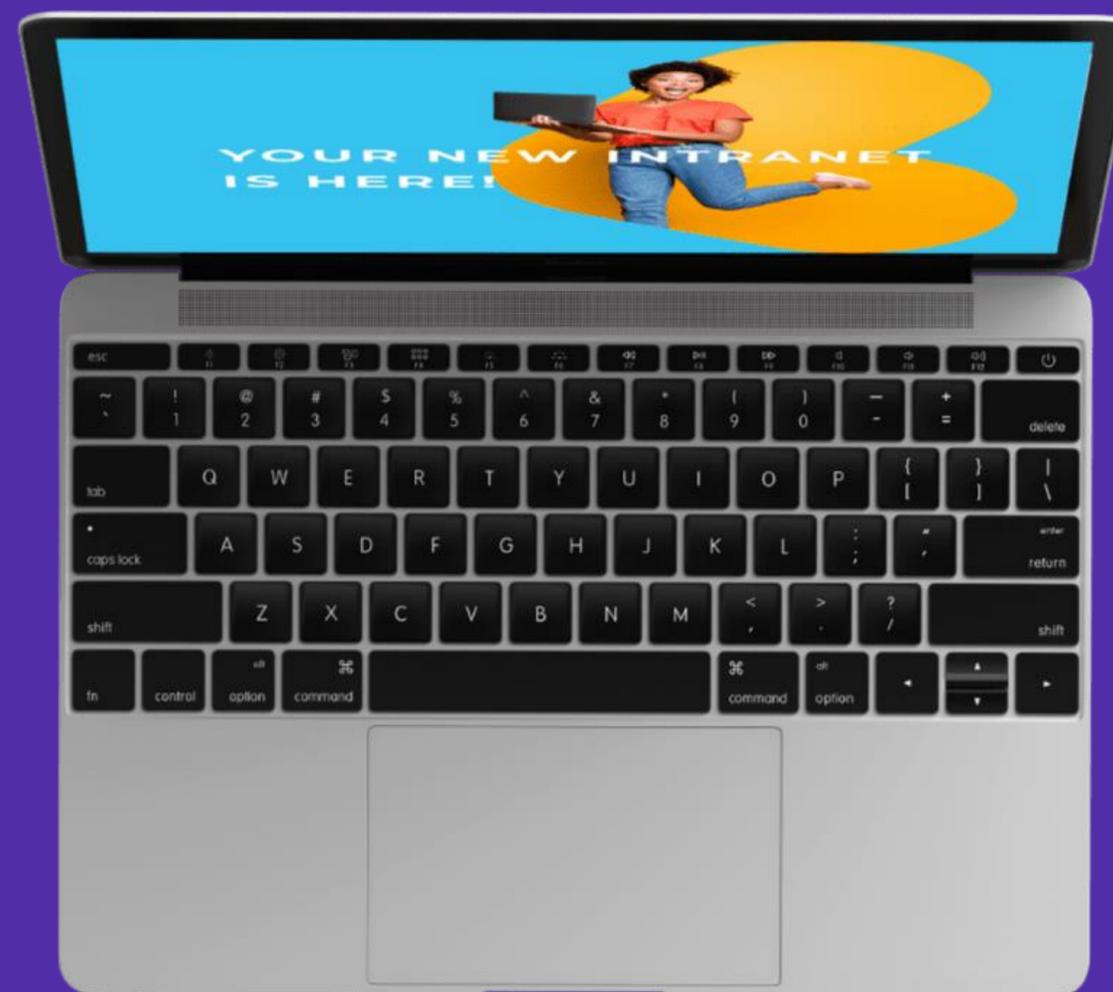
LiveTiles is the global leader in intelligent workplace software for employee collaboration and communications, creating and delivering solutions that drive digital transformation, productivity, and employee engagement in the modern workplace.

LiveTiles have operations spanning North America, Europe, Asia and Australia, and services over 1,100 Enterprise customers in over 30 countries. LiveTiles was named by The Australian Financial Review as Australia's fastest growing technology company in 2020 and by Forrester & Gartner as a leader in this space globally.



# TRANSFORMING THE WORKPLACE

LiveTiles Limited  
ASX : LVT  
4C December Quarter FY21,  
Investor Presentation 28th January, 2021



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# 01

## FINANCIALS

# Financial Summary

As at 31 December 2022 A\$m

Annualised Recurring Revenue<sup>1</sup>

**\$64.7m**

(constant currency basis)<sup>2</sup>

**\$58.1m on a reported currency basis**

Number of customers

**1,132**

Average ARR per customer

**\$57.2k**

(on a constant currency basis)<sup>2</sup>

Cash on hand

**\$19.2m**

Another record Quarter cash receipts

**\$13.0m**

ARR<sup>1</sup> growth over 2 years

**+202%**

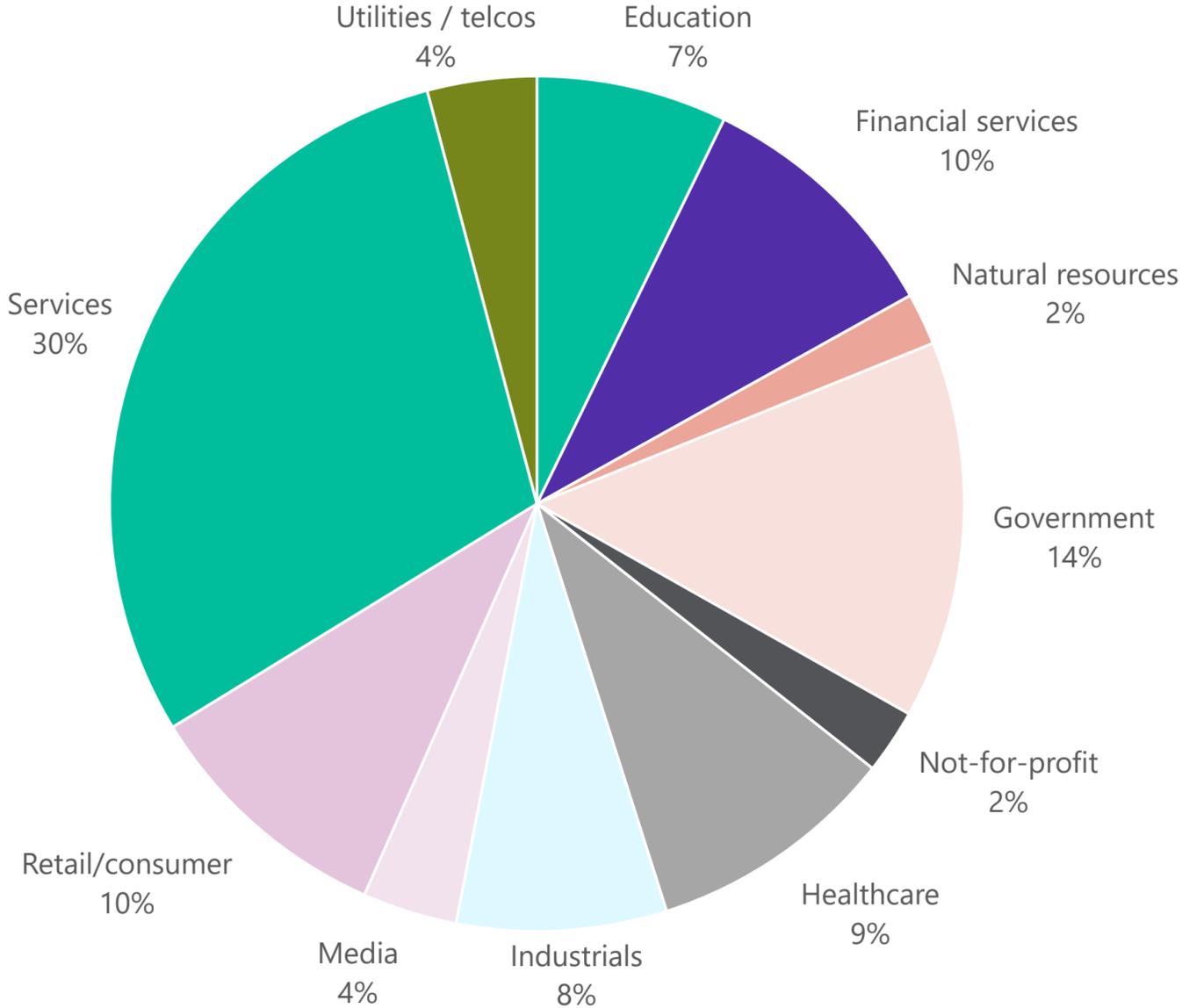
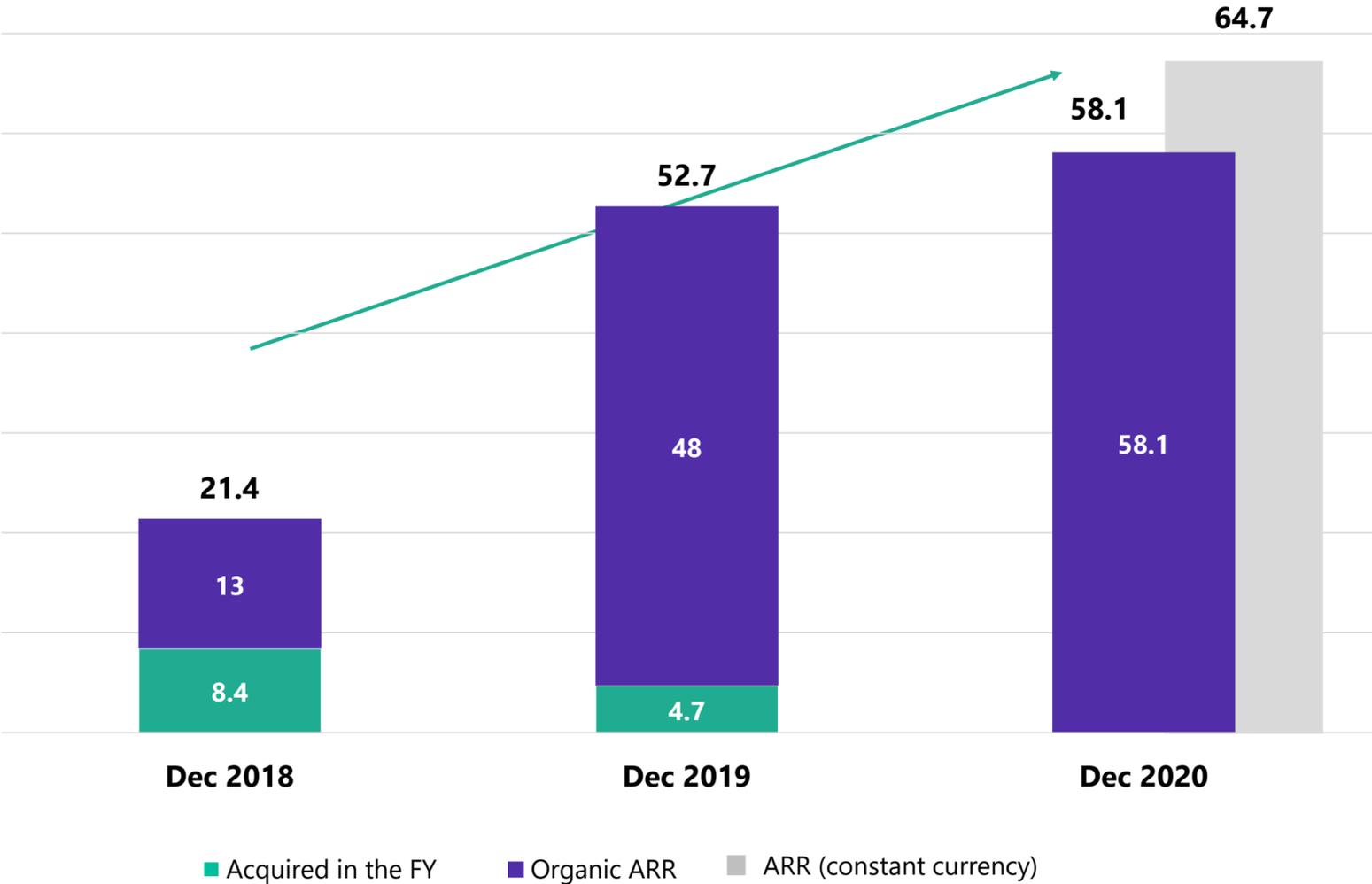
+171% on a reported currency basis

1. LiveTiles defines ARR as revenue, normalised on an annual basis, that LiveTiles has a reasonable expectation it will continue to receive from its customers for providing them with products and services. This definition includes committed recurring subscriptions for products and services, and includes service types where there is a demonstrable track record of repeat revenues such as support. It excludes revenue deemed unlikely to be recurring in nature.

2. On a constant currency basis, using FX rates as at 31 March 2020,

# Global and Diversified ARR

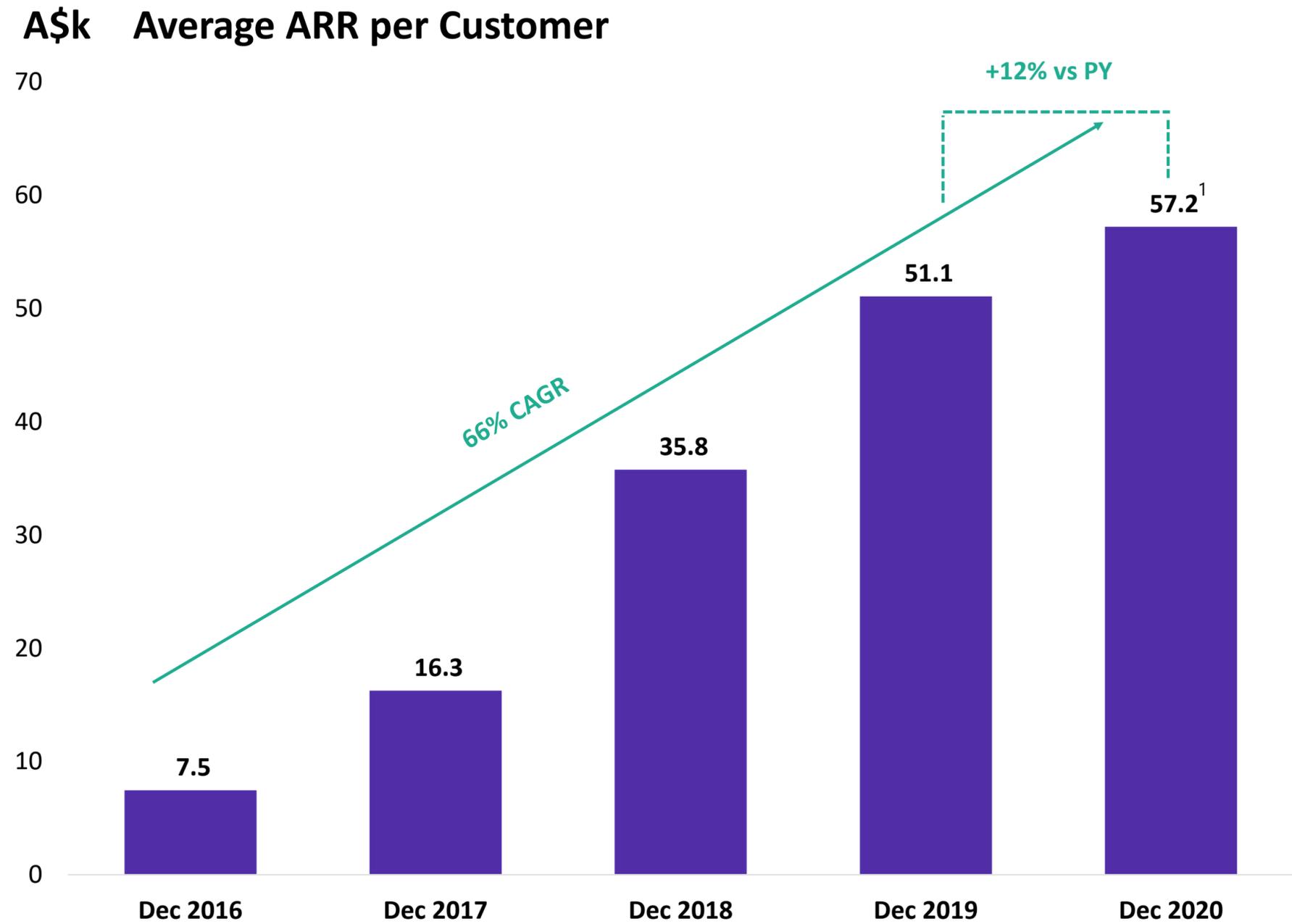
Year-on-year ARR growth (A\$m)



Strong ARR growth with 139% CAGR over 4 years  
 Industry and globally diversified business

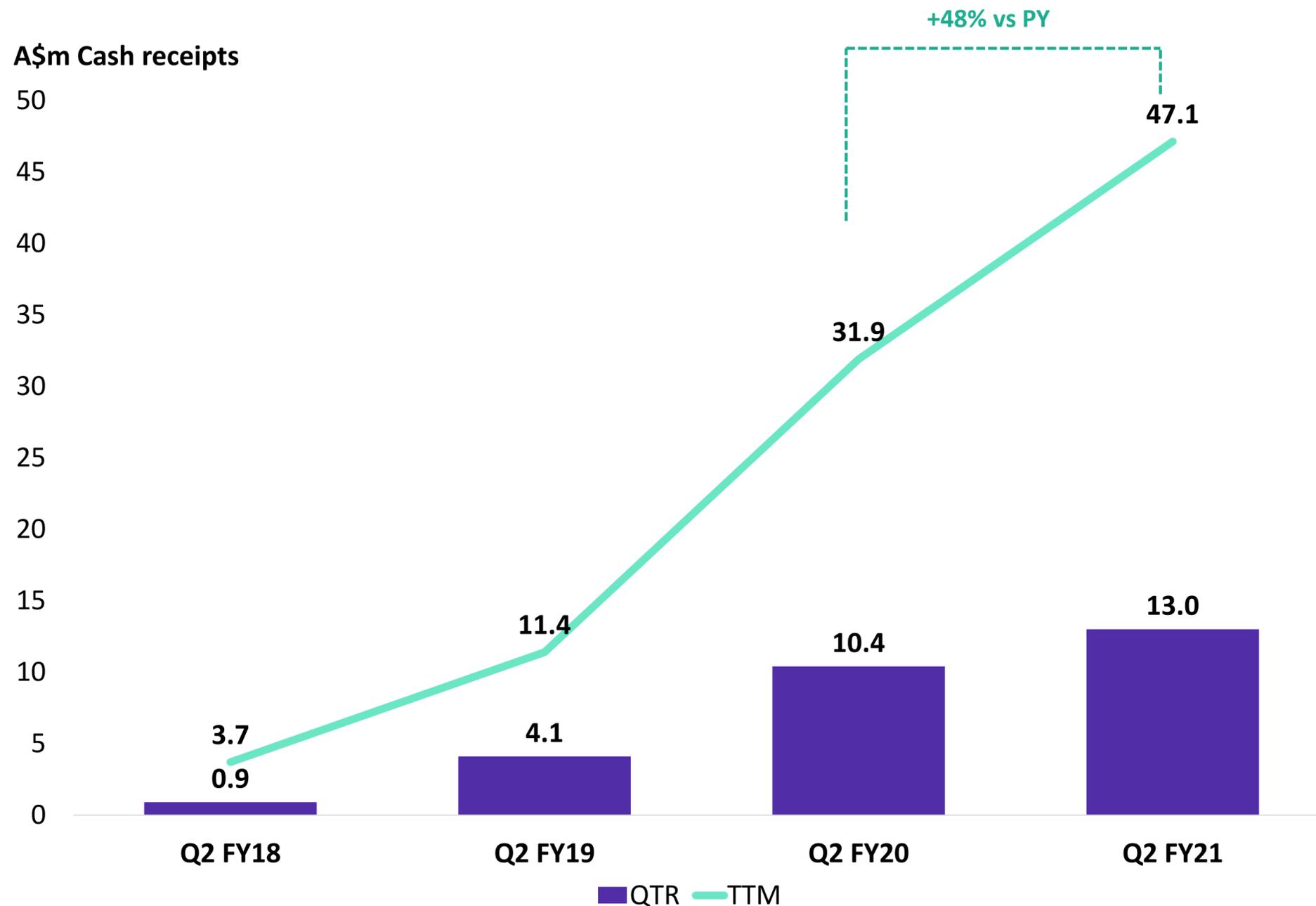
1. Acquired ARR comprises Wizdom’s ARR as at 31 December 2018 (\$8.0 million), Hyperfish’s ARR as at 30 June 2018 (\$0.4 million) and CYCL’s ARR as at 30 September 2019 (\$4.7 million).

# Continued Average ARR per Customer Growth



1. On a constant currency basis, using FX rates as at 31 March 2020,

# Record Cash Receipts and Continued Growth



Strong 3 Year Cash Receipts Growth

**+134%** CAGR

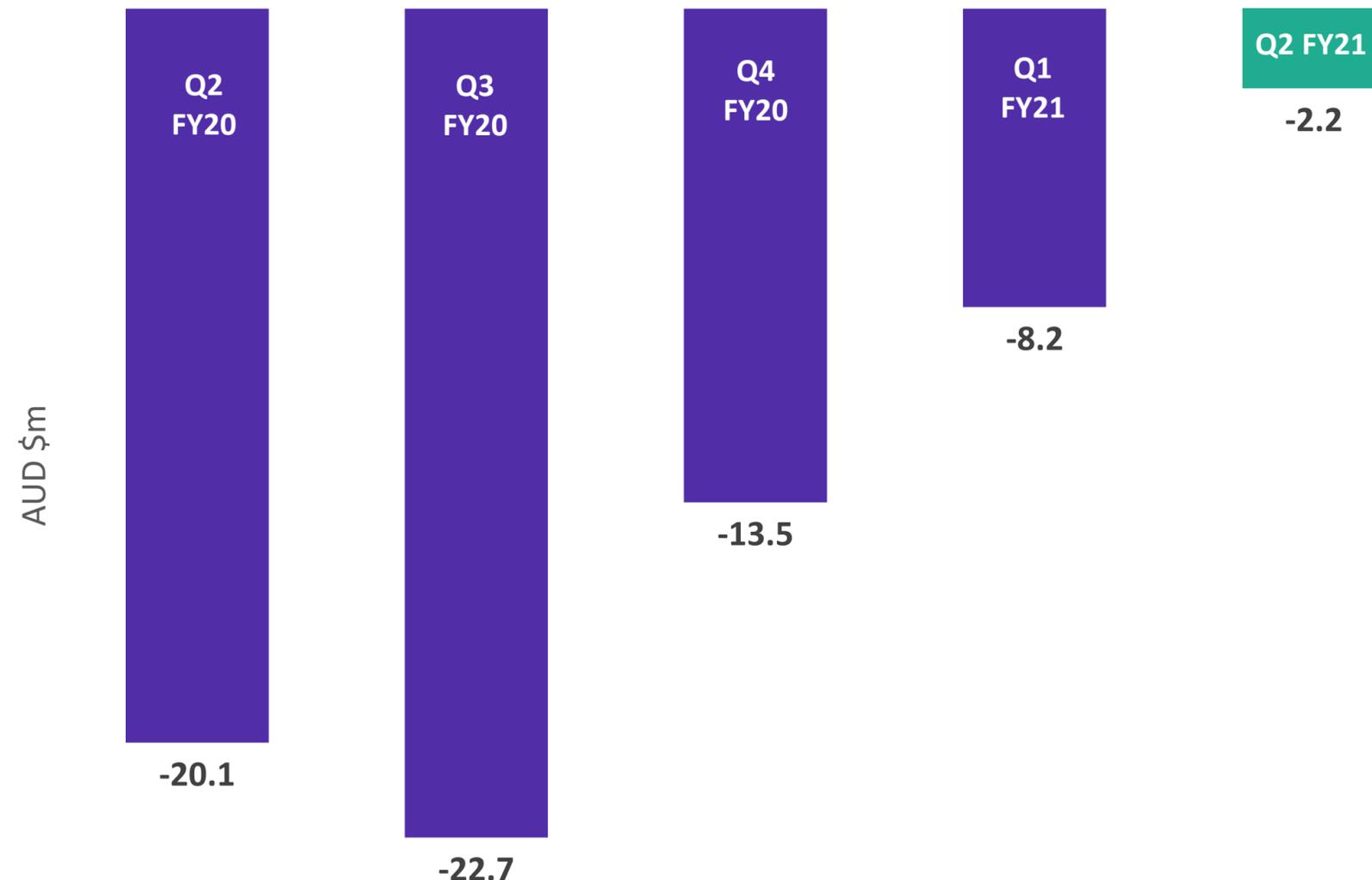
Another cash receipt records (9<sup>th</sup> in a row)

**\$13m** Dec 31-2020

# Improving Underlying Cash Management

*The net underlying operating cashflow continues to improve as a result of the realised cost saving initiatives undertaken in mid-2020*

## Net Operating Cash Flow Trailing 9 months (excl. govt grants & non-recurring items)



**\$2.2m net cash outflow for trailing 9 months**

Excluding non-recurring items of \$7.4m

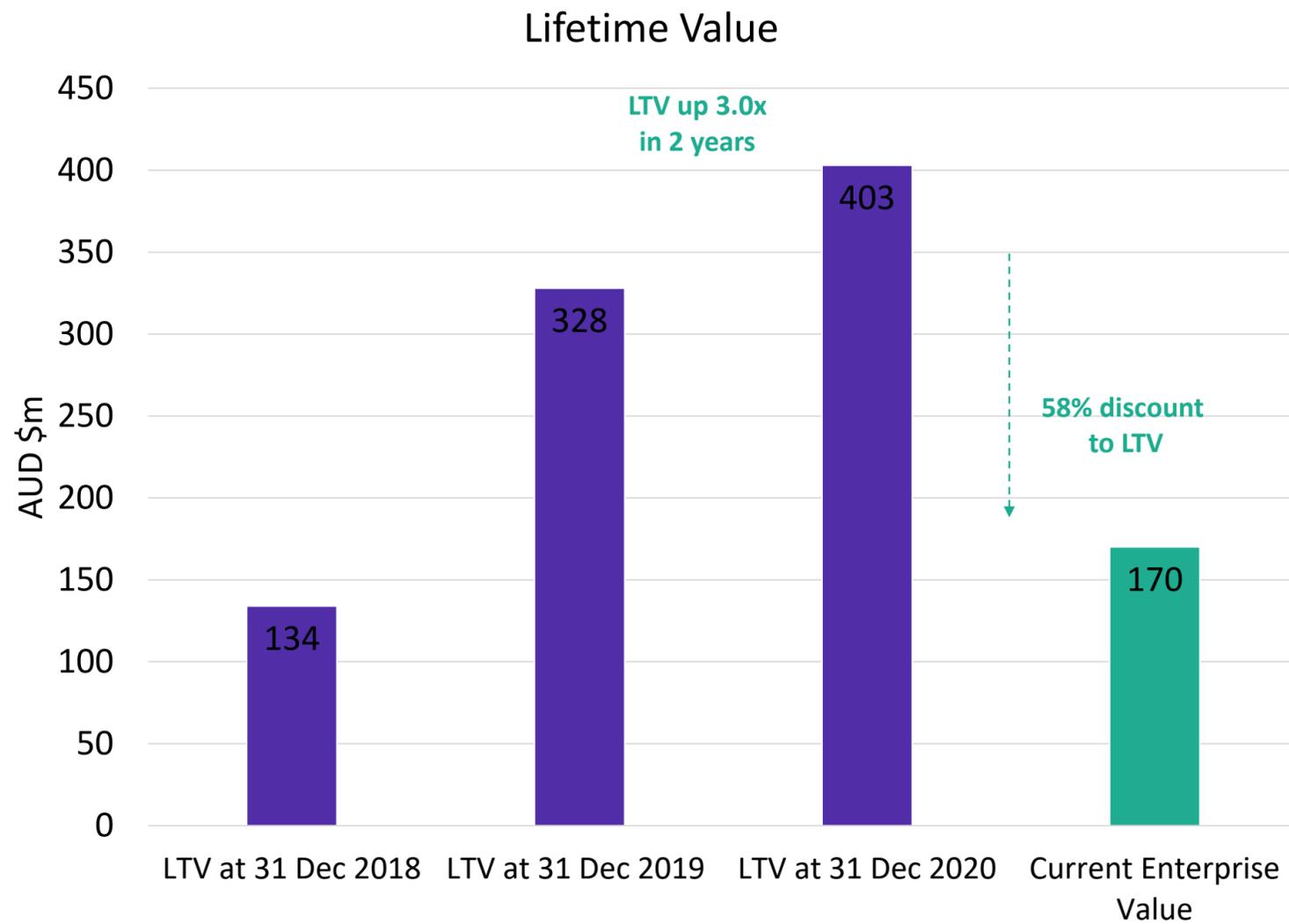
YoY net cashflow position improved

**89%**

When compared with Q2FY20 (\$20.1m) to (\$2.2m)

# BUILDING LIFETIME VALUE

## Long-Term Value from Customer Annualised Recurring Revenue (A\$m)



Lifetime Value

**\$403m** across  
1132 customers

Enterprise Value (as at 27 Jan 2021)

**\$170m**

Discount to LTV

**58%**

1. LTV = Lifetime Value. Assumes 75% 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. Based on LiveTiles' Enterprise Value (market capitalisation as at 27 January 2021 less net cash on hand).

2. 31 December 2020 LTV reflects ARR on a constant currency basis (when compared with 31 March 2020 FX rates)

# 02

## Business Update



# Business Update

## APAC

### *Increase demand driven by Public Sector*

- Successful virtual "Love your work" conference with > 1700 registrants.
- Partnering with Microsoft on multiple opportunities with Federal Government driving forward looking pipeline.
- Strategic alliances created with key organisations Canva and Linius.
- Key Q2 wins include a Top 5 accountancy firm, A leading real estate agency, Government agencies, and a prominent Australian University

## EMEA

### *Optimism driven by high level enterprise demand and increased partner activity*

- LiveTiles Reach demand growing across regional partners, existing customers and prospects with pipeline +54% vs last quarter
- Strong activity across the Partner ecosystem with 5 new re-sellers in UK market alone and 24 EMEA partners agreeing to joint co - marketing & co-selling plans
- Key Q2 wins include a leading Swiss Insurance Provider, a major hospital in Netherlands, a luxury goods producer and a multinational online credit rating provider in the UK.

## AMERICAS

### *Pipeline demand driven by large enterprise & a number of govt RFPs*

- Hired a new Federal Government lead with previous experience at Salesforce, Microsoft, and in Google Partner system to maximize the expanding GSA pipeline.
- Pipeline has grown 30% vs previous qtr, driven with strong demand out of Canada, large enterprise market and government opportunities
- Key Q2 wins include a global hotel and hospitality company, construction software company used worldwide and a top Financial Services company with +49,000 employees

# 03

## OUTLOOK

# OUTLOOK

- Starting 2021 with accelerated pipeline growth from both direct and partner sales channels
- Significant opportunities are being generated in the remote workplace digital software space off the back of global COVID-19 recovery
- Strategically investing in sales, marketing and customer success capabilities to capitalise on the growing pipeline opportunities
- Strong tailwinds across the LiveTiles Product suite, in particular with LiveTiles Reach, with customer interest and uptake exceeding expectations
- Investment into product R&D with a successful launch of 2 new products, LiveTiles Vibe and LiveTiles Smart Video, driven by demand for intelligent workplace solutions to help improve the employee collaboration and communications experience.



# Thank you



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